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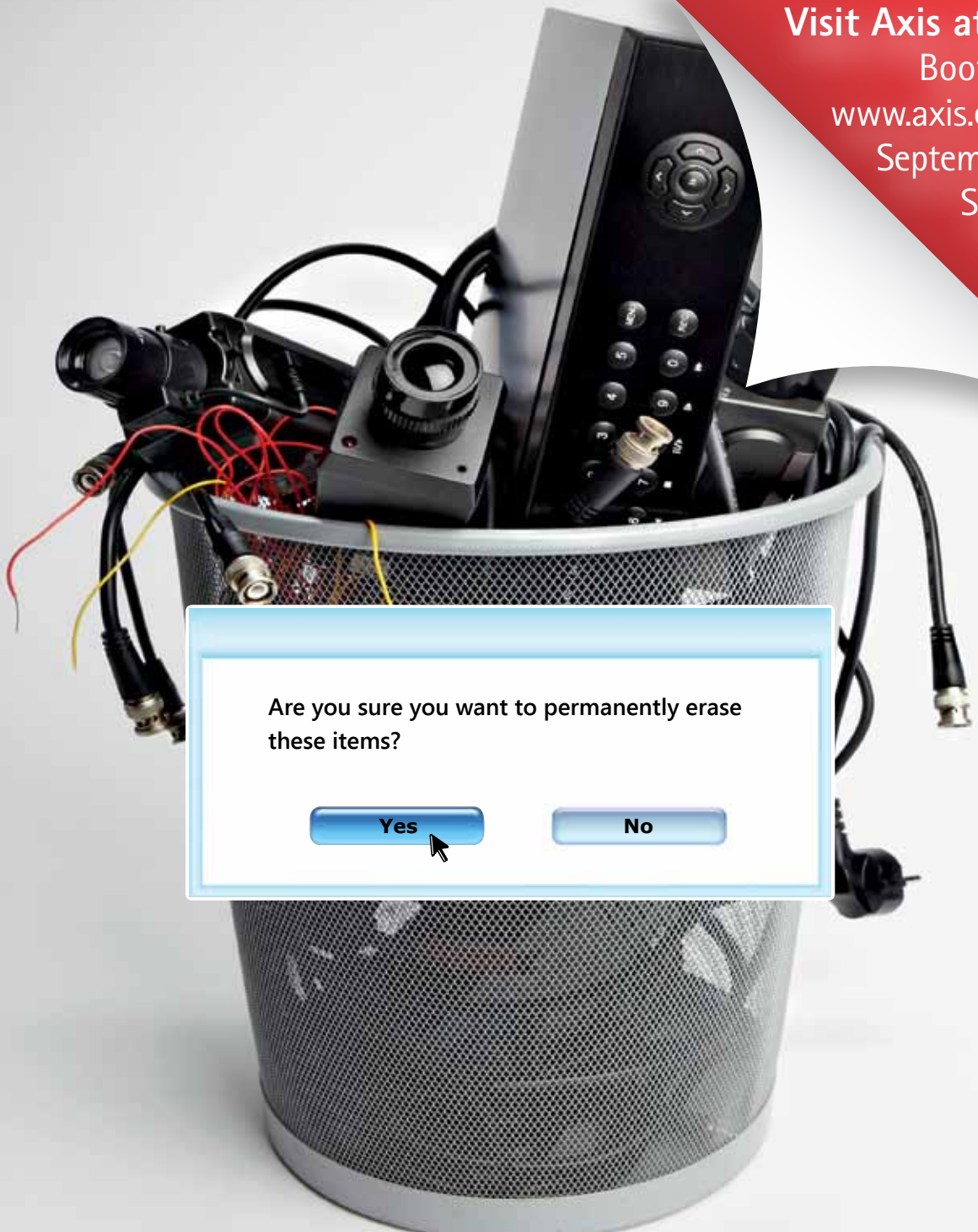
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Henrik Söderlund, Editor-in-chief

Ease of use takes top priority

As IT increasingly has become a vital part of the security industry, usability and simple, smart solutions has gained traction. Usability, apps, remote access and simplicity; they are all associated. Usability means many things. It is about thinking how and why people use a certain product. What are the user's goals? Ease of use also relies on feedback from the user, not only the expertise of the manufacturer. The electronic security business has traditionally been driven by the suppliers rather than the buyers. This is changing and the fact that ease of use often takes top priority is a proof of this ongoing transformation.

Smart, simple solutions was perhaps the major product trend at this year's Ifsec in Birmingham, where an increasing number of security applications connected to smart phones was on display. There were also many demonstrations of solutions based on NFC (Near Field Communication) and a multitude of user-friendly apps. The same thing is expected in the next major upcoming security show: Security Essen, 25-28 September.

In this issue, Detektor explores some of the main trends for access control. One of them is NFC. According to Senior Research Analyst Blake Kozak, IMS Research, as the access control industry moves forward, there will be a greater emphasis on flexibility and offerings. "NFC and access control as a service will not be used by every end user; however, there the ability for all these devices and technologies to

work seamlessly is the future of access control", he says.

The winners of Detektor International Award will be presented with their awards at the Security Banquet during Skydd in Stockholm on the evening of September 19th. Ease of use is a main benefit for many of the nominated products. For example, the multi-functional Iclass SE Readers from HID can be updated with software in order to meet the demands for different card technologies and the Axis Camera Companion takes away the need for a central DVR, NVR, PC or server – all video is stored in the cameras and the end user can access the cameras through his tablet or smart phone. Raytec's Vario LED lighting for CCTV systems comes with interchangeable lensing and a hand held remote control, which makes it easy to use.

Detektor International has also recently met up with Massimo Grassi, Stanley Black & Decker's European President for security to discuss the integration of Niscayah and the future. He says, with Niscayah the company has an extraordinary opportunity to build a pan European leader in security. On September 12, Niscayah will change the brand name to Stanley Security Solutions. This means Stanley will become a player of great importance, not only in America but also in Europe.

Another interesting fact in this issue is that Hikvision is the new market leader for video surveillance equipment and that Axis has become the new market leader for security cameras (including analogue as well as network cameras).

THE NEWS PORTAL FOR THE SECURITY INDUSTRY



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Stanley Black & Decker's European President for security, Massimo Grassi.

"Niscayah was an ideal acquisition"

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Access control – Moving towards open standards and interoperability

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Ifsec still standing strong

This year Ifsec in Birmingham attracted some 24,933 visitors, which was slightly less than in 2011. Video surveillance products and solutions dominated and the most noticeable trend was perhaps simplicity and solution-oriented products.

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The biggest security event in 2012

Security Essen celebrates its 20th anniversary on 25-28 September. More than 40,000 visitors are expected to the twelve exhibition halls of the Messe Essen.

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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 EtherWAN, Detektor Security Academy will explain how Power over Ethernet (PoE) can save money, increase the security level and simplify the installation of IP surveillance equipment. This is the fourth article within Detektor Security Academy.

PoE means passing electrical power on Ethernet cabling, along with data. The IEEE standard for PoE requires Category 5 cable or higher for high power levels.

Effective IP surveillance with Power over Ethernet

– the practical knowledge about PoE compatibility and quality testing

Power over Ethernet technology describes a system to pass electrical power over Ethernet cabling, along with data. This means that a network device can be powered and operated using the same cable as for network connection, eliminating the need for power outlets close to an IP camera, for example. However, in order to save money on installation and increase the security level by using PoE, it's important to keep certain key points in mind when dealing with the technology. This article will guide you through equipment and standards within PoE that will help you succeed in the field.

Power over Ethernet, or PoE, is not a new technology and it's already widely utilised in networking, for example in IP phones, wireless AP's and IP cameras. The first successful design and imple-

mentation of a proprietary PoE system was accomplished by Cisco in the year 2000. Their technique of putting 48V DC power on the LAN data cable along with the data traffic helped them overcome their customer's objections to wall adapter powering – and in the end also helped them to sell a lot of VoIP phone systems.

This fourth article within Detektor Security Academy will, with the help of EtherWAN, explain the most important facts that everyone dealing with PoE should know.

The PoE scheme

In a PoE scheme, two different types of devices are involved:

power sourcing equipment (PSE) and powered devices (PD). A PD is a PoE enabled network end device, such as an IP security camera, equipped to accept low voltage power transmitted over Ethernet cabling.

A PSE on the other hand, is a device that provides ("sources") power to the Ethernet cable. Power is supplied in common mode over two or more of the differential pairs of wires found in Ethernet cables and comes from a power supply such as an Ethernet switch. There are two types of PSEs which can add PoE to your network: endspans and midspans. Endspans are Ethernet switches that include the power over Ethernet transmission circuitry and are commonly called PoE switches. Midspans are power injectors that stand between a regular Ethernet switch and the powered device, injecting power without affecting the data.

IEEE standards

In June 2003, the IEEE working group released the ratified IEEE 802.3af PoE standard. It provides up to 15.4W of DC power (minimum 44V DC and 350mA) to each powered device. The maximum current of IEEE 802.3af is

360mA. The output voltage range of IEEE 802.3af is from 44V DC to 57V DC.

In 2010, IEEE ratified a new PoE standard, 802.3at, which provides 30W of DC power to the PD. The maximum current of IEEE802.3at is 600mA. The output voltage range varies from 50V DC to 57V DC. The IEEE 802.3at standard is also known as PoE+ or PoE plus.

The four PoE phases

Every PSE is responsible for managing four basic aspects (or phases) of PoE:

1. PD detection
2. PD classification
3. Power-up
4. Power-removal

PD detection and PD classification are carried out through complex signaling protocols which make sure that power is delivered to the PD according to the classification. It prevents powering when no PD is connected and assures prompt power removal when a PD is disconnected. The protocols also maintain a stable DC current flow at all voltage levels. A PoE enabled PSE provides a low



A PoE enabled IP security camera is an example of a powered device (PD) equipped to accept low voltage power transmitted over Ethernet cabling.

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power signaling mechanism that constantly monitors for a 802.3 powered device (PD) to appear at the end of the LAN cable. If a non-powered network device is connected, the PSE can function just as a non-PoE and perform an “ordinary” link to the networked device. However, if an 802.3 PD is connected, the PSE will quickly recognise this and begin the process of powering it up.

Cables

The IEEE standard for PoE requires Category 5 cable or higher for high power levels, but can operate with Category 3 cable for low power levels. But still, even high quality outdoor Category 5 cable is much cheaper than USB repeaters or AC wire.

Fault protection

To minimize the possibility of damage to equipment in the event of a malfunction, the more sophisticated PoE systems employ fault protection. This feature is good to have and shuts off the power supply if excessive current or a short circuit is detected.

UPS

PoE can increase your security level through a so called central UPS (Uninterrupted Power Supply) in the monitor room or central control room where the PoE Ethernet switch is located.

In case of a power outage, critical networking devices will become inoperable unless they are protected by a UPS with battery backup. Having the networked equipment distributed throughout your building or campus requires the distribution of several UPS systems. With PoE, a single, centrally managed UPS can be used to supply backup power to your PSE equipment. All the distributed

[illegible]

In EtherWAN's quality assurance lab every PSE needs to pass the PSE Conformance Test Suite offered by Sifos Technologies.

PD networking devices can then receive battery-backed power even in power outages.

Centrally managed power also enables remote shutdown or remote reset capabilities. Through managing a PoE-enabled LAN switch via a web browser or by SNMP, remote networking devices can be easily reset or shut down saving the time and expense of dispatching a technician.

PSE Conformance Test is important

Despite the various requirements described for PD detection signaling in the 802.3 specification, there is considerable room for design variation. In practice, detection pulses and detection measurement schemes do vary significantly across PSE interface technologies. The 802.3at specification leaves considerable room for implementation dependent behaviours. Additionally, many vendors of PSE will choose to go outside the 802.3 specification in ways that will affect the ability to power and maintain pure 802.3at PDs. This high degree of variation adds a number of PoE compatibility issues, such as problems with voltage levels.

PoE challenges design and test engineers a great deal. Evaluating the quality of a PSE comes down to having to work with “smart” multi-channel DC power sources that are activated and deactivated through signalling protocols operating over several power delivery and polarity configurations. The application and management of DC power over multiple local area network connections must be completely transparent, safe, non-destructive, and non-disruptive to the traditional data transmission

behaviours of those network connections and associated network equipment.

EtherWAN, for example, has over ten years of PoE Ethernet switches design experience, and in the quality assurance lab every PSE needs to pass the PSE Conformance Test Suite offered by Sifos Technologies. The test suite for 802.3at produces up to 115 test parameters depending upon PSE capabilities. These parameters are measured in 23 distinct tests that cover over 95 percent of the PSE PICS (conformance check list items) in the IEEE 802.3at specification. The test is widely used throughout the networking community as the industry “norm” for PSE specification compliance.

Due to the fast pace of this sector, with most equipment having a realistic lifespan of around five years, it is most important to buy a fully qualified system. If you buy equipment which is not fully conformant to IEEE 802.3at or IEEE 802.3af, you might end up having to deal with a real nightmare in the future. ■

Word list

- **Ethernet** – Ethernet is a family of computer networking technologies for local area networks (LANs) commercially introduced in 1980. Standardised in the IEEE.
- **Cat 5** – Category 5 cable (Cat 5) is a twisted pair cable for carrying signals. This type of cable is used in structured cabling for computer networks such as Ethernet. It is also used to carry other signals such as telephony and video. This category guarantees speeds of up to 100 megabit per second.
- **IEEE** – The Institute of Electrical and Electronics Engineers is the world's largest professional association dedicated to advancing technological innovation and excellence.
- **UPS** – An uninterruptible power supply is an electrical apparatus that provides emergency power to a load when the input power source, typically mains power, fails.
- **Phantom power** – A technique used to allow the powered pairs in an Ethernet cable to also carry data.
- **Injector** – An injector is used to power PoE devices on a standard Ethernet line that is not PoE.

A few of the advantages with PoE

- Equipment can be placed in the most optimal location instead of choosing one where power is available.
- Network installations can be accomplished cheaper, easier and faster.
- Network changes, such as adding, removing or moving something, can be made much easier.
- Using a PoE infrastructure enables centralised power management capabilities for critical network devices.
- PoE can be used in security applications where USB or AC power is unsuitable, inconvenient or too expensive to use.

