



JACOBUS VAN ZYL

INDEPENDENT SECURITY STRATEGY FOR SOUTH AFRICAN SMEs

Physical Security | Cybersecurity | Compliance Strategy

Jacobus van Zyl

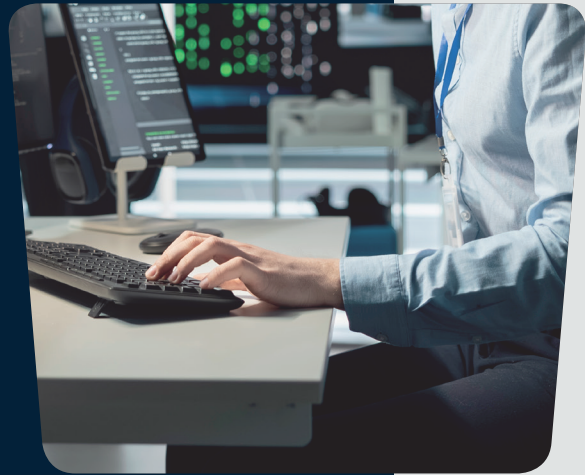
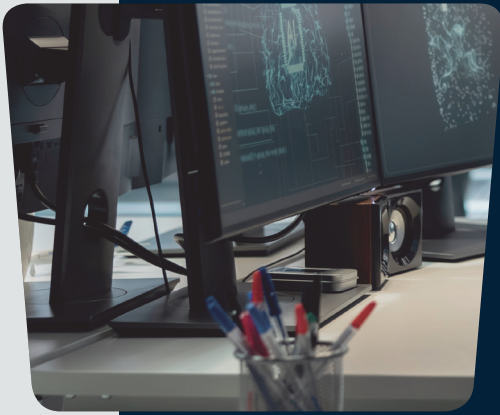
CPO Certified | PSIRA Registered | 10 Years Experience



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ABOUT

SECURITY RESILIENCE ARCHITECT

For most, security is a source of anxiety and a “black hole” for budgets. After 10 years on the front lines—from CPO operations to systems integration—I’ve realized that my calling isn’t just to protect, but to provide clarity.

I serve as a Security Resilience Architect to flip the script on fear-based security. By converging physical safety, digital integrity, and compliance, I help businesses stop reacting to threats and start operating with confidence.

WHY I DO THIS

Passion for Integration: Modern threats don’t respect boundaries; I bridge the gap between physical and cyber worlds to eliminate blind spots.

Commitment to Independence: I don’t sell products or take commissions. My only incentive is giving you the honest, strategic analysis you actually need.

Strategy over Spending: I believe the most effective security isn’t the most expensive—it’s the most intelligent.

I’m here to ensure your defenses are truly integrated, so you can focus on your business while I focus on your risk.



MY EXPERTISE

Jacobus van Zyl

10 years physical security experience
CPO (Close Protection Officer) certified
PSIRA registered, Grade B
Project management qualified

NOTABLE PROJECTS:

Major Private Banking institution in Sandton (CPO Team optimization)

International Mining company (systems integration)

Security complex in Mpumalanga (Vulnerability assessment) Executive protection for HNWIs.

I combine hands-on security experience with strategic thinking to deliver practical, cost-effective solutions-not checkbox compliance.



MY APPROACH

1. **ASSESS:** Understand your unique threat landscape and vulnerabilities
2. **STRATEGIZE:** Develop vendor-neutral recommendations prioritized by risk and budget
3. **IMPLEMENT:** Oversee execution using our vetted contractor network (optional add-on)
4. **OPTIMIZE:** Ongoing advisory to adapt as threats evolve



WHO I SERVE

1. Small-to-medium businesses (1-50 employees) needing strategic security leadership
2. High-net-worth individuals seeking residential and personal security
3. Business owners frustrated with biased “advice” from product-selling security companies
4. Companies requiring POPIA-compliant security systems
5. Organizations needing to integrate physical and cyber security strategy

