

## Pisciotta of BPS: Growing and succeeding in tough times



Frank Pisciotta, Business Protection Specialists, Inc.

The NYREJ recently sat down with Frank Pisciotta, of Business Protection Specialist, Inc. (BPS), for a question and answer session.

Q: What has been your companies' biggest challenge so far this year?

A: Our company is not unique in that managing growth, responding quickly and efficiently to client needs and keeping our employees educated on the latest technological developments in security continue to provide a dynamic and challenging environment.

Q: What has been your companies' greatest accomplishment?

A: It is difficult to summarize one single accomplishment. We cater our engagements to each client's needs and one client is not more important than another. As a business, our single greatest accomplishment is likely growing and succeeding during tough economic times.

Q: What are you and your firm looking forward to in 2014?

A: We look forward to our new client relationships and helping our existing client base bring secure environments to their employees, customers and visitors.

Q: What can your company offer our readers?

A: We have found that over and over again that property owners and developers leave security decisions of their investments and tenants up to system vendors and installers, who in turn make money on the sale of those systems or guard services. They often find themselves under pressure after a major security breach to do something immediately. Our company works with real estate investors and developers to manage security on a proactive and preventive basis. We are not tied to any supplier of security systems or services and we are therefore able to provide unbiased advice on what security precautions are necessary for a given property and its uses. We help our clients determine risk levels, purchase and oversee installment of hardware, fencing or security systems and even help negotiate guard contracts for the most effective approach to security.

Frank Pisciotta, CSC is president of Business Protection Specialists, New York, Massachusetts and North Carolina.