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INDUSTRY INSIGHT REPORT
INAUGURAL EDITION · 2026

NAIJAPRENEUR™ INSIGHTS · A NAIJAPRENEUR DATA PRODUCT

The Nigeria Private Security Report 2026

Ranking and interpreting the firms that protect Nigerian business — and the opportunities they reveal.

250,000+
PERSONNEL

2,000+
LICENSED FIRMS

10
RANKED & INTERPRETED

CONTENTS

Inside this report

A naijapreneur Industry Insight Report. It ranks Nigeria's leading private security firms — then reads that ranking three ways: for the SME buying protection, the founder building in the sector, and the strategist tracking where the market moves next.

PUBLISHER'S FOREWORD

Security stopped being someone else's problem

For most of the last decade, the average Nigerian business owner treated security as a line item at the gate — a uniformed guard, a logbook, a monthly invoice. That era is over.

In early 2026, the Nigeria Police Force began withdrawing personnel from private and VIP guard duties. The message to the market was blunt: the state will no longer be the first line of defence for your premises, your cash, your people or your data. That responsibility has quietly shifted onto the business owner — and onto the private firms they choose to hire.

This is not a niche concern for oil majors and banks. A bakery loses a week of revenue to a break-in. A pharmacy's cold chain collapses when its generator and inverter are stolen overnight. A logistics operator's margins evaporate when cargo is hijacked on the Lagos–Onitsha corridor. A fintech's licence is threatened not by a masked robber but by a data breach. Security has become an operating cost, a compliance requirement, and a competitive variable all at once — and it now sits squarely inside the founder's job.

So we did what a business media platform for Nigerian SMEs should do. We studied the people who do this for a living. We assessed the country's leading private security companies against a transparent framework, and then we asked the question that matters to *our* reader: **what can an entrepreneur actually do with this?**

> HOW TO READ THIS REPORT
>
> This is not a directory. A ranking that only tells you who is big is a list; a report tells you what the list means for your business. Every section here is built to be acted on — whether you are hiring a security partner next quarter, building a company inside this sector, or simply trying to understand where an entire industry is heading. We interpret; we do not merely inform.

Tito Philips

Founder & Publisher, naijapreneur.com

naijapreneur exists to reverse Nigeria's 82% SME failure rate by equipping founders across three dimensions — the **HEAD** (knowledge and strategy), the **HEART** (resilience and mindset) and the **HAND** (tools, resources and capital). Our mission is to transform local hustlers into global entrepreneurs who build sustainable companies that change the world and profit from purpose.

EXECUTIVE SUMMARY

What we found

Nigeria's private security industry — over **250,000 personnel** across more than **2,000 licensed companies** — is no longer a manpower business. It is becoming a technology, trust and policy business. The firms pulling ahead are the ones who understood that first.

01 **The moat has moved from muscle to method.** Scale still matters, but the top of the market is now defined by verifiable technology, third-party recognition and regulatory maturity — not guard headcount alone. Two of our ten firms barely deploy guards at all.

02 **A regulatory vacuum has become a market.** The withdrawal of police from private duties created an opening worth thousands of contracts. The firms that saw a policy debate as a business-development opportunity — not a threat — are capturing it.

03 **Nigerian deep tech is now globally competitive.** A drone company founded by two men in their early twenties out-bid an Israeli firm for a national contract, manufactures locally at Africa's largest drone factory, and raised elite Silicon Valley capital — proof that world-class hardware can be built here.

04 **Longevity is a credential the market still pays for.** A firm with 48 years of unbroken service earned its place beside AI-drone startups. In a low-trust economy, simply still being here after five decades is a competitive asset.

05 **The buyer is under-equipped.** Most SMEs choose a security provider on price and proximity, with no framework for vetting capability, compliance or continuity. The same eight criteria we used to rank these firms double as a due-diligence checklist any business can use — reproduced in Insight I.

WHO SHOULD READ THIS

THE BUYER Any SME owner who hires — or should hire — a security provider. Go to Insight I.

THE BUILDER Founders in or around the sector: guarding, tech, training, maritime, response. Go to Insight II & III.

THE STRATEGIST Anyone reading the industry for where capital and policy are heading. Start with the Index.

HOW WE RANKED

The framework

Traditional metrics — headcount, client count, years in business — no longer capture excellence in this sector. We assessed each company across eight weighted pillars chosen to reflect 2026 realities, where technology and critical-infrastructure capability carry the most weight.

Performance pillar	Weight	What it measures
Regulatory compliance	10%	NSCDC licensing, ALPSPN membership, Private Guard Companies Act adherence
Years in operation	10%	Demonstrated staying power through Nigeria's economic cycles
Technological innovation	20%	Verifiable AI surveillance, drones, cybersecurity, integrated systems
Industry recognition	15%	OSPA finalists/winners, ISO certification, third-party validation
Critical-infrastructure contracts	15%	Verifiable wins on government, energy and multinational assets
Policy influence	10%	Active shaping of national security legislation and regulation
Thought leadership & visibility	10%	Quality of public industry commentary and stakeholder engagement
Geographic footprint & scale	10%	Multi-state presence, command centres, verifiable workforce
Total possible score	**100**	

SCORING & LIMITATIONS

Each firm is scored out of 100; the composite drives the ranking. Security firms are private by nature, so financials, exact headcounts and full client lists are rarely public — where official data was unavailable we relied on verifiable contract announcements, awards records, regulatory disclosures and reputable business media. Figures shown as ranges are industry estimates. This edition reflects the landscape as of March 2026.

