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Publisher's Comment

A new beginning

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Head office:

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

US Office

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

Asia Office

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

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Publisher

Lennart Alexandrie

Editorial Team

Rachel Ward Owens
Henrik Paulsson

Advertisements

Carlos Cisternas

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Lennart Alexandrie, Publisher

A new beginning

What will 2014 bring for the global security market? That is certainly an interesting question. However, we should not just wait to see the answer, but rather, we should play an active role in making and developing the future of the industry. This goes for both suppliers and end users. We are in the midst of an evolutionary change, both from a technological and commercial view point.

2014 might be another year of concern regarding the global economy, but that is not really going to be the big issue. The security industry is about to change as its overall commodity driven market is about to slowly fade out and be replaced by a service oriented market. With the opportunities that network technology offers, Security-as-a-Service is not just a buzzword anymore, it is actually happening and it will change the market.

With the Security-as-a-Service concepts, customer perspective will be focused. Suppliers must demonstrate that their suggested security measures are proven cost cutting strategies for all kinds of businesses. It is not about selling technology products anymore, but solutions. Security must be regarded as an added value to the working environment. Security technology solutions have to be considered as an important tool for companies to save on costs and gain on ROI.

The message is simple, security installations (in combination with manned service) offer opportunities for better finances. Security companies should be seen as their customer's partner in a united aim to improve or at least secure profit and cost efficiency. And end users should not be forced to pay in advance for all services to be delivered years ahead, whether it is provided by a security system or human resources. This kind of payment could be compared to paying a new employee up front for several annual salaries in advance, rather than paying monthly for the work that has been delivered. Who would make such a deal? For most corporations and small businesses, the ownership of the technical system is not important and has nothing to do with the purpose of a security investment. The main buying motive is to

acquire systems that protect the business from damage and to be able to efficiently run that business without having to experience disturbing and unwanted events. Therefore modern security companies will offer a true partnership rather than being a traditional commodity supplier. This means that security companies will be forced to acquire a deeper knowledge of their customers business in order to present the optimal security solutions. In return, with today's technology, the opportunities to create smart solutions with added-values are endless. And when the end user can actually relate the services from those security companies to the outcome of their business, then the security industry can expect to see a much higher and more stable growth than today.

With this in mind, today's harsh economic reality is not enough to stop the security technology market from growth.

However, it is in the security industry's interest to boost effective communication regarding the advantages of security technology and to actively use the support of security trade publications to this end. In addition providers of security products and services need to strengthen their brands to meet the head on challenge of increasingly tougher competition. An important resource for this kind of knowledge exchange and advertising is – of course – the Detektor magazine and its net based sister publication SecurityWorldHotel.com. As the publisher of both publications I certainly look forward to seeing how things will develop during 2014.

Now, enjoy the new opportunities offered by the New Year. Be open and receptive to the migration from a commodity controlled market to a service oriented market. It is not the camera, the detector or the access control system that makes a difference for the customer, but the functions and the services these products can generate. Just take a look at the IT or telecom industries, they are more or less entirely based on services. The security industry will follow, even though it will take some time. I am convinced that 2014 will confirm the trend towards concepts based on Security-as-a-Service business models which marks a new beginning for the security industry.

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REVIEW



CPSE, Shenzhen

The 14th China Public Security Expo (CPSE 2013) came to a successful conclusion on November 1st 2013. According to the Organising Committee, there were over 150,000 professionals attending the event.

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REVIEW



Intersec, Dubai

The show saw 1,213 exhibitors from 54 countries and welcomed 24,853 trade visitors from 131 countries. The top five visiting countries were Saudi Arabia, Iran, Oman, Qatar and India.

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FLIR provides efficiencies for solar park



For this particular project, Omega Seguridad relied on FLIR's SR series of surveillance cameras, offering high quality thermal imaging in any night- or daytime environmental conditions.



For a new solar park, located in Sebis, Arad, Romania, Omega Seguridad from Sevilla, Spain, installed 22 FLIR thermal imaging cameras for perimeter surveillance purposes.

As an increasingly important provider of electricity across the globe, solar parks need to be effectively secured. The threats these installations face are the same as for any other energy producing facility: vandalism, sabotage and terrorism. Based on a proven track record for perimeter protection projects across Spain, Omega Seguridad has also been able to offer its expertise to solar park projects in other European countries like Portugal, France, Italy and now Romania.

