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DETEKTOR International

Editor´s Comment
Summing up 2012

Voice of the Security Market
Remote maintenance: The key to 21st century customer care

Technology in Application
Video analytics helps shield Glasgow Museums' exhibits

Alarm Communication
The market for alarm communication is changing

Business News
Hochiki to acquire Kentec

Business Development
Niche products in the spotlight

Security Expo Reviews
- **Security Essen**
- **Skydd, Stockholm**

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LIGHTING FOR NETWORK CAMERAS

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Lighting for Network Cameras

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Summing up 2012

2012 is almost at an end, and now looking back, there are several significant factors that can really sum up the year for the security industry.

Let's start with the security shows. Throughout 2012, from ISC West and Ifsec to Security Essen – this year's product trends have been clear. Within video surveillance, the trend towards better image quality has been evident. Sony's Ipela Engine with the capability to record 60 frames per second in full HD (1920x1080) and the industry's first 130dB wide dynamic range in full HD quality at 30 frames per second is perhaps the best example of this. Ipela Engine consequently won the Best Product award at the Detektor International Awards.

Ease of use is another strong trend, and smart, simple solutions, often connected to smart phones has been prominent at this year's big security shows. And this applies both to access control and alarm and detection as well as video surveillance. Using a mobile phone with NFC (Near Field Communication) as a contactless credential for access control is gaining traction, and at Security Essen, HID had a representative from Vodafone in place on the stand to show NFC solutions for access control products. It will be very exciting to see if and when NFC will break through.

Security Essen celebrated its 20th anniversary in September with more than 39,000 trade visitors and 1,086 exhibitors. Over 35 percent of the trade visitors came from abroad and there was a strong international presence amongst the exhibitors accounting for some 46 percent. Essen was a success and it was without doubt the biggest security show in 2012. In this issue, you can read everything about the fair and about some of the products that were on display.

Detektor has also spoken with senior management from a few niche specialist product manufacturers. One American, Pixim, one European, Veracity and one Asian, Etherwan. They have all grasped the opportunities that have arisen through the rapid technnological development over recent years and have diversified into new markets. As a result the security arena is being enhanced with niche specialist products not traditionally associated with the industry.

In the last couple of years, more and more alarms have begun to communicate via GSM and IP, but analogue telephone alarm transmission is still a very common way to communicate alarms. In this issue, Detektor looks in more depth at alarm communication.

A large part of this magazine is also devoted to the Detektor International Award. Sony, HID and Cias were each presented with their awards for this year's best security products at the Skydd-dinner in Stockholm on September 19th.

Finally, on behalf of all of us at Detektor magazine, I would like to take the opportunity to wish you all a Merry Christmas and a Happy New Year.

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contents

3 **Editor's Comment.** Summing up 2012.

6 **Detektor Security Academy.** Lighting for network cameras.

10 **Technology in Application.** Navtech Radar monitors traffic on Swedish highway.

14 **Voice of the Security Market.** Remote maintenance: The key to 21st century customer care.

16 **Business Development.** Niche products in the spotlight.

18 **Security Technology Market.** Smart cards and NFC to refresh access market.

20 **Alarm Communication.** The market for alarm communication is changing.

22 **Business News.** The latest commercial news from around the industry today.

30 **Product News.** The latest product news and launches.

40 **Detektor International Award.** 2012 Detektor International Awards winners announced.

48 **Security Essen.** An international success.

57 **Security Media.** Detektor expands circulation with 37,000 copies,

58 **Skydd, Stockholm.** 14,000 came to Skydd in Stockholm.

58 **Expo Protection, Paris.** Can Expoprotection grow?

59 **Intersec Dubai.** Intersec set to see 1,000 exhibitors.

60 **Security Events Calendar.** The international overview of scheduled security shows.

62 **Security Buyers Guide.** The directory of important suppliers of security products & services.

DETEKTOR SECURITY ACADEMY LIGHTING FOR NETWORK CAMERAS — Sponsored by raytec AXIS COMMUNICATIONS

Lighting for network cameras

Page 6

Maggie Chao, Etherwan.

John Monti, Pixim.

Alastair McLeod, Veracity.

Niche products in the spotlight

Page 16

Alarm communication

Page 20

Detektor Int. Awards winners announced

Page 40

REVIEW

Security Essen – an international success

Security Essen celebrated its 20th anniversary on 25–28 September with more than 39,000 trade visitors and 1,086 exhibitors. The organisers emphasized the fair's strong international presence.

Page 48

PREVIEW

Intersec, January 15–17 2013

Intersec is due to take place at the Dubai International Convention and Exhibition Centre, Dubai, UAE from January 15–17, 2013. It is the region's largest and most representative trade platform for safety, security and policing is expected to be 10 percent larger than the previous edition.

Page 59

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DETEKTOR SECURITY ACADEMY
LIGHTING FOR NETWORK CAMERAS
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Lighting for network

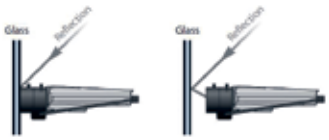
– how to obtain the best night time performance

Achieving a well-lit environment for network cameras during night time is not an easy task. The best way is of course to go out on scene and try out a chosen camera, lens and lighting combination in real conditions. However this is not always possible, but in reality, many systems that are set up during day time conditions may fail to achieve effective night-time images. Because of this, Raytec and Axis have created this practical guide, based on a series of test nights throughout the dark winter months of 2011 and 2012, which is designed to help users get a long way on the path to achieving perfect CCTV lighting for a network system at night.

The way to obtain adequate CCTV lighting for a network system at night time consists of several steps, with many things that should be kept in mind. However, this guide covers the most important points that will get security users really close to a good result.

Mounting the camera

First of all, before you set your cameras rolling, it is vital that you have correctly mounted and aligned not just your cameras but your illumination too, for the best possible CCTV performance at night.



Good. *Bad.*

Cameras need to be placed in all kinds of locations and this requires a large number of variations in the type of mounting. Common mounting solutions include ceiling mounts, wall mounts, corner mounts, pole mounts and parapet mounts (used for roof-mounted housings or to raise the camera for a better angle of view).

When installing a fixed camera in an enclosure, it is important that the lens of the camera is positioned right up against the window to prevent any glare. Otherwise, reflections from the camera and the background will appear in the image. To reduce reflection, special coatings can be applied on any glass used in front of the lens.

Mounting the lighting

Mount the illuminator first. Position the illuminator adjacent to the camera and point it towards the scene. Mount the illuminator at least 1 meter away from the camera (space dependent) to avoid reflection into the camera. Lighting must be mounted approximately 1 meter below dome cameras.

Do not position the PSU photocell facing illuminator or other direct light sources. The photocell monitors the ambient lighting conditions. Mount the PSU on a wall or flat surface with glands facing down. Flat, adapter plate brackets are available for mounting illuminator and PSU on a pole. Connect the illuminator to the PSU. Installers can extend or reduce illuminator cable length using appropriate cable and weather proof box.

Align your illumination with your camera at night for optimum image performance. Adjust vertical angle, and adjust horizontal angle using adaptive illumination to match the illumination to the camera field of view.

Light off (70 metres).

Infrared on (70 metres).

White-light on (70 metres).

Illuminated surrounding (200 metres).

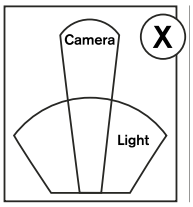
Illuminated person (50 metres).

Match the illumination to the lens angle

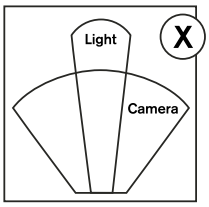
The reality is that most cameras need a certain level of lighting to produce an effective image at night. Even the most advanced cameras require dedicated lighting to produce images with the ability to detect, identify or recognize people or objects in the scene.

It is critical to have the right angle of illumination, matched to the camera field of view. A narrow light on a wide angle can produce a bright spot on the screen and wide angle illumination on a narrow scene results in light wastage and reduced performance.

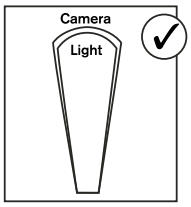
Above are some examples of infrared and white-light CCTV Images – with the angle of illumination perfectly matched to camera field of view, with clear



Reduces performance.



May cause hot spots.



Best performance.

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cameras

Detektor Security Academy is an educational concept in which Detektor magazine, together with selected security technology leaders, have cooperated to produce, distribute and promote essential information about the opportunities that today's security technology can offer.

In this article, sponsored by Raytec and Axis, Detektor Security Academy will explain how security professionals can tackle some of the most common practical issues when using lighting in conjunction with network cameras to achieve high performance CCTV images at night. This is the fifth article within Detektor Security Academy.

and even illumination, and no dark spots.

Infrared and focus shift

Focus shift is a potential issue encountered when setting up camera systems for 24-hour performance using infrared. The different wavelengths of visible light (400-700nm) and infrared (700-1,000nm) create different focus points through the lens onto the camera chip. This can lead to a loss of image focus at night, particularly if the camera is set up during daytime operation. The degree of focus shift depends on a variety of factors.

Focusing the camera correctly for low light performance means the camera will be focused for IR with the aperture fully open. During daytime operation the increased depth of field created by a closing aperture will counter the effects of focus shift. The best solution is to focus the camera using only infrared. This can be achieved by setting up the camera at night using infrared lighting and using an IR pass filter over the camera lens.

Lenses

The choice of lens impacts the quality of image. Here are some pros and cons regarding lenses.

Pro: A camera with an auto iris lens (like many of the Axis cameras) is the common choice for achieving high quality images for 24 hour surveillance in external scenarios. The auto iris opens and closes to allow the right amount of light fall onto the camera chip dependent on whether it is day or night. Open at night to collect maximum light, more closed during the daylight.

Con: Auto iris lenses can often be slightly bigger, and more difficult to set-up.

Pro: Fixed lenses are often used for internal applications where light levels may be constant, and can be set to the specific scene requirements. The smaller the F-stop setting on the camera is fixed at (1.4 is typical for night time surveillance) - the wider the iris, therefore more light is let into the camera and it produces better night-time images. The camera will use an electronic iris during the day (like a shutter) to avoid too much light causing over exposure (white out) on a scene.

Con: Fixed lenses are not suitable for day/night or changing light scenarios. The iris opening cannot be adjusted. To compensate for changes in light, some cameras will adjust exposure time or gain, which can lead to motion blur or noisy images.

Lighting cost

Consider the running and maintenance costs of your system. Many installations utilize multiple 300W or 500W illuminations. These can be replaced with as little as 40W of long life, cool running infrared or white-light LED illumination.

Not only does LED lighting have an inherently low power consumption, but it also lasts a lot longer -typically around 10 years and requires zero maintenance - compared to a halogen light which can last as little as five months. Over this ten year period, there are significant savings to be made on energy consumption, running costs, and labour.

Additionally, white-light can be targeted and directed exactly where needed. It can also be activated via an external trigger on a timer, to provide lighting only when needed for a predetermined amount of time to further save on energy usage and light pollution. This is referred to as "Lighting on Demand".

Street lights

Often, users of security systems may consider street lighting to be a good enough solution to fully illuminate a scene for capturing CCTV images at night. The user may be cautious about adding additional visible illumination on scene because of light pollution concerns. For this scenario, infrared illumination which is invisible to the human eye can be a very effective solution.

If there is too much ambient light on scene, or flashing lights nearby causing a disturbance to your CCTV image, using IR lighting with an IR band pass filter lens on the camera will cut out the glare from all other ambient light apart from IR, for a crisp and clear, evenly illuminated black and white image.

Street lighting.

Infrared on.

Excessive lux levels

Axis Lightfinder Technology. Image captured in absolute darkness with only 50 percent brightness.

White-light off (50 metres).

White-light on (50 metres).

High performance, low light camera technology such as the Axis Lightfinder, requires as little as 1 or 2 lux of effectively directed, colour corrected white-light illumination. Many traditional "visible" lighting solutions aim for high lux levels on the scene – this is not always required and it can often result in reduced image quality, excessive light pollution and excessive energy consumption. NB: Typical lux levels for CCTV are between 3 and 7 lux.

Megapixel cameras

There is one simple rule to remember, if all other variables stay

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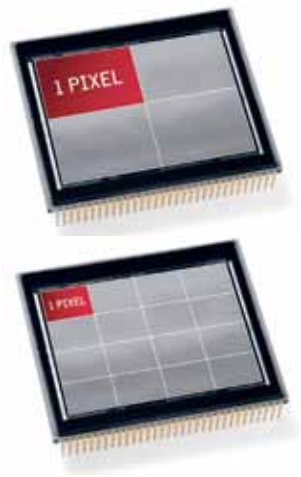
equal – the resolution of a camera increases as its sensitivity to light decreases. This is due to the size of the individual pixels on a sensor (think of the pixel as a little bucket to collect light). Consider the two examples below:



Clearly the sensor on the right with 16 pixels has 4 times the resolution of the sensor on the left with 4 pixels. But take a look at the size of the individual pixels on each sensor; the pixels on the sensor on the left are much larger, capable of collecting much more light and are therefore able to deliver better performance in lower light conditions. So, most higher megapixel cameras require increased light levels to achieve high quality night-time performance.

Bandwidth and storage

As discussed earlier in this article, street lighting is not enough for high quality images at night – no matter how sensitive light the camera is.

For users of network cameras, if the images captured are noisy or pixilated due to insufficient lighting, compression is unable to work and therefore creates a higher amount of data to be transmitted -increasing bandwidth and storage costs.

Compression techniques such as H.264 work on compressing the raw data into smaller "chunks" to reduce bandwidth requirements. In simple terms compression works by replicating data from previous frames and only the pixels that have changed (due to colour or movement) are transmitted and updated in the live video image.

Most security professionals will be familiar with the noisy "white-noise" images that cameras produce when there is not enough light on scene. With each pixel changing frequently the camera is fooled into thinking there is constant movement throughout the image and this prevents video compression from working.

A fundamental benefit of professional lighting for network cameras results from delivering enough light to prevent noise in the image. In turn this provides higher quality pictures, allows compression techniques to work and substantially reduces bandwidth and storage requirements.

Quick start

It can be forgotten how long it takes for many lighting systems to switch on. This can be critical to the security system. Metal halide lighting can take several minutes to fully warm up compared to modern quick start LED lighting, which provides an instant strike. Quick start LED lighting can be used as a deterrent to warn off criminals, triggered on alarm from devices such as PIR detectors. Technology such as metal halide illumination is simply too slow and not suitable for high security, lighting on demand applications.

Thermal.

Infrared.

Color rendition

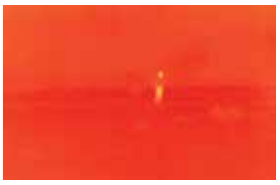
Other old style lighting technologies such as halogen and sodium lighting have a poor colour rendition. They produce a dull, uneven orange/yellow glow. This leaves CCTV cameras at a disadvantage, as they are unable to produce high quality, true colour images at night, with enough detail to identify and recognize a target on scene.

White-light LED technology delivers a cool white colour temperature which is close to the colour of day light and which is optimised for colour CCTV. It allows cameras to generate images with accurate detail and colour even at long distances.

Thermal and IR

Thermal camera technology should not be used instead of IR – but alongside it. Both technologies have different purposes: Thermal to detect – infrared to identify.

For distance critical applications such as border surveillance, port surveillance, protection of critical infrastructure or military projects, thermal technology is often used to detect that a subject is present at great distances,



Thermal.

based on detection of a change in temperature. When the subject moves into the zone covered by the infrared illumination, unlike thermal cameras infrared can be used to identify intruders and pick out details such as facial features or clothing.

Looking at the two thermal images above at 100 meters, we can see that a person is present, but we cannot tell if the person is a man or a woman or identify any facial features. Now looking at the IR image on the left, we can clearly see that the person is a young/middle aged white male, wearing jeans and a casual jacket.

Infrared illuminators, which throw IR light onto a scene and can be viewed with monochrome or day/night cameras, should not be confused with thermal imaging which detect infrared radiation (heat) and create images based on differences in surface temperature producing false colours from these temperatures to create an artificial image.

Conclusion

If you are considering lighting for your network camera system, then this article outlines some of the key challenges that you may face when designing and installing your CCTV system, and provides top hints and tips for achieving the best night time performance. Every scenario is different, so it's always advantageous to trial your system before deciding on the final configuration. ■

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Navtech Radar monitors traffic on Swedish highway

For the surface installation, Navtech installed two TS350X model radar systems. The TS350X can detect a man-sized object out to a radius of 350 metres. Since it can provide 360 degree coverage, each sensor can therefore provide a total of 700 metres coverage where conditions allow.

The Swedish Transport Administration, Trafikverket, has installed the Clearway incident detection system on a 16 km section of the highway E4. This covers all lanes on both carriageways and automatically sends alarms to the control centre when incidents occur.

Trafikverket is responsible for the operation and maintenance of the Swedish road network. The harsh winter climate in Sweden presents the Swedish Transport Administration with particular challenges when it comes to operating and maintaining the road network. Poor visibility, caused by winter rain, snow and fog, is a common cause of vehicle collisions. In addition ice, which is common, causes damage to road surfaces, making driving difficult and leading to higher than expected numbers of slow or stopped vehicles, or even pedestrians. This is true in heavy traffic, where incidents need to be addressed quickly to avoid more general road network disruption. Light traffic also gives rise to problems, as vehicles tend to move at greater speeds and the potential for major accidents, as the result of collisions with stranded vehicles, is increased. Timely detection of incidents and posting of warnings to upstream drivers via motorway message signs is imperative, therefore.

In recent times, traffic operators in the control centre in the Swedish capital have used CCTV to watch for incidents. Alternatively, reports have come via phone, either from those directly involved in an incident or from passing motorists. Clearly, this is not a reliable way to detect all incidents quickly, to maintain lane throughput, or to look to reduce the numbers of incidents and accidents. A solution was sought.

Many requirements

Trafikverket had a number of requirements in addition to reliable detection irrespective of the general weather conditions. It needed to ensure that detection was continually reliable, with little or no routine maintenance. Full lifecycle costs are an important consideration when designing and financing an incident detection system and, as well as equipment failure or malfunction, operating costs should also include the nuisance cost of responding to system-generated false alarms.

Trafikverket also required the system to provide full-carriageway, all-lane coverage from only a few installed sensors, as the costs of installing and providing power and communications to a large number of additional gantries or mounting posts could not be justified. Long-range detection capabilities were essential.

Two trial locations

In early 2010, Trafikverket invited UK company Navtech Radar to demonstrate the capabilities of its Clearway radar incident detection system. Two trial locations in the Stockholm area were chosen, one above ground on the E4 and another below ground in the Södra Länken tunnel.

