

SECURITY CALL FOR INNOVATIVE SOLUTIONS

**INDUSTRY BRIEFING
IN PARTNERSHIP WITH THE MINISTRY OF HOME AFFAIRS**

1 & 2 MARCH 2018



AGENDA

- Welcome & Overview
- Sharing on Security ITM
- Overview of Security CFIS
- Q&A

Samantha Su

Director, Built Environment, Sectoral Transformation Group, IMDA

Teo Eng Siang

Deputy Director, Security Policy, Joint Operations Group, MHA

Ebenezer Thomas

Assistant Director, Built Environment, Sectoral Transformation Group, IMDA

MHA & IMDA Panel

Sharing on Security ITM

Teo Eng Siang

Deputy Director, Security Policy
Joint Operations Group, MHA

Security Industry Transformation Map

Briefing for
IMDA's Call for Innovative Solutions
1 & 2 March 2018





Visit our ITM micro-site for more details:

<https://www.mha.gov.sg/SecurityITM>

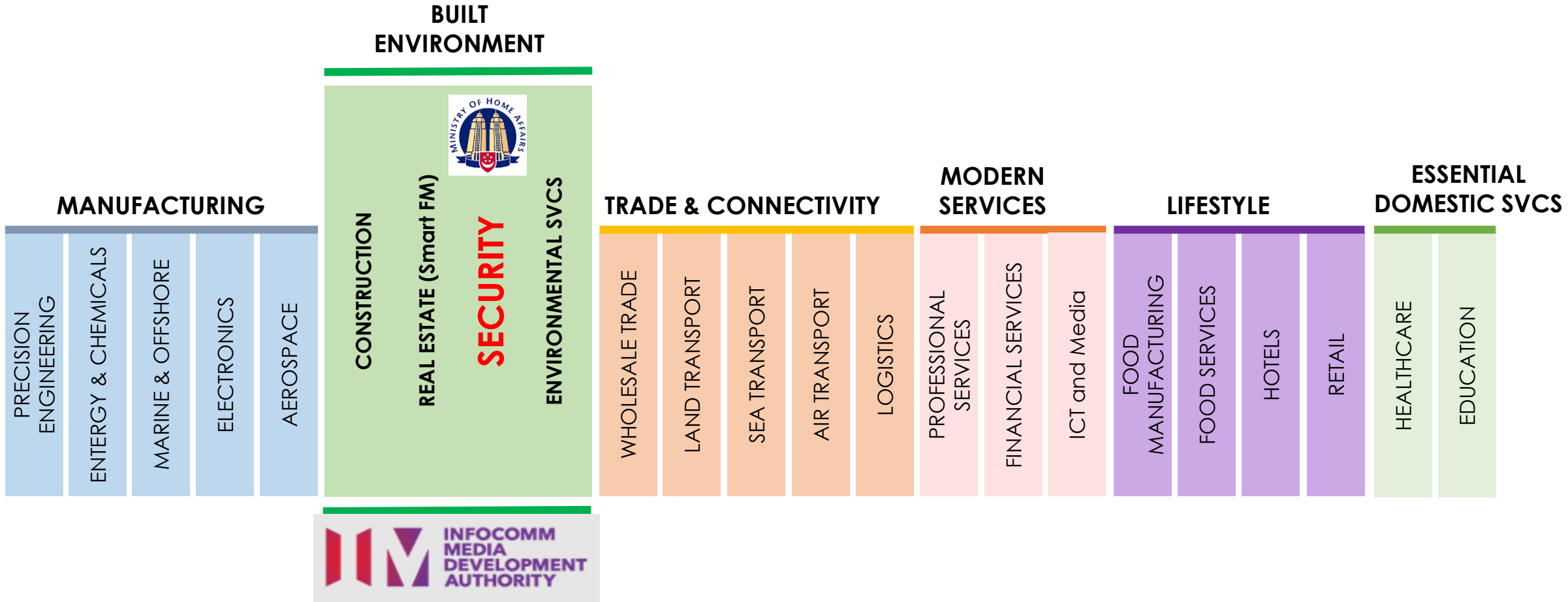




Thank You

Overview of Built Environment Industry Cluster

MHA & IMDA PARTNERSHIP IN SECURITY ITM



BUILT ENVIRONMENT (BE) INDUSTRY CLUSTER



Real Estate Sector
(Smart FM)