Largest park

The new park is the country's largest and also one of the largest parks in Europe. The park has been developed by Bester Generación, a leader in the renewable energy market, specialised in the promotion, construction, operation and maintenance of infrastructures for the production of clean energy. It stretches across 200 hectares and includes some 72,000 photovoltaic panels, amounting to 15 MW of power. The new solar park is said to ensure the need of energy for around 100,000 people.

The total perimeter, including two separate confined areas of

approximately 2.1 km, could be covered with a total number of 22 cameras. On average, this amounts to approximately 1 thermal camera per 190 metres. For this particular project, Omega Seguridad relied on FLIR's SR series of surveillance cameras, offering high quality thermal imaging in any night- or daytime environmental conditions. More specifically they chiefly used the SR-313 camera with 35 mm lens and 320 x 240 resolution, next to the SR-324 camera with 19 mm lens and 320 x 240 resolution. The SR-Series of security cameras provide high contrast imagery optimised to get the most out of video analytics software. In this case, video analytics was provided by Spanish company Davantis.

Less cameras

Antonio Millán Fernández, project manager at Omega Seguridad, explains why his company always makes an extra effort to convince the customer to choose thermal imaging cameras: "Thermal cameras can see much farther than traditional CCTV cameras and therefore you need less of them. So in short: less cameras, less issues."

According to FLIR thermal

cameras also have a higher accuracy and they generate fewer false alarms, which ultimately results in less frustration and less workload for the control room operator. "Obviously, we no longer experience light related false alarms," comments Vicente Nanclares Ocio. "Sometimes, car headlights can set off false alarms, but since thermal cameras are unaffected by light, they are also not disturbed by it. Thermal cameras also allow us to see better through fog. Sometimes, the fog can be so dense that traditional CCTV cameras are unable to see through it."

Cost savings

In addition the result gives a significant cost saving compared to traditional CCTV cameras not only in actual hardware but also in power consumption. Although a thermal camera is still more expensive than a visual video camera, the investment cost for perimeter surveillance will still be lower, since you need fewer camera units. Fewer cameras also means that there will be less required investments for all camera-related equipment (meaning: all equipment that is needed to get the camera operating properly and to get the video signal onto the control room screen).

All these added costs need to be made per camera unit. By reducing the number of required cameras, thermal imaging allows

customers to make significant savings with the camera-related equipment and civil works. On top of that, thermal imaging cameras need no lighting equipment whatsoever and will operate with the same accuracy during night and day. Last but not least, Omega Seguridad calculated that the overall power consumption of a project with traditional CCTV systems is about 50% higher than the power consumption of a project with thermal cameras. This is a considerable saving on the electricity bill of the end user.

"For distances between 60 and 120 metres that would require two conventional cameras, but only one thermal camera, the cost of equipment involved on both systems would be equivalent," comments Enrique Delgado Torres, engineer and project manager at Omega Seguridad. "For distances between 120 and 180 metres where three conventional cameras would be required, the equipment associated to the thermal system becomes more economical. Longer distances will make the advantage bigger."

"The more bends and curves a perimeter has, the more camera positions you will need to have a sufficiently good view," comments Vicente Nanclares Ocio, director of the engineering department. "Luckily for us, solar parks generally tend to have straight shapes, so this allows thermal cameras to see even further than 180 metres." ■



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IDIS Co., Ltd.

IDIS Tower, 344 Pangyo-ro,
Sampyeong-dong, Bundang-gu,
Seongnam-si, Gyeonggi-do,
Korea 463-400

T +82 (0)31 723 5400
F +82 (0)31 723 5100
E sales@idisglobal.com

IDIS Europe Limited

1000 Great West Road
Brentford, London, TW8 9HH
United Kingdom

T +44 (0)203 657 5678
F +44 (0)203 697 9360
E uksales@idisglobal.com

IDIS Benelux BV

De Slof 9
5107 RH
Dongen
The Netherlands

T +31 (0)162 387247
F +31 (0)162 311915
E sales@bnl.idisglobal.com





"Video surveillance and the vigilance of our security officers are the best combination to ensure the security of our guests, our staff and our property", says Bastian Bernhagen, co-owner and floor manager at the Gibson.