For the surface installation, Navtech installed two TS350X model radar systems. The TS350X can detect a man-sized object out to a radius of 350 metres. Since it can provide 360 degree coverage, each sensor can therefore provide a total of 700 metres coverage where conditions allow.

To limit costs and reduce works by taking advantage of nearby power and Ethernet connections, the radar systems were each installed on a post close to an existing gantry. In addition, a number of fixed cameras were installed high on the gantries. These were to provide video images of detected incidents for the purposes of testing and evaluation.

The data from the radar was communicated back to the client's office where a processing system was configured to generate incidents alarms including: stopped vehicle; slow-moving vehicle; pedestrian; reversing vehicle; and lost cargo/debris detection. These alarms were subsequently used to trigger recording on a local digital video recorder. After an initial configuration period the system was left to run and detection and false alarm rate performance assessed.

Testing

Examples of typical detected incidents were registered during live traffic operations. In each case the radar systems generated the alarm messages and camera pictures were taken from recorded video. In some cases the weather conditions were too poor for a good-quality video image. Nevertheless, the radar systems generated valid alarms.

Typical false alarm rates during the course of the trial were measured and found to be around one for every 24-hour period. It is hoped that these will be further reduced during a planned rollout of the system as processing algorithms are improved and further installation experience is gained.

Since the Clearway processing system is able to track each vehicle as it travels along a road, during the course of the trial Navtech's technical staff were able to adapt the processing to suit the client's requirements. For example, peak-hour traffic queues on the section of the E4, although technically involving stopped vehicles, and therefore incidents, are not of interest to control room operators dealing with emergency response. They are only really of interest for the purposes of general management of the road network and perhaps future planning. As 'incidents' they simply add to the already long list of alarms that operators have to deal with.

Processing business rules were added that allowed the number of vehicles below a threshold speed to be counted. In the event that these exceed a threshold in a defined length of the carriageway, a queue flag can be set (and later unset). These alerts are made up of several stopped or queuing vehicles, as is usually the case in a traffic queue, but do not require an immediate operator response as in an emergency situation. Of course, if a stopped vehicle is detected outside of the queuing lane then the incident will continue to be detected. ■

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Video analytics helps shield Glasgow Museums' exhibits

Glasgow Museums is the UK's largest local authority museum service with a collection of 1.2 million objects of national and international interest. William Herbert, 1st Earl of Pembroke would no doubt be impressed that a unique set of armour made over 460 years ago for him and his horse, is being watched over by security cameras equipped with VCA Technology video analytics, at Glasgow's Kelvingrove Art Gallery and Museum.

Despite the fact that the priceless exhibit is the only known surviving set of armour of its kind, the Museum's curator has been determined to allow visitors to have an unobstructed view of the highly impressive artefact. With the risk of unintentional damage being caused by visitors getting too close to the exhibit in their enthusiasm to have a close up view of the magnificent workmanship carried out by 16th Century craftsmen, the Museum has put its trust in the detection capabilities of VCA Technology video analytics software, to alert security personnel to the danger.

Detection zones

The VCA Technology video analytics software has been configured to analyse the images captured by ceiling mounted dome cameras which are constantly monitoring the exhibit. An alarm is generated the moment anyone strays into a pre-defined detection zone, allowing security personnel to quickly respond by guiding the visitor to a safer distance away from the exhibit.

This solution is just one of a number of projects carried out by Glasgow based Visual Management Systems Ltd (VMS) for Glasgow Museums, where VCA Technology video analytics software has been applied.

200 cameras

VMS have provided an IP network based video surveillance system which utilises 200 cameras to monitor activity across all of the Glasgow Museum buildings. Security personnel are able to control and monitor live or recorded images captured by all the cameras via VMS' proprietary Titan Vision video management software platform which also acts as an integrated security management platform to provide visibility and control over a variety of other systems, including intruder and fire detection, HVAC and access control systems.

"In addition to helping protect the 1st Earl of Pembroke's suit of armour, the VCA Technology video analytics has assisted us to provide Glasgow Museums with a security solution which has generated cost savings of more than £500,000 a year, whilst equipping security personnel with a powerful tool to react quickly to any security incident, "said Graeme Anderson, Regional Business Manager of VMS. "At some of the buildings we have installed new cameras which incorporate the software, but we have also been able to upgrade existing camera capabilities where necessary, by linking them to VCA Technology encoders."

Reduce costs

At some of the Glasgow Museum buildings, such as the Riverside Transport Museum and the Burrell Collection, VCA Technology video analytics has been deployed as a highly reliable method of simultaneously accurately counting the number of visitors that stream through a large number of entrances. The statistical data gathered by the software, which can be configured to distinguish between adults and children, is used in support of Glasgow Museum's funding applications. The data can also be used to reduce costs by identifying busy and quite periods so that staff are efficiently deployed.

At other sites the software is being utilised to detect any unauthorised movement of exhibits as an early indicator that a theft may be taking place. From a potential terrorist activity point of view, it offers a feature which creates an alert if an item, such as a briefcase, is left unattended and is not moved for a defined period of time.

VMS have also taken advantage of VCA Technology video analytics' intruder detection capabilities to enhance Glasgow Museums' sophisticated out of hours detection system.

Indoor and outdoor

The video analytics operates with both indoor and outdoor cameras. The software can be used for a wide range of applications including intrusion detection, vehicle monitoring, abandoned object detection and loitering detection. It can even detect camera tampering and failure. The software can also be used to ensure Health and Safety compliance and is capable of indentifying potentially dangerous situations before they occur. Operators can be alerted, for example, when fire escapes are obstructed or when items are left in walkways.

Multiple overlapping detection lines and zones can be designated to ensure that only specific activity is recorded. Direction of movement is defined so that the software only triggers when individuals or objects move in a particular direction across a zone, or when they move into a zone but not when they leave it. A rapid 'learning time' of just two seconds means that images are detected and classified almost instantaneously.

"We found that the VCA Technology video analytics software was very easy to configure to match each of the building's requirements," said Graeme Anderson. "Equally important, Glasgow Museums' control room operators, security personnel and facility managers have found that with very little training they can take full advantage of the highly valuable data collectively provided by the software and our Titan Vision video management platform." ■

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Coen van den Berg, Honeywell Security Group.

Remote maintenance: The key to 21st century customer care

Despite the obvious benefits of using remote maintenance solutions to service alarms and the exponential improvements we have seen in the technology itself, some installers are still reluctant to embrace the change. A desire for face-to-face interaction, tradition, and caution about the ramifications on their business model are the key hurdles. Coen van den Berg of Honeywell Security Group explores the issue in greater depth.

By Coen van den Berg, Honeywell Security Group

Today's '24-7', online and constantly connected society means customers increasingly expect access to products and services instantaneously. When it comes to their home or business security systems, they are no different. For residential customers in particular, arranging a call out from a technician during working hours can be difficult. Taking time out of the office or even a half day's holiday is frustrating at best, impossible at worst, and can foster bad-feeling for an installer's customer base. Remote servicing technology that is working its way into the industry removes this issue.

Obvious benefits

In addition to simple system configuration changes, Remote Routine Inspections (RRI) can also be conducted. Intruder alarms that are linked up to the police via an Alarm Receiving Centre (ARC) are best serviced bi-annually to ensure that faulty equipment won't lead to a false alarm. The possibility of doing RRI's delivers benefits that only a small number of installers are taking advantage of, betraying a level of mistrust for remote maintenance techniques in spite of the obvious benefits to the customer. Using technology that is widely available, installers can run these checks overnight, with a full, detailed report available by the following morning. These reports can then be automatically emailed to clients in most cases.

Remote monitoring can also provide extra services designed to improve peace of mind for end users. Business owners can make a quick call to the monitoring station to enable their installer to set the alarm any time remotely. This ensures all relevant spaces are protected, reassures the customer, wins installers repeat business, and all at essentially no cost to the owner. Technology also enables installers to effectively identify specific rooms or doors that have not been secured or alarmed by predefined times and take the necessary steps to remedy this by alerting the keyholder or ARC.; The ARC can then switch that missing area back on, an important 'value-add' service that benefits end-users.

Reduces time spent on site

Obviously there are times when a site visit is unavoidable; however remote maintenance technology also has a role to play here. For example, a remote service check can diagnose a problem before an engineer is dispatched. This reduces time spent on site and also helps to ensure the engineer has all of the appropriate equipment on hand to remedy the issue, avoiding repeat visits. On larger sites, remote technology can also provide installers with detailed information about which specific part of the system is faulty or problematic and where it can be found, making a site visit much more efficient and customer-friendly.

From an installer's perspective, remote maintenance is also an important marketing tool. With carbon footprint an increasingly important issue for businesses everywhere, particularly in the public sector, providing a 'green service' is a huge benefit. By servicing at least one of the alarm checks remotely each year, an installer is well positioned to market their services as 'carbon efficient'. This is particularly effective in the public sector where organisations typically have more aggressive green targets as the government pushes to meet ambitious EU carbon reduction goals.

No loss of revenue

So why are some installers so reticent to adopt remote servicing when the case is so compelling? One issue is the perceived loss of potential revenue by not sending a technician out to fix a problem. The commonly held view is that by reducing the number of call outs, installers will see their profits fall substantially. This is not the case. Installers need to do their sums and work out how much a call out actually costs them when the same service can be managed remotely and satisfies the customer.

For an installer who is used to charging customers for call-outs, the idea of billing a client for a service that is essentially performed with the click of a few buttons is hard to envisage. Some installers are already adding an ongoing maintenance charge that they bill to customers on a monthly or quarterly basis which could easily incorporate charges for remote maintenance.

Construct a robust business model

The fact remains that as face to face interaction increasingly takes second place to convenience and speed of service, and the internet and mobile technologies raise customer's expectations, installers must adapt to the opportunities that remote servicing offers. Investing time and energy in securing the best technology to deliver this will not only keep a customer happy, but also provide a whole host of benefits for the installer from a marketing perspective – a 'greener' offering – and a convenience perspective – a more focused service call – that reduce time spent onsite and boost revenue options. The key challenge for installers is constructing a robust business model to support this approach to servicing security systems both for commercial and residential customers. Installers that get this right will deservedly reap the rewards. ■

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Niche products in the

Technologically the world is changing at an ever increasing pace and the physical security industry is no exception with rapid technical developments over recent years. Along with this development some companies have grasped the opportunity to diversify into new markets and as a result the security arena is being enhanced with niche specialist products not traditionally associated with the industry. Detektor recently spoke with senior management from a few of these companies to find their views on this interesting situation.

By Henrik Söderlund

Security is only one focus area for Etherwan

Etherwan Systems was founded 1996, but did not enter the physical security market until 2007. The company design Ethernet connectivity for applications in various markets including IP security, intelligent transportation systems (ITS), electric utility and critical infrastructure such as oil and mining, and factory automation.

The Taiwanese-American company Etherwan has 150 employees (130 in Taiwan) and 25 million dollars in revenue. The company started designing Ethernet solutions for transportation projects but nowadays Etherwan has four focus areas: transportation, energy, critical infrastructure (i.e. gas and oil) and IP security.

Increased IP knowledge

Maggie Chao, Vice President of marketing at Etherwan says: "Why did we want go into the IP security industry? Back in 2007 was the first time we attended Ifsec. People did not know very much about IP. It was considered as something that would happen in the future. In 2009, we started to see that people were very serious about IP. "

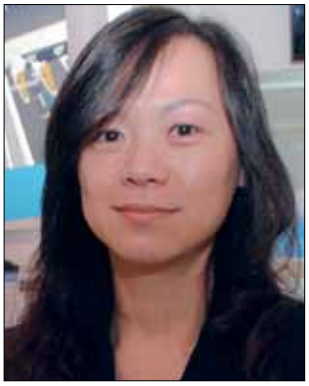
She continues: "We provide IP infrastructure, we don't get involved with any IP devices, we don't do cameras, we don't do video servers and we don't even do analogue converters."

Security is growing fast

"Transportation and security are coming together more and more", says Maggie Chao. "IP security accounts for 20-25 percent of our revenue, transportation for one third, energy less than ten percent and critical infrastructure for 40-50 percent. IP security is our fastest growing segment," she says.

IP networks are being used and deployed to connect the elements of security and surveillance and access control systems. Ethernet is the underlying network technology for IP networks.

Etherwan specialises in designing and manufacturing fibre optic Ethernet products and Ethernet equipment made especially for harsh environments. The company designs and manufactures a full line of Ethernet switches, media converters, Ethernet extenders (phone wire & coaxial cable) and serial servers, for example Power over Ethernet for security and access control.



Maggie Chao, Vice President of marketing at Etherwan.

Power over Ethernet technology describes a system which passes electrical power over Ethernet cabling, along with data. This means that a network device can be powered and operated using the same cable as the network connection, eliminating the need for power outlets close to an IP camera, for example.

Maggie Chao says: "We do not only design and manufacture Ethernet products, we also help people build the IP network topology effectively and efficiently. The company is built with a complete focus on Ethernet which is exactly what the security industry needs when migrating from analogue to IP."

US market showing fast growth

She stresses that many of Etherwan's competitors come from the IT industry: "They manufacture switches but I personally doubt that they offer products specifically for IP security, instead they just bring the products from the IT industry into security."

The US is the fastest growing market for Etherwan.

"It follows the technology trend. The US is very often ahead in many respects, and it is the same when it comes to IP. They are adopting things fast," she concludes.

Pixim manufactures chipsets for security cameras

Pixim is a Silicon Valley based manufacturer of chipsets for security cameras. Pixim's chipsets are incorporated into millions of security cameras that ship to more than 100 countries worldwide. Detektor recently met up with John Monti, Vice President of worldwide sales and marketing, and a co-founding executive of the company.

Pixim was founded in 2000 and builds image sensors and image processors designed to fit into CCTV and IP cameras. The company has developed four generations of products and the current generation is called Seawolf. At the beginning of the year, Pixim also launched its Nightwolf imaging solution specifically designed for IR-assisted CCTV and IP cameras.

Acquired by Sony

Pixim Inc., a private company with less than a hundred employees, has recently been acquired by Sony Electronics Inc., a U.S. subsidiary of Sony Corporation. Pixim has development centres in Silicon Valley, New York and Israel. There are also sales and support offices in Japan, England, Hong Kong, Seoul, and Taipei.

Standard definition

"Primarily our business is in the standard definition product range. We currently don't have a timescale announced for launching a megapixel chip family. The sector demand for less resolution is still much larger," says John Monti.

Pixim sells chips to manufacturers primarily in Asia, who integrate the chips into cameras.

"We also cooperate with OEM brands that are embedding our chips into their products. Some of the most famous brands are American Dynamic, Interlogix and, Siqura, a part of TKH Security. There are several million cameras that use Pixim chips and there are more than a hundred OEM brands that sell them," says John Monti.

Asia is the largest market

He stresses that almost all manufacturers of CCTV hardware have moved to Asia in the last five years and in the last two years predominantly to China.

"Now, I believe that more than 50 percent of our direct sales are into China and another 25 percent are into Korea and there are smaller proportions going to Taiwan, Japan, Europe and the US. So, at least 80 percent of our business are exports from the US."

He believes exports to China will continue to grow.

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spotlight

Veracity predicted the IP video explosion

Veracity was established in 2005 when Alastair McLeod realised there were a few constraints for megapixel video to breakthrough. Since then, Veracity has been developing transmission, storage and display products, primarily for network video applications.

Veracity's aim is to support the evolution and deployment of megapixel video surveillance and to design products which solve real-world IP video problems. The company has 29 employees and is based in Glen Rock, New Jersey, and Prestwick, Scotland.

Alastair McLeod, CEO of Veracity says: "We started the company seven years ago when the whole market was moving towards IP. The reason for moving to IP video was to achieve high resolution. Therefore, the obvious thing to develop would be megapixel cameras and megapixel network recorders. I saw that there would be constraints in changing over to megapixel and those constraints were transmission, storage and display."

Starting with transmission

Veracity began to develop transmission products and until two years ago, they made up for a hundred percent of the company's revenue. Some of the transmission products are Ethernet over coax technology which enables users to replace analogue video surveillance with digital IP cameras and hardware which transforms coaxial cable into a full-bandwidth LAN connection.

Today, the company also sells Coldstore, a digital surveillance storage system.

Alastair McLeod says: "More and more external storage is being used, and there are almost only RAID systems on the market. RAID was developed in 1976 when disks were tiny. The disks are hot, they make each other vibrate, you use them 24/7 and the power consumption is high. This causes disks to fail and with Coldstore we solved these problems."

Coldstore is a Network Attached Storage system (NAS) designed specifically for video surveillance systems which need very high capacity for megapixel IP cameras and/or long archive periods. With a sequential filing system, Coldstore uses hard disks like video tapes and it gives a 90 percent power save versus RAID.

Display products next on the agenda

Veracity has not yet launched a display product, but they are working on it.

"If you have megapixel streams coming in to your system and you want to display them on a video wall, you need a lot of PCs and monitors. Because of the amount of decoding and data manipulation requirement, it takes a lot of processing power. This is a management nightmare and it just has to become better. We have ideas of how to develop that, but it is a future thing for us," Alastair McLeod says.

The US is Veracity's biggest market and last year the company grew 54 percent there.

Alastair McLeod says: "Coldstore is our flagship product, but yet not our biggest in terms of dollar sales, because it is relatively new. However, it will be, very quickly. Our main business is the transmission products."

Continuing to install coax

He stresses that transmission products go with IP cameras and welcomes the tipping point when

Alastair McLeod, CEO of Veracity.

world network video surveillance equipment sales will overtake analogue video surveillance equipment sales.

"The more IP cameras, the more transmission. People are still installing analogue cameras over coax, and of course we see this simply as future business for us, as sooner or later everyone will convert to IP cameras, re-using the existing coax with Ethernet adaptors," he says.

"Our export business might increase to 95 percent in five years. The customers we have in Taiwan are already moving their factories to China. We sell 15 percent of our chips to Taiwan, and all of that could move to China. In Korea, companies are trying to run as fast as they can to stay away from the commoditisation that is happening in China. So I guess more and more of the standard definition products that we sell will definitely move to China."

Coordinating with partners

John Monti believes Pixim's biggest challenge is coordinating with partners, ensuring that they are well informed to sell the Pixim technology most effectively.

John Monti, Vice President of worldwide sales and marketing, and a co-founding executive of Pixim.

"We have about 30 ODMs which are hardware manufacturers that build cameras using Pixim chips, so we actually don't need to solicit any more of their competitors because there are already plenty of places to source Pixim-powered cameras. We have an excellent infrastructure of high quality camera developers offering a wide breath of products.