THE 2026 INDEX

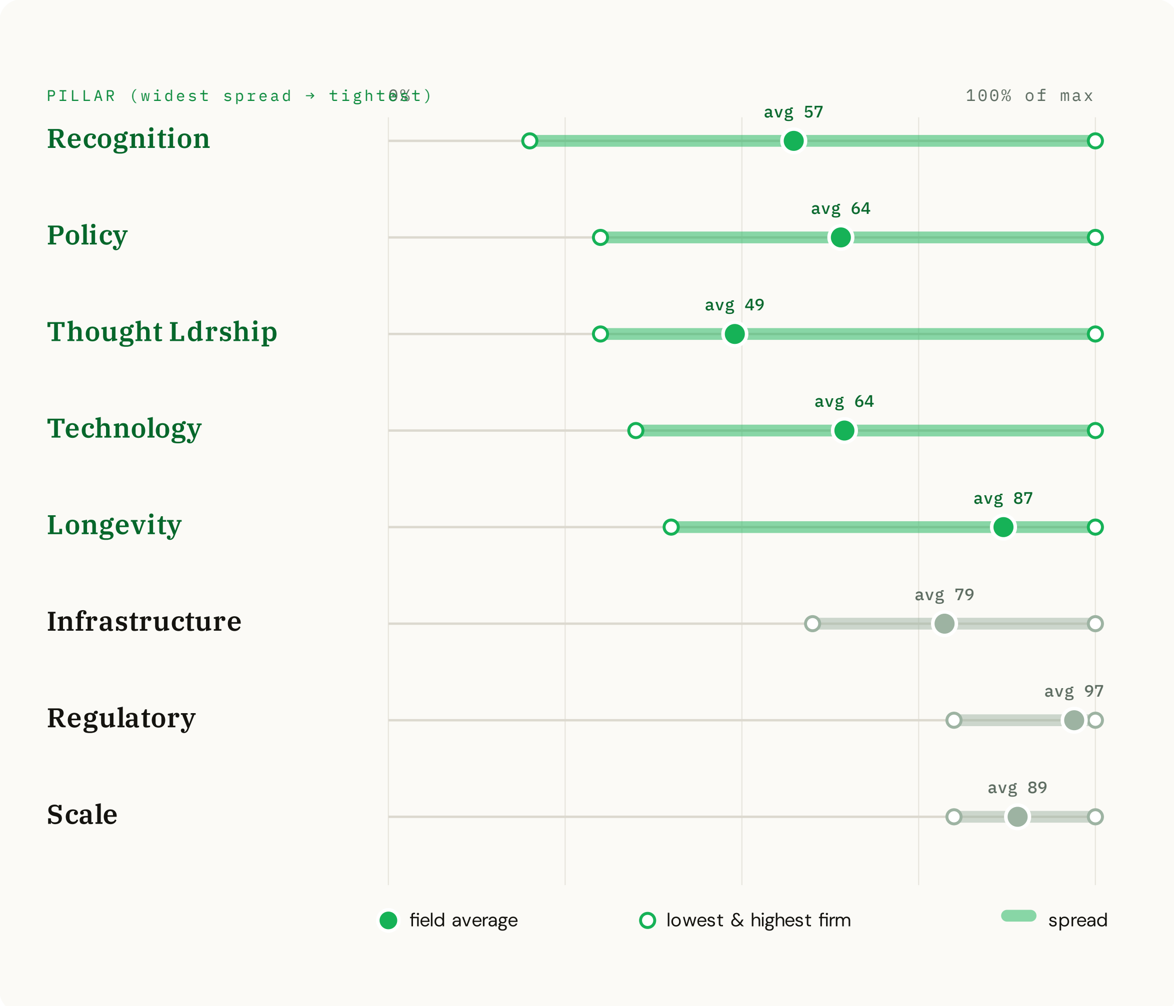
Nigeria Private Security Index

Ten firms. Eight criteria. One transparent scoreboard — where the composite score defends the order, top to bottom.

#	Company	Reg 10	Long 10	Tech 20	Awd 15	Infra 15	Pol 10	TL 10	Scale 10	Score
1	Halogen Security Group	10	10	16	15	11	7	7	9	85
2	Sheriff Deputies	10	9	14	10	11	9	10	9	82
3	Proton Security Services	10	10	15	8	11	10	5	10	79
4	Terrahaptix	8	4	20	9	15	6	5	9	76
5	Transworld Security Systems	10	10	13	13	10	6	5	8	75
6	Tantita Security Services	9	6	18	7	15	6	4	9	74
7	G4S Nigeria	10	10	10	8	11	6	4	10	69
8	Kings Guards Nigeria	10	10	8	7	11	5	3	9	63
9	Ocean Marine Solutions	10	8	7	6	14	6	3	8	62
10	Bemil Nigeria	10	10	8	3	9	3	3	8	54

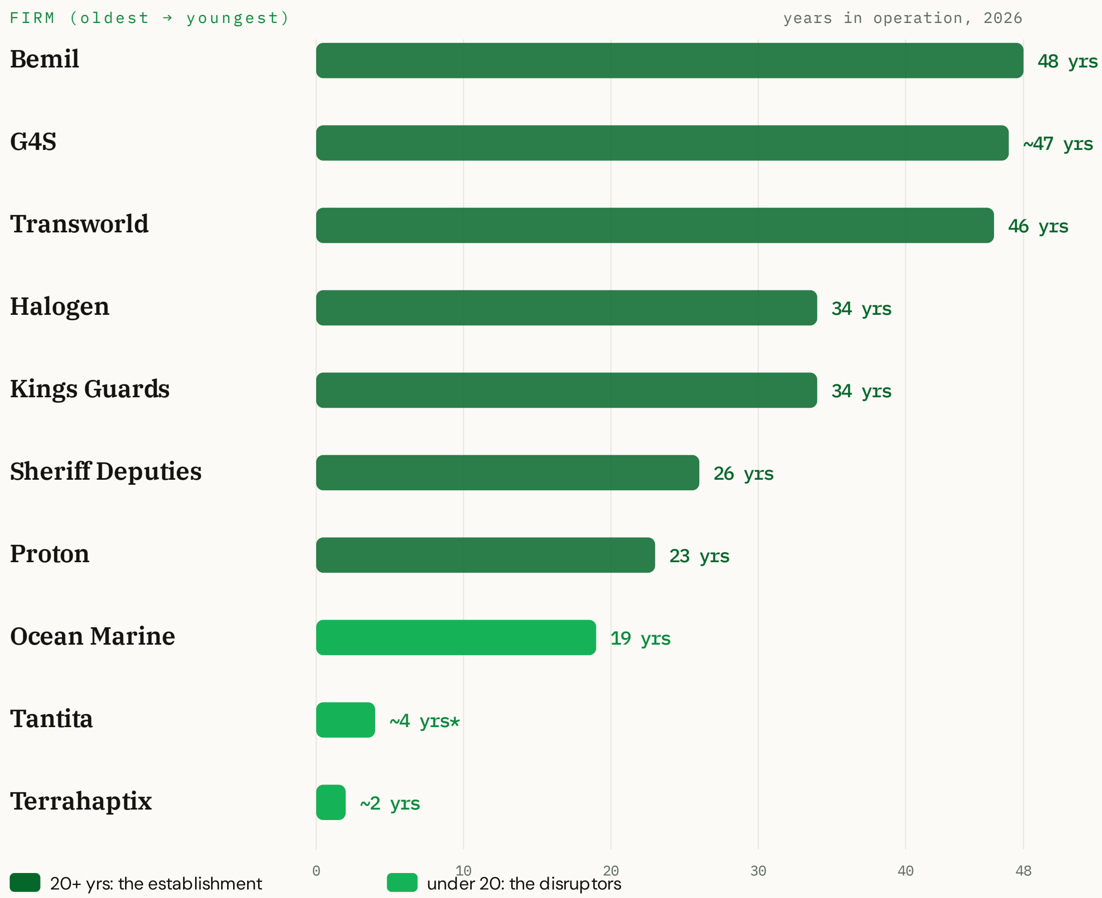
Columns: Reg = regulatory compliance · Long = years in operation · Tech = technological innovation · Awd = industry recognition · Infra = critical-infrastructure contracts · Pol = policy influence · TL = thought leadership · Scale = geographic footprint. Weighted out of 100.

