

**Re: Reference for Michelle Maree – IDMe Consulting**

To Whom it my concern

The security industry, especially in South Africa, is ever changing. The speed at which technology is progressing and the options available to Estates and businesses further complicates the decision process.

I have been involved on the system design side of the access control and identification industry for 18 years. It was refreshing to meet Michelle and see her wholistic approach to solution design.

Historically the industry has separated the role of manpower and technology and often they are seen as conflicting functions. IDMe is one of the few companies that I have seen that drive the conversation of a seamlessly integrated technology & manpower approach. In doing so they consider the most effective way to achieve output through the correct combination of technology and manpower where the function of both are reliant on one another.

Michelle's systematic approach to standard operating procedures (SOP) and measurement design ensures that the sites she works on continue to deliver the expected output after the induction period.

Michelle is passionate about what she does and works tirelessly to achieve the results she commits to. As the industry continues to evolve so does IDMe's approach to solution design. Michelle has a firm commitment to empowering individuals through correct job function training and surrounding herself with staff and people that understand the options available through technology. Because of this I have little doubt that Michelle will continue to be at the forefront of the much-needed reform in this increasingly stale industry.

I highly recommend Michelle and her team to any site looking to legitimately move into the integrated solutions space.

Yours Sincerely



Barry East

MD - BeSecure (Pty) Ltd