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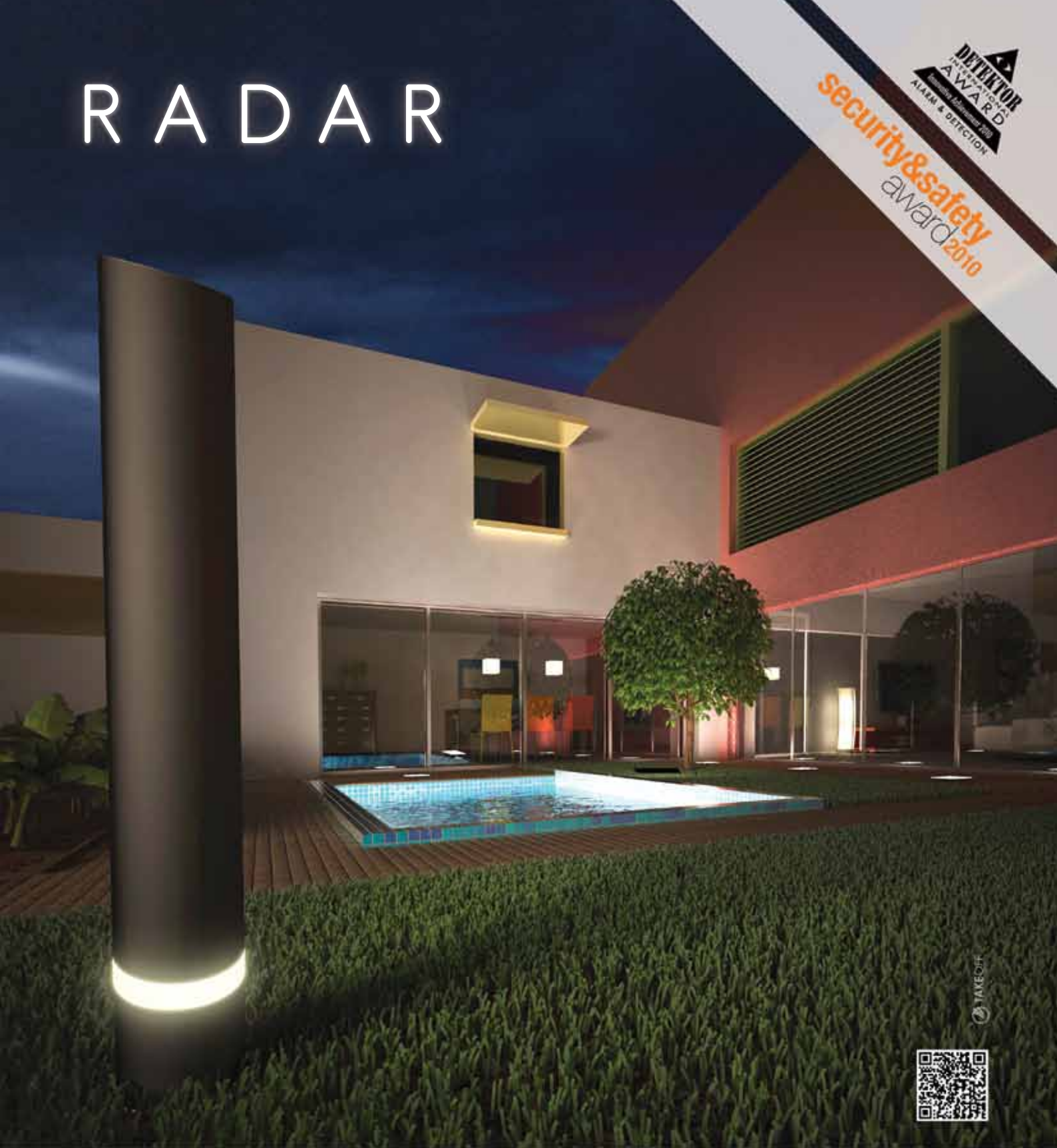
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PGE Arena

Capacity: 44 000.

The following Euro 2012 matches were played at PGE: Spain-Italy, Spain-Ireland, Croatia-Spain and the quarterfinal between Germany and Greece.

Spectacular Euro 2012 stadium with 440 cameras

The European champions Spain started the Euro 2012 football championship with a prestigious match against Italy at the PGE Arena Gdansk on June 10. The newly built amber inspired stadium has capacity of 44,000 spectators and it is also the arena with the most security cameras – 440 pieces.

By Henrik Söderlund

The European football championship is the world's third largest sporting event. This summer's tournament was hosted by Poland and Ukraine. As usual, several large stadiums were built for the tournament. One of the most spectacular is the PGE Arena in Gdańsk, Poland. Gdańsk is known as the world capital of amber and it is the gold shimmering stones that gave rise to the stadium's design. Its construction began in 2008 and the home team Lechia Gdańsk played their first match at the PGE in August 2011. During the Championships, three group matches and the quarter-final between Germany and Greece were played here.

440 security cameras

The arena has 440 network cameras. This can be compared with 92 cameras at the Allianz Arena in Munich, where the Champions League final was played, 95 cameras at the Amsterdam Arena

and 140 at Arsenal's Emirates Stadium. But it is not only the number of cameras that distinguishes the PGE Arena from many others. On the infield, eight cameras have been mounted on height-adjustable poles. The cameras are directed towards the lower grandstands. Initially, the idea was to use 16 poles, but Andrzej Mierzejewski from Instel MM, who designed the camera system, wanted to deploy as few poles as possible.

"I managed to persuade the client that we should wait for the new Bosch Autodome HD1080 cameras. Without them there would have been 16 poles, but now everyone is happy with the result", he says.

The angle was a challenge

Two poles are placed on each side of the pitch. They are complemented with ten cameras which are mounted on the inside of the roof facing into the stadium. The only part of the pitch and the

stands that the cameras do not cover is the center circle.

According to Andrzej Mierzejewski, camera angles were one of the major challenges. If the cameras were placed too high, it would have been difficult to be able to identify a person.

This is when the idea of placing cameras on poles was born. The poles can be lowered to a height of just 1.5 metres with the cameras shooting straight towards the grandstands, making it easy to identify faces in the audience. Also, as the poles are so short they do not obscure the spectator's view.

Andrzej Mierzejewski also emphasizes the importance of how the cameras were placed in relation to the entrance barriers. With a 15 degrees angle of view, the cameras can identify a spectator wearing a cap, however, if the angle had been at 25 degrees, identification would not have been possible, and if the angle had been at 30 degrees, the camera would not have seen the face at all.

In addition to 20 Bosch Autodome 1080s, both Bosch Autodome IP Dinion and NWC800 cameras are being used at the stadium. The camera system at PGE is the largest IP camera system that Bosch has installed in a European stadium.



On the infield, eight cameras have been mounted on height-adjustable poles.



The PGE Arena has capacity of 44,000 spectators.



Each of the four operators works with six screens and uses the Bosch Video Management System.

Four operators

Situated over the top of the grandstands there are several control rooms and this is where the camera operators are located. Each of the four operators works with six screens and uses the Bosch Video Management System. Every operator is responsible for a specific area of the stadium, and in addition to controlling the cameras and monitoring the entries, they are able to open and close the gates to the parking lot outside of the stadium. The PGE Arena has been in operation for about a year and no major security incidents have occurred, neither at the Euro 2012 events or at the home team, Lechia Gdańsk, matches. When a spectator threw a banana at a player, it took only six minutes for the security personnel to identify the culprit.

Perimeter

The arena is divided into two security zones, one internal and one external. The external zone stretches from the arena to the encircling fence. It encompasses the stadium parking with 2,171 parking spaces and space for 74 buses. A total of 178 security cameras are mounted outside of the stadium and monitors the parking vicinity. ■

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Will the real cloud security please stand up?

I have attended a number of tradeshows through the first half of 2012, and it's clear to me that many people still don't understand the difference between real Cloud solutions, and products that merely connect to the Internet. It's equally clear that many vendors are actively confusing the market.

By Steve Van Till, President and CEO, Brivo Systems

Let's begin by reminding ourselves what the Cloud is all about. At a bare minimum, "Cloud" unequivocally implies "hosted". You can check this with the US National Institute of Technology and Standards. They have published the most widely accepted and universally referenced definitions of Cloud technology (NIST SP 800-145), and every one of them includes the concept of hosting.

In practical terms, this key definition excludes systems that merely support connections to the Internet for remote access. Think about it: if remote access equals Cloud were true, your PC from 1995 with an AOL account would have qualified as a "Cloud system". In our industry, IP-based security products connected to the Internet solve many important problems, but they are not Cloud products in and of themselves. Saying otherwise is confusing and a disservice to our customers.

A common offender in this regard is the new breed of IP security appliances – not the products, but the marketing. Let me state that I fully believe there is an important niche for products with an appliance architecture. For end users who simply can't wrap their heads around the Cloud, it's a comfortable alternative to the complexity and expense of legacy server designs. But making the leap from a local device that

can be remotely accessed through holes in the customer firewall to saying this is a "Cloud based system" is a big stretch indeed.

A second point of distinction: simply moving a software application from a local server to a 3rd party data centre does not make it a Cloud application. It is commonly accepted that Cloud systems are defined by multi-tenancy, metered usage, rapid provisioning, and massive scalability. Think about it this way, if you have a server with an old application architecture, and you move it 1,000 miles to someone else's data centre, have you transformed it into a Cloud application? No. You're just playing hide-the-server. And it won't magically support thousands of end user organisations (scalable, multi-tenancy) or suddenly be any faster for new users to provision.

Common offenders I witnessed at recent tradeshows were typically old-line software systems that needed a fresh coat of virtual paint to get ready for the ball... I mean show. In one of the worst examples I saw this spring, one company claimed to be offering a security system "using Cloud-based protocols". Uh – that's just good old IP. While I have to credit their PR agency for working the term "Cloud" into their press release, it turns out that this was just an old-fashioned case of remote access. As much as anything else,



Steve Van Till, President and CEO, Brivo Systems.

these types of headlines indicate just how hungry marketing departments are to force the word "Cloud" into their publicity and literature. It's no wonder customers are confused.

So, where are the real Cloud applications? By category, the biggest emerging group is in video surveillance, variously known as hosted video or Video Software as a Service (VSaaS). Many of these are true Cloud applications because they are: a) hosted, b) multi-tenant, supporting numerous customers in a single instance, c) massively scalable, and d)

sold per-camera-per-month as a metered service. There were many of these at the shows I attended and this whole area of the industry is still shaping up in terms of pricing, features, and market fit.

My hope is that as customers become better educated about the Cloud, we will see less misapplication of term. Remember: it is our job as providers to demonstrate leadership and help them along. For further clarification on the definition of the Cloud, we have made a short, informative and entertaining video: <http://bit.ly/brivo> ■



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Stanley Black & Decker's European President for security, Massimo Grassi:

"Niscayah was an ideal acquisition"

Stanley Black & Decker today has a 3.2 billion dollar security division with global presence. The last year's 1.2 billion dollar acquisition of Niscayah has added business in high level security verticals like banking. Detektor met up with Stanley Black & Decker's European President for security, Massimo Grassi, to discuss the integration.

"Niscayah has been a dream for us for a long time. It was an ideal acquisition for us to become a pan European player", he says.

By Henrik Söderlund

Stanley Black & Decker acquired Niscayah in September 2011. A few months earlier, Securitas made a bid for Niscayah. The payment was in Securitas shares and when the banks and stock markets began to sway shares fell and suddenly the Securitas bid was not worth as much anymore. Stanley Black & Decker made a significantly higher bid than Securitas and Niscayah became part of the American company.

By starting to look at customer needs in the larger geography and combine customers with similar needs across major markets, the company now wants to develop, sell and deliver new offerings. Niscayah will work more with standardisation, become more centralised and develop offerings for small and medium-sized customers.

On September 12, one year after the acquisition, Niscayah will change the brand name to Stanley Security Solutions. The new brand will be introduced in all 14 countries around Europe. According to Massimo Grassi, Niscayah has a good image in the European security market place, while the Stanley brand is not so well known yet. He says: "Globally Stanley is perceived as a good, reliable company while Niscayah is perceived as a very technically skilled company. Our task is to merge the attributes of the brands and give a unique value proposition to our customers."

In 2007, the Stanley Black & Decker turnover was 4 billion dollars. Today it is more than 11.5 billion. The company has three divisions: Construction and DIY, Industrial and Security. Security

constitutes for about 30 per cent of the total sales.

"We started with a 100 million dollar business a few years ago. Through acquisitions we today have a 3.2 billion dollar security division with global presence. It is a nice growth story", says Massimo Grassi.

"We have a nice track record in developing our presence. The other aspect is diversifying by going from just tools, moving to other platforms for growth and particularly security."

"We started with a 100 million dollar business a few years ago. Through acquisitions we today have a 3.2 billion dollar security division with global presence."

You joined the company in 2007 and in September last year you took on the role of President for security solutions in Europe.

"Yes. I am a builder and I like to build things. That is why I think this opportunity with Niscayah is an extraordinary opportunity; to really build a pan European leader in security. We want to leverage Niscayah presence in all countries in Europe. The Niscayah expertise together with the added value we have at Stanley, this was a compelling acquisition for us."

How is the integration going?

"The integration is going as well as it could. We are very satisfied. The



Stanley Black & Decker's European President for security, Massimo Grassi.

biggest surprise so far is that there have been no surprises. Stanley Black & Decker and Niscayah complement each other very well in terms of segments. Niscayah have a very good level of expertise in high level verticals like banking and distribution while Stanley in France and the UK have very good value propositions for small and medium enterprises and retail. The objective now is to make all this available in different countries and try to pick the best of each country in terms of value propositions and processes and make it available for everybody. For us, everything we do starts and ends with customer satisfaction."

What is most important when integrating a company?

"For us, integrating a company is one of our key fields of exper-

tise. We have completed several of them. The last one, Black & Decker, was a complete success. However, there are several key factors to learn. It is important that there is clarity in terms of leadership. Niscayah has been a much decentralised company while at Stanley, we have many centralised processes. One of the challenges as president for this organisation was to make sure there was a match between these big cultural differences. We had a very intense first period with integration meetings.

The ideas and the objectives are very clear. There are no compromises in terms of where we need to go."

Why is standardisation of business offerings so important?

"The product portfolio must be similar in every country; otherwise

we will not be able to position ourselves to successfully serve international key accounts. Also, we will achieve more leverage if we buy the same camera everywhere in Europe. Instead of investing 10 million, we can invest 20 million and the supplier will give us a better price. This is another interesting aspect of standardisation and consolidation."

What is the difference between Stanley Black & Decker in USA and in Europe?

"Our strategy is quite similar. The difference is that in North America, we have a combination of electronic security and mechanical security. In Europe we basically only have electronic security."

Where will you be experiencing the best growth in the future, in the US or in Europe?

"In the short term, probably in the US. Spain is one of our major markets and the situation there is difficult, just as in Italy. 2012 is really not a brilliant year for southern Europe, but I am extremely confident that this company has a great future in Europe as well. The economy will recover one day."

Where in Europe are you experiencing the best growth?

"We are happy that the Nordics are doing a good job. I do not think we are losing market share in southern Europe, but the market is slowing down a bit. So, mainly northern Europe."

What about Eastern Europe?

"We do not have much business there. We are planning to go there, but not now. First we would like to create conditions to make our customers happy and complete a very solid integration."

Before acquiring Niscayah you had offices in France, the UK and Belgium. Which are your three largest markets in Europe today?

"They are France, Sweden and Spain. France is the largest market."

What is your biggest challenge?

"I believe it is to stay focused on the core business. I am not worried. With Niscayah we have not only acquired a strong franchise in Europe, but also a fantastic set of talent. I am very confident of the future; the challenge is probably to remain focused on our objectives without being distracted by other opportunities that we may find."

Talking about opportunities... will you acquire more security companies?

"We would love to – growth is our focus, but not necessarily right now. Acquisitions depend on opportunities. Tomorrow we may have another important opportunity and then we will consider it very seriously. Security is definitely one of the most important platforms for Stanley Black & Decker and we are definitely interested in acquisitive growth. It may happen in a month or in a year, but today my main objective is to successfully complete the integration of Niscayah into Stanley Black & Decker."

How big do you see Stanley Black & Decker's security division in five years time?

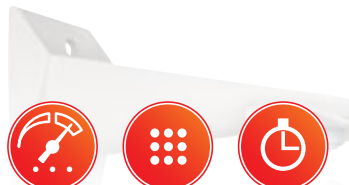
"I believe that security will have an over proportional growth within Stanley in terms of percentage. I would not be surprised if we double our size from 3.2 billion to 5 or 6 billion. Strategically, doubling our size is something that is realistic within 5 years. Security is one of the growth platforms." ■

Stanley Black & Decker security milestones

- 2005** Stanley acquired Security Group, Inc. which was composed of Sargent & Greenleaf, Inc., a medium and high security locks manufacturer, and Safemasters, a North American provider of physical security installation, maintenance and repair services.
- 2006** Stanley acquired Sonitrol and Xmark Corporation.
- 2009** Stanley announced a merger with Black & Decker. It was completed on March 12, 2010 and the size of the company almost doubled.
- 2011** On September 9, the acquisition of Niscayah was finalised.



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City surveillance project drives Indian CCTV market growth

Wellingborough, UK

With a growth rate averaging more than 20 percent over the next five years, India will continue to offer suppliers solid growth opportunities.



