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DETEKTOR International

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Embrace the SaaS revolution

2013 is about to come to a close, and so too the shift from analogue to digital technology. For the security industry new challenges are not so much about new technology but taking advantage of what it brings to us, in terms of opportunities. And for exactly that reason Detektor will continue to focus on articles on Security-as-a-Service (SaaS) even throughout 2014.

The security industry struggles with increasingly tight margins on products and man hours. SaaS provides the key to a sound future growth for the security industry and the solution to responding to increased demands from the end users, who are not particularly interested in investing in security equipment, but in services to protect their operations, e.g. security services that smoothly prevent or detect threats. This can be paid for on a subscription basis. Ownership is not a selling point; it is the content of the service that counts.

The SaaS Group think tank, defines SaaS as a "complete security service solution, usually generated by a combination of technical systems mixed with services supplied through human resources and includes remote- and cloud services and even an insurance solution. This complete service solution can also include a financing solution through external funding enabling the combined service to be obtained and taken as an operating cost for the customer".

The most important drive behind the rising SaaS trend is the technology shift from analogue to digital, which enables tailor made or standard packaged security services solutions based on cost efficient technology. Today IP is used in all types of systems. Expanded bandwidth has an important role to enable systems to work. Video Content Analysis creates proactive security systems which enable scalable service solutions ideal for SaaS. Open interfaces and the fact that systems can be managed through web browsers and smart phones makes security service much more accessible and easier to handle for the end users. Furthermore, shared centralised infrastructure through cloud solutions provides economies of scale and efficiency gains.

Today's IP-technology makes SaaS possible as security services can be linked to all kinds of online structures, such as management of intrusion alarms, access control, operational alarms etc. Furthermore it can be packaged with other security services, such as IT security, security guarding services and consulting. The final objective of all of this is to achieve the very best possible service combination plus business benefits for the customer.

SaaS results in many advantages for the customers. Employees need to spend less time on directly handling security and associated features. More efficient and cost-optimised servicing can be achieved whilst at the same time maintenance visits can be avoided as many tasks can be carried out through remote servicing. A major advantage for the customer with an SaaS solution, including the financing of the project, is the absence of a major initial direct investment. Although today we are aware that security plays a very important role in the protection of an organisation, we may still not wish to burden the balance sheet with a fixed asset such as a security system.

Apart from the beneficial motivations for end users to adopt the SaaS concept, there are also driving forces encouraging the suppliers to move in that direction. Product prices have fallen dramatically over the last ten years, making it harder to make a profit based purely on product sales. At the same time products have become more installation and user friendly which has in turn cut the costs for the users and decreased the revenues for the suppliers. This means that incomes and margins for all parts of the supply chain are shrinking for each deal, based on traditional sales models.

SaaS will revolutionise the security industry. The focus on functions and individual customer demands will force suppliers to become more acquainted with the business flows and processes of their customers. Then, with systems constantly online and functions and operations continuously monitored, customer security needs can be proactively and efficiently met by the SaaS supplier.

In order to meet the inevitable future demands, security companies must start preparing for the process to migrate from a product oriented to a service based business model and to realise that ownership is not a key selling point for the customer. In other words, there is no other way than to embrace the SaaS revolution.

Security News Every Day – www. securityworldhotel.com

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With over 80% of exhibition space already sold out, Intersec 2014 from January 19-21 2014 in Dubai looks set to break all previous records in terms of both participation and attendance.

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Seconexpo 2014 will be held from March 12-14, 2014, at the Korea International Exhibition Center (Kintex) in Seoul.

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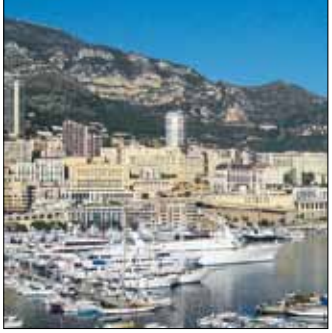

IP video secures beautiful Monaco

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IP video secures beautiful Monaco

Nestled on the shores of the Mediterranean Sea in Southern Europe, the Principality of Monaco is an international hub of wealth and enterprise. People of 119 nationalities live here together successfully. Bankers, businessmen and entrepreneurs, people from all walks of life, mingle together in Monaco, which over time has developed into one of the most cosmopolitan and popular states in the world. One reason for this popularity is the low criminality in the principality, the result, among other things, of many years of IP video surveillance.

The Monégasque government has been using a video surveillance system for a number of years to ensure peace and security throughout the state. However, the analogue system with a manually controlled tape recording had ceased to be suitable a long time ago. For only a portion of the available cameras were being recorded, while the expenses for the regular maintenance works and the exchange of video tapes were very high. On top of this the search for relevant image sequences within the recording was time-consuming and laborious. Therefore, the decision was made to install a digital system.

In 2005, the contract for the installation was awarded to the German manufacturer Dallmeier, which had already successfully realised the video surveillance system at the Casino Monte-Carlo. The company developed a custom-made video surveillance solution which met the customer's requirements regarding quality and ease of use. Dallmeier had designed a hybrid solution in which the existing system could be converted step by step to a fully digital system. This gradual transition from one system to the other has two advantages: a high degree of investment and cost control as well as simplified integration.

System design

The virtual matrix (digital cross-bar) developed by Dallmeier is ideally suited for the requirements on site in Monaco. It enables the transmission and recording of video and audio signals in broadcast quality via an Ethernet/IP network. With this technology the video signals of any number of cameras in public areas are encoded and, if required, transmitted via the IP network.

The core of the system is made up of DIS devices. These are real-time streamers and recorders which transmit and record a total of 520 cameras (fixed cameras and PTZ cameras) with redundant/mirrored storage. They are in operation 24/7. Hence, the entire city area is monitored by video surveillance around the clock and events can be investigated in detail.

When selecting new network cameras the Sûreté Publique of Monaco decided on Dallmeier IP cameras with Cam Inpix technology. The cameras are installed in the Police Headquarters and monitor all entrances to the main building. The detention cells located there are also equipped with cameras that record onto DIS-2/M NSU IP servers 24 hours a day, 7 days a week.

Technical and operative control centre

In the technical and operative security centre three operating stations are available to the personnel. The evaluation and analysis of the recordings or events are very efficient and fast due to the use of a security management system specially adapted to the requirements in Monaco. For example, it has a user interface custom-made for the customer. Three VMC-1 "Eagle" video management centres ideally complement the management software. All functionalities that can be expected of a modern video management centre are united and clearly distributed on the three components of the VMC-1 "Eagle" (joystick, jog-shuttle and keyboard with monitor). The jog-shuttle is perfectly suited for finding certain snapshots in a video sequence while the joystick allows easy steering of the movable cameras. What sets the VMC-1 apart from products by other manufacturers is the possibility of displaying both recorded video material and live images on the integrated monitor and, for example, showing maps or search functions.

Tested and expanded

Since the video system has proved itself in daily use, five years ago, the persons responsible decided to add an ultramodern number plate recognition system. A total of 15 detectors were therefore installed primarily in the streets leading into and out of state territory. Four cameras are connected to each system: two NPR cameras, one for each direction, and two overview cameras. The NPR systems enable identification of automobile number plates from standing and moving vehicles on 30 traffic lanes within the Principality of Monaco.

If problems arise, the persons in charge can use the interlinked cameras to follow the path of the vehicle involved. In addition, they receive an alert if the vehicle in question has been stolen or is suspicious; of course this greatly facilitates any search. ■

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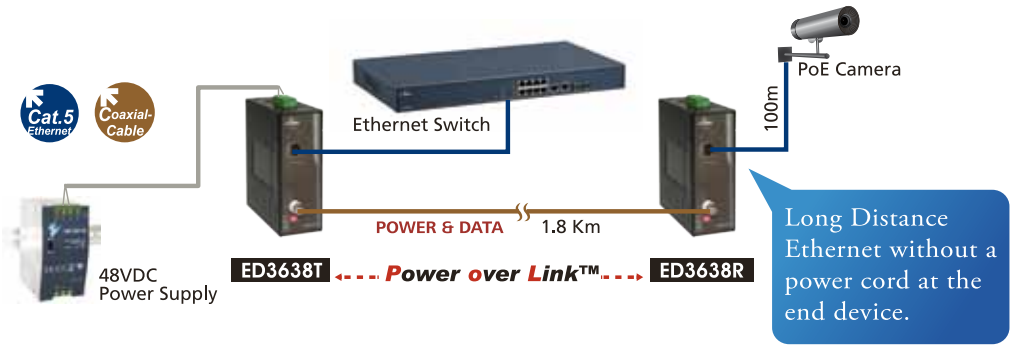

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Strengthening loss prevention with modern unified security solutions

Asset protection across retail organisations is sometimes still viewed as a necessary evil. But at a time when shrinkage is on the rise, margins are low, competition is fierce and the economic climate is still somewhat uncertain, retailers need to maximise any investment in technology and consider how it can positively impact their bottom line, according to Steve Bocking, Sales Engineer at Genetec.

By Steve Bocking, Sales Engineer at Genetec

There is no question that retailers face unique challenges in their day-to-day business. Dealing with loss prevention today is not easy. Many retailers are still relying on analogue technology and simple DVR storage devices to record images from their sales floor, warehouse docks, and checkout areas. With this outdated technology, they are compromising video quality, are limited in growth and storage space, are unable to remotely access video due to bandwidth limitations, and just don't have the time or resources to manually sift through video to identify points of vulnerability.

This is why more and more retailers are considering the benefits of network security technology to enhance their loss prevention strategy. They are turning to newer concepts and modern security solutions that will help them not only contend with shrinkage, but also achieve operational efficiencies and gather business intelligence from store activity.

Shrink-minimizing with unification

Unifying multiple security solutions under a single platform is becoming a prevalent trend in retail loss prevention, helping to minimize losses all while providing a new source of marketing information. Implementing a unified security platform helps to seamlessly merge video surveillance, access control, and license plate recognition with other retail systems in one efficient and user-friendly solution. A unified platform takes efficiency a step further by consolidating and standardising the common aspects of security operations such as real-time event and video monitoring, advanced reporting, alarm management and configuration, and make all tasks easily accessible via an intuitive client application.

Future proof open architecture

Retailers considering a move to unification should look at the security platform with an open architecture. The flexibility of an open architecture helps retailers lower their total cost of ownership by keeping existing hardware investments, or slowly migrating to new technology at their own pace. Retailers can also consider adding a few HDTV network cameras to achieve a minimum of three times the resolution of the same analogue cameras for more sensitive areas like cash registers or receiving doors. Improved video quality helps operators to better track and identify instances of shrinkage or fraud.

Unifying POS data with video

The concept of open architecture also extends to unification. Data and information from external systems such as POS, EAS, access control, video analytics or intrusion systems can be seamlessly integrated within a unified platform, offering retailers a powerful tool for investigations. For example, some platforms offer intricate search functionality where an investigator could ask the system to display the video of all stores when a receiving door was opened say after 4:00 pm, or to show all refunds from that day's transactions over a certain dollar value. The associated video can then be instantly reviewed.

Steve Bocking, Sales Engineer at Genetec.

In cases of franchises or multiple locations, retailers should consider the central management capabilities of a unified platform. Providing each store's security team to independently manage their facility's security while also tying all systems back to headquarters for centralised event and video monitoring can be vital to operations. This could lead to significant savings by not requiring security personnel at each store during off-peak hours for example. Looking at platforms that also do not restrict size or geographic limitations where hundreds or thousands of retail locations can be spread across several regions and countries is equally important for future growth plans.

Remote and mobile access

Another inherent benefit of choosing an advanced IP-based security platform is the ability to gain access to live or recorded video from any network location, including via mobile devices. A mobility feature becomes beneficial to the store owner who needs to check-in on his business from home, or the security guard who is on the floor and needs to respond to an alarm. But remote video access can also aid the business in being more responsive to the need for change. For example, enabling merchandising departments to remotely audit store compliance with a promotion or end cap display and instantly correct display guidelines that have not been adhered to.

Retailers can also choose from the latest IP megapixel cameras to capture clearly detailed, high resolution video to view incidents and identify suspects. Then retailers can get access to an easy-to-use online management platform that lets them view live and recorded video from their laptop, tablet or smartphone. Most cloud-hosted video surveillance provides advanced functionality to handle alarms, bookmark clips, save video to permanent storage, share or even export video to their computer. This offers retailers with peace of mind, knowing that their business is safe, and operations are running smoothly, from anywhere.

