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– a growth market in transition

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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@armediaint.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@armediaint.com
ashachang@gmail.com

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Marika Thelenius
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Publisher

Lennart Alexandrie

Editorial Team

Rachel Ward Owens
Henrik Paulsson

Advertisements

Carlos Cisternas

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Lennart Alexandrie, Publisher

Access Control – a growth market in transition

Onvif has included the access control market in its aim to promote and develop global standards for interfaces of IP-based products. Initially Onvif was only dealing with IP video products. The decision, to take on access control products – more than two years ago – marked the beginning of a new trend where providers of video surveillance are getting increasingly more involved in the access control business.

During 2013 this trend has been confirmed by the acquisition of Red Cloud Security by Avigilon, the launch of the Genetec access control system and Samsung's promotion of a facial recognition-based access control solution. There are certain to be more indicators of this area of market development. We have not yet seen any contribution from Axis in this field, for example. In the security industry it is an "official secret" that the Swedish world leading manufacturer of IP-cameras is developing a product aimed at the access control market. It might even have happened by the time you read this since I am writing this piece a week before the ASIS International Exhibition takes place and Axis will be there as an exhibitor.

Now, why this sudden interest in the field of access control? First of all the access control market represents a security industry sector with a strong growth. Plus, in general access control technology does also play a fundamental role in integrated security systems. Add to this that the market for access control is highly fragmented, controlled by local manufacturers in many countries and based mainly on analogue and highly proprietary technology. As the end users raise their demand for user friendliness, interoperability and integration, access control products need to adapt and respond to the needs of the market. Access control products need to be more compatible with other brands and products. They need to be more installation friendly and easier to manage for the user. In short, they need to go through the same transition as the video surveillance sector has in the past 15 years. An IP-based access control solution, hopefully fed by PoE, would be very welcome by the market.

Furthermore, in a Security-as-a-Service based market, where suppliers need to supply the market with remotely controlled security solutions, based on function and features of security systems, access control is a highly vital part of the offering.

The IP-video surveillance product providers realise that Video-as-a-Service cannot solely meet the market demands of technology based security services. The IP-video subsector has grown rapidly from nothing to a multibillion dollar industry in just 15 years. The next booming IP-security product area will be access control. The benefits of IP-based systems are clear and that goes for access control as well.

Very few specialist, locally strong, access control companies have shown interest in contributing to the development of more open platforms for interoperability. The proprietary built products have, thus far, been a protection against competition, both from local and foreign competitors. Therefore, Onvif has not been successful in recruiting member companies from the access control product sector.

Now, the competition will come from IP-video surveillance companies but also from other IT-oriented companies entering the access control market and challenging the traditional suppliers in order to expand their business. One can expect that access control controllers will be integrated in the same way camera inputs and relays are integrated today in order to make it easier for providers and partners of VMS manufacturers, to integrate this line of controller and expand into access control.

Another area, where video surveillance product manufacturers are getting more deeply involved, is cloud solutions, mainly to offer cost effective video-as-a-service. However, anything can be managed by the cloud, from which customer tailored services or standard packaged services can be offered. The Taiwanese manufacturer Vivotek has invested in a company that provides cloud based security solutions and recently Panasonic Europe acquired the Dutch company Cameramanager.com. That demonstrates a further example of how providers of video surveillance products are driving the security technology market forward.

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PREVIEW



Ifsec, Birmingham

The Ifsec security show was held on 13–16 of May at the NEC next to Birmingham airport for the last time before next year's move to London.

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REVIEW



ISC West, Las Vegas

ISC West 2013 took place at the Sands Expo & Convention Center in Las Vegas. More than 900 exhibitors and 25 000 visitors, 10 percent improvement on last year, made the exhibition a success for the organiser Reed Exhibition.

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From Tyco Security Products



Santiago Bernabéu is one of the world's most famous stadiums and now has an extensive security system.

Top security at Real Madrid stadium

The Santiago Bernabéu stadium, home of Real Madrid since 1947, is about to be given a façade facelift, which will make it one of the most modern stadiums in the world. The stadium's security system has already been updated to meet future needs, now housing some 470 security cameras.

By Henrik Söderlund

Real Madrid is the most successful club in the world of football with nine Champions League/ European Cup victories and 32 Spanish League titles. The Santiago Bernabéu stadium, home ground of Real Madrid, has a capacity of 85,000 spectators and is one of the world's most iconic stadiums.

Last year, club president Florentino Perez unveiled plans to renovate the façade, giving it a more modern and luminous appearance. This will be finished in 2015.

Security upgrade

The stadium's security system was upgraded before hosting the Champions League final in May 2010. The new security system had to comply with several security regulations: data protection law, private security law, EN regulations, CE marked equipment and there was also emphasis on low energy consumption. The old analogue system was migrated

to a new IP environment, including existing fixed and moving analogue cameras. 422 Bosch IP cameras were installed along with a number of Avigilon high resolution cameras, Bosch VIPX1600 series coders, seven sets of DSA iSCSI arrays, the Bosch VMS system and 18 workstations.

In 2013, this has been supplemented with Dinion dome 921 cameras and the latest version of the Bosch VMS 4.0 for 500 cameras. Video content analysis is embedded into most of the cameras, and the system integrates with security guard equipment and the access control/ticketing system.

Migration to IP

The biggest challenge with the security upgrade was the migration from analogue to IP.

"Migration is always a challenge when it comes to a huge centralised system", says Christof Stadter, Marketing Communica-

tions Manager at Bosch Security Systems.

Real Madrid wanted a future proof technology, with scalability, video content analysis embedded in the cameras and integration with security guard equipment and access control/ticketing system. In order to optimise bandwidth, the H.264 compression standard was chosen. For security reasons, Real Madrid stores video footage for 1-2 hours before a game until 1-2 hours after the game. Storage is kept for three weeks. A public address (PA) system, loudspeakers and amplifiers are also a part of the upgrade in the Tour of Bernabeu and the press room.

Covering two sites

The security system not only covers the pitch and the stands, but also VIP boxes, the pressroom, the Real Madrid shop and museum and the surrounding streets. It also includes the Ciudad Real Madrid, the club's training facility in Valdebebas, outside of the city.

According to Bosch, the main security issues at Santiago Bernabéu are surveillance of entrances, supporter behaviour and vandalism and crowd detection.

Christof Stadter says: "The latest IP technology, HD imaging,



Some 470 security cameras are operating in the Santiago Bernabéu stadium.



Christof Stadter, Marketing Communications Manager at Bosch Security Systems, the company responsible for most of the security cameras at the Santiago Bernabéu stadium.

scalability and remote visualisation distinguish this system from other sites."

Control centre

During a game, 11 people are responsible for the surveillance in the control centre. They monitor the screens and are able to manage alarms through the Bosch video management system, and can forward all events to the police and stadium security guards and stewards.

Although the Spanish football league has a history of great players and a strong rivalry between the top clubs Real Madrid and Barcelona, Spanish football has been relatively spared from more serious hooligan incidents compared to other countries. However, as one of the biggest and the most successful club in the world, Real Madrid has to put security first. With the security upgrade, this has been achieved. ■

Footnote: With some 470 security cameras, Santiago Bernabéu is one of the best guarded stadiums in the world. Last year, Detektor visited the PGE Arena in Gdansk which has 440 IP cameras. This can be compared with 92 cameras at the Allianz Arena in Munich, 95 cameras at the Amsterdam Arena and 140 at Arsenal's Emirates Stadium.



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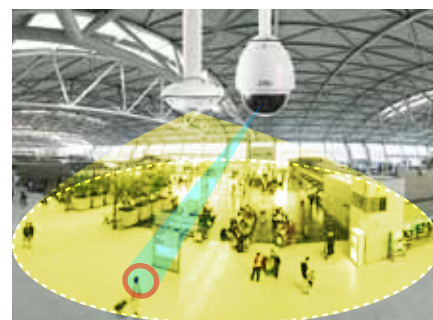
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The difference between integration and interoperability

Two words are seemingly on the tip of every manufacturer's tongue; integration and interoperability, and often used interchangeably. Jeremy Kimber, Commercial Operational Marketing Leader EMEA at Honeywell Security Group explains the difference between the two terms, and why it matters.

By Jeremy Kimber, Commercial Operational Marketing Leader EMEA at Honeywell Security

As IP adoption continues to increase in the physical security space, an important misconception has started to sneak into common parlance; the synonymous use of the term interoperability with integration. This misconception is based on the understandable assumption amongst security professionals that when it comes to IP-based technology, in contrast to analogue, 'everything talks' and any product can connect with another. Therefore, in the age of IP, interoperability and integration are essentially thought of as one and the same. The truth however, is that integration and interoperability are two different terms that describe two different things, and to use them interchangeably can cause customers serious problems.

"Integration and interoperability are two different terms that describe two different things."

Integration is arguably the 'truest' way that a system works together. Often best understood in the context of PC software, an integrated solution is one that not only allows a series of products to talk to each other in their current state, but also provides backwards and forwards compatibility with future versions of each product. In contrast, interoperability reflects a more immediate form of functionality between different products. Whilst a set of interop-

erable systems will work together in harmony in their existing state, future upgrades, developments or improvements to any of the products can cause interoperability to cease. Put simply, interoperable systems work together now, integrated systems work together full stop.

"Integration is arguably the 'truest' way that a system works together."

Although manufacturers everywhere are striving to offer integrated solutions, an overly liberal use of the term has bred confusion. For example the practice of manufacturers making interfaces and SDKs (software development kits) available to third parties is described as supporting product integration, however, in reality this is not the case. A common example is when a product is working with a third party product via a SDK. If the product is updated by the manufacturer, they will normally provide the third party with an updated SDK to allow them to adapt their own offering to ensure it continues to work in synch. However, in spite of the SDK allowing this to take place, the speed with which the third party actually executes the upgrade can sometimes represent a time lapse of several months or more. This is partly due to technical reasons and partly because it may require a new business case to be



Jeremy Kimber, Commercial Operational Marketing Leader EMEA at Honeywell Security.

made to support the cost of doing the work. For that period the products are incompatible. This is an important difference between an interoperable system and one that is integrated.

"Interoperable systems work together now, integrated systems work together full stop."

Open standards-based interfaces are also an important component of the interoperability and integration issue. For many in the industry, compliance with PSIA and Onvif, which have been set up as standards to which manufacturers develop integration, means a product can make up part of an 'integrated' system. However whilst this is true to a point, systems that comply to such interfaces are still restrictive in their functionality, often only providing guaranteed access to a basic, rather than a complete, feature set. Honeywell is a supporter and member of Onvif and PSIA, however for full integration that provides

compatibility of all functionality across a range of products, PSIA and Onvif compatible systems do not necessarily provide instant integration, rather they promote interoperability within IP-based security systems.

For large to midsize deployments and government or critical infrastructure sites, the difference between integration and interoperability is particularly important. Larger sites are more likely to own and operate security solutions incorporating a number of different products that need to work together.

Whilst solutions that are fully integrated can sit comfortably on one company server, interoperable solutions often sit across multiple servers. This can make managing the system a complex operation for security or IT personnel. In addition, unlike integrated systems, interoperable solutions will often be covered by multiple maintenance and support contracts, making the upkeep of the system a complicated task. It is essential that security professionals working in these kinds of organisations understand exactly what they are buying, and the impact it will have on the employees responsible for its operation and maintenance.

There is an important place for both interoperability and integration within the security industry. As companies of all sizes increasingly seek products that can work in cooperation, manufacturers are driving innovation designed to deliver an effective solution to their security challenges. Equally, industry groups are promoting interoperability and setting out the standards that will govern it in the future. As we move forwards, our customers are best served by a clear understanding of the benefits and limitations of both approaches. ■

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A glance at tomorrow's distribution model

The traditional distribution model for physical security products right across the globe, was often referred to as "box shifting", it offered products off the shelf but with few value add services. This is according to Memoori's report "The Physical Security Business in 2012" now rapidly morphing into a sophisticated system delivering value add services that its clients are now demanding.

There are five main reasons why the change in the structure of the physical security industry is causing the distribution model to change.

1. Manufacturers have over time extended the range of their products, which now have a rich layer of features and capabilities. The supply chain must be able to understand and identify where their clients can benefit from them.
2. A strong brand and channel infrastructure giving reach and efficiencies. Marketing across the globe can now be achieved by small companies through the Internet at lower cost and this has increased the number of suppliers and solutions.
3. The pace of innovation is speeding up. Edge based storage and advances in analytics are creating more & more applications for IP video.
4. Open standards are starting to take a hold. This will open up competition even further and will reduce the barrier to smaller companies. Real competition will then kill off weaker companies and consolidation will come about through open market forces.
5. Increasing demand for full integration across all aspects of physical security solutions and now the business enterprise.

Cameras in particular

The channels of distribution in the physical security industry are changing to take account of these

factors, particularly in the video surveillance sector, where IP network products have taken a major leap forward in the last 3 years requiring new skills for designing and installing systems. In the vast majority of cases the manufacturers don't want to be directly involved in providing these services to the end user and they therefore require the distribution chain to take on these responsibilities.

Memoori believe that over the next five years we shall see fewer but larger distributors playing an enhanced role. The market share of the resellers, system integrators and solution providers will increase as systems become more sophisticated and integrate with the business enterprise.

This has required new and existing suppliers to set up under the broad classification of distributors but broken down into resellers, system integrators and solution providers. Normally they buy directly from the manufacturer and some have a strong partner relationship to one or a few brands. The term distributor is still used by larger companies from the traditional supply chain and new ones from the information communication technology (ICT) business, but these companies now offer to supply all the components necessary to deliver a solution to installers.

In addition many of these companies will also operate straight online sales. Finally a few manufacturers normally having specialist products selling to a



The traditional distribution model for physical security products is often referred to as "box shifting" – products offered off the shelf but with few value add services.

few verticals have opted to sell direct to the end user and install themselves. So, one size does not suit all. However for those manufacturers that want to obtain huge global scale (hundreds of millions in revenue) they need to operate through all the distributor channels but not confuse the market by selling direct.

Value has fallen

Since 2006 there have been major changes across the developed markets of the world in how products reach the end user. Our research shows that the value of product passing through the distributor channel has fallen off drastically from over 50% in 2006 to around 30 % in 2011. Their market share has been taken by direct sales to resellers, system integrators and solution providers which have increased share to approximately 50% in 2011. It would appear that the distributors have lost most of their share to these companies that have partnered with the manufacturers of IP network products to offer packaged solutions.

Whilst these trends appear to be most marked in the developed markets of Europe and North America similar trends are now being realised in Asia and at the same time are now taking place in the access control market; but as yet it's not as pronounced. Getting IP network products to market is going to be a challenge for distributors and one they will have to meet because it will eventually take 100% of the business.

