

Corporate Client Service

Corporate security and operational risk management can be effective business enablers which should be at the forefront of a company's business development strategy.



Why Salamanca Risk Management?

We provide a broad spectrum of services to corporate clients to facilitate their business and turn adversity into opportunity. Salamanca enables clients to operate in less permissive environments as well as supporting mainstream corporate level risk mitigation.

Through a combination of our own UK based management team, our regional project management teams and the high calibre of our security consultants, we ensure high quality service delivery throughout the project lifecycle.

We fully understand that building long-term client relationships is the key to understanding our clients needs and providing consistently excellent service.

Our Clientele

Salamanca has a broad range of corporate clients, including companies in the extractive sector, working in remote or hostile environments who require long and short term operational security managers, to corporations operating across the world who require help securing their employees, assets and advice on managing crises. We also service international and non governmental organisations to enable them to carry out their work in often difficult environments.

Key Services

Salamanca aims to maximise the operational opportunities open to our clients by reducing operational and security risk, thereby allowing them to focus on their core business. This is achieved through a combination of the following services:

- Operational Security Risk Management
- Political Risk & Security Assessment
- Travel and Logistics Security
- Evacuation Planning and Management
- Crisis Management
- Business Continuity
- Staff & Corporate Level Training
- Terrorism Insurance Evaluation
- Information Security Advice
- Close Protection

Case Study



Salamanca provides Operational Security Risk Management for a British mining company operating in Yemen. Our dedicated project security manager is responsible for implementing and developing the physical security management plan, evacuation plans and corporate crises management framework, as well as providing training to the local guard force in order to enable the client to operate safely within an inherently complex and hostile environment. Our central management team regularly visits the operation and provides inputs at the corporate and delivery level.

Case Study



Salamanca provides a daily morning report on travel disruption and security alerts for a multinational corporation with offices worldwide and employees who are constantly on the move. The report is emailed to travelers every morning in order to forewarn them of any interruptions to their travel. Any countries which are on an agreed restricted list require travelers to speak to the in house Risk Management to organize security or other assistance if the trip is essential.

Case Study



Salamanca was asked to assist in the compilation of a Crisis Management Plan for a major US NGO client. The task was to develop a Corporate Headquarters Crisis Management Plan to compliment regional crisis management planning already under way. We deployed a consultant to Washington DC to:

- Understand the operating model of the business
- Evaluate existing crisis management procedures
- Interview key stakeholders within the headquarters
- Produce a draft crisis management plan to the board
- Drive the implementation of the ratified Crisis Management Plan

As a result, the client now has a comprehensive Crisis Management Plan for their headquarters, enabling them to deal effectively with incidents as they occur across the wider international organisation.