> ***Retailers considering a move to unification should look at the security platform with an open architecture. The flexibility of an open architecture helps retailers lower their total cost of ownership by keeping existing hardware investments, or slowly migrating to new technology at their own pace.***

The right technology

Enhancing a loss prevention strategy means adopting the right technology for the job. A unified security platform and a cloud-based video management solution are two cutting-edge options available to retailers today. Not only do their powerful features and capabilities help loss prevention teams become more effective at pinpointing theft, and closing cases, but also help extend operational efficiencies to other departments. And combined, this is precisely how the right investment in security technology can positively impact any retailer's bottom line. ■

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Thermal camera shipments heat up as prices melt

The un-cooled thermal security camera market is forecast to see high unit shipment growth of 25 percent over the next 5 years, close to twice the rate of the CCTV and video surveillance market. This high unit growth is being caused by steep declines in average selling prices which means thermal cameras are more appealing to the commercial security sector, according to a new report from IHS.

There are two major reasons for the price decline that the industry is currently experiencing. These are increased competition, and new technology developments.

Un-cooled thermal cameras lend themselves well to the commercial security market. They are able to see in complete darkness, cover wide areas, are not affected by bad weather conditions, or altering light conditions, and are well suited to video analytics. Despite this, in previous years, un-cooled thermal cameras were considered to be too expensive and saw limited impact within the commercial security market. However, this new report from IHS, identifies that some companies have reported price drops in excess of 20 percent in recent years, and that this continued price decline is expected to make these products more inviting to the commercial security market.

"There are two major reasons for the price decline that the industry is currently experiencing. These are increased competition, and new technology developments," commented Oliver Philippou, report author and market analyst for video surveillance at IHS.

Competition

IHS also expects increased competition from new manufacturers entering the thermal market to impact prices. Traditional visible light camera manufacturers are expected to have new and renewed interest in the un-cooled thermal camera market within the next 18 to 24 months. This will allow these manufacturers to offer total video surveillance solutions on large scale projects.

Some companies are expanding their product range, and have begun to offer lower priced entry-level products. These entry level products would have lower specifications than some current products and are expected to be used to target new end-user markets, that are not currently being serviced by thermal cameras.

Dynamic pricing

As operations in Iraq and Afghanistan reduced and exit strategies were put in place by the various allied forces, government funding for un-cooled thermal cameras for military applications has slowed, leaving manufacturing capacity in excess of military market demand. This has caused companies such as DRS Technologies and MOOG, that have strong military connections, to offer much less expensive thermal cameras to the commercial security market. This has thrown a new dynamic on the pricing structure of the thermal market.

Philippou continues, "However, the high price decline will mean that revenue growth will be limited for the next couple of years growing, before experiencing increasingly higher growth over this reports forecast period to 2017."

Video surveillance to take inspiration from mobile phone industry

Much like the mobile phone industry, the video surveillance industry is turning towards a recurring monthly revenue model that includes the cost of hardware into a monthly service fee, so called Security-as-a-Service, according to a new report from IHS.

The world market for video surveillance as a service (VSaaS) is expected to see average annual growth of 17 percent from 2012 to 2017, reaching nearly $1.3 billion by 2017.

The world market for video surveillance as a service (VSaaS) is expected to see average annual growth of 17 percent from 2012 to 2017, reaching nearly $1.3 billion by 2017. Growth in specific segments of the market, such as the residential and small-medium business (SMB) sectors, is expected to drive a change in the typical buying model.

"End users in the residential and SMB segments, while interested in a video surveillance system, often are not in a position to make the significant capital outlay required to purchase hardware upfront," said Aaron Dale, analyst for the Security and Fire group at IHS. "Inherently, businesses and consumers prefer to spread the cost of goods and services over time."

Popular in China

Including the cost of hardware in the monthly service fee has proved particularly popular with end users in China, a market that accounted for an estimated 68 percent of global revenues last year.

A move toward this type of billing method could present a challenge for some video surveillance equipment vendors, which are used to transactional sales. Even so, many companies prefer the recurring monthly revenue model, as it fosters a more dependable cash-flow model and has the potential to generate a larger profit margin.

"Security systems integrators are uniquely positioned to capitalise on the growing popularity of this business model, as they are used to billing on a monthly basis. For their part, both integrators and manufactures could take advantage of this market by creating strategic partnerships. The integrator provides a service package, while the manufacturer benefits from additional camera sales", Dale added.

The growing popularity of hardware-inclusive billing models, in turn, has the potential to reshape the competitive landscape and spur new interest in the overall video surveillance industry.

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Competition will rule in $110 billion physical security equipment and services industry

The global industry for physical security equipment and services was worth a massive $110 billion in 2012 with the Americas accounting for more than 40 percent of the overall market, according to the latest research from IHS.

Generating $46 billion in revenue last year, North and South America combined made up 41 percent of the worldwide trade for physical security equipment and services. Asia was next with $33 billion, followed by the collective Europe-Middle East-Africa (EMEA) region with $29 billion. Strong growth is predicted in all the markets for the next few years, predicts a finding contained in the new report entitled "Total Physical Security Equipment and Services – 2013."

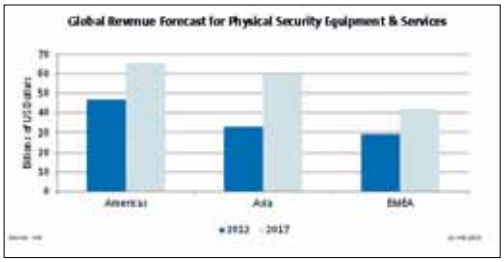
At its current level, the industry's annual revenue is double the budget of the U.S. Department of Homeland Security, and is also on a par with the global revenue of giant corporations such as Nissan Motor Co. of Japan, the U.K.'s Tesco or IBM from the United States.

"This is an industry that managed to stay strong during the recession," said David Green, senior analyst for video surveillance and security services at IHS. "Now with the general improvement in the global economy, we expect total industry revenue to reach $170 billion a year by 2017, even though growth rates will probably peak before then."

Competition Rules

As the market matures, questions are arising on whether the industry will consolidate. Convention says that as markets age, manufacturers will consolidate until a select few dominate the supply, a theory supported by many within the industry. IHS, however, is not convinced that this will occur because of the huge level of competition and the current fragmentation of the market.

Only two entities, for instance, broke the $2 billion level in annual revenue, with both accounting for a combined market share of 10 percent. Behind them, only five other companies possess a market share of 1 percent or higher. In fact, the Top 15 together only just managed a market share of just above 20 percent, with the remainder of the market – more than 78 percent – up for grabs among thousands of other companies.



Focusing in to the equipment market shows a similar story, with a very shallow curve to the market share table. In all, about 40 players in the space achieved revenue in excess of $100 million a year in 2012.

"It's extremely competitive in every vertical, product and region," Green explained. "You have several companies that are offering virtually the same product in specification and price, yet the highly personal nature of security sales means that each company can claim its own little niche within the market."

Fragmented

With the split of Tyco International – one of the largest companies represented in the 2012 data – into ADT, Tyco and Pentair Ltd as separate publicly traded companies, the service market is also set to become even more fragmented in the near-term future.

All this means that consolidation of the market may not be as inevitable as one might expect. "True, mergers and acquisitions in the physical security market are inevitable and will happen, especially on the product side of things, but not with the impact you might see in other markets," noted Green.

For a company to make significant moves up the market share table, it would realistically need the combined share of five or more existing manufacturers. "That's just not going to happen overnight – this is not an industry where one acquisition propels you straight to the top."

There is still a general expectation that in the long-term future the industry will start to become dominated by a select few, but it will be a much slower process than traditional market economy studies predict.

"Yes, it defies accepted market logic to some extent," Green concluded. "But then at $110 billion and beating the recession, it's hardly a typical industry anyway."

Markets open to video door phones

Large-scale projects of audio and video door phones in Asia are forecast to grow in excess of 9.8 percent from this year until 2017, according to a new report by IHS.

Despite the weak economic climate worldwide, the global market for audio and video door phones will be bolstered by Asia, especially through the region's large-scale projects sector comprising of 50 or more indoor units, reveals the findings in the report entitled "The Market for Audio and Video Door Phones – World – 2013."

"Growth, not just from the emerging markets but also the established markets in Asia, is expected until 2017," said Oliver Philippou, report author and IHS market analyst for video surveillance and security services. "The expansion will be driven by the increasing rate of urbanisation. As lower and middle-class populations move to the cities, cheap mass housing such as high-rise flats will be needed. Such types of buildings lend themselves well to audio and video door phones, resulting in an increase in large-scale projects for these markets."

Building sector

The audio and video door phone market is closely linked to the construction industry, specifically the residential building sector. However, the tough global economic environment has negatively impacted the residential construction market worldwide with a knock-on effect spilling over onto the audio and video door phone business as well.

Economic instability has particularly impeded growth in the mature markets. Several regions within the Eurozone are expected to suffer negative growth during the forecast period, while Japan and North America are anticipated to see half the growth of the emerging markets.

Commercial fastest

"Although large residential markets in general are expected to see an expansion, the fastest-growing space will be the commercial market, driven by an increase in investment from the private sector as economies begin to improve. Even so, government-funded markets are very likely to experience tough times as austerity measures being imposed will inhibit growth, especially within the Eurozone," Philippou noted.

"The World Market for Audio and Video Door Phones – 2013 Edition" forecasts the growth of analogue door equipment and network door phone equipment while also examining other relevant topics related to both audio-only door phones as well as video door phones in greater detail. IHS also produces a detailed region- focused, audio and video door phones report on the China market.

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Video surveillance hard drive market to hit $1billion

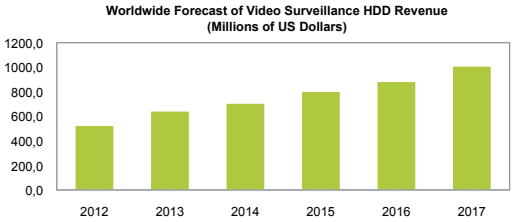
El Segundo, Ca (USA)

The market for hard disk drives (HDDs) used in video surveillance will hit the billion-dollar level in less than five years, as safety concerns and the requirement for higher image quality spur demand for more data storage, according to a Storage Space Market Brief from information and analytics provider IHS.

Worldwide Forecast of Video Surveillance HDD Revenue (Millions of US Dollars)

	2012	2013	2014	2015	2016	2017
Millions of Units	521,1	638,7	702,1	798,0	879,2	1 005,1

Source: IHS Inc., June 2013



Source: IHS Inc., June 2013

Revenue for both internal and external HDDs in video-surveillance applications will rise from $638.7 million this year to $1.0 billion by 2017, a remarkable 57 percent increase. Growth this year alone is forecast to reach 23 percent from 2012 revenue of $521.1 million, and double-digit-percentage revenue expansion will ensue each year for the next four years, as shown in the attached figure.

The revenue figures translate to 7.3 million units in shipments by 2017, up from 2.4 million units in 2012 and a projected 3.5 million units this year.

"The HDD industry as a whole will reap the benefits of a fast-growing video surveillance industry that requires ample storage, with the need for higher-quality video, network connectivity and cloud storage also driving the market," said Fang Zhang, analyst for storage systems at IHS. "At present, internal HDDs that combine storage capacity with the recording system in one unit have a larger market than external HDDs in which the drive is separate. Shipments of HDDs for internal storage were higher than those for HDDs in external storage during 2012 – a feat that will be replicated this year."

Products on the market today that use internal HDDs for video surveillance include internal direct attached storage (DAS), enterprise digital video recording (DVR), box appliance network video recorder (NVR) and PC-based network video recorders.

Next year, however, the tables get turned permanently as external storage HDD shipments take the lead. From a 48 percent share of the market in shipments last year of the total HDD space for video surveillance, external HDDs leap over internal HDDs in 2014 with a slight majority of 51 percent share of the market. And while internal HDDs continue to retain a viable portion of the market, external HDDs will keep gaining in the market with their share hitting approximately 54 percent by 2017.

While internal storage is a cost-effective way of storing video data, external storage boasts larger capacities that can be added flexibly to a system as the need arises.

External storage also has more versatile applications as it can be connected or viewed anywhere, such as in the cloud, where the potential for external storage is plentiful and abundant. The capability of external systems to scale and accommodate large amounts of video data is one reason why more hard disk drives will be needed in the coming years, pushing both shipments and revenues up. Another reason is that high-quality video itself will demand more storage space, which also will help boost HDD use in video surveillance.

All told, IHS believes that total HDD shipments for video surveillance will grow at a compound annual growth rate of 29 percent from 2012 to 2017, with revenue likewise increasing at a lower but still-solid rate of 14 percent.