Weaknesses

These changes are not so startling when taken over a 6 year period, but their consequences are now being felt, with the recent exposure of weaknesses in the distributor chain and the near demise of major European distributor Norbain, after falling into receivership only to be acquired at the last moment by Newbury Investments UK Ltd. IP network products do not lend themselves to the traditional box shifting treatment of analogue products and require more sophisticated application of skills; but few distributors have seen the need to work with the manufacturers to acquire the necessary skills.

Memoori believe that over the next five years we shall see fewer but larger distributors playing an enhanced role. The market share of the resellers, system integrators and solution providers will increase as systems become more sophisticated and integrate with the business enterprise.

Good products sell well but they sell better when distributed through the right channel. ■

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.



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Access control and Security – a combination that will boost market

Access control has not come as far as video surveillance when it comes to Security-as-a-Service (SaaS). But there is no doubt that more and more companies actively work to offer access control as a service. Detektor has asked some important security industry players, involved in the access control business, about how access control services can be packaged and introduced to the customers.

By Henrik Söderlund / Henrik Paulsson

It is clear that the technical sector of the security industry is heading towards a business model where services are more important than products and where security is regarded as an operating cost, rather than an investment cost. But the industry is conservative and far behind other industries. When SaaS becomes the business model for access control providers (e.g. system integrators) the real demands of the customers will become the issue of highest priority. The deal will not be about the preferred products and the hours to install them. Instead it will mainly be about responding to the security level that the customers demand.

Packaging the services

Johan Rönnblad is business development manager at Siemens Building Technologies, Fire Safety & Security in Sweden and works with Security-as-a-Service.

“If the industry can put the services together in a satisfactory way there is no reason for the customers to make heavy investments in access control, they can instead pay monthly or quarterly. With Security-as-a-Service we will be closer to the customers and their needs. That is positive for the industry,” he says.

Clear solutions

In a recent report from IMS Research the market analyst Blake Kozak concluded that the industry

has to establish clear definitions, solutions and offers in order for Access Control-as-a-Service to reach its full potential. How the services should be packaged is a central question and Johan Rönnblad is convinced that there are many ways to do it.

“The simplest form is to offer a service with particular hardware at a certain site. But you can take it further and help the customer with a complete risk analysis. You often see that the security level is the same everywhere in a given building, even though some parts might need higher security than others,” he says.

“We work in a very conservative industry and it is often the customer who takes care of the system. We have to ask ourselves why that is, since it is not in their skill-set to do so.”

Johan Rönnblad

Locking or unlocking a building remotely and re-programming credentials, such as cards, are other examples of services.

“Who gets access to what can change on a daily basis. New employees need access and other employees might quit and have to have their access cancelled. There might also be certain persons who need expanded access,” he says.

Another example that Johan Rönnblad mentions is that you



Johan Rönnblad, business development manager at Siemens Building Technologies, Fire Safety & Security.

can gain access to information on exactly who is inside a building and who has left it from the access control system itself – a service that could be very useful in case of an emergency.

“There are several possible services within this technology. You can for example see who was in a building or in a certain area when a certain situation happened. It can be expanded and display when someone has been logged in, from where and when. Only the imagination limits the possibilities for what this service can offer to the customer,” says Johan Rönnblad.

Flexible

The biggest advantage with Security-as-a-Service, according to Johan Rönnblad, is that it means flexible solutions that can be adapted if the customer needs changes. End users must ask themselves why they should commit to heavy security investments instead of paying monthly for the security, leaving more money to spend on the core business.

Cloud solutions

Cloud solutions are a central part of Security-as-a-Service

when it comes to access control. Everything can be configured, updated and handled via the cloud. Updates are made automatically and do not need to be controlled by the end user. That means less maintenance of hardware and software, as long as the customer does not choose to handle the access control system in-house.

“We work in a very conservative industry and it is often the customer who takes care of the system. We have to ask ourselves why that is, since it is not in their skill-set to do so,” says Johan Rönnblad.

In order for Security-as-a-Service to have its real breakthrough the industry has to change, in his opinion.

“The industry is used to selling access control systems in a certain way. I think the resistance to some extent lies internally. It is considered hard to convince the customers that they need services when they have not thought about it before in that way. All businesses have to move in the same direction in order for them to really work, not just smaller niche companies.

Many benefits

Håkan Björkman is the director of Nordic sales at Pacom. The company has a complete solution that integrates access control, video, alarms and alarm transmission and which they offer to their resellers/partners who choose to create a Security Centre based on the SaaS concept. In Håkan’s opinion, SaaS helps suppliers to the security market to provide added value to the customers in terms of, amongst other things, financial savings.

“SaaS is also a good way for the suppliers to build long-term relationships with their customers and a way of showing customers

as-a-Service growth

that the supplier offers not just a product, but a complete solution which is an important USP that can end up being the reason why the supplier will be chosen over its competitors", he says.

“SaaS is also a good way for the suppliers to build long-term relationships with their customers and a way of showing customers that the supplier offers not just a product, but a complete solution which is an important USP that can end up being the reason why the supplier will be chosen over its competitors.”

Håkan Björkman

Round the clock

Björkman points out that customers today normally have one or several people who are responsible for the security administration such as providing access to visitors when needed, or monitoring the entrances. In some cases, these tasks are performed by employees who have other responsibilities within the company.

"This all results in excess costs for the customers, consisting of the need for physical presence of relevant competence and investments in different systems. If the customers instead, take advantage of SaaS and connect themselves to "the cloud", they can hand over the administration of, for example, the access system to experts who are available 24/7 and who can focus on the monitoring and storage of activities at the customer's facility", he says.

Several uses

Håkan Björkman identifies four main areas, other than 24/7



Håkan Björkman, director of Nordic sales at Pacom, is really positive when it comes to SaaS.

administration, where access control related SaaS offers are ideal. The first is the possibility to register, store and easily access all activities at the customer's facility, so that if someone for example tries to get through a secured door, no matter who owns it and where the person is at that time, the activity will be registered. This allows the customer to easily access information in case of events where they need to be able to clarify what did actually happen at a particular place and at a particular time or, where they need to access real time events to prevent certain people who should not have access (or vice versa) from gaining entry to a particular area at the facility.

Two others are the possibilities to identify all known individuals who try to access a certain part of the facility and to monitor a certain entrance or door in real time while the event is happening and also integrate this with video images to get access to visual verification.

"And also, most companies today face the problem that the policies stating the access permissions to different parts of a facil-

ity are not always followed. By using SaaS, the customers will automatically raise the level of security at their facility considering that the Customer Service Centre will follow these policies with no exceptions", he says.

Open your eyes

But what needs to happen in order for SaaS to have its breakthrough within access control? Håkan Björkman has a clear idea on this matter.

"There is a need for the industry to acknowledge the SaaS concept, and most importantly for the customers to understand the great value of a "subscription" to security services as an alternative to making big investments in the hardware, followed by too little time spent on supporting the system in-house that may also partly cause a loss of focus on their core business".

“Being able to handle new challenges seamlessly is crucial for customers. A key challenge is the convergence of systems.”

Yves Ackermann

New generation

Yves Ackermann is the strategic growth manager EMEA at HID Global. He comments that a new generation of credentials, readers and NFC smartphones is changing the way users view access control and how companies will manage their credentials in the future.

"Being able to handle new challenges seamlessly is crucial for customers. A key challenge is the convergence of systems. For example, accessing a computer with your access control card, logging off the user from his



Yves Ackermann is the strategic growth manager EMEA at HID Global.

or her computer when he or she leaves the parking lot, managing the heating system when a room is occupied or empty, printing documents only on-demand, providing free coffee for those who use public transport are just some of the use cases we see every day. This is all linked by the same open ecosystem", says Ackermann.

Selling device upgrades has resulted in suppliers being able to offer device upgrades on a regular basis, hence increasing their potential revenue opportunities, and resulting in enhancing the relationship with the end-user, after the initial installation.

"This is unlike the traditional model that doesn't have such continuity within the offering and is typically a one-time sell of hardware, cards and readers with no strong follow-up. In addition, suppliers can enable end-users to add levels of security, customise security protection, and extend system capabilities without having to overhaul the device infrastructure and applications. This is creating the framework and delivery infrastructure to extend the traditional card and reader model", concludes Yves Ackermann. ■

BUSINESS PEOPLE



Ken LaMarca.

Onssi appoints Vice President of Marketing

Pearl River, NY (USA)

Ken LaMarca has joined **Onssi** in the new position of Vice President of Marketing. LaMarca comes on board as Onssi continues to gain market share and brand recognition for their flagship Ocularis video management software.

"Ken is a well-respected industry professional who has led transformational growth in high profile organisations and, as Vice President of Marketing at Onssi, will help us continue to excel in delivering premium video management solutions to our channel partners and end users," said Gadi Piran, President and CTO of Onssi. "Creating this position is the right move for Onssi, at the right time and we are pleased we could attract the right person."

As Vice President of Marketing, LaMarca will lead the strategic development and execution of the company's marketing initiatives and will oversee all marketing functions including marketing communications, social media and operations management. LaMarca has more than 25 years of industry experience and comes to Onssi from Sony Electronics where he held Vice President/General Manager positions in the Security Systems Division and also in the Visual Imaging Division.

Avigilon acquired access control company

Vancouver, Canada

Avigilon Corporation has acquired privately-held **RedCloud Security, Inc.** (RedCloud), an innovative provider of web-based, physical and virtual access control systems.

Through the acquisition, Avigilon adds a complementary product line to its end-to-end high-definition surveillance solution and provides the company with access to a growing segment of the global security market.

"RedCloud founder, *Terry Neely* and his team have redefined physical access control with their unique approach to converging IT and physical security. Avigilon and RedCloud have parallel



Alexander Fernandes, president and CEO of Avigilon.

philosophies when it comes to providing innovative technologies that deliver the most return for our customers," said *Alexander Fernandes*, president and CEO of Avigilon. "This acquisition brings new and exciting opportunities for Avigilon to participate in a larger share of the total security market. I'm thrilled to welcome Mr. Neely and his team to Avigilon."

"Avigilon's innovative approach to security products makes it a

perfect home for RedCloud," said Terry Neely, founder, president and chief technology officer of RedCloud. "With Avigilon's resources, global sales channel and talented team we believe we can accelerate the expansion of our product roadmap and move the industry toward an integrated approach for IT and physical security."

Avigilon paid \$17 million in cash to purchase the entire RedCloud business. The company expects the acquisition to be neutral to 2013 earnings and accretive to 2014 earnings. Terry Neely will continue to lead the access control development team.

Panasonic acquires cloud-based video surveillance company

Panasonic acquires **Cameramanager.com**, a leading provider of Video Surveillance as-a-Service (VSaaS) in Europe. The acquisition of the cloud-based video solutions company reinforces Panasonic's existing security business as it looks to extend its cloud-based solutions to the business and consumer markets.

As part of the acquisition, the Cameramanager.com team will join Panasonic Europe.

"This acquisition is an important strategic step towards enhancing our smart and connected services offering in the European and CIS market", says *Laurent Abadie*, Chairman and CEO, Panasonic Europe. "With

Cameramanager.com's bespoke software and cloud-based solutions complementing our existing security business, we will be able to significantly enhance our presence in this space, by bringing together technical know-how and software skills and equipping us with the necessary assets to respond to future demands in cloud services".

Cameramanager.com is a provider for online security cameras, managing over 40,000 camera connections globally. Founded in 2007 by *Tijmen Vos* and *Rishi Lodhia*, Cameramanager.com is based in Amsterdam and has customers in the Netherlands, Belgium, Denmark, Sweden, Norway, Germany, Poland, Switzerland,

Brazil, Latvia, Russia and Turkey. Cameramanager.com offers cloud-based camera surveillance connecting to your PC, Mac, smartphone and tablet.

The management of Cameramanager.com, looks forward to take the next step in the company's development by joining forces with Panasonic to bring end-to-end, cloud-based surveillance to a wider market,

"We're delighted to join a company that will continue to support the innovative culture that is the foundation of our business and together we remain committed to delivering excellence in online security, comments *Rishi Lodhia*, CEO Cameramanager.com

Oberthur forms technology partnership with HID

Colombes, France and Irvin, Ca (USA)

Oberthur Technologies has entered into a partnership with **HID Global** that provides Oberthur Technologies the ability to support the use of Seos digital keys on NFC-enabled smartphones.

The partnership enables the Seos digital keys applet to be embedded in Oberthur Technologies NFC SIM cards, making it possible to use NFC smartphones for a wide range of applications that typically reside on smart cards.

The Oberthur Technologies Dragonfly product family is a new

generation of NFC SIM cards that are faster than ever and include best-in-class certifications (Common Criteria EAL4+, Mastercard, Visa, Mifare Desfire) and integrated anti-virus protection. The solution supports key applications driving NFC deployments such as transport, payment and access control. It also supports applications that facilitate a more convenient user experience, such as the use of a mobile phone for hotel check-in and hotel room access.

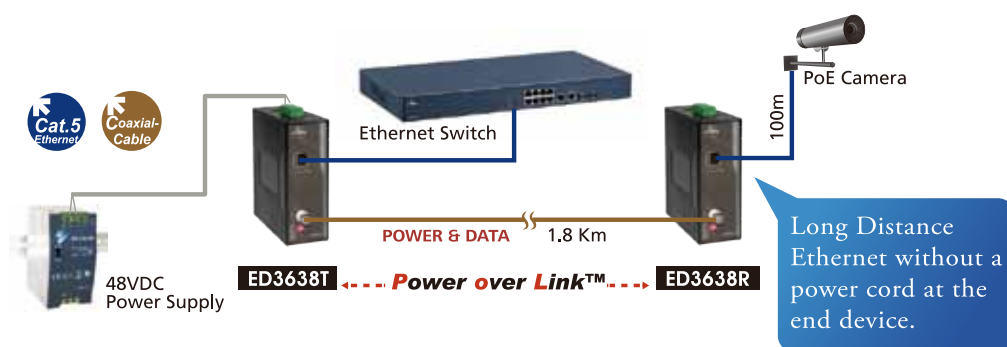
The Seos applet is part of an

ecosystem of interoperable products and services for issuing, delivering and revoking digital keys on NFC-enabled mobile devices that can be used to open doors to homes, hotels, offices, hospitals, universities and commercial buildings. Seos includes standards-based smart card technology with state-of-the-art cryptography for maximum interoperability and security, and the Seos Trusted Service Manager securely manages Seos digital keys on NFC mobile devices.

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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 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).

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	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



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BUSINESS PEOPLE



Darren Burleson.

Basler's director of sales in the US

Ahrensburg, Germany

Basler, one of the world's largest producers of digital cameras for industrial and security applications, has appointed *Darren Burleson* as a new Director of Sales for Basler, Inc.

Darren will be responsible for Basler's camera customers in North and South America. The entire Basler, Inc sales and support team will report to Darren in his new role.