Real-time video surveillance in hot Frankfurt "Gibson" live music club

The largest live music club in Europe, Gibson, is located right in Frankfurt's high street, the Zeil, and is one of the biggest draws in Frankfurt nightlife. The club hosts exceptional live music events which captivate up to 900 guests every night. With the aid of a video surveillance system made by ABUS, the security staff at the club can always keep an eye on everything happening. This allows any incidents which could spoil the party to be spotted and resolved quickly.

In April 2012, Gibson opened its doors for the first time. A walk down several stairs and past un-rendered walls with their concrete and exposed brick vibe allows the guests to arrive in the heart of the action. Three bars, the dance floor and a lounge area are spread over a surface area of 1,570 square metres. The centrepiece is formed by the 50-square metre stage for the concert programme and DJ events, which change daily.

More eyes

Very early on the club operators realised that crowds make security essential, and therefore included a video surveillance system in their planning right from the start of construction. "For events of this magnitude, an efficient and effective security concept is absolutely essential." Bastian Bernhagen, co-owner and floor manager at the Gibson explains. "Video surveillance and the vigilance of our security officers are the best combination to ensure the security of our guests, our staff and our property", ascertained the hospitality industry professional.

The demands required for the future video surveillance system at the Gibson were therefore clear

from the start: typical incidents in nightlife, such as violence and theft, were to either be prevented directly by comprehensive real-time video surveillance or at least be able to be solved subsequently using the recorded data. The new video surveillance system was also to allow the security staff to access the images from the camera using tablets and smartphones in real time in order to maintain an overview from every corner of the building.

The challenge of difficult lighting conditions

A major hurdle when planning the video surveillance in Gibson were the highly variable lighting conditions within the club. Although a state-of-the-art fibreglass and copper network for transmitting digital multimedia signals had been installed, ultimately the decision was made for an individual solution: the use of 16 vandal-proof analogue cameras with 650 TVL and night-view function, which transmit their signals to a 16-channel digital video recorder using analogue-digital converters.

Individually customised concept

This unconventional approach was

recommended by the Neu Isenburg-based company "Regionale Sicherheit". It has been relying on video surveillance products made by ABUS for years, and provides comprehensive customer advice: "All consultations and plans must address the exact requirements of the customer", accentuates Goran Dzekulic, managing director and proprietor of Regionale Sicherheit. "Correspondingly, we presented one concept using network cameras and one using analogue cameras to Gibson, along with detailed explanations about the advantages of the respective solutions", says Dzekulic.

Although the existing fibreglass and copper network making use of network cameras seemed to be the more obvious solution, after consulting with Dzekulic, the owners of Gibson decided for the individual solution using analogue cameras and a digital video recorder. "Given the difficult lighting conditions at Gibson, analogue cameras will guarantee good images. The point-to-point connection ensures the most failure-free operation possible", according to Dzekulic. Once finalised, 15 fixed, vandal-proof day/night dome cameras for installation in all inside and outside areas, a high-performance PTZ

dome camera with a 32x zoom, automatically removable IR cut filters and two IR illuminators to ensure coverage of the entire area in front of the stage, as well as a 16-channel digital video recorder with a memory capacity totalling four terabytes had all been added to the order list.

Installation

"We worked around the clock and finished up half an hour before the official opening", as Dzekulic explains. Each camera was connected to the existing fibreglass network with one converter each. "This allowed us to bridge up to 600 m from the receiver to the camera", Dzekulic recalls. The network cable also provided a central 12-volt power input, so that all cameras were able to be connected without requiring an additional source of power.

Functioning smoothly

Now that a year has passed since the video surveillance system was completed, all those involved have come to a positive conclusion. The system is running without faults and has already yielded several terabytes of video material which allowed the staff and the police to solve misdemeanours. ■



Very early on the club operators realised that crowds make security essential, and therefore included a video surveillance system in their planning right from the start of construction.



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Open Platform and Flexible Integration

NFC enabled smartphones might replace traditional keys and cards

Could today's mobile phones signal the end of a pocketful of keys and cards? The answer is yes, according to Ian Lowe, senior product marketing manager at HID Global. He argues that modern personal wireless technology such as NFC and Bluetooth already now is revolutionising the access control market.

By Ian Lowe, senior product marketing manager, Identity Assurance, HID Global.

It is often said that innovation comes from the confluence of several existing technologies. Today, we have such an event occurring in smartphones, with the de facto inclusion of accelerometers, the addition of personal wireless technology (NFC and Bluetooth), and a powerful computing platform that is (almost) always connected. Voila!