Figure 1 · The shape of the index



each pillar's spread from the lowest to the highest-scoring firm, as a share of that pillar's maximum. Compliance and scale cluster high (table stakes); recognition, policy and technology spread widest — that is where the ranking is won. Source: naijapreneur Private Security Index 2026.

Figure 2 · The longevity ladder



*Tantita: nationally prominent since 2022; founding date not publicly confirmed.

how long each of the ten has operated. Three firms have run 46+ years; two are under five. In a low-trust market, endurance itself is a credential — but the two youngest show it is no longer a barrier to the top tier. Source: naijapreneur Private Security Index 2026.

THE 2026 INDEX · COMPANY PROFILES — THE TEN, IN CONTEXT

1

Halogen Security Group

85

THE GOLD STANDARD · FIVE-TIME OSPA WINNER

34 years · Lagos · 20,000+ guards · Grade A · Full ecosystem incl. Academy Halogen (degree-awarding)

The most peer-validated security company in Nigeria: five consecutive OSPA wins for Outstanding Contract Security Company, and a founder-CEO who became the first African inducted into the global security Hall of Fame. Its real moat is the ecosystem around guarding — consulting, electronic security, and, uniquely, a degree-awarding academy that attacks the sector's skills shortage at the source. Scale plus the strongest verifiable credentials in the field give it the clearest claim to number one.

SME READ

The lowest-regret choice when you want proven, audited quality and don't need a bespoke tech build. You pay for the standard; the standard is real.

2

Sheriff Deputies Ltd.

82

THE SILVER JUBILEE DIGITAL CHALLENGER

26 years · Lagos · Grade A, ISO 9001 · 5,000+ workforce · Publishes the Nigeria Security Intelligence Report + 100+ articles

Sheriff Deputies is the sector's most prolific public voice on security intelligence — it publishes the annual Nigeria Security Intelligence Report and 100+ threat-intelligence articles free to the public, a genuine thought-leadership engine no rival matches. Grade A licensed with a "Digital by Default" technology strategy, 5,000+ personnel and command centres in Lagos, Abuja and Port Harcourt, it pairs national scale with real analytical depth — sitting a step behind Halogen only on awards pedigree.

SME READ

The most informed partner on the actual threat landscape — read their intelligence reports before you even brief them. A full-stack operator with a modernising tech story.

3

Proton Security Services Ltd.

79

THE POLICY ARCHITECT

23 years · Lagos · ISO 9001:2015 · 15,000+ guards · 300+ clients across Nigeria & Ghana

Proton turned a policy debate into a market position. As police withdrew from private duties, its managing director became the industry's most articulate public voice — reframing the vacuum as an opening for licensed firms and advocating a regulated framework for armed private operatives, citing UK, US and South African models. Scale, certification and policy influence combine into a moat few rivals contest.

SME READ

A scaled, certified operator that understands where regulation is heading — useful if your risk profile is sensitive to the coming armed-guard rules.

4

Terrahaptix

76

THE DEEP-TECH DISRUPTOR

3 years · Abuja · 100–300 technical staff · 15,000 sq-ft drone factory · $34M raised (Lux Capital, 8VC) · Artemis OS

Founded in 2024 by Nathan Nwachukwu (CEO, 22) and Maxwell Maduka (CTO, 24), Terrahaptix (formerly Terra Industries) is the clearest signal in this report of where the sector is heading. From a 15,000 sq-ft Abuja facility it designs and manufactures autonomous surveillance drones, unmanned ground vehicles and AI sentry towers, unified by a proprietary operating system, ArtemisOS, and has raised $34M led by Lux Capital. It won a $1.2M contract with NetHawk Solutions to protect two Nigerian hydroelectric plants, exports to eight African countries and Canada, and says its systems now safeguard roughly $11bn in critical assets. On the report's re-weighting — which rewards verifiable technology and critical-infrastructure capability most — that profile carries it into the top tier.

SME READ

Not a guard company. The takeaway for founders: world-class hardware can be built in Nigeria, for Nigeria, at a local-cost advantage. See Insight II.

5

Transworld Security Systems Ltd.

75

THE CERTIFICATION PIONEER

46 years · Lagos · Equipment, systems integration, professional certification · 2026 OSPA finalist

Transworld's contribution is less about guards than about professionalising the whole sector. Founder Dr. Ona Ekhomu was the first Nigerian to earn the Certified Protection Professional (CPP) credential, and the firm brought ASIS-aligned certification to West Africa as the regional IFPO representative. Four decades on, it designs, supplies and integrates security systems while training the people who run them — a recognition-and-certification profile the re-weighting rewards.

