

DETEKTOR



International

Publisher's Comment

Final show in Birmingham

Voice of the Security Market

The future of video surveillance – use your eyes!

Security Technology Market

Large security companies are losing market share

Security-as-a-Service

Video surveillance – the service process is already up and running

Business News

New security show takes Ifsec NEC dates and venue

The Interview

**Jonas Andersson,
Samsung Techwin**

London calling

A glance at the contents of the last Ifsec show in Birmingham

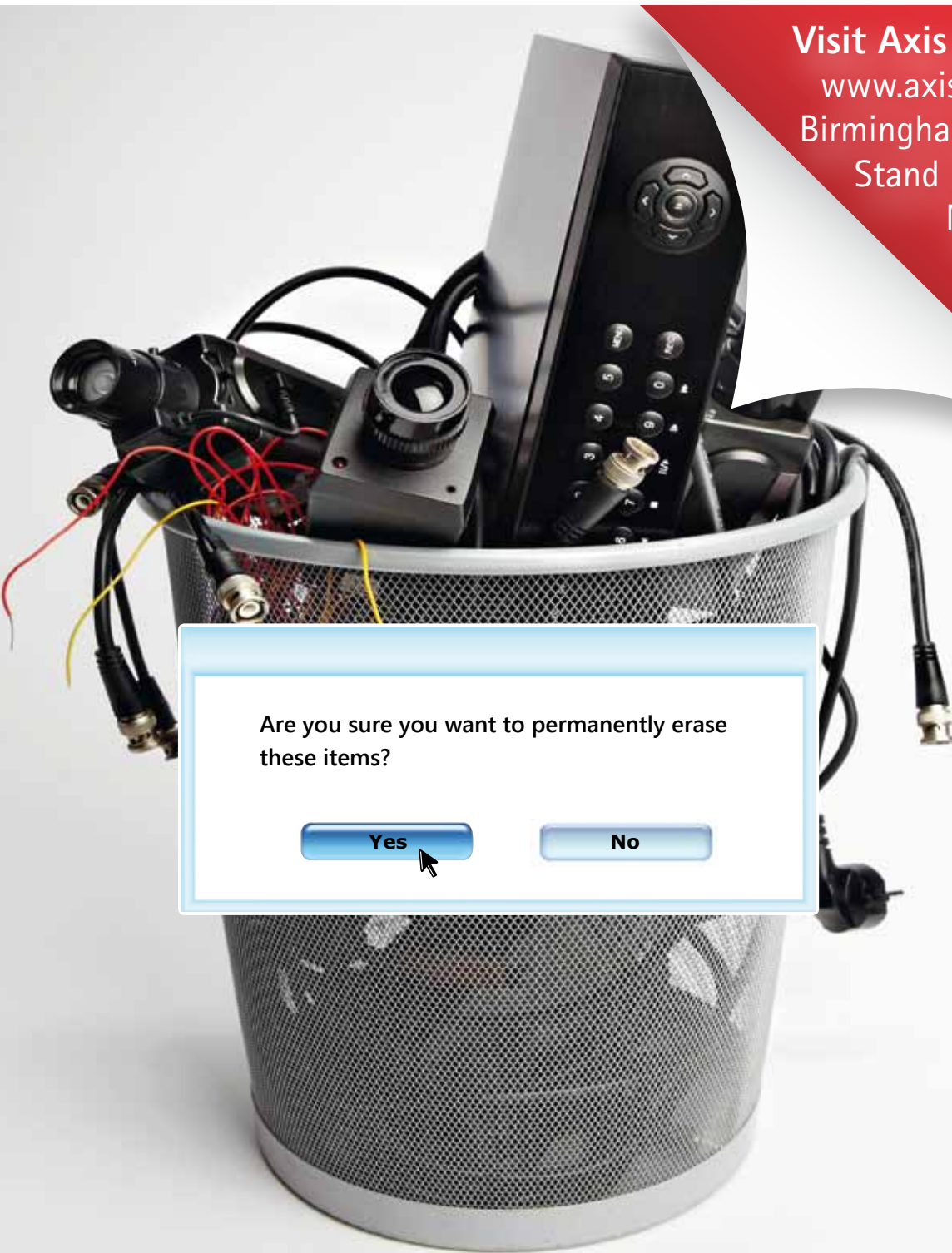
Visit Axis at IFSEC:

www.axis.com/ifsec

Birmingham NEC, UK

Stand E90, Hall 4

May 13-16



Are you sure you want to permanently erase these items?

Yes

No

People expect more from technology today — or in other words, less. Less cables, less equipment, less hassle. Why should video surveillance be any different?

AXIS Camera Companion lets you offer cutting-edge network video also to customers with smaller areas to cover — giving them the advanced options they're looking for today. AXIS Camera Companion records all video directly on each camera's SD-card — so no need for DVRs, NVRs, extra cables, or even a computer during operation.

With superb HDTV image quality and remote and mobile live viewing, it's a no-brainer for your customers. And with its easy installation, low maintenance and competitive price, it's a dream come true for you.

AXIS Camera Companion — the easiest way to network video surveillance.

Get the Axis picture. Stay one step ahead.

Visit www.axiscameracompanion.com



HDTV image quality • Direct recording on SD cards (no DVR needed) • Viewing apps for iPhone, iPad and Android • Cameras powered over the network • No PC needed for operation • Free viewing client • Scales easily from 1 to 16 cameras • Encoder support for analog cameras • No single point of failure

AXIS[®]
COMMUNICATIONS



ISSN-1651-3800 published by **armedia**

Head office:

AR Media International AB
Västberga Allé 32 • S-126 30 Hägersten
SWEDEN
Tel: +46 8 556 306 80 • Fax: +46 8 19 10 11
E-mail: info@armedia.se
www.detektor.com
www.armedia.se

US Office

Tom Curry
Curry Marketing Services
296 Longview Lane
Kennett Square, PA 19348
USA
Office phone & cell: 484-639-7245
Office e-mail:
tom.curry@armedaint.com
tcurry@currymarketingservices.com
Home phone: 610-444-0418
Home e-mail: curryfab5@comcast.net

Asia Office

Asha Chang
AR Media International (Asian Branch)
20F, No. 12, Xinshi 1st Rd. Sec. 1,
Danshui Dist., New Taipei City 251,
Taiwan (Zip code: 251)
Office phone: +(886-2) 2622 1365,
+(886-2) 2622 1385
Office fax: +(886-2) 2622 1305
Mobile: +(886) 922 116272
Email: asha@armedaint.com
ashachang@gmail.com

General Information

- Detektor International is published quarterly.
- No part of this magazine may be reproduced without prior permission from the publisher.
- Detektor International welcomes manuscripts, news, releases and photographs, but cannot be held responsible for loss or damage incurred in transit or in possession.
- News releases can be sent to intnews@securityworldhotel.com

Subscriptions

Marika Thelenius
Rate for four issues is Euro 49

Publisher

Lennart Alexandrie

Editorial Team

Rachel Ward Owens
Henrik Paulsson

Advertisements

Carlos Cisternas

Printing

Hallvigs Reklam, Sweden, 2013



Lennart Alexandrie, Publisher

Final show in Birmingham

Everyone cheers Ifsec's move to London in 2014. That is fully understandable. Birmingham feels like a peripheral location for most non-Britons. Still, Birmingham is England's second largest city and a centre for industrial fairs.

If the move is for better or worse for Ifsec, it is hard to say right now. However, the likelihood that Ifsec will regain its decreasing world leading status, looks promising as London is an attractive world metropolis.

Ifsec was held in London from 1973 to 1992. When the move to Birmingham took place the security industry reacted with hesitation. The first year in Birmingham, 1993, also saw a drop in the number of exhibitors and visitors. The quantitative let-down was however compensated by the high quality, especially of the visitors. Gone were the "tourists" who used Ifsec as an excuse for a vacation. The ones who came were industry professionals with real interest in technical trends, new products, security suppliers and networking. Looking at the whole picture, the modern NEC halls in Birmingham turned out to be more effective than the Olympia venue in London. Consequently, Ifsec quickly started growing again and managed to keep its position as the world's most international annual security exhibition.

During the last few years the competition has hardened, not only due to the annual American shows like ISC West and the ASIS shows, but also due to Security Essen which is held every other year in Germany. The high costs which Ifsec represents and the fact that the show takes place every year and not every other year as most of the exhibitors want, has made it harder to attract western suppliers to exhibit, but this loss has been compensated by the many Asian exhibitors that have joined the show in the last few years.

Many things have changed over the years since Ifsec moved to Birmingham. Back then it was common for security companies to have a team of personnel with sales responsibility for Europe as a whole, and Ifsec was then an obvious forum. Today, most of them have divided Europe into different sales regions with separate management for every individual region. Also, in the nineties, the product market

was run by private security companies, often entrepreneur-driven. Then, as now, it was generally product suppliers who exhibited at security shows. Some examples of large exhibitors were Ademco, Aritech, Dedicated Micros, Plettac, DSC, Norbain, Alarmcom, Detection Systems and Bewator. Today, many of these have been devoured by large multinational conglomerates with diversified areas of business. With this, the cost control within these companies has become more strict, and in turn this has led to tighter restrictions, regarding for instance travel – which is an increasing problem for exhibitions around the world.

The competition for visitor's time has also increased as companies have been streamlined and many employees have more tasks on their hands than before, leading to less time for social events such as visiting exhibitions, especially if visiting means travelling far away.

A more global industry and world economy has also led to increasing competition for shows in Europe from shows on other continents. In addition, internet has made it possible to communicate and arrange meetings from ones desk at the local office. With this in mind, it is easy to understand why many shows with international profiles begin to feel more and more like local events. A few shows however have an international profile, for example ISC West in the US which has become as equally important internationally as Ifsec is/was. The biennial German security show Security Essen has also gained a higher international status in the last few years. Ifsec is, in other words, not currently particularly in focus, neither for the exhibitors nor the visitors.

London might help change this focus. But the timing, in June, is very late, especially for Scandinavians who make up a large percentage of the visitors. There is an obvious risk that the number of visitors from this region will decrease, and there is also the risk that visitors in the British capital will be there for private reasons, which means less time spent at the show.

This year's Ifsec – the last show in Birmingham – is an excellent possibility to find out how exhibitors and visitor foresee the future events in London. That question will definitely be asked by Detektor at the show.

- 3 **Publishers' Comment.** Final show in Birmingham.
- 6 **Technology in Application.** Belgian nuclear site secured with effective perimeter protection.
- 8 **Voice of the Security Market.** The future of video surveillance – use your eyes!
- 12 **Security Technology Market.** Large security companies are losing market share.
- 18 **Security-as-a-Service.** Video surveillance – the service process is already up and running.
- 20 **Business News.** The latest commercial news from around the industry today.
- 28 **Product News.** The latest product news and launches.
- 37 **The Interview.** Jonas Andersson, Samsung Techwin: "There is a strong demand for analogue solutions".
- 38 **Ifsec, Birmingham.** Ifsec celebrates 40 years ahead of next year's move to London.
- 46 **China Sourcing Fair, Hong Kong.** Chinese manufacturers showcase the latest in security products.
- 48 **Security Events Calendar.** The international overview of scheduled security shows.
- 50 **Security Buyers Guide.** The directory of important suppliers of security products & services.



Belgian nuclear site secured

Page 6



Martin Gren.

The future of video surveillance – use your eyes!

Page 8



Video surveillance – the service process is already up and running

Page 18



The interview: Jonas Andersson, Samsung Techwin

Page 37



Ifsec, Birmingham

Taking place on the 13-16 May 2013 at the NEC Birmingham, Ifsec International 2013 is part of UBM's Protection and Management Week. This year Ifsec will be celebrating its 40th birthday.

Page 38



China Sourcing Fair, Hong Kong

China Sourcing Fair's Security Products show on April 12-15 2013 is held at Hong Kong's AsiaWorld-Expo. The show targets everyone interested in importing or sourcing security products from suppliers in Greater China.

Page 46

L Series Provide Professional Quality and Reliable Solutions at Affordable Prices



The perfect choice
with high
cost-performance
index for smaller
installations



- 1080P 15FPS 30FPS HD IP cameras
- Cost-effective HD solution
- Built-in PoE

secutech

24-26 April 2013
Booth No. M120

IFSEC International
International Fluid Power Exposition & Conference

13-16 May 2013
Hall 5, A10 / B10



LILIN

MERIT LILIN ENT. CO., LTD.

NO.20, WU-KONG 6TH ROAD, WU-KU INDUSTRIAL ZONE, WU-KU DISTRICT, NEW TAIPEI CITY 248 TAIWAN (R.O.C.)

TEL: 886-2-2298-8988 FAX: 886-2-2298-9077 E-mail: sales@meritlilin.com www.meritlilin.com



 Creativity
Progress &
Excellence

Belgian nuclear site secured with effective perimeter protection



IRE is a Belgian nuclear site located in Fleurus, with high demands regarding security.

The Institute of Radioactive Elements (IRE), located in Fleurus, Belgium, has been equipped with an advanced security system providing high security. Thermal and mobile cameras combined with a video analysis solution reinforce site security in terms of perimeter protection, access management and internal security via a comprehensive security platform.

IRE is a world producer of radioactive elements used in nuclear medicine, whose primary mission is to contribute to public health and environmental protection. Established in 1971, the Institute has about 140 employees at its site in Fleurus, Belgium, of which more than 80 percent are scientific or technical experts.

Security is important

IRE attaches great importance to the safety of its workers, citizens and the environment, which is why it is committed to following administrative procedures developed by regulators such as AFCN (the Belgian Federal Nuclear Management Agency). Recently however, the security of the site

had to be strengthened with the enactment of new regulations.

In order to be able to remedy the old system's deficiencies, IRE executives decided to deploy whatever resources deemed necessary. To that end, the old CCTV equipment was replaced by purchasing and installing IP cameras from Axis with a very advanced software management and recording system in Genetec Omnicast, combined with video analysis by Acic Activitydetection, to improve site security. The new system had to allow security personnel to monitor and analyse access control and intrusion alarms.

Fewer false alarms

Throughout this perimeter protec-

tion project, each part of the system complements the other parts, creating a very advanced security solution. The combination of high quality cameras, integrated with access control and a high performance, intelligent video surveillance led to a significant reduction in false alarms and security incidents, compared to the previous system. Performance evaluations were conducted over a period of three months, and evidence clearly shows that the results perfectly match the performance commitment made by Acic and its integrator, Digital, i.e., less than one false alarm per week, per camera.

Visiting American experts have congratulated the Institute's management team on the quality of the implemented security measures. They stated that the IRE meets – and in many cases even exceeds – international requirements in terms of physical protection.

"We are very pleased with the image analysis technologies selected, dedicated to perimeter protection. This selection was based on a comparison of various products' performance results. Deployment by Digital and Acic went exceedingly well, and we achieved extremely high performance results, as required in the RFP," says Philippe De Clerck, a consultant at Robrechts Thienpont Security Consultancy located in Overijse, Belgium.

Many different cameras

Digital has installed Axis cameras both inside and outside various buildings, and is also responsible for alarm and site access control system management via Genetec Security Center, a unified security system. The cameras are in fixed position and allow continuous monitoring of activity in sensitive areas within buildings. As for the exterior cameras, they have been positioned throughout the entire site perimeter. They consist of fixed thermal cameras and mobile, visible domes equipped

with infrared lenses to also ensure proper operation at night.

Choosing thermal imaging was justified by its ability to deliver quality images day and night, even in harsh weather conditions. Securing the site has a dual purpose: both pre-generation of alarms when a vehicle stops outside the gates, but also generation of alarms in the event of intrusion into the site. The thermal cameras' video stream is analysed by an Acic video solution in an effort to optimise the security perimeter, while mobile domes allow verification of alarms generated by video analysis. The dome cameras actually focus on detection zones automatically, via software. To assist the operator during verification, the detection information from the Acic software superimpose onto images from the cameras, allowing operators to quickly understand the detection source.

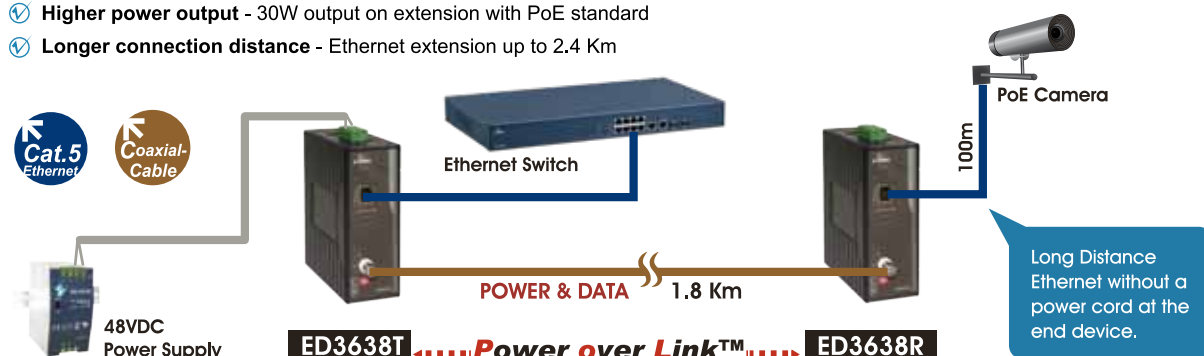
24 hours a day

Images are recorded, stored and can be viewed at any future point in time in order to verify any potential intrusion or to provide evidence, as required. IRE has explicitly chosen this type of camera in order to detect an intrusion or trespassing, while guaranteeing a solution that works in all weather conditions, and that minimizes false alarms. Only authorised personnel may view surveillance imagery on the wall of images, which displays videos from site cameras, or on a PC, access to which is password protected. The cameras are operational 24 hours a day, allowing for optimal responsiveness.

Jean-François Delaigle, CEO of Acic commented: "In this project we were strong thanks to the excellent partnership with Genetec and Axis. Together, our products give one of the best video-based perimeter protection solutions on the market. We continuously invest in the collaboration with technology partners, and we have just recently released the most complete ACAP security application for Axis cameras." ■

“ Power over Link™ (PoL) means power and data are transported over a single pair of wires, between two locations. The wire may be a plain old phone cable. EtherWAN has developed a system, consisting of a pair of devices that allow a user to connect any PoE powered device to an Ethernet network without supplying power at the end device location. The end device may be up to 400 meters from the network switch and we will connect it at 90Mbps which provides full IEEE802.3af power (15.4W) over a pair of copper wires, or at 100Mbps over coaxial cable which provides IEEE802.3at power (30W). ”

- ✓ **Local power is no longer an issue** - PoL + PoE up to 1.9 Km or more
- ✓ **Wider bandwidth** - Extension data rate up to 100Mbps
- ✓ **Higher power output** - 30W output on extension with PoE standard
- ✓ **Longer connection distance** - Ethernet extension up to 2.4 Km



HOW DOES IT WORK?

