



## **Working in South America Series**

March 2021

The security industry is an amazing and growing industry. Over time, security has developed into a sophisticated business utilizing the latest electronics, developing communication networks, and providing an effective means for life safety protection across the globe.

The Life Safety Alliance will be providing content pertaining to interesting, informative, and educational facts about the global marketplace, with the purpose of educating readers on ideas and opportunities they may not have been exposed to previously.

Since the Alliance is an international organization, our focus will be directed on doing business on an international level. We'll look at specific countries and the metrics of doing business in these countries. We'll discuss geographic topics such as taxes, import duties, and labor supply providing a broad swath of what it takes to work in these global communities. Our content will address language barriers, communications, and requirements necessary to begin a thoughtful and respectable business preparation of doing business in a foreign country. We'll consider banking and fiduciary requirements, how the business "works" in these countries with an emphasis on costs, monitoring availability, product and services distribution and contract requirements, with the intent of providing our readers with a general overview of how to start the process.

The more information we can make available, the better readers will be at determining the best opportunities for them. Initially, this series will look at thirteen countries in South America. We may combine several countries because of size, population, or general socio-economic considerations. It is our intention to look at each country individually, providing statistics on the country.

GLSA is an educational facilitator alliance dedicated to giving our members information that enables them to have knowledge and an insight into the electronic security environment and its impact on citizen safety.

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Peter Raymond, former president of Security Protective Services established PF Raymond, Inc, a consulting company specializing in the security space, over twenty-five years ago.

The company has a US domestic client base along with clients in South and Central America, Europe, and Asia. The company assists companies with foreign operations in developing and maintaining their electronic and physical security requirements. The company is well versed in the rules and regulations of establishing a security program in foreign countries. The company develops programs which include design, implementation, and maintenance of the security platform.

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