SME READ

The one to call when your need is systems design and integration — CCTV, access control, fire — rather than bodies at a gate.

6

Tantita Security Services (TSSNL)

74

THE TECHNOLOGY PIONEER

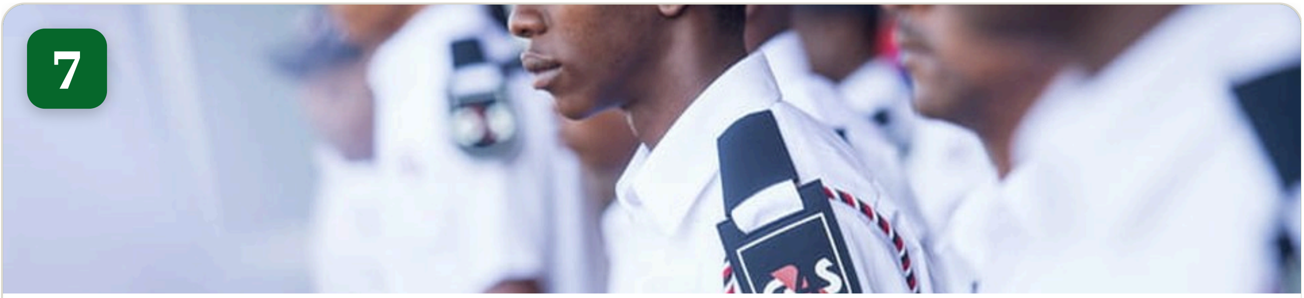
Prominent since 2022 · Niger Delta focus · 500–2,000 est. · Oil & gas infrastructure · Textron Systems partnership

Nationally prominent from 2022 for its aggressive, technology-led protection of Niger Delta pipelines — work credited with materially lifting national crude output. Its January 2026 agreement with US firm Textron Systems for Aerosonde Mk. 4.7 VTOL drones makes it the first Nigerian private firm to field runway-independent, long-endurance surveillance drones for asset protection. A focused player in the country's most economically vital and most operationally hostile terrain, and one of the two highest-scored firms on critical-infrastructure capability.

SME READ

Relevant chiefly to energy and heavy-infrastructure operators. For most SMEs, the lesson is the model — specialise deeply in one high-stakes vertical — more than the service.

7



G4S Nigeria

69

THE GLOBAL POWERHOUSE

~47 years in Nigeria · Lagos · 5,000–10,000 est. · Parent: Allied Universal · Manned guarding, cash solutions, secure logistics

The local arm of a global giant (now part of Allied Universal), bringing international standards, a mature cash-in-transit network and secure-logistics infrastructure hard for any indigenous rival to replicate. Four decades of continuity make it the default for multinationals needing consistent, audited quality across jurisdictions. Its score steps back here because the framework rewards verifiable local technology and public thought leadership — where its footprint is lighter — over global brand.

SME READ

The safe institutional pick for cash-heavy or multinational-facing operations. Expect global process and pricing to match.

8

Kings Guards Nigeria Ltd.

63

THE CORPORATE BLUE-CHIP PROTECTOR

34 years · Lagos · 2,000–4,000 est. · Multi-state · Banking, oil & gas, telecoms, FMCG, multinationals

Kings Guards built its brand not on media visibility or policy noise but on operational structure — multi-tier supervision, centralised coordination, guard-training academies and disciplined reporting. The result is deep penetration and high retention in Nigeria's most demanding corporate accounts. The disciplined, institutional archetype — reliability over noise, which the technology- and visibility-weighted framework scores conservatively.

SME READ

If your priority is quiet reliability and rigorous process over a flashy tech story, this is the profile to shortlist.

9

Ocean Marine Solutions Ltd. (OMS)

62

THE MARITIME FORCE MULTIPLIER

19 years · Port Harcourt · 300–1,000 est. · Gulf of Guinea / offshore · Maritime security, offshore asset protection, armed escort

An indigenous specialist in the blue-water domain — armed escort vessels, naval-coordination protocols and offshore surveillance — securing platforms, FPSOs and supply vessels in waters where piracy once threatened national crude output and marine-insurance ratings. Operating within government-sanctioned frameworks, it holds institutional trust and geopolitical relevance few private firms reach. A pure niche play, deep in a vertical generalists can't enter.

> SME READ
> A pure niche play. The lesson for builders: pick a vertical so specialised and strategically important that generalists simply can't follow you into it.

10

Bemil Nigeria Ltd.

54

THE SILENT ENDURANCE CHAMPION

48 years · Berger, Lagos (+ Abuja, Asaba) · 1,001–5,000 employees · Full-spectrum traditional security

Among the oldest continuously operating indigenous security firms in Nigeria. No OSPA haul, no drone headlines, no policy megaphone — just 48 unbroken years of showing up, across every economic and security cycle the country has thrown at it. In a low-trust market, that endurance is itself a credential: proof of survival.

> SME READ
> For the buyer who values a partner that will simply still be there in ten years, stability is the feature. Trust, earned slowly, is the product.

THE 2026 INDEX · SERVICES

What to contact each firm for

The ranking tells you who is strongest overall. This tells you who to call for a specific need — and how the ten rank against each other, service by service.

Figure 3 · The Service Map (capability matrix)

	MANNED GUARDING	CASH-IN-TRANSIT	ELECTRONIC & SURVEILLANCE	CYBER SECURITY	DRONE & AUTONOMOUS	MARITIME & OFFSHORE	CRITICAL INFRASTRUCTURE	VIP / EXEC PROTECTION	K9 & DOG SERVICES	ADVISORY & TRAINING
1 Halogen 85	★	●	★	★	○	○	★	●	○	★
2 Sheriff Deputies 82	★	○	★	●	○	·	●	●	○	●
3 Proton 79	★	○	●	·	·	·	●	★	★	●
4 Terrahaptix 76	·	·	●	●	★	○	★	·	·	·
5 Transworld 75	○	·	★	○	·	·	○	·	·	★
6 Tantita 74	●	·	●	·	★	★	★	·	·	·
7 G4S 69	★	★	●	○	·	●	●	★	○	●
8 Kings Guards 63	★	●	●	·	·	○	●	●	○	●
9 Ocean Marine 62	·	·	○	·	·	★	★	·	·	○
10 Bemil 54	★	●	○	·	·	·	○	○	●	●

STRENGTH: ★ Category leader · ● Strong offering · ○ Offered · · Not a focus

How to read: a column shows who leads a given service; a row shows a single firm's spread. Assessed from company disclosures, official sites and verifiable contracts. Source: naijapreneur Private Security Index 2026.