The ED3538T/ED3638T is powered by 48VDC and it transmits power and data to the ED3538R/ED3638R. The link runs at full 100Mbps out to 300m, three times the distance of 100Mb Ethernet over Cat 6 cable. This system transmits enough power across the link to power the ED3538R/ED3638R and provides IEEE802.3at (30W) power to an end device via the Ethernet port. These units will allow users to take advantage of existing cabling infrastructure as well as provide a way to install new systems without the requirement to bring power to remote locations where you may want to install a device such as a camera or a badge reader or wireless access point. The following performance table provides the full capability of the PoL pair when using the PoL feature. The PoL product is hardened for extreme environments so it may be mounted in a box outdoors without concern. This allows the

use of PoL from an outdoor cabinet to a more remote outdoor cabinet or from an indoor cabinet to an outdoor cabinet with the same product. The goal is to make installation of systems worry free and simple. The PoL system is a plug 'N' play 'N' walk away system. Connect the ED3538T/ED3638T to your network, connect the ED3538R/ED3638R to your remote device and connect a pair of wires (ED3538) or a coaxial cable (ED3638) between them, that's it. The PoL will also operate in a powered mode that doesn't use PoL. The advantage is, the remote unit (ED3538R/ED3638R) provides 30W of power regardless of distance and the distance is extended to a maximum of 2400 m at 1Mbps. This mode is selected with a single DIP switch. By combining VDSL2 and PoL technology the PoL provides another tool for the installer/integrator to build networks that are simple, low cost and faster to install.

Power over Link™ (PoL) Enabled

Data Rate Indicators (Min. Rate)	ED3538T/R Reference performance (a pair of 24 AWG copper wires)		ED3638T/R Reference performance (RG6 coaxial cable)	
	Distance	PoE Power Output	Distance	PoE Power Output
100Mbps	300m (984ft.)	30.0W	400m (1312ft.)	30.0W
80Mbps	400m (1312ft.)	15.4W	600m (1968ft.)	15.4W
60Mbps	600m (1968ft.)	14.0W	800m (2624ft.)	15.4W
40Mbps	1000m (3280ft.)	9.5W	1200m (3937ft.)	8W
20Mbps	1200m (3937ft.)	5.0W	1600m (5249ft.)	6W
Link (< 20 Mbps)	-	-	1800m (5905ft.)	4W

The future of video surveillance – use your eyes!



There are some areas today where the IP camera beats even our own human abilities, but there are also qualities where a surveillance system will never replace human intelligence or intuition. How do we stack up today with our IP video devices, and where will we fall behind in the future? Martin Gren at Axis has the answers.

By Martin Gren, co-founder of Axis Communications

Since the invention of the first analogue video camera, it was natural to compare these devices to the human eye. Focus, light sensitivity, iris, lens, focal length, and aperture are all

terms used to describe both. Cameras in surveillance were created to see what we as humans couldn't. Yet in the analogue CCTV world, the comparisons stopped at seeing,

In the world of IP video, cameras are computers that can see. When we talk of computers, we talk of artificial intelligence. We talk of memory. Today we can compare an IP video system to the human eye and the brain. While there's no perfect calculation, the whole eye is said to have a total resolution of more than 100 megapixels, but this is hardly usable for surveillance and it's not the actual resolution that our brain (the VMS) computes.

While the eye wins outright for overall resolution, one can argue that the usable resolution of the cornea or what the brain computes at a given time can vary greatly, but it can be roughly estimated between 5-10 megapixels depending on the person's eyesight. Still, given that lens technology is not on par with the higher resolutions in security cameras – maxing out around 5 megapixels for professional surveillance – and that most 10-20MP cameras lack frame rate and image quality around the edges of the scene, it is a clear win for the human eye.

Moore's Law

There's one main reason that lenses are not keeping pace with IP camera and sensor development, and therefore the human eye: Moore's Law. Unlike the IT components inside a camera, optical components like the lens do not follow Moore's Law. So while lenses are taking longer to evolve, IP camera developers are using the ever-growing processing power in the cameras to look beyond pure resolution and improve overall image clarity with better light sensitivity.

Many of us suffer with poor night vision. But unlike our eyes, cameras have the ability to leverage IR wavelengths and produce a black and white image at night. Analogue held one final advantage over IP regarding light sensitivity, yet neither analogue nor IP could

produce colour images in the dark. Both of these cornerstones were surpassed during the last year with the introduction of colour-at-night Lightfinder technology. Here, Moore's Law is really kicking in with sensor development and we can expect a lot of progress in low light video. Also, as CMOS sensor technologies evolve we now have the ability to be almost as light sensitive in 5MP cameras as the human eye, and much more light sensitive than the eye in HDTV and VGA resolutions.

And then of course there is the ability to see with absolutely no light at all – which no human can do. For this we now have professional-grade, all-digital thermal network cameras that can be integrated into an IP-based surveillance system. Thermal cameras can detect humans and objects in complete darkness as well as poor visibility conditions, and are no longer just for military usage.

WDR

Wide dynamic range is another hot issue related to the sensor and image processing. The human eye is said to have a contrast range to 120 dB. If compared to the best wide dynamic range network cameras on the market, it's a dead heat tie. However, when humans try to see during constant contrast change, the eyes will get very tired and a headache is likely on the horizon. So in the long run, and especially when fighting direct sunlight, the camera is better than the human eye without even the need to wear sunglasses.

Field of view

Now that we've covered resolution and light sensitivity of the camera vs. the eye, the next comparison is with field of view and mechanical speed. The eye has a field of view of approximately 75-95° and a pan-tilt speed of roughly 900°/second. If we compare this with current PTZ cameras, the human



Don't miss out!

Ifsec 2013

13 - 16 May, Birmingham
Visit us in Hall 5, Stand C30



Superior performance. Exceptional simplicity.

Grundig standalone H.264 NVRs raise
video surveillance standards.

Grundig 4, 8 and 16 channel NVRs provide Full HD, 1080P, 25FPS
video on every channel in both record and display modes.

Built-in PoE switching provides direct connection to Grundig IP
cameras and enables auto-configuration.

A sophisticated and reliable Linux-based operating system ensures
vital data remains safe, whilst an intuitive GUI keeps installation
and set-up as simple as any analogue solution.

Fit high-performance NVRs straight from the box!

German video security excellence- by Grundig.



www.grundig-security.com

FOR A GOOD REASON

GRUNDIG





eye is faster than the majority and still beats the autofocus algorithms of most cameras.

Thus, improving focus will be the manufacturer focus for the coming years.

However, since the human eye lacks optical zoom, IP security cameras have a major leg up. We continue to see improvements in the evolution of optics and motors in PTZ cameras that Darwin can't keep up with.

But remember, in the same way the human eye can contract infections and obstructions, so do security cameras. Dirt, fog, dust and even spider webs affect the camera as much as they do our own eyes. Without the ability to brush debris away from their lenses, installation environment and housings are increasingly important and will see further development. Unlike our eyes, however, the biggest leg up for the camera is that it never needs to sleep!

From detection to analysis

The no-need-for-rest feature of cameras means that video analytics is superior in the ability to perform around-the-clock, monotonous tasks like people counting, cross-line detection and license plate recognition (LPR). Think about the patience you would have to have to sit on the side of a highway and make a note of all the license plates that drive by. But when it comes to more advanced analytics, the human brain and intuition wins over a security camera in most aspects.

When in controlled environments, advanced analytics are working really well. Face detection by a video surveillance camera in a crowd is something we all can dream of, but face detection in a controlled environment can be deployed successfully. This intelligent feature will not only play a big future role in access control, but in more unique applications like retail customer reward programmes.

When it comes to detecting strange behaviour and forensics,

there is nothing like a guard or operator. While advanced behavioural analytics are improving, the human element will be important for many years to come – even if CSI and other TV shows would like you to believe otherwise.

The key to the future is mining all the high-quality video data that IP cameras capture and consider new and novel uses for this information. The retail market will be the biggest winner in the future. Analytics will continue to improve – especially as software developers from all walks of life are attracted to the surveillance industry with the goal to develop applications to run inside the camera itself – but a human will nearly always be required for this aspect of the industry to thrive.

However, when talking about analytics and software, there is the rising issue of potential patent lawsuits attempting to block the use of a specific algorithm. This is happening in our industry as well as many others, including the mobile phone market. One solution could be to pool patent fees amongst the patent holders in order to share these innovations with the world while keeping overall costs down for the end-user. This will leave us free to innovate and drive business. Until then, we as people will have an advantage over surveillance systems for many years because it's not possible to patent humans (fortunately!).

How's your long and short-term memory?

We all have personal memories that we can look back on in an instant. I'm not a neurology specialist, so it's astonishing how our brains can analyse the pictures/videos from our past and have the ability to record for many years. Here, even the most advanced computers completely lag humans. That's good news for police officers interviewing folks about a crime – even if eye witness testimony is sometimes proven shaky.

Humans are said to have short term and long term memories.

So too do surveillance systems. Consider long term memories as the server-based and NVR systems with the ability to download and store video for long periods of time. Local, edge-based recording is then short term memory – which is improving in the camera not through memory exercises, but through Moore's Law.

Edge-based storage in a small camera system environment has many benefits and it will continue to get better. Today's standard for a modern surveillance system is HDTV and, if configured properly, the user will never miss a single frame. With the evolution of SD-cards, which are now available in 64 and 128 GB with more storage to come, we can easily store weeks of high quality video inside the camera or encoder in the coming years.

Humans have higher pixel vision, but the IP camera helps us see in difficult light and pure darkness. Guards and officers in the field can scan quickly for signs of trouble, while their colleagues in the command post use cameras to zoom in for a closer – and safer – look.

And as edge-based storage grows, so too does internet bandwidth and availability. Just as our own human behaviour has dictated the rising use of Gmail, online banking, movie streaming, personal storage, file sharing and other cloud-based services, a similar need for anytime, anywhere video access and offsite storage has led to the emergence of hosted video. While edge recording is perfect for single site deployments, hosted video has seen success where the end-user has multiple dispersed sites to monitor.

Yet a question I often get when speaking about the growth of edge-based and hosted video storage is if these technology trends mean the end of the VMS. The

answer is simple: these cameras still need to be managed, and what does this the best is a good VMS!

The real game changer will be in the smaller camera count market where we will see edge storage replace the DVR rather soon. This trend may be even more disruptive when we combine good camera-edge-recording and analytics. A third layer is when we combine edge recording with hosted video. Using analytics with increased edge storage capacities will be attractive because this solution does not require continuous Internet bandwidth.

So while humans can remember even our earliest memories, an IP surveillance system has the most reliable long term memory and its short term memory growth is far outpacing our own.

Man vs. machine

When we compare man vs. machine in the surveillance world, the one certainty is that we need to work together for maximum efficiency today and into the future.

Humans have higher pixel vision, but the IP camera helps us see in difficult light and pure darkness. Guards and officers in the field can scan quickly for signs of trouble, while their colleagues in the command post use cameras to zoom in for a closer – and safer – look. Our brains can analyse a scene and predict behaviour thanks to human intuition, but the IP camera is there to help with repetitive tasks without getting bored or falling asleep at the wheel. Our long term memories are unrivaled in the animal world, but the camera never lies or misremembers.

Moore's Law keeps on working to give us more processing power and usable resolution, while the latest human evolution seems to be that we are growing larger, taller and, yes, wider – just like our old analogue TVs!

IP video will continue to improve, and humans must adapt to get the most out of the technology. After all, in a footrace, it's clear that Mr. Moore is much faster than Mr. Darwin. ■



Business & Product News Every Day!

www.securityworldhotel.com

Let's face it.



suprema FaceStation

The revolutionary Suprema FaceStation features next generation face recognition technology that allows faster, easier and higher level of biometric access control security like no other thing you've ever seen.



FaceStation Video

www.supremainc.com

Screen images simulated. ©2012 Suprema Inc.

Large security companies are losing market share

Jim McHale, market analyst at Memoori, has written an article for Detektor on the fact that major security conglomerates are losing market share to smaller players in the industry. His opinion is that the major security companies "wait and see" strategy is allowing others to drive innovation and steal market share.

The message from the market seems clear: major conglomerates in the security business have given up on their long standing strategy of growth through acquisition. None of them, excluding Tyco, have made a significant acquisition since 2010. In the five years prior to that they were all active in acquiring businesses both large and small; increasing their geographic scope and updating their technology.

Not sustainable

Instead the market now faces, what Martin Gren from Axis Communications calls, "consolidation by starvation". He continues: "There are now more than 500 manufacturers of IP cameras and this high amount is not sustainable. The bulk of smaller players will be forced to exit the IP camera industry as they will not be able to afford the necessary R&D costs. The top players, who can effectively execute their strategy and invest in R&D will prosper. Some, but not all, will acquire the relevant technology".

Axis fully expect that in ten years time, the top ten companies in the world will own about 90 percent of the total video surveillance market.

Lost market share

As the major conglomerates have turned off the acquisition tap the flow of innovative products has declined and with it market share has been lost. So why adopt this strategy?

- They don't think it's the right time to buy as exit values will fall – Trading conditions in the last three years have been difficult and margins have tightened. Larger companies may well have decided to lie low for this reason. But many medium and small specialist companies have grown rapidly and demand in some sectors and countries has been in double figures.
- Difficulty in raising the cash – The conglomerates are cash rich and also have access to plentiful supplies of low interest finance; so this can't be the reason.
- Better opportunities to invest in other areas of their business – This is a strong possibility for Honeywell, Schneider Electric (Pelco), Siemens, UTC, Panasonic, Samsung etc. Some are strong in energy conservation, smart grid and aerospace, where they have made significant investments.



New model

The majors have been more successful in the system and integration business where size and scale is a basic requirement and they feel more comfortable. We at Memoori agree with venture capitalist Paul Graham in his statement "It turns out that the rule 'large and disciplined organisations win' should be appended by 'at games that change slowly'."

We have for some time argued the case that a new model for the products business will kick in and that seems to be happening. The security industry whilst not the fastest mover is undergoing some significant shifts in technology.

Structure changing

There are four main reasons why we expect the "new economy" to change the structure of the physical security industry:

1. The pace of innovation is speeding up, not slowing down. Edge based storage and advances in analytics are creating more and more applications for IP Video.

2. Open standards are starting to take a hold and eventually best of a breed will be de rigueur. This will open up competition even further and will reduce the barrier to smaller companies.
3. This increase in competition will then kill off weaker companies and consolidation will come about through open market forces.
4. The strong brand and channel infrastructure of the conglomerates which gave reach and efficiencies in marketing across the globe can now be achieved by small companies through the internet at a lower cost.

Improved products

The fact that products become more important in the "new economy" is not a reason to totally write off conglomerates that have interests in security. However it will require them to improve their products performance and in the short term they are more likely to achieve this through acquiring the relatively newer successful companies out there.

For more information on the security market including market sizing, structure, technology and investment, see the report "The-Physical Security Business in 2012". For more information about the report and ordering details: www.armedia.se, info@armedia.se, +46 (0)8 556 306 80.

Analogue camera shipments in the Americas consumer market to surpass professional market in 2013

By the end of 2013, unit shipments of consumer analogue security cameras in the Americas region will surpass those in the professional market. In a recent market report entitled The World Market for Consumer and DIY Video Surveillance Equipment – 2012 Edition IMS Research forecasts unit shipments of consumer analogue security cameras will top three million in 2013.

Consumer video surveillance equipment is sold through either a physical or online retailer and despite the difficult retail climate the market has contin-

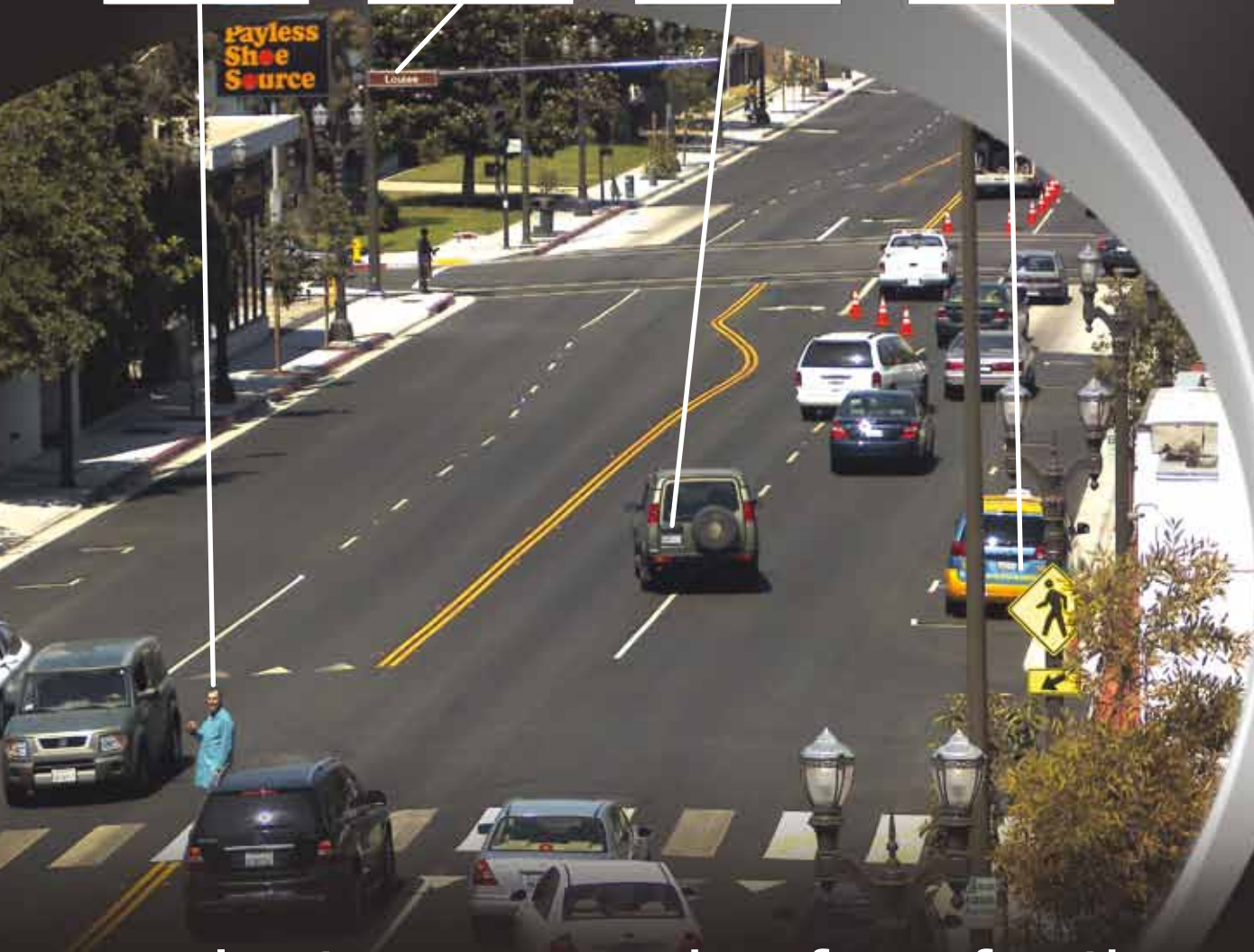
ued to display strong growth. Josh Woodhouse, IMS Research market analyst and report author comments, "The Americas region is the largest and most mature

regional market for consumer and DIY video surveillance equipment. The increased growth of analogue camera shipments in this market coupled with the decline in analogue unit shipments in the professional market means for the first time we are approaching a tipping point."