City surveillance market to more than double by 2017

The global market for electronic security equipment aimed at city surveillance applications will more than double in size from 2012 to 2017 as metropolitan areas adopt mobile technology to deal with threats more efficiently. This is according to a new report from IHS.

Worldwide, revenue for electronic security equipment in city security will expand at a compound annual growth rate of 17.8 percent from 2012 to 2017. By 2017, wireless infrastructure and CCTV and video surveillance equipment will amount to just over $3.2 billion, up from $1.4 billion in 2012.

City surveillance is a key tool for police departments to manage metropolitan centre locations, with crime reduction typically being the main goal. Using this technology, police can access video surveillance feeds from mobile command centres when responding to an incident. This allows the police to coordinate efficient, quick responses to any event.

Several threats

Cities face a number of threats, ranging from the kind of widespread civil unrest that recently affected Istanbul to lone-wolf and terrorist attacks, like the recent Boston marathon bombings. These threats underscore the need to provide fast access for video surveillance systems.

"City video surveillance systems have a key requirement to provide clear, useable images so that police departments can conduct effective investigations when needed," said Paul Bremner, market analyst for Safe Cities and Security Services at IHS. "If the video surveillance system can't do that, then it is failing in its primary purpose."

Video streams

Along with fast access for video surveillance systems, the requirement to push video streams out to various individuals and organisations across the city has increased. The mobility offered by these video systems is a key tool for police departments when managing city-centre locations.

"For cities the focus has shifted from basic surveillance needs toward mobile surveillance," Bremner continued. "Emerging technology can send the video to police officers on the street, streaming that video directly to the smartphones or laptops in their patrol cars. Such mobile surveillance technology will act as a force multiplier for the officers on the ground."

The IHS report entitled "Vertical Insights – Video Surveillance and Security in City Surveillance – World – 2013 Edition" combines feedback from end users, integrators and consultants working within the city surveillance market. The report explores the threats faced by cities, critical success factors for security systems and the decision processes behind city surveillance projects. The report presents market sizes and forecasts to 2017 for EMEA, Asia and the Americas. It is part of a series of reports focused on six different end-user industries including banking and finance, city surveillance, critical infrastructure, education, retail and transportation.

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The winners:
Spencer Marshall from HID, Erik Lindstein from Embsec and Björn Admeus from Sony.

See the Detektor International Awards presentation video

2013 Detektor International Award winners announced

Stockholm, Sweden

The Detektor International Award ceremony was held at the Security banquet during the security show Sectech in Stockholm in October. The Best Product winners were HID, Sony and Embsec.

The Detektor International Award ceremony was held in Stockholm on October 22nd. The twelve products awarded as finalists were chosen on the basis of both innovation and customer orientation. Sony won the Best CCTV product award, HID won the award for the Best Access control product and Embsec won the award for the Best alarm and detection product.

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

The jury consists of nine members from three continents: Europe, Asia and America. The criteria for a product to be nominated for a Detektor International Award encompasses not only the technical solution but also the packaging and over all presentation of the product, which actually could equally as well be a service. The three product categories for the awards are Access Control, Alarm and Detection, and CCTV. The overall winner in each category received the award for "Best Product", the second received the "Highly Commended Award" and third place winners were presented with the "Innovative Achievement Award".

The Access Control category

The "Best Product Award" in the Access Control category went to HID from the USA for its iCLASS Seos NFC – a multi-application credential for NFC smartphones and other mobile devices. "Once again HID demonstrates steadfast determination to be the driving force for innovation in the access control field", declared the panel of judges as the motivation for selecting HID as the overall winner in the Access Control category.

The "Highly Commended Product Award" was awarded to Genetec Synergis Master Controller – an intelligent IP controller edge device

The "Innovative Achievement Award" in the Access Control category this year was shared by Salto Systems for Clay and Nedap for uPASS Access.

The Alarm & Detection category

The "Best Product Award" in the Alarm and Detection category went to Embsec for vFence F-501 – a PoE laser perimeter control unit. The motivation of Detektor International's panel of judges was: "For providing a perfect combination of usability, simplicity and efficiency in one stunning package".

The "Highly Commended Product Award" in the Alarm and Detection category was given to Navtech Radar for AdvanceGuard AGS1600 Extreme – a radar based detection and tracking system.

The Alarm and Detection "Innovative Achievement Award" was shared by CSL DualCom for DualCom Calibre and Dualtech IT for Easy Web Manager.

The CCTV category

The "Best Product Award" in the CCTV category went to Sony from Japan for SNC-WR632 – an outdoor 360° PTZ dome camera. This choice, by Detektor International's panel of judges, was explained by the following motivation: "Sony persists in demonstrating its commitment to delivering intelligent security cameras with stunning picture quality in any weather conditions".

The "Highly Commended Product Award" in the CCTV category was given to Pelco by Schneider Electric for Sarix TI – an IP and analogue thermal imaging security camera.

The "Innovative Achievement Award" of the CCTV category was shared by Axis Communications for Axis P5414-E and Bosch Security Systems for Starlight. ■

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DETEKTOR
INTERNATIONAL
AWARD
Best Product 2013
FIRST PRIZE

THE OVERALL WINNER

BEST ACCESS CONTROL PRODUCT

iClass Seos NFC.

The jury´s comment:

"Once again HID demonstrates steadfast determination to be the driving force for innovation in the access control field".

HID®

www.hidglobal.com

• The Access Control Product Category

The Overall Winner!

Best Access Control Product

Product: ***iCLASS Seos NFC***
Company: ***HID (USA)***

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.

The motivation of the Detektor International Award panel of judges:

"Once again HID demonstrates steadfast determination to be the driving force for innovation in the access control field".

The Runner-up!

Highly Commended Product Award

Product: ***Synergis Master Controller***
Company: ***Genetec (Canada)***

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 component 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.

The motivation of the Detektor International Award panel of judges:

"SMC meets the criteria of a truly contemporary IP-based access control solution for the needs of today and for those of the future".

Innovative Achievement Awards!

Product: ***Clay***
Company: ***Salto Systems (Spain)***

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 door-locks last for 40,000 openings and they are interactive since sensors detect if a door is left open or opened without a valid credential.

The motivation of the Detektor International Award panel of judges:

"This future proof cloud based and remotely controlled access control product certainly offers a dynamic solution for SME's".

Product: ***uPASS Access***
Company: ***Nedap (Netherlands)***

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 door-post 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.

The motivation of the Detektor International Award panel of judges:

"Through uPass Access Nedap successfully continues to bring useable and smart access control design to the security market".

→

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DETEKTOR
INTERNATIONAL
AWARD
Best Product 2013
FIRST PRIZE

THE OVERALL WINNER

BEST ALARM & DETECTION PRODUCT

vFence F-501.

The jury´s comment:

"For providing a perfect combination of usability, simplicity and efficiency in one stunning package".

EMBSEC

www.embsec.se

• The Alarm and Detection Product Category

The Overall Winner!

Best Alarm and Detection Product

Product: ***vFence F-501***
Company: ***Embsec (Sweden)***

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 Vfence 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.

The motivation of the Detektor International Award panel of judges:

"For providing a perfect combination of usability, simplicity and efficiency in one stunning package".

The Runner-up!

Highly Commended Product Award

Product:
AdvanceGuard AGS1600 Extreme
Company: ***Navtech Radar (UK)***

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.

The motivation of the Detektor International Award panel of judges:

"Navtech is taking technology in outdoor detection advancement to the next level".

Innovative Achievement Awards!

Product: ***DualCom Calibre***
Company: ***CSL DualCom (UK)***

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.

The motivation of the Detektor International Award panel of judges:

"For a groundbreaking solution that offers a significant secure and proactive alarm communication".

Product: ***Easy Web Manager***
Company: Dualtech IT (Sweden)

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.

The motivation of the Detektor International Award panel of judges:

"This revolutionary communication tool is a powerful contribution to the market's need for more cost efficient handling and support of alarm systems".

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DETEKTOR
INTERNATIONAL
AWARD
Best Product 2013
FIRST PRIZE

THE OVERALL WINNER

BEST CCTV PRODUCT

SNC-WR632.

The jury´s comment:

"Sony persists in demonstrating its commitment to delivering intelligent security cameras with stunning picture quality in any weather conditions".

SONY
make.believe

www.sony.co.uk

• The CCTV Product Category

The Overall Winner!

Best CCTV Product

Product: ***SNC-WR632***
Company: ***Sony (Japan)***

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.

The motivation of the Detektor International Award panel of judges:

"Sony persists in demonstrating its commitment to delivering intelligent security cameras with stunning picture quality in any weather conditions".

The Runner-up!

Highly Commended Product Award

Product: ***Sarix TI***
Company: ***Pelco by Schneider Electric (USA/France)***

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 regognise 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.

The motivation of the Detektor International Award panel of judges:

"This is an impressively powerful response to today's demand for intelligent outdoor surveillance solutions in no- or lowlight environments".

Innovative Achievement Awards!

Product: ***Axis P5414-E***
Company: ***Axis Communications (Sweden)***

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.

The motivation of the Detektor International Award panel of judges:

"An exceptional example of innovative product development based on today's end users realistic needs for security, economy and aesthetic design".

Product: ***Starlight***
Company: ***Bosch Security Systems (Germany)***

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.

The motivation of the Detektor International Award panel of judges:

"Starlight's combination of impressive performance in low light conditions plus efficient bandwidth consumption makes this camera a winning concept".

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DETEKTOR INTERNATIONAL AWARD

Highly Commended Product 2013

SECOND PRIZE

HIGHLY COMMENDED
ACCESS CONTROL PRODUCT

Synergis Master Controller.

The jury´s comment:

"SMC meets the criteria of a truly contemporary IP-based access control solution for the needs of today and for those of the future".

Genetec

www.genetec.com

DETEKTOR INTERNATIONAL AWARD

Innovative Achievement 2013

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF ACCESS CONTROL PRODUCTS

Clay.

The jury´s comment:

"This future proof cloud based and remotely controlled access control product certainly offers a dynamic solution for SME's".

SALTO inspiredaccess

www.saltosystems.com

Assa Abloy acquires Amarr in the US

Stockholm (Sweden)

Assa Abloy has signed an agreement to acquire **Amarr**, the third major player in the North American sectional door market, with a very strong and attractive market position.

"Amarr is another important building block for the Assa Abloy Group in building global leadership within Entrance Automation. I welcome Amarr and its employees to the Group, constituting the basis for further expansion on the North American market. Since 2008 we have rapidly expanded the Entrance Systems Division from SEK 3 billion to more than SEK 14 billion", commented Johan Molin, President and CEO of Assa Abloy.

Johan Molin, President and CEO of Assa Abloy.

"Amarr's size, product offering and market position give a strong footprint within sectional doors in North America. With Amarr onboard we are well positioned to apply the same rapid expansion of North America, like we have done in Europe during the last few years," commented Juan Vargues, Executive Vice President of ASSA ABLOY and Head of Division Entrance Systems.

The company was founded in 1951 and is based in Winston-Salem, North Carolina with operations in USA, Canada and Mexico. The company has 1,200 employees.

Sales for 2014 are expected to reach USD 330 M (SEK 2,100 M). The acquisition will be accretive to EPS from start.

The transaction is subject to regulatory approval and is expected to close during Q4 2013.

Euralarm presents Remote Services Guideline for alarm systems

Zug, Switzerland

Euralarm has launched a document providing guidance and recommendations relating to Fire & Life Safety and Security alarm systems where remote access is required. These recommendations are intended for Euralarm members and other stakeholders of these systems.

The Remote Services Guideline contains the Euralarm expertise with intent to lead to standardization throughout Europe. It provides advice regarding the design, installation, operation and maintenance of the alarm systems which require remote access, along with recommendations concerning the systems used for such remote access.

The document consists of pre-standardization recommendations for contractual responsibilities as well as recommendations for the alarm system, the secure computer platform, the information transmission system and the operation of remote services.

The Remote Services Guideline also provides specific recommendations for use of remote services with fire & life safety alarm systems and with security systems. The document is completed with the environmental essentiality of these recommendations, as it effects the reduction of the carbon footprint of the service providers.

The Remote Services Guideline for alarm systems and remote services can be read or downloaded at the Euralarm website (www.euralarm.org).

Intruder sector integration starts to gain traction

The elusive goal of integration in the intrusion industry is beginning to gain realistic momentum with the growing trend to combine home automation and home security systems, on a single platform, according to a recent study titled "The World Maker for Intruder Alarms – 2013 Edition" by IMS Research, now part of IHS.