Construction Sector



Built
Environment
Cluster



Facility Management



Security Guarding
Sector



Environmental Services
Sectors



Landscaping
Sector



M&E facilities
maintenance

- Shortage of workers
- More complex security outcomes desired
- Leading to a greater need for technology & innovation

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Increasing demand for security services with more complex outcomes required

IMDA'S KEY EFFORTS IN SECTOR TRANSFORMATION

SECURITY

Tech for Cluster Guarding



Roving Command Centre



SMART FM



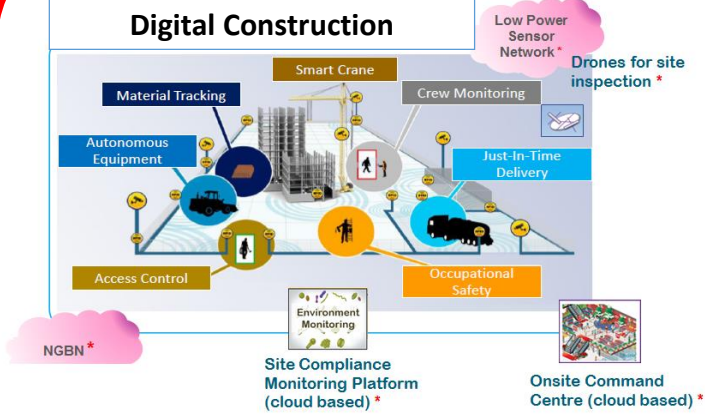
Autonomous cleaning vehicles



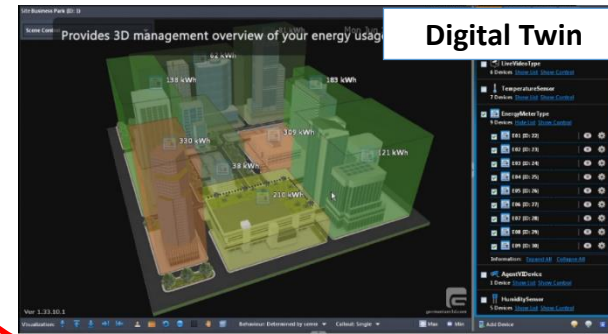
Edge Analytics

CONSTRUCTION

Digital Construction



Digital Twin



COMMS



Key Partners:



Possible Test-bedding & Deployment

Demand



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Relevant Programmes at IMDA

RELEVANT PROGRAMMES AT IMDA

PILOTS

- Support for adoption (up to 70%)
- Solutions have <15% market share
- Only for Singapore SMEs
- Below S\$100m revenue
- Less than 200 employees

CALLS FOR INNOVATION

- Support for innovation (up to 70%)
- Tech companies as consortium lead
- Only for Singapore-based companies
- Must be at least 30% local owned

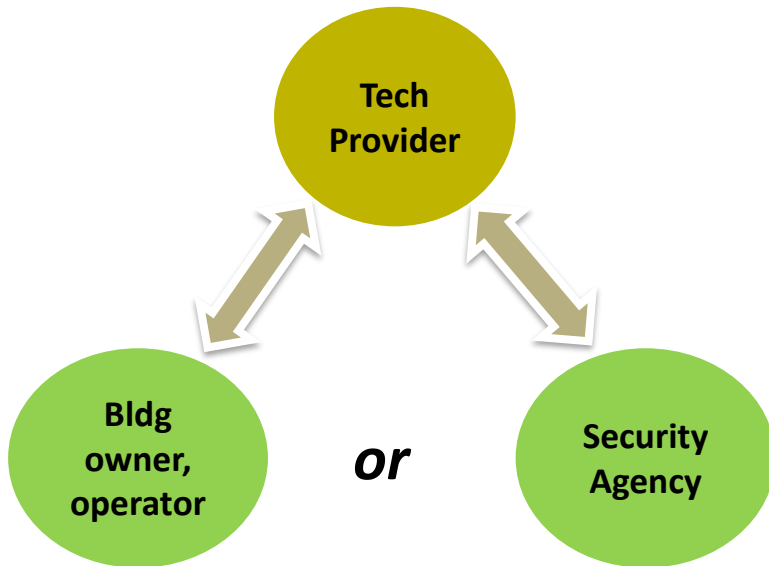
PRE-APPROVED SOLUTIONS

- Ready to market solutions
- Adoption funding by sector champions
- To follow criteria by sector champion

