



BUILT FOR SOUTH AFRICA



FOR SECURITY-COMPANY LEADERS

Smarter Business Management for Security Companies

Helping security companies organize clients, manage opportunities, strengthen relationships, and grow with confidence.

Run your security business from one organized platform

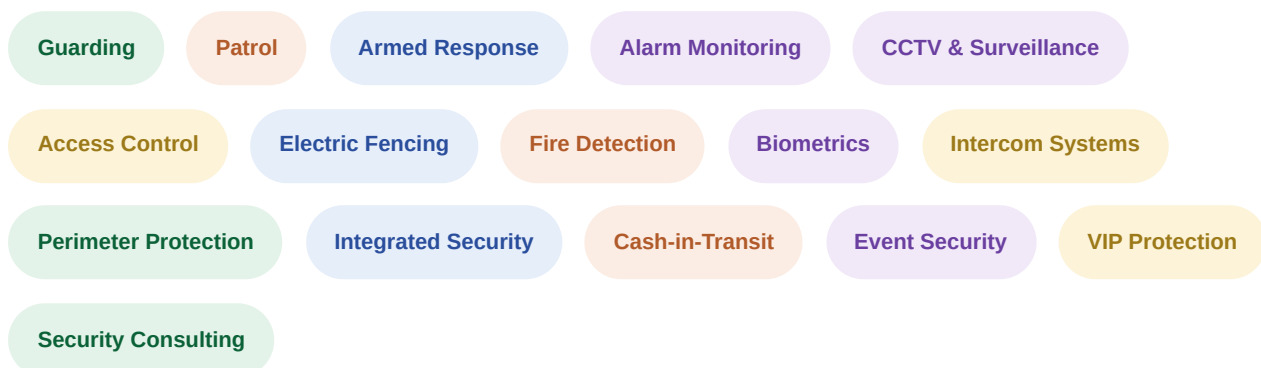
Securio CRM is a modern customer relationship and business-management platform built specifically for private-security companies.

Whether you run a guarding company, a patrol operation, an armed-response provider, a CCTV and monitoring business, or an access-control firm, your success depends on knowing your clients, understanding your sites, and never losing track of an opportunity. Securio CRM brings clients, prospects, contacts, sites, sales opportunities, follow-ups, and team information together in one central platform.

Instead of stitching together spreadsheets, paper files, email, and messaging apps, Securio CRM gives your team one organized, intelligent place to manage the business side of your security operation — so you can focus on protecting clients and growing with confidence.



Built for the full breadth of the security industry



Business intelligence, built in

Beyond organizing what you already know, Securio CRM helps you find what you don't: researching prospective clients, surfacing decision-makers, and tracking competitor activity — so your team spends less time hunting for information and more time acting on it.

THE CHALLENGE

The challenges security companies face

Growing a security business means juggling clients, sites, contracts, and people — often with tools that weren't built for the job.



Scattered information
Customer and prospect information is spread across different systems and files.



Missed sales follow-ups
Opportunities and follow-ups are easily missed without a clear process.



Many clients, sites & decision-makers
You manage multiple clients, locations, sites, contracts, and contacts at once.



Limited visibility
Managers lack clear visibility into sales activity and customer relationships.



Manual & paper-based
Teams rely on spreadsheets, paper files, email, and messaging apps.



Need for affordable technology
You need professional systems without the cost or complexity of enterprise software.

BEFORE SECURIO CRM	WITH SECURIO CRM
Client and site records scattered across spreadsheets and files	Clients, sites, contacts, and opportunities in one platform
Follow-ups and renewals missed without a clear process	Tasks and reminders keep follow-ups consistent

Core capabilities

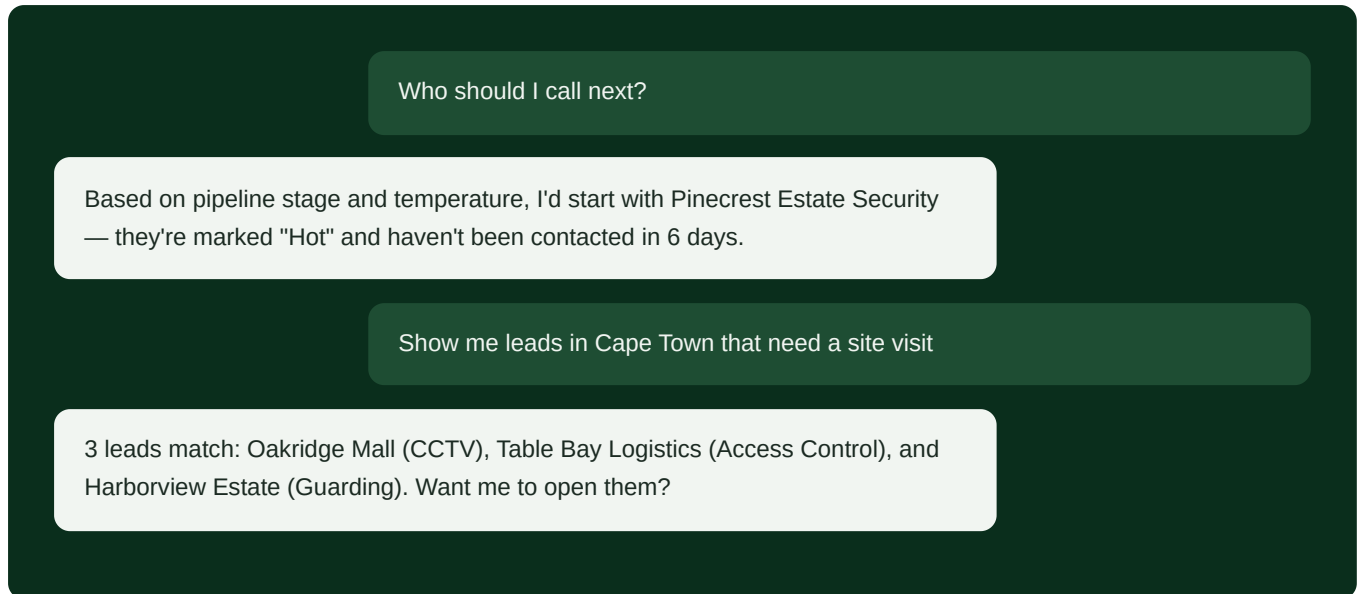
A central CRM and business-management layer that helps security companies organize relationships, opportunities, information, and growth.