Figure 4 · Contact Them For... (category leaders)

Manned Guarding
THE SCALED WORKFORCE PLAY

Halogen · G4S · Proton · Kings · Sheriff · Bemil

Any firm here fields guards at scale; pick on process & price.

Cash-in-Transit
MOVING MONEY SAFELY

G4S

The clear leader — a global cash-logistics network few can match.

Electronic & Surveillance
CCTV, ACCESS CONTROL, INTEGRATION

Halogen · Transworld · Sheriff

Transworld for pure systems integration; Halogen for scale.

Cyber Security
PROTECTING DATA, NOT JUST DOORS

Halogen

The only firm with a genuine, dedicated cyber division.

Drone & Autonomous
AI, DRONES, SENTRY SYSTEMS

Terrahaptix · Tantita

Terrahaptix builds the hardware; Tantita fields it in the field.

Maritime & Offshore
BLUE-WATER ASSET PROTECTION

Ocean Marine · Tantita

OMS for the open Gulf of Guinea; Tantita for Delta waterways.

Critical Infrastructure
PIPELINES, POWER, ENERGY ASSETS

Tantita · Terrahaptix · Halogen · OMS

The deep specialists — match the firm to the asset type.

VIP / Executive Protection
PEOPLE, NOT PREMISES

Proton · G4S

Proton for local VIP & armed escort; G4S for global standards.

K9 & Dog Services
DETECTION & PATROL CANINE UNITS

Proton · Bemil

Proton's dog services are a signature line; Bemil runs a named K9 unit.

Advisory & Training
CONSULTING, CERTIFICATION, ACADEMIES

Halogen · Transworld

Halogen's degree academy; Transworld's CPP/ISO certification.

The standout firm in each service line — a buyer's shortcut to who to call first. Leaders reflect verifiable specialisation, not exclusivity; most firms also offer adjacent services. Source: naijapreneur Private Security Index 2026.

INSIGHT I

The Buyer's Lens

How to choose a security partner — using the same eight criteria we used to rank them

Most Nigerian SMEs hire a security provider the way they hire a cleaner: a referral, a quick price, a handshake. Then they are surprised when guards are untrained, uninsured, unverifiable, or gone. The eight pillars we used to rank these firms are, turned around, a due-diligence framework any business can apply before signing a contract.

INSIGHT I · THE BUYER'S LENS

Eight questions before you sign

1 **Are they actually licensed — and can you prove it?** Ask for the NSCDC licence and grade in writing, and confirm ALPSPN membership. An unlicensed firm is not cheaper; it is a liability that transfers to you when something goes wrong. This is a pass/fail gate, not a nice-to-have.

2 **How long have they really operated?** Longevity signals the ability to survive Nigeria's business environment — and to still exist when you need to make a claim. Ask for the incorporation date and two client references spanning more than three years.

3 **What technology do they operate — not announce?** "AI-powered" and "drone-enabled" are marketing until proven. Ask to see the reporting dashboard, the incident log, the verification system. If the answer is a brochure, price them as a manpower firm, because that is what they are.

4 **Who validates them beyond their own website?** OSPA recognition, ISO 9001 certification, or named blue-chip references are third-party proof. Self-declared awards are not. Weight independent validation above self-description.

5 **Have they protected assets like yours?** A firm that guards oil platforms may be wrong for a retail chain, and vice versa. Match their proven contract type to your actual risk — cash, premises, cargo, data, people — rather than to their reputation in general.

6 **Do they understand the regulatory direction?** With armed-guard rules and the post-police-withdrawal framework in flux, a partner engaged with policy will adapt faster than one caught flat-footed. Ask what changes they are preparing for in the next 12 months.

7 **How do they train and supervise?** Ask about vetting, the training academy, supervision tiers and guard rotation. The quality gap between firms is mostly here — in the invisible systems behind the visible guard.

8 **Can they cover where you operate?** A single-state firm cannot protect a multi-state operation consistently. Match their command-centre footprint to your locations before you scale a relationship.

> THREE RED FLAGS THAT SHOULD END THE CONVERSATION
>
> No verifiable NSCDC licence. No written references you can independently call. A refusal to put service levels, insurance and liability in the contract. Any one of these is enough to walk away — regardless of price.

Figure 5 · The three deal-breakers

RED FLAG 01

No verifiable NSCDC licence

You can't independently confirm they're licensed and graded.

RED FLAG 02

No callable references

No written client references you can phone yourself.

RED FLAG 03

No contractual liability

They won't put service levels, insurance & liability in writing.

WALK AWAY.

ANY ONE OF THESE ENDS THE CONVERSATION — REGARDLESS OF PRICE

a failure on any one is a reason to leave, not a discount to negotiate. Source: naijapreneur SME due-diligence framework.

> *A standalone, fill-in version of this framework — **The SME Security Provider Due-Diligence Checklist** — accompanies this report as a separate one-page tool you can print and take into a vendor meeting.*

INSIGHT II

The Builder's Lens

Seven strategic lessons any Nigerian founder can steal from these firms

Strip away the sector and these ten companies are a masterclass in how to build an enduring business in a hard market. The principles below transfer far beyond security — to any founder trying to build something that lasts.

INSIGHT II · THE BUILDER'S LENS

Seven lessons

01 Turn a policy shift into a market position

Proton didn't wait for the police-withdrawal rules to settle — it became the loudest, most credible voice shaping them, and converted that authority into commercial standing. When your industry's rules are being rewritten, the founder in the room helping to write them wins twice: once on influence, once on reputation.