This is a perfect recipe for disruptive innovation in the access control market. Mobile access control, or using one's NFC-enabled smartphone to access buildings, makes it possible to use a smartphone in the same way one uses a mechanical key or smartcard to open a door.

These smartphones with digital keys can be incorporated into the business infrastructure not only to open doors, but also to login into computer networks and to perform many other traditional smart card applications.

Thanks to NFC a smartphone can now securely house "digital keys" with a user's identity data. These smartphones with digital keys can be incorporated into the business infrastructure not only to open doors, but also to login into computer networks and to perform



Ian Lowe, senior product marketing manager, Identity Assurance, HID Global.

many other traditional smart card applications.

This shift – that is, the corporate identity badge and access card moving onto NFC-enabled smartphones – ushers in an entirely new level of user convenience. It will also enable new forms and additional factors of authentication for increased security of a user's identity in a world where security

threats continue to grow and privacy assurances are increasingly critical. Mobile access control allows users to add GPS (where you are) as well as biometrics to traditional authentication methods (something you know, such as a password and something you have, such as a phone). The addition of gesture-based access control to this model will take authentication a step beyond by enabling a user to define a series of hand-motion sequences or gestures to be used to control the operation of an RFID-based device.

This means that when gesture-based access control is incorporated into an NFC smartphone, users will be able to define gesture-based passwords that can work in a two-dimensional mode similar to a combination lock. Users will also be able to utilise 3D motions such as moving their phone to the left, right, forward and backward to trigger a door to open. So in the future when you see someone waving their phone at a secure door and it opens, don't be surprised. "Open Sesame" has arrived. ■

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Ten video surveillance trends for 2014

Englewood, Co (USA)

IHS has recently released its fifth annual white paper on the key trends for the video surveillance industry. 2014 is all set to be another exciting year for the industry, with big data, thermal cameras, embedded audio capabilities and the rise of the cloud in China just a few of the trends to watch out for during the next 12 months.

1. Video surveillance: the star markets for 2014

IHS has been researching the video surveillance equipment market for more than 10 years. During this time, the market has grown quickly, most years at a double digit rate. The year 2014 will be no exception. IHS forecasts that the global market will grow by more than 12 percent. Within the global market, IHS has identified fixed-dome and 180/360 degree network cameras as the fastest growing product segments, and the city surveillance and utilities/energy sectors as the vertical markets to watch.

2. Big data: crowd sourcing video surveillance and social media analytics

The prevalence of smart phones, with cameras and internet connectivity – combined with social media apps such as Vine or Instagram – has led to the first “crowd sourced” data collection for an investigation in 2013, following the Boston Marathon bombings. Now that the trend has begun, IHS predicts it is likely that police forces will increasingly request, and need to manage, crowd sourced video surveillance data. While this will allow law enforcement agencies to react more quickly, especially with the use of social media monitoring, it will also create data analysis and manipulation challenges. Meeting these challenges will provide systems integrators and software vendors with a new opportunity to create solutions that improve police incident responses in 2014 and beyond.

3. Cloud based video surveillance opens markets in China

In China, the concept of the

cloud is becoming increasingly popular, especially as the telecom infrastructure matures. As network bandwidth improves and network product pricing declines, cloud based video surveillance solutions are drawing the attention of more suppliers. While a cloud based solution is not a compulsory choice, it does represent a great opportunity to leverage the massive demand for civil video surveillance. With more attention and an increasing customer base, IHS predicts that cloud based video surveillance solutions will be defined by the value created in the applications it offers to customers. With more than 1 billion potential users in China, getting the right mix of product and security features will be a successful combination.

4. Thermal cameras hit the commercial market

IHS forecasts that the video surveillance product market that will see the largest average selling price (ASP) decline during the next few years will be the un-cooled thermal camera market. While the number of un-cooled thermal camera units shipped to the commercial security industry suggests that the market has not yet been commoditised, increased competition, new products and new end-user markets will mean 2014 is a breakthrough year for the technology.

5. Panoramic cameras – providing the full picture

The big video surveillance camera category winner in 2014 will be 180/360 degree panoramic network cameras, with global unit shipments forecast to increase by more than 60 percent year-on-year, according to IHS. In par-

ticular, the cameras are predicted to gain market share in verticals such as retail, airports and casinos, where monitoring wide indoor areas is a key requirement of the video surveillance system.

