



# 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

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

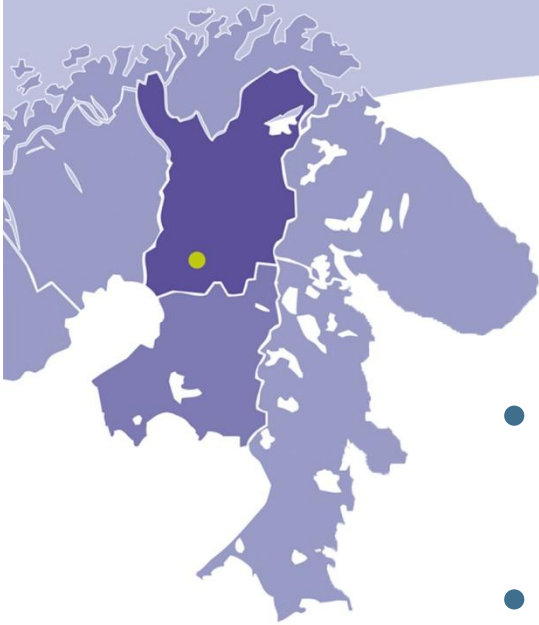


Corporate Safety and Security in Russia is under constant and continuous elaboration



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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