



Security Careers Case Study

ELECTRONIC SECURITY



Winner of the 2023 Australian Security Industry Award for Excellence, Electronic Security Installation – Under \$100,000, Wolfstex Pty Ltd.

Wolfstex is an electrical and security business in the lower Blue Mountains that has been in operation since 2013 as a family business. It was founded by Michael Nias a licensed electrician who has been working in technical security for 17 years. It was Michael's wife who encouraged him to become a business owner.

Michael's first security job was with Paultech, and after the 2008 GFC Michael worked at Orion Integration as a leading hand on the Westfields Centre Point Tower project. He then moved on to MODEC and SELECOM where he gained an electrical licence and experience in electrical and security in the retail sector, specifically Supermarkets, department stores and a large green hardware chain.

Wolfstex products and services include electrical, security and data installations for residential and commercial premises. Wolfstex sell products and installs them with future plans to incorporate fire, solar and automation. Wolfstex also subcontract to large security companies.

Michael's company slogan for Wolfstex is "Build & Protect". It is their mission to help build and protect their communities anyway they can. Their Philosophy is - Simplify your menu, become an expert at the few items you sell. Wolfstex are experts at looking after customers and viewing security from their customer's perspective.

Michael is a team player who shares the profits. They hold their profits in an account and distribute it quarterly to the team, so they know the harder they work the larger the profit pool. They also recruit people with the right attitude.

Mountains Christian College Project

The project they won the award for was for a complete security solution for The Mountains Christian College in Blackheath in the Blue Mountains.

The site was originally developed in 1888, with the construction of a grand hotel known as the 'Centennial'. The original building burned down in a fire in 1963 and was replaced by the large building that is there today. This presented many challenges for the installation as the old building had a lot of solid brick and large glass doors. Installing a reed switch in this building was not an easy task.

The site consisted of 4 separate buildings already linked via multimode fibre optic cabling for their existing network. Wolfstex utilised this fibre to create a security network for CCTV and the security alarm system. The principal and head teachers were impressed with the ability to now be able to monitor the status of basically every single door on the site.

A successful outcome was achieved for The Mountains Christian College as they have not received any more

vandalism since the installation, they have caught many more trespassers they weren't aware of and they have peace of mind now they know the school is protected by a back to base monitored security system.

What does it mean to win the Award?

This year is our 10 year anniversary and it's been a great year for the business. We're in a really good position, we have a clear roadmap in front of us and to top it off we won the ASIAL security award for electronic security installation under \$100,000.

Winning this award was completely unexpected, and it means everything to me, the team and my family. It is my life's work which I never did to get recognition, I did it to put food on the table for us and build us a better future, but now we have recognition it feels pretty good! So I would like to thank my wife and the team, and ASIAL.

I wondered how we came to win this award and I know it was our hard work and many years in the trade, but I also think it was partly our branding. I love my company Wolfstex, and I think you can tell from the branding that the owners of this company think it's the coolest company in the world and they are proud to be a part of it. Wolfstex is my baby and it's also my legacy. We plan to be a multi-generational company and the future is looking bright for us.

What do you enjoy about working in security?

I like the complex programming we have to come up with sometimes to get a solution for our customers. I love the comradery we have as a team during a hard days work, the feeling of accomplishment afterwards is a great feeling. I like the fact we are helping the community by creating a safer environment for us all to live in. Finally I love the business side of things, I love the fact that we are the underdogs and we made it here from nothing just pure grit and determination and every week we are getting one step closer to becoming the amazing corporation I dreamed we would be many years ago.

What would you say to someone considering a role in the security industry?

It's a small industry, everyone knows everyone which is a good thing. There are many different learning paths you can go down as there are many different sectors within the security industry such as physical security, CCTV, access control etc. It's very different from most trades and service industries and can be a very rewarding job if your heart is in it. 🛡️