6. Power over Ethernet: what's the story?

As the transition towards network video surveillance continues, increasing focus is being placed on the supporting network infrastructure, and a crucial element to this is power. Recent developments in power over Ethernet (PoE) standards and products make the technology a much more viable option for security managers. Looking forward, IHS expects that security camera manufacturers will expand and develop their portfolios of low-powered cameras to conform to the POE+ standard. Technologies that overcome the distance limitations of Ethernet and POE also will find general market acceptance.

7. Is it time for a different view on live video and mobile access?

Following the events of the school shooting in Sandy Hook 12 months ago, there has been renewed focus on the idea of facility security managers securely sharing live video footage with law enforcement in the event of an incident. The technology needed to provide this already exists, yet issues over ongoing cost – and more importantly, who pays for the system – have meant that market penetration has been limited. However, with costs dropping and a refocus on protection of assets of both the physical and human kind in the post-Sandy Hook era, 2014 could be the year where live streaming of video surveillance to law enforcement becomes the norm.

8. Video analytics market reaches a fork in the road

For some time now, video surveillance device vendors have been embedding low-end video analytics applications in their devices and offering them as “free”

features. A question has therefore been raised: Will there continue to be a market for video analytics, or will all applications simply be offered for free? As the market reaches this fork in the road, it's clear that vendors can no longer charge for basic algorithms. That said, in 2014, the market for video surveillance devices with chargeable VCA will remain a viable market in applications where the end-user needs advanced reliable analytics.

9. Security cameras to make some noise in 2014

More than 70 percent of network cameras shipped globally in 2013 had either unidirectional or multidirectional audio capability, according to a new analysis from IHS. However, the consensus from security systems integrators is that these capabilities are rarely used. Nonetheless, with increasing awareness of embedded audio analytics and even sound source localisation, market penetration could be about to rise. With much of the technology already available and the constant need to differentiate products and increase system efficiency, IHS predicts that the market will see greater emphasis on the audio capabilities of video surveillance systems in 2014.

10. Video surveillance vendors to enter new markets

Contrary to popular belief, the physical security market is not consolidating, at least not in the near future. However, video surveillance vendors are beginning to look at new markets as they invest the profits made from years of fast market growth. Following the announcements of new products from companies like Milestone Systems and Axis Communications and new services from Hikvision and Dahua during 2013, IHS expects this trend to continue into 2014 with more new product and service announcements from network focused security companies, as they seek to add new revenue streams to their portfolio. ■

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Video moves into perimeter security market

Englewood, Co (USA)

Video surveillance cameras and analytics continue to be pushed out toward the perimeter at a high rate and are becoming an integral part of electronic perimeter security solutions. According to a recent report published by IHS, the global market for intelligent devices in perimeter security applications is forecast to top \$200 million in 2013.

Historically, sensors have been the primary means of detection for perimeter security applications. In recent years, however, there has been a growing trend for cameras and analytics to be used in addition to sensors on a perimeter. The perimeter security industry has always been based on layers, so the addition of video only reinforces this ideology.

Only detection

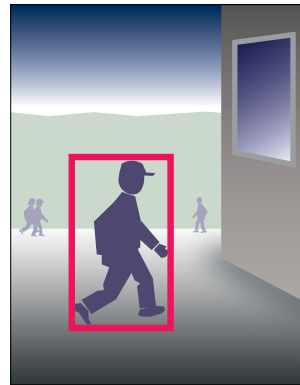
Video and especially video analytics has been the fastest growing portion of the perimeter security industry since before 2010. Prior to this time, perimeter security applications mostly offered detection without verification or identification. Perimeter security integra-

tion with video is proving to be a great enhancement in terms of efficiency and the reduction of false alarms.

Identification of intruders has become one of the most talked about trends in recent months for perimeter security. This trend is partly being driven by the demand to lower false alarms, lower costs and the ability to provide patrols and guards in the field with real time information on the location and status of an intruder. And now, end-users have several options for identification.

Slew-to-cue

Slew-to-cue functionality remains one of the most talked about trends and uses of video for perim-



According to a recent report published by IHS, the global market for intelligent devices in perimeter security applications is forecast to top \$200 million in 2013.

eter, especially when integrated with a ground surveillance radar. In its simplest form, video is integrated with a PIR for video motion detection. Lastly, video analytics has two main forms: embedded on a device (camera, NVR, DVR or encoder) or centrally located and server based. Which video analytics offering is more robust with the most functionally remains heavily debated

and is primarily dependent on the end-users' requirements.