The residential sector accounted for 40.7 percent of the $2.7 billion global intruder alarm market in 2012, and is forecast to be one of the fastest-growing verticals with a five-year compound annual growth rate of 5.3 percent from 2012 to 2017.

"The increase in new entrants attempting to penetrate the North American and European markets for home security is evidence of how successful this trend is becoming, "said Adi Pavlovic, analyst for access control, fire and security at IHS "Home-management integration is gaining the most popularity in North America, which will increase the penetration rate of intruder alarm products into the residential sector. Europe also may not be too far behind, as energy-management features are making their way into more homes every year. Deployment in Asia, however, is expected to be the slowest due to its large multifamily-apartment culture and the absence of professional monitoring services."

While the trend to integration is becoming popular in single-family homes, its progress in the commercial sector continues to be slow. There the trend has not gained traction because of a lack of unified legislation across each technology platform. Regions with more lenient regulations, such as the Middle East, benefit from having the opportunity to integrate multiple systems into a single solution. Such an approach is not only more convenient, but also saves time and lowers costs by working with just one installer.

Momentum toward integration within homes is driven by increased investments into end-user education from new entrants hoping to successfully penetrate the market. This suggests that growth of integrated systems will continue to develop in the residential sector during the short to medium term. Manufacturers interested in integrated solutions should continue to focus on the residential market while integration in commercial applications remains sluggish, as the industry as a whole awaits standardisation.

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DETEKTOR INTERNATIONAL AWARD

Innovative Achievement 2013

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF ACCESS CONTROL PRODUCTS

uPass Access.

The jury´s comment:

"Through uPass Access Nedap successfully continues to bring useable and smart access control design to the security market".

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DETEKTOR INTERNATIONAL AWARD

Innovative Achievement 2013

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF CCTV PRODUCTS

Axis P5414-E.

The jury´s comment:

"An exceptional example of innovative product development based on today's end users realistic needs for security, economy and aesthetic design".

AXIS® COMMUNICATIONS

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The founder of AR Media wins the GSIA Gold Shield Award

Shenzhen, China

The 3rd annual **Global Security Industry Alliance** (GSIA) *Gold Shield Award* winners were presented in conjunction with the world's biggest security exhibition, CPSE 2013 in Shenzhen, China.

The founder of the Swedish security publishing house **AR Media International**, *Lennart Alexandrie,* was the only European to receive the prestigious award this year.

Hailed as the "global security industry's highest honour" by CPS International Magazine, the GSIA Gold Shield Awards are claimed to be one of the most coveted awards in the global security industry. The GSIA Gold Shield Awards are given out bi-annually to persons that have made "outstanding contributions in the global security industry", according to the awards jury.

Lennart Alexandrie brought the security trade magazine Detektor to the market back in 1989, at that time dedicated only to the Swedish market. In 2000 Detektor International, a pan-European edition was launched. In 2001, the Swedish edition was transformed into a tri-lingual (Swedish, Danish and Norwegian) Scandinavian edition. Before that, in 1998, Ar Media introduced SecurityWorldHotel.com - the first online portal with daily news for and about the security industry, ,covering the global security market as well as the local markets of North America, Middle East, UK and the Scandinavian countries (Sweden, Norway and Denmark). In 2001 AR Media International partnered with the International Stockholm Fair to launch the successful Sectech events, held bi-annually in Sweden, Denmark and Norway.

The founder of the Swedish security publishing house AR Media International, Lennart Alexandrie, receiving the Gold Shield Award.

After that Ar Media has launched the end user oriented website and tabloid paper SecurityUser.com, currently serving the markets in Sweden and Denmark. This was, in 2011, followed by the launch of the bi-annual exhibition SecurityUser Expo in the Danish capital of Copenhagen.

"Lennart Alexandrie has been a pioneer in promoting security in Europe since the late 80s. It is very rare that someone remains in the business for so many years. His dedication to the good of the security industry is memorable. That's why we nominated him for the award", stated Michael Yang, Director of GSIA, and VP of Shenzhen Security & Protection Industry Association, before the prize ceremony took place at the Grand Hyatt Hotel where more than 1500 attendees had gathered to witness the event.

12 winners from 50 nominees

Richard Chace, former CEO and Executive Director of Security Industry Association in the USA (2000 – 2011) and now chairman of the GSIA, explained that the GSIA Gold Shield Award is an industry gold standard award that recognises significant contributions that enrich the global security industry.

"The Awards Committee had the very difficult task of choosing just 12 nominees out of a slate of 50 outstanding candidates. All twelve award winners have histories of statesmanship in the global security industry. This award is a testament to their professional achievements, leadership ability, knowledge, ingenuity, and legendary contributions in the development of the global security industry" concluded Richard Chace.

"I feel grateful, honoured and very proud to get the GSIA Gold Shield Award. It was a total surprise to me. However, the award should be shared with all individuals in the AR Media team who have achieved outstanding work to bring the very best quality to the security market throughout the years. ", commented Lennart Alexandrie happily in conjunction with the prize ceremony.

All 12 winners of of the GSIA Gold Shield Awards 2013

This year's GSIA Gold Shield Award winners for outstanding contributions to the global security industry are: **Jincai Yang,** Chairman, *Shenzhen Security and Protection Industry Association* – SSPIA (China), **GB Singh**, Managing Director, *1st Academy of Security Science Education Training* (India). **Lennart Alexandrie,** CEO, *AR Media International AB* (Sweden), **David Tobin,** Vice President of International Sales, *Reed Exhibitions* (USA), **Selma Crusco Migliori,** President *Associação Brasileira das Empresas de Sistemas Eletrônicos de Segurança* – ABESE (Brazil), **SK Hong,** Chairman, *KFairs* (Korea), **Chaowu Chen,** Deputy Director – Researcher, *The First Research Institute of the Ministry of Public Security* PRC (China), **Ricardo Lerner,** Vice-President, *Federação das Indústrias do Estado de São Paulo* – FIESP (Brazil), **Pedro Durate,** Vice-President of Latin America, *Samsung – Techwin* (USA), **Weidong Zhai,** President, *Shenzhen ZNV Technology* (China), **Tam Hulusi,** Senior Vice-President, *HID Global* (USA), **David Meganck,** Founder and COO, *Acsys Technologies* (China).

Securitas acquired ISS security services in the Netherlands and in Denmark

Securitas has acquired the commercial security services business contracts and assets and some stand-alone receptionist services of **ISS Facility Services** in Denmark.

Securitas and ISS Facility Services have agreed to closely cooperate in delivering high-quality integrated facility services to both Securitas 'and ISS' customers in Denmark.

In addition, Securitas has acquired most of ISS Facility Services' security business and a limited number of ISS receptionist services in Denmark, with total annual sales of approximately MSEK 30 (MDKK 25) and approximately 50 employees.

Previously Securitas agreed with ISS Facility Services to acquire the commercial security services business contracts and assets of ISS Facility Services in the Netherlands.

ISS' security services operation in the Netherlands has annual sales of approximately MSEK 315 (MEUR 37) and 800 employees.

This acquisition will considerably improve Securitas' national coverage of its mobile services in the Netherlands. In addition, the acquisition will strengthen the organization in creating optimal security solutions for its customers.

Securitas' acquisitions of ISS services started already in 2012 last year when ISS Facility Services' security business in Norway was purchased by Securitas. The turnover of this Norwegian business is approximately MSEK 60 (MNOK 50).

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DETEKTOR INTERNATIONAL AWARD

Highly Commended Product 2013

SECOND PRIZE

HIGHLY COMMENDED

CCTV PRODUCT

Sarix TI.

The jury´s comment:

"This is an impressively powerful response to today's demand for intelligent outdoor surveillance solutions in no- or lowlight environments".

PELCO

by Schneider Electric

www.pelco.com

DETEKTOR INTERNATIONAL AWARD

Innovative Achievement 2013

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD

WITHIN THE CATEGORY OF CCTV PRODUCTS

Starlight.

The jury´s comment:

"Starlight's combination of impressive performance in low light conditions plus efficient bandwidth consumption makes this camera a winning concept".

BOSCH

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www.boschsecurity.com

Milestone acquires Connex International Inc

Copenhagen, Denmark and Minneapolis, Mn (USA)

Milestone Systems is purchasing all outstanding shares of the surveillance training, certification and consulting company **Connex International**, based out of Minneapolis, Minnesota. Milestone was already a majority stakeholder in Connex from an initial investment in July 2010.

For years the Connex teams have set up, managed and performed Milestone channel partner training in many languages with proven success across all regions. In recent years, Connex has added rigorous certification testing and documentation of Milestone Solution Partner integrations with the Xprotect open platform, such as access control, analytics, geospatial positioning, video synopsis, 360° camera view de-warping, network video storage and more.

Milestone is now fully investing in these dedicated resources, supporting the need for continued education in the physical security sector to further enable the trend from analogue to IP technology. Training the partner channel in open platform IP video skills creates value for everyone in the industry: increasing technical expertise differentiates system integrators in the market and most importantly, ensures that they deliver the best solutions to customers.

"Our international ecosystem of competent distributors and resellers is key to the Milestone strategy for continued growth. To

Lars Thinggaard, President and CEO, Milestone Systems.

further accelerate, globalise and align our efforts to strengthen the training of this ecosystem, Milestone has decided to fully acquire and include Connex in the core of our business operations," says *Lars Thinggaard*, President and CEO, Milestone Systems.

He continues: "As a key component in our pursuit to serve the clients of the future, Milestone will continue to invest significant resources in the Milestone Knowledge Program and the teams driving our global training concepts to market. The full inclusion of Connex into Milestone is a testimony to this strategy. Their services support Milestone partners in delivering the most competitive, well-designed and high quality solutions in the industry."

The aim for the initial transition in Q4 of 2013 will be to continue the existing training operations while building out the global capacity including plans for launching self-paced online certification courses for channel partners. In addition to the Milestone Knowledge Program, the professional consulting services provided by Connex to key Milestone partners will be incorporated into Milestone's core business framework.

Global RFID market to reach $7.88 billion

Cambridge, UK

According to a new RFID sector survey by Idtechex Research, the RFID market will increase from $6.98 billion in 2012 to $7.88 billion this year, and will reach $23.4 billion in 2020.

This includes tags, readers and software/services for RFID cards, labels, fobs and all other form factors – for both passive and active RFID. The market for RFID has grown steadily despite the economic meltdown due to the diverse nature of its applications from tagging retail apparel to transport ticketing to animals.

Historically and today, Governments have driven most RFID orders as they improve efficiency (transit systems), safety (passport tagging) and protect industries (animal tagging). Since 2000 there has been a strong push to use passive RFID to improve supply chain visibility, with a wide range of investment in new RFID technologies, new standards and much publicity. Inevitably as with most new technologies, aspects were over hyped and demand not in sync with capacity, but as we entered 2010 the industry emerged from the hype cycle and over the following years until now, has entered a period of rapid growth and profitability for some. There are different rates of growth for different applications and many challenges – and opportunities still exist. In total, Idtechex find that 5.9 billion tags will be sold in 2013 versus 4.8 billion in 2012.

The last five years has seen consolidation throughout the value chain in passive UHF RFID with some companies emerging in true phoenix-from-ashes style. This is mainly driven by one application – retail apparel – which will globally demand 2.25 billion RFID labels in 2013. Some suppliers are now profitable and see rapid growth ahead. As in most emerging technology, there will be blips along the way – such as the current UHF RFID litigation, but Idtechex do not believe this is a show stopper – no-one makes money then. After apparel tagging, passive UHF is deployed in many different application areas for asset tracking and other applications. These are small volumes in their own right but add up to hundreds of millions of tags per year given the strong payback they give users. Idtechex Research expects 3.1 billion passive UHF RFID tags to be sold in 2013.

However, despite passive UHF selling more tags than passive HF for the first time in 2012, Idtechex Research finds that the money spent on passive UHF tags will be $247 million, versus $2.15 billion on HF and $713 million on LF RFID. The higher value of HF and LF is due to a variety of RFID tags in high value applications including animal tagging, contactless smart cards and passports. Indeed, the size of the market of HF tags will continue to be larger than the UHF tag market over the next decade, by money but not volume. Those in HF and LF tend to be relatively large, profitable enterprises, some of whom are moving into the high growth but as yet lower value passive UHF market.

In a business approaching $8 billion this year, one could expect a one billion dollar leader but we could not find a player clocking half that figure. Of the 800 or so suppliers, IdtechEx only count eight with revenues more than $100 million, and less than twenty with sales between $20 million to $100 million. Most, but not all, in the top 8 provide complete solutions, which is still where most of the big money goes, with the others being dominant in their part of the supply value chain for a particular technology type.