Darren has over 15 years of experience in industrial sales and sales management. As Director of Sales for XP Power, Darren was responsible for managing a sales team selling power supplies to OEM's throughout the Eastern US and Canada. The first eight years of his career he was with AT&T and Lucent. Darren has already called on some of the same customers that Basler serves and is familiar with Basler's sales processes.

"We are all very eager for Darren to join our team. He brings in strong analytical sales skills and an agreeable style which will fit in extremely well with our culture", says John P. Jennings, CCO, Basler, Inc.

Tyco acquired Exacq for \$150 million cash

Westford, Ma (USA)

Tyco Security Products has completed the acquisition of **Exacq Technologies**, a developer of open architecture video management systems (VMS) for security and surveillance applications for \$150 million in cash. The business is expected to generate annualised revenues in fiscal 2014 of approximately \$75 million.

This acquisition complements and expands Tyco Security Products' product offering and increases the company's presence in the rapidly expanding network video security industry. This acquisition will further enable Tyco Security Products to serve the varied needs of its global customers who are seeking cost-effective, easy-to-use and easy-to-install video security solutions.

Pioneered by a group of video industry veterans, Exacq Tech-

nologies offers intuitive network video solutions that scale from small single camera applications to large, integrated systems with thousands of cameras. The company has established a strong brand in North America, with a blue-chip and loyal customer base in the corporate, retail, educational and banking verticals. Exacq has achieved significant annual growth in revenues and profitability since its inception in 2005, as customers have migrated from traditional analog to Exacq's IP-based video solutions.

"We are excited about bringing the Exacq product portfolio into our business and are committed to its continued development and to supporting Exacq's existing customers. With Exacq, we will be able to reach a broader segment of customers demanding video

IP security solutions than we are currently able to serve. We believe that the combination of Exacq and American Dynamics video solutions, coupled with Tyco Security Products' global service and install footprint, will enable us to better serve our customers' requirements," said *Mike Ryan*, President of the Tyco Security Products business unit. Ryan continued, "Exacq's management and employees have been instrumental in getting them to where they are today, and Tyco Security Products is looking forward to welcoming them and working together to further our combined success."

Exacq will be integrated into the Tyco Security Products business unit, a leading global provider of access control, video, location-based tracking and intrusion solutions.

Hikvision continues to increase lead on market

Hangzhou, China

For the second consecutive financial year, **Hikvision** has held the top global position with a dominant share of 8% of the CCTV and video surveillance equipment market in 2012. This also marks a great improvement from last year's 5.9% in market share, according to a recent report from IMS Research – now part of IHS Inc.

While maintaining its position as the world's foremost DVR supplier for 4 consecutive years, Hikvision has also accomplished other notable achievements in the fields of network security cameras, rising to No.3 from last year's 4th position, and standing out by gaining 11.1% of the worldwide market share of megapixel network security cameras. This noteworthy achievement once again serves as proof of Hikvision's continuous efforts to continually offer a fuller range of video surveillance products; moreover the performance in the VMS category highlights the capability of Hikvision to be identified as a leading video surveillance solution provider globally.

Below is a table illustrating Hikvision's rankings and market share in various categories as per



Polo Cai, Vice President, Hikvision.

the report published by IHS "The World Market for CCTV and Video Surveillance Equipment – 2013 edition".

"We are pleased to see Hikvision's continual dominance in these areas," stated *Polo Cai*, Vice President at Hikvision. "We have been able to carve out this excellent market position, primarily thanks to our continuous innovation in Hikvision product portfolio. This is also an attribute to our continually expanding sales channels to various markets."

"Our industry is moving towards HD IP, which has been more-and-more progressively accepted by worldwide customers. As a response, Hikvision is keeping in step with this trend and seeking

new innovations to address ever-changing needs. We've developed a full-range of HD IP product lines, differing from entry-level, to professional sectors – which have now been highly acclaimed by our partners and customers worldwide. This is also the primary reason that we continue to benefit from Hikvision's annual growth," *Polo* noted. "Hikvision is quickly growing in the global market, which we are especially proud of in this tough financial climate. As a commitment of such, Hikvision will always work to stay ahead of market needs and listen very carefully to the voice of the market, as well as continuing our sensitivity to the cultures of our customers across the globe."

According to Principal analyst, Jon Cropley, "During the previous 5 years the world video surveillance market has grown at an average rate of over 10% a year. At the same time, Hikvision has quickly grown its share of the market. It is estimated to have first become the world's largest supplier of video surveillance equipment in 2011 and increased its market share yet further in 2012."



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Euralarm sets out policy priorities for security industry

Birmingham, UK

At the Ifsec show in Birmingham the President of **Euralarm**, *Marc Chabaud*, released a white paper that sets out the policy priorities and actions that are essential for enhancing the innovative strength and global competitiveness of the security industry in Europe and, consequently, for improving the security of all Europe's citizens.

"There are three essential priorities for a competitive European security industry and a secure society", said Marc Chabaud during the presentation of the White Paper. "The first and foremost priority is developing a function-

ing internal European market for fire and security. It is an essential condition to allow the European security industry to fulfil its potential and compete successfully at both European and global level."

Marc Chabaud continued: "Another priority is ensuring the highest levels of security and fire safety for all." There are several areas where there is a clear opportunity for regulatory action to improve the safety and security of EU citizens. "Examples are the development of pan-European standards for a common integrated solution for mass notification and public



*Marc Chabaud,
President of
Euralarm.*

alert systems as well as adoption of a European directive on hotel fire safety", Marc Chabaud added.

The third priority refers to the global character of the security and safety market. "Many of the major European players conduct a significant share of their business outside the EU and are facing

fierce competition in the global sphere. It is of vital importance to the development of a vibrant and competitive European security industry, that the global security market remains open and accessible" according to the President of Euralarm.

The White Paper is an interesting read for anyone seeking to better understand the need for investing in security in Europe, the role of SMEs in this industry, the importance of European legislation to regulate 3rd party liability limitation and the development of pan-European standards.

Genetec and Milestone tie for top spot

Austin, Tx, USA

The latest report on video surveillance equipment from IHS shows that **Milestone Systems** and **Genetec** last year were evenly matched as the top suppliers of video management software (VMS) in a market worth more than half a billion dollars.

The report values the global VMS market for CCTV and video surveillance at more than \$650.0 million in 2012, with forecasts projecting revenue to hit north of \$1.6 billion by 2017. All three geographic regions representing the Americas, Asia and the collec-

tive Europe-Middle East-Africa (EMEA) territory will exhibit strong double-digit expansion during the next five years. Asia, driven largely by China, will be the fastest-growing area for VMS.

"While ranking of the top 4 suppliers remained unchanged, last year marked the first time that the No. 1 spot was held concurrently by two entities," said Jon Cropley, principal analyst for video surveillance at IHS and author of the report from which these findings were taken. "Milestone Systems, which had held the pinnacle position since

the VMS category was added to the IHS video surveillance reports in 2004, retained the largest market share in EMEA, but rival Genetec was the top performer in the Americas.

Even so, the overall VMS market remains fragmented with no single supplier possessing share greater than 10 percent. Moreover, some of the smaller suppliers – particularly those in Asia – are growing much more quickly than the market on average," Cropley noted.

The VMS space will remain highly competitive within the next five years, with innova-

tive solutions and keen prices expected to be critical variables. The healthy projected growth, however, could mean rich rewards for the most successful suppliers.

The report entitled "The World Market for CCTV and Video Surveillance Equipment – 2013 edition" is available now from IHS. Readers should note that the market share estimates are based on supplier revenues from the sales of VMS software and licenses during the 2012 calendar year; shares are not calculated from software shipments or installations.

Genetec and Assa Abloy in product strategy

Montreal, Canada

Genetec has entered into a strategic partnership with **Assa Abloy**, the global leader in door opening solutions.

Together, Genetec and Assa Abloy will offer streamlined integration between Genetec's SMC (Synergis Master Controller), an intelligent IP door controller that connects to both industry-standard door modules and electronic locks, and the latest WiFi and PoE (Power over Ethernet) electronic locks from Assa Abloy Group brands Corbin Russwin and Sargent.

Through this partnership,

Genetec's customers will have more options when designing their physical security system, and will be able to use Synergis to configure, synchronise and monitor their Assa Abloy locks, together with their standard IP-based door controllers. When Synergis and Assa Abloy's electronic locks are deployed alongside Genetec's video surveillance products, users will view WiFi and PoE lock events and activities seamlessly linked with live or recorded video. This will give security professionals a more complete view of their installation than what is seen today with

traditional access control products.

"Because our Synergis access control solution is an open platform, we are able to further expand our ecosystem of access control partners to give our customers additional options such as Assa Abloy's IP-enabled electronic locks," says *Jimmy Palatsoukas*, Senior Manager of Product Marketing at Genetec. "The integration will allow our customers to easily extend their existing access control infrastructure into hard-to-reach or inaccessible locations through WiFi locks that do not require any wiring, as well

as leverage their existing network cabling with PoE locks to simplify installation and reduce costs."

"We are pleased to offer Genetec customers a smart solution for expanding their Synergis systems at a much lower cost than traditional hardwired components," said *Martin Huddart*, Vice President of Electronic Technologies for Assa Abloy Americas. "The integration of Assa Abloy IP-enabled locks with the Genetec Synergis platform allows facilities to leverage their IT infrastructure to bring electronic access control deeper into the building."

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Dahua and Bosch collaborate to provide integrated solution

Hangzhou, China

Recently, **Bosch** launched the Integration Partner Program (IPP) in China, which aims to improve product interoperability and integration cooperation between security manufacturers there. Through this Integration Partner Program, **Dahua** and Bosch have set up a long-term, strategic partnership and achieved compatibility between HD cameras from Dahua and Bosch network video recorder and VMS.

Dahua's powerful 128 channel super NVR can record up to 128 network cameras and is designed to satisfy the most demanding projects. Aiming to meet high-

capacity storage needs, Dahua's 6000 series NVRs are ideal for wide location such as ports, power plants and airports. The result is a seamless integration of industry-leading products to deliver customers a powerful option for video integration.

"The collaboration with Dahua allows customers to leverage the technology from both our companies for their critical video projects," said *Chen Chuang*, Manager of the IPP, Bosch Security Systems China. "Customers can now access the cutting edge features from Bosch IP video cameras together with the security and flexibility of



*Michael Chen,
Vice President
of Dahua
Technology.*

Dahua NVR technology.

"Thanks to both parties' great efforts, we now integrate products from both sides," said *Michael Chen*, Vice President of Dahua Technology Co., Ltd. "We put IP search, video encoding, video/audio, auto re-connection, encoding configuration, motion detection, PTZ control and more

into real integration, allowing our customers to enjoy a feature-rich integrated solution. Already we have seen our integrated products installed in projects. This has made our customers eager to see what else can be achieved under this IPP partnership."

All Bosch IP cameras and encoders are ONVIF conformant and run one firmware, allowing partners to support several dozens of products at the same time and with ease. And now, Bosch is presenting its technology in an even more transparent way with the launch of the Integration Partner Program.

End user security budgets on the up in North America

London, UK

If the security boom is over then it seems that end users haven't got the message, with 45 percent claiming that their security budget had increased during 2012, according to an end-user survey conducted by IMS Research, now part of IHS Inc.

In the survey of almost 200 representatives from end users of physical security equipment across North America, 44 percent also said that their annual budget exceeded \$100,000. Another 20 percent exceeded \$500,000 a year.

"It's clear that end users are still feeling the risk to their facilities – and that means there's plenty of opportunity for manufacturers of physical security equipment," said Niall Jenkins, manager for video surveillance and security services research at IHS. "Just having a budget available was actually one of the top two reasons for end users paying to replace or upgrade their systems as well."

The survey, completed primarily at the end user management level, solidifies trends seen in

many IHS studies over the last 12 months. "We've been interviewing physical security equipment manufacturers since 2003, and while growth has slowed in recent years, they are still seeing growth across the different physical security markets" remarked Jenkins.

Even so, unlocking budgets while also satisfying end users isn't without its troubles for manufacturers. One important concern noted by survey respondents was that technology advancements meant that the

equipment consumers bought became unsupported too soon by manufacturers.

What's clear is that with the appropriate product and proper support, a growing security equipment market for end users exists for manufacturers to work with. "Budgets either stayed the same or increased last year for those that spent approximately \$200,000 and also for 85 percent of the overall market," Jenkins noted. "I wouldn't say that the security boom is over just yet."

Access control industry moves towards open standards

Austin, Tx (USA)

Despite the exciting trends and industry buzz surrounding mobile technologies, wireless locks and hosted access control, more long-standing and less sensational trends such as encryption and multi-technology readers are taking center stage in the access control market.

The global multi-technology reader market was worth an estimated \$33 million in 2012, up from \$30 million in 2011, according to the latest access control research from IMS Research, now part of IHS Inc.

"Although multi-technology readers have been around for many years, these devices are now being installed in more applications than ever before," said Blake Kozak, senior analyst for access

control, fire and security at IHS. "Historically, multi-technology readers would be offered specifically for end users that requested the technology. Today, more readers come preconfigured to offer both proximity and smart card technology. This allows customers to future-proof themselves, and many end users will opt for this technology regardless of their current needs, in order to save on costs in the coming years."

Furthermore, there has been a surge in the number of partnerships between reader vendors. For example, most suppliers now offer readers that are compatible with all ISO standards, regardless of the brand, with some of these partnerships existing since 2010. This trend is likely to continue

as more progress is made toward open standards.

Beyond the availability of multi-technology readers that are compatible with proximity or smart cards, more multi-technology readers are also being offered with a mix of keypads, proximity, smart cards, biometrics – and in some cases – magnetic stripes. Electromechanical locks are likewise following suit, with products offering biometrics as well as RFID and a keypad available in the market today.

Multi-technology not only allows for greater flexibility for the end user but also provides additional security options. In some end-user applications, security threats can be applied to each lock or reader. In instances where a security threat is elevated,

the locks or readers may require additional verification, such as personal identification numbers (PIN) and biometrics, versus only the PIN during a low-threat scenario. Although this option is used predominantly at high-security locations like airports, other end-user applications are also feasible.

With legacy technologies slowly being replaced by more modern technologies, the need for multi-technology readers will continue to increase during the coming years. Offering a multi-technology reader, electromechanical lock or even a multi-technology credential will not only help expand a product line but also will increase the probability of success for integrators and end users seeking flexibility and functionality.



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Dallmeier Picodome now with 720p HD resolution

Regensburg, Germany

The new *Picodome DDF4220HDV* from **Dallmeier** provides real-time HD video (720p/30) using the H.264 codec, currently the most advanced standard for high-efficiency video compression, and supports resolutions up to 1.3 megapixel.