City surveillance will be the fastest growing vertical market in India over the next five years. Such city surveillance projects have received much media attention due to their size with projects typically involving thousands of cameras. However, suppliers should not overlook opportunities in other vertical markets. This prediction is made by IMS Research in a new market report.

Since the Mumbai terrorist attacks in 2008, city surveillance has become a high priority for India. Video surveillance equipment has been sold for a number of city surveillance projects in recent years, including Bangalore and Kolkata. Many more city surveillance projects are planned for the future. India has 28 states, most with a capital city and a number of other large cities, and video surveillance is being planned for many of them. Advanced plans for city surveillance are already in place for some, including Surat and Ahmedabad. A large project in Mumbai has been delayed many times, but is now expected to begin in late 2012.

5,000 cameras

According to Jon Cropley, principal analyst from IMS Research, "Planned city surveillance projects have received lots of press coverage

due to their size. Five thousand cameras are planned for Mumbai alone. However, suppliers should not overlook the fact that many other vertical markets will grow quickly. For example, video surveillance revenues for Indian airports are forecast to almost quadruple between 2011 and 2016."

Solid growth opportunities

Unlike the more developed video surveillance equipment markets of Europe and North America, India was far less impacted by the recent economic downturn. According to IMS, with a growth rate averaging more than 20 percent over the next five years, India will continue to offer suppliers solid growth opportunities as more established and mature video surveillance markets continue feeling the impact of economic uncertainty.

BRICs bolster global video surveillance market growth in 2012

Wellingborough, UK

Despite the weak and uncertain economic climate, the world market for video surveillance equipment will grow in excess of 12 percent in 2012. This forecast is made by IMS research in its World Market for CCTV and Video Surveillance Equipment report.

Senior Analyst and report author, Gary Wong, states; "Western Europe is projected to be the largest drag factor impacting global market growth in 2012. The Eurozone debt crisis is expected to depress growth in Western Europe as austerity measures continue to be implemented and a lack of end-user confidence limits video surveillance equipment spend. Spain, Italy and Greece are forecast to be the three slowest growing European markets for video surveillance equipment in 2012."

Strong growth in the BRIC countries

Despite the dampening effect of the Eurozone debt crisis, strong growth is forecast for the global video surveillance equipment market in 2012. Wong states, "The global market will be driven by strong demand for video surveillance equipment in the BRIC (Brazil, Russia, India and China) countries." Infrastructure development in advance of major sporting events in Brazil and a heavy focus on city surveillance



"Western Europe is projected to be the largest drag factor impacting global market growth in 2012."

in China, India and Russia will be key drivers for growth in these countries. Currently the BRIC market is estimated to represent approximately 30 percent of global video surveillance spend. This is projected to increase to more than 40 percent of global spend in 2016. Whilst only low single digit growth is forecast for some of the more established markets for video surveillance equipment, the aggregate BRIC market is forecast

to grow in excess of 20 percent in 2012 (year-on-year)".

Tipping point in 2013

Rapidly increasing traction for network video surveillance equipment in the BRIC countries is forecast to lead to an acceleration to the tipping point, when network video sales will overtake analogue CCTV sales. IMS Research forecasts that the world market for video surveillance equipment will tip in favour of network video in 2013.



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Answers for infrastructure.

Brazilian growth in access control could be higher

Austin, USA

Although Brazil is currently the largest and fastest growing market for access control equipment in Latin America, growth could be much higher if not for some barriers to entry impacting the migration of international security suppliers. A recent study by IMS Research estimates that the Latin American market for access control was worth more than \$116 million in 2011.

Despite the barriers to entry that currently exist in Brazil, the sheer size of the country suggests several opportunities remain compared to other parts of the region.

According to IMS Research, Brazil remains a largely untapped market because of subsidies and local regulations that make it difficult for multinational suppliers to compete on a level playing field, particularly within small-to-medium sized projects.

Knowledge of regulation

The reports suggests that interna-

tional suppliers looking to enter this segment of the market need to consider the following: Brazil has the largest number of local suppliers compared with any other country in Latin America, making for a very competitive and price sensitive market at the low and mid-end. Local projects in Brazil typically incorporate time and attendance and turnstile equipment with securing the entrance being a number one priority. Suppliers looking to enter this market will be required to have knowledge of both equipment types as well as the legal regulations governing this technology. The product portfolio of local suppliers in Brazil is more geared towards edge devices versus traditional access control equipment such as readers, control panels, cards and software. Many of the edge devices are incorpo-



rated into the turnstile and time and attendance equipment.

End-user industries

Despite the barriers to entry that currently exist in Brazil, the sheer size of the country suggests several opportunities remain compared to other parts of the region. While local suppliers of access control equipment have a greater understanding of Brazil's unique complexities, opportunities still exist for multinational suppliers who continue to gain traction in

large turn-key and enterprise level projects. Report author and senior analyst Blake Kozak comments, "Outside of large infrastructure projects such as airports, much of the growth that will occur in the region will take place in end-user industries such as hotels, manufacturing and commercial. For electronic access control, stadia remains a relatively small market and will remain so despite renovations and new construction projects in preparation for the 2014 Fifa World Cup and 2016 Olympic Games to be held in Brazil".

Local presence important

Kozak continues, "as the world's fifth largest country, both by geography and population, the sheer size of Brazil suggests success in the country could underpin future growth opportunities elsewhere in the region. Suppliers who can establish a local presence, competitive pricing and a detailed explanation of the benefits and services that come with access control equipment will be best positioned to take advantage of these growth opportunities".

Security systems integrators unsure of IT distributors

Wellingborough, UK

A new report from IMS Research has found that almost 40 percent of North American security systems integrators would prefer to deal with IT distributors when purchasing their IP-based video surveillance products. In Europe this figure surpasses 50 per cent of systems integrators and installers.

Paul Bremner, market analyst at IMS Research comments, "While almost 40 percent of systems integrators would like to use IT distributors, there remains a large percentage that do not. The main concerns are that IT distributors have the knowledge about the networking part of the installation, but many still lack the knowledge of what lenses, housings or physical mounts to use. The other factor

holding back many traditional systems integrators are the legacy security distributors where strong relationships exist and continue to persist."

Better training

Another key finding from the research was that almost 80 percent of North American systems installers said they required better training from their suppliers of IP-based video surveillance products.

"While almost 40 percent of systems integrators would like to use IT distributors, there remains a large percentage that do not."

Also topping the list of additional support required was telephone/web support, demo systems/materials and better software/SDKs (software development kits).

No formal training

Bremner continues, "Systems installers have stated their requirements for better training, support,

and demo systems. Many of these installers will only have taken a general training course for an overview of what the technology offers, while many still have had no formal training what so ever. This knowledge needs to be provided to installers, so that the installers feel more comfortable with IP systems."



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Access Control

– Moving towards open standards and interoperability

The adoption of smart cards continues to grow in Europe, while the Americas has emerged as the fore-runner for Security-as-a-Service and web-based access control systems. On top of that, NFC (Near field communication) is growing and systems are becoming increasingly more open. In this article, Detektor explores the main trends for access control.

By Henrik Söderlund

The world market for electronic physical access control equipment was estimated to be worth about \$2.7 billion in 2011, according to a recent study by IMS Research.

Blake Kozak, Senior Research Analyst at IMS Research says: “The Americas, EMEA and Asia regions each have unique drivers for growth and technology adoption. For instance, EMEA has been the hardest hit by the recent economic climate for traditional access control (readers, cards, panels and software); however, this region was the largest and second fastest growing for electronic locks (which includes digital cylinders, electromechanical locks and mechatronic locks) in 2011 driven by the utilities, commercial and transportation end-user sectors.”

Americas at the forefront

He stresses that the Americas market is at the forefront and is being driven by new technology trends such as access control as a service and NFC. “For Asia, biometric technologies continue to evolve. The biometric reader market in Asia is larger and more mature than the Americas and EMEA markets due to the large number of local suppliers and their widespread use in access control as well as applications such as national identification and banking and ATM authentication, for example”, he says.

In general, the usage of RFID smartcard based units is growing and this includes both online readers, semi online readers, as well as offline systems. Also, the usage of NFC phones is growing fast and many experts within the industry forecast it will continue to grow. The access control market is driven not only by security issues, but also by convenience and cost efficiency and the new technologies are cheaper and more easy to use than classic cylinders and keys.

In the last couple of years, logical and physical access control has started to converge. Theoretically, the difference between logical and physical access control is not very big.

Logical and physical access control

In the last couple of years, logical and physical access control has started to converge. Theoretically, the difference between logical and physical access control is not very big.

It is all about giving access



Blake Kozak, Senior Research Analyst at IMS Research.

either to a physical door or a gate or to a logical or virtual item like a laptop for example. The target for both is to secure valuable assets and people or intellectual property or goods of any kind.

Solutions for the world of physical access control, like RFID, have been around on the market for a long time, while the IT industry has been set on the PKI (public key infrastructure) solution that for years, for cost and security reasons, has been built round a contact chip.

Today, these worlds are merging and it is possible to make an RFID as safe, if not safer, than a contact chip. Consequently, there is a movement towards using more RFID.

Many companies believe it is more secure to combine logical and physical access in one management system. For example, if a person does not have entry authority for a door into a server room and this is logged in the system, he or she should not get access to log in to the IT system.

Cost is another factor: it is cheaper for a company to handle one card internally for both worlds.





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High-end applications

Blake Kozak says that the convergence of logical and physical access control remains limited to niche and high-end applications such as banking and government. "However, the trend toward physical and logical access control convergence could see more growth with the increased uptake and interest of NFC and the continued partnership of IT and building security organisations. It may also be the case that only a selected few workstations and terminals within an end-user site would have logical access control, rather than every employee. For example, the healthcare records that are stored digitally at a hospital may have the need to converge logical and physical access control, while an interns/volunteer computer terminal may not have that high security need", he says.

Interoperability

In recent years, there has been a growing trend towards interoperability between different smart card technologies and with interoperability, the end user is given a future proof solution.

Blake Kozak says: "Multi-protocol smart card readers represent a small but growing percentage of reader units, for example, an Iclass reader that can also read Mifare. These readers offer an advantage because they allow the end user to use only one card for multiple applications in addition to access control, such as cafeteria payment or vending."

If an end user buys a proprietary system and later becomes interested in features that the system does not have, he must rip down all hardware and replace it. With an open system, it is possible to change and update parts of the system, for example system software, cards, panels or readers.

Onvif, an open industry forum for interoperability between IP-based physical security products regardless of manufacturer, has been a great success when it comes to IP cameras. Now, Onvif has been extended to include access control.

Onvif and OSDP

Onvif, an open industry forum for interoperability between IP-based physical security products regardless of manufacturer, has been a great success when it comes to IP cameras. Now, Onvif has been extended to include access control. It means both that it will standardise communication between access control devices and ensure interoperability between network video products and access control systems. It remains to see what impact the Onvif initiative will have on the access control market, but there is no doubt it is moving towards open standards. Another important initiative is OSDP (Open Supervised Device Protocol), which targets the replacement of the old Wiegand connectors in panels.

Security-as-a-service

The security industry is moving towards a business model where services become more important than products; Security-as-a-Service. Hosted video is at the forefront of this evolution but access control is expected to follow. Web based access control can be connected to the Internet for remote configuration, or through an intranet for standalone access control. Security-as-a-Service and

web-based access control systems share similarities in that they are both scalable and can reduce or eliminate costs associated with PC-based systems. However, with Security-as-a-Service, everything is configured, updated and managed via the Cloud. Updates are automatic and not controlled by the user. Web-based access control systems use either PC-based software or embedded web servers in panels. Blake Kozak believes that the benefit of Security-as-a-Service is dependent on the end-user.

He says: "Some end-users do not require the flexibility of a hosted access control solution, especially large enterprises and high-security locations. The benefits of access control as a service is that there is less hardware and software maintenance on site for the end-user. In addition, other services can be offered by the host, such as, managing the access rights, printing badges and credentials, back-up servers, monitoring, use of mobile devices, etc. This can reduce costs for an end user that does not have security on-site or a specialist who can manage the system".

Blake Kozak thinks the future of access control will include NFC, access control as a service, web-embedded readers and panels, and more interoperability and convergence.

Critical to the physical security of a building

Hardware has been very dominant in the security industry in the past, but there is a generational change going on at the moment which is contributing to a more positive attitude towards subscribing to security services. Custom-

ers are demanding solutions to problems and many of them do not care which technology is used to solve those problems. For many companies, Security-as-a-Service has become no more dramatic than leasing a car.

Blake Kozak believes one reason for why access control is a latecomer to Security-as-a-Service is because access control is arguably more critical to the physical security of a building. He says: "A building can be secure without cameras. If someone hacks the video surveillance, they may be able to see inside the building, but they still cannot access the building. With access control, there have been concerns with having third party servers hosting the credential rights and in some cases, private information such as biometric templates. In addition, there have been concerns regarding the reliability of a hosted platform if the Internet was disabled or the host servers failed. This concern has largely been dispelled with the advent of "cached" readers and panels as well as redundancy servers."

The future of access control

Future trends in access control are centered on the ideas of flexibility, scalability and integration. With open standards and online upgrading, some people believe that the future access control systems will be managed just as anti-virus software with constant upgrades.

Blake Kozak thinks the future of access control will include NFC, access control as a service, web-embedded readers and panels, and more interoperability and convergence. He says: "As the access control industry moves forward, there will be a greater emphasis on flexibility and offerings. NFC and access control as a service will not be used by every end user; however, there the ability for all these devices and technologies to work seamlessly is the future of access control." ■



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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 extensive international management experience through roles in the European, US and Asia-Pacific regions. From 2003-09 he led 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."

Norbain acquired by Newbury

Reading, Berkshire (UK)

The UK operations of **Norbain**, including export, has been acquired by **Newbury Investments** (UK) Ltd from the administrators, KPMG.

Norbain is one of Europe's most successful distributors of CCTV, IP video, access control and intruder detection equipment. Headquartered in Reading, Berkshire, the company employs over 240 people throughout the UK in various sales offices and at its distribution centre in Manchester. Each year, the company's International Sales division sells into 77 countries across five continents.

Newbury Investments (UK) Ltd is part of a substantial family business which trade extensively across North America, UK and Australia in distribution.

The shareholders acquired their first UK business, Edmundson Electrical Ltd, a leading UK Electrical distributor in 1979.

Newbury Investments (UK) Ltd has 5 trading subsidiaries, Deta Electrical Company Ltd, Decco Ltd, Stearn Electric Co Ltd, UK Cables Ltd and UK Electric Ltd.

With a turnover of circa £320 million and net asset

value of £82 million, prior to the acquisition of Norbain, Newbury Investments (UK) Ltd is a financially strong group which will underpin Norbain and allow Norbain's suppliers, customers and employees to be confident in its future trading.

Barry Shakespeare, managing director of Norbain SD Ltd, stated: "We are confident that Norbain's best in class operations combined with Newbury Investments' financial strength and complementary distribution experience will secure our future growth strategy".

Hikvision is the new market leader for video surveillance equipment

IMS Research declares that **Hikvision** was the largest global vendor of CCTV and video surveillance equipment in 2011. Last year, Hikvision was fourth.

For the third consecutive year – according to IMS Research – Hikvision again remains the number one worldwide supplier of DVR products. In the surveillance cameras category, including analogue as well as network cameras, Hikvision is fourth.

"We are pleased with the results of the recent IMS report. This achievement highlights our efforts in the security marketplace and is an affirmation of our ongoing business model," noted *Polo Cai*, Vice President of Hikvision, "Furthermore, IP surveillance – which has experienced consistently strong growth over the years – remains a key focus area for Hikvision," he continued.



Polo Cai, Vice President of Hikvision.