Using new, unique information researched globally by Idtechex technical experts, the new report RFID Forecasts, Players & Opportunities 2014-2024 analyses the RFID market in many different ways. Full analysis by each market is given in great detail including in-depth historic data by application type from 2005 year by year to 2020 and with a 2024 outlook. Forecasts are given by tag numbers, asp and value for more than 20 applications for passive and active RFID. RFID reader forecasts are provided along with market size by application area and trends by territory. In addition to the report there is an accompanying spreadsheet in Excel format giving access to the key data contained in tables throughout the report.

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Highly Commended Product 2013

SECOND PRIZE

HIGHLY COMMENDED
ALARM & DETECTION PRODUCT

AdvanceGuard AGS1600 Extreme.

The jury´s comment:

"Navtech is taking technology in outdoor detection advancement to the next level".

NAVTECH RADAR

www.navtechradar.com

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Innovative Achievement 2013

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF ALARM & DETECTION PRODUCTS

DualCom Calibre.

The jury´s comment:

"For a groundbreaking solution that offers a significant secure and proactive alarm communication".

CSL DualCom

www.csldual.com

New Mobotix CEO:

"We will become more international"

Fast growing German IP camera manufacturer Mobotix has employed Magnus Ekerot as its new CEO. In this interview with Detektor, Magnus Ekerot stresses that with him at the helm, Mobotix will become commercialised and more international.

By Henrik Söderlund

Ralf Hinkel started Mobotix in 1999. Since then the IP camera manufacturer, well known for its high resolution, hemispheric security cameras, has grown to become an 82 million Euro revenue business. Three years ago, Ralf Hinkel started to look for his successor. Magnus Ekerot was hired as CSO in 2011 and since 1 October, he is the new CEO of Mobotix.

Magnus, how will Mobotix develop with you as CEO?
"We will become more commercialised and more international. We will continue to maintain our strong focus on technology, but will be aiming to make it more understandable and accessible to customers around the world, allowing them to see it as a non-complicated product. We will continue to focus on high resolution picture quality and the decentralised concept. I have four key phrases: organic growth, geographical expansion, operational excellence and market driven product development."

Mobotix has been growing very fast, do you expect it to continue?
"Yes, I do. But the volume will never take priority over the value. Mobotix and our partners must make money, because the money is invested into developing new projects. Creating good margins for both Mobotix and our partners is the biggest value for us. But I believe that growth will continue due to the geographical expansion that we are experiencing right now."

What regions are you expanding to?
"We are looking at Asia and South America. People say you need to have a low cost product to succeed in China and India. I do not believe that is the case."

Which are your major markets?
"25 per cent of our sales are in Germany. USA is our second biggest market and we are growing rapidly in Asia. We also have some tremendous growth in regions that are affected by the Euro crises."

Are you growing faster internationally rather than on the domestic market? Why?
"Yes we are. We have growth in Germany but we are growing faster internationally. Basically, our focus has been on growing internationally. We have put more resources into that, both in terms of marketing and sales."

How would you describe the German market for video surveillance?
"We have just a few major players on the German market but there are also a lot of small local vendors. Germany is an industrialised country with good infrastructure when it comes to cabling, which means, it is not easy to gain market share here. For new companies coming in it is difficult. The German market is not one of these countries where low cost Asian manufacturers can come in and make good money. Germans are used to quality and are prepared to pay a premium price."

How is Mobotix positioned in the market right now?
"We are positioned in the high-end segment. We do not have a single product that is under 1 megapixel. Right now we are in the segment of 3 to 5 megapixels and image quality is absolutely essential for Mobotix."

How would you describe your business model?

Magnus Ekerot, new Mobotix CEO.

"We have a very strict distribution model. We only sell through Mobotix authorised distributors. We never go direct, but we try to help the distributors to train and educate system integrators and end users as much as we possibly can."

What is most important, gaining market share or growing the market?
"It is growing the market. I actually do not care about market share to be honest. It is easy to gain market share, because you can buy it. I do not care if I am number 5 or number 6 in an IMS report. I want growth, but if the growth is 7 or 10 per cent, I would

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rather have 7 per cent growth with healthier margins than 10 per cent growth with lower margins. And this explains the Mobotix strategy, that is, long term growth and profitability for our partners."

What is Mobotix biggest strength?
"We have a core technology concept based on our own software and hardware. We have our own security codec. We do not use H.264 in the cameras, but what we believe is a better codec, where you can achieve better images from the system. We also use the same platform in all of our products. Another core strength, is that everything is made in Germany. We test every camera individually and that is how we can justify the high price, because you are buying a premium product. We are one of the few vendors on the market that try to create a common IP platform. Today we have security cameras and an IP door station. In the future there will be more products launched that we can build into the platform, like home automation and building automation."

What kind of products?
"Door stations, smart boxes… it would not be out of the question to see Mobotix launching products that allow you to control building automation, such as heating, curtains, etc. I also believe it is not too farfetched to consider that perhaps in the future, we will have alarm systems and smoke detectors. However, I am not saying that this will be the case, but those are some examples of the types of products that we have the potential to bring to market. The common denominator is that it will all work over IP."

What is your view on acquisitions?
"We have focused on organic growth. The door is not closed, and sometime in the future there could be discussions regarding acquisitions. But there is nothing under consideration right now. My strategy is that the competence must be in house and capacity is something that we can rent."

What is your view on Security-as-a-Service as a business model?
"As a vendor, I will not sell my service. The margins for hardware for system integrators is creeping down so much they cannot make money on just purely hardware. They need to make money from two things, and those are, one, the installation of projects, and two, the servicing on projects. We do not want to get into a conflict with our system integrators on the market, we want to support them on their endeavour to be able to make money on security-as-a-service."

What drives the market for video surveillance?
"I always say there are two generational shifts. The first is from analogue to digital and that is still happening in many markets. The second generational shift is on markets that were early in adopting IP. Now they are looking for a second generation of products. They have had IP for 7 years or so and now they know a lot more about what they are looking for. There are new possibilities with the technology and there lies good potential for us."

Which are the biggest video surveillance trends?
"People are looking for intelligent applications. They would like the camera to be more intelligent and to be able to handle more things. We take care of all the intelligence in the camera."

Do you think that the race for more megapixels will stop?
"I have written a series of articles on how the surveillance market will look in 2020. I believe that there will not be a huge megapixel race. In 2020 I believe the majority of the market will be between 5 and 10 megapixels. Of course there will be technology with much more megapixels but the problem is all about bandwidth. The benefits will not satisfy the investment required."

What is your biggest challenge?
"Managing growth. It is a delightful headache to have but it is not always easy. The founder's intention was never to become the biggest company in the world. We will have long term growth, but we can live with having quarters with no growth if it benefits our values. That is a wonderful position to be in as a CEO." ■

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WITHIN THE CATEGORY OF
ALARM & DETECTION PRODUCTS

Easy Web Manager.

The jury´s comment:

"This revolutionary communication tool is a powerful contribution to the market's need for more cost efficient handling and support of alarm systems".

DUALTECH
www.dualtech.se

New HD cameras with vari-focal lens from Hikvision

Hangzhou, China

Hikvision introduces a new 3 MP vari-focal IP models into its successful 2-line HD network camera series.

The 3 MP vari-focal IR network cameras *(DS-2CD2632F-I(S)* bullet and *DS-2CD2732F-I(S)* dome) incorporate advanced features in onboard storage, audio and alarm functionalities and provide users with an easier and more efficient method of IP surveillance in indoor and outdoor environments.

One of the most noticeable features of these models is their vari-focal lens. Equipped with a 2.8~12mm vari-focal lens, these cameras boast easier focusing without any need for adjustment in the initial camera set-up and allow users to make further changes to the view by onsite refocusing. This benefits the user by greatly reducing on their installation cost and time. Additionally, built-in SD/SDHC/SDXC card storage with a total capacity of up-to 64Gb ensures continuity during network disconnection.

Besides, with the latest 1/3" progressive scan CMOS, these models are designed to capture sharp and clear images at 2048x1536 resolution for identification purpose. Moreover, the cameras even provide full HD 1080p real-time images as well, allowing high quality image performance.

DS-2CD2732F-I(S).

DS-2CD2632F-I(S).

The products incorporate a switchable IR cut filter for true day/night operability; equipped with enhanced IR LEDs, the cameras offer an IR range of up-to 30m. DWDR, 3D DNR and BLC functionalities are further supported to improve image quality in difficult lighting conditions.

Hikvision also offers another two 1.3 MP vari-focal IR network cameras into the 2-line vari-focal range – DS-2CD2612F-I(S) bullet and DS-2CD2712F-I(S) dome.

The Hikvision 2-line HD network camera series is specifically designed for SME sectors where high image quality is required. Pairing the Hikvision plug & play NVRs with the 2-line series presents a complete, easy-to-manage IP surveillance solution for applications such as retail stores, office building and home surveillance applications amongst others.

swh

Axis releases Camera Companion 2.1

Lund, Sweden

The latest release of **Axis** *Camera Companion 2.1* is fully featured for easy and effective surveillance and features 360º overview recording with de-warping, easy NAS installation with one-click configuration and improved selection of viewing apps for IOS and Android. This digital surveillance solution is designed for installations of 16 cameras or less.

The new version includes support for 360° overview recording with de-warping when zooming into the image. This allows users to take advantage of the benefits from Axis' 360° fixed dome HDTV cameras, providing great overview and details with only one camera.

This latest Camera Companion release also includes support for easy installation of network-attached storage (NAS) when increased storage capacity is needed. A set-up wizard makes it possible to easily install any NAS brand to the system, and for further simplicity One-Click NAS configuration is available for selected brands, such as QNAP.

"We know that easy operation of the system from anywhere is important to our customers. To complete the system, we have close cooperation with our partners to broaden and improve our selection of mobile viewing apps. With this release the existing apps are updated and new ones introduced." says Peter Friberg, Axis' Director of System and Services.

Unlike analogue surveillance installations, Axis Camera Companion does not require a central recording device – a digital video recorder (DVR), network video recorder (NVR), or even a computer. All images are recorded onto a standard SD memory card in each camera, and the cameras keep recording even if the network fails. The cameras are powered over the network, eliminating the need for separate power cables. This reduces cost, simplifies installation, and makes the system more robust as there is no single point of failure. To further protect customer's investments, existing analogue cameras can be integrated via video encoders.

Further features of Axis Camera Companion 2.1 include multi-view streaming to increase surveillance efficiency for multi-megapixel cameras and there is also a search filter for easy navigation to different sites. There is a visual system status notification feature, support for Windows 8 touch screen and support for third-party apps for viewing live and recorded video from Eyespy FX and Brightsentry.