Overview of Security CFIS

OBJECTIVE OF CALL FOR INNOVATIVE SOLUTIONS

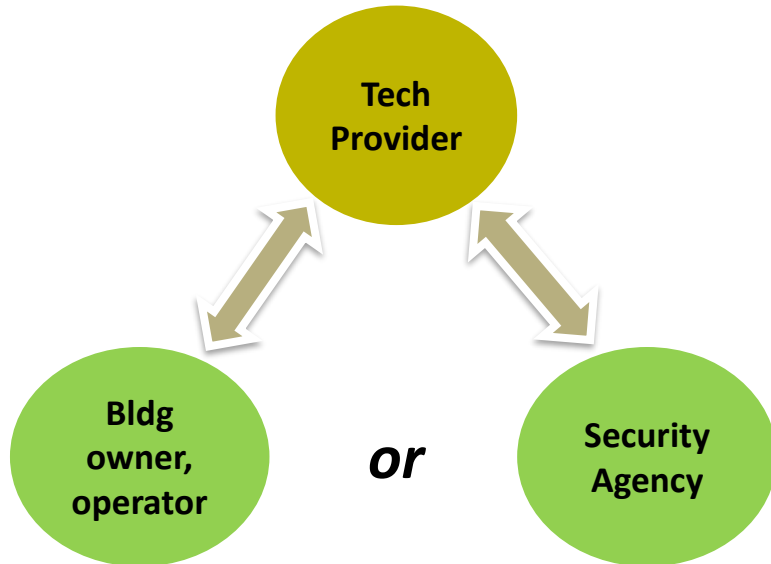
Forge tech providers / security agencies / building operator partnerships to co-develop innovative solutions for sector transformation



- To encourage & support **Service Buyers** (building owner/operators and security agencies) to **co-develop innovations** with technology providers
- Such innovations must **enhance productivity, solve security challenges** on the ground and **seed new exportable ideas** with strong outcomes

FUNDING DETAILS

Development



1. Government to fund up to 70% of qualified costs
2. Proposed costs involved in developing the Solution Prototype including manpower, hardware, software, license, training, and any 3rd party professional services
3. Solution is novel and addresses a major Service Buyer's challenge or problem statement when commercialized
4. Consortium comprises a technology company, a security agency and/or a building owner/operator
5. **The technology company is the lead applicant, and must be a Singapore-based company**
6. The Service Buyer must validate the benefit of the proposed solution

ILLUSTRATIVE PROBLEM STATEMENT #1

Current Situation

- For the past 6 years, ABC Security Agency has deployed 20 security officers for a shopping mall with a GFA of 60,000 sqm
- Security officers are working two 12-hr shifts with static posts and patrolling duties

Problem Statement

- What are the possible technologies that can help achieve savings for building owners/operators and improve the well-being of security guards while increasing operational effectiveness?

Desired Outcomes

- Introduction of video analytics, robotic first responders and redesigned workflows allowing 8-hr staggered shifts with reduced headcount.
- Reduce reliance on security officers from 20 to 14 (30% improvement) accepted by building owner.

ILLUSTRATIVE PROBLEM STATEMENT #2

Current Situation

- ABC Security Agency has digital data stored in its servers
- XYZ Security Agency has Video Analytics deployed on-sites
- Sharing of information across the same cluster is impossible due to lack of trust

Problem Statement

- How can we enable data sharing and enable novel business models in the sector to solve an industry pain point?

Desired Outcomes

- Design a blockchain solution that can offer alternative business processes and models for data sharing
- Develop a digital vault or middleware or gateway that integrates data sharing with the SPF to aid investigations