"Choosing Hikvision is an investment in the future. Our customers appreciate the fact that we

are the world's leading supplier of comprehensive video surveillance products and possess the resources to match their unique market structure and support their current and long-term needs," *Polo Cai* summed up.

"In a span of a year, Hikvision soared to become the world's no.1 CCTV and video surveillance equipment provider, improving from last year's fourth position. This result confirms their efforts. By following technology trends such as the transition from analogue to network video surveillance, Hikvision has achieved greater market expansion," noted *Gary Wong*, senior analyst at IMS Research.

Health centre deploys C-Tec

Burnley, Lancashire (UK)

An array of **C-Tec** life-safety equipment has been installed at a revolutionary new £5M integrated health centre in Burnley, Lancashire, the construction of which was inspired by HRH the Prince of Wales, Prince Charles.

Installed in the main foyer is one of C-Tec's Sigtel disabled refuge controllers, connected to four hands-free outstations situated in the clearly marked refuge areas

around the three-storey building. In an emergency, the system will enable two-way communication between rescue teams and disabled people waiting in the refuge areas.

Said *Ashley Holt* of Amsec UK, the specialist company that completed the project: "Demand for disabled refuge systems is at an all time high as the Building Regulations state that they should be installed in all new buildings with



more than one storey. We specify C-Tec's refuge equipment because it is cost-effective, easy-to-install and very user-friendly."



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BUSINESS PEOPLE



Cees Poortman.

New VP EMEA and VP Americas for Milestone Systems

Copenhagen, Denmark

Milestone Systems has appointed **Cees Poortman** and **Tim Palmquist** as VP EMEA and VP Americas, respectively. Both have been promoted from sales and operations management positions within the organisation.

As VP EMEA, Cees Poortman has taken the reins of the Milestone Systems sales organisation covering the European, Middle Eastern and African countries. He started in Milestone as Director of Sales for Northern Europe. He is now responsible for commercial operations including subsidiaries, channel management, insides sales, presales, local partner support and channel marketing in EMEA.

"These activities will be aligned to optimally service and support our channel partners in their quest to grow their Milestone business. Although Milestone already has an impressive track record with our channel globally, we have only just begun. There is huge growth ahead of us and this new position allows me to make a difference in realising this potential," says Cees Poortman, VP EMEA, Milestone Systems.

Tim Palmquist is now responsible for the Milestone business generated throughout the North and South American countries. Promoted from his position as VP Sales Operations, Palmquist came to Milestone Systems in 2007 as Territory Manager for the central region of the U.S. Before that, he worked with Milestone software products for more than four years as the key IP video anchor person at a large Midwest-based integration partner. According to Milestone, he incorporates valuable knowledge about both partner and customer needs.

Oncam acquires Grandeye

Security solutions provider **Oncam Global** has taken full ownership of **Grandeye**, the 360-degree innovator. To reflect the importance of the acquisition the combined company will now be known as Oncam Grandeye.

Oncam Global has acquired the remaining 51 percent of shares from Creative Technology, to take full control of the imaging technology specialist and to respond to the growing demand for its 360-degree security solutions.

Oncam Global Group was founded in 2007 and is headquartered in Switzerland with regional offices in, the UK, US, Turkey, Iraq and the Middle East. The

cornerstone of the Oncam security solution is a process that enables video surveillance, acquisition, tracking and interrogation of 'suspicious' behaviour enabling the verification of a potential threat.

This in-turn provides the necessary intelligence needed to make a measured response to any critical situation.

Grandeye will now be fully integrated as Oncam Global's technology and engineering arm, providing a suite of 360-degree technology for security and liability protection applications.

Ahmed Jawad, Executive Chairman of Oncam Global Group, says the deal will allow the business to take control of the

360-degree development market across the security and commercial sectors.

"With the global video surveillance market predicted to grow by more than 12 percent in 2012, it is vital that we are positioned effectively to continue our leadership in 360 degree technology and exploit new growth opportunities across the market place," claims Ahmed Jawad and adds:

"Taking full control of Grandeye will enable us to do this, ensuring that we are geared towards delivering the next generation of 360 technology, as well as being positioned to take forward exciting technology deployment partnerships."

Axis is the new market leader for security cameras

Lund, Sweden

Axis Communications strengthens its market position and takes the number one position in the category of surveillance cameras (analogue plus network cameras). This is confirmed in a recent IMS Research report.

Axis continues to be ranked number one and is the recognised market leader in the network camera sector. In the surveillance cameras category, including analogue as well as network cameras, Axis has taken a global number one position, compared to the number three position in the previous IMS report. Panasonic is second, Samsung third, Hikvision fourth and Pelco fifth.

In the category of network

video, Axis retains the top position in the new IMS report. Panasonic is second, Sony third, Mobotix fourth and Hikvision fifth.

"The report confirms our own estimates of gained market share last year, where we presented a growth of 33 percent," says **Ray Mauritsen**, President and CEO, Axis Communications. "We further strengthened our position by continuing our strategy, which is based on the three cornerstones; launch of innovative network video products, a well-developed partner network and global expansion."

According to IMS Research, by 2016 network camera sales are forecast to account for ap-



Ray Mauritsen, President and CEO, Axis Communications.

proximately 60 percent of total worldwide surveillance camera sales, compared to approximately 40 percent in 2011.

The 2012 edition of the annual IMS Research report "The World Market for CCTV & Video Surveillance Equipment" is based on reported data for 2011.

Genetec – Americas top VMS vendor

Montreal, Canada

The latest IMS Research report cites **Genetec** as the leading vendor of video management software (VMS) in the Americas in 2011.

Additionally, the report entitled, "World Market for CCTV and Video Surveillance – 2012 Edition", shows that Genetec rose into the top-three vendors in the EMEA territory, and maintained its position as the world's second largest VMS vendor.

"Genetec's rise to become the leading vendor of VMS in the Americas market in 2011 is



Genetec CEO, Pierre Racz.

particularly noteworthy as the former number one had previously occupied the position for three consecutive years," commented Gary Wong, senior analyst at IMS Research.

In 2011, Genetec's overall VMS

revenue grew 33 percent worldwide. Revenue increased significantly across all regions with a 37.3 percent increase in the Americas, 20 percent in EMEA, and 40 percent in the APAC region. These figures confirm the company's continued year on year growth trend with a 74 percent overall revenue increase for its VMS business between 2009 and 2011.

In its report, IMS also forecasts that the world market for video surveillance equipment will grow in excess of 12 percent in 2012.

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Like

ISS acquires Shanghai security company

Copenhagen, Denmark

ISS, a global provider of facility services has confirmed the successful acquisition of **Shanghai B&A Property Management Co. Ltd.** in China.

With the acquisition ISS has also taken over an established portfolio of contracts especially in the Yangtze river delta economic region of China. The acquisition has closed and has received full approval from local authorities.

"We are very happy about this acquisition which will enable us to significantly extend our existing security service in China. The acquisition is very important for ISS

China's ability to self-deliver fully integrated facility service solutions in China. The acquired company is a strong strategic fit for ISS China and it provides ISS with a good platform to continue developing our operations in one of the world's most promising and fastest growing markets", said Thomas Hinnerskov, Regional CEO, ISS Asia and Pacific Region.

The Chinese market for security services has previously been dominated by state-run security operations, but in 2010 the security market in China was deregulated and it became easier

for private companies to offer security services to its customers.

ISS has been in China since 2005. In 2011, ISS China grew revenues by 31 percent, supported by contract wins within the Transportation & Infrastructure segment, e.g. a contract with Shenzhen Metro Station and a significant scope increase on the contract with Shanghai Pudong Airport.

Shanghai B&A Property Management Co. Ltd was established in January 1998 as a joint-venture by Shanghai Bund Housing Property Management Co. Ltd

and AIA Shanghai Co. Ltd. The company has 1,100 employees. Shanghai B&A is engaged in the provision of property management (approx. 25 percent of revenue) and security services (approx. 75 percent of revenue) in the Yangtze river delta area. The company is providing self-delivered unarmed manned security guarding services, property management services with technical maintenance and cleaning services.

The involved parties have agreed not to disclose the price of the acquisition.

Panocam360 monitors London's Cube

London, UK

The **AMG-Panogenics Panocam360**, integrated with Wavescore's NVR with video management software, has been selected by Southbank Centre for 'The Cube' by Electrolux.

The Cube offers a unique dining experience featuring some of the most exciting Michelin star chefs in the UK. The surveillance solution has been installed by Honeywell Building Solutions.

Hilton Wells is Head of Technical Services at Southbank Centre, which hosts The Cube atop the Royal Festival Hall until September 30th. He comments, "We have chosen the Panocam360 camera not only for its discreet stylish looks but also for its 360

degree simultaneous recording capability."

Jacque Rees, Projects and Sales Executive at Honeywell, says, "We see a big potential in the 5 megapixel Panocam360. The Cube is a prime example of an application where using traditional camera technology would require multiple cameras in order to cover the venue. The flexibility provided by the 360 degree functionality means that we can now cover the entire venue with a single AMG-Panogenics camera and this makes it a very cost effective solution. An added advantage is that the camera can be utilised for the Southbank Centre after The Cube has ended. The camera is particularly useful for areas within The Southbank



the Royal Festival Hall from June to September 2012 offering incredible views of the capital. The Cube by Electrolux seats just 18 guests around one table allowing them to watch their meal

Centre that require increased security as the 360 camera can view the front and back of individuals entering and exiting the building."

The Cube by Electrolux is an initiative developed by Electrolux. Following successful visits to Brussels and Milan, The Cube by Electrolux is positioned on top of

being prepared in an open plan kitchen, which is equipped with new state-of-the-art Electrolux domestic appliances as well as professional equipment. As part of the experience, each chef will also offer their hints and tips on how to create restaurant quality food when entertaining at home.

Megapixel technology fights fraud

Busan, Korea

A Korean department store has recently deployed the help of **Arecont Vision** cameras to help with false damages claims.

Arecont Vision megapixel cameras newly installed at Lotte Department Store in Busan, Korea, now enable store management to control liability costs by refuting claims that customers' cars were damaged while in the store's parking area. Arecont Vision AV2100-AI cameras with auto-iris lenses are positioned at parking entrances to provide 2 megapixel images, despite variable lighting conditions, capturing



irrefutable evidence if a car was already damaged as it entered the lot.

"Lotte Department Store has found that the picture quality and digital zoom capabilities of Arecont Vision cameras far exceed analogue technology and represent a significant upgrade in system functionality," said Becky

Zhou, VP of Sales – APAC, Arecont Vision. "Video from the new system is noticeably clearer than the previous system using analogue cameras, and Arecont Vision megapixel-resolution cameras can also identify license plates and capture faces."

Kukje Electronics designed and installed the new system using 12 Arecont Vision megapixel cameras. The equipment for the new system was purchased through Envision, a IP video surveillance provider in Korea that represents and serves as a distributor/reseller for major

security manufacturers such as Arecont Vision. The new system is monitored locally at three car park entrances, and the expanded exterior surveillance system covering all three regions is monitored in a central management centre.

"The previous system provided inadequate image resolution to supply a clear view of cars entering the parking area," said G.H. Kim, manager of Lotte Department Store in Busan, Korea. "The new Arecont Vision cameras offer additional resolution, superior performance and a competitive price."



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Milestone retains leading VMS status

Copenhagen, Denmark

Milestone Systems has maintained its position as the number one vendor for total VMS global market share in the latest report from IMS Research.

IMS Research has recently published the ninth edition of its report: World Market for CCTV and Video Surveillance Equipment. The results are based on data from 2011. It contains comprehensive information on all suppliers providing analogue and digital video surveillance components such as cameras, recording solutions, video encoders and more.



Lars Thinggaard, President and CEO at Milestone Systems.

"Milestone Systems has retained the number one global position in the VMS software

category in 2011. In addition to maintaining its position as the leading vendor of VMS, Milestone also grew faster than the total VMS market in 2011, recording 22 percent year-over-year revenue growth versus approximately 17 percent market growth last year," says **Gary Wong**, Senior Analyst at IMS Research.

Milestone Systems has repeatedly achieved the top VMS provider ranking in market analyses over many years and is recognised in the industry for its success in leading the expansion of open platform video surveillance software.

Lars Thinggaard, President and CEO at Milestone Systems, says: "Through our ambitious strategy and execution, Milestone continues with great progress for our company and the industry as a whole. We consistently listen to market demands and explore new ways of using open platform video management software as the core of security installations. Milestone is well positioned to further reap market share, with additional offices opened around the world to service our ecosystem of partners and customers."

Gas lines rely on Geutebruck

Windhagen, Germany

Gasunie operates one of the largest high pressure, gas pipeline grids in Europe and its security relies on **Geutebruck** technology. The system is maintained by local integrators Alphasat and Strukton Systems.

Gasunie covers over 15,000 kilometres of pipeline in the Netherlands and northern Germany, dozens of sites and around 1,300 gas receiving stations. The sites vary in function and size so their security infrastructure ranges from simple fencing to sophisticated fence systems with perimeter detection systems and CCTV.

"The fundamental requirement

at every site is that unauthorised intruders are always identified as fast as possible at the perimeter," explains **Reiner Woldring**, Gasunie's corporate security advisor. "We need camera pictures for verifying the alarm reports which may need to be followed up by the police or another special guarding service," reports Woldring. "For this we need good quality cameras, reliable transmission and storage of camera pictures as well as user-friendly functions for calling up the pictures in the alarm centre."

The 25 sites monitored by CCTV all have IP systems con-



trolled from the control centre at Gasunie's Groningen HQ through a Geutebruck Geviscope platform fully integrated into the company's own management system. "Nowadays we work with a lot fewer cameras per site" explains **Herman von Hierden**, from Gasunie's electrotechnics, instrumentation and process control department, "and

most of them can be remote controlled from the centre. "Control centre staff call up camera images in real time and have immediate access to alarm recordings. Thanks to Geutebruck's bandwidth management even remote sites with low bandwidth now have CCTV and automatically controlled lighting.

Protecting internationally critical infrastructure means being prepared for every eventually so Gasunie has a full back-up security centre at an undisclosed location. "Whenever necessary this second centre can be used to take over all duties," assures Woldring.

Megapixel solution improves processes and security

San Juan Capistrano, Ca (USA)

The **Ellwood Group, Inc.** is deploying over 250 Iqeye HD megapixel cameras and growing, in order to monitor and improve manufacturing processes, in addition to meeting security needs. Compass Network Services is the integrator for this on-going project.

Headquartered in Ellwood City, Pennsylvania, EGI produces engineered, heavy metal sections for capital specialty equipment manufacturers in the United States and around the world.

"We have moved from a test environment over five years ago to now having megapixel cameras deployed at about 20 different locations in our various plants," said **Eugene Spadafore**, Senior Network Administrator, EGI. "We started



out asking, 'How can we improve quality for process X?' Rather quickly we saw the value of closely monitoring manufacturing with the Iqeye cameras and now it's a standard in our environment, we use the cameras at every facility."

Spadafore's division has developed a de facto standard, scope of work, and set of specifications for how to successfully deploy the Iqeye cameras in each new location.

"All the cameras are riding on our network, so in order to maintain consistency and best practices, we elected to be the overall project manager for camera deployment. As one location or division discovered the benefits of this kind of manufacturing process monitoring – both live and post-event – he, too, would request cameras. We wanted to be able to control the roll-out in an organised, efficient way."

"When making a single product that can cost tens of thousands of dollars, it is critical that we have the capability to record the manufacturing process and if we experience an issue downstream, we're able to go back and find the root cause," Spadafore explained. "If we can quickly solve manufac-

turing problems, the system pays for itself in short order."

In addition to the 10 manufacturing facilities that now use Iqeye HD megapixel cameras for process monitoring, additional cameras at those locations are also used for monitoring overall security as well. "I estimate we use our cameras 75 percent for process monitoring and 25 percent for general security," said Spadafore.