The consumer market is just a fraction of the professional market in terms of revenues, yet the high volumes of analogue security cameras shipped could extend the overall lifespan of

analogue security cameras and their components in the Americas market.

Woodhouse concludes, "Whilst some of the trends and technology seen in the consumer video surveillance market feed directly from the professional space, the cost sensitive nature of the market and need for simple, easy-to-use products means the transition from analogue to network video surveillance is slower in the consumer market than in the professional."



select your mode of perfection

10MP or 1080p



There's only one professional Dual Mode video surveillance camera that delivers both 10 megapixel resolution and the ability to switch to Full HD 1080p at 30 frames per second – the AV10005 from Arecont Vision. At 3648 x 2752 resolution, the AV10005 delivers 30 times more pixel density and forensic detail than standard definition analog or IP cameras – all while minimizing bandwidth and storage requirements by using H.264 compression. The AV10005 can be your one camera solution for most of your megapixel needs by cropping to any other lesser resolution or aspect ratio. Make your mode of perfection the AV10005 from Arecont Vision.

- Dual Mode 10MP or 1080p resolution
- 6fps @ 3648 x 2752 (10MP Mode)
- 30fps @ 1920 x 1080 (1080p Mode)
- Binning Mode for improved sensitivity
- Dual Compression H.264 and MJPEG
- Day/Night Functionality
- Image Cropping

 **Arecont Vision**
megapixel technology...
beyond imagination

+1 818-937-0700 • +1 877-CAMERA8
europe.sales@arecontvision.com
arecontvision.com

MADE IN THE USA

Market for Wireless Infrastructure Gear for Video Surveillance Set to More than Double by 2016

London, UK

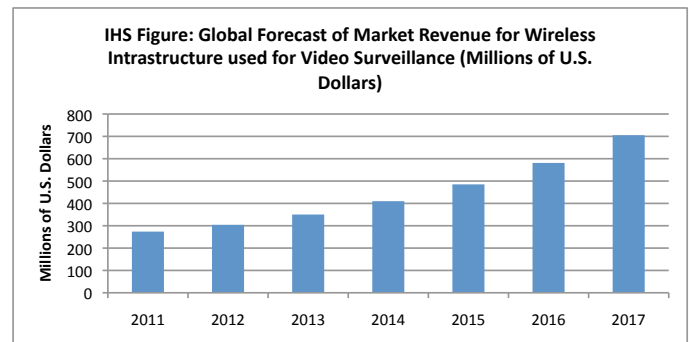
The global market for wireless infrastructure gear used for video surveillance applications is set to more than double from 2011 to 2016, with a significant amount of growth driven by demand for low-cost systems in emerging economies like China and India. Worldwide revenue for such equipment will soar to \$705 million in 2017, up nearly 160 percent from \$274 million in 2011, according to a new report published by IMS Research, now part of IHS Inc. (NYSE: IHS). After increasing by 11 percent in 2012, growth will accelerate to 15 percent in 2013, with revenue reaching \$350 million, as presented in the attached figure.

"Offering a relatively inexpensive solution compared to trenching cable, wireless infrastructure delivers a low-cost option for those who that want to establish surveillance networks," said Josh Woodhouse, video surveillance analyst at IHS. "In regions with widespread existing video surveillance infrastructure, such as the United States or the United Kingdom, the adoption of wireless infrastructure for video surveillance is growing steadily. However, emerging regions that lack such infrastructure will generate the strongest growth

in the world, causing the market for video surveillance wireless infrastructure gear to boom during the coming years."

Keeping an eye on video surveillance in different regions

The global market for wireless infrastructure gear for video surveillance is expected to expand at a compound annual growth rate (CAGR) of 17 percent from 2011 through 2017. Global growth will be led by China, with a stunning 28.8 percent revenue CAGR dur-



ing the period. The next fastest-growing region will be the rest of the Asia region – an area including India – which will increase by 27.9 percent. Mexico is set for a 23.1 percent CAGR, Brazil will rise by 17.4 percent, and the rest of South America will increase by 26.6 percent.

Asia goes for wireless surveillance

The Asian market is currently the smallest and least developed region for wireless infrastructure gear for

video surveillance. However, Asia is forecast to grow the fastest among all global areas in the coming years, thanks to the region's lack of any existing wired surveillance infrastructure, combined with the low cost of wireless and the booming demand for security.

Cisco leads the market

Cisco Systems Inc. was the leading supplier of wireless infrastructure gear used in video surveillance in 2012, with an 11.7 percent share of global market revenue.

Frost & Sullivan predicts global shift to outsourcing security

London, UK

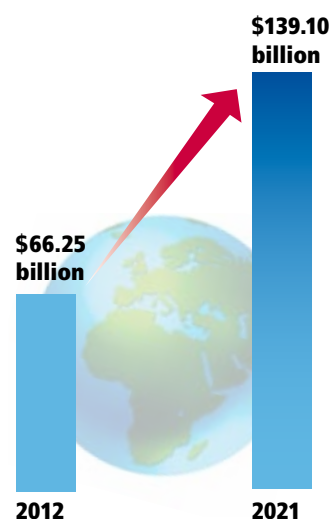
New analysis from Frost & Sullivan entitled, **Analysis of the Global Managed Security Services Market**, finds that the market will be around USD 66.25 billion in 2012 and estimates this to increase to USD 139.10 billion by 2021. The research covers two key service segments: physical and IT security.

The increasing complexity of both IT and physical security requirements for commercial and government organisations will drive a shift towards outsourcing security to managed security service providers (MSSPs). Adopting an outsourced model reduces the need for in-house provision and can provide the most cost-efficient approach to an organisations' security.

"In current times, many organisations remain highly cost-conscious, motivating them to outsource their security require-

ments and reduce operating costs," noted Frost & Sullivan Aerospace & Defence Research Analyst Anthony Leather. "Even while security remains a priority for organisations, chief decision makers are looking to the industry to provide them with the most advanced security solutions at the most competitive prices."

The growing threat and complexity of attacks, especially in the IT segment, is spurring greater investment in new and existing solutions to ensure both physical



and network security. Shifting security operations to MSSPs enables organisations to outsource progressively more complex security requirements to the experts,

while focusing on their own core business processes.

While there are cost-efficiencies to be gained through a security outsourcing model, some organisations still prefer to keep security in-house. This allows them to address issues immediately, without relying on outside companies.

"A common concern among security managers is the wide range of companies that MSSPs have to monitor," added Leather. "This might result in the untimely handling of security breaches or incidents."

Focusing on the larger markets, such as North America and Europe where outsourcing security services is a more accepted practice, will help build market share and a strong customer base for companies. This trend is expected to spread to other regions.



Business & Product News Every Day!
www.securityworldhotel.com

No more trash talk

Full coverage in just 2 lenses.



The Double Vari-Focal solution. Cover all focal lengths from wide to tele with 3-Mega-Pixel resolution using just 2 lenses.

The new IR-corrected Mega-Pixel lens series from Tamron features a focal length range of 2.8 to 50mm in just two lenses covering 126.1° to 6.8° horizontal field of view with use of a 1/2.7" camera. A new optical design uses glass mold aspherical lens elements and a special optical coating that ensures 3MP high resolution even under IR light and a clear image.

The simple choice for better security imaging. Tamron's Double Vari-Focal solution.



Model:M13VG288IR
1/2.7" 2.8-8mm F/1.2

Model:M13VG850IR
1/2.7" 8-50mm F/1.6

Scottish Business Park Adopts IP Solutions from Vivotek



The Park has recently adopted IP solutions from Vivotek to support its high-end positioning and to ensure tenants are confident with the security measures in place.

The Enterprise Park, Forres, based in Scotland and developed by Highlands and Islands Enterprise, was designed to bring talent and jobs into the area. Already home to a number of innovative and successful businesses, the Park continues to expand and attract new companies. The Park has recently adopted IP solutions from Vivotek to support its high-end positioning and to ensure tenants are confident with the security measures in place.

Having experienced some low level vandalism, fly tipping and so on, Highlands and Islands Enterprise wanted to ensure that their tenants felt entirely secure and confident in the security of the Park. "Although there'd only been a couple of minor incidents, we decided to nip the problem in the bud and invest in a CCTV system," notes Scott McKnockiter, Development Manager at Highlands and Islands Enterprise. Bartec Fire & Security was the winner of the tender.

Solutions

The 2-Megapixel Vivotek FD8361 with tamper detection was the chosen solution. Many units of the fixed domes, via Power over Ethernet (PoE), have been positioned around the business park. Thanks to its 3-axis mechanical design for easy and highly versatile installations, this outdoor-friendly masterpiece could be mounted virtually anywhere on the premises. Equipped with vandal-proof as well as IP66-rated housing, the fixed dome is capable of performing well in

outdoor environments all over the business park. Additionally, the Day & Night functionality and built-in IR illuminators (effective up to 20 meters), help to ensure excellent image quality around the clock. On the client's side, bandwidth efficiency is extremely important. Technologies such as multiple streams, video cropping and activity adaptive streaming for dynamic frame rate control are available on the FD8361 – effective for solving any potential bandwidth issues.

Also, an RDT radio transmission system uses receivers on the host buildings to transmit images back to the central monitoring station in the main Enterprise building.

Bartec worked with Norbain Service Plus for on-site coordination and support. Norbain Service Plus offers customers a range of resources, designed to complement their own skill sets. This additional support can be used to reduce the risk of installations,

minimize time spent on-site by engineers and, in Bartec's case, to make new technologies more accessible. Norbain's Configuration Centre spent two days on-site, dedicated to providing support to the Bartec team.

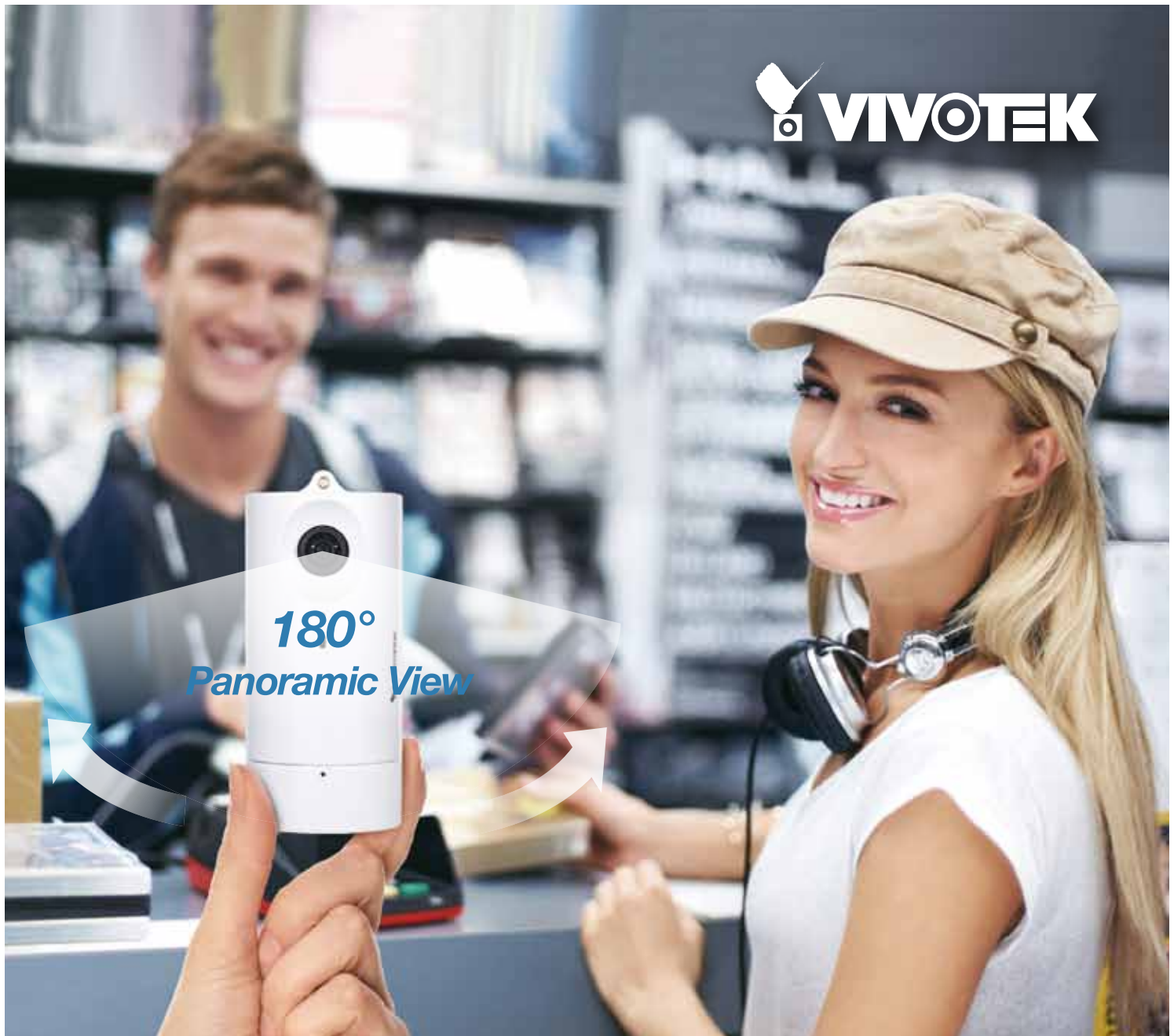
Benefits

Highlands and Islands Enterprise are very pleased with the system they've received. "Not only does it provide the quality of images we need, but the placement of the cameras has been carried out very intelligently to reduce the number required."

Looking at the system now in place, Scott concludes, "The system supports our positioning as a high-end business park. Just as we look for companies with innovation in their process, so the system matches this aim."

Related links:

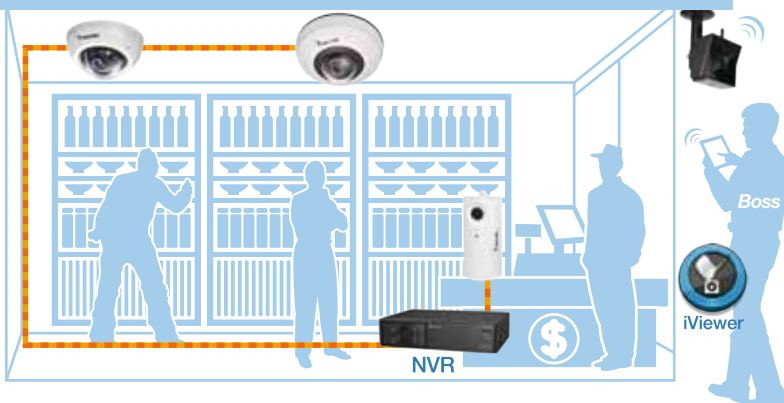
www.norbain.co.uk
www.bartec-scotland.co.uk
www.enterpriseparkforres.co.uk



Reliably Protect Your Business

The Best Solution for Retails

Market

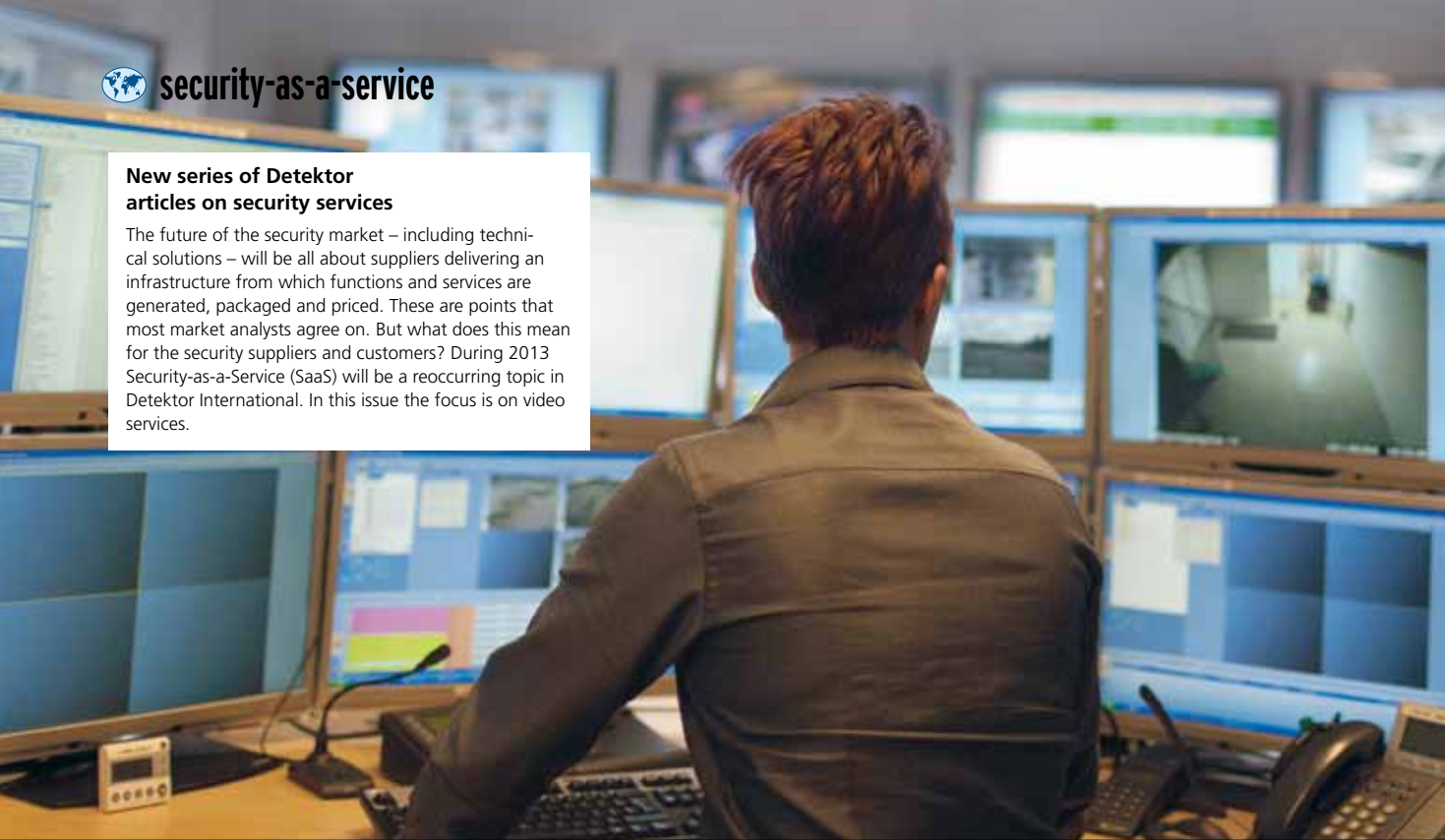


- PoE or WiFi
- Compact Size
- Easy Installation

VIVOTEK has announced a series of megapixel-class cameras tailored to the needs of retail industry. With compact, elegant design and easy installation features, these cameras allow installers to set up a world-class surveillance system with ease. Store owners can take advantage of the VIVOTEK iViewer app to remotely monitor their business via iOS and Android mobile devices.