The company is not very interested in targeting brands like Axis or Panasonic, instead they go directly to specifiers, integrators and end users with their channel development programme to promote the benefits (i.e., natural color in a wide range of lighting conditions) of having a Pixim imager.

Trends

Pixim stresses that combining image processors and image sensors is a huge trend. Another popular trend is that today, there is much more emphasis placed on image quality than before.

John Monti says: "If you look at the divisions within the physical security market, I think video is the strongest growth market. You can get a lot of information from video; you can count cars, identify faces and license plates, learn from the behaviour of retail shoppers, etc. Look how images have revolutionised the phone. I really think we are only just at the beginning of how imaging will affect the security market. The growth will continue to many decades."

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Smart cards and NFC to refresh access market

Austin, Texas (USA)

The 400 million dollar global access control credential market is set to be rejuvenated by smart cards and near-field communication (NFC), according to a new study published by IMS Research.

Smart card credentials, which represent approximately 40 percent of the global credential market, are expected to lead the next generation of credentials used for physical access control and secondary applications such as electronic payment, identity management and access-on-a-card.

The next generation of access control credentials are expected to do more than provide door access. Often users need to ask themselves three key questions.

Purpose

For what purpose or purposes will the credential be used? The credential environment is changing with many end-users wishing to use the same credential for not only access control but also to access health records, hold electronic funds, and gain access to workstations.

Lower price

How are rights managed? Being able to use the credential to update access rights at various door readers and electronic locks is becoming increasingly popular. Known in the industry as access-on-a-card, the smart card credential chip utilises its read/write function to receive the most up-to-date access permissions from an online door lock or reader; the card in turn updates the other readers located in the building. By having the access rights on the card versus the reader, security managers are able to install more near-online readers within a building at a lower price compared to a fully online system.

Last year witnessed several pilot programmes in which NFC-enabled smart phones were used by faculty members and students to gain access to university buildings.

Competing technologies

Are there any competing technologies? Amid the changing role of the credential, the industry is expected to be further complicated with the rise of near field communication (NFC) used in mobile phones. While still in its infancy, the number of NFC-enabled handsets is expected to rise over the next five years. IMS Research estimated that 2.3 percent of cellular handsets, or 35.4 million, shipped in 2011 were NFC-enabled. In 2014, the NFC attach rate is projected to reach around 20 percent and in 2016, 44 percent. This equates to shipments of 377 million NFC-enabled handsets in 2014, and 918 million in 2016.

Revolutionise the industry

Last year witnessed several pilot programmes in which NFC-enabled smart phones were used by faculty members and students to gain access to university buildings. There were also a small number of projects within the hospitality sector. The pace at which NFC is adopted for the purpose of physical access control is anticipated to vary by region due to factors including the number of smart phones that are NFC-enabled, the participation of local mobile network operators and the involvement of security companies. According to IMS Research, for physical access control, the use of NFC-enabled smart phones has the potential to redefine the concept of the credential and revolutionise the access control industry.

Access control software is growing in China

Austin, Texas (USA)

China's access control software market has emerged from the global financial crisis with added vigor according to new research from IMS Research.

In the latest edition of its 2012 Electronic Physical Access Control China research, IMS Research suggests access control software revenues in China are set to grow with a compound annual growth rate of 17.2 percent, reaching revenues of 40.4 million dollars in 2016.

Previously unheard of

Market analyst and report author, Rita Liu, comments "Historic revenues for access control software have looked relatively small in comparison to readers, control panels and credentials. It's only in the last one-to-two years that the topic of integration has come to light spurred on by large scale complex systems that were previously unheard of in China".

Large scale public projects

During the global financial crisis a total of RMB 4 trillion was released into China. The net effect has been an increase in the number of large scale public projects, especially transportation projects such as airports and subways, which are providing a launch pad for access control software. Each large scale project typically integrates sub-systems into one platform, such as other security systems, fire protection systems, parking systems, electronic patrol systems and other intelligent management systems.

IMS Research suggests access control software revenues in China are set to grow with a compound annual growth rate of 17.2 percent, reaching revenues of 40.4 million dollars in 2016.

1,400 kilometres of subway

According to China's twelfth five year plan, another 1,400 kilometres of subway lines will be in operation by the end of 2015, with the number of airports in China planned to increase from 180 in 2011 to 230 by 2015. Liu continues, "These two verticals will be the cornerstone of infrastructure projects in China with large scale investment being provided from the Chinese government. Furthermore, growth is also set to be boosted by the trend to one-card solutions in China which is leading to further growth opportunities for access control software."

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The market for alarm com

In the last couple of years, more and more alarms are communicating via GSM and IP, but analogue telephone alarm transmission is still a very common way to communicate alarms. However, there is a great deal of variation from country to country. In this article, Detektor explores the alarm communication market.

According to IMS Research, the world market for remote monitoring services was worth more than $29 billion in 2011, equivalent to $2.4 billion in recurring monthly revenues (RMR) across the year. The company also estimated that, in the same year, 54 million accounts, or customer locations, were provided with services such as alarm monitoring, remote video monitoring, physical access control and fire detection monitoring, and PERS (Personal Emergency Response Services).

Driven by its strong residential and commercial alarm monitoring markets, the US market accounted for around 45 percent of world revenues. Other notable regional markets include Canada, the UK, Spain, France, Japan, South Korea, China and Australia.

> ***In Japan, Secom has not focused on remote video monitoring services which has limited penetration of the technology.***
>
> ***Niall Jenkins, Research Manager at IMS Research.***

Asia fastest growing

The remote monitoring services market in Asia is forecast to be the fastest growing region.

Niall Jenkins, Research Manager at IMS Research says: "In EMEA, the fastest growing regional markets are in Eastern Europe and Russia. In Western Europe, the greatest short-to-medium term opportunity is predicted to be in Germany, Benelux, Austria and Switzerland, and France."

Factors for market growth

There are a number of factors that influence market growth such as the economy, legislation, and new technology.

Niall Jenkins says: "The economic downturn has resulted in reduced budgets and higher attrition rates for remote monitoring providers. While the RMR (Recurring Monthly Revenue) nature of the market protects it from the growth fluctuations seen in the physical security equipment markets, the slump in the economy is still predicted to impact growth over the short term."

He stresses that legislation is another important driver of remote monitoring services.

"For example, new legislation in Spain requiring some form of verification of an alarm signal before police dispatch has resulted in an increase in the use of video verification, which uses multiple images to verify an alarm event. Finally, new technologies offer the central monitoring station a method to increase RMR. Remote video monitoring services and home automation services are two technologies that help service providers to lower attrition rates and increase RMR per account."

Varies between countries

The penetration of remote monitoring services varies significantly between different countries and regions. The US residential alarm monitoring market has a penetration of between 20 and 25 percent of all residential buildings, while the residential market in Germany is estimated to be less than 200,000 accounts.

Niall Jenkins says: "There are a number of social and economic reasons for these regional differences. Perception of crime, comparative wealth, service pricing and the isolation of the location can all drive the decision to remotely monitor a building. In less developed countries, the lower cost of manned guarding can also act to limit uptake. In extreme examples, a lack of trust in the police force can drive customers to include manned guard response in their service agreement, hence increasing the RMR generated on the account."

With the exception of a few companies, the remote monitoring service market consists of local and national service providers. This means that markets in different countries typically develop independently of each other, driven by the decisions of the local market leaders.

Niall Jenkins says: "In Japan, Secom has not focused on remote video monitoring services which has limited penetration of the technology. Another example is in the UK where companies like Tunstall have driven growth of PERS more successfully than in other European markets. Consequently, the UK accounts for around a third of all PERS revenues in the EMEA region."

POTS

Another factor that varies between countries is the usage of POTS (plain old telephone lines) transmission. In North America, POTS accounted for nearly 90 percent of RMR in 2009. But this is forecast to decrease to nearly 70 percent by 2014.

In France, by 2014 only half of the monitored alarms in France are predicted to have a landline connection. This contrasts with France's neighbour Spain, where only a drop of a few percentage points in market share for landline connections is predicted for the same period.

The market for telephone alarm transmission is declining and it is widely accepted that the use of POTS for alarm communication will come to an end sooner or later, but there are still questions over what will successfully replace it. In Germany for example, IP is driving the change, while others such as France, prefer GSM.

GSM

GSM alarm monitoring can best be defined as a form of alarm monitoring that uses the GSM telephony networks for communication. It is typically used with alarm systems in two main ways, it is either used as the primary form of communication with a GSM alarm system or it can be used as a form of backup communication.

GSM security alarms are designed to use a SIM card that allows them to transmit data and information via a cell signal. Alarm information

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munication is changing

> ***Twenty years ago it was satisfactory just to send an alert and also to notify a line failure. Once using IP this offers a wider range of new facilities to the monitoring centre, installer, maintainer and user. If these are available then why accept the same services you had 20 years ago, which some vendors offer?***
>
> ***Ian Tredinnick, Chairman of Chiron.***

can be sent via voice or data channel, SMS or GPRS. All variants except GPRS are usually unmonitored.

IP

Proponents of alarm communication over IP claim it gives many benefits. It is a two-way communication, it saves costs, gives value-added services and proven levels of security and quicker transmission rates mean an increasing volume and variety of users are opting to 'future-proof' their security systems with it.

Voice, data or video is converted into binary code at the point of origination, and remains as binary until the point of reception.

IP takes the binary code and splits it into packets, each one individually addressed and each one carrying the instructions on how to reassemble the final message at the other end. The packets can take individual routes to their destination, which is why it is known as packet switching, and why, according to the proponents, it is so efficient.

However, there have been concerns about whether IP is acceptable and reliable for the security sector, and there still are.

Wasted call out costs

Ian Tredinnick, Chairman of Chiron, developer of IP communication systems, says: "In nearly every country in Europe there is a general acceptance that sending alarms over IP, whether it be via Ethernet, broadband or mobile technology, such as GPRS or 3G, is not only reliable, but offers significant advantages and reliability over the old PSTN/ISDN systems. In fact the new European standards for alarm transmission which require greater encryption and dual path, favour alarms over IP."

Ian Tredinnick stresses that Alarms over IP has revolutionised the way in which we look at transmitting alarms and monitoring lines. He says: "Twenty years ago it was satisfactory just to send an alert and also to notify a line failure. Once using IP this offers a wider range of new facilities to the monitoring centre, installer, maintainer and user. If these are available then why accept the same services you had 20 years ago, which some vendors offer? "

He also says that the main cost to the industry is wasted call out costs to visit the site. Anything that can reduce these costs adds to profit. ■

Niall Jenkins, Research Manager at IMS Research.

Ian Tredinnick, Chairman of Chiron.

Alarm communication

- The world market for remote monitoring services was worth more than $29 billion in 2011.
- The remote monitoring services market in Asia is forecast to be the fastest growing region.
- The penetration of remote monitoring services varies significantly between different countries and regions.
- The market for telephone alarm transmission is declining and it is widely accepted that the use of POTS for alarm communication will come to an end sooner or later.
- IP is a two-way communication, it saves costs, gives value-added services and proven levels of security and quicker transmission rates. However, there have been concerns about whether IP is acceptable and reliable for the security sector, and there still are.

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BUSINESS PEOPLE

Katsunori Yamanouchi.

New VP Europe at Sony

Basingstoke, Hampshire (UK)

Sony has appointed *Katsunori Yamanouchi* as Vice President of its Professional Solutions Europe (PSE) business.

He replaces *Naomi Climer,* who after 6 years leading the PSE business, has been promoted to a new global post within the Sony group. Based at the Sony Pictures studio lot in L.A., Climer will lead the development of a new global business focused on the provision of media cloud services.

Yamanouchi joined Sony's Professional Solutions Group in 1989 and has gained international management experience through roles in the European, US and Asia-Pacific regions. From 2003-09 he successfully lead Sony's professional business in the CIS, MEA and German-speaking territories. In 2009, he returned to his native Japan, heading up Planning & Marketing Dept., Content Creation Solutions Division, a role in which he took global responsibility for the core product and solutions developments underpinning Sony's leadership in the professional Broadcast and Media industries.

Katsunori Yamanouchi said: "I'm delighted to be joining the European team and building upon the business success achieved by Naomi and the PSE team. I know the passion and dedication of our European team to understanding our customers and responding with innovative technology and services. I strongly believe we can look forward to continuing growth in our European B2B business, both in our core established markets and also new segments including cinema, video security and sports."

Indigovision aids medical clinic

Edinburgh, UK

One of Europe's most modern health clinics in Kork, south Germany, has commissioned **Indigovision** to incorporate the latest surveillance technology into its medical diagnosis system.

The new system, designed to aid in the diagnosis and evaluation of high dependency patients, was jointly developed by Indigovision's authorised partner Deininger Elektronik GmbH and the Centre itself.

The IP video system replaces ageing analogue equipment that was becoming maintenance intensive and failure prone. Indigovision's ability to stream high-quality video using minimum bandwidth meant the clinic could install the IP video solution on its existing IT network. It ensures that staff are able to provide monitoring of patients across a large suite of rooms and carry out analysis work. As Oliver Kiesel, Deininger's Project Manager, explains, "Indigovision's technology was chosen because of

its superb low-bandwidth video quality, advanced audio capabilities and flexible software licensing".

High dependency patients can be carefully monitored with high-quality, full-frame rate video and audio; Indigovision's system comes with a guarantee of no dropped video frames under any conditions, and fully synchronised audio and video. According to Indigovision, this ensures that the clinicians do not miss anything when analysing the video. Clinic staff monitor the live cameras and analyse recorded footage using 'Control Center', the user interface to Indigovision's security management solution SMS4.

Workstations can be located at any point on the network thanks to the fully distributed architecture. 'Control Center' is licensed on an unrestricted basis, enabling the clinic to install any number of workstations for no more than the cost of an entry-level PC. Currently, eight workstations are located at different nurse stations around the clinic, each monitoring eight rooms. Additional workstations are used for medical analysis.

All 64 patient rooms are fitted with an IR-sensitive day/night analogue PTZ camera, with patient privacy options, connected to the network via an Indigovision encoder module which converts the video feed to digital using advanced compression techniques. Video and audio from all the cameras is recorded on Indigovision standalone network video recorders (NVR-AS 3000s) installed in the clinic's data centre. Video clips can be easily exported for permanent archive.

Bosch invests 310 million Euros in new R&D centre

Renningen, Germany

Following the laying of the foundation stone in Renningen, construction work on the **Bosch Group's** new research and advance engineering centre has entered its next phase.

All in all, the supplier of technology and services is investing some 310 million euros in the new location on the outskirts of Stuttgart. "Renningen will be the incubator for the innovations that will shape the future of our company," said Dr. *Volkmar Denner,* chairman of the board of management of Robert Bosch GmbH, and continued: "Research and development create the technical conditions for solving the great challenges of our age, in line with our strategic imperative 'Invented for life'." In his address, *Winfried Kretschmann*, the minister-president of Baden-Württemberg, stressed the crucial importance of an innovative and highly productive business sector for the future of the state. "I believe it is extremely important that centres such as this one, at which highly qualified technicians and engineers come up with the products of tomorrow, are located in Baden-Württemberg," Kretschmann said.

By 2015, the Bosch Group will have set up the new nerve centre of its global research network in Renningen. A total of roughly 1,200 associates will research into new materials, methods, and technologies, and develop new systems, components, and manufacturing processes. On a plot covering some 100 hectares, 14 buildings are being constructed. When completed, they will offer a total floor space of nearly 11,000 square metres. In the current phase, following the model of a university campus, the buildings will be spaced generously over the northern part of the site. In this way, Bosch wants to create attractive workplaces and a stimulating environment in which creativity and collaboration can flourish. "Innovations require a functioning infrastructure, capable universities, and the common will to doggedly pursue new paths," Denner said. The decision to build in Renningen was, he added, a clear sign of commitment to the Stuttgart region and to Baden-Württemberg as a technological location.

Software development for the interconnection of devices and systems is now a focal point of research and advance engineering work at Bosch. On the "internet of things and services," more than 50 billion devices and systems will be communicating with each other by 2025. Bosch believes that this interconnection is one of the major technical and economic developments of the future. In light of the practically unlimited possibilities of data exchange in the future, Denner said: "We stand at the threshold of a turning point in history, if not a new industrial revolution." For Bosch, this gives rise to a large number of new business models, which will form a network of extremely diverse services. Bosch intends to exploit this potential for growth, Denner said.

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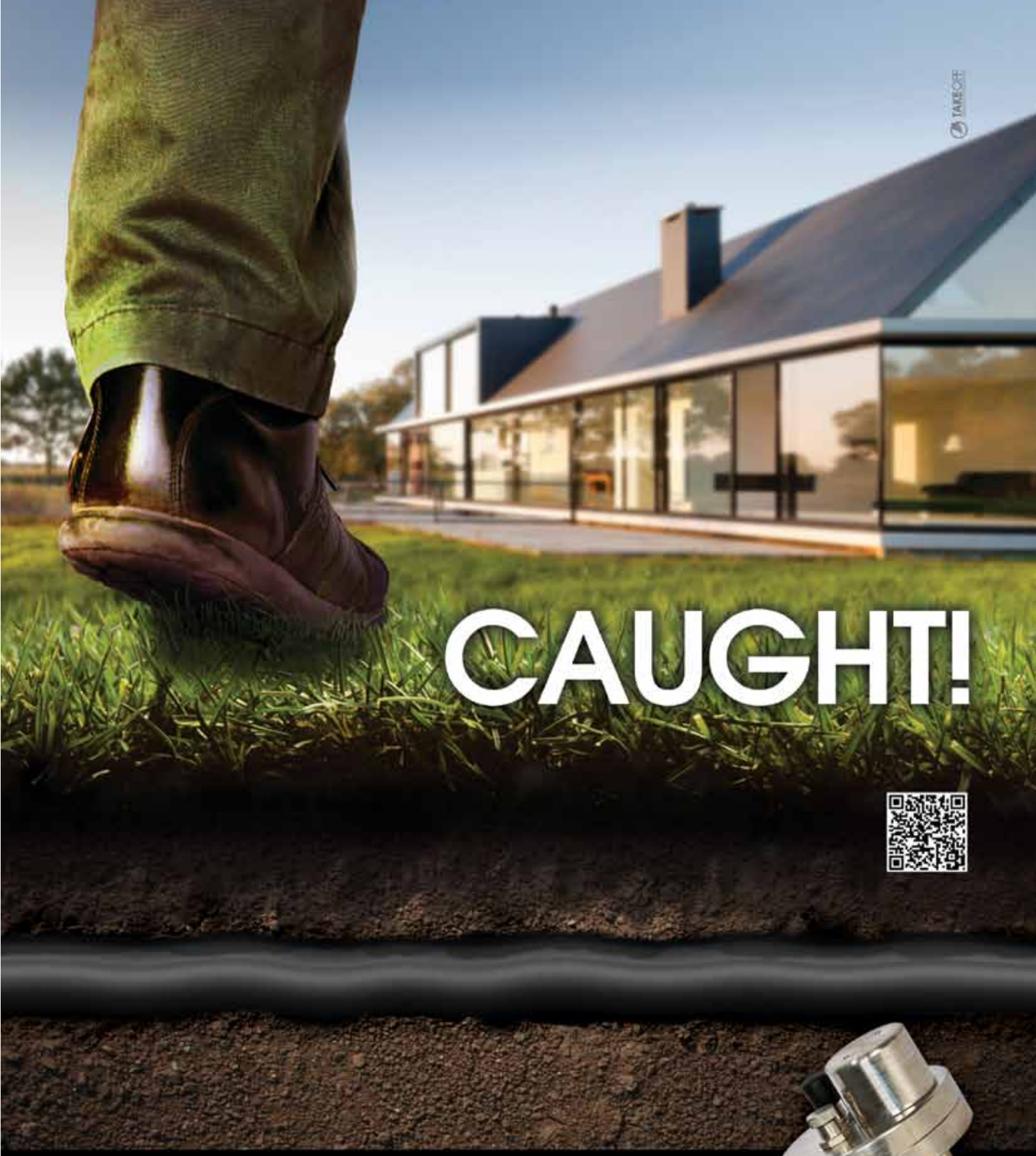

Invisible perimeter protection systems are installed below ground level and therefore they can not be sabotaged. They cannot be seen, nor be tampered with.