EGI stores video at each location anywhere from three days to three months, depending on the manufacturing process being recorded. The majority of the cameras are 2.1 megapixel Iqeye Sentinel and 700-series cameras, the newest utilising H.264 compression.

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Lilin extends NVR Touch series

Milton Keynes, Bedfordshire (UK)

Following last month's 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.

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 25FPS, 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 FPS. All models can be operated using an IR remote control; a PTZ keyboard; or a standard touch-screen monitor. Lilin's touch-screen interface takes advantage of 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 minimizes the time taken to learn the system.

The entire NVR series also has



NVR116.

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 scratch for the CCTV market. It has taken 4 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.



Hikvision WDR camera with motorised vari-focal lens

Hangzhou, China

Hikvision has launched a new addition to its WDR network camera family: the *DS-2CD764FWD-E (I)(Z)* 1.3 Megapixel WDR network dome camera with optional motorised vari-focal lens and IR LEDs.

By allowing the user to adjust the camera through Hikvision's remote zoom and one-touch focus feature, according to Hikvision, this camera brings a new level of functionality to the market. This easy-to-use feature is operated via the camera's user interface (i.e.



DS-2CD764FWD-E.

video management software or IE client).

Hikvision has also incorporated built-in IR LED illuminators for true day/night surveillance in the new camera. Even in total darkness, armed with this advantage, objects as far away

as 20 metres can now be seen with superb quality, according to Hikvision.

"We are expanding our WDR network camera line to offer customers more high quality options. Our Hikvision DS-2CD764FWD-E(I)(Z) not only delivers high resolution images, regardless of backlight conditions and low-light environment, but also simplifies the ability to focus on any image – remotely, quickly, and easily," said Polo Cai, Vice President of Hikvision.

Additionally, this camera is designed with a vandal-resistant housing to protect against tampering or physical damage. Other key features include: 1.3 megapixel high resolution and HD720p real-time recording, 120dB wide dynamic range, 3D digital noise reduction, and an ultra-low illumination functionality (0.01 Lux @ F1.2, 0 Lux with IR). The Onvif, PSIA, and CGI protocols are also supported.



Honeywell launches Win-Pak XE

Runcorn, Cheshire (UK)

Honeywell has released *Win-Pak XE* (Xpress Edition) access control software, the latest addition to its Win-Pak access control software family and suitable for businesses that require access control functionality only through a single workstation system.

Designed to evolve to meet changing business needs, Win-Pak XE provides a cost-effective solution that can be easily expanded into a more comprehensive integrated Honeywell security solution. Integrators also benefit from a single software solution for all of their customers' security needs.

Win-Pak XE optimises system performance and total cost of

ownership by supporting multiple Honeywell access control hardware and reader technologies from a single user interface. The system provides virtually no limitations for entry level systems, supporting up to 30,000 doors and an unlimited number of cards without additional license fees. According to Honeywell, the system is easy and quick to install thanks to quick start wizards, which provides a step-by-step guide through basic installation and programming.

When upgraded to Win-Pak SE (Standard Edition) or Win-Pak PE (Professional Edition) access control software, the system can provide an integrated access



control, video and intrusion solution ideal for growing businesses expanding their operations and facilities. The system supports Netaxs-123 and Netaxs-4 access control panels, offering an enhanced level of security with more access control modes and reversed IP communication where multiple Netaxs panels are sharing the same public dynamic IP address behind a router. This

allows Win-Pak XE to easily identify the Netaxs panel and save costs by avoiding expensive fixed IP addresses.

Win-Pak XE is also compatible with legacy Honeywell Nstar NS2 panels to make it easier for businesses interested in upgrading their Nstar to a more comprehensive access solution that is suitable for more recent operating systems.

Win-Pak XE is a complete and comprehensive software package that includes the advanced reporting capabilities, attendance tracking applications, floor plans, photo ID badging and user defined automation that customers are requesting.

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 66

 The suppliers web site is linked to the global security web portal, www.securityworldhotel.com

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Dahua's first HLS camera

Hangzhou, China

Dahua Technology recently released its *700TVL day/night HLS camera (DH-CA-F681E)* which incorporates the Sony Effio-S 960H CCD chipset.

Recently great improvements have been achieved within the field of video surveillance in terms of road safety and security, and yet to achieve an image of a perfectly legible number plate when there is low illumination still often proves difficult. This new product from Dahua is exactly targeted at this market and aims to resolve this issue with great performance

in terms of its image processing, colour reproduction and number plate recognition in low light conditions.

According to the company, Dahua HLS technology effectively suppresses the glare interference from the headlight and successfully removes the unwanted light area on the license plate, presenting a clear and perfectly legible plate number. Meanwhile, the driver and other objects inside the car can also be seen in the second picture. This additional information may well be of great help to



the authorities in terms of crime detection or post-event investigation and the evidence collection process.

In addition Dahua has also created a new and original design for the on screen display and settings for the DH-CA-F681E by moving away from what they term as the rather monotonous style or design, that can be found everywhere on products in today's market. Furthermore, this camera is designed with more parameter adjustment choices allowing users to custom set up the device to meet the requirements of a wider variety of real life scenes.

swb

Vivotek debuts 5 megapixel fisheye camera

Taipei, Taiwan

Vivotek is launching the *FE8172/72V*, its first 5 megapixel fisheye camera, for both indoor and outdoor applications.

Equipped with a 5 megapixel CMOS sensor enabling viewing resolution of 1080p up to 30 fps and a 1.05 mm fisheye lens for a 180 degree panoramic view or 360 degree surround view, the Vivotek FE8172/72V camera is, according to the company, able to not only eliminate blind spots but also to

provide the greatest coverage with the finest details.

"We are launching a series of 5 megapixel solutions this year, starting with the FD8372 designed for demanding outdoor environments," said William Ku. "The 5 megapixel fixed dome has received tremendous positive feedback from the industry and we are confident that the fisheye camera will, too."

The Vivotek FE8172/72V boasts a number of features in ad-

dition to those already available on the FE8171V, the 3.1-megapixel first generation fisheye camera.

The FE8172V, the outdoor model, is EN-50155 certified demonstrating that it is capable of performing in rail industry applications, as the EN-50155 standard is used to regulate electronic equipment on rolling stock. The IP66-rated design, on the other hand, protects the camera against water and dust intrusion. The

vandal-proof IK10-rated housing allows for robust protection from vandalism. As for the FE8172, the indoor model, it is designed to be installation-friendly and thus comes with smaller dimensions than the FE8172V.

According to Ku, the Vivotek FE8172/72V is designed for open areas such as airports, shopping malls, parking lots, retail stores and offices.

swb

Portable reader from CEM

CEM Systems *S3030* portable reader is a lightweight, rugged, hand-held card reading device for use with the CEM AC2000 security management system. It can be

used for mobile ID card validation at remote sites or temporary entrances. A large full colour TFT touchscreen provides quick and easy navigation and information

about card validity; including cardholder details and cardholder photograph for visual verification.

swb



S3030.

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."

The SL-350QFR series is 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 66

 The suppliers web site is linked to the global security web portal, www.securityworldhotel.com



Dahua released a new portfolio of network cameras, they are here to complete your cost-effective solution with remained strong functions and outstanding image quality, BUT, at more attractive prices.



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- Max 300 °/s pan speed, D&N(ICR)
- IP 66, 4000v thunder-proof, -40~60°C
- IK 10 optional



SD6980/6982A-HN

1.3Mp/2Mp HD Network IR PTZ Dome Camera

- 1/3" 1.3Mp CCD & 2Mp CMOS
- SD6980-HN: 15fps@1.3M & 25/30fps@720P, 18x zoom
- SD6982-HN: 25/30fps@1080P, 20x zoom
- Max 240 °/s pan speed
- IP 66, 4000v thunder-proof, -30~60°C
- IR LEDs up to 100 meters



www.dahuatech.com



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Dahua Full HD Network Solution

Dahua full HD network surveillance solution takes your concerns into account. We build our system with easy accessibility and accountability. Specifically, the wide integration with products of other leading integrators and manufacturers makes our system even better interoperable, flexible and scalable. And, we will always be there for our customers whenever they need us.

▶ SD6982A-HN
2Mp CMOS 1080P Network
IR PTZ Dome Camera



▶ NVR3204/3208/3216(-P)
4/8/16CH 1U Network
Video Recorder



▲ IPC-HDB3200C
2Mp CMOS 1080P Network
Vandal-proof Mini Dome Camera



▲ SD6582A-HN
2Mp CMOS 1080P Network
PTZ Dome Camera



▲ IPC-HFW2100
1.3Mp CMOS HD Waterproof
IR Mini Network Camera



▲ NVR3804/3808/3816
4/8/16CH 2U Network
Video Recorder



◀ IPC-HF3200
2Mp CMOS 1080P
Network Camera



ONVIF

Elmdene - the power behind CCTV



New Vision low profile power supplies

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- Range of four 12V 1A or 0.5A fused outputs
- Individual 'fuse health' LED indication
- White powder coated enclosure
- Lockable
- Low profile design
- High efficiency and cost effective switch mode technology



New Vision 19" Rack Mounted power supplies

- 12V dc/12 A power supplies
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- Rack, desk or wall mounting options
- Individual 'fuse health' LED indication
- High efficiency and cost effective switch mode technology



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VS-12164U-RP Pro



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- Server-level Hardware Platform
- High Storage Capacity up to 48 TB
- 4 Gigabit LAN Ports for Optimized Internet Bandwidth Capacity
- USB 3.0 Fast File Transfer in Playback Mode

QNAP Security

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Industrial Solutions



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Robust HD bullet surveillance camera

Edinburgh, UK

The launch of the *BX600* HD bullet camera from **Indigovision** creates a new, robust outdoor surveillance option with in-built IR illumination.

The camera provides a high-resolution, open-standards offering and is effective where there is a requirement for an external camera in areas of minimal night-time ambient light. IP66 rated and Onvif-conformant, the HD bullet can be installed externally, without the need to be placed within an additional weather-proof housing, and can tolerate a wide range of conditions from -30 degrees to 50 degrees (-22 degrees F to 122 degrees F). The camera requires no additional lighting source, as it has built-in IR illumination delivering maximum image quality in low light.

The easy to install HD bullet enables customers to implement high-quality 1080p HD video while benefiting from Indigovision's complete solution. Users can view live and recorded video from the camera within Control Center, the user interface to Indigovision's security management solution, SMS4. The cameras can be located anywhere on the network and streamed to numerous clients without the need for a central server.



BX600 HD bullet camera.

This distributed architecture enables the solution to be easily expanded and eliminates any single point of failure.

Alex Swanson, Head of Engineering, commented "The new Indigovision HD bullet provides us with a trusted open-standards HD camera suitable for outdoor and low-light use. Designed to work seamlessly with Indigovision's SMS4, the new addition complements the existing camera range providing customers with more choice and flexibility."

The BX600 HD bullet camera is a further expansion to Indigovision's 1080p BX camera range, which includes BX400 HD mini-domes and microdomes.

swh

Forteza high security perimeter protection

Klaipeda, Lithuania

Forteza have started the manufacture of the new *Forteza PC series detectors* for high level security perimeter protection applications.

The main difference between the FMW and Forteza series detectors, is that these detectors have 4 independent channels, to protect one detection zone from other detection zones nearby that may be working on the same frequency channel and thereby prevent them from showing noise visualisation via the on screen display produced from different areas located near to the detection zone.

Sometimes this type of detector may need modifications in non-standard perimeter protection applications. Perhaps there may be cars in the road close by or other moving objects. In this non-standard situation the detector can then be connected to a computer via an RS-485 port and on the monitor it will be easy to see that there is influence from a moving object outside of the protected zone. If this influence is very strong, then the relevant evasive decision can be taken. For example: to change the detection parameters of the detector or to change the detector location.

Independent channels are a highly important function for non-standard projects as this feature allows the use of more than 9 detectors in one single area of protection. The Forteza company engineers often see this type of problem in storage areas for metallic items and junk yards for example, where the signal from one detection zone is reflected from piles of scrap metal and might influence a nearby detection zone.

Detection area measures up to 50, 100 or 200 metres. Operating frequency is 10,525 GHz and the device has a narrow detection zone of up to 2.3 metres for 200 metres length.

The detector parameters can be changed or monitored remotely via a sensor using the RS-485 port connected to a computer.

Forteza PC detectors can be used to protect photovoltaic parks, factories, warehouses, airports, car parks, building lots and other territories. Detector sensitivity can be adjustable for more detail, automatically or manually depending upon the landscape and required detection parameters for the protected area.

swh

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 66

swh The suppliers web site is linked to the global security web portal, www.securityworldhotel.com

Wireless touch-screen keypads

Tel Aviv, Israel



Iconic keypads.

Visonic, a brand of Tyco Security Products, has recently released two new wireless touchscreen *Iconic* keypads – KP-160/ MKP-160.

The keypads support most of the daily user security system functions, such as: arming/disarming, initiating emergency response, fire and panic alarms, controlling home appliances and reviewing system status. Both new keypads can also be used with proximity tags or employee RFID tags for easy and quick arming and disarming in homes, small businesses and office environments.

The KP-160/MKP-160 keypads' touch-screen and intuitive display make operating alarm systems easy. Two-way, wireless communication with the panel allows users to receive confirmation that the commands have been successfully executed. Also, audible exit beeps inform users how much time is left before the system is armed. For enhanced security, the keypads can be used in hidden panel architecture to prevent intruders from locating and then disabling the control panel. The keypads are available in three colours: silver, black and white, and can be wall-mounted or placed on a table with stand.

"With the release of these new keypads, the user experience of our security systems just got better," commented Eetay Natan, Senior Product Manager at Visonic. "The keypads' large, icon-based, LCD touch-screens make the life of both users and installers a lot simpler as it is easier to use the security system and to understand the status of the system. Also, with the proximity reader and tags, users are freed from having to memorise codes and installers can maximize their customers' security by installing the control panel in a hidden location."

MKP-160 works with Powermax systems (ver. 17 and above); KP-160 PG2 works with Powermaster-10 G2 (ver. 15 and above) and all Powermaster-30 G2 systems.

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 The RIVA product line offers a wide range of video cameras and video servers in different price categories and with different solutions

 Intuitive 3D setup for an easy configuration of the video analytics

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www.rivatech.de

Mobotix launch a "world first" camera

Langmeil, Germany

The new *S14 Flexmount* camera from **Mobotix** is available in both mono (*S14M*) and dual (*S14D*) versions, and features miniature lens units.

Mobotix are terming the *S14 Flexmount* as the world's first flexible double hemispheric camera and it offers a wide range of application opportunities. For instance, the *S14D* can be equipped with two hemispheric lens units with integrated microphone that are connected to the main housing via cables. This makes it possible to fully secure two rooms located next to or on top of one another with just one single *S14*. The slim design of the module units, which are available in white and black, permit an extremely discreet installation.

The *S14 Flexmount* offers the option to set up two hemispheric lens units simultaneously in order

to completely cover two adjacent rooms with just one single *S14D*. When installed in a certain way, the *S14D* can also see around corners or secure indoor and outdoor areas at the same time. The two sensors allow the *S14* to generate two distortion-corrected, high-resolution 180 degree panorama images, each with a resolution of 3.1 megapixels. All other Mobotix lenses, from super-wide angle to tele lens, will be available in the near future as day or night versions.

According to Mobotix the *S14* is the world's first hemispheric day-and-night camera. When both modules with black-and-white and colour sensors are mounted directly next to each other and cover the same area, the camera automatically chooses the best available mode depending on the lighting conditions. According to Mobotix, this provides for excel-



S14 Flexmount camera.

lent colours in daylight as well as superb light sensitivity in dark environments. Panning and zooming into the image is done purely electronically. The user is provided with detail views and other image sections without any mechanical movement, meaning that there is no wear-and-tear to the camera and no maintenance is required.

