

ANN

PHYS-SEC AGORA

LAGOS - OCTOBER 11TH 2023

POST SESSION REPORT



AGORA NEXUS

AGORA

In ancient Greek cities, an agora was an open space serving as an assembly area and a place for commercial, civic, social, and political activities

NEXUS

Latin nexus (“the act of binding together; bond”), from nectō (“bind”).

Together Agora Nexus has a simple meaning
A bonded gathering & market

**PROUD
TO SUPPORT**





Welcome Esteemed Colleagues,

It is fantastic to be back in Nigeria for today's in person PHYS-SEC AGORA Lagos.

I would like to firstly thank you for your continuous involvement in the security Agora network and of course your time investment into attending today's Agora.

It is no secret that Nigeria is facing some uncertain times given the new administration, economic reform and an array of factors including the floating Naira.

As we all know, operations in the country encompass the consistent threat and reality of malicious activity whether it be petty criminality and vandalism right the way up to highly organised and sophisticated crime.

With you all having security and operational responsibility within your respective organisations, the aim of today and future programmes is to share best practice, benchmark strategies and more importantly have very open and candid debate around issues and 'wahala' being faced.

The Agora mantra is to ensure that these end user driven meets, are purely focused around the educational requirement and needs of everyone involved.

Today's agenda has been formulated around the issues highlighted by you as a group, so please do continue to influence and advise.

Without sounding like a Roman Emperor this is a 'for the people, by the people' initiative so I actively encourage open debate and opinion.

The Agora modus operandi is strict Chatham House Rule to ensure we have a trusted and confidential environment

I look forward to an insightful engagement.

Best,

Phil Manny

Founder & Director.

AGENDA



- 09:00 - 09:30 ● **Registration & Breakfast Networking**
- 09:30 - 09:45 ● **Welcome Remarks & House Keeping**
Phil Manny - Director & Founder - Agora Nexus
- 09:45 - 10:45 ● **Session 1 - Group Workshop**
Moderator: Tanwa Ashiru, CEO - Bulwark Intelligence
"The Nigerian Economic Landscape: Trends, Challenges, and Opportunities for Enterprise Security"
- 10:45 - 11:30 ● **Session 2**
Session Leader: Paul Terry, Principal - Control Risks
"Combining traditional best practice methodology and data analytics to mitigate risk and manage loss prevention – a demonstration of operational and cost effectiveness."
- 11:30 - 12:15 ● **Session 3**
Session Leader: George Kobani, Senior Regional Security Director, Africa - GE
"The social and economic impact of ongoing reforms - will it drive further insecurity and social unrest?"
- 12:15 - 13:15 ● **Brain "Buster" Lunch**
- 13:15 - 14:00 ● **Session 4**
Session Leader: Rear Admiral Leye Jaiyeola (rtd), mni, Chairman - Owiwi Cubes Limited
"Addressing Cross-Border Threats in Nigeria: Strategies for Security and Cooperation"
- 14:00 - 14:45 ● **Session 5 - Open forum**
Session Leader: Victoria Ogbuehi, Senior Risk & Business Resilience Manager - Coca-Cola HBC
"Managing Security of personnel, operations and assets in high risk terrain"
- 14:45 - 15:00 ● **Networking Break**
- 15:00 - 16:00 ● **Session 6 - Group Discussion**
"Future-proofing Nigerian Businesses: Strategies to Adapt to Economic Changes and Security Challenges"
- 16:00 - 18:30 ● **Post Agora Drinks Reception**

USE CASE PARTNERS



Bulwark
INTELLIGENCE



NETWORKING PARTNER



Protection Plus
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ENDORISING PARTNER

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ATTENDEES



Please scan QR code to access a list of attendees

Session 1

Group Workshop

Moderator: Tanwa Ashiru, CEO - Bulwark Intelligence

"The Nigerian Economic Landscape: Trends, Challenges, and Opportunities for Enterprise Security"

Supported by:



TANWA ASHIRU

Takeaways:

During the opening session Tanwa introduced the topic with a short presentation

- Introduction
- Economic Landscape: An Overview
- Key Trends in the Nigerian Economy
- Challenges Facing Enterprises
- Security Situation Overview
- Opportunities for Enterprise Security
- Conclusion
- Workshop

Session slides: Please click [HERE](#)