In addition to HD video over IP, this hybrid camera provides for a simultaneous analogue SD (PAL/NTSC) video output via BNC (CVBS).

The HD Picodome is characterised by its wide dynamic range (WDR) and allows for image

capture with the highest colour fidelity and superb reproduction detail even in scenes with a wide range of contrast and strong back-lighting. An excellent low-light performance also provides for clear and low noise images even in low light conditions.

Besides a comprehensive set of automatic and manual image optimisation functions, the camera features many other setting options in order to meet even the most demanding of surveillance conditions.

For the ease of alignment of



the lens/camera unit, the HD Picodome is equipped with a PPL ball joint (Push, Point & Lock). At a resolution of 720p, the digital image shift function additionally provides for a subsequent digital fine alignment of the image section.

Depending on the requirements, the camera can be conven-

tionally supplied with 12V DC or conveniently operated via Power over Ethernet which allows for an easy, quick and cost-effective cabling and commissioning.

The vandal-resistant (IK10) HD Picodome is available as in-ceiling mount variant or as surface mount variant in an IP66 rated enclosure. Both housing variants are characterised by a highly compact construction and a wide range of particularly elegant designs that are available on request.



Economic network ready thermal imaging from Flir

Brede, The Netherlands

The *FC-Series S* from **Flir Systems** are low cost but industrial quality thermal imaging cameras in a compact package.

Thermal imaging cameras are finding their way into more and more security installations. With the new FC-Series S thermal imaging cameras price is no longer an obstacle to put the power of thermal imaging at work in your security network. The FC-Series S are low cost but industrial quality thermal imaging cameras in a compact package. FC-Series S thermal imaging cameras are available in 320 x 240, and high-resolution 640 x 480 formats. To make sure that there is an FC-

Series S camera for every security application Flir Systems offers a wide variety of lenses. Longer lenses have a narrower field of view and allow you to spot intruders from farther away. Wide dynamic range delivers high contrast thermal images in the most diverse conditions. Even when the sun is in the field of view. But also in cold and low contrast thermal scenes. Ideal for working together with video analytics that need properly contrasted images in order not to generate false alarms. The FC-Series S is a hybrid camera, equipped with Power over Ethernet (PoE), communication and power are



FC-Series S.

supplied with only one cable. The FC-Series S can be integrated in any existing TCP/IP network and controlled over a PC. No additional cables are required. The FC-Series S comply with the ONVIF 2.0 standard and can therefore easily be connected in a network to work together with other sensors. Installation within legacy networks, power in / video out is also possible. This new range is designed for use in harsh environments, because the Flir

FC-Series S are extremely rugged systems. Their vital core is well protected, up to IP66 and has a unique operating temperature range of -50°C to +70°C (continuous operation). Multiple channels of streaming digital video are available in H.264, MPEG-4, or M-JPEG formats. Simultaneous digital and composite video output is also possible. Each FC-Series S camera comes with a single sensor copy of Flir Sensors Manager software. This intuitive software allows users to manage and control an FC-Series S camera in a TCP/IP network.



Affordable thermal network camera from Axis

Lund, Sweden

The *Axis Q1931-E* thermal network camera is an affordable and solid bullet-style camera especially designed for outdoor surveillance in complete darkness and challenging conditions, and is the latest addition to the company's line of fixed thermal cameras.

This outdoor-ready camera is ideal for monitoring of facilities where early detection of an intrusion attempt is critical. In addition, Axis' unique corridor format allows the camera to deliver a vertical field of view, perfect for situations such as the monitoring of long fences and other perim-



Axis Q1931-E.

eters. Intelligent video is a key component of any thermal camera, and Axis Q1931-E provides tampering alarm, motion detection, and support for the Axis Camera Application Platform. Traditionally thermal cameras have only been an option for high-budget security installations but now with the Axis

Q1931-E affordable thermal technology will be available to complete any security installation. The four available lens alternatives, the 384 x 288 resolution and the advanced image processor further improve effective area and perimeter surveillance. The four lens alternatives sustain maximum flexibility in detection range and field of view, ranging from 220 m / 240 yd. (50°) and up to 1800 m / 1970 yd. (6°) depending on lens option. In addition, the cameras support key IP-surveillance features such as H.264 and Motion JPEG, two-way audio, local storage and Power

over Ethernet. This latest camera is compact, lightweight yet tough and is both IP66/NEMA4X and IK 10 rated, making it resistant to water, dust and vandalism. It can operate in all weather conditions and its arctic temperature control capability allows reliable start-up in any temperature from -40 °C to 50 °C (-40 °F to 122°F). The camera includes two-way audio which is useful when a deterring effect is required and it also includes edge storage and 24 VDC/AC input.



 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 46

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



Retail shops



Restaurant



Offices



Residence



Analog⁺ Solution

Dahua Analog⁺ Solution, an evolving analog solution, includes 720TVL HDIS Smart-IR analog camera(18-series) and entry-level DVR(51H/HE-series), which delivers crystal clear image with an affordable price. Dahua Analog⁺ Solution is designed for small- to medium-sized scenarios, such as convenient stores, offices, residence, restaurants and etc.

The 720 TVL HDIS Smart-IR camera series features the latest in-house HDIS — High Definition Imaging Sensor — which is capable of outstanding image quality with better color reproduction. This series also features non-LDR (light-dependent resistor) smart IR solution, allowing IR LEDs to self-adjust automatically to meet different surroundings.

The 51H/HE-series DVR supports all channel@D1 (WD1 / 960H optional) real-time recording and 4TB storage. Meanwhile, it also supports DMSS (mobile surveillance software), allowing remote operation.



Available Models:

DVR:

4/8/16ch Mini 1U Entry-level DVR
5104/5108/5116H/HE

Analog Camera:

720TVL HDIS Smart-IR Camera
FW181D/FW181J/FW181G/D180C/
DW181E/DW181H

CE FC CCC UL ROHS ISO 9001:2000

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DAHUA TECHNOLOGY CO., LTD.

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Email: overseas@dahuatech.com
www.dahuasecurity.com





High Resolution NVR

- ▲ 31-P-series NVR
- ▼ 52-P-series NVR

- > Up to 1080p realtime live view
- > 51-P-series: up to 5Mp, Max 240fps@1080p, 480fps@720p, 960ps@D1 preview & recording
- > 31-P-series: up to 2Mp, Max 120fps@1080p, 240fps@720p, 480ps@D1 preview & recording
- > HDMI / VGA simultaneous video output
- > Multi-channel synchronous realtime playback, GRID interface
- > Support ONVIF 2.2 & PSIA; Multi-brand network cameras
- > PoE ports, Plug & Play
- > Easy operation & High cost-effective; Neat design & Portable

Recommended Model:

- 8/16/32 Channel 1U PoE NVR (51-P-series: DH-NVR5208/5216/5232-P)
- 4/8 Channel Smart 1U PoE NVR (31-P-series: DH-NVR3104/3108-P)

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DAHUA TECHNOLOGY CO., LTD.

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Email: overseas@dahuatech.com
www.dahuasecurity.com



Hikvision IR network cameras for surveillance in the dark

Hangzhou, China

Hikvision recently expanded its low-light camera portfolio and unveiled a new series of state-of-the-art surveillance cameras – the *DS-2CD855-EI3 2MP IR bullet camera* and the *DS-2CD855-EI5 2MP IR bullet camera*.

These two new models are specifically designed to be a perfect low-light, night-time, and completely dark monitoring solution, featuring an IR range of 30m and 50m respectively. The series is engineered to provide smooth,



DS-2CD855-EI3 2MP IR.

full HD 1080p video streaming with a 1/2.8 inch progressive scan CMOS. Combined with super low-light technology and an IR cut filter (ICR) with auto switch, this camera series is capable of delivering sharp images even in the absence of lighting. A valuable

assurance that no detail is left undetected. The DS-2CD855-EI3 offers an IR range of up-to 30m, while the DS-2CD855-EI5 has a 50m IR range, with both offering a minimum illumination of 0.05 Lux @F.12 and 0 Lux with IR. Images are further enhanced by Hikvision's 3D DNR (digital noise reduction) functionality, greatly reducing both noise and motion blur. These two cameras deliver multiple, individually configurable video streams in H.264 compression, greatly

optimizing bandwidth and storage without compromising on image quality. MPEG4 and MJPEG are supported for increased flexibility. ONVIF, CGI, and PSIA protocols are also supported for the integration of other equipment and to meet differing surveillance requirements. Both models are suited for detail-specific environments, such as finance and air transportation sectors that require precise video information.

swb

Seetec set to release Cayuga VMS

Philippsburg, Germany

Seetec is all set to release the successor of the SeeTec 5 – *Seetec Cayuga* is the company's latest video management software.

According to Seetec, the design has been inspired by the experience of many thousands of projects, which have given them the knowledge and innovation to develop their next generation of video management software.

Seetec Cayuga is at the core of the Seetec Multi Solution Platform. With this modular system concept, Seetec Cayuga offers a range of application options extending far beyond the traditional security sector. Thanks to a variety of many different modules and interfaces that can be docked onto

the Seetec Cayuga core software, individual, scalable video management solutions are produced for almost every conceivable application and purpose – solutions that are as unique as a fingerprint.

The Cayuga software incorporates a whole host of new features. For example, the modern and structured user interface allows intuitive and efficient system operations – even on touch devices. In addition, the new redundancy concept allows the Seetec Cayuga installation to continue working even if recording or management servers fail.

By creating several administrative levels the user can also can map a company's organisational



structures within the Seetec solution. Furthermore, the new generic analytics interface allows the integration of third party analytics components.

The extension with the Seetec Business Suites means that Seetec Cayuga is also able to support and optimise business processes in the areas of logistics, wholesale and retail trading, transportation and finance. To achieve this, video data are linked to process and business related company data to generate new sector and customer specific

insights. The Business Suites include a range of different interfaces, such as to PoS, RFID or warehousing systems, as well as analysis tools such as object and people counting.

The product range has also changed in line with the new developments, so instead of Probox and Enterprise Seetec now offers three main product lines to better meet the requirements of different installation sizes and scopes. All products can now be operated with a flexible number of camera channels. As known from Seetec 5, all products use the same technical basis and upgrades can be performed just by exchanging the license key.

swb

Siemens upgrades IP camera portfolio

Zug, Switzerland

Faster PTZ control, improved support for alarm events and enhanced compatibility with third-party equipment are some of the benefits offered by the newly upgraded range of IP cameras from **Siemens**, all of which now support the latest ONVIF2 open networking protocol.

The new range of Siemens IP cameras combines the requirements of classic analogue CCTV cameras with the high performance, flexibility and IT security of a modern video-over-IP device. The IP cameras include box, fixed

dome, high-speed dome and vandal-resistant models. The high-speed dome model is available with a choice of 18x, 28x or 36x zoom lens, while the fixed dome and vandal-resistant cameras are equipped with integrated varifocal lenses. The box cameras have a standard C/CS lens mount. To ensure compatibility with legacy installations as well as the latest networked systems, all models have an analogue BNC video output in addition to the IP network connection. A motion detection algorithm generates alarm events



which are transferred via the network to compatible devices, such as the Vectis range of hybrid video recorders (HVRs) from Siemens. The cameras support three encoding standards – H.264, MPEG-4 and MJPEG – and are compatible with all modern CCTV installations. In addition, support for the H.264 codec makes these cameras future-proof. ONVIF2 guarantees interoper-

ability with other products in the network. The IP camera models feature day/night operation, generating high-quality color pictures in bright conditions and clear crisp monochrome images when light levels are low. Many of the models are also available in wide dynamic range (WDR) versions that produce high-contrast images even in difficult, rapidly changing lighting situations. Specialised planning tools, including a bandwidth and storage space calculator, are available for CCTV system developers and installers.

For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 46

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

Bosch expands network video portfolio

Munich, Germany

With the introduction of the micro 2000 IP cameras and Flexidome micro 2000 IP cameras, **Bosch** has once again expanded its network video systems portfolio.

The *micro 2000 IP* cameras and *Flexidome micro 2000 IP* cameras are specifically designed for indoor areas with stable lighting, and include a state of the art design. They come in two different versions, a micro box, and a micro

dome design. Both cameras are designed as complete networked video systems. They include a dropbox application for remote storage of recorded activity, while also benefiting from 50 percent less storage needs in static scenes due to iDNR (intelligent dynamic noise reduction), saving on memory requirements, bandwidth, and costs. Furthermore, the Video Client PC software and the live



viewer app from Bosch are available free of charge for reviewing live and recorded video material on a PC or mobile device from any location with Internet access. In addition, the micro 2000 IP cameras and Flexidome micro 2000 IP cameras are ON-

viewer app from Bosch are available free of charge for

VIF conformant and compatible with software and storage solutions of third-party integrators. This is supported by the Integration Partner Program, which gives Bosch clients immediate access to online tools for easy integration of management and recording software, video analytics, monitor wall systems and cloud monitoring.

 **CCTV** 

Dahua releases two Mini HD-SDI cameras

Hangzhou, China

Dahua Technology is releasing their latest two new mini HD-SDI cameras – DH-HFW2200S (IR-bullet) and DH-HDW2200S (IR dome).

These HD-SDI solutions offer non-latent images with full-HD quality without IP problems based on over-coax transmission, and being a steering member of HDcctv Alliance, Dahua Technology is committed to the HD surveil-



DH-HFW2200S (IR-bullet) and DH-HDW2200S (IR dome).

lance equipment market. The HFW2200S/ HDW2200S series is ideal for small-scale applications with demand for high-definition image quality. Acting as refined versions of the existing

HD-SDI camera product lines, the newly released mini-series renders outstanding image quality with 1/3" 3MP CMOS sensor, supports 25/30fps@1080p or 50/60fps@720p real-time recording and provides a more detailed and smooth surveillance experience. The series is also equipped with IR LEDs of effective range of 20 metres for poor-lighting conditions. Meanwhile, the featured Smart IR

technology achieves intellectual IR lighting adjustment to meet the requirements of different surroundings. The mini HD-SDI cameras are also low-power consumers and are able to stand a wide temperature range from -20°C to 60°C. With a pleasing design and size, they should be ideal for various environments, for instance, retail shops, convenience stores, and offices etc.



Vivotek full HD intelligent cameras

Taipei, Taiwan

Vivotek is releasing two 2-megapixel easy-to-use fixed dome network cameras, the FD8163 indoor version and FD8363 for external use.

