

Arena Security

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Arena Security provides security services including keyholding, mobile patrols and on site security officers.

Our clients are very varied. We provide a high class service to many public sector clients and a whole host of commercial clients, of all sizes. Our geographical area incorporates Hertfordshire, Bedfordshire, Berkshire, Buckinghamshire and Essex.

Our management team are proactive and really care about our clients and our security officers alike, this is one area where our business is unique. With an exceptionally low staff turnover, clients are assured of consistency of service. We specialise in forming a long term close working partnership between our clients and all levels of the Arena team.

To quote one of our clients: "We have used Arena Security for twelve years, amazingly I have the same team of security officers and deal with the same managers as I did twelve years ago".

In regards to challenges that we may face, we build our team on the vision that, we do not know the meaning of the word 'challenge', only opportunity!

We aim to continue with the same ethos that we have maintained for the past 40 years. This is to maintain growth at a steady rate which can be directly overseen by the directors of the company. Our reputation means more to us than a large increase in profits.

What business/business person do you most admire and why?

We highly admire Anne Mulcahy, CEO of Xerox. The Company was close to bankruptcy when Anne was voted in by the board. She apparently accepted the post with much reluctance but totally changed the business around. She stuck to her guns when all around were advising other options and has proved that her business instincts were sound.

clerkroom

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Clerksroom Direct offers barristers an established route to the direct access market and for customers, the ability to obtain an immediate, clear quote for legal services and procure safely through a unique online portal.

Our clients are members of the public, in house lawyers, businesses and insurance companies. In fact, anyone who would like to obtain a quote for legal services directly from a barrister can use our services.

Clerksroom Direct is unique because it is the only website that allows you to compare the profiles of over 1,000 barristers to help you find one that can meet your legal needs. Customers can obtain an immediate quote, have their case managed, make payment and provide feedback directly through the easy to use web portal.

The biggest challenge facing us at the moment is creating a marketplace. This includes reaching members of the public and encouraging them to consider direct access as a valuable, clear and cost effective alternative to instructing a solicitor in the first instance. Most members of the public and businesses don't realise they can instruct barristers directly and save considerable amounts of money on their legal spend. Our job is to make the Clerksroom Direct portal more accessible to anyone who has a legal need.

The aim of our business is to empower anyone wishing to obtain a quote directly from a barrister to do so in the easiest way possible. Our aim is to simplify the legal marketplace and showcase the bar as a profession that can work directly with consumers and B2B clients.

The company's biggest challenge is accessibility. We need to transform legal speak into plain English and making legal services more accessible to anyone wishing to use them. This isn't simply a challenge for us, but the legal sector at large.

Richard Branson is the one person that our business most admires. This is because he combines charm with clear ambition and high moral standards.