The system follow the perimeter and ground shape, they recognize small animals, avoiding unwanted alarms. They ensure protection without altering the aesthetic appearance of the site. They can be installed under ever type of ground, and they are weather-resistant.

Thousand of these systems are installed all over the world, with very low maintenance.

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Milestone opens up in the Silicon Valley

Silicon Valley, Ca (USA) and Copenhagen, Denmark

Milestone Systems will heighten its focus on development by starting up a new international business unit, Incubation and Ventures, with locations in Silicon Valley, California, and at the Danish headquarters.

The goal is to develop new products and services with high potential for market superiority and differentiation, to achieve additional growth by cultivating new Milestone ventures. To steer the new initiatives, Milestone has hired an experienced strategist, *Lars Nordenlund Friis*, as Vice President for Incubation and Ventures.

"The Incubation and Ventures business unit will work with groundbreaking innovations that can extend Milestone's leadership in the industry and accelerate our growth. The team will work with a portfolio process that covers new business areas where we see high potential and integrate these into our main business broad view across new technologies and business segments that will continue to build the Milestone vision to enable business optimisation through open platform IP video surveillance," says *Lars Thinggaard*, CEO & President, Milestone Systems.

The term "Incubation" relates to organic product innovations that can be developed and taken to commercial success, and "Ventures" signals the intention to build a portfolio of stand-alone businesses, joint partnership ventures or potential mergers and acquisitions, with or without external funding.

"Milestone has always had a strong focus on long-term growth and that is why we have been successful the past 14 years. We will now be investing in exciting new initiatives," says *John Blem*, Chief Product Officer and co-founder of Milestone Systems. "We have brought in an experienced person to run the Incubation and Ventures unit with knowledge of international business development and global expansions; I believe that Lars Nordenlund Friis is exactly the right man to help Milestone continue as the world's leading provider of IP video management software."

Lars Nordenlund Friis, Vice President Milestone Systems, Incubation and Ventures.

Lars Nordenlund Friis has been Head of Strategy in Northern Europe for PwC, a partner at PA Consulting, and spent six years at Microsoft in Seattle leading their global ISV (Independent Software Vendor) business, as well as being responsible for global business development at Columbus IT and other technology companies.

The Milestone Incubation and Ventures business unit will identify new opportunities in the markets, build up strategic partnerships and take in the most lucrative potential initiatives with the intention to integrate with the core business of the company.

"We are already looking at undiscovered markets and innovative technologies that can increase Milestone's growth across software and hardware, as well as exploring the potential of cloud services. We will also look at possible acquisitions of exciting products or new business areas for expansion," says Lars Nordenlund Friis, Vice President for Incubation and Ventures.

The Milestone Incubation and Ventures unit will also involve strategic collaborations on interesting projects with business and financial partners. A new office location in Silicon Valley will ensure access to the world's high technology innovation centre with its networks and resources drawing on the IT industry's front-runners.

Mobotix helps judges at Olympics

London, UK

Mobotix AG has released details of the use of its technology by Polaritás-GM Ltd, a leader in specialist sport measurement systems to help ensure fair play at water events during the recent London 2012 Olympics.

Polaritás has provided starter, course monitoring and timing systems for three previous Olympics and developed its new third generation system to include video to help judges evaluate events at the rowing or canoeing start line. Following extensive tests, Polaritás selected Mobotix technology by assessing reliability, image quality and high ingress protection rating.

The third generation Polaritás platform includes Startvideo software to collate video from the Mobotix cameras at the start line to help starter judges detect false starts. To develop this software, Polaritás used the ActiveX controls embedded within the Mobotix system as a powerful interface between the camera and the Startvideo software.

Within a few seconds after the start, the starter judges can easily observe the events through instant playback including slow motion or even frame-by-frame of the recorded video clip. Using this interactive tool, the starter has the opportunity to make a quick decision about the start event and can stop the race if necessary. The recorded video clips are stored on a hard drive, ordered by heat number and marked as good or false start.

As part of a continual ethos of innovation, Polaritás has upgraded its Mobotix cameras to the new M24M platform which offers a higher 30 frames per second capture at megapixel resolutions. The new camera also has a 180 degree lens system to allow a single camera to cover more of the race area and to allow detailed views of critical race events. The M24M has up to 64 GB of internal storage capacity to ensure that even if a communication link is lost; the event can still be recorded for later analysis.

The third generation Polaritás system including the Mobotix M24M cameras were used at the London 2012 Olympics with great success. Working closely with Omega, the Official Timekeeper for the Olympic Games, the system was used over 14 days assisting in the adjudication across 26 medal events ranging including Single Sculls, Eights featuring teams of eight rowers plus a cox and all single, double and four paddler crews in canoe-kayak events.

"Video is a real benefit within the sport and we look at how we can use it to continue to innovate," explains *József Grand*, owner and director of Polaritás, "Our work with Mobotix has been essential in helping us deliver a world class start system and we will be working with them as a key partner during our preparation for the 2016 Olympic Games in Rio de Janeiro."

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BENTEL SECURITY
From Tyco Security Products

Hochiki to acquire Kentec

Dartford, Kent (UK) and Tokyo, Japan

Hochiki Corporation Japan has entered into an agreement to acquire the stock of **Kentec Electronics Ltd.**

Hochiki Corporation Japan first established in 1918 as Japan's first fire alarm manufacturer is a leading manufacturer of fire detection products with an expanding presence across the world.

Kentec Electronics Ltd was established in 1985 and together with its American subsidiary company VES LLC produces and supplies a range of control panels for fire detection, extinguishing media release, water and smoke detection and sprinkler control.

Kentec Electronics will continue to be run by its current management team as a separate unit within Hochiki Corporation Japan and will continue to use existing suppliers and support all of its customers including the current sensor partners.

Kentec Electronics subsidiary company VES LLC will be amalgamated with Hochiki America Corporation and continue to operate from its east coast base in the United States of America.

According to the company, Kentec Electronics believes this is an opportunity to benefit both parties and to further develop its business and allow access to new world wide markets.

Geutebruck system could save lives

Windhagen, Germany

Woollahra Municipal Council Sydney, Australia, has implemented a master plan including a **Geutebruck** Geviscope-based video security system to reduce tragedies at their beautiful park.

Gap Park in Sydney, Australia extends for a couple of kilometres along the top of sheer rugged cliffs facing the Pacific Ocean. It is a public space with stunning views and an ecologically sensitive environment, but sadly also a place with a history of suicides, accidents and unexplained deaths. Feeling duty-bound to do something to reduce tragedies and repair the park's negative image Woollahra Municipal Council has implemented a master plan involving both deterrence and response measures which now include a Geutebruck Geviscope-based video security system.

A consultation with local people, mental health and crisis support agencies revealed that troubled individuals often spend several hours on the cliff tops before finally deciding to commit suicide, and that active intervention during this period might save

life. So the council developed a multifaceted plan for reducing self harm incidents, improving the area's reputation and encouraging more visitors. A key element was a video surveillance system for allowing incidents to be identified and analysed round the clock to aid rapid police intervention.

With Security Consultants International helping with design and implementation, and Kings Security with integration and installation, the council's plan is coming to fruition. At first its tight budget only allowed for partial implementation of the CCTV design but federal funding subsequently enabled significant upgrading.

Work began with restyling the park entries, the erection of inward curving fences along the cliff edge to deter climbing, the installation of new seating and low level LED lighting to improve the ambience especially at night. New signs were installed as were two purpose-built, vandal-resistant telephone help points with autodialing for the charity Lifeline and the emergency services, together with automatic audio visual feeds and location ID. Four Bosch MIC 412 thermal PTZ cameras provided vision at night and in bad weather, at considerable distance and amongst vegetation.

Then in 2011 with the new federal funding came a GeviscopeHS/R with an expansion unit; new fixed view cameras to monitor the telephone help points; and five Moog 'thermal & optical' cameras for providing thermal and optical views at the same time.

The Geviscope is housed in a New South Wales National Parks building adjoining the park. Most cameras are concentrated near the north and south entrances and along the cliff-top walk. This enables monitoring centre operators to help police with missing persons searches by identifying individuals as they enter or leave the park, and to locate them if they remain in the park.

The operator at the remote security monitoring centre only views the live video and assesses the situation when requested to do so by the police. This may be because a member of the public has reported a possible incident, there has been an emergency call from a help point, or following an alert from Lifeline. The operator can also review recorded footage for post-incident investigation but only with specific permission from the Council.

Justine Henderson, communications manager and spokesperson for Woollahra Council reports, "We know the footage has been useful to police in responding to potential on site emergencies as we've seen an increase in use of the monitoring provided by the camera system. At the start of the project the footage was being used for retrospective investigations and now it is being used more for direct interventions – which is a good result."

Tyco completes separation transaction

Westford, Ma (USA)

Tyco has now completed its separation transaction, forming the world's largest dedicated fire protection and security company as measured by market share.

Post separation, the company's Security Products business unit and other well known brands, including American Dynamics, Software House, Kantech, DSC, CEM, Bentel, and Visonic, remain an intrinsic part of the new organisation. Tyco's Security Products has historically developed technologically advanced intrusion, video, access control, and real-time tracking solutions for use in a variety of security-critical markets.

"As a vital part of this new, more focused Tyco, our business is more committed than ever to delivering the innovative products,

Mark VanDover.

solutions, and services that are our customers' preferred choice," said *Mark VanDover,* President of Tyco's Security Products business unit. "Whether it's securing Fortune 500 companies, providing operational efficiencies to educational, healthcare and government facilities, or protecting private residences, we are committed to finding smarter ways to save lives, improve businesses and protect where people live and work."

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Largest IP door entry project in Europe

Braintree, Essex (UK)

Privacy and security were two key issues for the London Organising Committee for the Olympic and Paralympic Games, and the main contractors for the Athletes Village project, Lend Lease, in conjunction with the Olympic Delivery Authority, appointed Urmet Domus UK back in 2009 to provide an IP-based platform for the door-entry systems at the village.

The challenge facing the organising committee at every Olympic Games is how to accommodate the competitors and officials centrally, comfortably and securely, offering them a residential base from which to prepare for their events. For London 2012, this meant providing a temporary home for a population the equivalent of a medium-sized town – 17,000 or so. They were housed in a development of some 2,800 apartments at the Athletes Village, built in regenerated, former industrial areas in east London. In addition to the residential side of the project, a wide range of amenities was also installed to provide the level of services expected by the Olympians: shops, restaurants, medical, media and leisure facilities.

Urmet had to deliver a cost-neutral solution and adhere to a price for a product that was not yet available. It has been widely recognised that the Athletes' Village is the first major project of its kind, as no other manufacturer had previously delivered a major IP residential project.

Because Lend Lease wanted a single platform for all 12 plots (each comprising some 6-8 buildings, making a total of 68 blocks) – a "site-wide system" – it had to be sufficiently versatile to be able to respond to any possible changes and additions that might be required as the project progressed. All of the blocks at the complex are linked by a local area network (LAN) and each block is linked to the EMO via a virtual LAN, or VLAN. A fibre optic VLAN serves to separate the bandwidth into individual segments for services such as the air-conditioning system, door-entry, fire, comfort cooling, office network, CCTV, backup, etc.

Working with a range of other specialist providers, Urmet conducted comprehensive off-site tests of the proposed system at its factory in Turin. This involved simulating all 12 plots at the Athletes' Village, with fifty monitors in each and complete with concierge services and internal testing. Lend Lease was invited to attend these tests so that the principal contractor could see for itself that Urmet was capable of delivering what it promised.

The system proposed by Urmet was Ipervoice. All of the configuration details were taken from the installers before the Ipervoice equipment was delivered. This meant the system could be built and programmed, all off-site. This off-site preparation was of great benefit to the individual contractors as there was airport-style security at the Olympic site. As a result, making sure the system was pre-configured and pre-tested beforehand made it less time-intensive for the installers as there was no need for them to keep going back and forth through security. Once installed, the network was then fully connected and switched on. Any cable faults were adjusted and the system was soon up and running, problem-free.

Urmet's expertise and experience meant that installation went smoothly and without a hitch in all 68 buildings. Better still, no other providers were ever held up during the process and the project never fell behind schedule – something that was a proud characteristic of the preparations for London 2012 in general. Finally, everything was connected to the network, tested again and handover was made to Lend Lease on time and on budget, ready for release to LOCOG for the Games.

Apart from the fact that the entire Athletes' Village operates on a single platform that can also be rolled out to any new buildings added subsequently at the site – thereby avoiding the need to replicate and extend countless different systems – the main benefits offered by the Urmet solution are its instant personalisation and dependability. The system not only includes access control but it also incorporates switchboards whereby through Ipervoice the concierge desk becomes a service centre connected to all buildings and apartments. In addition the intrusion alarm of each apartment interfaces with the system for better monitoring and continuous surveillance by the concierge. There is no limit of installable cameras, which can be monitored at all times from each apartment to monitor compound security and it provides a top-quality communications system inside and outside the apartment.

Now that the Olympics and Paralympics are over, the Village, which transformed a patch of industrial land in London's East End at a cost of £1.1bn of taxpayers' money, will enter a second phase of its life in the form of individual residential housing. Of the 2,818 apartments built in the village, 1,379 will become affordable housing, managed by Triathlon Homes.

Private property consortium Qatari Diar and investment group Delancey (QDD) will rent out the other part of the complex, consisting of 1,439 apartments.

Cyber and physical security converge

Indianapolis, In (USA)

CNL is partnering with **Radiflow**, a provider of innovative secure communication solutions for critical infrastructure.

It is anticipated that the combined capabilities will enable the detection, resolution and management of both cyber and physical attacks within a single solution.

The partnership, created under the CNL Software Technology Alliance Program (TAP) will see the integration of IPsecuritycenter, CNL Software's PSIM solution with Radiflow's intelligent secure communication solutions to provide a unified cyber and physical security solution for SCADA networks within the control room.

The project has been accelerated by increasing demand for a converged solution which not only manages disparate physical security technologies, such as perimeter detection systems, ACS and CCTV, but also allows cyber threats to be raised within the PSIM solution. The two companies are working on a joint solution at one of the largest water treatment plants in the US.

"Distributed networks are vulnerable to attacks from both internal and external sources, our technology focuses on how to eliminate this threat from critical infrastructure SCADA networks and communicate its nature to security professionals" commented *Ilan Barda*, CEO of Radiflow. "Our integration with IPsecuritycenter will ensure this information is distributed to the point of need, so critical infrastructure organisations understand the source of all attacks, be they cyber or physical."

"As a leading PSIM provider, we are constantly looking for new technologies that will enhance security for users of our software. The convergence of cyber and physical security is a huge advantage, especially where security is critical, as an attack either cyber or physical can have similar consequences" commented *Adlan Hussain,* Marketing Manager at CNL Software "We are therefore excited to be working with Radiflow, together we are helping to make this convergence a reality."

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FEATURES
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- *IP55 housing*

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PB-20TE	up to 20m outdoor / 40m Indoor
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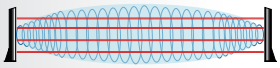
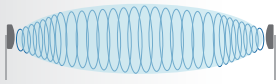

Dual Technology Barriers
ABSOLUTE PLUS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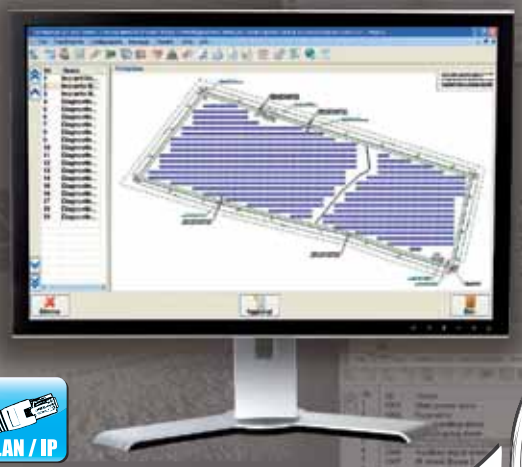

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Axis introduces economic 360 degree cameras

Lund, Sweden

Axis Communications is releasing 360 degree fixed mini dome cameras with a 5 megapixel sensor that enables detailed, high-quality 360 degree or 180 degree panoramic views of wide areas.

The competitively priced indoor *Axis M3007-PV* and *Axis M3007-P* network cameras provide retail stores, hotels, schools and offices with cost-effective solutions to getting wide overviews that help users detect activities and track the flow of people.

"Axis' new 360 degree fixed cameras give price-sensitive market segments the option of using just one camera to get the big picture, with great details, at an affordable price," says Erik Frännlid, Director of Product Management, Axis Communications. "The cameras also have substantial capacity for intelligent video applications and support a range of video management software including the complimentary Axis Camera Companion."

The cameras, which are the latest additions to the Axis M30 Series, can be mounted on ceilings for 360 degree overviews or on walls for 180 degree panoramic views. Both Axis M3007-PV and Axis M3007-P support several viewing modes, including 360 degree overview in 5 megapixel resolution, as well as horizontal panoramic views and quad views that have been dewarped for easy viewing. The quad view mode is suitable, for instance, when the camera is positioned at an intersection of corridors. The cameras

Axis M3007-P.

also provide view area modes that allow users to digitally pan, tilt and zoom in on areas of interest. Multiple streams in H.264 and Motion JPEG can be sent simultaneously.