02 Build local, price global

Terrahaptix manufactures 80%+ of its components in Abuja, which lets it undercut international drone-makers by half while keeping quality. Local production isn't just patriotism — it is a structural cost advantage and a moat against currency shocks. The floating naira punishes importers; it rewards local manufacturers.

03 Own a vertical no generalist can enter

Ocean Marine chose the blue-water domain; Tantita chose Niger Delta pipelines. Each picked a niche so specialised — and so strategically vital — that broad competitors simply cannot follow. Depth in one hard market beats shallow presence in many easy ones.

04 Sell the ecosystem, not the product

Halogen pairs guarding with consulting, technology and a degree-awarding academy; Terrahaptix locks clients in with an operating system that unifies all its hardware. An integrated ecosystem raises switching costs and moves you up the value chain from vendor to partner.

05 Treat endurance as an asset you compound

Bemil's 48 years and G4S's four decades are not nostalgia — in a low-trust economy, survival itself becomes the pitch. Every year you remain is a year of proof your competitors can't buy. Longevity compounds like capital, if you stay disciplined enough to bank it.

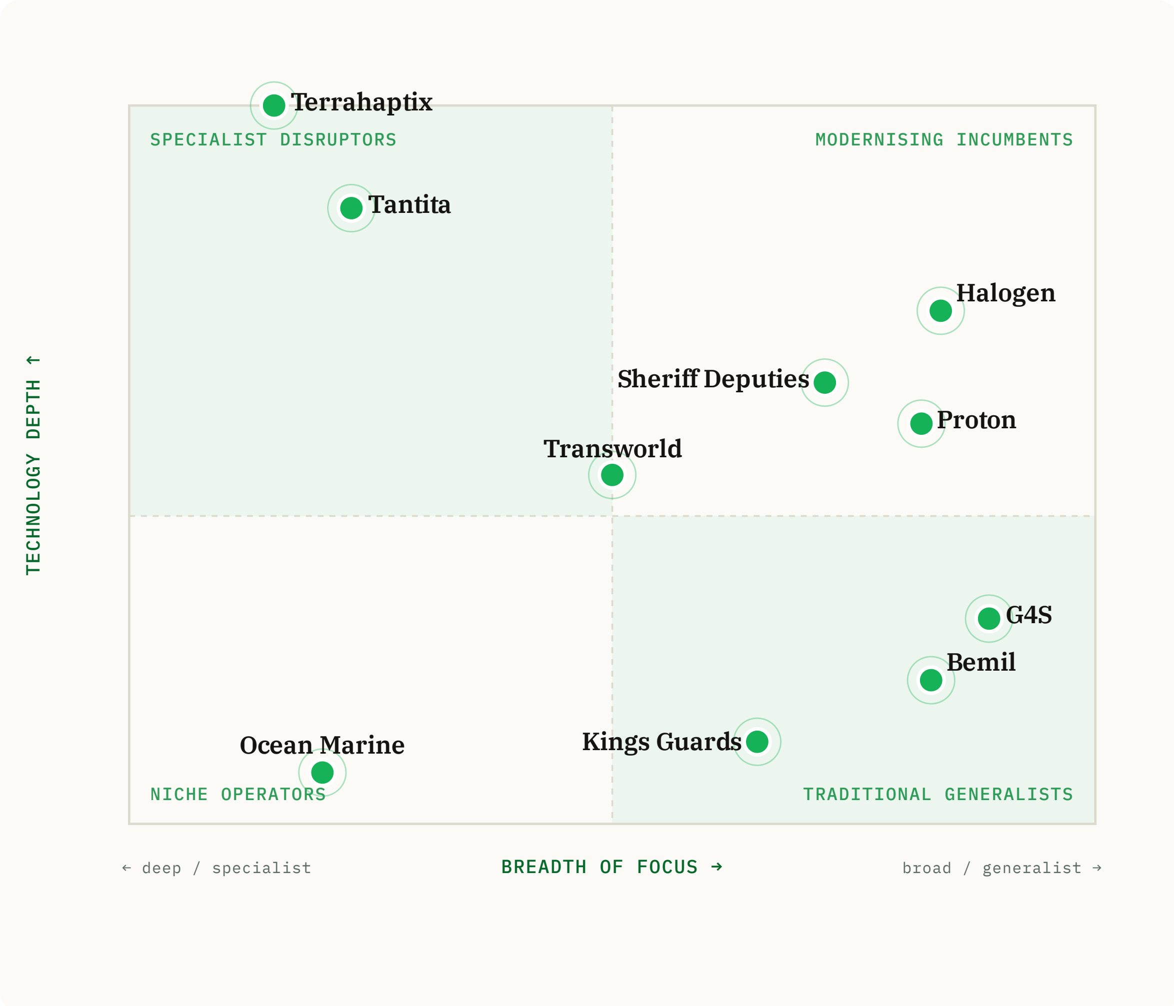
06 Let third parties do your bragging

Halogen's five OSPA wins and Transworld's CPP legacy carry more weight than any self-declared title, because buyers discount what a company says about itself. Invest in independent certification and awards — they are credibility you can't manufacture in-house.

07 Ship proof, not press releases

The firms that scored highest showed verifiable contracts, funding and certifications; the softest claims were the loudest ones. In a market fluent in hype, demonstrable proof is a differentiator. Announce less; verify more. Your buyers — and, it turns out, the people ranking you — are counting.

Figure 6 · The moat map



the field plotted by breadth of focus (generalist ↔ specialist) against technology depth. The most defensible ground is top-left: deep in a vertical, hard for generalists to follow. Vertical axis reflects technology depth and sophistication; horizontal axis reflects breadth of market focus. Source: naijapreneur Private Security Index 2026.

INSIGHT III

The Opportunity Lens

The security sector as an entrepreneurial market — where the money is moving

Behind the ranking sits a market in structural transition. Where a state function retreats and threats rise, demand is created. These are the openings this report surfaces for the founder willing to build.

INSIGHT III · THE OPPORTUNITY LENS

Six openings

1 · The post-police-withdrawal gap

As police exit private and VIP duties, thousands of contracts move to licensed private firms. The immediate winners are scaled, compliant guarding companies — but the second-order opportunity is in the services that support them: vetting, training, insurance, and technology layered onto existing guard forces.

