



Corporate Safety and Business across the Borders

Case: Northern Most Europe



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Introduction

Increasing number of SME's in the North



Direct business-to-business contacts across the border



Strong need of SME's and their environment for corporate security information





1. The concept of Corporate Security

What do we mean about Corporate Security?



In Finland: joint definition by Confederation of Finnish Industries in 2002.



In Russia: varies according to business sector, region and size of the business.



2. Situation in 1990's

Dissolution of the Soviet Union

- the concept of "security" has changed,
- lack of knowledge on international corporate security management,
- lack of safety and security networks across the border,
- lack of training procedures in the sphere of corporate safety and security.





3. *Safely in Russia* project

Two Phases to implement the business security approach towards the region:

Phase I. *'Doing Business Safely in Russia'*



- 2004-2005, total budget 182 346 €
- Kolarctic Interreg IIIA
- Basic survey and networking



Phase II. *'SAFELY IN RUSSIA – Security Management and its Development in the Companies in the Barents Region'*

- 2006-2008, total budget 700 630 €
- Kolarctic Neighbouring Programme
- Information support, trainings, publications





4. *Safely in Russia* project - results

- Strong and active network of private and public security operators in Lapland and Murmansk region.
- Trainings for SME's on safety related topics (more than 700 participants).
- Safety and security plans.
- Publications, website, brochures, **Business Security Handbook**.



5. Differences in orientation

- corporate espionage,
- spread of disinformation
- environment security,
- company takeovers,
- competitive intelligence,
- piracy,
- security of foreign operations,
- artificial bankruptcy,

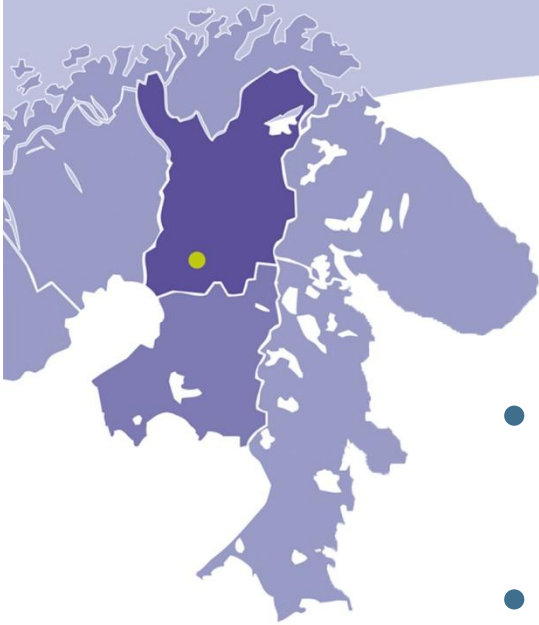


Corporate Safety and Security in Russia is under constant and continuous elaboration



Corporate Safety will remain crucial topic for SME's operating in border areas





6. Problems and Needs to be addressed

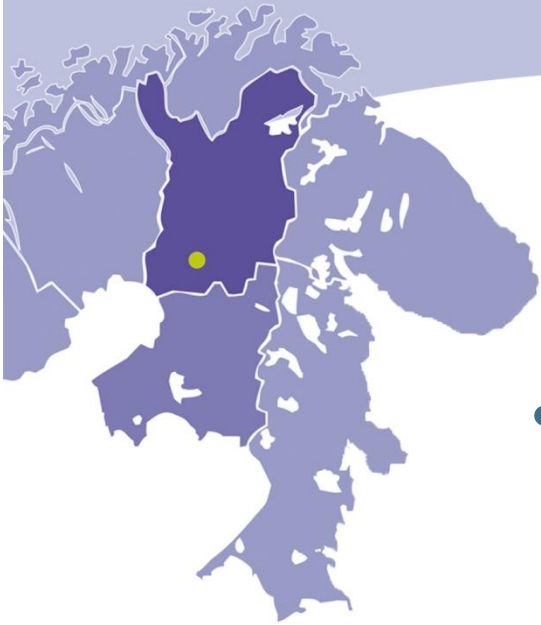
- How to find a reliable partner in Russia?
- What should be taken into consideration when establishing business in Russia?
- Is it safe and secure to operate in Russia?
- How do Russians define the content of Business Security?



7. Tested solutions

- Companies providing screening services, crime analysis, threat assessments and background checks.
- Open source information
- Personal contacts
- Specialized networks





8. Finnarents' *Corporate Safety Development Model*

- Strong interest in the model on how to approach the challenging regions across the external border of the EU,
- Well developed network in the North,
- Experience in supporting SME's
- Expertise on Safety and Security related issues





Thank you for your attention!

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