New series of Detektor articles on security services

The future of the security market – including technical solutions – will be all about suppliers delivering an infrastructure from which functions and services are generated, packaged and priced. These are points that most market analysts agree on. But what does this mean for the security suppliers and customers? During 2013 Security-as-a-Service (SaaS) will be a reoccurring topic in Detektor International. In this issue the focus is on video services.



Video surveillance

– the service process is already up and running

More and more suppliers of security systems realise that future prosperous business awaits in the service sector, and not in traditional product sales or charging by the hour.

Packaging security as a range of services instead of offering customers a heavy investment in product is utilising Security-as-a-Service.

The perhaps most obvious sector for this migration is video surveillance. Here, the process towards SaaS has already begun, both technically and economically speaking.

By Lennart Alexandrie

The entry of network cameras – with remote surveillance and scalable technology – has brought entirely new ways to increase security in all types of applications. Network technology and intelligent video analysis is also a needed in order to effectively make security supplier's offers service based.

SaaS and video services

As a supplier, offering video services through a SaaS solution means taking care of a camera system, from A to Z. The supplier handles installation, operation, service and camera surveillance through a manned camera monitoring centre – all at a monthly cost for the customer. In this way the cus-

tomers can concentrate on its core business, while the supplier uses its specialist knowledge to handle the security for the customer – a win-win situation.

Hybrid deals dominating

This is already done within the video surveillance segment, but business is still carried out through a hybrid solution of product sales and service sales. The customer buys technical systems and components and the supplier offers remote services, based on the customer's needs and what the system can generate. Images are usually handled by a monitoring centre and different actions are carried out based on different scenarios which the intelligent cameras react to.

Video surveillance at the forefront

The fact that it is the suppliers of camera systems who have seen SaaS as a good business opportunity is mainly explained by the rapid development within network video. With IP remote monitoring, scalable technology was made possible, and also the use of IVA making cameras intelligent. It is within these areas where there exists great business opportunities.

Specialist packaging

There are different ways of offering SaaS solutions, and companies are choosing different paths, although all paths consist of working with concepts where the customer chooses services based on needs and where the supplier is responsible for the entire infrastructure, of course, all included in the monthly cost.

One particular model is to offer functions for different uses, for example stationary or patrolling guard services, remote access, talking cameras etc. Another focus could be on services for different vertical markets, for example schools, public transport or the building sector. Both models however, use the same main concept of SaaS where services are offered on a monthly cost basis, eliminating the customer's need for

heavy investments not connected to the core business.

Standard offer or not?

It is of course important for the suppliers to have wide standard offers based on SaaS, but custom solutions are also needed. Here the supplier's creativity comes into play. In both cases it is all about creating offers based on an understanding of the customer's business and the needs that have to be met. This can be done in many different ways, but the most important thing is to always have the customer's situation as the main focus.

Inevitable development

As SaaS provides a more cost effective and improved solution for preventing crimes and increasing security, it is able to offer an unused and largely untapped potential – and is, according to many, an inevitable evolution for the security industry in the search for solid and healthy customer offerings.

When the supplier takes care of the infrastructure the customer does not have to worry about hardware and software, cost for personnel, administration and service. Also, with the use of cloud services, resources can be shared, which means a more cost effective solution for everyone involved. ■

ABUS video surveillance: Get in touch with the German market leader in Home Security at IFSEC 2013

Our range encompasses surveillance cameras and digital video surveillance recorders, including hybrid solutions that allow existing analogue camera technology and the very latest network cameras to work in harmony in one system.



Plug & Play

Whether your customer wants to document building projects with the HD Time Lapse Camera or is looking for a surveillance solution to capture motion detection triggered videos – both functions are available in this ground breaking device! Harmony in one system.



Made in Germany



IP Recording

When recording purely IP-based video systems rely on our intelligent network video recorders and video buffers. Depending on model, they feature simple operation using an intuitive user interface, central image data management using the ABUS CMS recorder software and intelligent security functions.



HD-SDI

Thanks to HD-SDI technology from ABUS, you get up to 5x more resolution than with standard cameras and images in live mode. These innovative cameras are ideal for the efficient surveillance of large spaces such as supermarkets or warehouses.



Eycasa

The ABUS Eycasa home video system extends existing Siedle brand door intercom systems via an additional visual control module. The easy handling and uncomplicated plug and play installation enables video surveillance to multiple entrance areas.



IFSEC International
COMMERCIAL & GOVERNMENT SECURITY

13-16 May 2013, NEC Birmingham, UK

Visit us in:
**Hall 5
Stand
C75**



Suprema revenues jump 25% in 2012

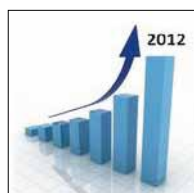
Seoul, Korea

2012 revenues for **Suprema, Inc.** rose 25% in year-on-year growth and its net profit increased by 148.6% compared with the previous year.

For the year ended 31 December 2012, the Korean based company, which makes products ranging from biometric security systems to e-passport readers and fingerprint live scanning systems, reported KRW 51.9 billion (US\$ 47.72 million) in global sales

which increased 25% from 2011.

The strong growth of biometric security systems over the company's worldwide sales channel made major contribution to the company's success and its profit topped by newly-launched technologies such as face recognition and surging demand on its identification solution from government sectors. While the Suprema fingerprint module business holds its top position in international



markets, the company's access control business also showed strong growth by introducing a number of groundbreaking technologies in biometrics.

In the coming year, Suprema

has a positive outlook for introducing a next-generation, fully integrated physical security platform and expanding its public ID solutions business including live scanners and passport readers, to fast-growing government sectors.

Since its founding in 2000, Suprema has recorded double-digit growth for 12 consecutive years and its current market capital is soaring above KRW 310 billion (US\$ 285 million).

New security show takes Ifsec NEC dates and venue

London, UK

Following the recent announcement by UBM that **Ifsec International** will be moving from Birmingham and returning to its roots in London in 2014, Clarion Events are launching Security Technology Live, a new installer event that the organisers believe will fill the gap in May at the NEC left by Ifsec.

According to Clarion, **Security Technology Live** has been developed through extensive consultation with exhibitors, associations and other stakeholders which has identified demand for a national show at which the security industry can support, service and extend its national networks of 3rd party security installers, integrators, resellers and distributors.

"We have been working on the idea of a national, overtly channel focused show for the security installer and integrator market for

quite some time, to complement the end user focused events in our existing portfolio such as Counter Terror Expo" said Clarion Events Managing Director *Tim Porter*.

"However now that UBM, the organisers of Ifsec, have decided to move their event away from its traditional home in the NEC and relocate it to London's ExCeL next year we believe that the time is now absolutely right to bring Security Technology Live to the market in 2014 to fill the gap in the national calendar created by Ifsec's shift to the south east."

Clarion's portfolio in the security sector includes the DSEI Defence & Security show, as well as Counter Terror Expo (CTX) which has been growing strongly and delivering a substantial audience of high-end private and public sector CNI and integrated security buyers to London's Olym-

pia since its launch 5 years ago. "London is a great location for our CTX event, which delivers an audience of high end corporate, government, policing and security sector visitors. Everyone we have spoken to across the industry however agrees that the NEC is the best location for a show aimed at the domestic and commercial security installer and integrator community" said Porter.

Security Technology Live will be held in Halls 6, 7 and 8 at the NEC and will take place over 3 days from 13-15 May 2014 and annually thereafter. Exhibitor pricing will be lower than at recent editions of Ifsec, and the event will benefit from a very clear focus on the UK and European distributor, reseller and installer communities.

A key theme for Security Technology Live will be helping the UK installer community as it faces



the challenges of adapting to an increasingly sophisticated domestic and commercial security environment, where end users are now requiring and specifying ever-more advanced solutions and technology. Security Technology Live will feature a host of interactive feature areas, together with an extensive free educational programme designed to educate those responsible for installing and supporting the latest generation of electronic, digital and IP-based integrated solutions as their adoption trickles down to all levels of the market over the next decade and beyond.

Exacq enters into global agreement with Anixter

Indianapolis, In (USA)

Exacq Technologies, a leading manufacturer of video management system (VMS) software and servers used for video surveillance, has entered into a sales and marketing global agreement with international distributor, **Anixter Inc.**

The new partnership solidifies the existing relationship between the two companies who have already built a solid

foundation in North America and will help to accelerate Exacq's targeted growth worldwide.

"We've experienced tremendous success in the United States and we've added several sales and marketing people to handle and further accelerate our growth," notes Dave Underwood, president, Exacq Technologies. "In just

the past year we've made great strides and healthy investments as a company toward our international expansion. Our bolstered relationship with Anixter will allow our sales and marketing teams to work together more strategically here in the United States and internationally."

In 2012 Exacq opened Exacq Technologies UK to

head up growth in EMEA (Europe, Middle East and Africa). The European based subsidiary now has a full force of sales and sales engineering professionals operating in the United Kingdom, The Netherlands, Belgium and Dubai. Exacq also placed full time sales people in Canada, Latin America and the Asia-Pacific region.



- manufacturer of perimeter protection systems

PRESENTS NEW GENERATION DETECTORS

MICROWAVE DETECTORS FORTEZA PC

-  Set up using PC
-  High resistance to interference
-  Independent 4 channels
-  Network addresses
-  Warranty 3 years

FENCE PROTECTION SYSTEM FORTEZA TRIBO-M

-  Set up using PC
-  High resistance to interference
-  Independent 4 channels
-  Network addresses
-  Warranty 3 years



www.forteza.com



itu

Intelligent Solutions

for
Hotels,
Offices,
Residential houses,

and
more...



info@i-tech-union.com

Vivotek sales exceed 100 million USD

Taipei, Taiwan

Vivotek sales results for 2012 report revenues exceeding USD100 million for the year, the highest that the company has ever achieved to date. Net sales in local currencies increased by 16% compared to 2011.

Spurred by rising security concerns due to the threat of terrorism and other factors, the IP surveillance industry has seen significant growth. In addition, advances in technology, such as higher resolutions, improved video quality, greater storage capacity and improved network communications, are also driving growth. All industry research reports project that the IP surveillance industry will keep a strong

annual growth rate through the years.

For a long time now, Vivotek, by taking research and development energy, sales service, marketing communications and technical support as core strengths, has been recognised as one of the most valued and trustworthy brands to partner within the global IP surveillance market. Moreover, focusing on philosophies such as integrity, care and innovation, Vivotek has built up a close relationship and strong network with customers, partners, and employees. Relying on the company's core strengths and this philosophy, Vivotek is completely capable of delivering



*Mr. Owen Chen,
Chairman of Vivotek Inc.*

cutting-edge products and technology to meet market needs and drive its sales performance significantly all around the globe. It is worth mentioning that Vivotek also maintains business growth in the European markets despite the

economic recession in this region in past years.

Vivotek Chairman *Owen Chen* stated, "Looking back at our sales performance and achievements in developing innovative technologies, 2012 was without a doubt another successful and significant year for Vivotek. Our revenues in local currencies increased over 16% year-over-year, and we're bullish about our prospects this year too with our excellent R&D capabilities, strong product portfolio, and expanding global reach. At Vivotek, we will continuously devote ourselves to our customers to address their needs and together we can make the world a safer place."

BSIA report shows ME demand for UK products

Worcester, UK

The results of new research carried out on behalf of the **British Security Industry Association's Export Council**, to coincide with the recent Intersec 2013 event in Dubai, underlines the strong demand being seen in the Middle East marketplace for the latest security systems from UK businesses, despite increased international competition. The report also brings key technology trends into focus such as HD CCTV, PSIM and hybrid solutions that have been centre stage over the past 12 months.

The vast majority of the Export Council member companies (87%), who responded to the survey, confirmed that they are active in this pivotal region. Of those questioned, 40% reported that they had witnessed a notable increase in revenues derived from the Middle East over the past 12 months. A similar proportion of companies saw business levels remaining unchanged, whilst a much smaller number (20%) reported that sales in the region had actually fallen. Significantly, the outlook for the coming year is much stronger than 2012 with an impressive 80% of members anticipating a rise in orders and, crucially, no one predicting a fall in revenues.

Focusing on the business areas

covered by the member companies who completed the survey, most were electronic security manufacturers – this reflects the composition of the Export Council as a whole – with 7% being involved in cash and valuables in transit solutions and a similar number providing training.

When questioned regarding the approach to security technology which they believe has had the greatest impact in the Middle East, over the past 12 months, the areas out in front – cited by 25% of those surveyed – were HD CCTV and PSIM (physical security information management). The HD revolution that is now so well established in consumer electronics is really making its mark in the Middle East with the roll-out of mega-pixel CCTV cameras to provide additional detail in security critical applications like banks and hotel lobbies. Of course the rise of PSIM in the Middle East is not surprising given the surge of interest worldwide in the bringing together and operation of a range of security systems, especially where larger projects are concerned.

Not far behind in third place in the security technology stakes was hybrid security solutions on 17%. The hybrid approach allows the combination of legacy analogue infrastructure with the latest digi-

tal, networked, security technology which can prove beneficial if site owners want to maximise the return on investment on older elements when upgrading to IP.

Other elements that were reported as having had a real impact were biometrics for access control, more efficient and reliable switch mode power supplies for security systems, and IP related technology. One surprise from the research was perhaps that video content analysis did not feature, which is certainly a security technique that is undergoing a resurgence in other markets.

Significantly, the research investigated the leading factors which Export Council members were seeing as the drivers for customer buying decisions on the ground in the Middle East. It was discovered, for instance, that although initial purchase price was ranked as the most important by a third of respondents, encouragingly, compliance with industry standards – which is a key requirement for BSIA membership – was the main decision making factor found by 20% of companies questioned when dealing with Middle East customers. Following on from this, in joint third, came ease of operation, technological innovation and strong business connection.

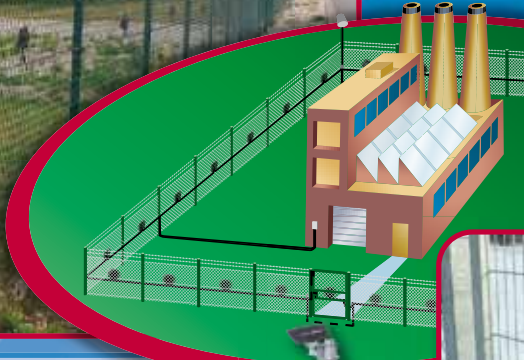
The survey also sought to discover which vertical markets were leading the way in taking up the solutions offered by BSIA Export Council member companies. It was reported that the top market sector was government on 46.7% – underlining their pivotal role with regards to major projects in the region – followed in second place by residential on 13.3%. The remaining sectors of note singled out by the respondents were: banking (specifically ATM protection), transport, hotel/leisure and office developments.

Said John Davies, Chairman of the BSIA's Export Council: "This new research shows that there is a real appetite out there for the best that British security solutions can offer. It is also encouraging to see that when it comes to making buying decisions ever closer attention is being paid to factors such as compliance with industry standards – a key strength of our members – above and beyond initial purchase price. The strong performance of Export Council members, and the prediction of better to come in 2013, is a reflection of the quality of solutions and the industry-leading nature of the innovations that BSIA companies are able to deliver to customers across a wide range of sectors in the region."

PERIDECT®

A FLAGSHIP OF PERIMETER DETECTION

Technologies for your safety



- Exact detection of the place of intrusion
- Independent setting up of individual detectors
- Very low false alarm rate caused by weather using the unique differential logic
- Operating temperature range: -55 °C to +85 °C



Štúrova 1282, 142 00 Prague 4, Czech Republic
e-mail: sales@sieza.eu | www.sieza.eu

SIEZA

vario^{iP}

network illuminators



Full Lighting Control Anytime, Anywhere

rayTEC®

www.rayteccctv.com

Seetec outperforms market under new leadership

Philippsburg, Germany

In 2012 **Seetec AG** achieved a top-line growth of nearly 40 %, exceeding the rate of 17 % predicted by IMS Research for the video industry in 2012.

The majority of the growth results from the sales of vertical solutions, which extend the use of classic security applications and support customers' business processes. For instance, several projects in the logistics sector were realised last year.

Preparing for growth fuelled by business-related applications as well as expanding international presence, Seetec AG has extended the board of directors consisting of *Andreas Beerbaum* (Sales) *Roland Keiser* (Technology & Products) and *Kaj Svenningsson* (Business Development) with *Stephan Rasp* as CEO.

Stephan Rasp is a 30-year veteran of the software industry, his previous companies include



Stephan Rasp.

BMC, Concur and Ariba and others as Managing Director DACH or Sales Director for

Central Europe. He is looking forward to a new challenge with Seetec. "As a German company, Seetec has the potential to be a leading player at an international level – backed up by the company's impressive development over the past few years. The shift to digital technology has huge disruptive potential for our markets. At Seetec we intend to benefit from these dynamics!" he stated.

Turkish petroleum company secured by Dallmeier

Regensburg, Germany

The TPAO, **Turkish Petroleum Corporation**, has used recording devices by **Dallmeier** for some time now and when the system was recently expanded, a decision was made once again in favour of recording servers by the German CCTV IP specialists.

Established in 1954, today the TPAO has a staff of over 1,600 employees in Ankara alone and more than 4,700 throughout Turkey. Their primary activities include exploring oil and natural gas reserves, drilling, executing pipeline projects, storing natural gas as well as trading in oil, including distribution and transportation.

Dallmeier recorders have been in use in the headquarters in Ankara for many years, for reliable surveillance of entrances and exits, the individual floors of the building and the lifts. But the existing system was in need

of modernisation and expansion. "What we wanted were high-quality recording devices," explains *Tahir Can*, Security Manager of TPAO. "We have been working with Dallmeier recorders for many years and have never had any problems."

That is why, when the time came for new devices, the appliance DMS 2400 was selected, a high performance server hardware with multi-core CPU and 2x 3.5" HDDs. The operating system of the 3HU high appliance is on flash memory for highest system stability. A sophisticated hardware concept and perfectly coordinated components allow for a high recording speed. Due to the "Easy-change" functionality hard disk drives can easily and conveniently be changed from the front of the device in case of an HDD failure. The Smavia recording server software is already preloaded and

supports standard resolutions as well as full-HD (up to 1080p) and up to 8 megapixels.

The local partner Ni-Ti Elektronik Güvenlik Sistemleri were contracted to install the new system. Tahir Can is more than satisfied with them as well: "The technical service provided by Ni-Ti Elektronik has always been excellent and we have always kept in touch. That is why we wanted to work together with Dallmeier and Ni-Ti again when we upgraded our video system."

The evaluation of live and recorded images is done with the Smavia viewing client, a videoIP client software for the independent and convenient evaluation of Smavia recording server recordings via Ethernet. One of the special features is the Smartfinder, a system designed for the intelligent search of movements within any given area of an image. Thus, it

allows for a goal-oriented, fast and efficient evaluation of recorded video streams. Searching for images with captured motion is easy and uncomplicated: The operator uses the mouse to drag a rectangle within the image, thereby marking the relevant area. Even with respect to extended time intervals, Smartfinder is able to find and list the sequences with captured motion within seconds. The initial results may be immediately viewed and examined, even while the system is still searching.