2 · The armed-guard regulatory frontier

Proton's advocacy points to a coming framework for regulated, armed private operatives. Whichever way it lands, it will create demand for compliance, specialised training, licensing support and higher-tier response services — an entire sub-industry that does not yet formally exist.

3 · Local security-tech manufacturing

Terrahaptix proved Nigeria can build world-class drones and autonomous systems at a local-cost advantage, backed by global capital. Adjacent hardware — sensors, sentry systems, body-worn devices, vehicle tracking — remains largely import-dependent and wide open to local builders.

4 · Maritime and critical-infrastructure protection

Offshore energy, power plants and pipelines are macroeconomically central and chronically under-protected. OMS and Tantita show the model works; the coastline and the grid are long, and the incumbents are few.

5 · The professionalisation gap

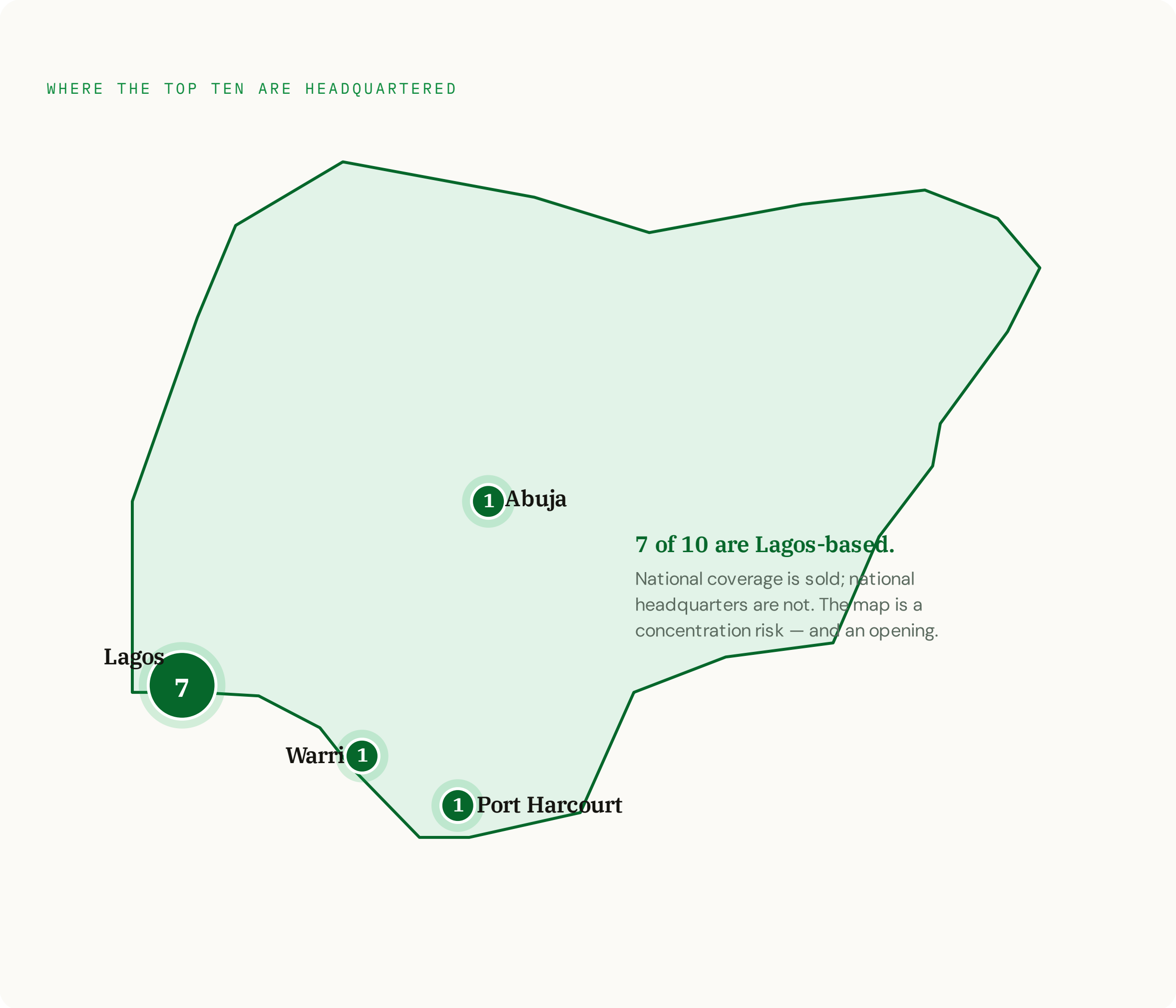
The sector's perennial constraint is skilled personnel. Halogen's academy and Transworld's certification pathways barely dent nationwide demand. Accredited training, certification and staffing platforms are a scalable, asset-light business hiding in plain sight.

6 · Tech-enablement for incumbents

Most of the 2,000+ licensed firms are manpower businesses with no digital layer. Selling them the reporting dashboards, verification tools and monitoring software they can't build themselves — the "picks and shovels" of the sector's digital transition — is a software opportunity with 2,000 potential customers.

> THE PATTERN BENEATH ALL SIX
>
> Every opening here follows the same logic: a state function is retreating, threats are rising, and the incumbents are analogue. Wherever those three conditions meet, a business can be built. That pattern is not unique to security — it is worth learning to recognise anywhere in the Nigerian economy.

Figure 7 · The Lagos gravity



every firm's headquarters, mapped. Seven of the ten are Lagos-based; only Abuja, Port Harcourt and the Niger Delta break the pattern. For an SME outside the south-west, HQ location is a coverage question to ask early; for a builder, the thin coverage elsewhere is a regional opening. Source: naijapreneur Private Security Index 2026.

STRATEGIC RECOMMENDATIONS

What to do with this

Insight that isn't acted on is just information. Here is the practical distillation, by who you are.

If you are buying security

1. Run every prospective provider through the eight-question framework in Insight I before you compare price. Capability first, cost second.
2. Make an NSCDC licence, callable references and contractual liability non-negotiable gates. Fail any one, walk away.
3. Match the firm's proven contract type to your specific risk — cash, cargo, premises, data or people — not to its general reputation.
4. Treat "AI" and "drone" claims as unproven until demonstrated. Pay the technology premium only for technology you have seen working.