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

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

G52M
The next generation of security cameras
With the curves and a symmetric body, the G52 Series has the looks.
But armed with synchronised IR illumination and the latest Sony modules,
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The intelligent Zoom and Laser adjusted G52-IR high speed dome camera series from VIDO Austria.
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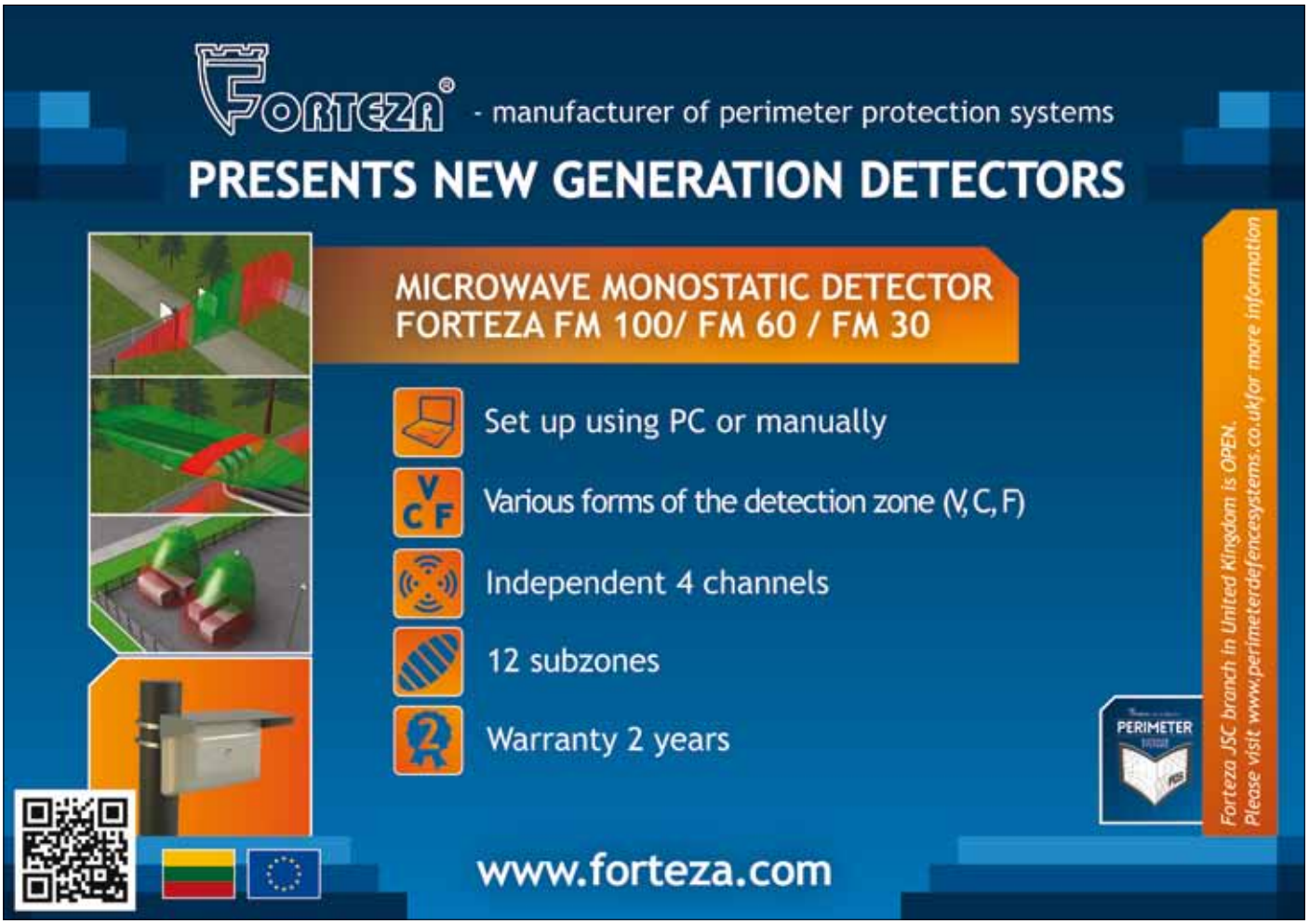
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Arecont delivers industry's first 40-Megapixel 180°

Los Angeles, Ca (USA)

The world's first 40 megapixel day/night panoramic camera providing a 180° field of view is now available from **Arecont Vision**.

The new all-in-one *AV40185DN* Surroundvideo camera is a cost-effective solution for applications where mechanical pan-tilt-zoom (PTZ) devices might otherwise have to be used or where multiple cameras would be needed to view expansive coverage areas. The higher-resolution panoramic view camera can be used to replace many conventional cameras.

The newest Surroundvideo camera represents Arecont Vision's fourth generation of panoramic megapixel cameras. Arecont Vision first introduced multi-sensor Surroundvideo panoramic megapixel cameras in 2006, and continues to play a leading part in the industry in megapixel solutions including multi-sensor panoramic cameras. The Surroundvideo 12 megapixel WDR 180° Panoramic camera began shipping earlier this year. A new 360° 40 megapixel camera will be available before the end of the year.

"Arecont Vision is without peer in multi-sensor, multi-megapixel technology and the 40 megapixel Surroundvideo sets yet another benchmark for the industry," said Raul Calderon, Senior Vice President, Arecont Vision. "Arecont Vision panoramic cameras enable users to view and record extremely wide fields of view while simultaneously digitally zooming in to multiple regions of interest, something a PTZ cannot do. At 40 megapixels of resolution, our value proposition of seeing more with fewer cameras further revolutionises the return on investment of a video surveillance system."

AV40185DN Surroundvideo camera.

The market's first 40 megapixel panoramic camera provides a 180-degree panoramic view using four high-sensitivity 10 megapixel sensors, each offering a 3,648 x 2,752 pixel view at 7fps, for a total image area of 14,592 x 2,752 pixels at 1.5fps. The AV40185DN camera uses dual H.264 and MJPEG encoders for great flexibility depending on compression preferences. The panoramic camera also can be binned to 2.5 megapixels per sensor, increasing light sensitivity and frame rate.

Both the 180-degree and 360-degree Surroundvideo 40 megapixel cameras offer standard hard in-ceiling mount or surface-mount configurations out of the box, plus wall and pendant mount using optional accessories. The units are available with an optional integrated heater and blower. The IP66-rated environmental chassis and polycarbonate dome are vandal-resistant and eliminate the need for external housing. An easily adjustable 2-axis gimbal provides 360-degree pan and 90-degree tilt adjustment.

On-camera privacy mask enables video to be blocked in multiple regions in any desired shape. Extended motion detection provides a higher-granularity grid of 1,024 distinct motion detection zones per channel.

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Assa Abloy sensor adds instant feedback to security system

London, UK

The latest new sensor from **Assa Abloy** maintains the integrity of a security system by detecting and transmitting door status information. The *Aperio Sensor AS100* adds instant feedback to any door security system.

The latest addition to the Aperio range of security solutions displays the current status of a door – open or closed – and notifies the control system wirelessly via the Aperio 1-to-8 Communication Hub.

The AS100 works as a standalone wireless device – fully compatible with already installed doors equipped with electronic Aperio cylinders and escutcheons – or in tandem with other products from the Assa Abloy Aperio range, if required.

Aperio wireless door sensors are battery operated and can be positioned up to 25 metres away from an Aperio 1-to-8 Communication Hub, which integrates the door with the computerised access control system. They blend unobtrusively into the environment, thanks to small dimensions and wireless design.

Available on the global market place, Assa Abloy's Aperio technology now enables a wide range of access control providers to cost-effectively integrate non-wired doors with mechanical locks into access control systems.

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World's first illuminators to intregrate with VMS

Ashington, Northumberland (UK)

Raytec have completed an integration project with Milestone's *Xprotect* video management system. Their new range of *Vario* IP network illuminators is the first range of CCTV illuminators in the world ever to be integrated into a video management system.

The new integration allows the highest level of flexibility, management and control over your lighting in conjunction with all other network technologies in your security system, from one central platform.

The integration is made possible via Raytec Milestone plug-in software, available free of charge from the Raytec website via an online request form.

Controlled individually or in groups, Raytec network illuminators can be easily configured using the Milestone Management Application, to create a smart system designed to provide event driven lighting triggered by alarms from a camera, detector or other network device. Such illumination on demand e.g. on detection of a subject, is highly effective at deterring crime and reducing the system's running cost and environmental impact. The same illuminator can

also provide a safe and well lit area for pedestrians or workers.

Users can also take instant manual control of any single illuminator or group of illuminators using the Milestone Smart Client, during day to day operation.

Advanced settings allow for user defined lighting design to meet the requirements of any installation. Settings include individual or group control, power control from 20-100%, power boost control for 120% power for 20 seconds and advanced timer functions. Users are also able to configure event driven lighting triggered via an alarm from 3rd party devices and override and take instant manual control of lighting at any time. There is also a deterrent feature with selectable patterns and speeds, and illuminators can be assigned names and group names. The integration also allows for the illuminator auxiliary output to be used to trigger 3rd party devices.

swh

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

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

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.

NEW

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

ISO 9001:2000

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1.3/2-Mp Water-Proof & Vandal-Proof IR Network Dome Camera

1.3/2/3-Mp Full HD Network Small IR Dome Camera

1.3Mp HD Network IR PTZ Dome Camera

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Indigovision Eagle ready for take-off

Edinburgh, UK

Indigovision is introducing the new *Control Center Eagle* designed with a revolutionary user interface, advanced motion search technology, real time alarm tracking and "client licence-free" installation.

Indigovision launched the original Control Center in 2002. According Paul Murphy, Indigovision Head of Marketing, it was the first truly scalable VMS. Innovative features included live, playback and administration in a single user interface and intuitive software PTZ control.

"As Control Center was first released eleven years ago, we wanted to highlight this technological pedigree and also the intelligent engineering carried out by the Indigovision software design teams. It seemed only fitting that this latest version of Control Center be named after the legendary Apollo 11 lunar landing module – Eagle," states Paul Murphy.

"Ever since Control Center hit the market in 2002, Indigovision's focus has always been on helping security operators to carry out their duties as easily and efficiently as possible," explains Alex Swanson, Indigovision's Head of Engineering, "For example, our highly intuitive interface allows operators to simply click on an area on the map and Control Center's intelligence instantly knows what cameras cover that location, meaning operators need not worry about memorising camera names."

Control Center Eagle contains a number of additional features designed to make installation, maintenance and operation of security systems extremely easy. Indigovision's advanced motion search algorithms and motion thumbnail technology allows operators to find the right evidence quicker than any other VMS. Third party systems, such as access control, perimeter detection and building management systems can be seamlessly incorporated to give advanced and fully integrated video and alarm management.

Control Center Eagle has inbuilt ONVIF IP camera support, supports over 300 non-ONVIF IP camera models through Indigovision's Camera Gateway and has complete support for all Indigovision IP cameras and analogue encoders released since 2003.

Indigovision's unrivalled Software Upgrade Plan (SUP) means any Indigovision customer with an active SUP agreement has access to the latest version of Control Center, with future releases Control Center Intrepid and Control Center Aquarius scheduled for release in 2014 and 2015.

swh

World's first illuminators to intregrate with VMS

Ashington, Northumberland (UK)

Raytec have completed an integration project with Milestone's *Xprotect* video management system. Their new range of *Vario* IP network illuminators is the first range of CCTV illuminators in the world ever to be integrated into a video management system.

The new integration allows the highest level of flexibility, management and control over your lighting in conjunction with all other network technologies in your security system, from one central platform.

The integration is made possible via Raytec Milestone plug-in software, available free of charge from the Raytec website via an online request form.

Controlled individually or in groups, Raytec network illuminators can be easily configured using the Milestone Management Application, to create a smart system designed to provide event driven lighting triggered by alarms from a camera, detector or other network device. Such illumination on demand e.g. on detection of a subject, is highly effective at deterring crime and reducing the system's running cost and environmental impact. The same illuminator can

also provide a safe and well lit area for pedestrians or workers.

Users can also take instant manual control of any single illuminator or group of illuminators using the Milestone Smart Client, during day to day operation.

Advanced settings allow for user defined lighting design to meet the requirements of any installation. Settings include individual or group control, power control from 20-100%, power boost control for 120% power for 20 seconds and advanced timer functions. Users are also able to configure event driven lighting triggered via an alarm from 3rd party devices and override and take instant manual control of lighting at any time. There is also a deterrent feature with selectable patterns and speeds, and illuminators can be assigned names and group names. The integration also allows for the illuminator auxiliary output to be used to trigger 3rd party devices.

swh

New Riva thermal camera with video analytics

Huckelhoven, Germany

The *RTC1130-320* is one of the world's first thermal imaging IP cameras combining state of the art thermal imaging technology with intelligent video analytics.

The high-quality **Riva** thermal camera already includes VCA Presence as well as VCA Detect as a standard feature meaning filters for direction detection, retention period, speed dependent detection

RTC1130-320.

and object classification (persons, animals, vehicles) are included.

Other VCA-filters for more specific applications can be purchased additionally at low cost. An included weatherproof housing allows optimal indoor and outdoor utilisation. Furthermore five different lenses between 7.5 and 50 mm with angles of view between 6.2° and 42° are offered.

Available as a box version the Riva camera comes with features such as dual stream, micro-SD, PoE and many more. A frame rate of up to 30 fps with a maximum resolution of 320x240 can be achieved.

The RTC1130-320 has a 17µm uncooled microbolometer. Thus the camera is ideally suited for customers who seek to experience ever more accurate video analytics performance combined with the high detection capabilities characteristic of thermal imaging technology.

swh

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

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Dahua to launch revolutionary HDCVI

Hangzhou, China

Dahua Technology is ready to unveil the *High Definition Composite Video Interface* (HDCVI) technology. This in-house technology – HDCVI – features over-coaxial-cable analogue HD video transmission, allowing reliable long-distance HD transmission at lower cost, while complex deployment is applicable.

According to Dahua, HDCVI is the technology breakthrough of the industry, offering a fast and easy upgrade to high definition under a conventional cabling environment with advanced features.

HDCVI technology will easily upgrade to HD. It renders 1080p & 720p HD video format by analogue modulation; which means that the new solution provides the exact same installation and deployment as a conventional analogue system, but in addition also offers megapixel high video quality with more details retained.