With the new Smavia appliances TPAO is also fit for high-definition. Ilker Ipek (CEO) and Onur Bursali (Foreign Trade Specialist) at Ni-Ti Elektronik explain: "The existing analogue cameras, which were also re-integrated into the new system, can now be gradually replaced with HD network cameras. This migration concept is ideal for TPAO."

Aimetis and Eneo form alliance

Roedermark, Germany and Ontario, Canada

Eneo is continuing to develop the versatility of its IP products through new partnerships and alliances with leading providers of video management software – the latest in that development being Aimetis.

Since Aimetis released Symphony 6.10.1 (mid-November) the feature sets of all current Eneo IP camera series are fully integrated in Aimetis software products. Eneo therefore

registers a further gain in terms of multi-vendor compatibility, and this pays out for users in giving them even more flexibility when they choose system components for video surveillance solutions.

Michael Rumpf, Managing Director at Aimetis values the partnership as a "real win for both sides. As a provider of integrated intelligent video surveillance systems we are track-

ing the consistent expansion of the IP product line at Eneo with great interest. Eneo has an excellent reputation in the market and we see enormous potential in the brand."

Franz-Josef Eberle, Eneo Business Unit Director, emphasises the benefits for users resulting from the alliance, in particular in the thermal imagery product sector: "With Aimetis, we have gained one of

the most important suppliers of video management solutions as a partner. And from our standpoint it is very pleasing that the integration of Eneo IP in Aimetis was finalised very close to the market launch of the new Candid thermal imagery cameras. From the very start therefore, users have a top product for video analysis of thermal imagery with Aimetis Symphony."



EVER WISHED TO HAVE THOSE EXTRA DETAILS?
Well, we have the solution!



VIDO.AT range of HD-IP, HD-SDI & HD-IP+SDI fusion surveillance cameras and accessories with advanced Sony HD modules offer the best in terms of image clarity. Since attention to detail is what HD surveillance is all about.

Featured Products: G65IR-HD-SDI, G70HDSDI/MP, G25HDSDI, G50IP, G50HD-IP



IFSEC International
COMMERCIAL & GOVERNMENT SECURITY
13-16 MAY 2013 NEC BIRMINGHAM

VISIT US!
STAND I15 HALL 4



VIDO.AT
CCTV Manufacturer

Favoritner Gewerbering 15 | A-1100 Vienna, Austria
+43 1 95826 9820 | sales@vido-europe.com
www.vido.at

SICURIT Perimeter Protection Systems



DUAL TECHNOLOGY BARRIER

High security, always and everywhere.
No more compromises between false alarm rates and detection capabilities.



NEW INTERFACE
CMH9000



Your Plug&Play interface for linking over IP Digital Dual Technology Barriers **ABSOLUTE PLUS** and Digital Microwave Barriers **DAVE**

Compliance with:








MADE IN ITALY

Find out more at www.sicurit.com

Finnish capital restricts traffic with Nedap

Groenlo, The Netherlands

During the spring of 2012 the Finnish capital Helsinki installed an intelligent vehicle access control system for its city centre. Authorising selective vehicle groups for access has proven to be an effective method of reducing unnecessary traffic volume in city centres.

By applying this technology, the city of Helsinki strives to make its city centre cyclist- and pedestrian-friendly, increase road safety and reduce hazardous emissions. The Dutch company **Nedap** developed the technology that enables selective vehicle access control and the installation of the system was carried out by Finnish company **Visy**. Helsinki is considering expanding the vehicle restricted zone in its city centre in 2013.

To increase the quality of life and the economic vitality of the

city significantly, Helsinki wishes to reduce the volume of motorised vehicles in its city centre and regulate the amount of traffic movements, while taking into account the dynamic aspects of the city traffic. Residents, retailers, suppliers, taxis and emergency services seek access the heart of Helsinki at various times and for a wide range of reasons. The vehicle access control system enables selective vehicle target groups with a valid permit to enter the city centre automatically, securely and conveniently. The system offers a high degree of flexibility in granting access rights to vehicles, based on need, route, destination and time of day.

The Finnish company Visy installed the intelligent system at three access roads to the city centre. At each gate various



technologies for identification and communication are installed that are locally integrated and remotely controlled. Long range RFID technology is used to identify vehicles. A vehicle management controller (VMC) controls connections to barriers, traffic lights and RFID readers and controls their activity. The VMC hardware layout and purpose built embedded software

enables a clean installation that is easily maintained.

In the past decade, Nedap has successfully implemented these controllers in a large number of Dutch cities to enable intelligent vehicle access control. The city of Helsinki perceived the results as positive and currently is considering to scale up the number of restricted traffic zones in the city.

Altronix powers Bank of New Zealand surveillance nationwide

Brooklyn, NY (USA)

At the 179 branches and 36 business centres of the Bank of New Zealand, a range of Altronix products supplies power to analogue and IP cameras and other security equipment.

With more than a decade of experience with Altronix, the bank has experienced the highest levels of reliability using the company's products.

"Since we first specified Altronix solutions, we have not experienced a single failure, which speaks for itself," said Karen Timpson, Security Operations Manager, Bank of New Zealand.

The Bank of New Zealand uses a variety of products from Altronix, a global leader of low voltage power supplies and accessories for the electronic security industry. In addition to wall-mount and rack-mount

analogue power supplies, the bank employs Altronix Hubway and Hubsat UTP transceivers to transmit video across structured cabling and Vertiline series models to provide centralised power in a rack configuration.

Mark Massicks, General Manager, Asset Security Distribution Ltd., says Altronix breadth of products and field proven reputation were factors in choosing the company's technology and solutions for the Bank of New Zealand. Altronix extensive product line has readily met the bank's evolving power requirements as video surveillance technologies have evolved. The Bank of New Zealand standardised on versatile Altronix rack-mount power supplies for analogue video in 2006 when it rolled out a new digital video recorder (DVR) platform.

In 2009, the bank upgraded from utilising coaxial cable by switching to unshielded twisted pair (UTP) for analogue video transmission, implementing Altronix Hubway UTP solutions. Hubway transceivers coupled with HubwayAvP or Hubway Dv video balun/combiners allow the bank to continue to use existing AC and DC analogue cameras. The new cable infrastructure enables migration to IP video when and where required by adding Altronix Netway midspans.

"The constant changes in video surveillance are now making the deployment of IP cameras much easier and cost-effective," said Mr. Massicks. "Altronix products cover every base from video surveillance to access control on any

infrastructure platform. We can meet or exceed all of our customer's requirements using Altronix solutions. Plus Altronix offers a lifetime warranty in the event a problem ever arises, which is unique in the industry."

"Due to time zone issues we can sometimes have delays in response from overseas suppliers, but Altronix has always responded within the same business day," said Mr. Massicks. "We couldn't ask for better service."

Founded in 1861, the Bank of New Zealand is one of the country's largest banks and employs more than 5,000 people. The bank works with personal, business, agricultural and private wealth clients and operates a network of 455 ATMs throughout New Zealand.



Business & Product News Every Day!

www.securityworldhotel.com



ONE SOLUTION. MODULAR APPROACH. UNLIMITED OPPORTUNITIES TO MAKE YOUR VIDEO SYSTEM FIT YOUR REQUIREMENTS!

- No matter if it is the point to enhance your company's safety, to manage your workflows or to make your processes even more efficient and profitable: the SeeTec Multi Solution Platform will support you.

The SeeTec Multi Solution Platform is our tool for the implementation – a modular software kit, which enables an industry specific and furthermore a customized solution, which is in the result as unique as your personal fingerprint.

www.seetec.eu

 FOLLOW US ON FACEBOOK
WWW.FACEBOOK.COM/SEETEC

DISCOVER THE FUTURE OF ACCESS CONTROL

SALTO
inspired access

The times are changing ... fast.
That's why SALTO is taking access control to a whole new level.

Our innovative new Wireless on-line and Data-on-Card technology delivers real time control of who can access what, where and when solving masterkey problems with an effective, reliable, inexpensive and simple to install solution.

Discover the next leap in access control and what SALTO technology can do for you.



SALTO wireless
real-time access control



Electronic Escutcheons



Electronic Cylinders



IP Door Controllers



Electronic Locker Locks

SALTO
inspired access

SALTO Systems HQ

Poligono Lanbarren, C/ Arkotz, 920180 - Oñartzun Spain - Tel.: +34 943 344 550 - Fax: +34 943 341 621
info@saltosystems.com - www.saltosystems.com

Bosch camera wins industrial design awards

Munich, Germany

The *Dinion HD 1080p* day/night surveillance camera from **Bosch Security Systems** has been honoured with two prestigious awards for outstanding product design: the German Design Award and the Dutch Good Industrial Design Award.

Both juries, comprised of highly renowned design experts, emphasised the great attention to detail in all components, ranging from the lens and image sensor down to the casing.

The German Design Award is the German Design Council's highest international form of recognition and was granted on 15 February 2013 in Frankfurt/Main. According to the company, the *Dinion HD 1080p*'s remarkable and innovative design set it apart from the competition in the "Industrial Goods and Materials" category. The jury recognised the camera for supplying HD images with excellent colour differentiation, even in moderate lighting conditions. The product also im-

pressed with its "precise execution, seamless transitions and clear lines."

The Good Industrial Design Award is the hallmark for industrial design in the Netherlands. The *Dinion HD 1080p* has been honoured in the "Professional Products" category. The prize, which is awarded annually by the Design Cooperation Brainport at the Dutch Design Week in Eindhoven, celebrates products that display a high level of craftsmanship and professional expertise.

Bosch Security Systems' design expertise is founded on many years of experience and commitment. In 2010, the award-winning *Dinion HD 1080p* replaced the iconic *Dinion* camera, which had been a popular choice in the surveillance appliances market for years. The concept focuses primarily on strong design elements that are carried out throughout the series, building a strong Bosch brand identity. The new camera boasts fully redesigned casing, providing enough space for the sophisticated



Dinion HD 1080p day/night.

high-definition technology inside.

"To us, design is more than just beautiful appearance. It is also a unique selling point," explains Ad Biemans, Product Marketing Manager at Bosch Security Systems. "We want to be successful in the premium segment of the surveillance camera market. Therefore our professional HD cameras are designed with utmost attention to detail and are expressions of the pure Bosch brand identity."

The *Dinion HD 1080p* delivers high-resolution images even under challenging lighting conditions. The camera uses the latest CMOS-based HD sensor for a sharper, more detailed picture with a 16:9 image format. Multicasting, Internet streaming and iSCSI

recording (CCTV storage) are all fully supported, and the camera's built-in Intelligent video analysis incorporates features like "idle object", "line crossing", "flow detection" and "crowd detection" to help operators monitor highly frequented environments.

Bosch Security Systems' design of the *Dinion HD 1080p* camera has been recognised repeatedly by international award bodies. In 2012 it received the red dot design award for its elaborate and innovative product design. This year also, the camera received the MTP Gold Medal Award, given at the trade fair Miedzynarodowe Targi Poznanskie in Poznan, Poland. In 2011, the *Dinion HD 1080p* won the Good Design Award in the "Protective Equipment" category. It is awarded annually by the museum 'The Chicago Athenaeum and Design' and the 'European Centre for Architecture Art Design and Urban Studies'.

 **CCTV** 

Dallmeier achieves patent for Panomera

Regensburg, Germany

Dallmeier has been granted a patent by the German Patent and Trademark Office entitled "Überwachungseinrichtung" with an issue date of 4.6.2011, confirming just how unique the Panomera multifocal sensor system is.

Meanwhile, the 3-months objection period, during which third parties can raise an objection against the assignation of patent, has expired. As no legally effective protest has been filed, the assignation of patent has now become irrevocable. The number of the patent is 10 2011 103 378.



It has been just over a year since the application was filed and the German patent has finally been granted. "A very short time when one considers that patent applications can often drag on for several years", explains Dieter

Dallmeier. And he declares; "This patent underscores the unique nature of this technology."

The multifocal sensor system convinces with its new lens and sensor concept: Panomera works with several lenses, each of which has a different focal length. Thanks to this, the camera can be adapted optimally to the area for surveillance, so details are still clearly visible, not only close up but also at very long distances, and individuals can be recognised even at 160m distance. The camera permanently records the whole image with high-

est detail resolution. PTZ functions like panning or zooming are therefore also possible in the recordings. This way every incident can be reconstructed and documented subsequently after the event.

Panomera is already used in numerous national and international projects, e.g. in various German Football League stadia (Mönchengladbach, Leverkusen, Cologne, Dortmund, ...), at airports (Nuremberg, Naples) or in the French shopping-mall La Part-Dieu in Lyon.



Pima releases new version of the AlarmView

Pima Electronic Systems is releasing an enhanced version of its advanced *Alarmview*, a wireless intruder alarm system with visual verification for residential and commercial applications.

Alarmview is, according to Pima an easy to install, Grade 2, wireless intruder alarm system,

providing visual verification and remote look-in via a built-in GPRS/GSM. The system includes advanced features such as "matched field-of view" that guarantees full alignment of the camera's cover zone with that of the PIR sensor to avoid dead zones.

Some of the enhanced features



Alarmview.

offered by Alarmview include support for up to six Smartview (in-

door) and or Outview (outdoor) cameras, high-quality day & night colour images and fast transmission to CMS, graphic and user-friendly LCD display and support of numerous wireless peripherals such as smoke, carbon monoxide and water detectors, miscellaneous keypads and key fobs and sirens.

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 50

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

PANOMERA®

multifocal sensor system



The Dallmeier Panomera® Truck is on tour again!

ROADSHOW 2013

Germany • Great Britain • Belgium
The Netherlands • Luxembourg • France



Scan for more information



www.panomera.com

Dallmeier

Who's minding
the shop?
I am.



Security at Your Fingertips.

Stratocast is a modern approach to business security, providing hassle-free, HD video monitoring that can be accessed from any laptop, tablet, or phone. With the ability to instantly view live and recorded video safely stored in the cloud, your business is never far away.

Find out about affordable subscription plans at stratocast.com

Visit us at IFSEC International / May 13-16, 2013

NEC, Birmingham, UK Stand #4C30



LAUNCH PARTNERS

Powered by
Windows Azure

AXIS
COMMUNICATIONS

Genetec

Hikvision launches low-light network cameras

Hangzhou, China

Hikvision is releasing a new series of low-light network cameras – the X55 series – that are designed to achieve meticulous detail in extreme dark environments.

There are four models in the series: the DS-2CD755F-E(I)(Z) indoor dome camera, DS-2CD7255F-E(I)(Z)(H) outdoor dome camera, DS-2CD855F-E(I)(Z) network box camera and DS-2CD8255F-E(I)(Z) bullet camera. Each offers super low light technology (up to 0.05 lux/f1.2, with AGC on), and boasts full high-definition output and efficient noise reduction technology (3D DNR).

“We created this series of cameras to fill a niche in the market. Currently, the most advanced security cameras typically fail to reach their potential in very dark conditions. With the X55 series,

we resolve this issue and top it off with world-class camera resolution,” said Keen Yao, International Marketing Director of Hikvision.

The super low-light capability is the hallmark of the X55 series and according to Hikvision, this makes the range ahead of most other low light cameras on the market. With a minimum illumination of 0.05 lux @ F1.2, these cameras have a level of sensitivity that allows users to discern colours, shapes, sizes, and of course movements in near complete darkness. Coupled with a wide range, some of the most meticulous detail can be brought to life and captured with extreme clarity.

Each of the models in the series captures images of up to 2 megapixels and provides full HD 1080p real-time video recording. The DS-2CD8255F-EI(Z) and



X55 serie.

DS-2CD7255F-E(I)(Z)(H) both incorporate a weather proof rating of IP66 and operate effectively in a wide range of weather conditions, including a temperature range of -10°C to 60°C (14°F to 140°F) and humidity of up to 90%.

The DS-2CD8255F-EI(Z) bullet camera, DS-2CD755F-E(I)(Z) indoor dome camera and DS-2CD7255F-E(I)(Z)(H) outdoor dome camera all offer optional infrared LEDs and provide an IR

range of up to 30m (98.4 feet), as well as a motorised vari-focal lens that facilitates quick and easy lens installation. In addition, the DS-2CD7255F-E(I)(Z)(H) also includes a built-in fan and heater.

These cameras can be incorporated into a larger networked surveillance system where alarms are triggered automatically in the event of a security breach. Among the many networking features, network connection errors and IP address conflict alerts allow users to quickly resolve potential networking issues to ensure the maximum uptime in the system. “In today’s context, we cannot afford to have any downtime in security. It only takes a minute or two for a breach to occur,” commented Keen.

swb

Lilin Imegapro L series ONVIF HD IP cameras

Milton Keynes, Bedfordshire (UK)

Lilin are launching the *Imegapro L* series, a new range of HD IP cameras that offer 1080P recording at 15FPS with POE, day/night switching, privacy masking, motion detection WDR, and Sense Up+ technology.

With 8 models variants starting at a competitive price point, the company believes there is no longer a need to pay a premium for HD quality. Variants include vandal-resistant domes, box cameras, external IR cameras, mini-domes and low profile mini-domes.

Every camera in the L series has Sense Up+ built in, a unique tech-



Imegapro L serie.

nology from Lilin that is designed to deliver clear video in low light conditions. Utilising intelligent image signal processing, AGC control and 3D noise reduction, the combination successfully delivers the ultimate low light image without motion blur.

Pair any camera from the L series with Lilin’s standalone NVR, and the resulting HD IP system

not only provides an exceptional user experience, it is also completely affordable and generally costing no more than an analogue system. With a built in installation wizard, setting up the system is simple. WS Discovery will locate all IP cameras on the network and generate a snapshot image of each channel, helping with identification and greatly speeding up commissioning.

Every IP camera is shipped with free CMX central management software that offers a range of functions including EPOS connectivity and database search-

ing. The software enables users to view, record and manage up to 36 channels of video recordings completely free, without any attached license fees.

The entire L series is ONVIF compatible and claiming an industry coup as the first IP manufacturer in the world to introduce ONVIF compliant products, Lilin has since continued to support the protocol; every IP camera produced is ONVIF compatible and their products now also work in conjunction with many leading VMS software platforms.

swb

Maxxess and Salto lock together

Anaheim, Ca (USA) Nuneaton, Warwickshire (UK)

Maxxess Systems customers can now take full advantage of **Salto’s** wireless access control solutions following the successful integration of Maxxess Eaxxess and Efusion software platforms with Salto’s Sallis wireless locking solution.

“The open architecture of our security management software has made it possible for us to work in cooperation with a wide

range of technology partners, but we are particularly pleased to be able to add Salto to the list,” said Lee Copland, Managing Director EMEA for Maxxess Systems. “Salto have an enviable reputation for providing robust and reliable wireless access control solutions which has been built on the back of being selected to provide the locking solutions for over 1,200,000 doors across 11,000

projects in over 70 countries. Maxxess Systems’ customers can now benefit from, for example, both the Salto XS4 and Aelement type ranges, offering a truly online wireless networked electronic locking solution as an integral part of the Maxxess Systems’ platform. This makes lock re-programming or re-keying a thing of the past.”