If you are building in or around the sector

1. Choose a vertical deep enough that generalists can't follow you, and strategically important enough that clients can't ignore you.
2. Build local to win on cost and hedge the naira; layer a proprietary system on top to raise switching costs.
3. Buy credibility you can't manufacture — independent certification and awards — and let third parties do your marketing.
4. Ship verifiable proof, not press releases. In a hype-fluent market, evidence is the differentiator.

If you shape policy or lead the industry

1. Formalise the post-withdrawal framework quickly; ambiguity is the enemy of both security and investment.
2. Back local security-tech manufacturing — it is an import-substitution and jobs story, not only a defence one.
3. Fund professionalisation at scale; the skills gap caps the entire sector's quality ceiling.
4. Reward verifiable capability over visibility in public contracting, so the market rewards proof over noise.

LOOKING AHEAD

The 2027 watchlist

Six shifts we are tracking that will reshape who wins this market next — and what they mean for the SME choosing a partner today.

01 **Armed-guard regulation becomes law.** If the framework Proton and others champion is formalised, licensed firms with policy fluency gain a structural edge — and the compliance bar for everyone rises. *SME implication:* favour partners already engaging with the rules, not scrambling to catch up.

02 **Drones and autonomy go mainstream.** Terrahaptix and Tantita proved locally-built, AI-driven security works at national scale. Expect fast followers and falling prices. *SME implication:* "tech-enabled" will shift from premium to baseline — ask to see it working.

03 **Consolidation accelerates.** Global capital (Allied Universal behind G4S) and venture funding (Lux Capital, 8VC behind Terrahaptix) will drive mergers and acquisitions. *SME implication:* the firm you hire may be owned by someone else in two years — check ownership stability.

04 **Physical and cyber security converge.** As Sheriff Deputies' own intelligence reporting stresses, a breach and a break-in are now one threat surface. Halogen's dedicated cyber division is the early template. *SME implication:* a guard-only provider is an incomplete defence.

05 **The 2027 election cycle lifts demand.** Nigerian security demand has historically risen around elections. Capacity will tighten and prices firm through the cycle. *SME implication:* contract early; do not wait for the surge to negotiate.

06 **Certification becomes the procurement filter.** ISO 9001, OSPA recognition and CPP-credentialed leadership are moving from "nice to have" to pass/fail in serious RFPs. *SME implication:* make third-party proof a shortlist requirement, not a tiebreaker.

The through-line
Every one of these shifts rewards the same things this report scored highest: verifiable technology, independent validation, and the discipline to prove more than you announce. The market is professionalising — and the SME that learns to read it will choose better than the one that hires on reputation alone.

REFERENCE

Key terms

The security-industry vocabulary used in this report, in plain language for the non-specialist reader.

OSPA	Outstanding Security Performance Awards — independent, peer-judged industry awards. The sector's most credible third-party recognition; self-declared awards are not the same thing.
NSCDC Grade A	The highest tier of private-security operating licence, issued by the Nigeria Security and Civil Defence Corps. The procurement baseline for any serious institutional client.
ISO 9001	International quality-management standard. Signals audited, repeatable operating processes rather than ad-hoc delivery.
CPP	Certified Protection Professional — the global gold-standard security-management credential, awarded by ASIS International.
IFPO	International Foundation for Protection Officers — sets professional training standards for frontline guarding.
ALPSPN	Association of Licensed Private Security Practitioners of Nigeria — the industry's self-regulating body.
CIT	Cash-in-Transit — the armoured movement of cash and valuables between locations.
CNI	Critical National Infrastructure — assets whose disruption harms the wider economy: power, pipelines, ports, telecoms.
VTOL	Vertical Take-Off and Landing — runway-independent drones that can operate from confined or remote sites.
UGV	Unmanned Ground Vehicle — autonomous or remotely-operated patrol and surveillance robots.
K9	Canine security units — trained detection and patrol dogs deployed with professional handlers.
Gulf of Guinea	The West African maritime zone off Nigeria's coast; historically one of the world's most significant piracy and crew-kidnap environments.

NOTES, SOURCES & NEXT EDITION

Methodology notes

Data sources

This report synthesises publicly available information: company websites and official publications; LinkedIn company and executive profiles; industry awards programmes (the OSPAs); business media coverage (BusinessDay, Nairametrics, Vanguard, Punch and naijapreneur); regulatory disclosures and certifications; and published interviews and thought-leadership content. Figures presented as ranges are industry estimates where firms do not disclose exact numbers.

A living index

This is the inaugural edition of the Nigeria Private Security Index. It is designed to compound: the framework and dataset are built to be re-run annually, adding firms and updating scores without overwriting the historical record. Companies that demonstrate significant new capabilities, contracts or recognition will feature in future editions.

> CORRECTIONS & INCLUSION
>
> The security industry evolves rapidly. For updates, corrections, or inclusion consideration in the next edition, write to insights@naijapreneur.com. We treat corrections as an asset, not an embarrassment.

ABOUT

About naijapreneur Insights

naijapreneur.com is The Voice of Entrepreneurship in Nigeria™ — on a mission to reverse the country's estimated 82% SME failure rate.

We pursue that mission by equipping Nigerian founders across three dimensions. The **HEAD** — the knowledge and strategy to make better decisions. The **HEART** — the resilience and mindset to survive a brutal operating environment. And the **HAND** — the tools, resources and capital to actually build. Our aim is to transform local hustlers into global entrepreneurs who build sustainable companies that change the world and profit from purpose.

This report belongs to our **Insights** pillar: proprietary, append-only research that interprets Nigeria's business data into decisions founders can act on — never data for its own sake. The platform is built on eight pillars working together:

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We interpret; we do not merely inform. Every report closes the same way: with the implication for a Nigerian SME, and a recommendation it can act on.

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Feedback, corrections and verifiable data contributions are welcome and strengthen every future edition. Reach the Insights desk at **insights@naijapreneur.com**.

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