Both cameras feature 1080p full HD resolution for superb image quality at up to 30 fps, and are equipped with a removable IR-cut filter, 15-metre IR illuminators and Smart IR technology for avoiding overexposure under low light conditions. They also

include a WDR enhancement aimed at achieving visibility in high contrast environments to secure high video quality and provide accurate identification around the clock. The FD8363, is the outdoor version of the FD8163, and is equipped with additional special features to support operation under harsh outdoor environments, which include the IP66-rated housing for shielding the camera against rain and dust



and the metal vandal-proof housing for protecting it from vandalism. Hence, the FD8363 is especially suitable for monitoring areas such as building entrances and

airports, while the FD8163 is

ideal for lobbies and educational facilities. The cameras include also an easy focus button and remote focus, making image adjustment easier and more efficient. By adopting a 3 - 9 mm motorised DC-iris lens, focal length adjustment can be performed remotely without any physical access, enhancing customer convenience while securing superb image quality.



Raytec won Ifsec award for Vario IP

Ashington, Northumberland (UK)

The *Vario IP* from **Raytec**, made its debut at the Ifsec show recently, and picked up the accolade for Best CCTV System of the Year at the Ifsec awards ceremony on the first night of the show.

According to the company, as the first ever IP addressable CCTV illuminator, Vario IP is quickly making a big name for itself in the global security

industry, having already been shortlisted as a finalist in the ISC West New Product Awards 2013. With the launch of Vario IP, users can not only adjust their IP cameras remotely, but they can now control their lighting in the same way too, via a user friendly web interface or video management system. Vario IP is available in both infrared and

white-light LED, and provides dedicated IP lighting for network cameras, allowing for remote set up, commissioning, operation and maintenance of your lighting scheme. Users have full control over their lighting at all times, to alter settings and instantly respond to live events in real time or operational changes, for the best CCTV images and safety

24/7. Vario IP makes it easy to operate large CCTV systems in a more secure and much green way. Vario IP can be controlled individually or in groups by a variety of other security technologies, and scheduled using a timer for activation only when needed, to reduce electrical consumption even further.

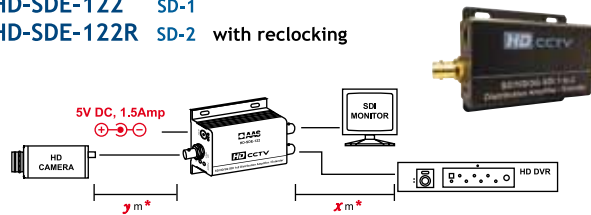


 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 46

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

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

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



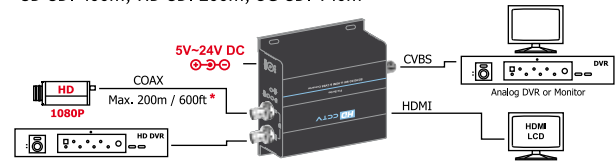
*The distance depends on the quality of the Coax Cable & Connector

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

HD-SD-HDMI-PRO SD-8P

No Delay for Image

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

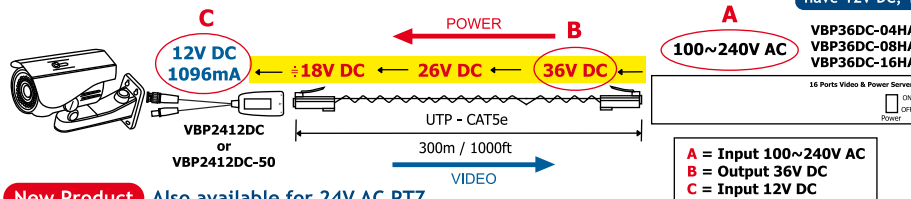


*The distance depends on the quality of the Coax Cable & Connector

Power Guarantee 12V DC High Power Series

VBP2412DC A-13-12V Step Down 12V DC Receiver - Camera Side
VBP36DC-16HA A-16H-16CH 16CH Power Hub

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



New Product Also available for 24V AC PTZ

24V AC / 12V DC Video, Audio, Data, Power Balun Server VBDP-C A-24-C



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SEETEC CAYUGA NEXT GENERATION VIDEO MANAGEMENT

SeeTec Cayuga sets a new benchmark for the potential of video management. The combination of easy interaction, improved perception and better understanding creates a new kind of video management software – inspired by users' needs and by the technical means of our time. We call that "inspired sense".

The clear and modern user interface provides easy operation. Intelligent analytics and an integrated failover strategy guarantee maximum reliability. As the core of the SeeTec Multi Solution Platform, SeeTec Cayuga enables flexible, scalable and customized solutions for video management projects of any size – from simple building surveillance to multi-site installations in global companies.

www.seetec.eu

SeeTec

Indigovision releases Enhanced HD camera line

Edinburgh, UK

Indigovision is launching its new Enhanced high definition (HD) camera range, incorporating the latest camera sensor and processor technology, designed to deliver both stunning HD video and advanced camera intelligence while reducing total security project costs.

IndigoVision's Enhanced HD cameras feature the latest 1/2.7" camera sensor technology aimed at providing amazing HD picture detail and clarity. Combined with dual pixel wide



dynamic range (WDR) and a mechanical IR cut filter, high image quality is still delivered even under challenging lighting conditions. Indigovision's unique dual processor technology has been upgraded with the latest field programmable gate array (FPGA) and ARM

processors, this means stunning HD video quality at dramatically lower network bandwidth, resulting in reduced video storage costs and HD video that is easier to distribute over networks.

Indigovision's dual processor technology also delivers intelligence. Superior camera features include; advanced analytics such as virtual tripwire and counterflow detection, robust security through a Linux firewall and no requirement for a central management

server, thanks to Indigovision's distributed network architecture (DNA) solution design. By using an FPGA processor, the Enhanced HD camera range features can be further improved with firmware upgrades, future-proofing camera investment. This design approach has resulted with Indigovision's cameras being deployed for demanding projects such as five Olympic Games and multiple G8 Summits.



Simonsvoss launches Smarthandle 3062 digital escutcheon

Munich, Germany

The *Smarthandle 3062* from **Simonsvoss** in Germany is a new door fitting, developed to satisfy the special requirements of the hospitality industry, retirement homes and high end properties.

The unique principle of the Smarthandle 3062 is that it communicates wirelessly with the identification media in the digital locking and access control system 3060 and controls where

and when up to 64,000 users are granted access. What's more, it can operate online or be integrated in a G2-based virtual Simonsvoss network.

Simonsvoss also enters new standards territory with extended battery replacement cycles. The battery only needs to be changed every 10 years. Integrated button cells provide the power for up to 150,000 operations.

Another unique highlight of the digital door fitting 3062 is that it can be installed quickly and easily without wiring and without having to drill holes in doors. The assembly process therefore means simply fastening the fitting with just one screw for a permanent, sturdy installation. This is another principle for which Simonsvoss has applied for a patent.

The second model in this series

is the Digital Smarthandle 3062 – SC. In this case the SC means that the digital Smarthandle has a dual function, as this model not only delivers the convenience of the active variant, but allows you to use passive cards too. This is made possible via its integrated RFID reader, which can read smart cards based on Mifare Classic and Mifare Desfire standards.



Airlive introduces home mobile viewing solution

Taipei, Taiwan

Airlive is introducing a cloud viewing home solution called the *Airlive Campro Mobile*, designed to support home security cameras, allowing users to view multiple Airlive home security cameras using an iPhone or iPad and soon also for use with Android devices.

This means that the Airlive IP solution is now fully supported with easily available remote-viewing via mobile devices with iOS

and Android. The user can easily download the Airlive Campro Mobile for Apple at the App store or Android on Google Play (coming soon), then, to connect with the internet and enable the features. After the IP camera has been connected to a router, the user will see the programme and the choice of which cameras he wants to watch from his phone or iPad. Then the user is able to see anything going on in his house, garage or

shop where the Airlive IP cameras are installed. Software-equipped Airlive home IP cameras focus on simple installation and operation for users. So, Airlive offers a real plug-and-play installation – just allowing the camera(s) and mobile device link to the network, then the Airlive Campro Mobile App will help to sort and link the installed camera(s) with the mobile device(s) in a few moments. The surveillance system will be in oper-

ation without complicated settings and the many parameters usually associated with set up. In addition, Airlive's IP cameras are offered with the Campro Express software utility that enables the detection and management of the network involved Airlive camera. As well, of course, it supports viewing and storage of video from connected devices for up to 64 channels.



Honeywell Notifier integrates with Nedap AEOS

Groenlo, The Netherlands

Nedap now offers integration of the **Notifier** fire alarm system within its web based security management platform *AEOS*.

All statuses of fire control panels are shown in AEOS so all relevant functionality can be handled from one web based application. The

integration is beneficial because it enables users to react faster. For example in the case of a fire alarm, the location will be automatically shown in the AEOS graphical alarm handler. The relevant camera will immediately pop-up so users can see real-time footage and details

of who has entered and left the specific area. This enables users to make fast, accurate decisions about what action to take.

In addition this new integration allows for automatic responses to events and AEOS allows users to design customised responses to

scenarios enabling them to plan carefully for incidents before they happen. So in a panic situation the user can activate the appropriate, pre-defined settings with just one button, maintaining the relevant policy in case of fire.



 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 46

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

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MARKET LEADERS
IN INNOVATION
AND GROWTH

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inspired access
saltosystems.com

Why we're the fastest growing access control company in the world

Since we launched in 2001, SALTO has become the industry's fastest growing electronic locking specialist and we're now ranked amongst the world's largest access control companies.

By continually being first to anticipate markets needs, we repeatedly set new standards in security, manageability and scalability. With our unique focus on Research, Development & Innovation, we remain committed to leading the market by introducing the benchmarks that others follow.

Innovating Data-on-Card Battery Operated System

In 2002, our SALTO Virtual Network (SVN) revolutionised access control. The first wirefree lock with online capabilities.



Innovating Wireless Online Real-time System

In 2008, with the first key-user and door management system in real-time, in a reliable wireless infrastructure. Easy, Efficient, Flexible and Secure.



Innovating Cloud-Based Access Control Solution

In 2013, we introduced our cloud-based electronic locking solution for the Small and Medium Enterprise market.



*The World Market for Electronic Physical Access Control Equipment Report, IMS Research, June 2013.

NEED TICKETS FOR THE SHOW?

HD Surveillance as most adverts describe is the future, but the cost of indulging in this technology is more often than not still on the higher side. VIDO.AT reduces this gap through a product-meets-price concept wherein our range of cameras satisfies every individual's surveillance requirements. All VIDO.AT's cameras are empowered with industry leader Sony's camera modules and CCDs, since attention to details is what HD surveillance is all about.

Never has CCTV monitoring been more ENTERTAINING effective, so go ahead, Indulge yourself!

IRC650-HDSDI/IP

G52IR & G52M-IR

G66IR-HD-SDI

G70HDSOI/IP

DVRS-S06 HD-SDI DVR

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EX42200 Series

**Model No: Hardened Unmanaged
5-port 10/100BASE (4 x PoE)
Ethernet Switch**

- Up to 30W per PoE port
- Port 1 to 4 support PoE function, IEEE802.3at Power over Ethernet (PoE) and 10/100BASE-TX
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- Provides flexibility of 5 Ethernet ports that configure in combinations of copper and fiber optic interfaces
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- Support the Auto-negotiation function
- Non-blocking architecture and full wire-speed forwarding rate
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- Alarms for power failure by relay output
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- Support DIN-Rail installation
- 18 to 57VDC power input

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HIKVISION



Hikvision 720TVL PICADIS Analog Camera Series

Model No: DS-2CE56C2P(N)-IT3.

- 1/3" PICADIS
- 1.3MP sensor: 1380(H)x980(V) effective pixels
- True daylight
- 12mm fixed lens, 0.1 lux @ F1.2
- 40m IR distance with EXIR technology
- Smart IR, high dynamic range
- Superior video image output and ultra low light illumination
- Wide operating temperature range (-40 °C ~ 60 °C)
- IP66 weatherproof

Hikvision Europe B.V.

Address:

Parellaan 24, 2132 WS Hoofddrop
The Netherlands

Tel: +31-23-5642770

Email: sales@hikvision.com

Fax: +31-23-5631112

Website: http://www.hikvision.com/en



Full HD 1080P Mini IR Bullet HD-SDI Camera

Model No: DH-HDC-HFW2200S

- 1/3" 3Megapixel Aptina CMOS
- Standard HD-SDI high definition digital interface (SMPT274/292)
- 25/30fps@1080p, 50/60fps@720P(1280*720)
- DWDR, Day/Night(ICR), 3CONR, AWR, AGC, BLC
- 3.6mm fixed lens (6mm optional)
- Max IR LED's Length 20m
- OSD, DC12V, IP66



4/8/16 All Channel D1 Mini 1U Standalone DVR

Model No: DH-DVR5104/5108/5116H

- Up to 48/96 cameras with 1080p realtime preview
- H.264 dual-stream video compression
- DVR5104S/108S/116H: All channel D1(4CIF)
- DVR2116H: 2CIF realtime recording
- HDMI / VGA / TV simultaneous video output
- All channel synchronous realtime playback, GRID interface & smart search
- 3D intelligent positioning with Dahua PTZ dome camera
- Support 1 SATA HDD up to 4TB, 2 USB2.0
- Multiple network monitoring: Web viewer, CMS(DSS/PS) & DMSS



Dahua Technology Co., Ltd

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Day & Night 1080P HD Auto Focus Dome IP Camera

Model No: ZD2322

- Full HD 2 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
- Auto focus with zoom / focus motorized lens
- 3D noise reduction (MCTF)
- 3D WDR function
- Digital PTZ supported
- Face / Tampering / Audio / Motion detection alarm function
- Ceiling mount and Embedded mount installation
- Day & Night (IR cut removable)
- 2-way audio supported
- Digital VO: 1 in, 1 out
- ONVIF supported



QNAP VioStor NVR

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

- Robust Performance
 - 250 Mbps throughput
 - Dual-Core Intel CPU 2.8 GHz
 - 4GB DDRIII
- Solid Reliability
 - IPIC Level Main Board
 - Sanyo Denki System Fan
 - Hot Plug
- High Definition
 - 108 fps Full HD by Embedded H/W decoder
 - Local Display via HDMI



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QNAP Security

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Lars Thinggaard, CEO of Milestone:

"The view on security cameras will change"



According to Lars Thinggaard, CEO of Milestone, some of the big innovations and changes in the industry will change the way companies use security cameras to optimize their business.

For more information about innovation within security and market data, see Memoori's report "The Physical Security Business in 2012". Read more at www.armedia.se.

The security industry in general and the camera segment in particular are now entering a time of big scale innovations that will change the view on security cameras and their use. This, according to Lars Thinggaard, CEO of the VMS company Milestone, who here answers some questions on innovation and video surveillance.

Where will the major innovations in video surveillance come from in the next five years?

"In the next five years, some of the major innovations will come in the way surveillance video is used by companies to optimise their business. When you look at what is happening in our industry from a higher level, you see that it has evolved through three phases. Today, we are entering the third, or video enabling phase and this is where some of the most interesting innovations will occur. As the adoption of Cloud technology and managed video as a service (MVaaS) increases in security solutions, the trend of video being used to enable business applications will accelerate."