It supports long-distance transmission. Due to the fact that it is transmitted over-coax, HDCVI is able to achieve reliable long range and non-latent transmission without further relay devices. For comparison with HD-SDI at the transmission end, HDCVI shows a distinct advantage. With general transmission media, HD-SDI

reaches 100 metres at most while HDCVI transmits at least 500 metres by using 75-3 cable and featuring a low signal distortion rate.

HDCVI is also more reliable as it adopts P2P transmission. Meanwhile, it features no latency for an outstanding real-time performance and it requires no compression, which successfully maintains the original quality and thus presents vivid images.

In addition, it can carry three signals — composite video, audio and control — over one single cable; Dahua's HDCVI solution could further simplify cabling whilst ensuring a smooth transmission at the same time.

In summary, Dahua believes that HDCVI is an industrial breakthrough, a revolutionary technology that offers megapixel image quality over long-distance transmission while enjoying the simplest installation requirements.

swh

Protection in a flash from Simonsvoss

Unterfoehrung, Germany

Simonsvoss has enhanced its electronic locking and access control system 3060 with a newly designed protection function, whereby door locking devices can be activated or deactivated in a split second in the event of an emergency.

Users and operators of large buildings, particularly those in the public sector and the health care and education sectors, often wish for an additional protection system which can be quickly put to use in critical situations. People want to be able to act very swiftly in the event of a fire alarm or attacks on people, such as a shooting incident in a school.

This new protection function provides three responses in such emergency situations: a simple press of a button makes it impossible to open a door from the outside – intruders can no longer get inside as a result. By the same token, means of escape can also be immediately provided by pressing the button to deactivate the locking device concerned. The system also informs those in charge about the disturbance, fire, gunman attack or other emergency.

Simonsvoss has provided this new protect function by extending its Wavenet Router radio network – by connecting digital locking cylinders with a central computer, for example – to offer additional functions. One single signal can reach up to 249 doors per router. Interlinked in a network, locking devices can thus be activated or deactivated simultaneously using a radio signal. Thanks to radio, the system will still work even if the communications and IT networks are already down.

Depending on the actual nature of the incident, the Wavenet Router can provide the right protection function, such as 'Lock doors in gunman incidents' or 'Release doors in the event of fire.' If there is a gunman in the building, doors to classrooms can be securely locked, for example. If a fire alarm is triggered, System 3060 automatically releases the right doors, opening up the way for people to escape or for help to arrive.

This function can even be retrofitted to existing systems which feature the latest TN4 Generation locking devices at a reasonable price.

swh

Samsung releases 360 degree HD camera

Weybridge, Surrey (UK)

Samsung Techwin is further strengthening its range of surveillance products with the addition of a 360-degree high definition camera.

The *SNF-7010* 360-degree 3 megapixel camera provides users with the option of selecting from a number of display options including 360-degree fisheye, single and double panorama, quad, rectangle or user selectable region.

"360-degree cameras are increasingly being specified for projects where there is a requirement to monitor activity 24/7 in environments such as banks, offices, retail and warehouses," said Tim Biddulph, IP Product Manager for Samsung Techwin Europe Ltd. "The advantage they offer is that a single 360-degree camera is all that might be needed to efficiently and cost effectively cover a whole area where a much larger number of standard cameras might normally be required to avoid any blind spots. With no moving parts, savings can also be achieved on maintenance costs."

The ONVIF compliant SNF-7010, which features a

SNF-7010.

digital PTZ, utilises progressive scan technology to provide sharp edges on moving subjects and vehicles. It supports up to six streams of videos using either H.264 and MJPEG compression formats, providing the option to simultaneously transmit images to multiple locations at various frame rates. A number of different users, if authorised, are therefore able to monitor live images at one location, record video evidence at another or view live.

A built-in SD/SDHC/SDXC memory slot provides the opportunity for authorised users to remotely access and download video that has been recorded onto a memory card. Other key features include four polygonal motion detection zones, privacy masking, tamper alert and bi-directional audio. When combined with on-board video analytics, the built in microphone provides an audio detection capability.

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

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- Max. IR LEDs Length 30m
- IP66, PoE

Dahua Technology Co., Ltd

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The best Sectech show ever

Sectech is the meeting point for suppliers, installers, consultants and end user purchasing managers within the field of security.

With 2,344 visitors during the two exhibition days the compact Swedish security show Sectech Expo & Seminars 2013 in Stockholm was the most well visited ever in the history of the event. And most importantly, the quality of the show was extremely high, judging from comments from exhibitors and visitors.

Sectech took place at the Rica Talk Hotel Stockholm on 22-23 October 2013. The show is a complement to the traditional exhibitions with a different concept. It is an exhibition and a seminar programme in a compact format. The exhibition and the seminars are focused entirely on security technologies.

Meeting place

The show is the meeting point for suppliers, installers, consultants and end user purchasing managers within the field of security. Exhibitors and visitors can interact and update themselves on the latest developments.

The record breaking attendance of the 2013 show might not come as a surprise to the organisers since the show´s visitor numbers have increased at every event since the first show back in 2001. The previous record was, of course, from the 2011 show when 2,311 visitors came to Sectech.

"We are happy that our compact arrangement can attract so many professional buyers and users of products and services within the security area. It is these people who set the high quality of the show," says Deniz Baykal, project manager for Sectech and sales manager at AR Media International, who together with Stockholm International Fairs organise the show.

Postive comments

The exhibitors also expressed their appreciation of the show. "This was the best Sectech ever. We are very satisfied," said Kristina Tullberg, PR manager at the camera manufacturer Axis Communicatios.

It was not just the exhibition that worked really well, two of the conferences also received the highest praise from many of the visitors. The transport security conference, organised by SecurityUser.com and the think tank SNOS, was one of them. The other was a conference about Security-as-a-Service where examples of how to obtain Security-as-a-Service as a functioning business model from other sectors were discussed.

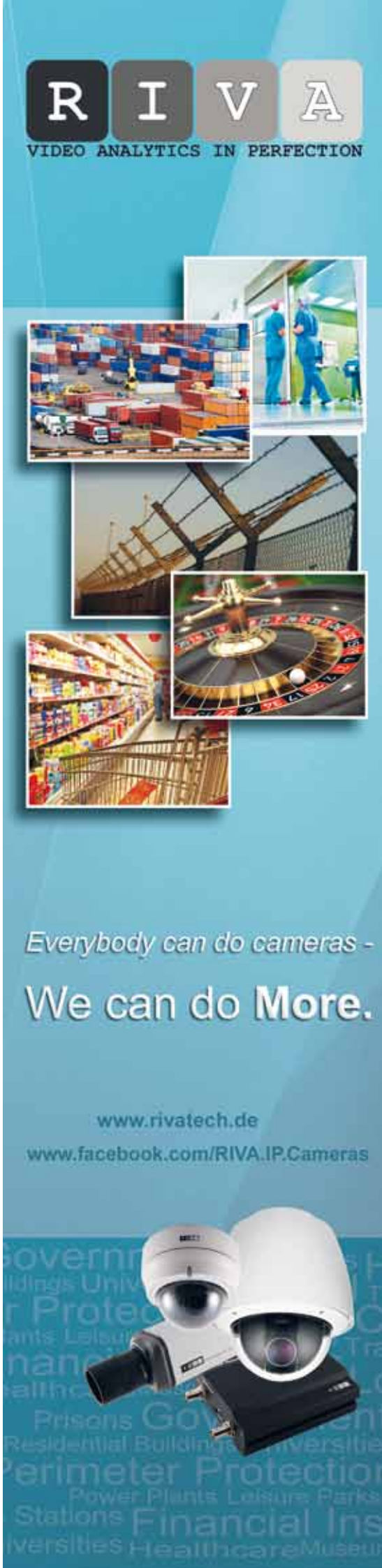
BP Chairman awarded

Just before the banquet, Carl-Henric Svanberg, businessman and current Chairman of BP and Volvo, entered the show and was awarded the Lifetime Achievement Award, an award from the Detektor magazine. He was given the award on behalf of his successful leadership within Securitas, but mainly for his role as CEO for the access control company Assa Abloy during the years of 1994-2003. At Assa Abloy he played an important part in the company´s journey from a 3 billion SEK turnover to a 27 billion SEK turnover.

Banquet

On the evening of the first day the Security Banquet was held – with the prize ceremony for the Detektor International Award. The Detektor International Award is designed to reward and encourage research and development within the security technology field. See pages 16 for more information about the award. The banquet was fully booked with guests from all over Sweden and international security people, for example from England, the Netherlands and Belgium.

The next Sectech show will be held in Copenhagen on 12-13 November 2014. ■



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Successful SecurityUser Expo in Copenhagen attracted more than 3,000 visitors

With 3,192 unique visitors SecurityUser Expo became the most visited security exhibition ever in Copenhagen.

The Danish security exhibition SecurityUser Expo in Copenhagen resulted in a very successful arrangement. With 3,192 unique visitors the show became the most visited security exhibition ever in Copenhagen, and the 100 exhibitors seemed very content.

SecurityUser Expo is Denmark´s biggest exhibition in security and fire safety. SecurityUser Expo 2013 was organised by AR Media International from the 17th–19th of September 2013 and took place in the Carlsberg TAP1 hall, in the old brewery area of Carlsberg in Copenhagen.

The exhibition as well as the conferences highlighted the advantages of investing in security – in private as well as in public enterprises. The target groups for SecurityUser Expo are all those who currently or in the future will make use of the products or services of the security industry. Focus is thus put on the end users. The show of course attracted all routes to market from manufacturers, distributors, wholesalers and systems integrators to installers and consultants.

Conference and gala

The SecurityUser Expo conferences focused on different vertical markets, for example security in retail business, in banks and financical institutions, in transport, events and stadiums or in community services. On the evening of the 18th of September after the second exhibition day, a gala dinner with entertainment was held in the Carlsberg Visitors Centre & Museum. Two security industry awards were presented as well: Danish security company of the year and Danish head of security of the year.

High quality

It was not only the products on show that proved the show´s professional level, but also the quality of the visitors. "The quality of the visitors has been very high, and that is the most important thing for us," said Jens Moller, product manager at Assa Abloy.

Helene Brandi, marketing project manager at Pelco by Schneider Electric agreed: "A lovely show. It was very well arranged and the banquet was great. We are very satisfied with our stand and the leads we got," she said.

Radio ads

Additionally the organiser of SecurityUser Expo – the Swedish publishing company AR Media International – was very happy with the show and the overall focus on the Danish security market. "We have put a record amount of effort on marketing the show and getting the best visitors to Copenhagen and SecurityUser Expo. We have had ads in several trade magazines, traditional magazines, digital media and we also ran radio ads on several stations in Denmark. Since so many exhibitors really liked the arrangement it seems like we succeeded with this focus. The show has also worked out really well for us logistically. We will now evaluate the show in detail and make it even better in 2015," said Lennart Alexandrie, CEO of AR Media International.

SikkerhedsBranchen, the Danish trade organisation for safety and security, shared Alexandrie´s view. "SecurityUser Expo was a step in the right direction. The number of visitors was good and the quality even better than we expected. Denmark needs an event of this calibre which brings the industry together while attracting end users," said Kasper Skov-Mikkelsen, CEO of SikkerhedsBranchen, a partner to SecurityUser Expo. ■

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Simons Voss technologies

Intersec 2014 from January 19-21 2014 in Dubai looks set to break all previous records in terms of both participation and attendance. Already all of the world's ten largest security companies have confirmed attendance.

Intersec 2014 Dubai set for a record year

With over 80% of exhibition space already sold out, Intersec 2014 from January 19-21 2014 in Dubai looks set to break all previous records in terms of both participation and attendance. Already all of the world's ten largest security companies have confirmed attendance, including Honeywell Security, Bosch Security Systems, Assa Abloy, Flir Systems, Axis Communications, Samsung Techwin and Tyco International along with 150 exhibitors making their regional debut.

Safety, fire protection and security remain high on the priority lists of governments and corporate companies worldwide given the current uncertain scenario in many parts of the world. The Middle East region, replete with its crucial reserves of oil and natural gas, and boasting some of the fastest growing economies within its ranks, is being viewed as a vitally important part of the world by the global safety, security and fire protection industries.

This emphasis on greater security is felt in many ways including growing expenditure on security infrastructure, equipment and personnel by regional authorities as well as an increasing awareness in society about the importance of maintaining a safe and secure environment.

Given all this, it's not really surprising that Epoc Messe Frankfurt, organiser of Intersec, the region's safety, security, fire protection and policing trade and networking exhibition, is expecting the 2014 edition to be the biggest yet.