Both module units and the separate housing with the latest dual camera board are weatherproof in accordance with IP65 and operate in a temperature range of -30 degrees to +60 degrees (-22°F to +140°F). The flat housing, including flash memory with up to 64 GB

and all external connectors (Ethernet, Mini USB, Mxbus), can be installed discreetly and with optimal protection behind a wall or ceiling panel so that only the lens units in their ultra-compact protective housing are visible. Power is supplied via a network cable (PoE). At less than five watt-hours, the energy consumption is extremely low.

The camera's technical features and very discreet mounting open up a whole range of application opportunities. In L-shaped rooms, for example, the two sensor modules can be positioned at the corner in correct angles to each other, therefore capturing the entire room without any blind spots. Therefore, the *S14* is particularly well-suited for use in hotels, banks and retail stores where the highest levels of security and discretion are required.



Geovision releases latest access control innovation

Taipei, Taiwan

Geovision has launched the *GV-CR420*, a convergence of intelligent video surveillance and access control, consisting of a card reader built-in with a 4-megapixel wide angle IP camera.

The device is designed to give a clear wide angle space imaging at a point of entrance, thus extending the field of view for more background information. According to Geovision, with the built-in face detection function, it captures



only accurate facial images, and filters out faces hidden by masks or helmets.

The *GV-CR420* is supported by both Geovision video surveillance and access control applications. It captures and transmits live view to *GV-Asmanager*, Geovision's access control management solution, and *GV-System*, the company's surveillance video

management solution, through a network connection. The integration increases assurance levels in both surveillance and access control and with the built-in IP camera, it avoids the hassle of installing a separate camera at the entrance to a building.

The *GV-CR420* uses a wide angle lens, providing extra space imaging in comparison to traditional cameras. The advantage of this is that it is possible to include

more informative images than just a visual of the card user, for example, tailgaters may also be included in the camera view.

There are also other built-in intelligent video functions such as motion detection, privacy mask and alert notifications. All these functions can be easily accessed by the web browser interface.



Suprema all weather biometric reader

Seoul, Korea

Suprema is launching the *Bioentry W*, a fingerprint IP reader featuring vandal-resistant and water-proof structure.

With its rugged IP65/IK08 certified protective structure, the *Bioentry W* is designed for outdoor installations and harsh operating environments. Packed in a mullion-sized body, *Bioentry W* features the Suprema fingerprint algorithm with many features.

For outdoor installations, *Bioentry W* offers dust and water



protection by featuring IP65 certified body structure with operating temperature range from -20 degrees to 50 degrees. *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 easy installation and network connectivity by TCP/IP and PoE (Power over Ethernet) which completes true IP-to-the-door access control by wiring a single CAT5/6 cable for both network and power. The device also provides RS485,

Wiegand and an internal relay for direct lock interface.

The design of the *Bioentry W* is focused on satisfying both aesthetic and practical aspects. It features a 3D dotted pattern on the front, multi-colour LED indicator and a metallic silver finish on rims. It measures 172 mm of height and 50 mm of width.

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

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 66

 The suppliers web site is linked to the global security web portal, www.securityworldhotel.com



NEW PRODUCTS *from* Asia





NEW PRODUCTS *from Asia*



64 Channel 2CIF 3U Standalone DVR Model No: DH-DVR6404LF-S

- 64 channel video inputs and 16 channel audio inputs; 1 channel audio output
- Up to 64 cameras with 1080p real-time preview
- H.264 dual-stream video compression
- All channel CIF or every 8 channel 1ch D1 & 7ch CIF real-time recording
- HDMI/VOATV(BNC) synchronous video output
- 16 channel simultaneous real-time playback, GRID interface & smart search
- Smart video detection; MD, camera blank, video loss
- 3D intelligent positioning with Dahua PTZ dome camera
- Easy backup: USB devices, network download
- 16 alarm in and 6ch alarm out, RS485
- Alarm triggering screen tips, buzzer, PTZ, e-mail, FTP upload
- Support 8 SATA HDD up to 32TB, 1 eSATA up to 16TB, 4 USB2.0
- Built-in web server, CMS(PSS/PS) & DMSS



2.0 MP CMOS Full HD Water-proof IR Bullet Network Camera Model No: DH-IPC-HFW3200CP (29fps@1080P) DH-IPC-HFW3200CN (30fps@1080P)

- 1/3" 2.0 Mp SONY progressive scan Exmor CMOS image sensor
- High-performance Ti Davinci series DSP
- H.264/MJPEG video compression and JPEG image capture
- Support dual-stream encoding
- 25/30fps@1080P resolution
- Support ICR true Day/Night
- Built-in 3.3-12mm F1.4 Auto iris lens
- Max. IR distance: 20m
- Support Alarm I/O
- Support max 32GB Micro SD card for local storage
- IP66 Water-proof protection
- Built-in Web server, NVR, CMS(PSS/PS) & DMSS
- DC12V(AC24V optional), PoE



Dahua Technology Co., Ltd.

Address:

No.1187, Bin'an Road, Binjiang District, Hangzhou Zhejiang(310053)

Tel: +86-571-87688883

Fax: +86-571-87688815

Email: overseas@dahuatech.com Website: http://www.dahuasecurity.com



Web-smart Hardened 16-port 10/100BASE PoE (IEEE802.3at) 2-port Gigabit Ethernet Switch Model No: EX49000 Series

- Provides 16 10/100Base-TX ports and 2 Gigabit ports
- 16 IEEE802.3at compliant PoE PSE (30W) ports
- PoE (Power budget control, PoE status, port status) through the Web Browser Interface
- System, IP Configuration, Port-based VLAN, QoS Priority, and load default setting through the Web Browser Interface
- 40°C to 75°C (-40°F to 167°F) operating temperature range
- 1000 Mbps-Full-duplex, 10/100Mbps-Full/Half-duplex, Auto-Negotiation, Auto-MDI/MDIX
- Alarms for power failure by relay output
- Supports Rack Mounting installation
- Complies with IEC61000-6-2 EMC Generic standard immunity for industrial environment



EtherWAN Systems, Inc.

Address:

8F, No.2, Alley 6, Lane 235, Baoqiao Rd.,

Xindian District, New Taipei City (231), Taiwan (R.O.C.)

Tel: +886-2-8629-8986

Fax: +886-2-8629-7758

Email: info@etherwan.com.tw Website: http://www.etherwan.com



Full HD Camera with Super Low-light Capability Model No: DS-2CD855F-E 2MP

- Full HD 1080p real-time video
- Super Low-light (up to 0.005lux/F1.2)
- 3D digital noise reduction
- True day/night
- Complies to ONVIF & PSIA



Hikvision Europe B.V.

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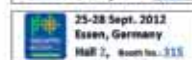
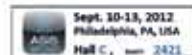
Parellaan 24, 2132 WS Hoofddorp

The Netherlands

Tel: +31-23-5542770

Fax: +31-23-5631112

Email: sales@hikvision.com Website: http://www.hikvision.com/en



H.264 1080p Real-Time Video Decoder Model No: VD022

- 4-Channel 1080P Video Decoder
- Display one/quad cameras out of 256 IP cameras without a PC
- Remote playback on NVR series
- TV wall application
- IP camera configuration by importing database from CMX
- IP camera recall without typing IP address
- Virtual matrix
- Multi touch screen support
- Remote playback
- Remote backup
- Alarm management
- Support iPhone, iPad, Android, Black Berry



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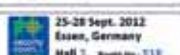
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- Low battery alarm
- Mechanical emergency opening
- LEDs and buzzer status indicator
- Metal housing in various finishes



Orient RFID Technology Ltd.

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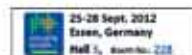
6F, Yu Yi Industrial Bld., Shekou Fishing Port,

Wanghai Road, Nanshan Dist, Shenzhen China

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Email: info@i-tech-union.com





QNAP SECURITY



Pro VioStar NVR

Model No: VS-12164U-RP Pro

The large storage capacity of up to 48 TB and powerful hardware design of the VS-12164U-RP Pro is the perfect turnkey solution for businesses which need long-term recording and multi-channel megapixel recording, fulfilling enterprises' growing needs in surveillance.

- Quad-Core Intel Xeon E3 Processor (3.1 GHz)
- Unique 2U Compact Design with 12-bay HDD
- Server-level Hardware Platform
- High Storage Capacity up to 48 TB
- 4 Gigabit LAN Ports for Optimized Internet Bandwidth Capacity
- USB 3.0 Fast File Transfer in Playback Mode

QNAP SECURITY



Pro VioStar NVR

Model No: VS-8148U-RP Pro

The VioStar VS-8148U-RP Pro can simultaneously handle inputs from up to 48 megapixel cameras. Featuring a powerful dual-core Intel Core™ i3 processor and DDR3 memory, this enterprise-grade NVR delivers high performance with throughput of 360 Mbps for recording and smooth playback of multiple megapixel cameras.

- Dual-core Intel Core™ i3 Processor
- Supports broadest range of IP cameras in the Linux-based standalone NVR market: 54 IP cameras, more than 1,100 camera models
- High Storage Capacity up to 32 TB
- High performance quality megapixel recording (up to 10-megapixel cameras supported)
- Network Surveillance by VGA local display without PC
- 128-channel multi server monitoring

QNAP Systems, Inc.

Address:

2F, No.22, Zhongxing Rd., Xizhi Dist., New Taipei City 221 Taiwan

Tel: +886-2-26412000

Email: nvr@qnap.com

Fax: +886-2-26410555

Website: http://www.qnapsecurity.com



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- Remote System Diagnostics and Monitoring (SDM) via IP
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OT Systems Ltd.

Address:

Rm 1023, 10F, Landmark North, 39 Lung Sum Av.,

Sheung Shui, N.T., Hong Kong

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Fax: +852-2679-0756

Website: http://www.ot-systems.com



FaceStation

Suprema launches FaceStation, a world-first Face Recognition Terminal with Adaptive IR Technology

- World's first, patented 'adaptive IR illumination' technology invariable to various lighting conditions
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- New design that features ideally angled front face to maximize its coverage on users' height
- Delivers clear images and responses with an ultra-wide viewing angle on the 4.3" WVGA touch screen to users
- Achieves unmatched matching speed (1:1,000 < 1 sec) with high profile CPU and advanced algorithm
- With TCP/IP connectivity, true IP access control to reduce costs for wiring as well as system management and maintenance
- A USB interface (device & host), Mfrare module and tamper switch will be found under its cover to allow flexible system design with TCP/IP, 2-channel RS485, RS232 and Wiegand communication interfaces
- Auto detection mode with proximity sensor and customizable hot keys for various time attendance functions
- Offers multiple input ports, and (optional) external relay unit for system expansion

Suprema Inc.

Address:

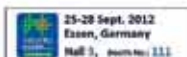
16F Parkview Office Tower, Jeongja-dong, Bundang-gu, Seongnam, Gyeonggi, 463-863 Korea

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- Transponder: Mifare Classic 13.56MHz (550/570)
- Battery: 50,000 opening with low power buzzer warning
- Support data-on-card technology with e-Link Network System software
- Max user: 84,000
- Event Audit Trail
- Timezone: 200 with 12 periods
- Open mode: Standard/Toggle/Timed Toggle/Office Hour
- Smart sleep mode

WFE Technology Corporation

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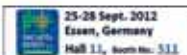
17F, No 238, Chin-Hua N. Rd., Taichung (zip 404) Taiwan

Tel: +886 4 2230 0362

Email: info@waflerlock.com

Fax: +886 4 2237 7995

Website: www.waflerlock.com



ZAVIO



HD 720p Day/Night Outdoor IP Camera

Model No: B5111

- HD 720p at 30fps real time
- Multiple H.264, Motion JPEG and MPEG-4 video streams
- True day/night with mechanical IR-cut filter
- High power IR LED illuminators with 15m range and adjustable brightness
- WDR Enhancement
- Power over Ethernet (IEEE 802.3af)
- Micro SD card local storage
- Analog video output through BNC connector
- IP67 rated weatherproof housing
- Full support for Firefox, Safari and Mac OS
- 32 channel ZAVIO CamGraba NVR software
- Multi-lingual user interface
- ONVIF Compatible

ZAVIO Inc.

Address:

2F, No.13, Yanfa 2nd Rd., East Dist., Hsinchu, Taiwan

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Fax: +886-3-5686845

Website: http://www.zavio.com

Detektor International Award 2012

– the 12 products chosen for the Awards

Now is the time to reveal the products nominated for the 2012 Detektor International Award. The winners in the different categories will be presented with their awards at the Security Banquet during Skydd in Stockholm on the evening of September 19th.

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 members of the editorial board of Detektor from three continents.

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 twelve nominated finalist products have been chosen on the basis of both innovation and customer orientation. Winning products need to be smart as well as useful. Products are divided into the following three categories: the Access Control category, the Alarm & Detection category and the CCTV category.

The overall winner in each category will receive the award for "Best Product", the second will receive the "Highly Commended Award" distinction and third place will be presented with the diploma for "Innovative Achievement Award".

CCTV

The nominated CCTV products are:



Product: VD022
Company: Merit Lili

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.



Product: Axis Camera Companion
Company: Axis

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.



Product: Ipela Engine
Company: Sony

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.



Product: Vario
Company: Raytec

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.

Access Control

The nominated access control products are:



Product: Facestation
Company: Suprema

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. It



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also offers TCP/IP, PoE and Wifi features.



Product: The Aesco module
Company: Idesco

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.



Product: Iclass SE Readers
Company: HID

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.



Product: UDC500I
Company: Assa

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. This means the service personnel can be proactive and replace the part before their system crashes.

Alarm & Detection

The nominated alarm & detection products are:



Product: PIE-1 Alarm IP Encoder
Company: Optex

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 so that the right camera can verify the event.



Product: Sioux
Company: Cias Elettronica

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.



Product: Visonic Powermaster-30 G2
Company: Tyco

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 – no hardware switches and no need to re-open the peripherals once closed. Devices dynamically optimise their route to the control panel using available repeaters according to changes in the environment. Visible signal quality indication shown on the device enables the installer to choose the optimal location without having to walk to the panel during mounting.



Product: Wireless Video Verification
Company: Risco Group

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.). ■



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Raytec wins the Detektor Football Cup

Raytec broke Mayflex victory suite and won Detektor Football Cup during Ifsec in Birmingham. Ten teams participated – which was a new record – and this year's tournament was better than ever before.

By Henrik Söderlund

A total of ten teams participated in the Detektor Football Cup which was held over the Ifsec week in Birmingham: Videotec, Raytec, Optex, Vivotek, Panasonic, Mayflex, AR Media, Axis and two teams from Norbain. The tournament took place on small-format five-a-side pitches. The teams were divided into two groups and the two best sides in each group went on to the semifinals.

Group one

Group one was very competitive. Last year runners up, Axis, lost their first game 1–0 to Panasonic. The two year consecutive champions Mayflex played well but this year, they lost a match in the group stage. Panasonic played tough and well-disciplined and beat Mayflex 2–0. AR Media (the organisers of the Detektor Football Cup) won 2–1 against Axis in a prestigious game between the two Swedish sides. Panasonic and Mayflex went to the semifinals, AR Media finished third, Axis fourth and Norbain Reds fifth.

Group two

In group two, Raytec won all their four matches and scored 18

goals. The big excitement was all about which of the teams that would follow Raytec through to the semifinals. In their last game, Videotec had to beat Norbain Whites, but after a 1–1 draw, Norbain advanced to the semifinals because of more goals scored. The elegant Italians consequently finished third and missed out on the play-off. Optex finished fourth and Vivotek, which had the largest crowd of supporters, finished fifth.

Knock-out fixtures

Panasonic made a great impression in the semifinal and won 4–0 against Norbain Whites.

In the other semifinal Raytec played Mayflex in what in advance seemed to be a very uncertain game. However, Raytec managed to keep a clean sheet and scored three goals.