Following the introduction, we split the group into teams to debate the topic amongst their table and present back the findings, in order to gain a collective mindshare from the entire room. This included the debate around what is more important economy vs. security

Outcomes and debated areas:

Team "Alpha"

Economy comes first before security

Challenges include:

- Compliance with international and local laws
- There is an effect on insecurity
- Global sustainability and carbon future
- Exchange and FX issues



Outcomes cont:

Team “Immortal”

We need the economy to be generally good
this can't happen with insecurity

Challenges include:

- Many displaced from land
- Foreign investment effected by current landscape
- Vandalism



Team “Emperor”

Security before economy

- We are observing the ‘Arab Summer’ analogy
- Reduction in foreign investment
- Security of the economy is important to both the nation as well as individuals
- There is a clear connection to National Security



Team “Defenders”

What deters entry to Nigeria – Security or Policy?

Let's think about:

- Economy
- Infrastructure
- Ports
- Logistics of good and movement



Team “Agora”

Security before economy

- The only economy that thrives in conditions of insecurity is a War Economy
- If the environment is not secure it has a direct effect on economies
- Best growth historically has come in times of peace i.e. Industrial Revolution





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Our Services:

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Session 2

Use Case Partner

Session Leader: Paul Terry, Principal - Control Risks

"Combining traditional best practice methodology and data analytics to mitigate risk and manage loss prevention – a demonstration of operational and cost effectiveness."

Supported by:

Control Risks



PAUL TERRY

Overview:

As we move globally into a more scientific approach to risk and security management, Paul led an insightful engagement surrounding the use of data analytics as tool for better risk management decision making.

Areas covered included:

- Seerist analytical solution
- Real life use case scenarios
- Risk Radar

Session slides: Please click [HERE](#)

Question/Comments Raised by audience

- With regards to Risk radar is this off the shelf or is it more bespoke depending on the client?
- Misinformation – What is the reasoning behind it?
- We have been observing that tick box is being caused as a result of policies and compliance not being in line with the region and local business
- The benefit of data analytics is that it is based on issues of fact and situations that have happened historically



Control Risks' Proactive Compliance Monitoring

Our Proactive Compliance Monitoring service helps clients leverage data analytics to proactively manage their compliance processes, gaining insight into potential areas of risk and enabling faster remediation.

Our professionals work with in-house compliance and internal audit teams on large fraud and corruption investigations, internal controls reviews, and proactive fraud monitoring programmes. Our direct experience with enforcement agencies worldwide gives us a deep understanding of compliance best practices and government expectations, particularly for multinational companies that operate across borders and under heightened regulatory scrutiny.

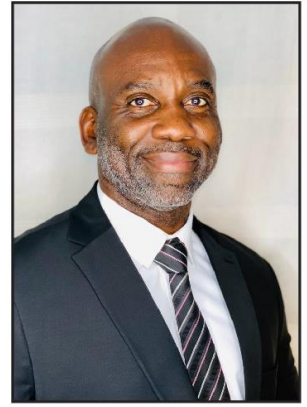
Scan for more information on how we can help you:



Session 3

Session Leader: George Kobani, Senior Regional Security Director, Africa - GE

"The social and economic impact of ongoing reforms - will it drive further insecurity and social unrest?"



GEORGE KOBANI

Overview:

Session Slides: Please click [HERE](#)

Debated areas

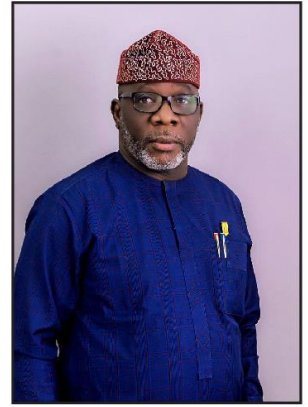
- Fuel subsidy has been the only noticeable benefit the population has seen and now it has been removed
- Nigeria's high inflation isn't driven by interest rates, it's driven by high commodity, food and energy prices as the Naira weakens against the dollar
- Since Nigeria is an import dependent country for a lot of commodities, most Nigeria are feeling the impact of a free-floating currency. The CBN had previously defended the Naira
- \$23bn lost revenue from oil bunkering in 2023
- Disparity of wealth is extreme within the country
- There is optimism about this government and leadership's ability to solve problems, but that policy requires a significant period of consistency to take route
- How can we as security managers, knowing the risks that we face support and advice company leadership?
- We could suggest short to medium term solutions like cost of living adjustment grants / payments. However, in the long term, without significant improvements in the economy, some companies may find the investment environment irreconcilable