The Axis M3007-PV is a vandal and dust-resistant fixed dome camera where as the Axis M3007-P, which has a different outer shell with no cover over its lens, is a very discreet camera that could be mistaken for a smoke detector.

The Axis M3007-PV/-P cameras come focused at delivery, which shortens the installation time. They are also fitted with a 2 m (6.6 ft.) network cable and support Power over Ethernet.

The Axis M3007-PV/-P offers considerable support for the installation of intelligent video applications through the Axis Camera Application Platform. In addition, the cameras' built-in microSDHC card slot enables several days of recording to be stored locally on a memory card. When local storage is used together with the Axis Camera Companion, users have an easy way to remotely view and manage video from up to 16 cameras per site.

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Tyco enhances access control portfolio

London, UK

Tyco Security Products has released two new updates to its access control portfolio: an integration with C-Cure and a man-down emergency transmitter.

The first of these enhancements is the integration of its Elpas Real Time Location Systems technology with the Software House C-Cure access control and security management platform, and the new man-down emergency call transmitter is ideal for wireless monitoring and tracking of lone workers and security personnel.

Through this new integration with C-Cure 9000, security personnel can receive alarms from within the C-Cure 9000 monitoring station if someone attempts to remove tagged equipment, such as a laptop, ultrasound machine or a piece of priceless art, from the facility. The integration solution can also be used to point pan-tilt-zoom cameras to areas of concern when a wireless panic button is pressed. In addition to providing real-time location of tagged assets or individuals, Elpas can instantly inform first responders to the location of an emergency situation as it unfolds, along with the identity of the personnel involved. Through C-Cure 9000, video from related cameras can be associated with the event.

Tyco Elpas man-down transmitter.

"By layering the real-time location-based security data of Elpas into the C-Cure 9000 access control and event management solution, we can now offer greater protection and visibility for staff members and assets within a host of settings," said Jeremy Krinitt, Senior Product Manager, Strategic Integrations for Tyco Security Products. "This integration offers new capabilities to our security clients that can make a real difference in emergency situations by helping them pinpoint the location of individuals in need or threatened assets."

The new man-down emergency call transmitter from Elpas is a holster-worn active RFID tag which delivers wireless monitoring and tracking of lone workers, prison guards and security personnel who may be subject to attack or injury in high-risk workplace environments. The transmitter combines RF/IR/LF indoor RTLS technologies in a cost-effective, field-proven mechanical design to deliver precise real-time location data that identifies the individual in trouble and the location of the evolving security incident.

Geutebruck video motion detection solution

Windhagen, Germany

Geutebruck's G-Tect/VMX is a new video motion detection solution for professional use which is designed to be both extremely quick to set up and exceptionally reliable.

The device not only detects movement but differentiates between potentially relevant moving objects and background changes. G-Tect/VMX continuously analyses and evaluates all picture contents, and regularly adjusts its 'understanding' of the background. Thanks to the latest smart algorithms which continually adapt to the current image contents, G-Tect/VMX offers what Geutebruck is terming as unprecedented accuracy at suppressing unwanted alarms caused by systematically occurring environmental effects such as moving foliage, rain, snow or headlights. It recognises these image changes resulting from weather as a systematically occurring background changes and therefore tolerates them.

Setting up a sterile zone where any intruder triggers an alarm is a simple mouse-clicking operation. Configuring direction-dependent detection for a zone is quick and easy too. You can then copy settings across to other alarm zones and cameras with similar site conditions, for example to set up a series of cameras to monitor a fence. Finally there is a single intuitive global sensitivity control to optimise all the settings. This minimalist design approach to system settings slashes the time required for system installation and makes it predictable according to Geutebruck.

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For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 62

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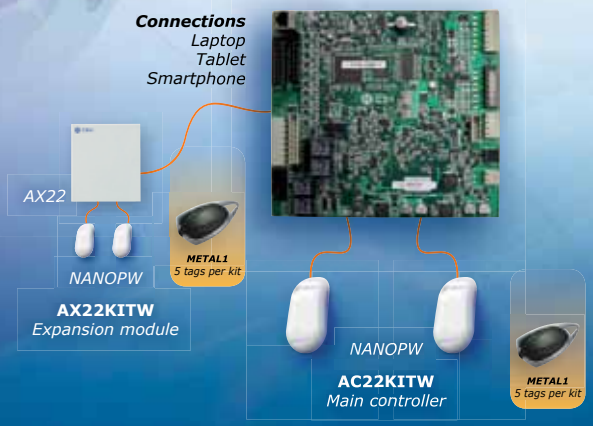

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Dallmeier unveils new camera technology

Regensburg, Germany

At the Essen show recently, **Dallmeier** presented a new approach with the *Panomera* multifocal sensor system, which has already been patented – they unveiled a completely new camera technology.

Unlike conventional HD and megapixel cameras, which only have one lens, Panomera functions with multiple lenses, each of which has a different focal length. With this novel sensor concept, surveillance can be ensured even for extremely large areas with just a single Panomera system – including permanent recording of the entire image and at the highest possible resolution even at great distances.

With Panomera, a system installed in a single location can provide surveillance over the same area that previously required several (even ultra-high resolution) cameras. According to Dallmeier, this not only helps to increase efficiency when analysing the images, it also helps to reduce costs considerably, particularly with regard to the infrastructure required (masts, cables, etc.).

The concept of multifocal sensor technology was presented using presentations and live demonstrations of Panomera in the

Dallmeier Colani Panomera truck.

Dieter Dallmeier assesses the trade fair exhibit very positively: "Our new stand concept was a complete success: The striking Colani truck served perfectly to highlight the unique nature of Panomera technology, and we succeeded in setting ourselves apart very clearly from the other exhibitors. Time and time again, visitors confirmed to us that Dallmeier was presenting the innovation of the trade fair 2012." But this in itself was nothing new: exactly twenty years ago, at Security 1992, Dallmeier unveiled the world's first DVR, which subsequently ushered in the age of digital recording for the entire video security industry. In similarly pioneering manner, the Panomera multifocal sensor system is also going to revolutionise the market, paving the way for a whole range of completely new opportunities for the video security industry."

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Sinteso panel supports 5,000 devices

Zug, Switzerland

The **Siemens Building Technologies Division** is launching the *Sinteso FC2080* fire detection control panel.

Featuring multiple redundancies, this control panel offers a high degree of availability and supports up to 5,000 peripheral devices. According to Siemens, the highly expandable and scalable device is particularly suitable for very large installations.

The Sinteso FC2080 rounds out the Siemens Building Technologies Division's portfolio of control panels with a version for very large fire detection systems. Up to 5,000 fire detectors and peripheral devices can be connected to the control panel. It can also be individually configured with the addition of up to 37 line and I/O cards. If necessary, the FC2080 can be networked with up to 64

additional Sinteso control panels and terminals via a cluster backbone architecture. This permits the step-by-step modernisation of existing installations.

The Sinteso FC2080 control panel offers multiple levels of redundancy. For example, it has a redundant CPU card with automatic switchover in the event of malfunction, redundant software and an integrated degrade mode for forwarding alarms even if central processing units fail. Turbo isolators, a failsafe mode and the FDnet's loop structure ensure that alarms work on the field level even in the event of a line interruption or a short circuit. The control panel is integrated into the network through an EN 54-compliant backbone with cluster connection via two Ethernet switches and two network cards.

All Sinteso control panels are based on a standard operating concept. When an event or alarm occurs, they display precise messages in plain language and enable personnel to operate them safely and with as little stress as possible. The control panels also have clearly assigned function keys and user-friendly menu guidance. This reduces the amount of training needed and increases operating safety. The Sinteso FC2080 is housed in a standard 19-inch rack, and the operating unit can be integrated into the housing door or placed at a distance from the unit, as needed.

Thanks to its high flexibility and scalability, the Sinteso FC2080 control panel is especially suitable for very large fire detection systems, for example in airports, shopping centres, chemical and pharmaceutical production facilities or power plants. Since the Sinteso FC2080 supports up to 24 different independent alarm concepts, it is possible to meet a variety of requirements with only one control panel. This can be beneficial, for example when there are multiple tenants in an industrial park or in an installation with different security levels. Depending on the situation, the fire department can be called directly when an alarm sounds, or the security staff can be assigned an individual verification period for each property.

Edge storage in all Basler IP cameras

Ahrensburg, Germany

Digital camera specialist **Basler** is introducing edge storage in all IP camera models.

The SD card functionality already available in their IP dome camera models will now also be integrated into their IP box camera range.

In this setup, the microSDHC card slot provides for local storage of up to 32 GB of data. This functionality makes it possible to store live streams or single camera images in configurable time intervals on an SD card. If a network failure occurs, the camera acts as a backup solution by recording video streams to the SD card. When the network connection has been restored, the video management system can retrieve the data and merge it seamlessly with video

footage captured before the connection was interrupted.

When using an efficient encoder type such as H.264 and a high-capacity SD card, a Basler IP camera can independently capture and store images for an extended period of time without transmitting data back to a client. This is especially useful in remote surveillance locations, since the camera will not require any network connection.

"With edge storage, our IP cameras can act as self-sufficient systems," states Björn Weber, Product Manager at Basler. "Our customers can rely on uninterrupted video footage even in case of network failures."

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Arecont enhances Megadome 2 series

Glendale, Ca (USA)

Arecont Vision has enhanced its range with the additions of both a 10 megapixel camera and wide dynamic range (WDR) model to the Megadome 2 camera series.

The addition of a 10 megapixel camera to the current Megadome 2 lineup of 1.3, 1080p, 3 and 5 megapixel cameras will expand the series to meet growing customer demands for high-resolution megapixel camera solutions. Arecont Vision has also added two wide dynamic range (WDR) cameras to the Megadome 2 series at resolutions of 1080p and 3 megapixels.

The Megadome 2 series provides remote focus, remote zoom, day/night and auto iris capabilities. The newest camera addition includes these features in a 10 megapixel (3,648 x 2,752 pixels) model that delivers video at seven frames per second (fps).

Arecont Vision's Megadome 2 WDR cameras provide a dynamic range of up to 100dB. Combining long and short exposures in the same video frame, according to Arecont, the new WDR capability maximizes the amount of detail in both bright and dark areas in the field-of-view. The WDR performance of the cameras represents an up to 50dB improvement (300X) in dynamic range compared to non-WDR cameras.

"Arecont Vision's 10 megapixel camera provides up to 32 times the resolution of a VGA camera. Adding our highest single-sensor camera resolution to the Megadome 2's remote features breaks new ground in performance and ROI," said Raul Calderon, Senior Vice President, Arecont Vision."Our wide dynamic range models further expands the Megadome 2 camera series' usefulness by enhancing image quality in environments with both extreme areas of light and dark."

Megadome 2 camera series.

Other important features of the Megadome 2 camera series include a dual H.264 (MPEG-4 Part 10) and MJPEG dual, on-camera privacy masking and binning mode to improve low-light performance. The cameras come with domes that are IP66 environmentally rated and IK10 vandal-resistant. An easily adjustable 3-axis gimbal simplifies installation using 360-degree pan, 90-degree tilt and 360-degree z-axis adjustments. Optional features include audio and a PoE (Power over Ethernet) powered heater – eliminating the need for external power. The cameras are Onvif and PSIA conformant.

Indigovision HD camera with 20x optical zoom

Edinburgh, UK

The new *BX500 HD PTZ dome* camera from **Indigovision** provides customers with a high-resolution camera that is both Onvif conformant and fully compatible with the company's security management solution, SMS4.

The camera, which is equipped with powerful optical zoom, enables customers to install a 1080p HD camera, with audio capability that benefits from the complete Indigovision solution including its distributed architecture. Cameras can be located anywhere on the network and streamed to many users without the need for a central server. This distributed architecture enables a security system to be expanded easily and eliminates the single point of failure risk of central servers.

BX500 HD PTZ dome.

Speaking of the camera's versatility, Juan Salleg, President, EGC Colombia, a major telecom company, said: "The new Indigovision BX500 HD PTZ dome provides us with a trusted Onvif HD camera suitable for use in large outdoor areas where it can zoom in with great precision on specific areas and details. Working alongside Indigovision's existing camera range, it also allows us to maximise the benefit of the complete solution."

With a 20x optical zoom, the BX500 HD PTZ excels in the most challenging indoor and outdoor lighting conditions incorporating an auto mechanical IR filter for true day/night functionality. Designed to meet requirements for use over low bandwidth connections and with dual streaming functionality, it offers the ability to view and record locally in high resolution, as well as using a lower bit rate for remote viewing. User configurable resolution, frame rate and bit rate are all part of the camera's in-built versatility, making for ease of use and adaptability for any network. The BX500 HD PTZ also allows customers to view live and recorded video from the camera within Indigovision control centre, SMS4's user interface.

The external camera has an IP66 rating for use in outdoor environments and a temperature rating of minus 30 degrees to +50 degrees. The internal version can operate over PoE, reducing installation time and costs. The BX500 HD PTZ dome is a further expansion to Indigovision's BX camera range, which includes HD minidomes and an HD bullet camera, and works seamlessly with the full Indigovision IP camera offering and with SMS4.

Assa replaces keys with a mobile phone

Stockholm, Sweden

Assa Abloy is launching Seos, the world's first commercial ecosystem for issuing, delivering and revoking digital keys on NFC mobile phones.

With Seos, mobile phones can replace mechanical keys and access cards and open doors. The Seos logotype on locks, mobile applications, access cards and web sites indicates compliance and interoperability with the Seos mobile ecosystem.

"We have done numerous trials in different environments and the feedback we get from security professionals as well as from end users is that they really want to open all doors with their mobile phones and stop using keys and access cards. This is a possibility, since basically any kind of door can be equipped with a Seos-enabled lock," says Daniel Berg, Vice President Assa Abloy Mobile Keys.

With Seos, home owners can send temporary digital keys to visitors, handymen and babysitters from their own mobile phones. Issued keys can be revoked through the same interface. Home owners no longer have to lend out physical keys and worry about them being lost or copied. Hotel guests can check in and out with their mobile phones and receive digital hotel room keys before arriving at the hotel. Lines of guests waiting at reception will be a thing of the past and hotel staff can spend more time improving service levels in other ways.

In offices and commercial buildings, access to rooms and cabinets can be managed centrally. Security staff can send temporary digital keys to visitors and service staff wirelessly without having to manage physical keys and access cards. For even higher security, Seos digital keys can be protected by mobile phone PIN codes.

For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 62

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Hikvision releases plug & play NVR series

Hangzhou, China

Hikvision are launching their *DS-7700NI-SP 2U* NVR series, with a PoE (Power over Ethernet) system featuring 8 independent PoE network interfaces.

A particular design feature of this NVR is that it utilises only one cable for both data and power needs – thereby reducing both time and expertise – and simplifying the overall installation process.

"Hikvision consistently strives to improve existing security surveillance solutions, as well as to introduce new technology for our vertical markets," said Keen Yao, International Marketing Director of Hikvision. "Our integrated plug & play system is a prime example of this philosophy – a customised solution that provides users with ease of installation and reduced maintenance costs."

This plug & play concept is the tangible realisation of Hikvision's advanced engineering – through the simple act of plugging a cable into a network interface, the front end cameras' IP address is automatically configured to transmit a 'live' view and store video at up to 5 megapixel resolution. Furthermore, redundancy in operation and backup provides recording security in the case of a system crash. If a crash does occur, this

DS-7700NI-SP.

backup system immediately allows users both data protection and peace of mind.

The DS-7700NI-SP NVR series has up to 32 IP video inputs and carries simultaneous HDMI, VGA, and CVBS outputs; live view/playback via VGA and HDMI outputs at up to 1920x1080P resolution is supported as well. Additionally, this NVR processes H.264 video compression and utilises HDD quota management in order to maximise storage space and optimise capacity assignment to different channels, equipped with 4 SATA hard disks, with 4TB storage capacity for each.

According to Hikvision, this plug & play design allows even beginners to establish a professional surveillance network for their own specific needs. Now, business environments such as small retail/chain stores, department stores/shopping malls and other venues, are able to eliminate unwanted complexity and achieve a virtually hassle-free IP network on their own.

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Lilin extends NVR Touch series

Milton Keynes, Bedfordshire (UK)

Following last months launch of the NVR116, the 16 channel HD IP network video recorder with touch-screen operation, **Lilin** is now releasing the *NVR-104* and *NVR-109*, 4 and 9 channel versions.

According to Lilin, the new NVR-104 and NVR-109 units provide a cost-friendly solution for smaller projects without compromising quality. Offering 4 or 9 channels of 1080P at 25 frames per second, all of the benefits associated with the NVR-116 are incorporated in the smaller channel versions.

Users of the NVR Touch series will benefit from a standalone network video recording solution capable of displaying and recording multiple channels of 1080P IP video simultaneously at 25 frames per second. All models can be operated using an IR remote control; a PTZ keyboard; or a standard touch-screen monitor. Lilin's unique, touch-screen interface takes advantage of highly intuitive smartphone-style features like 'pinch and zoom', multi-touch and scrolling icon based menus, deliberately avoiding traditional PC-style screens. The touch-screen increases operator speed and minimises the time taken to learn the system.

The entire NVR series also has an automated installation wizard (WS Discovery) which locates all the cameras on the network and imports a preview picture of each channel to help with identification. This greatly speeds up commissioning. Users can easily export audio and video recordings to a USB, the NVR's integrated DVD or to a protected part of a hard drive, using the drag and drop timeline. Remote viewing from smartphones is fully enabled, with Iphone, Android, Blackberry and Ipad compatibility.

The NVR Touch is a second generation NVR, designed from

NVR-104 / NVR-109.

scratch for the CCTV market. It has taken four years for Lilin to develop a processor for decoding real time HD video streams that does not rely on a PC. Lilin believes that there is nothing else on the market to compare and that it is a world first for the company. Having developed the hardware platform for this NVR they now plan to incorporate it into other HD IP systems for more specialised markets.

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Optex launches wireless photoelectric detector

Chino, Ca (USA)

Optex is expanding on its outdoor battery powered intrusion line by adding the *SL-350QFR*, a 350 ft. battery-powered photoelectric detector requiring no trenching or wiring.

"Even with the success of our 100 ft. and 200 ft. battery-powered beams, there were still larger applications where too many beam sets would be required. With the SL-350QFR, we will be able to not only offer a more cost-effective solution for these larger sites, but also offer additional features that

SL-350QFR.

our customers asked for, such as quad beam detection and extended battery life of up to 10 years," says Scott Simmons, Vice President of Sales.