What have the three phases meant?

"Phase one was about video technology, the convergence of IP and analogue to make innovation possible. Phase two followed with video integration. This phase was about making the solutions easy to use and more intelligent with things like video analytics. The Milestone open platform is a major driver for this phase because it makes it possible to use surveillance video together with other security systems, such as access control, analytics and perimeter devices.

Phase three is where we will really see innovations blossom; we call this phase "video enabling." Here, we will see surveillance video used to give better customer service and improve business processes in many industry sectors. This phase will change the way the world thinks about using surveillance video."

How does Milestone intend to innovate the market in 2013?

"We have created a separate business unit, Incubation & Ventures

that operates in parallel with our day to day business to drive innovation. This team is focused on creating new game changing products and bringing them to market. Milestone Arcus is our first product from this new business unit. The product is an embedded VMS platform for large hardware companies. It was hot news at ISC West and we have more than 50 companies interested in the platform."

Any other plans?

"You will also see innovation through our ecosystem which is a force multiplier because we share our partners' technical and market research. In the ecosystem, innovation takes place as a collaborative effort between our own engineering team and our technical partners. Today, we have over 200 software engineers developing solutions with Milestone open platform technology in addition to our own team. We simply have more engineers developing with Milestone technology and this drives innovation faster."

Is the security industry's resistance to change creating opportunities for start-up businesses?

"At Milestone we see the security industry as focused on reliability rather than resisting change. New innovations have to prove themselves first, and show that they work reliably. When you're dealing with evidence, it is just not acceptable to find out that the video you need is not there, or unclear. You might call this resistance, but it's a fact of our industry."

The industry is seeing a shift in security services; moving from just a cost centre for businesses to actually driving operational savings and delivering real ROI. How will this impact on the industry and how far can this trend go?

"We agree. As I described earlier we see the industry evolving through three distinct phases: video technology, video integration and the next phase, video enabling. Today, we are at the start of the enabling phase. You see access control, license plate recognition and, analytics, mobile technology, laser, RFID, and many other types of technology all working together seamlessly through the Milestone open platform.

Manufacturers and end-users have engaged with the open platform and are realising the benefits. They are beginning to ask what else we can use video for, and how this might help optimise our businesses. This phase is really about the realisation of Milestone's vision, driving the convergence of video surveillance and IP based business systems."

How important is the openness?

"The open platform is the enabler for many of these changes. The effect has been to redefine the industry's expectations of how we use surveillance video. The enabling phase is the proof-point. We are seeing customers look beyond using surveillance video for security and protecting assets and seeing how it can help them to optimise their operations."

As a platform for sensing and analysing data, the video camera has enormous potential. How will it fit into the "Internet of Things" (IoT)?

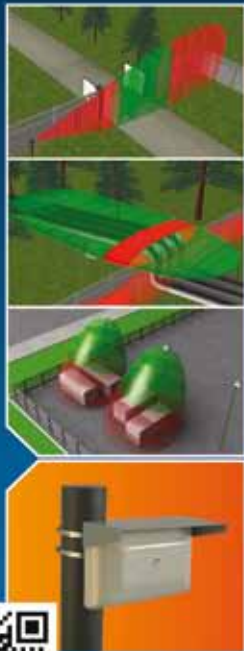
"What I think we are seeing here is that the video camera itself is becoming a DVR. It will have, or in some cases already has, analytics capabilities and recording on the edge capabilities. As the price of RAM cards decrease over time, the camera will take on many more functions.

This is where Milestone Arcus as an embedded VMS platform comes into play, and this is where you will see the overarching Milestone vision becoming even stronger. As cameras get more and more powerful, they will accelerate the convergence between the edge components and IP based business systems." ■



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Detektor International

– the 12 products chosen for the Awards

Now is the time to reveal the products nominated for the 2013 Detektor International Award. The winners in the different categories will be presented with their awards at the Security Banquet during Sectech in Stockholm on the evening of October 22nd.

The Detektor International Award is an independent prize and as such companies cannot nominate their own products. Instead, the nomination is conducted by the editorial board of Detektor. This selection criteria is the main reason why it has become one of the most prestigious awards in the global security market. The jury consists of members of the editorial board of Detektor from three continents.

The criteria for a product to be nominated for a Detektor International Award encompasses not only the technical solution but also the packaging and over all presentation of the product, which actually could equally as well be a service.

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

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

CCTV

The nominated CCTV products are:



Product: Axis P5414-E
Company: Axis Communications

The *Axis P5414-E* is an outdoor wall mounted PTZ dome camera. With an intelligent direct drive pan/tilt system – which means no mechanical parts such as belts or gears – it has a great mechanical endurance. It also features HDTV 720p imaging and 18x optical zoom, day/night functionality and intelligent video, two way audio and a memory card slot. The built-in wall bracket eliminates the need to purchase a separate mounting accessory. The P5414-E also has an integrated sunshield that is designed for easy removal, allowing customers to repaint it to match the installation environment.



Product: SNC-WR632
Company: Sony

The outdoor 360° PTZ dome camera *SNC-WR632* features Sony's latest Ipela Engine technology: Ipela Engine Pro and comes with 130db of wide dynamic range. It delivers 60 fps, image stabilisation to reduce the effect of vibration in severe weather conditions and when installed near roads or bridges, a pan speed of 700°/s. and defog mode which increases the clarity of the image in fog or smog. The SNC-WR632 also supports day/night functionality and offers full HD resolution and intelligent video analytics.



Product: Sarix TI
Company: Pelco by Schneider

Sarix TI is a fully integrated IP and analogue thermal imaging security camera ideally suited for a wide array of low-light and no-light environments. The aluminium camera comes in 640x480, 384x288 and 240x184 resolution pan/tilt models, has multiple lens options and has built in analytics which can recognise a vehicle on distances of up to 1.9 kilometres. *Sarix TI* is also a powerful tool for applications beyond security – providing the capability to instantly spots leaks, ruptures, or hot spots across bridges, dams, refineries, and power plants.



Product: Starlight
Company: Bosch Security Systems

The 720p box/dome camera

Starlight is specifically designed for high performance in extreme low-light conditions. With high sensitivity in both colour (0.017 lux) and monochrome modes (0.0057 lux), the 60 fps HD camera works with minimal ambient light. The *Starlight* camera comes with Content Based Imaging Technology (CBIT) which dynamically optimises the image for every scene and intelligent noise reduction technology which reduces storage requirements by up to 30%. With Bosch Dynamic Transcoding Technology, HD quality images can be viewed from any location that has access to the internet, even if the available bandwidth is only 128 kBit/s.

Access Control

The nominated access control products are:



Product: Synergis Master Controller
Company: Genetec

The *Synergis Master Controller* (SMC) is an intelligent IP controller edge device that can be physically installed and enrolled within the access control solution. The non-proprietary SMC controller allows users to migrate to an IP-based access control solution, while leveraging their networking infrastructure and existing equipment. The SNC is a key compo-

Award 2013

nent of Genetec Synergis which facilitates real-time monitoring of access events and alarms, as well as cardholder management and reporting. SMC features native support for non-proprietary access control hardware from Mercury Security and HID Global and supports 32 downstream modules, connecting to up to 64 readers.



Product: Clay
Company: Salto

Clay is a locking solution for SME's that combines a cloud-based software platform with high quality design and hardware. Users are able to establish, consult, change and cancel specific access rights by person and place and time, and all in real-time. Clay incorporates Salto Systems' wireless hardware. The key hardware element is the Clay IQ that serves as the hub between the wireless lock on one side and the My Clay online application and Clay App on the other side. The batteries in the Clay doorlocks last for 40,000 openings and they are interactive since sensors detect if a door is left open or opened without a valid credential.



Product: uPass Access
Company: Nedap

uPass Access is a RFID reader for building access control that supports reading battery-less UHF (EPC Gen II) access control cards. The small shaped reader (15 cm height x 5 cm width x 4 cm

depth) is specifically designed for doorpost mounting and has a read range of up to 2 metres (6 feet). Upass Access is applicable in many situations, such as typical hands-free building access for staff in hospitals, wheelchair users, employees in warehouses, and more high volume entrances in office buildings and at universities. The reader can be used indoors and outdoors with an IP65 rating, and supports Wiegand connections as well as serial connections, including RS485.



Product: iClass Seos NFC
Company: HID

The iClass Seos, an addition to the iClass SE platform, is a multi-application credential that is portable for use on NFC smartphones and other mobile devices and provides data confidentiality/strong authentication with cryptography for mutual authentication and data encryption that protects the privacy of contactless communications. As a secure, standards-based technology to manage and authenticate identities, the open-design credential can be used for physical and logical access control, cashless vending, transit and a variety of other applications.

Alarm & Detection

The nominated alarm & detection products are:



Product: AdvanceGuard AGS1600 Extreme
Company: Navtech Radar

The AdvanceGuard AGS1600 Extreme provides a wide area detection and tracking system. It uses a high frequency radar to scan the area and advanced tracking algorithms to follow intruders. AdvanceGuard operates in all weather and light conditions and can detect a variety of targets including people, vehicles or boats over water. Advanceguard has 360 degrees detection and can spot a person up to 1,000 metres away (1,500 metres for vehicles) and runs within 76-77 GHz. Detection and non detection zones can be configured in the Navtech Radar software to suit the particular site requirements.



Product: vFence F-501
Company: Embsec

vFence F-501 is a highly effective water proof PoE laser perimeter control unit. Based on advanced laser sensor technologies the unit works without reflectors, detecting static and moving objects at a range of up to 500 metres, regardless of lighting conditions. The F-501 can be used as a stand alone unit connected to a computer or as part of a system with multiple IP surveillance sensors connected to a server. Depending on server software, the V fence F-501 solves many surveillance tasks, for example storing images when the sensor sets off an alarm, automatically displaying video images from the nearest camera or notifying security personnel with an sms.



Product: DualCom Calibre
Company: CSL DualCom

The DualCom Calibre range utilises GPRS, IP or telephone paths to send intruder, fire and personal attack signals at high speed via CSL, Dualcom's Gemini Managed Network to an alarm receiving centre. Single and dual path signalling options are available. And contact ID and SIA formats will provide high accuracy. The multi-network WorldSIM comes as standard meaning that it is operator free further reducing line faults. The Calibre range also offers IPSIM technology – an enhanced feature of WorldSIM which has a free fixed/static IP address to allow encrypted remote contact to Calibre wirelessly.



Product: Easy Web Manager
Company: Dualtech IT

Easy Web Manager is a cloud based web portal and smartphone app for programming, commissioning and reprogramming products in the Dualtech DALM series. Using the EWM web portal, the user creates and saves DALM configurations and specifies how the DALM will work, entering information about the object, the entrances, exits and alarm centre that are to be used etc. The EWM also functions as a powerful tool for troubleshooting and diagnosis. During programming and commissioning, continuous status information is delivered to the EWM and any problems are shown and explained in clear text. The EWM app is available for both Iphone and Android. ■

Merit Lilin won Detektor Football Cup



The Taiwanese camera manufacturer Merit Lilin participated for the first time in the Detektor Football Cup during Ifsec in Birmingham – and managed to go home with the trophy in their hands. The first runners up were Raytec and third came Sonic Communications.

By Henrik Paulsson

The fourth edition of the Detektor Football Cup was arranged by Detektor magazine in cooperation with the CCTV lighting company Raytec during Ifsec week in Birmingham. This year's tournament

was a wet one as the rain poured from beginning to end. Due to several last minute drop-outs a total of six teams battled for the win and the honour of winning the Detektor Football Cup. The teams

Result Detektor Football Cup

Team	P	W	D	L	GF	GA	GD	Points
Merit Lilin	5	4	1	0	19	2	17	13
Raytec	5	3	2	0	17	6	11	11
Sonic Communications	5	2	1	2	15	12	3	7
AR Media	5	2	0	3	9	19	-10	6
Hikvision	5	1	1	3	10	17	-7	4
Videotec	5	0	1	4	2	16	-14	1

were AR Media (Sweden), Merit Lilin (Taiwan), Raytec (England), Sonic Communications (England), Hikvision (China) and Videotec (Italy).

Series

This year the cup was played in a straight series where all teams played each other once. The winner Merit Lilin started out against the runners up, and last year's winner, Raytec in a game that ended 1–1. In the first round, AR Media managed to beat Videotec by 5–0. That victory, was however short lived as it was soon followed by a 4–0 defeat against Merit Lilin. Merit Lilin continued on a winning streak, declaring victory in all their games with a final score of 13 points. AR Media also managed to beat Hikvision, but lost the other three games.

Raytec came in second with 11 points. Except for the draw against Merit Lilin they also lost important points against Sonic Communications in a game that ended 2–2. Hikvision's only win came quickly in the first round against Sonic, and Videotec's only point was taken in the second round against Hikvision in their 1–1 game.

Overall Merit Lilin were worthy winners with 19 scored goals and only two conceded. Raytec scored 17 goals while conceding 6.

Social evening

When the 15 rainy games were



Worthy winners: Merit Lilin received the first prize. Here we see Andy Jackson, Steve Liddiard, Scott Stephenson (with a background as a Chelsea academy player and England national under-21 football team) and Ian Leroux.



Last years winners Raytec had to settle with second place this year, but everyone still had smiles on their faces. In the middle is David Lambert together with Shaun Cutler on the far right, flanking the Swedish loan Joachim Tullberg from Multiq.

finished all the players were ready to welcome a warm shower. The night was rounded off with some fun, some food and a prize ceremony before the bus transported everyone back to an even rainier Birmingham city centre.

Security in focus at the Nordea Masters 2013 in Sweden

The security industry was for the second consecutive year represented at a pavilion at the golf course Bro Hof Slott GC during the Nordea Masters golf tournament in Sweden at the end of May. The pavilion was located next to the fairway and security people could enjoy a perfect view of the green at hole 18.

The Nordea Masters, formerly known as the Scandinavian Masters, was played for the first time in 1991 and is one of the most prestigious tournaments on the PGA European Tour. It is one of most visited tournaments on the tour, only surpassed by the British Open.

It was the Swedish companies Rapid, Safetel and AR Media who – as tournament sponsors – were hosts for the Security pavilion this year.

Almost 300 security people – from installers to integrators and end users – visited the Security pavilion at the Nordea Masters. They were able to see world class golf first hand, that ended with a Finnish victory through Mikko Ilonen who won the tournament for the second time.

“The interest in golf is big within the industry, and that was confirmed by this event. People from all over the industry visited



Almost 300 security people visited the Security pavilion and its sunny stand at hole 18.

the pavilion and we got the chance to offer great golf, food and drinks and perhaps most importantly a chance for networking,” says Mats B Adman, head of Rapid.