SERVICES & PRICING

ONGOING ADVISORY SERVICES



VIRTUAL SECURITY OFFICER (vSO) - ESSENTIALS

Strategic security leadership without the R50,000/month full-time hire.
Investment: R8,500/month (6-month minimum)

WHAT YOU GET:

- 8 hours monthly strategic advisory (virtual meetings)
- Monthly security posture review and guidance
- Incident response support (WhatsApp/email during business hours)
- Quarterly physical security audits (remote)
- Annual comprehensive risk assessment
- Security policy template library access
- Vendor management oversight (armed response, CCTV, access control, IT security)
- POPIA compliance guidance

Ideal for: SMEs (1 - 20 employees) needing ongoing security expertise



VIRTUAL SECURITY OFFICER (vSO) - PROFESSIONAL

Premium ongoing security advisory with enhanced deliverables.
Investment: R15,000/month (12-month minimum)

WHAT YOU GET:

All Essentials features PLUS:

- 15 hours monthly advisory time
- Bi-annual virtual security audits
- Quarterly staff security awareness training material
- Comprehensive compliance management (POPIA, OHS Act, PSIRA)
- Monthly security metrics dashboard and reporting
- Priority incident response guidance (24-hour response time)
- Executive-level reporting for board meetings

Ideal for: SMEs (20-100 employees) with higher security complexity

SERVICES & PRICING

ONE-TIME CONSULTING SERVICES



SECURITY CONVERGENCE ASSESSMENT

Comprehensive independent audit of your physical and cyber security.
Investment: R12,000

WHAT YOU GET:

- 2-hour virtual consultation (detailed walkthrough of your current setup)
 - Comprehensive risk assessment (physical + cyber vulnerabilities)
 - 5-30 page written report including:
 - Threat landscape analysis
 - Gap analysis (what you have vs. what you need)
 - Prioritized recommendations (quick wins first)
 - 12-month implementation roadmap
 - Budget breakdown with ROI projections
 - Vendor evaluation criteria
- Timeline: 5-40 business days from consultation to report delivery

Ideal for: Businesses wanting professional security review before committing to ongoing services



RESIDENTIAL SECURITY ASSESSMENT (PREMIUM)

Comprehensive security evaluation for high-net-worth homes and estates.
Investment: R15,000 - R25,000 (depending on property size/complexity)

WHAT YOU GET:

- Virtual property assessment (in person visit and inspection)
- Threat landscape analysis specific to your area
- Physical security evaluation (perimeter, access points, surveillance)
- Smart home/IoT security review
- Privacy and OSINT vulnerability assessment
- Detailed report with prioritized recommendations
- Implementation guidance and vendor recommendations

Ideal for: High-net-worth individuals, estate residents, families prioritizing security

OPTIONAL ADD-ON:

IMPLEMENTATION PROJECT MANAGEMENT (REMOTE) - 15% of total implementation budget

SERVICES & PRICING

ONE-TIME CONSULTING SERVICES



RESIDENTIAL SECURITY ASSESSMENT (REMOTE)

Budget-friendly remote assessment for standard homeowners.

Investment: R3,500

WHAT YOU GET:

- 60-minute virtual walkthrough (via video call)
 - Photo/video review of property security
 - Written report with:
 - Top 5 vulnerabilities identified
 - Prioritized recommendations (low-cost fixes first)
 - DIY security improvements
 - Vendor suggestions if needed
- Timeline: 5-30 days from consultation to report

Ideal for: Homeowners seeking professional guidance on a budget



IMPLEMENTATION PROJECT MANAGEMENT (REMOTE)

Vendor-neutral oversight for your security upgrade projects.