Andy D’Urso, UK Integrated Solutions Manager at Salto



Systems said “We are proud to include the Maxxess Eaxxess and Efusion platforms as part of our ever growing integrations offering at Salto. Innovation is the constant driver at Salto and the welcome addition of Maxxess to our integration partner portfolio certainly reinforces that concept.”

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 50

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

Turn night into day!



Total darkness

Thermal image

FLIR SR-Series

FLIR F-Series

FLIR PT-Series

FLIR D-Series

NEW **FLIR A310pt**

NEW **FLIR A310f**

NEW **FLIR A310pt and A310f**

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

Network-ready thermal imaging cameras for security applications

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

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

Some of our cameras are fixed mount, others are integrated on a robust Pan/Tilt mechanism to further increase situational awareness. Multi-Sensor systems combining a thermal imaging camera and a daylight/low light camera are also available.

FLIR offers a wide variety of choice with regard to lenses and image resolution. Cameras can be installed either in an analog or TCP/IP network.

For more information about thermal imaging cameras, please contact:

FLIR Commercial Systems

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

www.flir.com



We only have you in mind.

Security Redefined*

Nedap's AEOS security management platform has been designed by security managers for security managers. Our long experience in the security business, combined with our knowledge and understanding of what our clients need, has resulted in a tried and tested security solution. AEOS now secures access, people flow and building management for 37 million people, daily. In the UK for example, two major banks and the largest police organisation selected AEOS as their security management solution. They chose AEOS because of its flexible, user-friendly software and its ease of management. An important factor was the AEOS implementation model and customer support solution: they know that the Nedap team will be there for them, when they need us. Visit our stand at IFSEC and meet the UK Nedap AEOS team to find out for yourself. Or visit www.nedap-securitymanagement.com

Visit us!
IFSEC 2013

Monday 13 May -
Thursday 16 May
NEC Birmingham
Hall 4/B60



Grundig launches four channel HD-SDI converter

Remscheid, Germany

Grundig has added the *GTH-C0041C*, a four channel, analogue to single channel HD-SDI converter, to its comprehensive HD-SDI product range – it streams four analogue D1 video channels into one, full HD, 1920 x 1080p HD-SDI video channel.

The four analogue video channels can be displayed in quad format, within a single camera view of the HD-SDI DVR, or each

analogue channel can be displayed individually.

Andreas Kronwald, product manager at Grundig, explains, "The four channel, analogue to HD-SDI converter makes upgrading existing analogue systems to HD-SDI quick, simple and cost effective. It allows installers to consider re-using existing analogue cameras and coaxial cabling within a new CCTV system, perhaps in less critical positions on-site,



GTH-C0041C.

reducing costs. Later, if budgets permit, the analogue cameras can be upgraded.

"Each analogue channel is recorded as one quarter of the full

HD, HD-SDI channel. The resulting video is of similar resolution to D1, the highest available for analogue video."

Grundig's full HD-SDI range includes a box camera; outdoor bullet; fixed dome and vandal-resistant fixed dome, with IR LED options and true day/night functionality; an 18x, external, PTZ dome; and 4, 8 and 16 channel DVRs.

swh

Versatile Riva full HD IP camera with almost silent operation

Huckelhoven, Germany

Riva's full HD speed dome IP camera for indoor/outdoor applications offers H.264 compression and achieves a frame rate of up to 30 fps at 1080p resolution.

The 360° endless rotation speed dome is equipped with intelligent onboard video analytics – powered by VCA Technology – as a standard and can be upgraded by additional filters for individual requirements.

Riva's PTZ dome with 20x optical and 8x digital zoom controls pan/tilt speed while zooming. Furthermore, it guarantees high system accuracy, and the Stealth Spin technology makes Riva's speed dome RC4202/4602HD one of the most silent speed domes in the world.

The dome allows 255 preset positions, 8 programmable patterns and 8 privacy zones. It addi-



Riva's PTZ dome.

tionally offers 2-way audio, WDR, 4 digital inputs/2 digital outputs and ONVIF protocol support. A mechanical IR cut filter makes the

full HD dome camera ideal for ideal day/night usage with capability to expose the camera scene with IR light during night mode.

In combination with an outdoor housing including fan and heater, the PTZ dome is ideal for outdoor applications at operating temperatures between -40°C and +50°C.

swh

Assa Abloy upgrades wireless technology

London, UK

Aperio Offline is one of the most inexpensive solutions for integrating mechanical doors into access control systems. With the new Aperio Technology components from **Assa Abloy**, access control systems can now be upgraded without any wiring whatsoever.

Aperio Offline access control doors now allow access control system manufacturers (OEMs) and system integrators to offer even more favourably priced solutions, thus creating a competitive advantage for themselves. All they need to do is complete the simple task of integrating Aperio components into their system.

Aperio Offline is particularly suitable for doors which cannot be wired, are used very



little or are a distance away from other doors. Very easy to install, an Aperio Offline cylinder or escutcheon is mounted onto the door and then integrated into the access control system. Access authorisations are saved onto existing RFID user cards or transponders. Doors are all managed using the same access control system, whether they feature Aperio Offline or Online. Users receive new or modified access authorisa-

tions from a central point.

One special feature in Aperio Offline is its status message capability used to indicate low battery status or a jammed lock and transmit other door signals to the access control system via the cards or transponders. This allows system maintenance to rectify faults or replace batteries within a short space of time. Lost user cards and transponders can be cancelled by placing them on a blacklist or become automatically invalid after a specific period of time. Able to support up to 16 time schedules, Aperio Offline also offers a permanently open mode (office mode) and door status change (toggle mode).

For customers or end-users,

the greatest advantage lies in the fact that they can now choose the right access control system for every door scenario. Regardless of whether the door is Aperio Online or Offline, both can be administered using the same access control system.

Aperio Offline cylinders or escutcheons can also be easily used for Aperio Online if operators wish to integrate a door into an online system at a later date. In such a case, the door is incorporated into the access control system via a wireless communications hub, thus providing a favourably priced, non-wired, online solution.

swh

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 50

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



Business & Product News Every Day!

www.securityworldhotel.com



**Technologies are about to collide
in the most spectacular way.**

Some call it the next generation in security.

We call it PowerSeries Neo.

Witness the dawn at IFSEC International 2013.

BOOTH D10, E10 and F10

Genetec launches intelligent IP door controller

Montreal, Canada

Genetec has released the *Synergis Master Controller* (SMC), an intelligent IP door controller designed to secure any organisation's facilities and buildings.

Addressing longstanding customer demand for non-proprietary access control solutions, the SMC is a controller that allows users to modernise their security operations, migrate to an IP-based access control solution, while leveraging their networking infrastructure and existing equipment and wiring.

The SMC is a key component of Synergis, Genetec's IP access control solution, which facilitates real-time monitoring of access events and alarms, as well as card-holder management and reporting. When used within Security Center, Genetec's unified security platform, the SMC becomes a catalyst for organisations to evolve to a unified approach for security management. Genetec customers can seamlessly blend their IP video surveillance, access control, license plate recognition, and intrusion monitoring needs within a single unified platform.

"For some time, we'd been wanting to move to a unified security solution for access control and video, but could not afford to waste the significant infrastructure invest-



ment we had already made in our access control installation," states Dick Hamann, Vice President Information Technology and Resources/Chief Information Officer, Seminole State College of Florida. "What we really needed was a solution that could leverage and take control of our existing equipment. When Synergis Master Controller was brought to our attention, we decided to set up a pilot site to test it in one of our buildings. The SMC exceeded our expectations; we were impressed with how easy the migration was and how well it performed. The success of this pilot essentially clears the path for us to fully migrate the rest of our facility, while also enabling us to take advantage of Security Center video to build a unified system."

To help customers speed up deployment time, reduce costs and ensure that their security investment will be protected for years to come, the SMC features native support for non-proprietary access control hardware from Mercury Sec-

urity and HID Global. Supported interface modules include the Vertx V100, V200 and V300 from HID, and the MR52, MR50, MR16IN and MR16OUT from Mercury. The SMC supports 32 downstream modules, connecting to up to 64 readers, as well as being able to monitor hundreds of zones and alarm points. Both Mercury and HID modules can be supported on the same SMC.

Advanced security functionalities enable SMC users to implement greater levels of security to protect their workforce, visitors, and assets. To ensure the highest level of security, communications between the SMC and Synergis software are authenticated and encrypted. Using the SMC's and Security Center's threat management capabilities, users can quickly respond to changing security conditions and alter the behaviour of their security system accordingly. Users now have the power to restrict or override physical entry to a specific area, building, or across an entire organisation, or can trigger a full lockdown at a moment's notice.

As a true IP device with two on-board Gigabit Ethernet ports, the SMC allows users to efficiently leverage their corporate or security network and reuse much of their

existing access control infrastructure such as readers, credentials, compatible interface modules, and wiring to transition into a fully IP-based access control system.

"Above and beyond offering additional hardware options to our customers and freedom of choice, the SMC will also make it easier and less costly for users wanting to modernise their legacy access control system and move to a unified security platform," says Jimmy Palatsoukas, Senior Manager of Product Marketing at Genetec.

Genetec will offer its customers access to a full line of enclosures and power supplies, as well as several pre-wired enclosures with the SMC, power supply, HID, and Mercury modules. These off-the-shelf and pre-wired kits will help reduce wiring and hardware deployment time. To further simplify the installation process, advanced options available with the SMC will allow customers to configure their access control software, doors and SMC units prior to actual installation. DHCP support and an advanced controller discovery tool virtually automate the enrolment process. Maintenance activities such as upgrades and troubleshooting are made easy thanks to an intuitive web interface. 

High resolution day/night surveillance

Taipei, Taiwan

Planet latest network camera with IR illuminator – the *ICA-4200V*.

It supports H.264, MPEG-4, and JPEG compression formats and delivers pictures in full HD resolutions at 30 fps and incorporates the new Exmor CMOS image sensor, which is specially designed for surveillance applications.

To enable it to adapt to constantly changing lighting conditions, the camera comes with a removable IR-cut filter and built-in IR illuminators, which allows the camera to provide colour video when there is sufficient light, and black/white video in dark conditions 24 hours a day.

When people pass by or in an

emergency situation, the built-in PIR motion detection sensor in the ICA-4200V will trigger and automatically begin the recording process. It is able to detect movement from as far as 6 metres away. When motion is detected in the specified areas, the additional function of alarm notification can be enabled to send an e-mail alert or send captured images via FTP upload to a designated storage server.

Equipped with three individually configurable motion detection zones, the ICA-4200V can record video or trigger alarms and alerts when motion is detected in user-specified areas of the camera image. Also, there is a built-in



ICA-4200V.

microphone which enables the system to capture sound that is out reach of the camera's surveillance

range and to trigger the audio detection alarm when sounds like screams, or glass breaking, for example are detected.

Together with powerful image processing attributes like wide dynamic range and 3D digital noise reduction technology, the ICA-4200V is able to filter the intense backlight surrounding a subject and remove noises from video signal.

The ICA-4200V incorporates

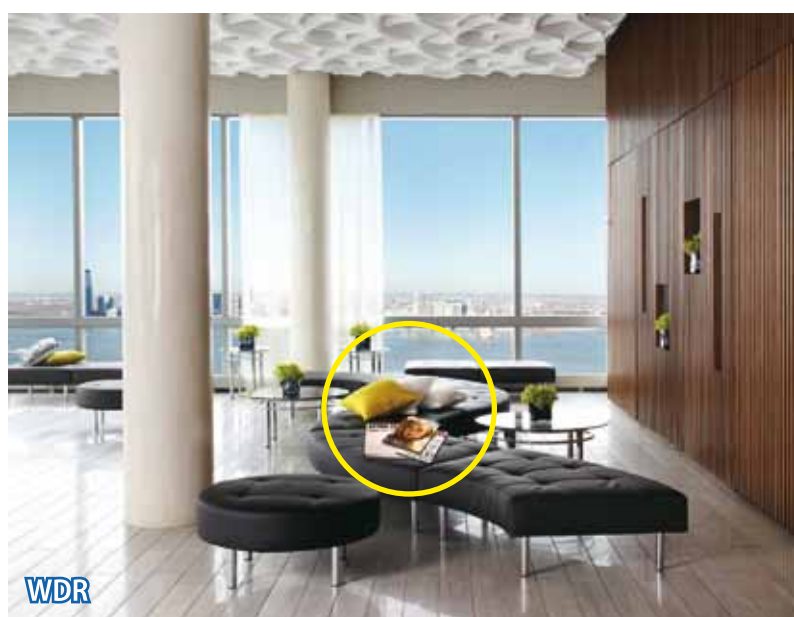
IEEE 802.3af Power over Ethernet standard and is able to be powered via the network cable from a PoE power sourcing equipment. It eliminates the need for extra power cables and reduces installation costs while increasing the deployment flexibility. In addition, the ICA-4200V provides advanced features such as Gigabit Ethernet transmission, giving users the utmost in bandwidth flexibility and storage efficiency. Furthermore the ICA-4200V is ONVIF-compliant includes a 64 channel central management software for ease of maintenance and remote monitoring. 

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 50

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

WDR

Dahua 1.3MP HD WDR Network Cameras



Features

- 1/3" 1.3Mp Aptina CMOS
- H.264/MJPEG & dual-stream encoding
- Max 25/30fps@1.3M(1280×960)/720p
- Lens: 2.8-12mm (Dome & Bullet)
- 128dB WDR, D&N(ICR), Auto Iris, Micro SD card
- DC12V(AC24V optional), PoE
- Wi-Fi (Box), IP66(Dome & Bullet)



IPC-HDB3101 / HDBW3101



IPC-HF3101



IPC-HFW3101C

Dahua Technology also launched **Vari-focal Motorized Lens Network Cameras**, please go to www.dahuasecurity.com for the detail.





dahua
TECHNOLOGY

PTZ Dome Camera

Dahua In-house Block Camera Adopted

The leading Full-HD Dahua Block Camera Technology brings excellent image quality, super-quick focus and zoom. Dahua PTZ cameras helps you to achieve all-weather, all-round monitoring of any detail whatever you wanna see.



SD6982C-HN
2Mp 30x Full HD Network
IR PTZ Dome Camera



SD3282D-GN
2Mp 3x Full HD Network
PTZ Dome Camera

CE FC CCC UL ROHS ISO 9001:2000

MIPS 2013
15-18 Apr 2013
VVC, Moscow, Russia
No. A213, P75A

IFSEC 2013
13-16 May 2013
National Exhibition Centre, Birmingham, UK
B40, Hall 5

DAHUA TECHNOLOGY CO., LTD.

No.1187 Bin'an Road, Binjiang District, Hangzhou, China. 310053
Tel: +86-571-87688883 Fax: +86-571-87688815
Email: overseas@dahuatech.com
www.dahuasecurity.com





NEW PRODUCTS *from* **Asia**





1.3Megapixel HD Cube Home-use Network Camera

Model No: DH-IPC-K100
DH-IPC-K100A
DH-IPC-K100W

- 1/3" 1.3Megapixel Aptina CMOS
- H.264 & MJPEG dual-stream encoding
- Max 15fps@1.3M (1280x960), 25/30fps@720P (1280x720)
- WDR, Day/Night, 2DNR, Auto Iris, AWB, AGC, BLC
- Multiple network monitoring: Web viewer, CMS(DSS/PS3) & DMSS
- 3.6mm fixed lens
- White LEDs length 50w
- PIR sensor range 6m
- Micro SD memory (K100A&K100W only), PoE (K100A&K100A only), V/A/F (K100W only)



2Mp Full HD 3x Network PTZ Dome Camera

Model No: DH-SD3282D-GN

- 3.0mm ~ 9.0mm(3x)optical zoom
- H.264 & MJPEG dual-stream encoding
- Max 25/30fps@1080p resolution
- WDR(10WDR), Day/Night(2DR), DNR (2DR&3DR) Auto Iris, Auto focus, AWB, AGC, BLC
- Multiple network monitoring: Web viewer, CMS(DSS/PS3) & DMSS
- Max 80°/s P&T speed, 0° ~ 360° pan rotation
- Up to 255 presets, 8 auto scan, 8 tour, 8 pattern
- Built-in 24 alarm input
- Support intelligent 3D positioning with DH-SD protocol
- Micro SD memory, IP66, IK10, 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



ED3638T/R (Power over Link)

Model No: Hardened 10/100BASE-TX PoL
/PoE Ethernet Extender over
Coaxial Cable

- Local power is no longer an issue - PoL + PoE up to 1.8 Km for remote
- Wider bandwidth - Extension data rate up to 100Mbps
- Higher power output - 30W output on extension with PoE standard
- Longer connection distance - Ethernet extension up to 2.8 Km



EtherWAN Systems, Inc.

Address:

8F, No.2, Alley 6, Lane 235, Baogiao Rd.,
Xindian District, New Taipei City (231), Taiwan (R.O.C.)

Tel: +886-2-6629-8986

Fax: +886-2-6629-7758

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



Hikvision 2MP Network Speed Dome

Model No: DS-2DF5284

- 1/3" Progressive Scan CMOS
- 20X Optical Zoom (4.7-94mm)
- True Day/Night, 3D DNR
- 25fps(P) 30fps(N) at HD1080p resolution
- H.264/MJPEG, Dual Streaming, Privacy Masking
- Weather-proof IP66 rating

Hikvision Europ B.V.

Address:

Parelaan 24, 2132 WS Hoofddorp
The Netherlands

Tel: +31-23-5542770

Fax: +31-23-5631112

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



20X Day & Night 1080P HD WDR IP Speed Dome Camera

Model No: IPS5204S / IPS5208S

- 20X Optical Zoom Lens (4.7-94mm)
- 12X Digital Zoom
- HD 3 megapixel CMOS image sensor
- True H.264 AVC/MPEG-4 part 10 real-time video compression
- H.264 and Motion JPEG multi-profile video streaming
- Wide Dynamic Range
- Digital Noise Reduction
- Sense Up function
- 2-way audio supported
- ONVIF supported

MERIT LILIN ENT. CO., LTD

Address:

No.20, Wugong 6th Rd., New Taipei Industrial Park Wugu Dist.,
New Taipei City 248, Taiwan (R.O.C.)

Tel: +886-2-2298-8988

Fax: +886-2-2298-9077

Email: sales@meritlilin.com.tw Website: http://www.meritlilin.com



QNAP VioStor NVR

Model No: VS-4116/4112/4108 Pro+

- Robust Performance**
 - Network throughput: Max 250 Mbps
 - Dual-Core Intel CPU
 - 4GB DDR3
- Solid Reliability**
 - IPC Level Main Board
 - Sanyo desiccant System Fan
 - Fixed Pipe
- High Definition**
 - 1080p Full HD by Embedded H/W Decoder
 - Local Display via HDMI



QNAP Security

Address:

2F., No.22, Zhongxing Road, Xizhi District,
New Taipei City, 221, Taiwan

Tel: +886-2-2641 2000

Fax: +886 2 2641 0555

Email: nvr@qnap.com

Website: www.qnapsecurity.com

Jonas Andersson, Samsung Techwin:

“There is a strong demand for analogue solutions”

The Swede Jonas Andersson recently left Axis Communications after 18 years and is now Senior Vice President for product planning and strategic marketing for the security solutions division of Samsung Techwin. Jonas, who has a Master of Science Degree (Hons) in Electrical Engineering and successfully studied for an Executive MBA in management, leadership and business administration, joined the company in January 2013 and is now embarking on a new journey in his security career.