Although analytics is poised to alter the perimeter detection market, the perimeter security industry will continue to use multiple layers and will not rely solely on video. Analytics has improved since its introduction to the market but false alarms continue to plague end-users and programming/ adjusting the analytics remains hands-on for the installer/integrator. Additionally, the environment plays a large role in the accuracy of the solution. Very crowded areas do not work well for analytics, while sterile areas with fewer crowds helps improve performance.

Overall, use of video has been limited in perimeter applications compared with sensors; however, this has begun to change with the degree of integration and reliance on identification. In the medium to long-term, video analytics may begin to displace more traditional sensors as a means not only to identify, but detect as well.

South African network market already surpasses analogue

Englewood, Co (USA)

"The size of South Africa's network video surveillance equipment market surpassed the analogue market for the first time in 2012" according to Josh Woodhouse, video surveillance analyst at IHS.

With a video surveillance equipment market size of approximately \$90 million South Africa is the largest country level market in Africa and amongst the most technologically mature. The data from IHS' recently published report on the African market for video surveillance equipment shows that in 2012 the transition from analogue to network equipment passed a milestone: for the first time, revenues from network equip-

ment surpassed those from analogue.

The market transition will continue with an increasing proportion of future revenues coming from network equipment. However, due to a combination of low economic growth, a weakening Rand and on-going labour disputes in key vertical markets for video surveillance, we remain conservative about the current growth prospects for the video surveillance market in South

Africa. Single digit growth is forecast for 2013 and 2014.

Analogue remains

There remains a high installed base of analogue equipment in South Africa. Analogue equipment still accounts for the majority of unit shipments and, unlike other regional markets in Europe or North America, shipments are forecast to grow. In certain vertical markets analogue equipment is likely to remain the technology of choice. The residential sector is one such example: analogue equipment offers a low-cost, easy-to-install solution and each year a high number of cameras

are installed by small security professionals covering homes in South Africa. It will be a challenge for network equipment vendors to convince these installers to switch to network video surveillance equipment. In installations where cost is the most significant factor, the higher price of network equipment still means analogue is often preferred.

The transition to network equipment in high value projects is having the most substantial effect on growth in the South African market. Revenues from analogue equipment are forecast to remain broadly flat.

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Global security product market worth \$23.4 billion

London, UK

The total value of world production of security products at factory gate prices in 2013 was \$23.4 billion. If one compares these figures with 2008, the world market has grown at a rate of around 4.5% over the last 5 years, which is very good given the poor economic trading conditions that have prevailed for much of that time, according to a new report from Memoori Research.

The two major drivers have been a 12% aggregate growth in video surveillance and higher levels of demand in Asia, which has increased its share to over 39% for all physical security systems. Growth has been much more modest in North America and Western Europe; currently the developed markets of Europe, Scandinavia and North America take some 47% of the value of the business, 2% down on last year.

Growing market

Memoori are forecasting a growth rate of 8% over the next 5 year period with the market reaching \$32.2 billion by 2017. This could be considered optimistic but there is an enormous latent demand waiting to be exploited in the emerging markets of the world.

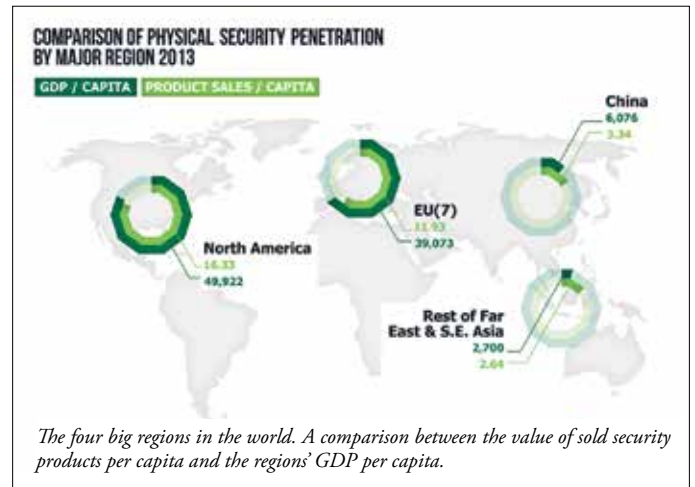
In Europe, public sector budgets will be trimmed to help pay off sovereign debt. This will result

in an almost certain decline in demand in the public sector across several EU countries. However the fast growing markets of Asia and other BRIC countries will continue to expand.

