

PRESS RELEASE – for immediate release

Smart Approach teams up with Leaderware to help reduce your screener recruitment costs

Global provider of leading computer based (CBT) x-ray screener training and security training solutions, Smart Approach, has joined forces with Leaderware, a software development and consultancy specialising in human vigilance systems, to sell ScanX.

Smart Approach has signed a world-wide agreement to sell ScanX, a sophisticated software product that can offer organisations significant cost savings when recruiting x-ray screeners and help identify prospective employees with a natural aptitude for the task.

Commenting on the agreement, Managing Director Mike Ormesher says, “Our focus is on providing training for x-ray screeners and as such we recognise that there are many hidden costs of employing screeners. ScanX is a remarkable product; it has already demonstrated a strong pedigree with on-the-job detection in a research project commissioned for the UK Department for Transport where it examines characteristics such as visual analysis, recognition of anomalies and sustained vigilance. These qualities have been shown to contribute substantially to improved x-ray screener detection”.

Dr Craig Donald from Leaderware continues “In line with this, ScanX has been used successfully as part of the recruitment and selection process in some of the largest aviation operations in the world. The cost of a more sophisticated recruitment process may have a slightly higher up front cost, but has significant short, medium and long term savings which include the detection of material that can potentially lead to a major aviation incident. Importantly, these savings can be obtained by a relatively small investment in selecting the right people.”

“The quality of personnel is essential for any security process to work effectively”, says Mr Ormesher, “x-ray technology is becoming more sophisticated and coupled with new types of threats, more intensive viewing needs and more skilled screeners are being called for. Our training system, SmartSystem is an essential tool for equipping personnel with the right skills for x-ray screeners, but training is far more effective if personnel have the *natural* ability and potential to

understand and apply this learning. ScanX can identify this at the recruitment stage, saving an organisation a lot of time and money”.

In the UK, national certification through successful completion of a National Competency Test or achievement of acceptable TIP performance in the workplace is required. Initial feedback indicates that screeners selected as part of a ScanX exercise have a decisive edge in meeting these criteria. Once on the job, there is a reduced need for additional supervisor input and additional training which both have appreciable cost, time and management benefits. Also lower staff turnover reduces the repeated costs of recruitment and training of replacement personnel and the costs of induction into the department and work process.

Dr Donald concludes. “Smart Approach is the leader in their field of CBT for x-ray screeners and ScanX helps to identify natural ability amongst screeners. The partnership is a perfect fit for both organisations. I’m delighted to be working with the team and am looking forward to seeing them take ScanX to their global customer base”.

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¹Department for Transport. Transport Security. Technical Information Notice 1/03. The Selection of X-Ray Screeners.

Notes to editor:

Founded in 1996, Smart Approach is a global provider of leading high-tech security training solutions, including computer based (CBT) x-ray screener training and security training solutions.

They are a well established organisation with a proven track record, and a range of products that have been specifically developed to assist people who are involved in protecting high-risk environments; such as airports, aircraft, ports, cruise ships, law enforcement centres, military bases and government buildings.

Smart Approach is based in the UK and operates through a global network of distributors.

For all press enquiries please contact:

Lesley Spence
Smart Approach
Office Suite 2
Alexandra Dock Business Centre
Grimsby
N.E. Lincolnshire
DN31 1UL
United Kingdom

Tel: 07817 232294
Email: lesley.spence@smartapproach.com
www.smartapproach.com