Rapid development

According to Ahmed Pauwels, CEO of Epoc Messe Frankfurt, the continued success of Intersec is being driven by the rapid development of the safety and security industry regionally. "Across the Middle East authorities are improving security infrastructure, enhancing policing and crime fighting capability and concentrating on maintaining a peaceful environment. Furthermore, with the renewed vigour in the construction sector and an increase in projects at finishing stage, demand within the private sector also continues to rise. This all makes the region a high-priority market for international manufacturers and suppliers."

"Intersec continues to work closely with local authorities and regional players to better reflect the needs of the region onto the international stage," Pauwels added.

Last year

Intersec 2013 featured products and services from 990 exhibitors spread out over 39,000 sqm across ten halls of the Dubai International Convention and Exhibition Centre. The event attracted 21,549 trade visitors, buyers and industry professionals from as many as 116 countries, making it the most international trade event of its kind in the world.

As with previous years, Intersec 2014 will comprise of four main focus areas: Commercial Security & Information Security; Safety & Health; Fire & Rescue and Homeland Security & Policing. The Commercial & Information Security section includes control & surveillance equipment, access control, monitoring & recording systems, and information security. This is the largest product section of the exhibition and features key names such as Assa Abloy, Axis, Bosch, CP Plus, Harco and Honeywell Security.

Sections

The Fire & Rescue section, the fastest growing segment, covers products and services within fire prevention & protection, fire fighting equipment, emergency alarm & warning systems and rescue equipment. Within the Fire & Rescue section prominent companies including Bristol/Corodex, Draeger, DuPont, Naffco, Sffeco, Siemens and Underwriter Laboratories will be participating.

Safety & Health includes Personal Protection Equipment (PPE), environmental protection at work, safety at work equipment and health at work. This section regularly features key industry names including Ansell, Karam Safety and Safetix.

Homeland Security & Policing focuses on armour protection, perimeter security, forensic science and laboratory equipment, physical security, detection and disposal equipment, optics, electronics, as well as specialised training and consulting for government entities. This area is of particular interest to governmental agencies and includes Dubai Police, UAE Civil Defence as well as private companies such as Al Fajer, Gatekeeper Security, Macneille, Madoors Systems, Nedaa and Streit Group.

On the sidelines of Intersec 2014 will be a full complement of fringe events and features including the popular Intersec conference programme and the outdoor demo area. ■

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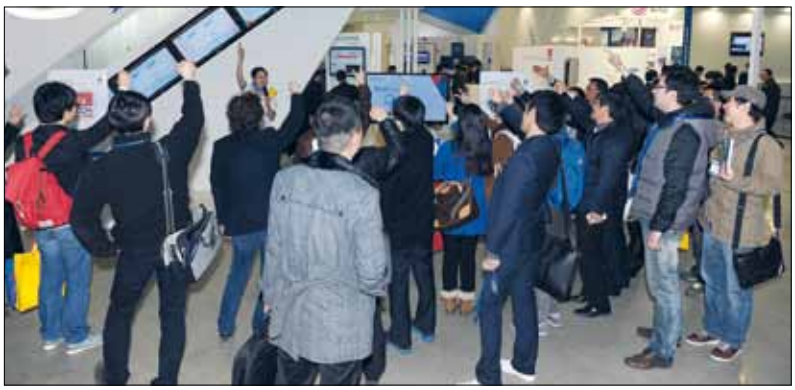

Seconexpo 2014 will be held from March 12-14, 2014, at the Korea International Exhibition Center (Kintex) in Seoul.

Seconexpo 2014 – a gate to the Asian security market

Once a year, the security industry in Asia gathers together under one roof at Seconexpo, South Korea's largest and, according to the organisers, Asia's leading exhibition and conferences for the security industry. Seconexpo 2014 will be held from March 12-14, 2014, at the Korea International Exhibition Center (Kintex) in Seoul.

Sponsored by the four South Korean government ministries and organised by SecurityWorld Magazine and Boannews Daily in cooperation with 18 security-related associations, Seconexpo is recognised as the largest security exhibition in South Korea. The 2014 event is expected to present about 400 exhibitors across 800 booths and attract more than 40,000 visitors from around the world during the three-day show period.

The latest

With the active participation of global suppliers and new brands, the exhibition will showcase a spanning of advanced and innovative solutions for the security industry that will definitely garner local and international attention. The show will offer a glimpse at the new developments in the industry in the areas of video surveillance, access control, alarm monitoring, biometric recognition, information security, homeland security, integrated security and risk management.

Growth market

Among many Asian countries, South Korea is one of the markets that are expected to see considerable growth for the years to come driven by demands from the government, public, transportation, education and residential sectors. A security trade fair such as Seconexpo held in Seoul, South Korea, the hub of global technology innovation, can according to the organisers be a vehicle for creating buzz around a brand, a product or service that's already on the market or to be launched.

Due to rising concerns over security and safety, security markets including video surveillance and access control in South Korea have been experiencing significant growth. The demand for technically advanced surveillance and access systems has also increased in South Korea, thereby, creating enormous opportunities for CCTV and access control manufacturers, operators, and distributors.

Innovation

The fast-growing security market in South Korea can favourably offer security players a significant growth potential. In addition, the South Korean security market plays an important role as a test-bed for innovative security products. Therefore, a large number of security players around the world are expected to come to South Korea to see the latest trends in security technology and gauge the market sentiment.

Seconexpo brings manufacturers, dealers and installers, system integrators, and corporate end-users of security products and services from South Korea and across the globe together to learn, evaluate, and competitively source in a highly productive environment. ■

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SECONEXPO 2014

SECONEXPO 2014

International Security Conference & Expo

March 12 ~ 14, 2014 / KINTEX, KOREA

Event Title	SECONEXPO 2014 (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 Ministry of Trade, Industry & Energy Ministry of Land, Infrastructure & Transport Gyeonggi Province

No.1

SECONEXPO is the No. 1 security exhibition & conference in South Korea.

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.

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Security Events Calendar

November

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

3-5 December
Pacific Security Forum & Exhibition
Macau, China
Venue: Conrad Macao Cotai Central
Organizer: ASIS International EMEA Bureau
Telephone: +32 2 645 26 74
E-mail: asiapacific@asisonline.org
Fax: +32 2 645 26 71
Internet: www.asisonline.org

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

2014 January

14-16 January
Perimeter Protection
Nürnberg, Germany
Venue: Messezentrum Nürnberg
Organizer: Nürnberg Messe
Telephone: +49 (0) 9 11 / 86 06-80 00
E-mail: hanna.hauser@nuernbergmesse.de
Fax: +49 (0) 9 11 / 86 06-80 01
Internet: perimeter-protection.de

16-18 January
Enterprise India Show
Yangon, Myanmar/India
Venue: Tatmadaw Hall, Yangon
Organizer: Confederation of Indian Industry
Telephone: +91-11-24629994 - 7
E-mail: info@cii.in
Fax: +91-11-2462 6149
Internet: www.cii.in

19-21 January
Intersec
Dubai, UAE
Venue: Dubai International Convention and Exhibition Centre
Organizer: Epoc Messe Frankfurt GmbH
Telephone: +971 4 389 4500
E-mail: intersec@uae.messefrankfurt.com
Fax: +971 4 358 5511
Internet: www.intersecexpo.com

February

16-18 February
Middle East Security Conference & Exhibition
Dubai, UAE
Venue: Dubai
Organizer: ASIS International EMEA Bureau
Telephone: +32 2 645 26 74
Fax: +32 2 645 26 71
Internet: middleeast@asisonline.org

25-27 February
Safe Secure Pakistan 2014
Islamabad, Pakistan
Venue: Pak- China Friendship Centre, Islamabad
Organizer: Pegasus Consultancy (Pvt.) Ltd.
Telephone: +9221 111 734 266
E-mail: anam@pegasus.com.pk
Fax: +9221 3241 0723
Internet: www.safesecurepakistan.com

25-28 February
Sicur
Madrid, Spain
Venue: Madrid Exhibition Centre
Organizer: Ifema
Telephone: (+34) 91 722 30 00
E-mail: sicur@ifema.es
Fax: (+34) 91 722 57 88
Internet: www.sicur.ifema.es

March

5-6 March
Enforce Tac 2014
Nürnberg, Germany
Venue: Messezentrum, Nürnberg
Organizer: NürnbergMesse GmbH
Telephone: +49 (0) 9 11. 86 06-49 32
Fax: +49 (0) 9 11. 86 06-49 33
Internet: www.enforcetac.com

10-14 March
CeBIT 2014
Hannover, Germany
Venue: Convention Center (CC)
Organizer: Deutsche Messe
Telephone: +49 511 89-0
Fax: +49 511 89-32626
Internet: www.cebit.de

12-14 March
Seconexpo 2014
Gyeonggi, Korea
Venue: Kintex
Organizer: SecurityWorld Magazine, Boannews Co., Ltd
Telephone: +82.2.719.6931
E-mail: secon@boannews.com
Fax: +82.2.715.8245
Internet: www.seconexpo.com

17-19 March
Connect ID EXPO
Washington, USA
Venue: Ronald Reagan Conference center
Organizer: Science Media Partners Ltd
Telephone: +44 (0)118 9844932
E-mail: m.lockie@sciencemediapartners.com
Internet: www.connectidexpo.com

18 March
Global Security Process
Paris, France
Venue: Salons de l Aveyron
Organizer: Premium Contact
Telephone: +33 1 46 23 60 18
E-mail: group@premiumcontact.fr
Fax: +33 1 46 23 60 29
Internet: www.surete-securite.com

19-21 March
Secutech 2014
Taipei, Taiwan
Organizer: Messe Frankfurt New Era Business Media Ltd
Telephone: +886 2 2659 9090 ext. 777
E-mail: services@secutech.com
Fax: +886 2 2659 9069
Internet: www.secutech.com

19-22 March
Security Expo 2014
Sofia, Bulgaria
Venue: Inter Expo Center - Sofia
Organizer: Bulgarreklama Agency Ltd
Telephone: (+359 2) 9655 318
E-mail: safety-security@iec.bg
Fax: (+359 2) 9655 231
Internet: www.iec.bg

31-31 March
Abu Dhabi International Conference on Security Challenges
Abu Dhabi Middle East
Venue: Abu Dhabi National Exhibitions Centre
Organizer: Reed Exhibitions
Telephone: +971 2 491 7615
E-mail: info@isnrabudhabi.com
Fax: +971 2 491 7612
Internet: www.isnrabudhabi.com

April

1-3 April
ISNR Abu Dhabi, the International Exhibition for Security and National Resilience
Abu Dhabi, Middle East
Venue: Abu Dhabi National Exhibitions Centre
Organizer: Reed Exhibitions
Telephone: +971 2 491 7615
E-mail: info@isnrabudhabi.com
Fax: +971 2 491 7612
Internet: www.isnrabudhabi.com

2-4 April
ISC West
Las Vegas - USA
Organizer: ReedExpo
Telephone: +1 203.840.5602
E-mail: inquiry@isc.reedexpo.com
Internet: www.iscwest.com

8-11 April
Securex
Poznan - Poland
Organizer: Poznań International Fair Ltd
Telephone: +48 61 869 2000
E-mail: info@mpt.pl
Fax: +48 61 869 2999
Internet: www.securex.pl

29 April
Trygghetskamerans Dag
Stockholm, Sweden
Venue: Clarion Hotel, Stockholm
Organizer: AR Media International
Telephone: +46 (0)8 556 306 80
E-mail: info@armedia.se
Fax: +46 (0)8 19 10 11
Internet: www.snos.se/evenemang.asp

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

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Security buyers guide

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Fax: 0302 680 640
Epost: info@cardkeep.se
Webb: www.cardkeep.se

CCTV

Security Tech Germany

ABUS Security-Center GmbH & Co. KG
Linker Kreuthweg 5
86444 Affing (Germany)
Tel. +49 82 07 959 90-833
Fax +49 82 07 959 90-180
export@abus-sc.com
www.abus.com

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The Netherlands
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5600 JB Eindhoven
Tel. +31 40 2577185
www.boschsecurity.com

Marijke.Raaijmakers@nl.bosch.com

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Albert-Einstein-Straße 1
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Germany
Fon +49 2822 9394 0
Fax +49 2822 9394 95
info@everfocus.de
www.everfocus.de

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Fax +49 (6302) 9816-190
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Fax: 886-2-2378-6163
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www.enforcer.com.tw

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Fax +46 (0)8 798 1869

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www.fatumproducts.comww

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