 Client & prospect management Organize prospective and existing clients in one structured system.	 Company & contact records Maintain clear records for companies, contacts, and decision-makers.
 Security-site & location info Track sites, locations, and service requirements per client.	 Lead & opportunity tracking Manage leads and opportunities through a clear sales pipeline.
 Sales follow-up & activity Schedule tasks, follow-ups, and activities so nothing is missed.	 Business intelligence & research Support prospect research and better-informed decisions.
 Document & card scanning Capture documents and business cards into organized records.	 AI-assisted management Use AI-assisted tools to help organize and manage information.
 Territory & map management View clients, sites, and opportunities on a map-based interface.	 Team management & reporting Support teams with role-based access and performance reporting.
 Email & campaign support Manage email communication and campaign activity from one place.	 In-app calling Call a client straight from their record — the platform connects the call, no separate phone or dialer app, and every call is logged with duration automatically.
 Site photos Capture photos of a property or site during a visit and attach them directly to the client record — no separate camera roll to dig through later.	 Mobile & web access Access the platform from mobile and web, in the field or the office.

Capabilities are features Securio CRM is designed to support; not every capability is available in every plan. Securio CRM complements — rather than replaces — operational systems such as guard management, payroll, access control, CCTV, and dispatch.

Your AI assistant, built into the platform

Not a separate app to juggle — ask a question the way you'd ask a colleague, and get a real answer pulled from your own CRM data. Choose the assistant character that fits your team; Soly, shown below, is one example.



Ask, don't search

Find leads, check the pipeline, or get a daily briefing just by asking — no digging through screens.



Works from real data

Every answer comes from your actual CRM records — your leads, your pipeline, your team.



Stays inside your organization

Your data stays scoped to your company — never mixed with another organization's information.



Confirms before it acts

Asks before making any real change — updating a pipeline stage, adding a note — nothing happens silently.

Multiple assistant characters are available — pick the one that fits your team's tone.

From prospect to ongoing relationship

Securio CRM helps you manage the full customer journey — from the first conversation to a long-term, well-serviced client relationship.

- 1 Prospect**
Capture and qualify new leads.
- 2 Site & company information**
Record sites, contacts, and decision-makers.
- 3 Sales opportunity**
Track the deal through your pipeline.
- 4 Follow-up**
Schedule tasks and stay on top of next steps.
- 5 Proposal or contract**
Move from opportunity to agreement.
- 6 Active customer**
Onboard the client and their sites.
- 7 Ongoing relationship management**
Maintain, renew, and grow the account.

What your business gains

A single organized platform helps your team work faster, follow up more consistently, and give leadership clearer visibility into the business.



Better organization

Clients, sites, contacts, and opportunities in one structured place.



Faster access to information

Find client and site details quickly instead of searching through files.



More consistent follow-up

Tasks and reminders keep opportunities from slipping through the cracks.



Clearer management visibility

See pipeline activity, team performance, and business results at a glance.



Stronger customer relationships

Keep records current and interactions organized across your team.



Better understanding of sites & opportunities

Track sites, contracts, and deals so you know where to focus.

A more professional foundation for growth. Run your business on professional systems without the cost or complexity of large enterprise software — ready to scale as you grow.

GET IN TOUCH

Talk to the Securio CRM team

If Securio CRM sounds like the right fit for your security business, we would welcome a conversation. Reach us through the website below to request a personalized demonstration — including a hands-on walkthrough with realistic South African security-industry data.

Securio CRM

Securio CRM is developed and operated by Solaro Technologies LLC. We help security companies organize clients, manage opportunities, and grow with confidence.

<https://securiocrm.co.za>

Secure your clients. Master your business.

Securio CRM