The final was played between Raytec and Panasonic, the only teams that had won all their matches. It was a tight game but it was Raytec's evening. With a match only goal, the British took home the victory. An evening of merriment concluded the event with a dinner and an award ceremony. ■



AR Media (red shirts) won 2–1 against Axis in a prestigious game.



Raytec and David Lambert raises the trophy.

Result Detektor Football Cup

Group 1

Panasonic	4	4	0	0	9-1	12
Mayflex	4	3	0	1	7-3	9
AR Media	4	2	0	2	7-9	6
Axis	4	1	0	3	6-7	3
Norbain Reds	4	0	0	4	3-12	0

Group 2

Raytec	4	4	0	0	18-1	12
Norbain Whites	4	2	1	1	9-5	7
Videotec	4	2	1	1	8-4	7
Optex	4	1	0	3	5-17	3
Vivotek	4	0	0	4	1-14	0

Semifinals

Panasonic – Norbain Whites	4-0
Raytec – Mayflex	3-0

Final

Panasonic – Raytec	0-1
--------------------	-----



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Busy days at the NEC in Birmingham.

Ifsec still standing strong

This year Ifsec in Birmingham attracted some 24,933 visitors, which was slightly less than in 2011. Video surveillance products and solutions dominated and the most noticeable trend was perhaps simplicity and solution-oriented products. In addition, many products were shown to facilitate the transition from analogue to IP.

 Over 700 exhibitors were present at the show, including over 100 companies exhibiting for the first time and there were more than 11,000 downloads of the Ifsec International visitor app. Ifsec confirmed it is still the most recognised international security event of the year.

Charlie Cracknell, event director for Ifsec International, said: "Ifsec International defined itself as the 'must attend' event that represents the 'entire security buying and influencing chain' from across the globe. With a strong proposition combining the leading security and fire manufacturers, integrators, training via first-class free education, new show features, interactive experiences and networking, Ifsec International stepped up to the challenge in 2012. This has only been possible

with the support of our partners and exhibitors and the commitment from our visitors."

Trends

One of last year's biggest trends at Ifsec was "fish-eye" cameras and an increasing number of security applications connected to smart phones. Both of these could be discerned at this year's show too. But the biggest trend at this year's Ifsec was simplicity and that the transition from analogue to IP has become increasingly clear even in Britain. When it comes to simplicity, there were many solutions based on NFC and a multitude of user-friendly apps on display. It is also becoming increasingly clear that video images are being stored more often directly inside the camera.

Many companies demonstrated products that facilitate the transi-

tion to IP. Sony's booth contained a hybrid camera that only existed as a prototype last year and later won a Detektor International Award for best CCTV-product. Samsung displayed its concept of Smarter Security which addresses how customers can upgrade an analogue system to an IP-based system.

"90 percent of what we sell is still analogue. We are in a transition period and we need to help customers understand the benefits of network video," said Peter Ainsworth, Senior Product Manager, Samsung Techwin.

Cloud storage

During a seminar at the show, Axis announced that the company is not only the largest network camera manufacturer, but most also the largest in IP cameras and analogue cameras combined. This is confirmed in a new report from IMS Research.

A strong trend is cloud storage and there were several booths where the Security-as-a-service concept was in focus. Honeywell, for example, showed its Maxpro Cloud, which is a hosted service

that gives companies access to their video surveillance from where ever there is an internet connection

Eight product areas

The fair was organised in parallel with the Safety & Health Expo (in Hall 1) and the Facilities Show (in Hall 2), while Ifsec itself was divided into eight product areas, including the new Fire section. Other areas were Counter Terror and Physical Security, Integrated Security and IP & Network Solutions, Access Control, CCTV and Surveillance and finally Lone worker protection.

Seminars

The show reported a 68 percent increase in the number of visitors attending education sessions at the show, representing approximately 10 percent of total attendees.

Show organisers UBM injected some investment into Ifsec's education programme this year, including the new Security Management Education Theatre, created for security managers and all those responsible for managing the security of their organisation, such

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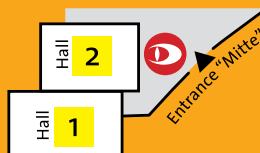
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TBS was represented by Philippe Niederhauser, Marketing Manager and Alex Zarrabi, Business Development Director Middle East.



Kyd Wang, Deputy Director Sales & Marketing, Natasha Lin, Assistant Sales & Marketing, and Richard Chen, Vice President Product & Service dept., Neovo.



IDL Fastlane was represented by a large happy team introducing their latest products within access control.



Morpho was represented by Helene Doret, Regional Director of Sales and Vincent Soucaret, Field Applications Manager.



Jens-Uwe Ludwig, Regional Sales Manager Central and Eastern Europe, Yunus Mamoniat, Sales and Frank Haight, VP of marketing, all from Comnet.



Canadian Genetec was represented by Meda Casunean, Marketing Manager, and Jimmy Palatsoukas, Senior Product Manager.



Xtralis was represented by Katie Merluzzi, Director of Marketing Communications, Collin Rogers, and Isabelle Baker, Marketing.



Friendly faces at the Seetec booth: Andreas Conrad, Marketing, Tom Kershaw, Country Manager UK, and Gurkan Esenkova, Country Manager Turkey.



Flir Systems with Bertrand Völckers, Distribution Manager Security & Surveillance Central Europe and Christiaan Maras, Marketing Director EMEA & APAC, displayed their thermal cameras.



Happy to be at the show: Dalit Salman, Marketing Communications Manager at Visonic, together with Oonagh Lindsay, Marketing Manager, and Rachel Marley, Marketing Assistant at CEM Systems Ltd.

as facilities, estate and building managers. 2012 saw a significant increase in end-user visitors from across the retail, transport, and facilities management sectors.

A hot topic for the industry which was heavily reflected at Ifsec was IP and the move towards convergence. A bespoke education programme with an emphasis on IP and integration skills and knowledge contributed to a 40 percent rise in visitors from the IT/networking/telecoms sector.

As part of this IP education drive, Ifsec 2012 debuted the IPassured Education Zone, an exclusive area where a team of experts offered presentations on leading industry trends.

With eight seminar theatres in total, the free-to-attend education sessions and workshop programme ensured Ifsec offered more education than ever before

Ifsec Awards

The Ifsec awards were presented during a dinner at the Hilton Birmingham Metropole next to the NEC on Monday evening. Pelco by Schneider Electric won the "CCTV Camera Equipment of the Year" award with Sarix Thermal Imaging and Code Gate won the "Access Control Product of the Year (including biometrics)" award with its Epod.

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

Video surveillance



Viostor.

• **Qnap Security** displayed their Viostor VS-8148U-RP Pro NVR. This 8-bay rack mount NVR features a dual-core Intel Core i3 processor and 4 GB of DDR3 memory, with the ability to cascade and manage up to 128 IP cameras. According to Qnap, this enterprise-grade NVR delivers high performance with a throughput of 360 Mbps for recording

and smooth playback of multiple megapixel cameras.

It supports up to 24Tb of storage capacity, which makes it ideal for continuous recording of high-resolution video. It supports a broad range of IP cameras in the Linux-based standalone NVR market, around 58 IP camera brands, and more than 1,100 Onvif and PSIA conformant cameras.

• **Sony** displayed the *Ipela Engine*, which is the general term for 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.

• **Samsung** demonstrated their new four channel SRD-440 H.264 DVR. It offers users the convenience of remotely monitoring live or recorded images via an Iphone, Ipad or Android smartphone. The SRD-440 is fully compatible with the free Samsung Ipolis mobile app. It supersedes the SRD-450 and according to Samsung, it is likely to be equally popular with installers who are looking to recommend an economically priced recording solution for small retail and office environments, and particularly so where the user wishes to keep a watchful eye on their premises out of business hours.

Access control

• **Suprema** launched the latest line in their range of biometric security and access products. The new *Facestation* provides fast and accurate access control and security through a dedicated terminal which combines the latest intelligent facial recognition technology with state-of-the-art hardware.



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SIEZA



Edwin Siemerink and Jan Hofman from the Dutch Nedap AVI.



KBC was represented by Hazel Sturges, Marketing, and Carol Downing, Product Manager.



Facestation.

Facestation comes with a wide array of features and functions which can be assessed through an intuitive touch screen GUI. The device also 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 powerful dual CPU. The terminal also includes a built in 13.56MHz card reader which supports both the Desfire and Mifare solutions.



Charlie Erickson and Sanna Leerkes from Nu Optic.



Optex was represented by Tomoaki Ito, Int. Sales Engineering Manager, Aude Desbrieres, Marketing Manager and Neil Foster, Area Sales Manager.



Koert Devlaeminck, Regional Sales Manager and Liz Cox, Marketing, from JVC, was pleased to be at Ifsec.



Paul Santos, David Grude, Stuart Hibberd and Francois Lagadec from Castel seemed to have a great time at Ifsec.



Fujifilm welcomed many visitors to its stand. Nina Kurten, Sales Representative, Yukihide Nakazato, Manager, Bernhard Ublbaas, Sales representative and Manuela Schmitz-Muno, Regional Manager.



Eyevis GmbH was represented by Daniel Kugel, Int. Sales, Sabrina Raschke, Marketing, Eric Henique, Marketing Manager, and Christoph Pfäffle, Project Management.



Young Soo Moon from Suprema was happy to be at Ifsec.



The Finnish company Idesco had some busy days. Adam Trigg, Sales Manager UK & Ireland, Timo Jaubaiainen, VP Sales & Marketing, Jari Valtonen, Managing Director, and Anu-Leena Arola, Director R&D and Services.

- **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.

- **Salto Systems** presented its latest access control innovations, including the newest additions to its class leading *XS4* platform. The latest *XS4* on-line wireless solution needs no hard wiring to provide a totally wire free networked electronic locking solution with an extensive range of features. According to Salto, it is designed for applications that need the latest in high level real-time access control without the need for wiring, and complements Salto Virtual Network (SVN) and hardwired IP

solutions. One of the newest additions to the *XS4* product range is the electronic lock with keypad. This product provides a choice of locking methods on doors where extra levels of security and control may be needed. It offers multiple security authentication methods to control access including proximity card, combined use of a PIN code plus proximity card or a separate keypad code. It is also available in a wireless version for online real-time control.

Alarms



Rapier.

- **Elmdene International Limited** demonstrated the upgraded capabilities of the *Rapier* external intruder alarm sounder. The newly updated features allow *Rapier* range models to comply with the pivotal EN50131-4:2009 Grade 3 and 4 standard. This range of sounders is now fitted with a diagnostic LED that automatically flashes to indicate any problems with the device. The units also offer versatile trigger options and 'comfort' LEDs to signal that they are in working order. Other key features include low power operation, battery and piezo self-test, remote test input, ring line monitoring, silent engineer mode and cascade tamper for multiple sounder installations.

Installation has also been simplified in the new units with the adoption of control panel dependent end-of-line resistors. For added flexibility the sounders can be mounted horizontally or vertically, a feature which is aided by two internal spirit levels.

- **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 6 slave sensors: each is individual and provides its own signal on a

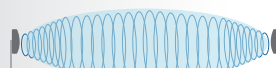


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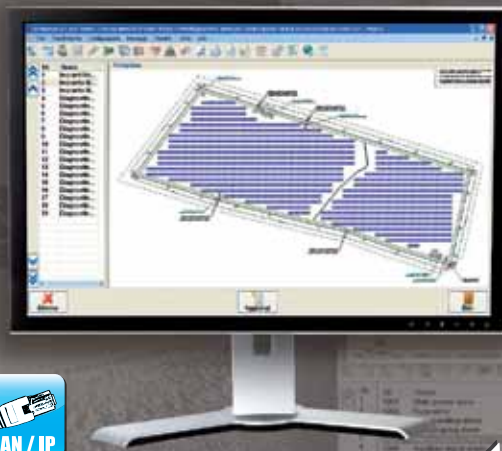
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SICURIT Alarmitalia has extended its range of perimeter protection systems with an advanced security platform designed and developed for large industrial integrated applications.

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SPEAKER SENSORS

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UV flame sensors are ideal for signalling the use of flame-type cigarette lighters or matches in no-smoking and other restricted areas.



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The KH series intelligent Quad Beams are designed specifically for use in our TA series Beam Tower Enclosures. Unique Quad Beams are synchronised to maintain range and stability in severe weather, while rejecting 'nuisance-alarms' caused by birds, animals, or blown-litter.

Intelligent Quad Beams

- PB-50HF-KH** up to 50m outdoor / 100m indoor
- PB-100HF-KH** up to 100m outdoor / 200m indoor
- PB-200HF-KH** up to 200m outdoor / 400m indoor

FEATURES

- 4 x synchronised high power double modulated beams
- 4 selectable beam channels allows stacking without crosstalk
- double coated electronics for demanding environments
- environmental monitoring circuit

Beam Tower Enclosures

- TAS series** 180° single sided free-standing
- TAD series** 360° double sided free-standing
- TAW series** 180° single sided wall mounted

FEATURES

- available in 1m, 1.5m, 2m or 3m heights
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www.takex.com



Darren Harrold, Director at Deister Electronic, together with Thomas Blum, CEO at Eyewatch and Marco Abrahms, Deister Electronic.



Enjoying Ifsec: Masaaki Kamen, Subsection Chief, Takex, George Brown, UK Sales Engineer, Francisco Fuster, CEO for Bunker Seguridad SL, Mark Cosgrave, Export Sales Manager, Mike Burgess, Export Sales Manager, and Diego Garcia Santiago, Sales, Bunker Seguridad SL.



Stefan Bange, Director Int. Sales, and David Teppe, General Manager Middle East, both from Advancis Software & Services GmbH.



Dominic Jones, Marketing Manager at Samsung Techwin Europe Ltd., who had an enormous stand at Ifsec.



Indigovision was represented by Jurgen Klijn, Senior Vice President EMEA, Mario Guzzetti, Regional Sales VP Africa, Marcus Kneen, CEO, and John Semple Head of Product Management.



Eugen Säbher and Fabrice Moscheni from Fastcom Technology S.A.



Raytec had a busy time taking care of visitors and displaying their product line within LED lighting systems.



David Johnson, Technical Manager, and Lucia Zaragoza, Sales, both from Ferman.



GJD Manufacturing Ltd. was represented by Neil Hennessy, Technical Support Engineer, Ana Maria Sagra, Sales & Marketing, Carl Fletcher, Sales Manager, and Keith Fenwick, Sales.



Albert Unterberger, Securiton, enjoyed the show.



Johanna Flohr, Marketing Manager EMEA, and Liuba Igoshina, Admin & Marketing, both from AxsonSoft GmbH.



Andreas Kronwald, Product Manager and Simone Kischkat, Marketing – Grundig ASP AG.



CDVI Group enjoyed the show: Eric Assouline, Export Manager, Fiona Hotton, Account Manager, and Alan Walker, Managing Director.



Vidis Eletronic Vertriebs GmbH was represented by Jian Zhang, Managing Director, Sophie Li, Sales Manager, Aida Avdic, Sales Manager, Vijay Emmanuel, Marketing, and Franz Tang.

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 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.

• **Tyco** demonstrated *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. 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 – no hardware switches and no need to re-open the peripherals once closed. Devices dynamically optimise their route to the control panel using available repeaters according to changes in the environment. Visible signal quality indication shown on the device enables the installer to choose the optimal location without having to walk to the panel during mounting. ■



12-15 October, China Sourcing fair, Hong Kong

Big Hong Kong trade show

The China Sourcing fair will be held at the Asiaworld-Expo in Hong Kong 12-15 October. More than 30,000 visitors are expected.



A total of 35,276 visitors from 147 countries visited the China Sourcing Fair in 2011 according to the organisers. There were more than 170 exhibitors.

This year, in addition to the

exhibition, there will be a "How to Source from China" seminar series led by industry experts and a CEO summit where invited visitors can hear about new and future consumer electronics trends.

