


Meet with a range of potential buyers & partners





Who attended in 2020?

 **Government & Public Agencies** 32%

 **Police, First Responders & Border Agencies** 21%

 **Security & Resilience Professionals** 17%

30% of visitors came from

 **Academia**  **Criminal Justice Agencies**  **Military**  **Systems Integrators**

 **UK National Infrastructure & Crowded Places**  **Agents & Consultants for International Governments**  **International Law Enforcement & Emergency Services**

Where did visitors come from?

77%
UK

15%
Europe

8%
North & South America, Africa, Asia, Middle East and Australia/Oceania

Visitors' areas of interest

Policing & Counter Terrorism	87%	Cyber Security	61%
Critical National Infrastructure	68%	Major Event Security	54%
Transport Security	63%	Border Security	51%

89%

had purchasing power or were able to influence purchasing decisions within their organisation

88%

identified suppliers of new technologies and services

73%

were likely to purchase or recommend a new product or service as a result of attending Security & Policing

31%

had annual procurement budgets for security products & services of £100K - £1m

33%

had annual procurement budgets for security products & services of over £1m

Based on 2020 visitor feedback