Many will be surprised that you have left Axis which is such a high profile and successful company. Can you tell us why you decided to do so?

– It was not a decision which I made lightly as I enjoyed my time at Axis Communications and it was great to be able to contribute to the success of a highly respected team which has achieved so much. The opportunity to continue to progress my career in a senior product planning and strategic marketing role for Samsung Techwin proved to be irresistible. This was because I welcomed the responsibility that comes with the role, but also because in the process of considering whether to join the company, I was inspired by the levels of enthusiasm of the people I met.

What was it that attracted you to join Samsung Techwin?

– The opportunity to work alongside and offer leadership to a highly talented product development team, and to have the responsibility of driving the process of creating and driving future product strategies was clearly one of the main reasons why I wanted to take up this new role at Samsung Techwin. The security solutions division is clearly determined to mirror the success of the consumer and industrial divisions of the Samsung Group, it is extremely exciting and motivating to have the opportunity to play a key role in helping the company deliver its ambitious, yet achievable growth target.

How do you see the security

solutions division changing over the coming months?

– It is a little too early to reveal any ideas on long term strategy, it is clear that Samsung Techwin continues to enjoy a significant share of the traditional analogue based security solutions market and in many European countries it is the number one analogue brand. We are however now poised to achieve the same level of success with an impressive end-to-end IP network solutions range which includes NVRs, licence-free viewing and recording software, and an impressive line-up of high definition megapixel cameras.

How long will Samsung Techwin continue to offer analogue based products?

– There is still a strong demand for analogue based solutions and this is reflected in our product portfolio which provides customers with the flexibility to choose the best solution for the job in hand. In fact, the recent development of 960H recording technology has enabled us to launch a new range of DVRs, which when added to an analogue system can provide an instant and dramatic improvement in the display and recording resolution of images captured by industry standard analogue cameras. I would expect to see this method of upgrading an existing analogue system to be very popular among end-users who do not yet to have sufficient reason to change to a video over IP system.

And in the long term?

– Whilst we will continue to provide support for projects where an analogue solution is still required, there is no doubt that the longer



*Jonas Andersson,
Samsung Techwin.*

term future is all about offering integrated security products and systems which take full advantage of the benefits afforded by IP network based solutions.

Over the last two years Samsung Techwin has introduced over 200 new products. Do you envisage that your product portfolio will continue to grow at the same rate over the next year or so?

– Many of the products recently introduced have in fact been part of our IP network range and have proved to be a great success. There will, however, be a lower number of new products launched over the coming months. Having said that, we will not of course hesitate to introduce updated products as and when new technology becomes available or when we identify a gap in the market.

You are clearly confident that Samsung Techwin can continue to grow at what seems an exponential rate.

– Yes, and this is based on a belief that we will be able to continue to develop ‘Best in class’ video surveillance and access control products which are able to meet the current and future needs of security professionals. Our products utilise innovative technologies, many of which are unique to Samsung Techwin, and can deliver benefits and outstanding value to those involved in combating criminal and terrorist activity, whilst offering time and cost saving advantages to installers and system integrators. As an added benefit, the same products and technologies can offer operational advantages for a wide range of other applications. ■

13-16 May, Ifsec, Birmingham

Ifsec celebrates 40 years ahead of next year's move to London



Attracting more than 24,000 visitors from over 650 leading solution providers, from 100 countries, Ifsec is one of the biggest marketplaces of its kind.

Taking place on the 13-16 May 2013 at the NEC Birmingham, Ifsec International 2013 is part of UBM's Protection and Management Week. This year Ifsec will be celebrating its 40th birthday and will demonstrate its commitment to the security industry by providing insight into the future of security, with for instance keynote sessions from the top names in the industry. Covering every area of security and fire, there will be a host of suppliers, education, advice and experts at the show – the last in Birmingham before the move to London 2014.



As the security, fire, IT and data industries become ever more integrated, Ifsec International, one of the world's largest dedicated security events, brings together the entire security buying chain under one roof at the Birmingham NEC in May. Attracting more than 24,000 visitors from over 650 leading solution providers, from 100 countries, Ifsec is one of the biggest marketplaces of its kind. Providing the

opportunity to source, compare and test the latest products, while finding out how these can work best across a business.

Much to offer

The Ifsec show areas include CCTV and video surveillance, counter terror, access control and biometrics, intelligent buildings, integrated security, IP and networks, lone worker and physical security.

Supporting the theme of security management, a dedicated area has been set up to showcase the full spectrum of solutions that can be implemented. There will be the opportunity to source information and speak to industry experts on the economics, standards, legal aspects and integrated solutions available in the market.

Ifsec Academy

The Ifsec Academy provides access to seven free education theatres allowing attendees to engage in the biggest issues in security from the industry leading lights. With insightful input from a wide range of companies including; E.ON, Securitas Security Company, Thomson Reuters and many more, top industry spokespeople will be available to offer their knowledge.

New for 2013

Helping to identify the fire,

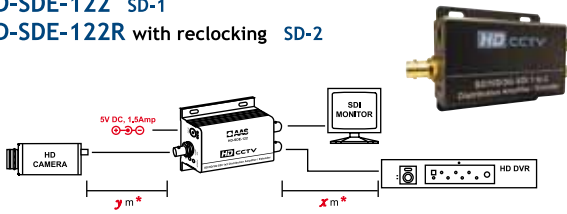
security, IT, data and building management needs, the new intelligent buildings area will help visitors to discover solutions and innovations to integrate these sectors. Peers and industry experts will be on hand to share best practices and innovation, as well as, providing support around how to implement effective holistic solutions for business.

Brand new for 2013 is also Ifsec speed networking which provides a solution to networking in a busy environment, allowing installers to make the most of their time away from projects, by gaining new business. This presents security managers, heads of security, building managers and project managers with the opportunity to get great advice about the best and most cost effective products to make their business secure.

Ifsec takes place 13-16 of May at the NEC, Birmingham. ■

SD/HD/3G-SDI 1 to 2 Distribution Amplifier & Extender

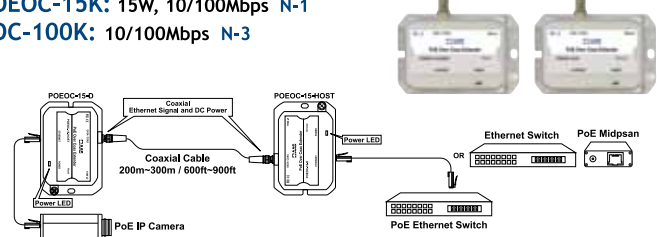
HD-SDE-122 SD-1
HD-SDE-122R with reclocking SD-2



*The distance depends on the quality of the Coax Cable & Connector

PoE & Ethernet over Coax Extender Kit

POEOC-15K: 15W, 10/100Mbps N-1
EOC-100K: 10/100Mbps N-3

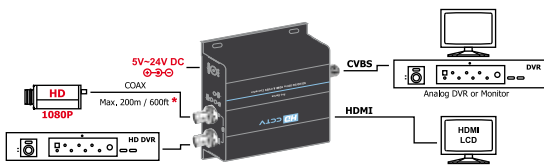


SD/HD/3G-SDI to HDMI & CVBS Converter

HD-SD-HDMI-PRO SD-8P

• Max. cable length (Belden 1694A):
SD-SDI 400m, HD-SDI 200m, 3G-SDI 140m

No Delay for Image



*The distance depends on the quality of the Coax Cable & Connector

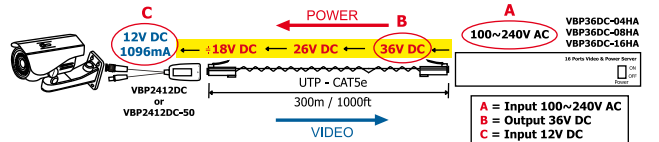
Power Guarantee 12V DC High Power Series

VBP2412DC Step Down 12V DC Receiver - Camera Side A-13-12V

VBP36DC-16HA Power Hub A-16H-16CH

* Also available for 8CH and 4CH

No More Power Drop!
Each camera's power is guaranteed to
have 12V DC, 1000mA up to 300m/1000ft!



sales@aas.com.tw | www.aas.com.tw www.utpbalun.com

Manufacturing in Taiwan and China, R & D in Taiwan

OEM

Seeking for International Distributors & Partners

FC CE
RoHS

Supreme network surveillance solutions

Hardware decoding technology

QNAP
SECURITY



VioStor NVR
VS-4116/4112/4108 Pro+

Solid Reliability

- IPC Level Main-Board
- Sanyo denki System Fan
- Heat Pipe

High Definition

- Full HD by Embedded H/W Decoder
- Local Display via HDMI

Robust Performance

- Network throughput: Max 250 Mbps
- Dual-Core Intel CPU
- 4GB DDRII

www.qnapsecurity.com

IFSEC International 2013

Date >> May 13-16

Booth No >> Hall 4, booth No. G135

Place >> National Exhibition Centre (NEC), Birmingham, UK

Ifsec 2013 – your journey starts here



Ifsec is expected to attract more than 24,000 visitors, and over 650 exhibitors from 100 different countries will be ready to provide great opportunities to source, compare and test the latest products, while finding out how these can work best across a business. Here are some of the products the visitors will see at Ifsec 2013.

Video surveillance

Plug and play



RIVA RS1000.

Vidicore's RIVA RS1000 is a 1 channel video stabiliser suitable for both fixed cameras and PTZ domes. The device eliminates camera sway and other unwanted camera movements, especially for cameras with high zoom factor, where small camera movements may cause a blurred image. The RS1000, with a video delay of < 80ms, includes an analogue input/output and is, according to Vidicore, easy to install (plug and play). Furthermore, it offers an advanced automatic algorithm ignoring burnt-in text and moving objects automatically.

The RS1000A 1-channel video stabiliser is additionally equipped with an automatic fog reduction control which provides a good image quality even under poor lighting and weather conditions. Both stabilisers, RS1000 and RS1000A, are ideally applicable at operating temperatures between -20°C and +60°C.

HD solutions for CCTV

With regard to HD technology, Bosch will be exhibiting its range of HD cameras and recorders designed to make HD quality video surveillance both available and affordable. Bosch concludes

that HD cameras feature superb content-based imaging, resulting in reduced storage requirements and unlimited access to recordings from any internet-capable device. This is thanks to the dynamic transcoding technology implemented in these cameras that is able to overcome bandwidth barriers. Furthermore, solutions for intelligent video analysis support new opportunities for CCTV as a comprehensive security tool.



HD cameras from Bosch.

By including IP in its surveillance technology, Bosch leverages the vast opportunities inherent in modern security solutions, such as combining network cameras, software, storage, and analysis features in one system where all components seamlessly interoperate around the clock – which the company will stand ready to explain in detail at Ifsec.

From cost to investment

Panasonic's security team will be attending Ifsec to share their latest in surveillance solutions. These solutions will include the recent developments in Business Intelligence Video Systems and its potential for applications in banking, retail, transport and logistics as well as how security video

equipment can be used to enhance the quality and performance of a business across marketing, operations and customer service; transforming security from a cost to an investment.



Panasonic is also introducing a range of new solutions which are designed to ensure surveillance continuity; from 24/7 surveillance solutions, wide angle and 360 degree cameras, to those which are ruggedised and designed to be vandal resistant. The WV-SW400/ WV-SF400 range for instance offers i-Pro SmartHD super dynamic range within a vandal resistant 360 degree dome. Similarly, for outdoor environments that are subjected to extreme variations in weather conditions and for vulnerable public locations, PSCEU will be introducing a range built to deliver seamless continuity of full-HD images and an abundance of intelligent features in temperatures ranging from -50°C to +55°C.

Award winner



Ipella Engine.

2012 saw several innovative developments from **Sony**. These included the announcement of its Detektor award-winning *Ipella Engine* signal processing technology, the first ever line-up of Ipella Engine video security cameras and the launch of the Generation 6 (G6) range.

This momentum will be continued with a series of exciting developments set to be unveiled at Ifsec. The G6 range will figure strongly in Sony's event announcements, with the cameras according to Sony still setting a new stand-

Secure Display Solution

by DEMCOCSI in Korea

Industrial Solutions



SR(Sunlight Readable) Solutions For Signage&Surveillance
-High Bright LCD (up to: 800cd); 10.4"-42"
-Optical Bonding: 5.6"-70"
-Options: Touch & Open Frame

Bar(Resized) LCD Solutions



Public Signage: Bank, Store, Etc



Transportation: Rail, Bus, Airport
-Unlimited Applications
-Non Standard Format(Landscape & Portrait)
-From 9.7"(10" 1/3 cut) up to 43"(47" 1/2 cut)

Premium CCTV Monitors



-1080P Full HD High Resolution
-From 26" to 82" All Metal Chassis
-HD SDI(1080P); 19"-42"
-Options
: Wall and Ceiling Mount Kit



DEMCO CSI

For Further information, contact us
sales@demcocsi-display.com
www.demcocsi-display.com

RIVA
VIDEO ANALYTICS IN PERFECTION



Everybody can do cameras -
We can do More.

www.rivatech.de

www.facebook.com/RIVA.IP.Cameras





ard in video security, due to their ability to work under difficult conditions with improved sensitivity and the best wide dynamic range in the industry (View-DR).

Ryan Kawashima, Strategic Marketing Manager for Sony Europe, comments: "Sony is coming back to Birmingham with a bang. Ifsec is always a great event and 2013 will be no exception. With the G6 continuing to lead the industry we're confident customers will see considerable value in the developments we'll be revealing. It's also a fantastic opportunity for us to speak face-to-face with our customers and discuss the challenges they are facing."

Network cameras

Axis Communications will announce new exiting network camera models at Ifsec. Also, new models like the recently launched *Axis M2014-E* – a network camera which is no bigger than a lipstick, will be on display. The M2014-E is a compact, bullet-style HDTV camera, designed with focus on full flexibility and easy placement. It is adapted for an easy-to-install video surveillance solution ideal for indoor and semi-outdoor environments where the camera may be exposed to rain or water.



Axis M2014-E.

The camera's functional and compact form factor makes it particularly suitable for installations such as in retail stores, boutiques, hotels or small offices that need easy-to-use and future-proof video surveillance, at a very attractive price. It provides HDTV 720p image quality at full frame rate. The camera delivers multiple, individually configurable video streams in H.264 compression, greatly optimising bandwidth and storage without compromising image quality. Motion JPEG is also supported for increased flexibility.

5.0 from Avigilon

Avigilon will attend Ifsec and plans to demonstrate the forth-

coming version of *Avigilon 5.0* – which according to the company is the most end user oriented VMS systems available on the market, where focus is on high resolution video with a simple touch. The software offers easy ways to search for and see material with up to 29 megapixel resolution though HDSM – an Avigilon devised way of handling big data.



Avigilon 5.0.

Avigilon will also display a new HD PTZ camera and a bullet camera with unique built in adaptive IR lighting which automatically calculates the amount of light needed.

Powerful VMS



The software developer and systems manufacturer specialising in digital surveillance and video management, **Cathexis**, will be launching their *Catvision* VMS system to the UK and European markets at Ifsec. Catvision is designed to be a powerful yet quick and easily installed open platform VMS, supporting everything from small NVRs to enterprise solutions. The Cathexis global install base includes basic analogue, advanced IP server based systems and hybrids for every vertical market. Seamless integration with many 3rd party data systems, powerful system health diagnostics and advanced retail analytics tools reinforce their extensive portfolio, according to Cathexis.

Access control

Wireless lock

"Security doors go wireless" is **Assa Abloy's** slogan as they will exhibit, alongside many other

products, an electronic lock with RFID reader that completes the Aperio portfolio. The Aperio lock L100 features, according to the company, optimum physical protection and transmits comprehensive information on door status to the access control system via a wireless connection.



The lock allows users to easily integrate security doors into an access control system and manage access authorisations online and in real time using a single system. Users can instantly obtain "open/closed" and "locked: yes/no" status information from the lock at a glance. The optimum burglary protection and resistance against extreme temperatures (down to -65 °C) ensure that the Aperio lock is also suitable for outside doors with special security requirements. The lock features a protection rating of IP55.

The Aperio lock L100 complies with EN 179 and EN 1125 requirements and bears a CE mark. It is available for fire doors and for different door profiles (Euro, Scandinavian, Finnish).

Other

Harsh environments



ED3538T/R from Etherwan.

Etherwan will display the *ED3538T/R*, which is an Ethernet Extender system with Power over Link / Power over Ethernet (PoL/ PoE) for use in harsh environments. Power over Link (PoL) means power and data are transported over a single pair of wires, between two locations. It allows a user to connect any PoE powered device to an Ethernet network

without supplying power at the end device location.

Oil & gas product

At Ifsec, **Navtech Radar** will feature its new *Advanceguard AGS1600 Extreme* radar, specifically developed to cope with the environmental and climate conditions found in oil & gas exploration and production. The company's *Advanceguard* solution will also be showcased live with the advanced control software suite, *Witness2*.

The *ASG1600 Extreme* operates within a temperature range from -40°C to +65 °C and it enables sites under surveillance to be divided into multiple zones with varying threat and detection levels, identifying and classifying the movement of multiple targets within the range of the radar which are in turn recorded within an audit log.

Radical design



The control room furniture manufacturer **Winsted Europe & Middle East** will be attending Ifsec exhibiting its brand new *Envision* and *E-Soc* ranges, the first products to be launched by Winsted during 2013 – a year in which the company celebrates its 50th anniversary.

Envision is Winsted's next-generation console, built for today's control room technology. Its radical new modular design blends form and function in an ergonomically optimised single, double or triple tier configuration. Whatever the format, operator sight lines and viewing angles are maximised, while staff remain comfortable and productive, according to Winsted.

Winsted will also be debuting its *E-Soc* control station. *E-Soc* combines the operational features of a workstation and console to offer advantages including flexibility and ergonomic design, helping to improve the performance of control room operators monitoring complex systems. ■

Shaping the future of security for the next 40 years

SCAN THE QR CODE to register



REGISTER
AT
www.ifsec.co.uk/DETEKTOR

Bringing together the entire security buying chain



IFSEC International
COMMERCIAL & GOVERNMENT SECURITY • FIRE

13-16 MAY 2013 NEC BIRMINGHAM, UK

IFSEC International 2013 celebrates 40 years
of successfully promoting security excellence to the international security market

IFSEC International is 40 in 2013, and to celebrate we'll be looking at the future of security.

Join us and discover what the next 40 years will look like. Have the opportunity to meet more than 650 top solution providers showcasing the latest technology, network with the top names in the security industry in our dedicated networking areas and learn from the best in the game at our popular education theatres, part of the IFSEC Academy. Covering every aspect of security, this is an event you want to ensure you don't miss.

