

**Security Director Armoring Survey**  
As of March 13<sup>th</sup> 2006  
©FWCG 2006

Far West Consulting Group was tasked with determining current guidelines for ex-patriot executive armored vehicle protection. We contacted Security Directors around the world with the following results:

1. **Do you provide armored vehicles for your senior executives overseas:**  
**YES 33% NO 66%**

If no, are you considering it in the shorter term—comments:  
'Periodic review', 'incident driven', 'only occasionally if valuable  
are being transported with the executives'

2. **At what executive level do you provide the armored vehicle?**

In-Country president or GM **38%**  
Above plus some others **62%**

3. **How do you purchase the armored vehicle?**

In-Country President or GM decision **33%**  
Buy from dealer **44%**  
3<sup>rd</sup> Party contractor proposes **11%**  
Purchasing agent decides **11%**

4. **How do you finance the vehicle?**

Lease **63%**  
Buy **25%**  
Rent (occasions) **12%**

5. **Do you charge the executive for personal use?** **YES 75% NO 25%**

[compensation tax implications may apply here]

If yes, how do you charge?

Flat fee related to monthly cost **67%**  
Actual monthly payment cost **33%**

6. **Do you offer a trained driver for executive's use** **YES 89%**

7. **How do you determine the armor level to purchase? Comment:**

'by research and perceived threat level' **38%**  
No comment **62%**

**8. Do you provide a vehicle for the spouse? \*\* YES 71% NO 29%**

If yes, same level as the executive vehicle?

**YES 33%**

**No Comment 67%**

**9. Do you provide a vehicle for driving age children? YES 29% NO 71%**

If no for spouse and children, do you offer other alternatives like a trained driver that is available to them?

**YES 100%**

**Other Comments:**

- A. Some that did not provide armored vehicles to executives overseas commented that if they did, it would only be for high-level personnel (like in-country President or GM) and that personal use would also be charged to them
- B. Some responded that they rent armored vehicles when they have a specific need for them—"like valuables transport" (so we guess the executive is not a high priority??).
- C. Most that did not provide armored vehicles stated that they reviewed the threat scenarios periodically and would immediately respond to ominous changes or incidents.

**INTERPRETATIONS**

Just from our own inquiry level, we know that armoring is receiving more frequent consideration in executive offices around the world. A full one third of our respondents confirmed that armoring was provided for certain ex-patriot executives. Another third stated that they constantly monitor for the need.

By the lack of response to the question 'How do you determine the armor level to purchase' and 'How do you purchase an armored vehicle?' we know our admonition about Buyer Beware still applies. Many do not have an established process to determine the armor level needed or how to provide the solution. See our website for case study and other examples of companies not getting what they paid for or wanted.

\*\*'.Vehicle for the Spouse?' is not clearly outlined. Some responses indicated they provided vehicles but not armored ones. The follow-up question about the same level was interpreted to mean class of vehicle (luxury, near luxury, etc.) instead of the same armor level as the executive vehicle. Our field experience is a very small percentage of spouses receive armor but they are entitled to company drivers reserved in advance (and generally a fee is charged to the executive).

For more information contact Far West Consulting Group at the numbers or email below.