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Some 25,000 visitors attended Secutech in Taiwan.

Secutech 2012, Taipei

Asian slowdown – ten percent fewer visitors

Since its inception in 1998, the Secutech trade show in Taipei has been steadily growing in terms of both the number of exhibitors and visitors. This year, the growth-suite in terms of visitors was broken.

By Lennart Alexandrie

 There were about ten percent fewer visitors than last year. "It must be remembered that we have grown substantially every year and it is of course impossible to avoid a decline in some years", says Parson Lee, Managing Director of Messe Frankfurt New Era Business, which organises Secutech.

Some 532 exhibitors from 27 countries and more than 25,000 visitors attended this year's Secutech at the Nangang Taipei

World Trade Center. The exhibition was dominated mainly by products related to camera-based security systems.

Camera trends

HD and video storage on SD-cards were two strong trends at Secutech and IP over coax was another one. There were also many examples of video analysis, although not quite as much as one might have expected. Exhibitors

who marketed cloud services were surprisingly few.

Biometric access control

There were a great deal of control products on display, especially biometric readers, a product area where the South Korean companies Suprema and Virdis have achieved a strong position which has resulted in a growing interest in Asian products. Suprema did not have a booth of their own this time, but appeared on one of their partners' booths.

Asian window

The big Taiwanese companies, Vivotek, Brickcom, Qnap and Acti, were in focus during the

show, but there were also many Chinese and Korean companies and a number of exhibitors from the rest of Southeast Asia. Parson Lee, Director of the exhibition, was happy about the participation of new exhibitors such as Axis and Bosch, but Secutech is mainly an Asian showcase for security. ■



Keen Yao, International Marketing Director, and Finn Wu, International Marketing Specialist, both from Hikvision.



AR Media International exhibited at Secutech and arranged a seminar. Irene Liu and Sonya Chaw from Wes Expo attended the seminar. S.C. Lin is responsible for the AR Media sales in China.



Gark Tan, Regional Marketing Director, Intel Embedded Sales Group Asia Pacific.



Yuqing (Michael) Chen, Vice President of Dahua together with Asha Chang from AR Media.



Andy Chen, Vice President for EMM Business Development Center & Everfocus Japan was happy to be in Taipei.



Albert Yang is President of HuperLab.



Peter Jen, General Manager for GKB Security attended the show.



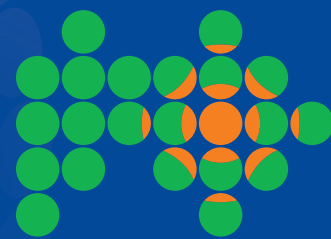
Yin Chan and Amanda Sung from Vivotek.



Amy Hong and Natasha Wu from the Brickcom sales division.

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Place of Events



250 companies exhibited in Poznan

Securex in Poznan is the largest security exhibition in Poland. According to the organisers, this year the fair attracted almost 23,000 visitors. However, several other fairs coincided with Securex and 23,000 is the total figure recorded.

 Securex attracted some 250 producers and distributors from 18 countries showing a comprehensive range of security products such as security cameras, access control and intrusion detection. Securex took place along side Instalacje International Fair of Installations and Equipment, Sawo International Fair of Work Protection, Fire-Fighting and Rescue Equipment, Wo-dociagi International Water and Sewerage Industry Fair and Kominki International Fireplace Fair. Together, the fairs attracted some 23,000 visitors, which was 7,000 fewer than last year.

In addition to the exhibition there were seminars and

workshops. "The Championship for Polish Installers of Alarm Systems" is a competition that was held during the fair and the best engineer in the competition was awarded as the Polish Master of Alarm Technology 2012.

The next Securex will be held in spring 2014 when the show celebrates its 20th anniversary.



Grzegorz Czapp and Konstantin Dementjev from Forteza.



Axel Jeschke, Head of National Sales at Kemas Technologies.



Antonella Scuderi, Krzysztof Cichulski, Zuzanna Brąjczewska, Raffaele de Astis and Fabrizio Leonardi from Cias, which recently opened a new office based in Poland.



Sylvia Sadowska from ICS Polska, Mike Burgess from Takex, Hubert Durlak from ICS Polska and Kasia Szczesniak, ICS Polska.



Prezemek Dusza and Elles te Boome from Harbers together with Evelien O'Sullivan and Piotr Oleksiewicz from Nedap.



Kevin Coulson, Int. Sales Manager at Elmdene, was happy to be at Securex.



Jablotron presented its latest intrusion alarm products.



Exhibition
Seminars
Security Banquet



EXPO & SEMINARS / DENMARK
Copenhagen 14-15 November 2012

Book your stand

– before it's too late

Reserve a stand at the next major technology-focused Danish security event at the Scandic Copenhagen Hotel 14-15 November 2012.

At last, Sectech is back in Copenhagen. It will be held at the Scandic Copenhagen Hotel, which has the capacity to comfortably play host to the 900 visitors expected to attend the exhibition and seminars.

Sectech will focus on **intruder alarms, video surveillance, access control and integrated security systems**. Around fifty Scandinavian exhibitors and some international companies will display the latest trends and developments from the industry.

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Time: 10am to 6pm (5-6 Dec);
10am to 5pm (7 Dec)

www.safetysecurityindonesia.com

Expected no. of exhibitors:

150

Expected no. of trade visitors:

5,000

Total gross area:

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ASIS International - Indonesia Chapter



Enterprise Security Services Association of Indonesia



Indonesia Crime Prevention Foundation



Indonesian Cash Transport Securities Services Association



Indonesian Security Managers Association



International Society of Crime Prevention Practitioners - Indonesia Chapter



In 2010, the biennial show attracted some 13,665 visitors and 373 exhibitors.

7-9 November, Sicurezza, Milan

Will Sicurezza overcome the crisis?

Sicurezza, the biggest security show in Italy, will be held in the Fiera Milano, Milan, 7-9 November. In 2010, the biennial show attracted some 13,665 visitors and 373 exhibitors.

 In 2010, Sicurezza saw an increase in visitor numbers by 16 percent and 7.5 percent of the visitors came from abroad. Some 373 exhibitors were demonstrating their latest products and 123 of them were foreign companies. In total, the exhibitors represented 24 countries.

The top five exhibitor countries were USA (18 companies), Germany (14), United Kingdom (13), China (12) and France (10).

Reorganisation

The exhibition did undergo a major reorganisation in 2010, and included new thematic areas and visitor categories, with particular attention dedicated to institutions, police and international organisations.

This year, Sicurezza will contain sectors for anti-intrusion, fire prevention, passive defence and home & building automation, intelligence and anti-terrorism, products and services for the Police and private security firms.

Seminars

There will be numerous specialist seminars and communication

initiatives. The States General of Security in Italy – organised by ANIE Sicurezza and Assosicurezza, Fiera Milano and the principal associations in the sector, will offer an opportunity for direct dialogue with the institutions. The market situation will be discussed but attention will be focused on the integration of plants and their optimum use, the development of skills and technological innovation.

The seminar Security and Privacy: how to balance needs, projects and installations with the legislation and regulations currently in force is organised by the magazine Antifurto&Security (EPC Periodici), in collaboration with the Federprivacy association, and is designed for security professionals who have to deal with privacy-related problems and regulatory obligations.

Urban security and money security

The Urban security: the Milan model – is a conference organised by the magazine Sicurezza Gruppo Il Sole 24 Ore, and will

focus specifically on Milan and will provide an overview of the struggle against major and minor crime in Italy. It is an opportunity to bring the local authorities of Milan, the public prosecutor and some of the leading video device manufacturers together to take stock of the situation.

The IP Security Forum is organised by Ethos Media Group, which publishes the magazine A&S Italy, and for the first time the event will take place as part of Sicurezza in Fiera Milano – which is the last stop on a roadshow through Italy. The event will offer an opportunity for training and continuing education to installers and technicians interested in the potential and advantages of an innovative technological approach that has become reality in Europe.

The Money Security seminar will be about the effects of the limitation of cash use, the evolution of cash handling and security for wholesalers and retailers, and how local banks will change.

Regulatory framework and road safety

The seminar entitled, The new regulatory framework and the private security company certification system, is organised by ASSIV, and this seminar will report on the full application

of the provisions introduced by Italian Ministerial Decree no. 269 and the private security company certification system in accordance with art. 260-ter of Presidential Decree no. 153 of 4th August 2008.

Road Safety at 360 degrees is a series of seminars organised by ANVU, the Italian Association of Local Police Officers, about road safety. The event will be focused on the experience of the Police Departments of the Lombardy Region, on the alleged offences of street murder, road safety educational experiences and on the Judicial Police activity in traffic accident notification.

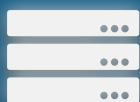
Finally, Security of sites at risk – the strategic partnership with UNICRI, the department of the United Nations responsible for strengthening sites at risk, has also been renewed for 2012. It is an international event that will bring together representatives from institutions, security managers of large sites and product and solution suppliers.

Award

The Security & Safety Award will take place alongside the fair. It singles out the best products and solutions presented by exhibitors in the three competition categories: Innovation, Friendly Product and Design. ■

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messe frankfurt

25-28 September, Security Essen, Essen

Essen – the biggest security event in 2012



In 2010, Security Essen attracted 40,850 visitors.



Security Essen celebrates its 20th anniversary on 25-28 September. More than 40,000 visitors are expected to the twelve exhibition halls of the Messe Essen.

 In 2010, Security Essen attracted 40,850 visitors. According to the organiser, substantially more visitors travelled to Essen from abroad than in previous years and almost half of the exhibitors were non-German. In 2010, they came from 113 countries. There were some 1,078 exhibitors and the foreign proportion was 46 percent – which was a new record. Exhibitors came from 38 different countries

Since then, the economy in southern Europe has been very weak, but the German economy remains stronger than most. Essen should be well placed to continue to grow, or at least to not lose visitors. The organiser is expecting about 1,100 exhibitors from 40 countries.

Fire protection will occupy more space

This year, video surveillance systems, access control systems, intruder alarms and integrated security are some of the product categories that will be displayed. In the dedicated fire protection hall the complete spectrum of structural, industrial and mobile fire protection equipment will be presented. Demonstrations of fire protection measures for buildings, to alarm technology, to active fire extinguishing technology will show how a fire can be prevented from becoming a catastrophe. The fire protection hall will be made a reality by Security Essen together with its partner, the Federal Association for Fire Protection Technology. The topic of fire protection will be a particular focus on 27 September. On this specially themed day, exhibitors in the halls and the open-air exhibition ground 1 will have the opportunity to inform visitors about preventative fire protection and fire-fighting during live presentations.

Future issues

This year, one of the focal points at Essen will be concentrated on future issues. The new Research Area is showing industry innovations from the development sector: research-oriented companies and institutes will be presenting themselves for the first time over 500 square metres in hall 8. At the same time, the European Commission is organising the Security Research Event entitled "Security Research meets Industry: Growth, Technology, Markets". Over two days, experts will be providing information on the latest strategies of this branch of industry, for example on the issue of border security. The congress focuses on the link between industry and science – and also looks at different programmes in Europe. The Security Research Event therefore offers a platform for knowledge transfer and communications among experts at European level.

Three forums

Three forums will offer the trade visitors the possibility of obtaining information about topical subjects in the sector. In Hall 6 (the Security Forum), there will be lectures ranging from security management to video surveillance. IT security will also play a great role here. Experts will indicate solution paths to the interested trade visitors in a generally comprehensible and practice-oriented form. The forum in Hall 8 will concentrate on subjects from research and development. Public security will be the focus of attention during the forum about the official figures in Hall 9.

As part of the trade fair, the most innovative companies will be awarded the "Security Innovation Award" in different categories. An independent specialist panel will assess the submissions in terms of innovative content, user benefits, cost-effectiveness and reliability. ■

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Security Events Calendar

September



10-12 September ASIS Annual Security Seminar and Exhibits Philadelphia, USA

Venue: Philadelphia Convention Centre
Organizer: ASIS
Tel: 916 667-8840, **Fax:** 916 667-8839
E-mail: asis.yvonneburruel@comcast.net
Internet: www.asis2012.org



18-20 September Safety & Security Pakistan Karachi, Pakistan

Venue: Lahore Expo Centre
Organizer: Fakt Exhibitions Ltd
Tel: +9221 35810637-9, **Fax:** +9221 35810636
E-mail: info@fakt.com.pk
Internet: www.safetynsecurity.com.pk



18-21 September Skydd 2012 Stockholm, Sweden

Venue: Stockholmsmässan
Organizer: Stockholmsmässan
Tel: +46 8 749 43 30
E-mail: magnus.eriksson@stockholmsmassan.se
Internet: www.skydd.net



19-21 September Oil & Gas Critical Infrastructure & Asset Security Forum Vienna, Austria

Venue: Austria Trend Hotel Park Royal Palace
Organizer: DMG
Tel: +44 (0) 203 615 0390
Fax: +44 (0) 203 615 0679
E-mail: laurenceallen@dmgevents.com
Internet: www.ogassetsecurity.com



25-28 September Security Essen Essen, Germany

Venue: Essen Exhibition Centre
Organizer: Messe Essen GmbH
Tel: +49 (0)201.7244-229
Fax: +49 (0)201.7244-448
E-mail: christiane.unterberg@messe-essen.de
Internet: www.security-messe.de

November



6-8 November Cartes 2012 Paris, France

Venue: Paris-Nord Villepinte exhibition centre
Organizer: Comexpodium
Tel: +33 (0)1 76 77 13 18
E-mail: congress@cartes.com
Internet: www.cartes.com



7-9 November Sicurezza 2012 Milano, Italy

Venue: Fieramilano
Organizer: Fiera Milano SPA
Tel: +39 02 4997.6224 - 02 4997.6241
Fax: +39 02.4997.6252
E-mail: areatecnica1@fieramilano.it
Internet: www.sicurezza.it



14-15 November Sectech Copenhagen, Denmark

Venue: Scandic Copenhagen Hotel
Organizer: AR Media International
Tel: + 46 8 55630680
Fax: + 46 8 191011
E-mail: deniz.baykal@armedia.se
Internet: www.sectech.nu



14-15 November Transport & Security London, GB

Venue: Olympia, London
Organizer: Niche Events
Tel: +44 (0) 20 8542 9090
E-mail: ngreenaway@niche-events.com
Internet: http://www.transec.com/



18-22 September Prague Security Days 2012 Prague, Czech Republic

Venue: PVA Expo Prague
Organizer: Mascotte
Tel: +420 222 353 846
E-mail: franek@mascotte.cz
Internet: www.fsdays.cz



19-21 November Algeria Fire, Safety & Security Expo Algiers, Algeria

Venue: Palais des Expositions D' Algiers
Organizer: New Fields Exhibition
Tel: 213 552 31 84 57
Fax: 213 21 24 37 97
E-mail: brahim.benyousef@live.fr
Internet: www.new-fields.com/afsse5/



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



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



12-13 March 2013 Sectech Oslo Oslo, Norway

Venue: Oslo Kongressenter
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



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



17-19 September 2013 SecurityUser Expo Copenhagen, Denmark

Venue: TAP1
Organizer: AR Media
Tel: +45 3691 5353
E-mail: info@securityuserexpo.com
Internet: www.securityuserexpo.com



22-23 October Sectech 2013 Stockholm, Sweden

Venue: Rica Talk Hotel, Stockholm
Organizer: AR Media International
Tel: +46 (0)8 556 306 80
Fax: +46 (0)8 19 10 11
E-mail: deniz.baykal@armedia.se
Internet: http://www.sectech.nu

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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Bosch Security Systems BV
 Building SX-1, Glaslaan 2
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 The Netherlands
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 Fax +31 40 2577119
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 www.enforcer.com.tw

Integrated Systems

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Network Video Surveillance

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