Session 4

Session Leader: Rear Admiral Leye Jaiyeola (rtd), mni, Chairman - Owiwi Cubes Limited

"Addressing Cross-Border Threats in Nigeria: Strategies for Security and Cooperation"



**REAR ADMIRAL
LEYE JAIYEOLA (rtd)**

Overview:

During the opening session RADM. Jaiyeola (rtd) led a candid and in-depth analysis of the current cross border threat landscape

Agenda:

- DIMENSIONS OF CROSS - BORDER THREATS IN NIGERIA?
- NATURE OF CROSS-BORDER THREATS IN NIGERIA
- STAKEHOLDERS INVOLVED IN TACKLING CROSS-BORDER THREATS IN NIGERIA
- MARITIME CROSS-BORDER THREATS IN NIGERIA
- STRATEGIES FOR EMPLOYMENT
- EXISTING SECURITY COOPERATION BETWEEN NIGERIA AND HER NEIGHBOURS

Slides: Please click [HERE](#)

Debated areas

- There are a myriad of problems that need prioritising
- Is there anything that can be done at national level?
- Capacity building & better equipment needed
- Is there enough border posts and man-power?
- We need to address disconnect
- Stakeholders need to educate
- There is a young population that doesn't necessarily know the history of the nation. i.e. Civil War, 1970's , 1980's etc

**"IF YOU DON'T KNOW WHERE YOU HAVE COME FROM, IT WILL BE
DIFFICULT TO KNOW WHERE YOU ARE GOING"**



Session 5

Open Forum

Session Leader: Victoria Ogbuehi, Senior Risk & Business Resilience Manager - Coca-Cola HBC

“Managing Security of personnel, operations and assets in high risk terrain”



VICTORIA OGBUEHI

Overview:

Is Nigeria a HRA?

- Each country in Africa has its own threat
- Relative terms need to be considered – Comparative Analysis is essential i.e. USA

Typed of Threats

- Delta Area – Community disturbance & Unemployment
- Bunkering
- Piracy
- K&R (inclusive of ritual kind)
- Car Jacking
- Vandalism in urban areas
- Violent crimes
- Civil Unrest i.e.. ethnic agitation

Debated areas:

- The effects on safety of staff
- The domino effect of project feasibility and planning
- The risk of selling to a customer but not know who you are selling to...
- Compliance and reputational risk – How COVID-19 caught everyone out

Mitigation Solutions

- ✓ Travel Request forms
- ✓ Collaborations with GSA
- ✓ Forecasting predictions
- ✓ Using informed recommendations
- ✓ Identifying maximum tolerable time
- ✓ Business Continuity Management
- ✓ Stakeholder relationship management



Session 6

Group Discussion

"Future-proofing Nigerian Businesses: Strategies to Adapt to Economic Changes and Security Challenges"

Outcomes and suggestions:

Team 1

- There is too much focus on armed security - This is not how risk management works
- Unless we follow process of SMP we are not hardening for future compliance
- Conduct training but focus on understanding how this works

Team 2

- Reevaluate security counter measures
- Engagement with management to firm up relationships
- Review security plan
- Conduct Security drills
- Understand what is contributing towards risk
- Security awareness
- Robust BCP

Team 3

- Incorporate key stakeholder engagement into plan
- Conduct Business Impact Analysis /Trend Analysis
- Route Hazards in HRA (Logistics specific)

Team 4

- Ensure financial prudence
- Factor in reputational management (Brand)
- Ensure development and training is not palliative
- Diversify supply chain to source from multiple suppliers
- Understand how to manage FX fluctuations

Team 5

- Capacity building is a necessity
- Understand deep fakes and misinformation
- Response strategies need to reviewed and tightened

Team 6

- Periodic Security Review
- Transition away from the traditional method of security
- Use strategic intelligence - i.e. exchange rate fluctuation
- Crisis management & Business resilience
- Create awareness and use effective information

A SOCIETY GROWS GREAT
WHEN OLD MEN PLANT TREES
WHOSE SHADE THEY KNOW
THEY SHALL NEVER SIT IN
GREEK PROVERB





AGORA NEXUS