The SL-350QFR is available in a wireless-ready version that works with most manufacturers wireless systems and an I-Series SL-350QFRi version that includes an Inovonics wireless EN1941 transmitter pre-installed. Both versions come with four batteries per set, with the option of expanding to eight for up to 10 years of battery life. In addition, the SL-350QFR is compatible with the AX-TW200 line of beam towers for a clean, concealed, wireless mounting option.

"Our sales staff and technical team will work closely with the integrator and installer to find the best mounting option and layout on their job site. When a site plan is provided, we'll custom build the towers and pre-install the SL-350QFR beams in them based on the job site specifications, all at no charge," states Frank Chavez, Lead Technician. "We'll even ship them directly to the job site, labeled for position and ready to be installed."

According to Optex, the flexibility and durability of the SL-350QFR series make it well suited for substations, oil and gas facilities, transportation, correctional facilities, storage and impound yards, critical infrastructures, industrial complexes and solar fields.

For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 62

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- Multiple network monitoring: Web viewer, CMS(DSS/PSS) & DMSS

HFW2100
(4 units with network cables and accessories)

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Raffaele de Astis from Cias (Alarm and detection), Björn Adméus from Sony (CCTV) and Robert Jansson from HID (Access control).

See the Detektor International Awards presentaion video

Detektor International Awards winners announced

The Detektor International Award ceremony was held at the Skydd security show in Stockholm on September 19th, the Best Product winners were Sony, HID and Cias.

By Henrik Söderlund

The Detektor International Award ceremony was held at the Skydd-dinner at Stockholmsmässan in Stockholm September 19th. The twelve products awarded as finalists were chosen on the basis of both innovation and customer orientation. Sony won the Best CCTV Product Award, HID won the award for the Best Access Control Product and Cias won the award for the Best Alarm and Detection Product.

The Detektor International Award was introduced in 2000 to reward manufacturers of products and services that stand up to the criteria of outstanding innovation and contribution to the advancement of the security industry. The Detektor International Award is an independent prize and as such companies cannot nominate their own products. Instead, the nomination is conducted by the editorial board of Detektor. This selection criteria is the main reason why it has become one of the most prestigious awards in the global security market.

The jury consists of nine members from three continents: Europe, Asia and America. The criteria for a product to be nominated for a Detektor International Award encompasses not only the technical solution but also the packaging and over all presentation of the product, which actually could equally as well be a service. The three product categories for the awards are Access Control, Alarm and Detection, and CCTV.

The overall winner in each category received the award for "Best Product", the second received the "Highly Commended Award" and third place winners were presented with the "Innovative Achievement Award".

The Access Control category

The "Best Product Award" in the Access Control category went to **HID** from the USA for its ***Iclass SE Readers***, multi-functional readers which can be updated with software in order to meet the demands for different card technologies such as EM, Mifare, Desfire, HID Prox, Indala, Iclass, etc.

"These multifunctional readers demonstrate HID's commitment to taking access control to new heights based on customer demand", declared the panel of judges as the motivation for selecting the Iclass SE Readers as the overall winner in the Access Control category.

The "Highly Commended Product Award" was awarded to **Assa** from Sweden for the ***UDC500I,*** a gateway unit and an intelligent connection terminal block. It allows a Hi-O door environment to be connected to a traditional non-Hi-O access system (integration with access control systems from other manufacturers).

The "Innovative Achievement Award" in the Access Control category this year was shared by **Suprema** from South Korea – for ***Facestation***, an IP based biometric access control terminal featuring facial recognition technology which identifies individuals from their facial image features with a matching speed of less than one second – and **Idesco** from Finland – for The ***Aesco module***, part of the The Aesco package, which is the industry's first card-reader-host encryption solution.

The Alarm & Detection category

The "Best Product Award" in the Alarm and Detection category went to **Cias Elettronica** from Italy, for the ***Sioux***, a fence mounted perimeter intrusion detection system which comprises a multitude of mems type tri-axial accelerometer sensors. The motivation of Detektor International's panel of judges was: *"Sioux marks a giant leap in today's modern technology for fence mounted perimeter intrusion detection systems"*.

The "Highly Commended Product Award" in the Alarm and Detection category was given to **Tyco** from the US for ***Visonic Powermaster-30 G2***, a wireless alarm panel with PowerG technology. The system can handle some 120 wireless detectors with 64 groups, 32 control panels, 8 sirens and 4 radio repeaters.

The Alarm and Detection "Innovative Achievement Award" was shared by **Optex** from Japan – for the Redwall detector bundled with ***PIE-1 Alarm IP Encoder***, an encoder which provides the dual functions of PoE power delivery to remote Optex devices and conversion of alarm signals to an IP protocol for delivery to video management systems or network video recorders – and **Risco Group** from Israel for its ***Wireless Video Verification.***

The CCTV category

The "Best Product Award" in the CCTV category went to **Sony** from Japan for the ***Ipela Engine,*** an integrated signal processing system for high picture quality. It is capable of the industry's first 130dB wide dynamic range in full HD quality at 30 fps. The shooting of high-resolution images in full HD (1920x1080) is now possible through high-speed recording at 60 fps, double that of the standard number of frames until now. This choice, by Detektor International's panel of judges, was explained by the following motivation: *"Ipela Engine is the outstanding highlight of video surveillance products in 2012. A sensational improvement of picture quality and an essential contribution to image usability"*.

The "Highly Commended Product Award" in the CCTV category was given to **Axis** from Sweden for the ***Axis Camera Companion,*** a video surveillance solution for small systems up to 16 cameras. All video is recorded on SD memory cards in the cameras. No central DVR, NVR, PC or server is necessary – making each camera an independent video recording device.

The "Innovative Achievement Award" of the CCTV category was shared by **Merit Lilin** from Taiwan – for ***VD022***, a real-time video decoder used for decoding H.264 streaming from full HD IP cameras and NVR's cameras. It enables full screen or quad viewing of HD IP cameras streamed directly to a monitor without a PC – and **Raytec** from the UK, for ***Vario***, a LED lighting solution for CCTV systems with interchangeable lensing and hot-spot reduction technology. ■

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DETEKTOR
INTERNATIONAL
AWARD

Best Product 2012

FIRST PRIZE

THE OVERALL WINNER

BEST ALARM & DETECTION PRODUCT

Sioux.

The jury´s comment:

"Sioux marks a giant leap in today's modern technology for fence mounted perimeter intrusion detection systems".

SINCE1974

CIAS®

www.cias.it

• The Access Control Product Category

The Overall Winner!

Best Access Control Product

Product: ***Iclass SE Readers***
Company: ***HID (USA)***

The multi-functional ***Iclass SE*** Readers can be updated with software in order to meet the demands for different card technologies such as EM, Mifire, Desfire, HID Prox, Indala, Iclass, etc. It offers a standards based, technology-independent and flexible identity data structure based on Secure Identity Object (SIO), a new portable credential methodology. SIOs can reside on any card technology, microprocessor-based cards, NFC smartphones, USB tokens, computer drives, and other formats. SIO is device independent, providing an additional layer of security with additional key diversification, authentication and encryption. SIOs are defined using open standards that can support any piece of data, including data for access control, biometrics, vending, time and-attendance, and many other applications.

The motivation of the Detektor International Award panel of judges:

"These multifunctional readers demonstrate HID's commitment to taking access control to new heights based on customer demand".

The Runner-up!

Highly Commended Product Award

Product: ***UDC500I***
Company: ***Assa (Sweden)***

The ***UDC500I*** is a gateway unit and an intelligent connection terminal block. It allows a Hi-O door environment to be connected to a traditional non-Hi-O access system (integration with access control systems from other manufacturers). The UDC500I connects to an EAC using the Assa Abloy device protocol. With Hi-O (Highly intelligent Opening), the units have a built in processor and encrypted communication with each other for plug-and-play installation. Hi-O enables intelligent supervision of door behaviour, in real time. UDC500I has built in function for Hi-O motor locks, alarm bypassing and door monitoring. Hi-O is a smart system that sends error codes when the lock is slow or when a fault has occurred.

The motivation of the Detektor International Award panel of judges:

"Designed for the customer's best interests and requirements, the UDC500I is a brilliant solution for efficient maintenance".

Innovative Achievement Awards

Product: ***Facestation***
Company: ***Suprema (South Korea)***

Suprema's ***Facestation*** is an IP based biometric access control terminal featuring facial recognition technology which identifies individuals from their facial image features with a matching speed of less than one second. The device features an embedded web server for easier device control, and supports both analogue and digital video phone integration, and with facility for up to 10,000 users through a dual CPU. The terminal also includes a built in 13.56MHz card reader which supports both the Desfire and Mifare solutions. Facestation allows flexible system design with TCP/IP, 2-channel RS485, RS232, USB and Wiegand interfaces. It also has multiple in/out ports, and for further expansion, an optional external relay unit is available.

The motivation of the Detektor International Award panel of judges:

"Once again – Suprema brings excellence to the biometric access control technology market".

Product: ***Aesco-module***
Company: ***Idesco (Finland)***

The ***Aesco*** package from Idesco is the industry's first card-reader-host encryption solution. Partnered with the Access 8 CD 5 2.0 AES readers, it safeguards an entire access control system with the protection of Desfire AES encryption. Crucially, Aesco maintains its deep protection of user identities for the entire distance to the controller. There the module decrypts them back into transparency and parity with the controller. This is because the Aesco module is designed to ensure seamless decryption of data back into transparency with the system's

controller. In turn, this ensures the Aesco decryption module can be conveniently implemented with an existing system, or even logically-integrated into the user's own controller, providing one of the fastest pathways to protecting an entire system.

The motivation of the Detektor International Award panel of judges:

"Idesco's solution to overcome an old security problem is a true victory for smart innovative thinking".

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DETEKTOR
INTERNATIONAL
AWARD
Best Product 2012
FIRST PRIZE

THE OVERALL WINNER

BEST ACCESS CONTROL PRODUCT

iCLASS SE Readers.

The jury´s comment:

"These multifunctional readers demonstrate HID's commitment to taking access control to new heights based on customer demand".

HID®

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• The Alarm and Detection Product Category

The Overall Winner!

Best Alarm and Detection Product

Product: ***Sioux***
Company: ***Cias Elettronica (Italy)***

Sioux is a fence mounted perimeter intrusion detection system which comprises a multitude of mems type tri-axial accelerometer sensors, organised in sub-systems made up of 1 master sensor and 6 slave sensors: each is individual and provides its own signal on a different channel to its master sensor. Each of these sub-systems is connected, in series with the others, to a central analyser, which will perform additional correlations not possible at the individual master sensors. The detectors are mounted with 5 metres intervals to max 2x350 metres length per controller. By exploiting the capabilities of the mems sensors with respect to the acceleration of gravity it is possible to gain information about the position of the accelerometer in free space. During installation the position of the mems accelerometer will be memorised. If it alters by more than a pre-set, variable number of degrees (e.g. 5°) it will produce a tamper alarm.

The motivation of the Detektor International Award panel of judges:

"Sioux marks a giant leap in today's modern technology for fence mounted perimeter intrusion detection systems".

The Runner-up!

Highly Commended Product Award

Product: ***Visonic Powermaster-30 G2***
Company: ***Tyco (USA)***

Visonic Powermaster-30 G2 is a wireless alarm panel with PowerG technology. The system can handle some 120 wireless detectors with 64 groups, 32 control panels, 8 sirens and 4 radio repeaters. PowerG combines several wireless technologies, like those used in cellular networks and Bluetooth, with the AES encryption method. The greatest innovation in PowerG is having these technologies operate on non-rechargeable batteries while still keeping all devices connected and online. All devices are configured from the panel. Devices dynamically optimise their route to the control panel using available repeaters according to changes in the environment.

The motivation of the Detektor International Award panel of judges:

"The combination of security, reliable operation and easy maintenance sets a new standard for large scale wireless alarm systems".

Innovative Achievement Awards

Product: ***Wireless Video Verification***
Company: ***Risco Group (Israel)***

The ***Wireless Video Verification*** verifies the alarm in a sequence of images sent to the customer's smartphone via Risco Cloud Server over GSM /GPRS.

According to Risco, with the Wireless Video Verification, false alarms are weeded out as video verification allows immediate confirmation of a crime-in-progress instead of a standard alarm signal.

Some of the main features of the Wireless Video Verification are notification – remote visual notification when an alarm is triggered, verification – reduce false alarm costs through visual verification with a sequence of images and remote viewing upon user demand – view the secured site whenever you want to from anywhere (smartphone, laptop PC, etc.).

The motivation of the Detektor International Award panel of judges:

"This contemporary solution to detect and verify alarm events meets the increasing demand for security and control whilst cutting costs for the user".

Product: ***PIE-1 Alarm IP Encoder***
Företag: Optex (Japan)

The ***PIE-1 Encoder*** provides the dual functions of PoE power delivery to remote Optex devices and conversion of alarm signals to an IP protocol for delivery to video management systems or network video recorders. The PIE-1 supports both PoE and PoE Plus, switching automatically between them as required by the sensor. With IP Encoder and PoE, the PIE-1 both converts the alarm signal to IP and powers the remote device. This is the typical mode for use with Optex Redwall passive infrared detector and Fiber Defender optical fiber-based perimeter security systems. PIE-1 has an input for alarm and tamper and power of the detector. The system is easily integrated with for example CCTV.

The motivation of the Detektor International Award panel of judges:

"Bundled with Redwall Outdoor PIR detectors, the PIE-1 Alarm IP Encoder allows perimeter alarm detection systems to successfully integrate with today's IP Video Management Systems".

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DETEKTOR
INTERNATIONAL
AWARD
Best Product 2012
FIRST PRIZE

THE OVERALL WINNER

BEST CCTV PRODUCT

Ipela Engine.

The jury´s comment:

"Ipela Engine is the outstanding highlight of video surveillance products in 2012.

A sensational improvement of picture quality and an essential contribution to image usability".

SONY

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• The CCTV Product Category

The Overall Winner!

Best CCTV Product

Product: ***Ipela Engine***
Company: ***Sony (Japan)***

The ***Ipela Engine*** is the general term of Sony's integrated signal processing system for high picture quality. It is capable of the industry's first 130dB wide dynamic range in full HD quality at 30 fps. The shooting of high-resolution images in full HD (1920x1080) is now possible through high-speed recording at 60 fps, double that of the standard number of frames until now. With DEPA Advanced, the functions for detection of moving objects, humans and any objects blocking the view among others have been enhanced through an alarm detection function using image processing. With XDNR, clear images can now be created in low-light conditions through the detection and removal of noise within a single frame.

The motivation of the Detektor International Award panel of judges:

"Ipela Engine is the outstanding highlight of video surveillance products in 2012. A sensational improvement of picture quality and an essential contribution to image usability".

The Runner-up!

Highly Commended Product Award

Product: ***Camera Companion***
Company: ***Axis (Sweden)***

Axis Camera Companion is a video surveillance solution for small systems up to 16 cameras. The system consists of standard Axis cameras, SD cards, software clients for PC and smartphones, and standard network equipment. The software client only needs to be used at installation. For viewing live or recorded video, or exporting video after an incident, either the client or a smartphone app can be used. All video is recorded on SD memory cards in the cameras. No central DVR, NVR, PC or server is necessary – making each camera an independent video recording device.

The motivation of the Detektor International Award panel of judges:

"The Camera Companion completely eliminates the need for a PC, NVR or DVR in a small surveillance system. Simple and super easy to install – user friendliness at its best".

Innovative Achievement Awards

Product: ***Vario***
Company: ***Raytec (UK)***

The ***Vario*** LED lighting for CCTV systems is available in infrared and white light and has interchangeable lensing and hot-spot reduction technology. A standard kit includes interchangeable lenses to deliver angles of 10, 30 and 60 degrees. Vario delivers a highly diffused, elliptical beam shape to deliver more light where it is needed, generating both longer distances (up to 200 metres) by minimising light wastage and reducing overexposure of foreground objects. It is controlled by a hand held remote control device which can operate multiple units and delivers access to features including an on-board status system to report the operational status of the illuminator.

The motivation of the Detektor International Award panel of judges:

"With the Vario solution end users can truly optimise and master their lighting systems".

Product: ***VD022***
Company: ***Merit Lilin (Taiwan)***

VD022 is a real-time video decoder used for decoding H.264 streaming from full HD IP cameras and NVR's cameras. It enables full screen or quad viewing of HD IP cameras streamed directly to a monitor without a PC, the decoder has a HDMI output and benefits from keyboard control enabling up to 255 cameras to be selected. It is a cost effective way to get HD IP video direct to your monitor.

The VD022 can also be used for remote playback for NVR products, remote recording backup for NVR products and multiple touch screen support dedicated for an alarm monitoring centre.

The motivation of the Detektor International Award panel of judges:

"Enabling streaming directly to a monitor without using a computer, the VD022 is an extremely cost effective way to view full HD IP video".

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DETEKTOR INTERNATIONAL AWARD

Innovative Achievement 2012

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF ACCESS CONTROL PRODUCTS

FaceStation.

The jury´s comment:

"Once again – Suprema brings excellence to the biometric access control technology market".

suprema

www.supremainc.com

DETEKTOR INTERNATIONAL AWARD

Innovative Achievement 2012

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF ACCESS CONTROL PRODUCTS

AESCO-module.

The jury´s comment:

"Idesco's solution to overcome an old security problem is a true victory for smart innovative thinking".

IDESCO

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Security Essen – an international success

Security Essen celebrated its 20th anniversary on 25-28 September with more than 39,000 trade visitors and 1,086 exhibitors. The organisers emphasized the fair's strong international presence.

At the 20th Security Essen fair for security and fire protection technology, over 39,000 trade visitors from 115 countries came looking for information from 1,086 exhibitors from 40 nations. With this, Security Essen declares it is the most international civil security trade fair.

Frank Thorwirth, Chairman and CEO of Messe Essen: "Over 35 percent of the trade visitors came to us from abroad. Therefore, Security Essen is by far the most international fair worldwide in the field of civil security. There was a strong international presence amongst our exhibitors accounting for some 46 percent – thus, the trade visitors were able to profit from a comprehensive range on offer with solutions from all over the world. Therefore, our trade fair has once again provided impressive proof of its position as the number one in the sector."

Big investments

The strong interest in security solutions was reflected in the positive economic situation of the sector: The worldwide turnover is estimated at Euro 100 billion and the Germany-wide turnover of the segments represented at Security Essen alone at Euro 11 billion. This development characterised the course of the trade fair: 26 percent of the visitors stated that their companies will spend over Euro 250,000 on security next year; 13 percent want to invest over Euro 1 million. The decision takers came to Security Essen in order to prepare these purchases: 82 percent of the trade visitors were involved in procurement measures in their companies. A quarter of the trade visitors placed orders directly at the fair. The exhibitors seemed to be very satisfied with how the fair went: Over 95 percent of the companies are expecting good post-fair business.