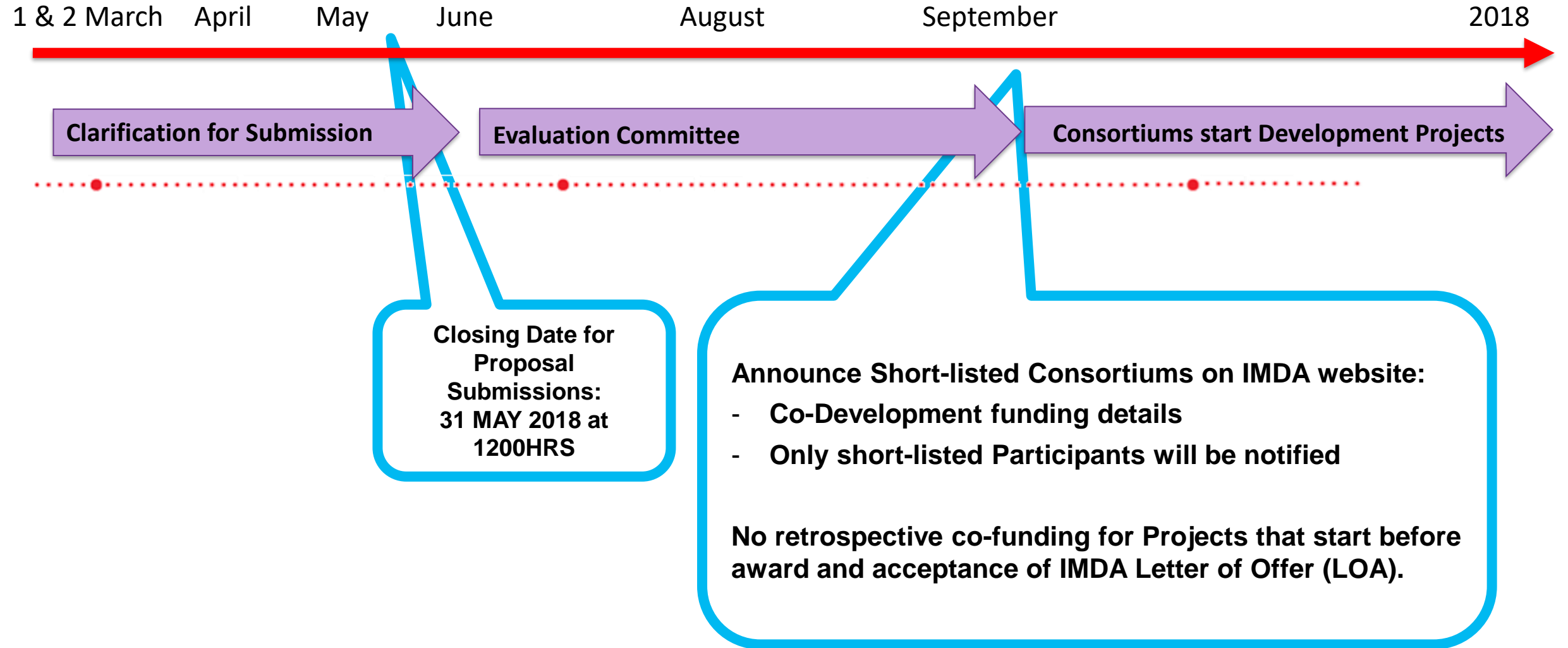
EVALUATION CRITERIA

- Competency of Consortium
- Quality of Proposal
- Business Viability
- Technical Viability

AWARD TO CONSORTIUMS

- Co-funding based on project scope and subject to funding scheme criteria
- Only short-listed participants will be notified

PROCESS & TIMELINE



FOR PROPOSAL TEMPLATE AND MORE DETAILS

Please check out the following website for the documents:

<https://www.imda.gov.sg/industry-development/call-for-proposals/call-for-innovative-solutions-for-security-sector>

1. Public Document
 2. Annex A
 3. Schedule 1 to Annex A
 4. **Proposal Form**
- Do refer to the Public Document for Submission requirements. Incomplete submission will be rejected.

Closing Date for Proposal Submission: 31 MAY 2018 at 1200 hrs

FACILITATION OF PARTNERSHIPS

- **Companies looking for partnerships with tech providers¹ can email Corey_CHONG@imda.gov.sg**
- **Industry contact details** can be published at the website for **interested parties** to explore partnership arrangements
- Please note that only potential lead applicants should submit requests
- Facilitation of partnerships is on a best-efforts basis, and IMDA does not assume liability for failed partnerships

IMPORTANT NOTICES TO PARTICIPANTS – DO REFER TO IMDA WEBSITE FOR ANNEX A AND SCHEDULE 1 TO ANNEX A

- Nothing in this CFIS shall constitute a contract between IMDA and any Participant. Any Participant selected pursuant to this CFIS for participation in the project shall be required to enter into a legally binding agreement with IMDA (“Agreement”), the terms and conditions of which shall be agreed between the parties at a later date.
- The receipt by IMDA of any Proposal pursuant to this CFIS shall under no circumstances impose any form of obligation or amount to an acceptance of or an agreement to abide by any terms or conditions stated therein or elsewhere on the part of IMDA. This includes facilitation of partnerships organized by IMDA.
- IMDA shall have the absolute discretion to accept or reject any Proposal, whether in whole or in part, without giving any reason whatsoever.

THANK YOU