Investment: 15% of total implementation budget

WHAT YOU GET:

- Vendor selection and RFP management
- Contractor vetting and coordination
- Project timeline and budget management
- Quality assurance and integration testing
- Handover documentation and staff training
- 30-day post-implementation review

Ideal for: Clients implementing security upgrades who want independent oversight

SPECIALIZED SERVICES



EMERGENCY RESPONSE PLANNING - R8,000

Crisis scenario planning, business continuity framework, staff training materials



EXECUTIVE PROTECTION STRATEGY - R10,000 - R15,000

Personal threat assessment, residential security, travel security planning



POPIA COMPLIANCE & SECURITY INTEGRATION - R10,000

Compliance gap analysis for security systems, policy documentation, training



PHYSICAL SECURITY PENETRATION TESTING - R15,000 - R25,000

Authorized testing of your physical security effectiveness

OPTIONAL ADD-ONS

1. **AFTER-HOURS EMERGENCY SUPPORT:** +R2,500/month (24/7 incident response)
2. **ON-SITE CONSULTATION:** R5,000/day (Gauteng) | R8,000/day (other provinces)
3. **QUARTERLY BUSINESS REVIEWS:** R3,000/session (detailed performance reporting -
*must follow convergence assessment)

WHY CHOOSE



1 100% INDEPENDENT

I don't sell products. I don't receive vendor commissions. My only incentive is giving you the best strategic advice. When security companies offer "free assessments," they're really sales presentations. My assessments are paid because they're genuinely independent analysis—not product pitches.

2 PROVEN EXPERIENCE

1. 10 years hands-on physical security experience
2. CPO operations, armed response, tactical response
3. CPO team optimization (Major financial institution)
4. Systems integration (International mining company)
5. Executive protection for high-net-worth individuals
6. PSIRA registered, Grade B certified

3 STRATEGIC THINKING, NOT CHECKBOX COMPLIANCE

Most security is reactive: "We got broken into, so we added cameras." We're proactive: "Here's your threat landscape, here are your vulnerabilities, here's the most cost-effective way to reduce risk." I prioritize practical solutions over expensive tech. Sometimes the best security upgrade costs R0 and takes 2 hours to implement.

4 CONVERGENCE EXPERTISE

Modern security isn't just physical OR cyber—it's both, integrated. Your CCTV system is a cyber vulnerability if not properly secured. Your access control system creates POPIA compliance obligations. Your smart devices can be entry points for criminals. I assess security holistically, ensuring your physical and digital defenses work together.

5 COST-EFFECTIVE

Virtual Security Officer services give you strategic security leadership for 17% the cost of hiring full-time (R8,500/month vs. R50,000+/month). My assessments often identify where clients are overspending on unnecessary solutions—many save more than my fee in the first month.

6 REMOTE-FRIENDLY

I work virtually, so I'm accessible across South Africa—not just major metros. Video consultations, remote audits, and cloud-based reporting mean you get expert guidance without the overhead of on-site visits (unless you prefer them).

READY TO GET STARTED?

NEXT STEPS

1

FREE 30-MINUTE STRATEGY CALL

No sales pitch. Just an honest conversation about your security situation.

WE'LL DISCUSS:

- Your current security setup
- Your biggest concerns
- Whether independent consulting is right for you
- Which service makes sense for your situation

BOOK YOUR CALL: 067 406 0823

2

PROPOSAL & ENGAGEMENT

If there's a fit, I'll send a detailed proposal tailored to your needs. No cookie-cutter solutions—every engagement is customized to your risk profile and budget.

3

ONBOARDING & DELIVERY

I move fast. Most clients are onboarded within 5 business days.

FOR vSO SERVICES:

Initial audit + first monthly check-in scheduled

FOR ASSESSMENTS:

Consultation scheduled + report delivered within timeline

QUESTIONS?



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REFERRAL PROGRAM

KNOW A BUSINESS OWNER WHO NEEDS UNBIASED SECURITY ADVICE?

I pay R500 referral fees for introductions that become assessment clients

I pay R1,000 referral fees for introductions that become vSO clients

Help your network get better security.

GET REWARDED FOR IT