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# *Law Enforcement Software: Global Market*

*Homeland Security Research Corp*

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# *2020-2026*

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# 1 Research Methodology

## 1.1 Report Structure

In order to provide in-depth, relevant information without compiling a work too voluminous to be of use, HSRC adhere to the following approach:

- ❑ Map an overall picture of the technologies and threats and look at implementation and deployment patterns of each individual technology.
- ❑ Describe and analyze each technology from a number of perspectives, enabling the reader to quickly and easily focus on relevant material.

## 1.2 Research Methodology

HSRC research methodology used in this report is based on and crosschecked via dozens of orthogonal information sources that include the following elements:

- ❑ Our in-house (over 1 terabyte) database of the defense, public security and homeland security & public safety industry are updated daily (over the past 12 years).
- ❑ Our analysts played a leading role as R&D managers and marketing managers in the commercialization of dozens of security related products and Systems.
- ❑ Our analysts participate (since 1990) as attendees, speakers and chairpersons in hundreds of conferences and exhibitions.
- ❑ Use of in-house expertise of professional analysts, each of whom played an active role in the market before joining HSRC.
- ❑ Use of information collected during the consultation jobs we have performed in the past for hundreds of government agencies, and the private sector defense and security companies (while we retain the confidential information provided by these bodies, it provides us with a valuable general market and technology insight).
- ❑ We conduct face-to-face interviews with industry managers and experts during conferences and trade exhibitions.
- ❑ We extract data from government budgets and bidding (e.g., RFP) documentation.
- ❑ We created an “Old Boy Network” of experts and decision makers who agree to exchange information on a bilateral basis.
- ❑ Use of open source information sources such as SEC 10k documents provided by stock exchange traded companies.
- ❑ We review individual procurement contracts in several countries that provide the information under their “freedom of information” acts.

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- Since members of our analysts team have held executive positions in the industry (e.g., chairman, board member, VP R&D, VP marketing, market & technology analyst) we have the know-how to focus on the relevant information needed by industry managers to take their decisions.
- We often participate as members in dozens of government and other (e.g., NATO) defense and homeland security advisory committees which provides us with a unique insight into the decision-making process of the customers of homeland security & public safety products.

## 1.3 For Whom is This Report?

The report is designed to the following user groups: Security planners, directors, CSOs, public and private sector executives who require a concise, clear assessment of the performance, economics and operational aspects of the available Systems (including detailed examples).

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