Register for IFSEC International at www.ifsec.co.uk/DETEKTOR

IFSEC is part of the Protection & Management week uniting business professionals across security, fire, facilities and safety.



Supported by



Organised by



Time again for Detektor Football Cup



On the evening of the 14th of May, Detektor magazine in partnership with Raytec is organising a soccer tournament in Birmingham – the Detektor Football Cup.

The Detektor Football Cup is held annually during Ifsec week and last year Raytec broke the Mayflex victory suite and won the cup. A total of ten teams participated then – which was a new record

– and the tournament was better than ever before.

The Detektor Football Cup takes place on smaller-sized pitches with five players on each side. The matches are played for ten minutes

and referees are present to enforce the rules of the game.

“The prestige of winning the cup is of course high, but it’s mainly an excellent opportunity to take a break from the exhibition-routine at Ifsec, have some fun and meet new people from the security industry”, says Detektor’s Lennart Alexandrie.

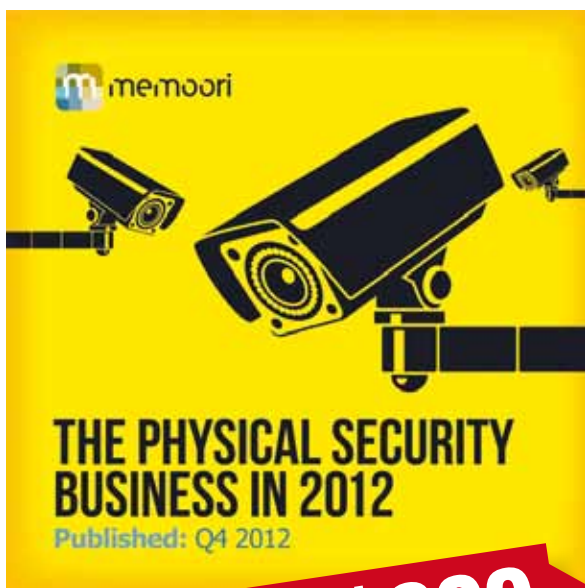
The final last year was played

between Raytec and Panasonic, the only teams that had won all their matches. It was a tight game but it was Raytec’s evening, and with a match only goal, the British got away with the victory.

For more information about Detektor Football Cup, see the page “Events” at www.armedia.se or call AR Media at +46 (0)8 556 306 80.

The Physical Security Business in 2012

– get the latest market research and investment analysis report



Now you can order
this report for only **\$999**

Memoori's report **The Physical Security Business in 2012** combines clearly defined market sizing statistics with financial analysis of M&A and investment. It brings together all the factors that influence this industries future; including technology, finance and the capability to deliver products that meet the customers need to drive more ROI out of investment.

The Physical Security Business in 2012 offers 188 pages of insightful information for strategic planning exercises across three main product segments – **Access Control, Video Surveillance (CCTV)** and **Intruder Alarms**.

Review the future of emerging technology drivers and read also about the enormous latent demand for physical security products in the emerging markets of the world in this global report.

Order the report on www.armediaint.com or email to: info@armedia.se

armedia

Connecting Security Buyers and Suppliers

AR Media International AB, Västberga Allé 32, S 126 30 Hägersten, Sweden, Tel: +46 8 556 306 80, Email: info@armedia.se, Website: www.armedia.se

THE WORLD'S BIGGEST SECURITY TRADESHOW 115,000m² 1,800 Exhibitors 200,000 Visitors 5,500 Booths

CPSETM 2013

THE 14TH CHINA PUBLIC SECURITY EXPO

Oct 29 - Nov 1, 2013 | SHENZHEN CHINA

www.cpse.com.cn

The CPSE Golden Excellence Award 2013

CPS Forum 2013 - The 10th China Public Security Forum

The Public Security Academic Forum



Exhibitor partial list

AI-ONIX **AXIS** **BOSCH** **Canon** **CHANGHONG** **CSST** **COSHIP** **CNS** **aihua** **EverFocus** **FERMAX** **FUJICA** **HIKVISION**
Honeywell **H3C** **HUAWEI** **Infinova** **IP** **JinPeng** **JSST** **LG** **Panasonic** **Relong** **SANYO** **SONY** **SIEMENS** **Skyworth** **SECOM** **Shidean** **TAMRON** **TCL** **VIDEOTREC** **WAPA** **WRT** **YAAN** **ZTE NetView**

12-15 April and 12-15 October, China Sourcing Fair, Hong Kong

Chinese manufacturers showcase the latest in security products



China Sourcing Fair's Security Products show on April 12-15 and October 12-15 is held at Hong Kong's Asiadworld-Expo. The show targets everyone interested in importing or sourcing security products from suppliers in Greater China.

 From alarm systems and video security products to fire and safety products and much more, the 2013 Security Products Supplier Fair is Hong Kong's largest and boasts a large CCTV and digital surveillance product pavilion. According to the organisers a high percentage

of the exhibitors are direct manufacturers who produce cutting-edge merchandise at attractive prices.

As one of the world's manufacturing powerhouses, China is home to many suppliers with advanced manufacturing capabilities and quality products. Asia's

leading sourcing event for China-made security products, the China Sourcing Fair, will showcase the latest in the industry to help update buyer's product lines, attract more customers and boost retail sales.

Security segments available at the show includes CCTV and digital surveillance, access control and RFID, alarms, home and system integration and fire and safety products.

Several conferences and seminars will also be held making

it possible for visitors to learn more about new market trends and China's sourcing strategies. Noted industry experts will lead seminars and answer questions in interactive panel discussions.

The venue for the show, Asiadworld-Expo, is located near the Hong Kong International Airport and is easily accessible for buyers flying to Hong Kong. The venue boasts ground-level and column-free halls and an in-venue Airport Express train station. ■



Unlock incredible value at the world's No. 1 sourcing show for Security Products!

Major exhibits:

- CCTV & Digital Surveillance
- Alarms • Access Control & RFID
- Home & System Integrations
- Fire & Safety Products



global  sources
Security Products
China Sourcing Fair

October 12-15, 2013
AsiaWorld-Expo
Hong Kong

Why you should attend the Fair:

- ✓ **Hot new products** – find best-selling security products that attract prestigious international buyers.
- ✓ **Cut out the middleman** – source directly from more China-based manufacturers than similar shows in Asia.
- ✓ **Expand your sourcing options** – Hong Kong's largest CCTV selection; co-located with our Electronics & Components show.
- ✓ **Convenient venue** – adjacent to Hong Kong International Airport.
- ✓ **Show review now on** – revisit products, booths and supplier details from our April fairs at www.chinasourcingfair.com.



Scan the QR code for more details or register now for **FREE** admission at:
www.chinasourcingfair.com/hk/sps

global  sources
Reliable Exporters
Find Them and Meet Them
www.globalsources.com

Co-located with:

global  sources
Electronics & Components
China Sourcing Fair

global  sources
Electronics & Components
Korea Sourcing Fair

Trade only – no one under 18 admitted. Strictly no sample or retail sales.
**Product photos are for illustration purposes only.*

October 2013						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

Security Events Calendar

April



24-25 April Counter Terror Expo

Venue: Olympia
Organizer: Clarion Events
Telephone: +44 (0) 20 7384 7776
E-mail: philip.hunter@clarionevents.com
Internet: www.counterterrorexpo.com



24-26 April Secutech,

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

May



13-16 May Ifsec International

Birmingham, UK
Venue: NEC
Organizer: UBM
Tel: +44 (0) 207 9218288
E-mail: Rachael.Bevan@UBM.com
Fax: +44 (0) 207 9218059
Internet: www.ifsec.co.uk



14-16 May Exposec - International Security Fair

São Paulo, Brazil
Venue: Centro de Exposições Imigrantes, Rodovia dos Imigrantes, km 1,5, São Paulo, Brazil
Organizer: CIPA Fiera Milano
Tel: +55 11 5585 4355, **Fax:** +55 11 5585 4359
E-mail: international@cipanet.com.br
Internet: www.exposec.tmp.br



22-23 May SDW 2013, London, UK

Venue: Queen Elisabeth II Conference Centre
Organizer: Science Media Partner
Tel: +44 (0) 1322 663006
E-mail: p.chattin@sciencemediapartners.com
Fax: +44 (0) 1322 615868
Internet: www.sciencemediapartners.com



29-31 May Lock China 2013 & China Safes 2013

Guangzhou, China
Venue: Pazhou Poly World Trade Expo Center
Tel: +86 2022071825, **Fax:** +86 2082579220
E-mail: sales6@grandeurhk.com
Internet: www.lock-china.net

July



3-4 July Sicherheitsexpo

Munich, Germany
Venue: MOC München
Organizer: NETCOMM GmbH
Tel: 089 88 94 93 70, **Fax:** 089 88 94 93 79
E-mail: info@SicherheitsExpo.de
Internet: www.SicherheitsExpo.de



3-4 July THE Business Convention

for Security & Safety
Paris, France
Organizer: abe
Tel: 33(0)1 41 86 41 12

Fax: 33(0)1 46 03 86 26
E-mail: esm@advbe.com
Internet: www.esmeetings.fr



30-31 July Security Sourcing Fair 2013

Shenzhen, China
Venue: China security products center
Organizer: China Security and Protection Industry Association
Tel: 86-10-51920615, **Fax:** 86-10-51920049
E-mail: internationalshowaffair@gmail.com
Internet: www.sscchina.com.cn/2013en

September



10-12 September Secure World

Almaty-Kazakhstan
Venue: Baluana Sholak Exhibition Centre
Organizer: Central Asia Trade Exhibitions
Tel: +7 727 266 36 80, **Fax:** +7 727 266 36 84
E-mail: info@industryplatform.kz
Internet: www.industryplatform.kz



11-13 September ITX Asia 2013, Kuala Lumpur, Malaysia

Venue: Hall 5 Kuala Lumpur Convention Centre
Organizer: Business Media International
Tel: +603 7880 8692
Internet: www.itxasia.com



17-19 September SecurityUser Expo

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



19-22 September ISAF, Yesilkoy Istanbul

Venue: IFM Istanbul Expo Center
Organizer: Marmara Tanitim Fuarcilik.
Tel: +90 212 503 32 32, **Fax:** +90 212 503 32 31
E-mail: gulsah.kaya@marmarafuar.com.tr
Internet: www.isaffuuri.com



24-26 September APS 2013

Paris, France
Venue: Paris Expo - Porte de Versailles - Pavillon 5.1
Organizer: Adexpo
Telephone: +33 26 07 66 13
E-mail: info@adexpo.fr
Internet: www.adexpo.fr



24-27 September Asis International

Chicago, USA
Venue: McCormick Place
Organizer: Asis
Tel: +1.703.519.6200, **Fax:** +1.703.519.6299
E-mail: asis@asonline.org
Internet: www.asis2012.org



25-28 September iSEC Security Technology Exhibition and B2B Conference

Belgrade, Serbia
Venue: Belgrade Fair
Organizer: Arrangeor
Tel: +38111 2655-486, **Fax:** +38111 3615-298
E-mail: iSEC@sajam.co.rs
Internet: www.isec-expo.rs

October



8-10 October CIPS Central Asia, Tashkent, Uzbekistan

Venue: Uzexpocentre
Organizer: ITE
Tel: +44 (0) 20 7596 5170
E-mail: ilya.sobolev@ite-exhibitions.com



12-15 October China Sourcing Fair (Security Products)

Hong Kong, China
Venue: Asia World Expo, Hong Kong
Organizer: Global Sources
Tel: +852 8199 7308, **Fax:** +852 8199 7628
E-mail: visitor@chinasourcingfair.com
Internet: www.chinasourcingfair.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



22-25 October InterpoliteX 2013

Moscow, Russia
Venue: All-Russian Exhibition Center, Hall 75
Organizer: Exhibition Companies Group BIZON
Tel: +7 (495) 663- 67-12
Fax: +7 (495) 937 40 82
E-mail: nataliagsigma@gmail.com
Internet: www.interpoliteX.ru/en/



23-25 October Pragoalarm

Prague, Czech Republic
Venue: Exhibition Grounds in Prague
Organizer: Incheba Praha
Telephone: +420 220 103 208
E-mail: l.dvorak@incheba.cz
Internet: www.pragoalarm.cz



23-26 October CIPS 2013

Baku, Azerbaijan
Venue: Baku Expo Center
Organizer: Iteca Caspian LLC
Tel: +994 12 4041000
Fax: +994 12 4041001
E-mail: security@iteca.az
Internet: www.cips.az



24-26 October Safety Exhibition & Conference

Mumbai, India
Venue: Bombay Exhibition Centre, Goregaon
Organizer: Nitish Babbar Services International
Telephone: +91- 11- 45055500
E-mail: safety@servintonline.com
Fax: +91- 11- 45055566
Internet: www.safetyex.in



29 October - 1 November CPSE 2013

Shenzhen, China
Venue: Shenzhen Convention & Exhibition Center, China
Organizer: Shenzhen CPSE Exhibition co.,Ltd
Tel: +86-755-88309126,
Fax: +86-755-88309111
E-mail: cindy.chen@cps.com.cn
Internet: www.cpse.com.cn

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.

SECTECH IS A SMALL
EXHIBITION WITH
BIG POTENTIAL!

SECTECH

EXPO & SEMINARS / SWEDEN

Exhibition

Seminars

Security Banquet



Sectech Sweden
22-23 October

Rica Talk Hotel
Älvsjö/Stockholm

Book your stand – before it's too late



**For reservations,
please contact:**

Deniz Baykal

Phone: +46 8 556 306 80

Cell: +46 73 987 53 33

deniz.baykal@armedia.se

Reserve a stand at the next major technology-focused Swedish security event at the Rica Talk Hotel, Älvsjö, Stockholm, 22-23 October 2013.

At last, Sectech is back in Stockholm. It will be held at the Rica Talk Hotel, Älvsjö/Stockholm, which has the capacity to comfortably play host to the 2,500 visitors expected to attend the exhibition and seminars.

Sectech will focus on **intruder alarms, video surveillance, access control** and **integrated security systems**. Around 90 Scandinavian exhibitors and some international companies will display the latest trends and developments from the industry.

You are very welcome to book your stand!

Sponsor:



Entrance sponsor:



Banquet sponsor:



www.sectech.nu

Organisers:



Media partners:



Security buyers guide

Access Control

ExpoGraf CardKeep International AB

KORTHALLARE **LOGOBAND**

Box: 3042, 443 03 Stenkullen
Tel: 0302 680 600
Fax: 0302 680 640
Epost: info@cardkeep.se
Webb: www.cardkeep.se

ENFORCER®

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

TAKEX

TAKEX Europe Ltd.
 Avary Court, Wade Rd, Basingstoke,
 Hampshire RG24 8PE, UK
Tel +44 1256 475555
Fax +44 1256 466268
 sales@takexeuropa.com
 www.takex.com

**Spread
your word!**

ADVERTISE HERE
 SecurityWorldhotel.com

SECURITY
 WORLDHOTEL.COM

CCTV



Security Tech Germany
ABUS (UK) Ltd
 Unit 8, Third Way Corner
 Avonmouth, Bristol, BS11 9HL
Tel.: +44 11 72 04 70 00
Fax: +44 11 72 04 70 03
 cctv@abus-uk.com
 www.abus.com



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

Perimeter Protection



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



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

Security Vision Systems



Kaiserstrasse
 D-67722 LANGMEIL, GERMANY
Tel +49 (6302) 9816-0
Fax +49 (6302) 9816-190
 info@mobotix.com
 www.mobotix.com



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



SIEZA Ltd.
 Sturova 1282, 142 00 Prague 4
 CZECH REPUBLIC
Tel +420 724 977 112
Fax +420 241 729 816
 www.sieza.eu
 sales@sieza.eu



Log into
www.detektor.com
and subscribe today!

A true EMEA publication – can you afford to be without it?

No wonder that so many security professionals make **Detektor International** their first choice in security industry reading.

A one year subscription, 4 issues, costs only 49 Euros! Who can afford to resist such an offer?

armedia

Connecting Security Buyers and Suppliers

AR Media International AB, Västberga Allé 32 126 30 Hägersten, Sweden
 +46 8 556 306 80, info@armedia.se, www.armedia.se

eneo – a quality range of CCTV products
www.eneo-security.com



Everything in sight



Megapixel Vari Focal lenses

▶ 1/3"	YV2.7x2.2SA		3 MP	f = 2.2~6	mm
	YV2.1x2.8SR4A	D/N	3 MP	f = 2.8~6	mm
	YV2.8x2.8SA		3 MP	f = 2.8~8	mm
	YV4.3x2.8SA		3 MP	f = 2.8~12	mm
	YV10x5HR4A	D/N	1.3 MP	f = 5~50	mm
	YV3.3x15SA		3 MP	f = 15~50	mm
▶ 1/2.7"	YV3.3x15HR4A	D/N	1.3 MP	f = 15~50	mm
	YV2.7x2.2SR4A	D/N	3 MP	f = 2.2~6	mm
	YV2.8x2.8SR4A	D/N	3 MP	f = 2.8~8	mm
	NEW YV3x6SR4A	D/N	3 MP	f = 6~18	mm
	NEW YV3.3x15SR4A	D/N	3 MP	f = 15~50	mm
▶ 1/2"	DV3.4x3.8SA		3 MP	f = 3.8~13	mm
	DV10x8SA		3 MP	f = 8~80	mm
	DV10x8SR4A	D/N	3 MP	f = 8~80	mm
▶ 1/1.8"	DV3.8x4SR4A	D/N	3 MP	f = 4~15.2	mm
	NEW DV4x12.5SR4A	D/N	5 MP	f = 12.5~50	mm

Please visit us in Birmingham
IFSEC, Hall 5 Booth E25
May 13-16, 2013

Day
Night

HD
MP

Fujinon. To see more is to know more.



3MP WDR Network Cameras for **MEGA PERFORMANCE!**

Hikvision's megapixel network camera x54FWD series benefit users with detailed and high quality monitoring solution. The x54FWD series cameras have 3MP, Full HD resolution and advanced WDR technology and produces enhanced images in any contrast scene.

- 3MP & Full HD resolution
- IR LEDs (Dome and Bullet)
- 120dB WDR
- 3D digital noise reduction
- Motorized vari-focal lens (Dome and Bullet)
- IP66 protection



Available Models:

DS-2CD7254FWD-E(I)(Z)(H)
DS-2CD754FWD-E(I)(Z)
DS-2CD8254FWD-E(I)(Z)
DS-2CD854FWD-E

www.hikvision.com/

Headquarters
Tel: +86-571-88075998
overseasbusiness@hikvision.com

Hikvision USA
Tel: +1-909-895-0400
salesusa@hikvision.com

Hikvision Europe
Tel: +31-23-5542770
salesero@hikvision.com

Hikvision Middle East
Tel: +971-4-8848766
salesme@hikvision.com

Hikvision India
Tel: +91-22-29469900
sales@pramshikvision.com

Hikvision Russia
Tel: +7-812-313-19-65
salesru@hikvision.com

Hikvision Italy
Tel: +39-0438-6903
info.it@hikvision.com

Hikvision Hong Kong
Tel: +852-2153-1763