Product trends

The exhibitors showed numerous innovations which extended from the individual product right up to equipment for the complete solution. One conspicuous feature was the strong presence of smartphone-capable developments: Cameras and alarm installations can be controlled with mobile phones via which, the owner can view who is standing in front of his door. Another strong trend is using a mobile phone with NFC (Near Field Communication) as a contactless credential for access control. HID, the world's leading supplier of cards and readers had a representative from Vodafone in place on the stand to show NFC solutions for access control products.

The trend towards better image quality was also evident. A good example of this was Sony's Detektor International Award winning solution Ipela Engine, which was displayed on the company's stand.

Ease of use was also a focus as well as integration and interoper-

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DETEKTOR INTERNATIONAL AWARD

Innovative Achievement 2012

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF CCTV PRODUCTS

Vario.

The jury´s comment:

"With the Vario solution end users can truly optimise and master their lighting systems".

raytec

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DETEKTOR INTERNATIONAL AWARD

Innovative Achievement 2012

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF CCTV PRODUCTS

VD022.

The jury´s comment:

"Enabling streaming directly to a monitor without using a computer, the VD022 is an extremely cost effective way to view full HD IP video".

LILIN

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ability. The Axis camera companion concept for smaller installations is not only extremely quick and easy to install, but also easy to use.

ONVIF

ONVIF, the global standardisation initiative for IP-based physical security products, hosted a panel discussion at Security Essen, an event that drew a diverse crowd of more than 80 people, demonstrating that the issue of standardisation and interoperability in the security industry is still a subject of great interest and debate.

The panelists agreed that the deployment of standards in the industry would allow systems integrators and end users to more easily compare and select products for IP video deployments and enable interoperability between existing and future components of a system.

Security Innovation Award

Messe Essen honoured particularly pioneering innovations with the Security Innovation Award. The prize winners included a security door closer from Assa Abloy Sicherheitstechnik which is equipped with an escape door opener for simple retrofitting on fire and smoke protection doors in conformity with the standards as well as a 360-degree camera from Syperion GmbH which creates precise panoramic images.

Security Conference

The European Commission staged its Security Conference at the trade fair. With the title of "Security Research Meets Industry: Growth. Technology. Markets", experts provided information, amongst other subjects, about strategies for the security industry as well as about possibilities of safeguarding borders or alerting the population and sought dialogue with partners from industry.

Detektor had a closer look at some of the products that were shown during the exhibition. Here is a selection of them:

Video surveillance

Axis Q7411 Video Encoder.

• **Axis** displayed its new video encoder the Axis *Q7411*. It is a one-channel video encoder with video processing capabilities and, according to Axis, it is the perfect solution for analogue installations migrating to IP. Axis believes it is the first encoder solution on the market offering 60 frames per second, which provides smooth video in high motion scenes. This also enables the user to more closely follow details and changes in the monitored area. It can deliver multiple, individually configured video streams simultaneously, at full frame rate in all resolutions and offers H.264 video compression format both in base and main profile. Motion JPEG is also supported.

The Axis Q7411 supports IP surveillance features such as two-way audio, configurable I/O ports, edge storage with the built-in microSD/microSDHC memory card slot, and Power over Ethernet (IEEE 802.3af). It also allows PTZ control over the coaxial cable, in addition to standard support for PTZ cameras using the serial ports.

Axis also showed the *Axis Camera Companion*, which is a video surveillance solution for small systems up to 16 cameras. The system consists of standard Axis cameras, SD cards, software clients for PC and smartphones, and standard network equipment. The software client only needs to be used at installation. For viewing live or recorded video, or exporting video after an incident, either the client or a smartphone app can be used. All video is recorded on SD memory cards in the cameras. No central DVR, NVR, PC or server is necessary – making each camera an independent video recording device.

• **Hikvision** displayed many products on its stand and one of them was the *DS-7600NI-SP NVR*. It has an 8/16 channel IP camera input and can record video up to 5 megapixels. Third-party network cameras are supported.

Other key features are HDMI and VGA outputs up to 1920x1080P resolution, 8 independent PoE network interfaces, 2 SATA HDD interfaces up to 4TB each and plug & play automatic installation and configuration.

Dynamic Transcoding Technology frtom Bosch.

• **Bosch** introduced one of the most interesting products at Security Essen: *Dynamic Transcoding Technology* which provides immediate access to high quality video.

It extends the possibilities for low-bandwidth remote monitoring. Reviewing high-quality scenes can be very time-consuming and when this is also carried out remotely, the user is dependent on the speed of the internet connection. In the case of a low bandwidth connection, HD quality material is invariably buffered, which equally takes a large amount of time.

The Dynamic Transcoding Technology changes a video file to a different format or bitrate without compromising on the original

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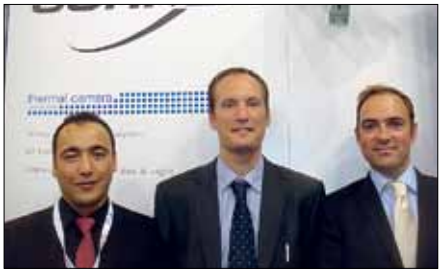
Geutebruck GmbH was represented by Carmen Lahr, Marketing Manager, Ellen Kreitz, Marketing Assistant and Jan Burnell from the PR dept.

Bosch had one of the biggest stands at the show. Daniela Hossmann, Senior Manager Corporate Communications, Gert van Iperen, President of the board of management, Security Systems, and Erika Goerge, Corporate Communications, enjoyed Security Essen.

Christina Senninger, Marketing, Dallmeier, in front of the new Panomera system.

Andreas Konrad, Head of Marketing at the video software manufacturer Seetec.

Jan Andersson from Pas Card and Bernd Dieckmann, Sales Manager at Nexus Germany. Pas Card was recently acquired by Nexus.



Sorhea was represented by Kagan Bakirci, Export Manager Middle East, Benjamin La Fleche, Sales Manager and Benjamin Tate, Sales Manager.

Happy to be at Essen: Mike Burgess, Sales, Takex and Tristan Bergmann, Sales, Grundig.

Kemas was represented by Axel Jeschke, CSO, Frizzi Seltman, Marketing and Roel Coumans, Sales.

Indigovision had a busy week with many customers on their stand.

Tomaz Hribar, R&D Manager and Lado Simunic, General Manager – both from Slovenian Mars Commerce.

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Simons Voss technologies

Jonathan Rickard, Technical Manager for Panasonic System Networks Europe.

Marc Ladin, Chief Marketing Officer for the American camera megapixel manufacturer Arecont Vision.

Lee Maher, European Business Development Manager, and Robin Edmunds General Manager Sales/Marketing, from the British fire control panel manufacturer Kentec Electronics Ltd.

Steve Ma, Vice President of Engineering and Operations at the Taiwanese camera manufacturer Vivotek.

The Italian manufacturer of intrusion alarms Sicurit Alarmitalia Srl with Sebastiano Vento in the middle had a good show together with his two colleagues.

Tomas Kostur, General Director, Ferdinand Dvorhk, General Director, Jan Spinka, Product Manager, Pavel Gellert, Export Manager – all from Sieza

Salto Systems was represented by Bernd Jackobs, System and Project Manager, Sebastian Pickert, Technical Support Manager, Günter Lommatzsch, Technical support, Marc Rentrop, System Project Manager and Carlos Elosegui, Marketing Manager HQ.

Dahua's President Fu Liquan attended the show.

Simonsvoss had many visitors to its enormous stand.

Emanuele Novello, Country Manager and Gianluca Bassan, Marketing Manager, from the Italian video surveillance manufacturer Videotec.

image quality which is shown in full when the image is paused. The technology enables viewing in HD quality from any location at any time, as long as there is an internet connection available.

Bosch Security Systems is introducing this technology to its portfolio as standalone units for large systems and as an integral part of upcoming IP video storage appliances for small and medium systems. The Dynamic Transcoding Technology offers all Bosch customers using IP and HD cameras remote monitoring now also at low bandwidths. The addition of this functionality allows instant replay without buffering.

According to Bosch it is also suited to commercial monitoring centres with thousands of cameras offering remote video security as a service.

IP camera with Ipela Engine from Sony.

• **Sony** displayed a whole range of IP cameras with *Ipela Engine,* the general term of Sony's integrated signal processing system for high picture quality. It is capable of the industry's first 130dB wide dynamic range in full HD quality at 30 fps. The shooting of high-resolution images in full HD (1920x1080) is now possible through high-speed recording at 60 fps, double that of the standard number of frames until now. With DEPA Advanced, the functions for detection of moving objects, humans and any objects blocking the view among others have been enhanced through an alarm detection function using image processing. With XDNR, clear images can now be created in low-light conditions through the detection and removal of noise within a single frame.

• **Dallmeier** presented a new approach with the *Panomera* multifocal sensor system. Unlike conventional HD and megapixel cameras, which only have one lens, Panomera functions with multiple lenses, each of which has a different focal length. With this novel sensor concept, surveillance can be ensured even for extremely large areas with just a single Panomera system – including permanent recording of the entire image and at the highest possible resolution even at great distances.

According to Dallmeier, with Panomera, a system installed in a single location can provide surveillance over the same area that previously required several (even ultra-high resolution) cameras. This not only helps to increase efficiency when analysing the images, it also helps to reduce costs, particularly with regard to the infrastructure required (masts, cables, etc.).

Megadome 2.

• **Arecont Vision** displayed its *Megadome 2* camera series. Arecont has added a 10 megapixel camera to the current lineup of 1.3, 1080p, 3 and 5 megapixel cameras. Arecont Vision has also added two Wide Dynamic Range (WDR) cameras to the Megadome 2 series at resolutions of 1080p and 3 megapixels. The series provides remote focus, remote zoom, day/night and auto iris capabilities. The newest camera addition includes these features in a 10 megapixel (3,648x2,752 pixels) model that delivers video at seven frames per second. Arecont Vision's Megadome 2 WDR cameras provide a dynamic range of up to 100dB. Combining long and short exposures in the same video frame, the new WDR capability maximizes the amount of detail in both bright and dark areas in the field-of-view. The WDR performance of the cameras represents an up to 50dB improvement (300X) in dynamic range compared to non-WDR cameras.

Other important features of the Megadome 2 camera series include a dual H.264 (MPEG-4 Part 10) and MJPEG dual, on-camera privacy masking and binning mode to improve low-light performance.

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Thermal imaging cameras able to measure temperatures. Monitor critical equipment and protect your perimeter with the same camera.

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Thermal imaging cameras create a virtual security fence. Nuclear plants, petrochemical installations, warehouses, ports and airports, they are all vulnerable to theft or even worse terrorist attacks, and can be protected by thermal imaging cameras. Thermal imagers can detect potential threats for assets and personnel in total darkness, in all weather conditions. You can spot intruders, without being seen yourself.

FLIR Systems offers a full range of thermal imaging cameras for industrial security and surveillance applications. Whatever your needs, FLIR Systems offers you the perfect solution.

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For more information about thermal imaging cameras, please contact:

FLIR Commercial Systems
Luxemburgstraat 2
2321 Meer
Belgium
Tel. : +32 (0) 3665 5100
Fax : +32 (0) 3303 5624
e-mail: flir@flir.com

www.flir.com

Nedap was represented by Sylvie Verbouwe, Peter van Bockstal, Erica Meijer, Essam Al Hamdan and Ido Wentink.

Markus Strubel, Marketing Manager and Albert Unterberger, General Manager, from Securiton GmbH.

Declan Clark, Marketing Executive at Raytec, displayed the CCTV lighting solution Vario.

Acic s.a was represented by Fabrice Foucart, Sales Manager, Jean-Francois Delaigle, Managing Director, and Arnaud Bastide, Head project Division.

Samsung Techwin's Marketing Manager Dominic Jones enjoyed the show.

Thomas Blum, CEO, Eyewatch, together with Samer Mezghani, Engineer at Al-Nahr Company.

Ryan Kawashima, Strategic Marketing Manager and Bruno Winnen, Business group head for Sony Europe Limited were proud of their award for the Best CCTV Product at the Detektor International Awards.

The Finnish lock manufacturer Iloq was represented by Michael Szücs, Sales Director, and Mervi Ukkola, Sales Assistant.

Xtralis was represented by Daniel Krönke, Marketing Manager and Hatem Khalifa, Marketing Specialist Middle East Region.

Lars Waldow, Head of Sales & Marketing, Jan Meiswinkel, Chief Executive Officer, and Juergern Heller from Advancis Software & Service Gmbh.

Access control

Iclass SE Readers.

• **HID** displayed the multi-functional *Iclass SE Readers*, which can be updated with software in order to meet the demands for different card technologies such as EM, Mifare, Desfire, HID Prox, Indala, Iclass, etc. It offers a standards based, technology-independent and flexible identity data structure based on Secure Identity Object (SIO), a new portable credential methodology. SIOs can reside on any card technology, microprocessor-based cards, NFC smartphones, USB tokens, computer drives, and other formats. SIO is device independent, providing an additional layer of security with additional key diversification, authentication and encryption. SIOs are defined using open standards that can support any piece of data, including data for access control, biometrics, vending, time and-attendance, and many other applications.

Bioentry W.

• **Suprema** showed the *Bioentry W*, a fingerprint IP reader featuring vandal-resistant and waterproof structure. With its rugged IP65/IK08 certified protective structure, the Bioentry W is designed for outdoor installations and harsh operating environments.

For outdoor installations, Bioentry W offers dust and water protection by featuring IP65 certified body structure with operating temperature range from -20 degrees C to 50 degrees C. Bioentry W also features IK08 certified vandal proof structure which protects up to 5 joules of impact. The device's rugged housing is made of specialised heavy-duty Lexan resin and its outer shell thickness has been doubled in comparison to most ordinary access readers.

Bioentry W provides network connectivity by TCP/IP and PoE (Power over Ethernet). The device also provides RS485, Wiegand and an internal relay for direct lock interface.

Bioentry W is fully compatible with the Biostar, Suprema's IP based access control management system.

Seos from Assa Abloy.

• **Assa Abloy** displayed many products on its enormous stand. One of them was *Seos*, the world's first commercial ecosystem for issuing, delivering and revoking digital keys on NFC mobile phones.

With Seos, mobile phones can replace mechanical keys and access cards and open doors to homes, hotels, offices, hospitals, universities, industries and commercial buildings. The Seos logotype on locks, mobile applications, access cards and web sites indicates compliance and interoperability with the Seos mobile ecosystem.

Seos is based on open standards and works with all standards-compliant NFC mobile phones. The Seos digital keys are delivered with end-to-end encryption and stored securely on SIM cards, embedded secure elements or Micro SD memory cards. Multiple Seos digital keys for a variety of different locks can be stored on a single mobile phone and remain active even if the phone is turned off or out of battery power.

Seos digital keys will also work with solutions based on the Iclass SE access control platform from HID Global.

Alarm and detection

• **Cias Elettronica** displayed *Sioux*, a fence mounted perimeter intrusion detection system which comprises a multitude of mems type tri-axial accelerometer sensors, organised in sub-systems made up of 1 master sensor and

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info@saltosystems.com - www.saltosystems.com

Genetec presented their latest products within surveillance systems and attracted many visitors.

Dirk Reinders, President of Everfocus Electronics GmbH and Corinna Ortmann, Marketing Manager, enjoyed Security Essen.

Eyevis GmbH, manufacturer of large screen systems, was represented by Sebastian Buchler, Project Manager and Eric Henique, Marketing Manager.

Marketing Manager Conny Meuwissen from Vidicore on the right had an intensive week at Essen.

Milestone Systems had some busy days at the show.

Franz-Josef Eberle, Business Unit Director at Eneo c/o Videor E. Hartig Gmbh was happy to be at Essen.

Frabrice Moscheni and Eugen Sähler from Fastcom Technology S.A.

Antonella Scuderi, Fabrizio Leonardi and Raffaele de Astis from Cias Elettronica with their Best Alarm & Detection product prize from the Detektor International Awards.

CDVI Group had a large team supporting their visitors.

6 slave sensors: each is individual and provides its own signal on a different channel to its master sensor. Each of these sub-systems

Sioux.

is connected, in series with the others, to a central analyser, which will perform additional correlations not possible at the individual master sensors. The detectors are mounted with 5 metre intervals to max 2x350 metres length per controller. By exploiting the capabilities of the mems sensors with respect to the acceleration of gravity it is possible to gain information about the position of the accelerometer in free space. During installation the position of the mems accelerometer will be memorised. If it alters by more than a pre-set, variable number of degrees (e.g. 5°) it will produce a tamper alarm.

• **System Sensor,** part of Honeywell, showcased its new aspiration portfolio at Security Essen with the launch of the *FAAST LT* series. The new detectors offer fire detection for EN54-20 Class C applications where standard methods of detection are not the optimum solution. The launch follows the European introduction of FAAST, Fire Alarm Aspiration Sensing Technology which offers ultra sensitive aspiration detection for mission critical Class A applications.

FAAST LT is designed for use in environments where access or maintenance is restricted, aesthetics are important, or in harsh environments where extremes in temperature, humidity and airflow may cause detector failure or false alarms. Examples include cold storage facilities, warehouses, factories and large public spaces such as airports, churches and museums. As a Class A device, FAAST LT provides high sensitivity detection in small mission critical applications such as small data server rooms.

The new devices combine field-proven laser smoke detection technology with ultrasonic flow sensors and advanced design features for ease of installation and reliable operation in the toughest environments.

According to System Sensor, these stand alone devices can provide an ideal solution for remote applications and multiple device configurations are available with a single channel and dual channel option.

• **Schrack Seconet** presented its *Integral over IP fire alarm system*. The control panel's operating panel is displayed on screen, with the option of message and command mode operation. A multi-layer security concept ensures that non-authorised system access is blocked. Technical data and system requirements are available upon request.

According to Schrack, there are clear advantages for all users: being supplied with vital information at any time in any location in its entirety, to provide a comprehensive overview immediately if required, so that users are instantly in a position to make rapid and clear decisions. IP technology offers the advantage of being able to automatically consult and analyse important system data. This enables users to react immediately when a problem first occurs, but has not yet caused any damage. It is possible to therefore prepare servicing operations effectively and to optimally define their execution.