Next year the Nordea Masters will be played at Bro Hof 4th-7th



The most popular player at the Nordea Masters was without a doubt the bohemian Spaniard Miguel Angel Jiménez, here with Deniz Baykal from AR Media International.

of June, and the security pavilion is likely to return for the event, meaning that the industry yet again can gather and enjoy world class golf.



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Sectech Sweden 22-23 October 2013 – Rica Talk Hotel, Stockholm

Sectech, the most important security event of the year in Sweden, takes place from the **22nd-23rd of October** at the Rica Talk Hotel in Alvsjö, Stockholm, just next to the Stockholm International Fairs and Congress Centre.

The security show goes on for two intense days and the exhibition is focused on the latest technology and services within **video surveillance**, **access control** and **alarms**. There will also be several **seminars** held parallel to the exhibition – all centred on the technology's possibility to contribute to higher security, cost efficiency and profit increase for the users.

The **conferences** at Sectech are about the industry's path towards **Security-as-a-Service** and the **quality assurance** requirements for a security company. There is also a conference on **transport security** organised by the SecurityUser.com portal.

Sectech is a must for everyone who wants to know all about the latest security technology and smart security services.

Would you like to reserve a stand to participate at this event and/or attend the Security Banquet?

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Ifsec 2013, Birmingham

Focus on image quality, cloud solutions and design for quick installation

The Ifsec security show was held on 13 – 16 of May at the NEC next to Birmingham airport for the last time before next year's move to London. It was an interesting show, but without any sensational new products. Instead, the death of analogue video technology was confirmed and it was also clear that cloud solutions and cost effective installations are here to stay.

By Henrik Paulsson

 Ifsec International 2013 took place from 13–16 May and proved to be a success with almost 29,000 visitors flooding through the doors of Ifsec and Firex, an increase of 4,000 people on 2012. A three per cent visitor increase was seen across the whole Protection and Management Week, running alongside Firex International, the Facilities Show and the Safety and Health Expo.

32 percent end users

Representing the latest product innovations, technologies, services and solutions applicable to this broad industry sector, Ifsec International demonstrated the increased integration between the security and fire industries. Uniting the entire buying chain under one roof, brought together 32 per cent end users and 68 per

cent trade visitors, presenting endless networking options and the chance to take advantage of the breadth of education on offer.

Additional content

Ifsec International listened to visitor feedback and significant focus was put on additional content alongside the show. The Ifsec Academy provided access to seven free education theatres allowing visitors to engage in the biggest issues in security from the industry's leading lights. High level speakers including; Don Randall MBE (head of security at the Bank of England and Chairman of the City of London Crime Prevention Association), Balaji Srimoolanathan (principal consultant - Aerospace, Defence and Security at Frost & Sullivan), Dr Peter Speight (director of Security

Risk Management at Securitas Security Services UK) and many more, took to the stage to discuss topics from counter terror to lone workers, integrated security to IP and networks, intelligent buildings to access control and biometrics, CCTV and video surveillance to physical security.

Meetings programme

For the first time the Global Meetings Programme was set up to provide a platform for a bespoke and tailor-made hosted buyers' programme, where manufacturers from the Ifsec International and Firex International exhibitor base were brought together with end-user visitors in a seller:buyer environment. This proved to be an effective feature where both parties were able to hold targeted meetings and discuss their individual needs.

Charlie Cracknell, event director for Ifsec International, said: "On the back of our extensive market research, we have been able to deliver Ifsec 2013 which genuinely meets the needs of an evolving security market. Showcasing a broad range of innovation across the industry, hosting prestigious industry awards, identifying market educational demands with the

wide range of unique workshops and conference programmes have resulted in an uplift of total attendees.

Trends

Cost effective products combined with simple installation were given a lot of space at Ifsec this year – something that represents big values for the customers. Quick installation means lower costs and intuitive interfaces make operation easier, and thus making the technology available for everyone. Security products designed to match colour or form in their situated environment is also a step forward, making them less noticeable and disturbing to the public.

Ifsec was also full of performance propaganda. Since IP technology dominated, it was all about image quality and bandwidth usage. 4K was a buzz word at the show and something that was marketed by some of the large companies on the camera side as "60 fps".

Sometimes it doesn't take better performance to make a good camera system. But everyone is looking for a cost effective system that is easy to operate. If the products can match the environment then, that is even better.



The girls from Tyco were kept busy on their stand.



Derek Huff and Tony Smith from IDL.



The Teletek Electronics team had some busy days presenting their fire alarm systems.



KBC Networks' Ian Deuchars, Managing Director, and Hazel Sturgess, Marketing Manager.

Analogue is dead

Ifsec also confirmed that the shift from analogue to digital technology was being made some time ago. The big suppliers of analogue cameras – Pelco by Schneider and Samsung – were entirely devoted to IP cameras this time. Also, the real customer benefits of IP technology has really become evident through smart cloud solutions that can generate technology based services making it possible for users to avoid heavy security investments and dedicated personnel to take care of the security technology and the huge data streams that are generated. Instead, most of it can be handled in the cloud and the customers can pay for the services on a monthly basis.

Access control trends

Another trend that was interesting was in the access control arena. At Ifsec, several CCTV manufacturers presented different types of solutions for access control. Samsung showed face recognition and Genetec was even awarded at the show for its IP based access control solution. One can certainly believe that this is a trend that will continue. The specialist access control companies will face hard competition in the future.

Future for Ifsec

Ifsec International visitors are excited for what the future holds, Paul Hammonds, Telecommunications Engineer, Mottmacdonald, said: "Ifsec is a very important event and it's great to see what's new out there with security. Ifsec is definitely still a priority for us and there will always be members of the team attending the event to gauge what's new".

Commenting on the move to London, Charlie Cracknell said: "Ifsec International 2014 will move to the next level and provide

an even richer business experience for exhibitors, visitor groups and delegates, with both the UK and global security markets further benefitting from the move to London. These provide real business leads and development opportunities, essentially helping all sectors in the security and fire industries build their business. We all recognise the importance of integrating with one another and Ifsec is the best place for this to happen."

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

Video surveillance

- **Focus easy** from **Brickcom** is an innovative technology which makes focusing a camera easier, faster and without any assisting equipment. During the focusing operation, the status of the focus is informed to the installer via a buzzer. The more the image is out of focus, the longer the intervals between successive beeps. As the image draws closer to the correct focus, the beeps increase in speed. Once the image is focused, the buzzer makes a long beep for 3 seconds as notification.



Milestone Arcus.

- **Milestone Arcus** is a video surveillance platform designed to be embedded in hardware devices, enabling technology partners to deliver customised, co-branded, market-ready surveillance solutions. Milestone Arcus runs on Linux, Mac OSX and Windows related operating systems, within network storage and cameras or other devices on the edge. Arcus automatically rolls out updates. In



Axis P5414-E.

- The **Axis P5414-E** is an outdoor wall mounted PTZ dome camera. With an intelligent direct drive pan/tilt system – which means no mechanical parts such as belts or gears – it has a great mechanical endurance. It also features HDTV 720p imaging and 18x optical zoom, day/night functionality and intelligent video, two way audio and a memory card slot.

This product is nominated for the Detektor International Award. See more on page 32.



Stratocast.

- **Genetec** held its European launch for **Stratocast**, a new cloud-based video surveillance system, at Ifsec. With packages starting below \$10 USD a month per camera, Stratocast is an affordable, yet powerful Video Surveillance as a Service (VSaaS) solution. It is designed to meet the needs of small and midsize businesses, such as quick service restaurants, retail shops, office



Aude Desbrieres with Ian Henderson, both from Optex Europe Ltd.



The AR Media stand was well attended by various clients from within the security industry.



Image showing Aline Pätzold and Christof Kraka from Vidicore GmbH.



Spica's Rob Howland, Export Sales Manager, Lea Lipousek, Marketing, Nick Jakowiw, Director, and Enisa Kijamet, Export Sales, had a good time at Ifsec.



Francisco Fuster, General Manager, and Beatriz del Aguila Olmos, Corporate Planning Manager – Bunker Seguridad.



Andreas Kronwald, Simone Kischkat and Tristram Borgmann from ASP AG Grundig.



Manuela Schmitz-Muno, Yukihide Nakazato and Nina Kurten from Fujifilm Europe GmbH enjoyed the show.



Happy team: Loic Premartin, Nikitas Koutsourais and David Montague from Flir.



Nathan Liu, Qing Lu, Michael Luk, Peter Lee, Jian Zhang and Isabella Zhang, Vido Electronic Vertriebs GmbH.



Daniel Bebb, ASC National Sales Manager from Abus.



From Nedap came Erica Meijer and Maureen Hallers.



The Milestone stand was crowded during the Ifsec show.



CCTV lighting company Raytec did some great days at the show.



Agnieszka Gralak and Michal Zyczynski from Camsat were in Birmingham.

buildings, as well as sporting and musical events.



FC-series S.

- At Ifsec **Flir** launched their new *FC-series S* – a series of thermal cameras that according to the company are better than before even though it comes with a lower price. Series S is Flir's entry model and it has been equipped with a new aluminium seal and a more compact format. Flir are so sure of the camera's quality that they come with a 10 year sensor guarantee. The camera can handle temperatures of minus 50 degrees Celsius to plus 75 degrees. The PoE camera has Flir's unique DDE technology (digital detail enhancement) that increases contrast and detection distance.

Access control



Aperio Pinpad.

- The *Aperio Pinpad* device from **Assa Abloy** provides wireless multi-level door security and can be used wherever doors are to be secured by multi-level authentication. The wireless Pinpad escutcheon allows access to rooms simply by entering a PIN, via a card reader or with a combination of both. Depending on the integration level of the device, a silent hold-up alarm can be triggered in the security centre if, in a dangerous situation, the user enters the attack code instead of his own PIN. The *Aperio Pinpad* escutcheon is available for conventional RFID technologies: Iclass, Mifare classic/plus and Mifare Desfire as well as for existing 125 kHz access control systems based on HID Prox or EM410x.

- Clay* is a locking solution for SME's that combines a cloud-based software platform with

high quality and design hardware. Users are able to establish, consult, change and cancel specific access rights by person and place and time, and all in real-time. Clay incorporates **Salto Systems'** wireless hardware. The key hardware element is the Clay IQ that serves as the hub between the wireless lock on one side and the My Clay online application and Clay App on the other side.



Clay.

This product is also nominated for the Detektor International Award. See more on page 33.

Alarms

- The *Advanceguard AGS1600 Extreme* provides a wide area detection and tracking system. It uses a high frequency radar to scan the area and advanced tracking algorithms to follow intruders. Advanceguard operates in all weather and light conditions and can detect a variety of targets including people, vehicles or boats over water.

This product is nominated for the Detektor International Award. See more on page 33.



Dualcom Calibre.

- The *Dualcom Calibre* range utilises GPRS, IP or telephone paths to send intruder, fire and personal attack signals at high speed via **CSL Dualcom's** Gemini Managed Network to an alarm receiving centre. Single and dual path signalling options are available. And contact ID and SIA formats will provide high accuracy. The multi-network Worldsims comes as standard meaning that it is operator free further reducing line faults.

This product is nominated for the Detektor International Award. See more on page 33. ■

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Oct 29 - Nov 1, 2013 | SHENZHEN CHINA

www.cpse.com.cn

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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**

Successful ISC West show confirms industry trends



More than 900 exhibitors and 25 000 visitors made the exhibition a success for the organiser Reed Exhibition.

ISC West 2013 took place from the 10th-12th of April at the Sands Expo & Convention Center in Las Vegas. More than 900 exhibitors and 25 000 visitors, 10 percent improvement on last year, made the exhibition a success for the organiser Reed Exhibition.

By Lennart Alexandrie

 ISC West is without a doubt one of the most important security shows in the world. As it takes place early in the spring, it is here that many companies choose to present their latest innovations for the first time. The show is foremost an American arrangement with 90 percent of the visitors coming from the US, and the second most represented country being Canada, followed by Mexico, Brazil, South Korea and Australia. On the exhibitor side the show was of course dominated by American companies, but the Asians were also well represented, mostly by Chinese and Taiwanese companies.

10 000 products

ISC West is mainly a product

show for manufacturers within the CCTV field, and suppliers of systems and products within the access control and alarm arena. There were also many products within the mechanical sector, with the main focus on storage protection. All in all, 10 000 products could be seen at the show according to the organisers.

Security services

On the subject of industry trends, it could be said that ISC West confirmed the impending death of analogue solutions and that cloud solutions, with a focus on providing different security services, mostly within CCTV and access control, are here to stay.

End user oriented

Another clear trend was that the

latest products have been designed to match the end user need for simple and cost effective solutions. There were several examples of products specifically manufactured for quick installation meaning lower costs for the end user. User interfaces were also intuitive and characterised by simplicity.

Outsourcing

It is easy to see today that the plug-and-play trend is an important factor for the industry's continued positive growth, especially if the needs of mass markets are to be met, for example stores and small companies. General services based on security technology also make it possible for mid to large customers to focus on their core business since they can easily outsource their security requirements.

Performance trends

There were also pure performance trends at ISC West, mostly IP video suppliers showing solutions that generated sharper images or bandwidth effective storage.



Brickcom was one of the most interesting exhibitors at ISC West. Among other things, they displayed a dome camera that via a control and buzz sound lets the user know when the image is in focus, just like a reverse camera on a car. Ph. D. Ebony Huang, President & CEO and Amy Hong, Sales Manager demonstrated the solution with the help of Spiderman.

Imaging was usually given in megapixel numbers, but 4K resolution was also marketed hard by some companies. An interesting product trend was that many companies were introducing the latest developments in thermal cameras. A couple of years ago Flir was just about the only brand with thermal cameras in their portfolio. ■

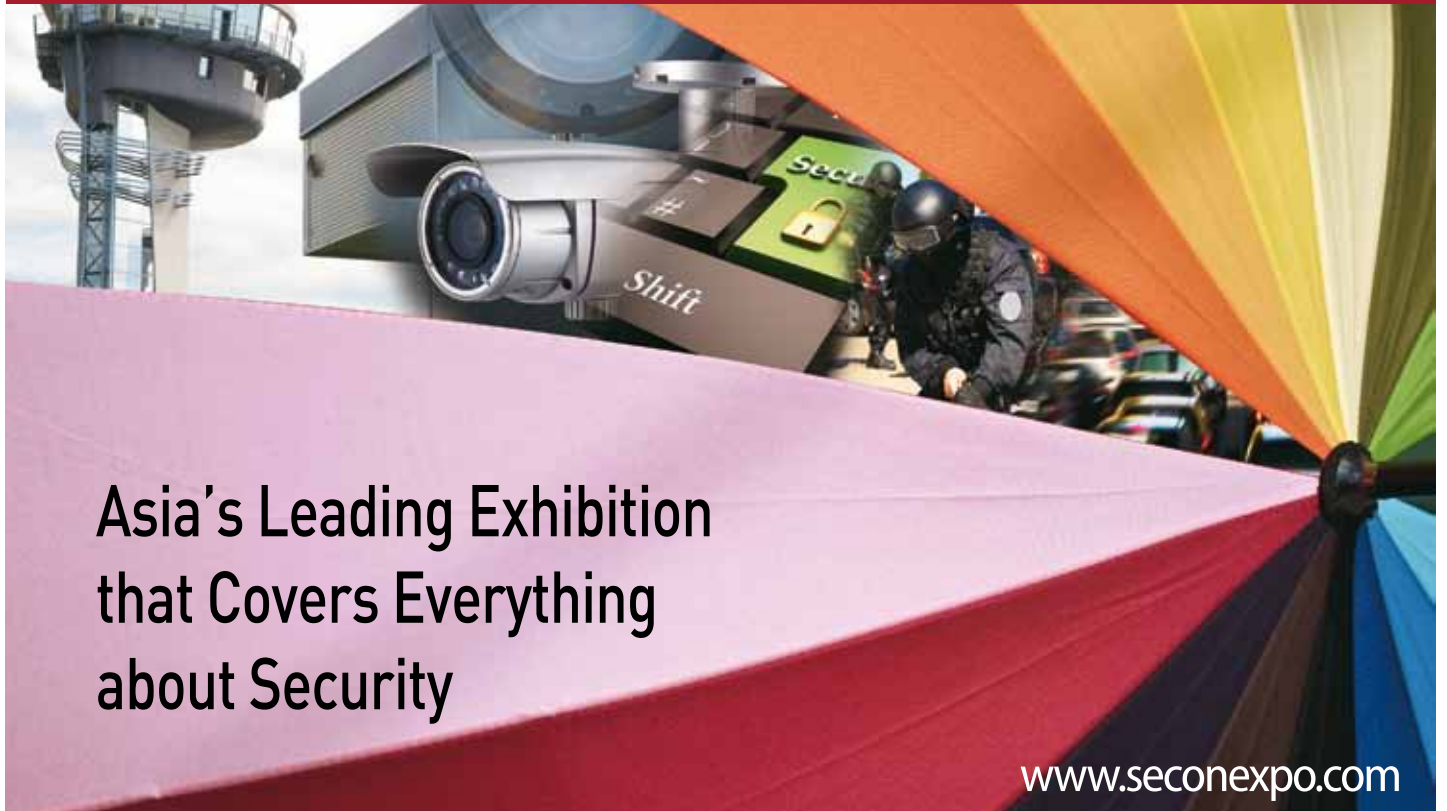
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(International Security Conference & Expo 2014)

Date March 12 (Wed) ~ March 14 (Fri), 2014

Venue KINTEX, Ilsan, Korea

Organized by **SecurityWorld** Magazine **BOANNEWS** Daily

Sponsored by Ministry of Science, ICT & Future Planning
Ministry of Security & Public Administration
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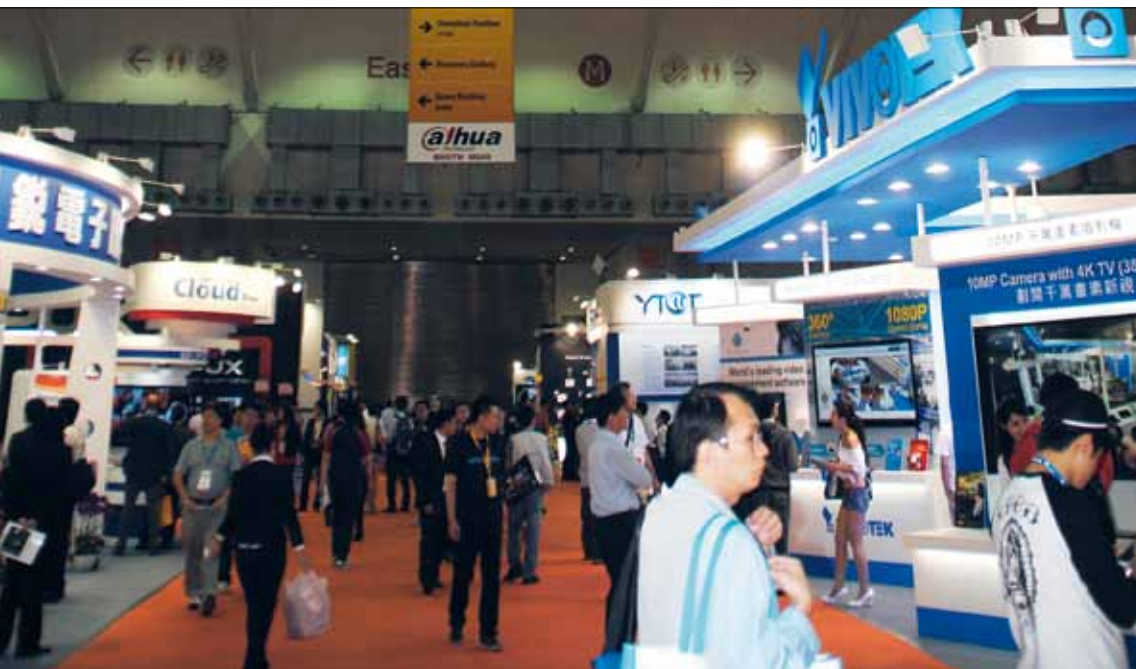
530+

SECONEXPO 2013 featured 530+ booths and the number will grow to 800 in 2014.



13th

SECONEXPO is South Korea's largest and oldest (13 years) exhibition for security.



25 807 visitors from 100 countries came to Secutech according to the organiser Frankfurt New Era Business Ltd.

Report from Secutech:

Compact show in Taiwan stood its ground

The security show Secutech in Taipei 24th-26th of April at the Taipei Nangang Exhibition Center in Taiwan played host to 510 exhibitors from 19 countries, according to the organiser Messe Frankfurt New Era Business Ltd who also reports that 25 807 visitors from 100 countries came to the show.

By Lennart Alexandrie



Secutech is a three day event in two halls – one for security and fire protection and one for IT security. The show also offers a grand conference and seminar programme. For western visitors it is mainly the exhibition and companies marketing cameras that draw the attention, and that also happens to be in the main, what Taiwanese security technology is known for.

In recent years though, the Taiwanese manufacturers have been put under pressure by competition from the Chinese, something that was very clear at Secutech. The two Chinese heavyweight companies Hikvision and Zhejiang Dahua Technology (Dahua) were for example present at the show. They obviously plan to compete with the Taiwanese companies on their home ground, and the fact is that they can. Michael Chen, vice

president of Dahua, emphasises however that they chose to exhibit at Secutech mainly to mingle with old and new customers from all over the world. "We have had visitors to our stand from Austria, Israel, Malaysia, Russia, Singapore, Turkey and UAE," he said.

Less important

In Europe and North America Secutech has lost some of its importance since Taiwanese and other Asian companies have now become more frequent exhibitors at western shows. That was noticeable on the geographical visitor demography. According to Parson Lee, CEO for Messe Frankfurt New Era Business, the foreign visitor figures were dominated by people from Japan, China, Malaysia, Korea, Singapore, USA, Thailand, Hong Kong, Philippines and Indonesia.

Awards

Like many other exhibitions awards were handed out to the companies with the best new product introductions. Invited visitors also had the opportunity to vote for different IP camera and NVR products that had been nominated for the Secutech award. Prize winning IP-cameras belonged to Dahua, Sony and Panasonic. Vivotek, Everfocus and Lilia were also awarded for their products. In the NVR category NUUO, Qnap and Synology were awarded best products.

Trends and products

Talking about trends there appeared to be nothing new compared to the previous year. Cameras and storage devices dominated and IP and HD ruled. There were also a fair number of panoramic fisheye cameras, for example from Panasonic and Vivotek.

A more general trend was that more and more product are being designed to make installation and use easier and less time consuming. Several cloud solutions were also interesting, and Vivotek was on the front line here. They showed a smart concept that



Michael Chen from the successful Chinese company Dahua displayed a wide mix of products within CCTV.



The big Chinese camera manufacturers exhibited at the show. Hikvision's stand, where Phoebe Li and Finn Wu could be found, was one of the most visited.

is owned and marketed by a Taiwanese integrator, which Vivotek owns to a great extent. The simplicity of the system when it comes to displaying the different services which are offered to the customer is a brilliant example of how Security-as-a-Service can function when aimed at smaller companies.

Worth a visit

All in all Secutech gave a more compact impression than on previous occasions. The show also had fewer exhibitors compared to last year. But the intensity was there and the visitor flow was much better when compared to many European shows. The compact layout also made it easier to get an overview of the show. Secutech is absolutely worth a visit, especially for companies that import electronic security products, mainly within CCTV.

Annual show

Secutech Taiwan is arranged every year. Next time it will be once again in Taipei, 19th-21st of March 2014 at the Taipei Nangang Exhibition Center. ■

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The CPSE show coming up in China



The 14th China Public Security Expo (CPSE) is scheduled to be held from October 29th to November 1st 2013 in Shenzhen, China.

The 14th China Public Security Expo (CPSE) is scheduled to be held from October 29th to November 1st 2013 in Shenzhen, China. Over 1,500 exhibitors, including top companies such as Honeywell, Panasonic, Samsung, Sanyo, Siemens and Huawei from more than 30 countries will gather at the exhibition to show the latest within the security field.

 Around 120,000 professional visitors are expected to come to Shenzhen Convention & Exhibition Center, to explore and purchase the most sophisticated security products and seek out global business opportunities.

The 13th CPSE in 2011 was according to the organisers a historical breakthrough. That year, for the very first time, they expanded the exhibition area to all nine halls in the exhibition centre. This year, the exhibition area will be further expanded to 110,000m².

Returning companies

According to a survey, 96 percent of the exhibitors in CPSE 2011 will be present this year and the organisers conclude that the show has established itself as the platform of choice for industrial players to show their latest technology and launch their innovative products.

At this year's CPSE, leading companies from around the world will present their full portfolio of products and solutions. Key highlights of the Expo will include technologies and products centred around video surveillance, access control, burglar alarms, build-

ing intercom, smart homes and parking management. Moreover, this year marks the debut of new sectors including, fire-fighting equipment, anti-counterfeiting products, police equipment, intelligent transportation systems, information security, intelligent analysis, network security technologies and anti-terrorism equipment, all expected to become a further highlight for the show this year.

Parallel activities

In addition to the four-day exhibition, the organisers of the CPSE will prepare a series of parallel activities, such as the Samsung – 11th China Security Forum, Global Security Forum & CPSE Golden Tripod Awards Ceremony 2013, and Global Security Alliance Conference. More than just a stage for showcasing products and services, the organisers would like to make these activities a catalyst

for exchanging advanced technologies and information, understanding the latest developments and trends, promoting global trade and communication in the public security industry and building this market into an international one.

The organisers would also like to make the show an integral part of the international arena. "The CPSE is a platform for us to communicate with others. We are sponsoring this event to demonstrate our advanced security equipment to the world. We feel happy to be able to establish such a professional communications platform", comments Mr. Kim Sung-sik, General Manager of Tianjin Samsung Electronics Co., Ltd.

The 14th CPSE, to be held from October 29th to November 1st 2013, is, according to the organisers an ideal place for establishing international economic cooperation and connection. ■

Security Events Calendar

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.isaffuari.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@asisonline.org

Internet: www.asis2012.org



25-28 September
iSEC Security Technology Exhibition and B2B Conference, Belgrade, Serbia

Venue: Belgrade Fair

Organizer: Arrangör

Tel: +38111 2655-486

Fax: +38111 3615-298

E-mail: iSEC@sajam.co.rs

Internet: www.isec-expo.rs

October



4-6 October
Security Solutions Show

Vicenza, Italien

Venue: Vicenza Ovest

Organizer: Fiera di Vicenza

Telephone: +39 0444 969996

E-mail: securitysolutionsshow@vicenzafiera.it

Fax: +39 0444 969000

Internet: www.securitysolutionsshow.com



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: visit@chinasourcingfair.com

Internet: www.chinashourcingfair.com



16-17 October
Biometrics 2013, London, UK

Venue: Queen Elisabeth II Conference Center

Organizer: Bluezulu Marketing

Telephone: +44 (0)1993 831859

E-mail: karen@bluezulumarketing.co.uk

Internet: http://www.biometrics2013.



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

Tel: + 91- 11- 45055500, **Fax:** + 91- 11- 45055566

E-mail: safety@servintonline.com

Internet: www.safeteyx.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.cpsce.com.cn

November



5-6 November
Securing New Ground

New York, USA

Venue: Sheraton Times Square Hotel

Organizer: Security Industry Association.

Tel: +(301) 804-4700, **Fax:** +(301) 804-4701

E-mail: info@siaonline.org

Internet: www.siaonline.org/



13-14 November
Transport Security Expo

London, England

Venue: Olympia

Organizer: Nintenevent

Tel: +44 (0) 208 947 9177

E-mail: info@transec.com

Fax: +44 (0) 203 642 7692

Internet: www.transec.com



13-15 November
FinnSec 2013

Helsinki, Suomi

Venue: Helsinki Exhibition and Convention Centre

Organizer: Suomen Messut

Telephone: +358 376 0835

E-mail: virpi.jokitalo@finnexpo.fi

Internet: www.finnsec.fi



19-21 November
Cartes Secure Connexions Event

Paris, France

Venue: Paris Nord Villepinte Exhibition Centre

Organizer: Comexposium

Telephone: +33 (0)1 76 77 11 50

E-mail: contact@cartes.com

Internet: www.cartes.com



19-22 November
Wise 2013

Warsaw, Poland

Venue: Warszawskie centrum Expo XXI

Organizer: Lentewenc

Tel: +48 22 395 66 98, **Fax:** +48 22 395 66 90

E-mail: wise@lentewenc.com

Internet: www.lentewenc.com



26-28 November
Securex Libya 2013

Tripoli, Libya

Venue: Tripoli International Fairground

Organizer: Montgomery Libya Ltd

Telephone: +44 207 886 3048

E-mail: libya@montex.co.uk

Internet: www.securexlibya.com



26-28 november
Universal Security 2013

Yekaterinburg, Russia

Venue: IEC Yekaterinburg-Expo

Organizer: Ural Exhibitions PLC

Tel: +7(343)3100330, **Fax:** +7(343)3100330

E-mail: oparin@uv66.ru

Internet: www.uv66.ru

December



19-22 December
Milipol Paris 2013

Paris, Frankrike

Venue: Paris Nord Villepinte

Organizer: Milipol

Telephone: + 33 (0) 1 76 77 15 56

E-mail: f.rolland@milipol.com

Internet: www.milipol.com

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[2]



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[3]



[4]



Airport MRT Station / Target: 800M

[5]



Car park / Target: 40M

[6]



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