• **Link** displayed it new active glassbreak detector with EN Grade 4 and VdS C Certification. It is designed to be installed on or in objects which are classified as particularly high-risk by insurance companies, for example jewellery, museums, banks, public buildings and military facilities. The sensor allows the user to monitor up to four glass plates or glass panels for breakage or manipulation such as cutting or drilling. The device is able to detect the drilling action of holes with diameters as small as 10 mm creating access protection and it enables ongoing 24-hour monitoring and reliably prevents false alarms. A fully automatic calibration feature is provided for the monitored glass panels along with potential free outputs, providing the facility to extend for future bus models (e.g. LSn). ■

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Detektor expands circulation with 37,000 copies

Stockholm, Sweden

Europe's leading security technology trade magazine – Detektor International – is expanding its distribution through the launch of its digital format. This means that Detektor International now is sent out to 36,883 readers via email.

"Advertisers in the printed media will gain not only the obvious benefits of additional readers but will also experience a massively increased exposure of their brands", says Lennart Alexandrie, president of AR Media International, the publishers of Detektor International.

"We will reach many new readers who do not already receive the printed version. And of course, also those who do receive the printed magazine will receive the digital version through their email as an added value, giving them the flexibility to read as printed matter or on screen", says Lennart Alexandrie, President of AR Media International, the publishers of Detektor International.

"Advertisers in the printed media will gain not only the obvious benefits of additional readers but will also experience a massively increased exposure of their brands, as the combined total of the printed edition together with that of the digital version will reach 47 000 recipients", concludes Lennart Alexandrie.

Today, Detektor International is one of the leading security trade publications in Europe. The editorial content is focused on the global security market's technology sector. The publication includes details of trends and news in both security technology and relevant corporate related matters.

In addition, Detektor International monitors and attends current security trade fairs from all over the world, and includes articles, product news and industry news related to those events.

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The Definitive Resource for Physical Security Products

This holistic analysis, by independent market research provider Memoori, brings together all the factors that influence the industries future; including technology, finance and the capability to deliver products that meet the customers need to drive more ROI out of investment.

The survey establishes valuable statistics about the business size, together with its structure and shape, as well as geographic distribution across 3 main product segments, Access Control, CCTV / Video Surveillance and Intruder Alarms and then forecasts demand to 2016.

The report offers 139 pages and over 16 charts and tables, that sieves out the facts and draws conclusions, as to what is shaping the future of the physical security industry.

The report is a "must" for professionals who are looking for valuable information about how physical security companies can develop their business through merger, acquisition and alliance.

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14,000 came to Skydd in Stockholm

Some 270 exhibitors and almost 14,000 visitors attended Skydd, the largest security and safety show in Scandinavia, which took place in Stockholm, between September 14th and 17th this year. User-friendly products and apps were perhaps the most significant technology trends at the fair.

"In total, the fair had 13,906 visitors, which is very satisfying given the current economic situation," says Magnus Eriksson, Project Manager for Skydd and Nordic Safety Expo, an exhibition of personal protective equipment which was held in parallel with Skydd.

Fewer than before

Overall, there were about 500 less visitors than the previous Skydd show in 2010 and more than 3,500 less than in 2008.

"I have received many comments. Many exhibitors felt that the quality of the visitors was good. Some of them had reached their business goals after just two days," says Magnus Eriksson.

Some 40 seminars and activities were organised during the fair. There were also several panel discussions, for example on how society should work together in an effective way to solve an upcoming emergency situation or a terrorist attack.

Trends

Security cameras and other products for video surveillance, access control, intruder alarms, fire alarms and integrated systems were some of the product categories that were showcased at this year's Skydd. In recent years, video surveillance has been the most rapidly developing sector within the security industry, and these days HD is almost taken for granted. Several manufacturers are now focusing on image quality rather than simply increasing the number of megapixels. Sony is one such company and at the Skydd show, the company displayed its new cameras with greatly improved wide dynamic range.

Scott Stephenson, Account Manager of Merit Lilin UK Ltd and Steve Liddiard, Sales Manager of Merit Lilin UK Ltd.

Christine Ou, Sales Manager, and Sunny Wu, Sales Manager, together with Robert Shen, Sales Director of Etrovision Technology.

Kristina Tullberg, Marketing manager for the Nordics at Axis Communications enjoyed the Skydd show.

HID displayed its products at Skydd. Violina Gedsheva is responsible for end user market communication.

Apps

Another strong trend was simplicity and ease of use. A good example of this is the Axis Camera Companion, a system that is simple to install and where the end user can access video images via their smartphone or tablet. Simplicity and ease of use also applies to access control systems and solutions based on NFC are becoming more common.

Many companies displayed new apps, for example Milestone, whose app allows users to stream video from their smartphone or tablet to the central VMS system.

The next Skydd show will be held in 2014 and will be over three days rather than four.

security events / preview

4-7 December, Expoprotection, Paris

Can Expoprotection grow?

Expoprotection is the biggest security show in France. The biennial show will be held 4-7 December in halls 7.2 and 7.3, Paris Porte de Versailles.

In 2010, some 23,000 visitors came to Paris for Expoprotection. About 100 presentations were given by 200 speakers and the Risk Management Forum reached an audience of nearly 5,000 people. 750 exhibitor companies presented their latest technological advances with a total of 350 innovations.

Health and safety

This year, Expoprotection is being reorganised around two distinct central points of focus: health and safety. On display in hall 7.2 will be Health – Environment Space – prevention and protection against professional and environmental risks, health and well being at work. In Hall 7.3 there will be a focus on safety and prevention and protection against malicious intent and fire, safety and security for people, goods and information.

Video surveillance products, intruder alarms, fire alarms, access control and integrated systems will be some of the product categories that will be on display in Paris.

Expoprotection is also creating "themed villages" in order to help the show's participants better understand the new challenges associated with the prevention and management of risks, to identify their needs and to provide enhanced content. These new villages are being developed around emerging or critical themes such as counter-terrorism, data theft, noise, road safety, training, passive fire protection etc.

Seminars

With 120 lectures and workshops, Expoprotection will offer a programme designed to deliver the information needed when considering and finalising risk management projects.

Expoprotection will also be staging a Meetings Space in order to increase the opportunities for discussions.

Awards

At the Expoprotection Awards, the most innovative products will receive recognition. The competition jury, comprised of experts, journalists, users and opinion leaders, will award three trophies for each category.

In 2010, some 23,000 visitors came to Paris for Expoprotection.

Visitor numbers decreased

The Expoprotection visitor numbers decreased from 24,985 in 2008 to 23,000 in 2010. This year, it will be interesting to see if there will be an upswing in visitor numbers or if the decline will continue.

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In January this year, 19,591 visitors from 106 countries attended Intersec, which was an 18 percent increase on the previous show in 2011.

Intersec, January 15–17 2013

Intersec set to see 1,000 exhibitors

Dubai, U.A.E

In 2012, 910 exhibitors from over 50 countries came to the Dubai International Convention and Exhibition Centre. Now, the organisers of Intersec 2013 have their sights set on reaching the 1,000 exhibitor milestone.

In January this year, 19,591 visitors from 106 countries attended Intersec, which was an 18 percent increase on the previous show in 2011. It was the best result ever for Intersec.

Intersec is due to take place at the Dubai International Convention and Exhibition Centre, Dubai, UAE from January 15–17, 2013. It is the region's largest and most representative trade platform for safety, security and policing is expected to be 10 percent larger than the previous edition.

Support of local authorities

According to Epoc Messe Frankfurt, organisers of Intersec, the continuing growth of the trade exhibition can be put down to the burgeoning safety and security industry worldwide and the ongoing support of local authorities such as Dubai Police, Dubai Police Academy and UAE Civil Defence.

Ahmed Pauwels, Chief Executive Officer, Epoc Messe Frankfurt, organiser of Intersec, stated: "We have strategically aligned the exhibition and conference with the perceived needs of the region's security, safety and protection industries. The growth of the Dubai edition reflects the regional marketplace and we will continue to explore avenues which will help to further cement Intersec's position as the leading trade fair of its kind for this industry."

Four sections

Intersec is divided into four sections, namely Fire & Rescue, Safety & Health, Homeland Security & Policing and Commercial & Information Security. The Fire & Rescue section covers products and services within fire prevention and protection, firefighting equipment, emergency alarm and warning systems and rescue equipment.

The Commercial Security and Information Security section covers control & surveillance equipment, access control, monitoring & recording systems, and information security.

The Safety & Health section covers personal protection equipment (PPE), environmental protection at work, safety at work equipment and health at work.

Finally, within the Homeland Security & Policing section, which more than doubled for the 2012 edition Dubai Police and Dubai Police Academy have already confirmed their participation. The sector focuses on electronics, laboratory equipment and forensic science, logistics support equipment, mine clearance/bomb disposal, optics, physical security & detection.

The Homeland Security section has been further enhanced to include perimeter security and surveillance products as well as an increased focus on aviation security.

Competitions and conferences

Also running alongside Intersec is a growing number of fringe events and features. The 2013 edition will feature the 4th edition of the UAE Firefighters Challenge (formerly UAE Firefit Championships) which will see countries from the GCC and Europe compete in a range of tasks simulating real to life fire rescue experiences.

The 2013 conference series will feature: a Fire Safety Forum; the 2nd Global Network Conference on Emergency Medicine, supported by the European Society for Emergency Medicine (EuSEM) specifically targeted towards emergency physicians, nurses and technicians; and a Forum for Fire Safety in the Petrochemical sector. ■

Year	No. of exhibitors
2007	630
2008	800
2009	710
2010	717
2011	817
2012	909

Security Events Calendar

November

23-25 November
Security Exhibition
Vicenza, Italy
Venue: Vicenza Fairground
Organizer: Vicenzafiera
Tel: +39 0444 969850
Fax: +39 0444 969000
E-mail: Ada.Tessaro@vicenzafiera.it
Internet: www.vicenzafiera.it

27-29 November
Future Defence & Security 2012
Stockholm, Sweden
Venue: Stockholmsmässan
Organizer: Stockholmsmässan
Tel: +46 (0) 70 790 1039
Fax: +46 (0) 8 50 593 925
E-mail: info@fdsnordic.com
Internet: www.fdsnordic.com

December

4-7 December
Expoprotection
Paris, France
Venue: Porte de Versailles, Halls 7-2 and 7-3
Organizer: Reed Expositions France
Tel: +33(0)1 47 56 51 49
E-mail: beatrice.panizza@reedexpo.fr
Internet: http://www.expoprotection.com

9-11 December
IFSEC & OSH Arabia 2012
Riyadh, Saudi Arabia
Venue: Riyadh International Conference and Exhibition Centre (RICEC)
Organizer: UBM
Tel: +44 (0) 20 7921 8057
E-mail: kristan.johnstone@ubm.com
Internet: www.ifsecarabia.com

2013

15-17 January
Intersec
Dubai, UAE
Venue: Dubai International Convention and Exhibition Centre
Organizer: Messe Frankfurt
Tel: +971 4 389 4500
Fax: +971 4 358 5511
E-mail: intersec@uae.messefrankfurt.com
Internet: www.intersecexpo.com

February

20-23 February
KIPS 2013
Kyiv, Ukraine
Venue: IEC (International Exhibition Centre)
Organizer: ITE
Tel: +44 (0) 20 7596 5170
E-mail: ilya.sobolev@ite-exhibitions.com
Internet: www.en.kips.com.ua

27 February -1 March
Cardex Ukraine
Kyiv, Ukraine
Venue: IEC (International Exhibition Centre)
Organizer: ITE
Tel: +44 (0) 20 7596 5170
E-mail: ilya.sobolev@ite-exhibitions.com

March

6-8 March
SECON Exhibition & Conference 2013
Seoul, South Korea
Venue: KINTEX
Organizer: SecurityWorld Magazine, Boannews Daily
Tel: +82-2-719-6931, **Fax:** +82-2-715-8245
E-mail: second@boannews.com
Internet: www.seconexpo.com

6-9 March
Security Expo
Sofia, Bulgaria
Venue: Inter Expo Center
Organizer: Inter Expo Center
Tel: +3599644272, **Fax:** +359 9655231
E-mail: iec@iec.bg
Internet: www.iec.bg/en/event/24/security-expo

12-13 March 2013
Sectech Oslo
Oslo, Norway
Venue: Oslo Kongresssenter
Organizer: AR Media
Tel: +46 (0)8 556 306 80
E-mail: deniz.baykal@armedia.se
Fax: +46 (0)8 19 10 11
Internet: www.sectech.nu

13-15 March
AIPS 2013
Almaty, Kazakhstan
Venue: Atakent Exhibition Centre
Organizer: ITE
Tel: +44 (0) 20 7596 5170
E-mail: ilya.sobolev@ite-exhibitions.com

April

2-4 April
Global Security Asia
Singapore
Venue: Suntec Singapore International Convention Centre
Organizer: GSA Exhibitions Pte Ltd
Tel: +65 6392 5328
Fax: +65 6392 3098
E-mail: yeowkuen@globalsecasia.com
Internet: www.globalsecasia.com

3-5 April
Sicur Latinoamerica
Santiago, Chile
Venue: Espacio Riesco
Organizer: IFEMA and FISA
Telephone: +34 91 722 53 39
E-mail: sicurchile@ifema.es
Fax: +34 917225805
Internet: www.internacional.ifema.es

9-12 April
ISC West
Las Vegas, USA
Venue: Sands Expo & Convention Center
Organizer: Reed Exhibitions
Telephone: +1 203 840 4800
E-mail: inquiry@reedexpo.com
Fax: +1 203 840 5805
Internet: www.iscwest.com

15-18 April
Mips 2013
Moscow, Russia
Venue: Expocentre
Organizer: ITE
Tel: +44 (0) 20 7596 5170
E-mail: ilya.sobolev@ite-exhibitions.com
Internet: www.mips.ru

15-18 April
Cardex Moscow
Moscow, Russia
Venue: Expocentre
Organizer: ITE
Tel: +44 (0) 20 7596 5170
E-mail: ilya.sobolev@ite-exhibitions.com

24-25 April
Counter Terror Expo
London, UK
Venue: Olympia
Organizer: Clarion Events
Telephone: +44 (0) 20 7384 7776
E-mail: philip.hunter@clarionevents.com
Internet: www.counterterrorexpo.com

24-26 April
Secutech
Taipei, Taiwan
Venue: Taipei Nangang Exhibition Center
Organizer: Messe Frankfurt
Telephone: (886)-2-2659-9080 ext. 777
E-mail: veronica.chen@newera.messefrankfurt.com
Internet: www.secutech.com

May

29-31 May
Lock China 2013 & China Safes 2013
Guangzhou, China
Venue: Pazhou Poly World Trade Expo Center
Organizer: Arrangör
Telephone: + 86 2022071825
E-mail: sales6@grandeurhk.com
Fax: + 86 2082579220
Internet: www.lock-china.net

September

17-19 September
SecurityUser Expo
Copenhagen, Denmark
Venue: TAP1
Organizer: AR Media
Tele: +45 3691 5353
E-mail: info@securityuserexpo.com
Internet: www.securityuserexpo.com

24-27 September
Asis International
Chicago, USA
Venue: McCormick Place
Organizer: Asis
Telephone: +1.703.519.6200
E-mail: asis@asisonline.org
Fax: +1.703.5191.6299
Internet: www.asis2012.org

October

8-10 October
CIPS Central Asia
Tashkent, Uzbekistan
Venue: Uzexpocentre
Organizer: ITE
Tel: +44 (0) 20 7596 5170
E-mail: ilya.sobolev@ite-exhibitions.com

Detektor International takes no responsibility for any changes to the details of the above mentioned events. Please always contact the organisers in each case to confirm the dates and venues.

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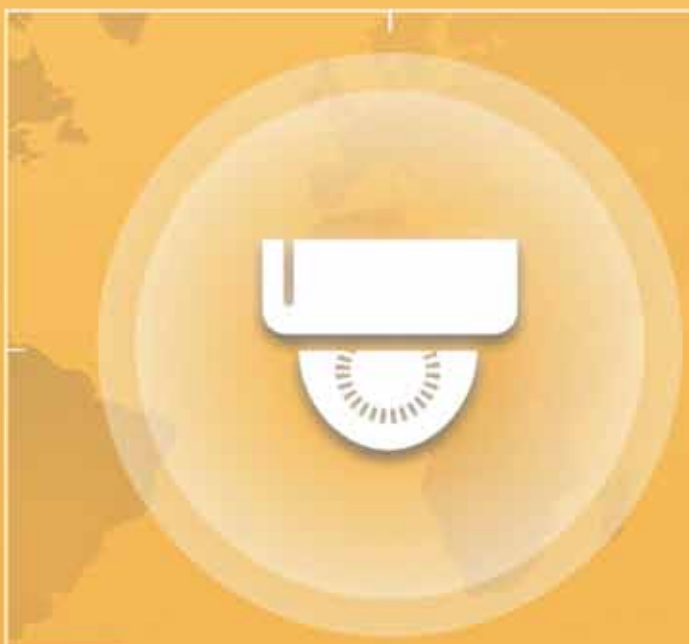
January 15 - 17, 2013

Dubai, UAE



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CCTV

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Building SX-1, Glaslaan 2
PO Box 80002, 5600 JB Eindhoven
The Netherlands
Tel +31 40 2577110
Fax +31 40 2577119
Wendy.Kleuskens@nl.bosch.com
www.boschsecurity.com

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Albert-Einstein-Straße 1
D-46446 Emmerich am Rhein,
Germany
Fon +49 2822 9394 0
Fax +49 2822 9394 95
info@everfocus.de
www.everfocus.de

Global Sources/China Sourcing Fair: Security Products
22/F., Vita Tower, 29 Wong Chuk Hang Rd., Aberdeen, Hong Kong
Tel +852-81997308
Fax +852-81997628
www.globalsources.com
service@globalsources.com

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Fax +49 (6302) 9816-190
info@mobotix.com
www.mobotix.com

Flush-Mount Ball Camera
Out of this world protection
Superior Electronics Corp.
Tel: 886-2-2378-6161
Fax: 886-2-2378-6163
info@superior-elec.com
www.enforcer.com.tw

Integrated Systems

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Solkraftsvägen 12
135 70 Stockholm, Sweden
Tel +46 (0)8 798 1860
Fax +46 (0)8 798 1869
info@fatum.sew
www.fatumproducts.com

Network Video Surveillance

QNAP Security
21F, No. 77, Sec. 1 Xintai 5th Rd.,
Xizhi City, Taipei County 221,
Taiwan
Tel +886 2 8698 2000
Fax +886 2 8698 2270
nvr@qnap.com
www.qnapsecurity.com

Perimeter Protection

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Tilzes str. 38, 91112 Klaipeda
Lithuania
Phone +370 46 441195
Fax +370 46 412231
forteza@forteza.com
www.forteza.com

outdoor protection
our profession
Via Gadames 91, 20151 Milan, Italy
Tel +39 02 380 701
Fax +39 02 308 80 67
www.sicurit.com, export@sicurit.it

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Czech Republic
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