The security industry is in a much healthier state with a product portfolio that can deliver more attractive opportunities for clients to improve security and at the same time profit from it. The measure of penetration of security products in any country is an important factor to establish; because it sets a benchmark for the latent potential that is available. This has a major bearing on future growth. Diagram 1 shows four major regions in the world compared on a matrix of physical security products per capita against GDP per capita estimated for 2012.

China is hot

In China sales per capita was



\$3.34 in 2013 showing that the potential for future growth is significant. This market has forged ahead at the highest rates of growth recorded in our industry and its aggregate growth over the last five years has not slowed down. However despite the fact that its penetration has increased by almost 60% during this time it is still only one sixth of North America.

Cutting edge

Are major conglomerates losing interest in the security business? Well, most have made major acquisitions in their

other businesses and they are cash rich. Looking forward they are in a strong position to access the future growth most of which will come from Asia and the emerging markets but only if they can offer leading edge technology products.

Memoori believe that in the relative short term of the next two years they will need to take action either to acquire leading edge technology companies or sell their products business and concentrate on their systems business.

For more information about the report and ordering details: www.armedia.se, info@armedia.se, +46 (0) 8 556 306 80.

Physical security market to reach over \$85b in 2018

Dallas, Tx (USA)

A new market study from MarketsandMarkets reports that the global physical security market is expected to grow from \$55.59 billion in 2013 to \$85.51 billion in 2018, at a CAGR of 9.0% from 2013 to 2018.

In the Physical Security market, a wide range of products and services, such as video surveillance, access control, biometrics, remote management, technical support, security consulting, are included. Biometrics holds a major share in the products range. It is expected that the access control market will continue to grow at a higher pace. The physical security market will witness a good growth trend in developing economies. There will be a rise in demand for physical security solutions and services in these regions. With an increase in terror-

ist attacks and sabotages on critical infrastructure zones, the spending on physical security solutions and services will increase in the coming years. Besides, an increase in market acceptance for such solutions and services will be fuelling its growth. End users or consumers are not only looking for various devices, but they are increasingly interested in tailor made solutions and integrated packages.

Huge demand

The recent trends in the industry shows that the physical security



The global physical security market is expected to grow.

market is continually improving, and there is a huge demand for physical security solutions and services in almost every industry. The current services, such as remote management, security consulting, and technical support, are suitable for usage in almost every vertical. Some of the advanced products are next generation analytics and infinite storage devices. In the recent times, there has been con-

tinuous innovation in this market. Ubiquitous sensor, smarter devices, and cloud technology are some of the emerging technologies in the physical security market.

MarketsandMarkets is a global market research and consulting company based in the U.S that publishes strategically analysed market research reports and serves as a business intelligence partner to Fortune 500 companies across the world.



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Dahua ensures the safety at Italian motorsports park

Modena, Italy

Autodrome di Modena is a Motorsports Park located in a famous area called "Motor Valley" and it recently implemented a new safety and security surveillance system including technology from **Dahua**.

It is an amazing place for motorsports enthusiasts, not only offering facilities, high speed cars, but also professional instructors who come from the real race world to give driving training. The circuit length of the park reaches 2.7 Km. and the pit lane is with 21 boxes, new telemetric system and a well equipped paddock.

Both of the well-known

high risks of racing and its open outdoor environment increase the difficulty and complexity for Autodrome di Modena in terms of security. During the design phase, two requirements were on the table, one was for the sake of security control, and the other was offer checking on the racing of cars & motorbikes.

Meanwhile, the structure of the circuit was taken into account; the decision then was to install 24 network megapixel cameras in the most important positions around the track and also some speed domes in the open areas. The final decision for cameras



Autodrome di Modena.

to be applied included Dahua 2 megapixel full HD network cameras (IPC-HF3200) and speed dome cameras (SD6982A-HN), the storage device is the Dahua 128 Channel Super NVR.

With the Dahua VMS, this set of equipment safeguards the venue with superb image quality with every detail captured, along

with flexible and convenient management; most of all, the open architecture of this NVR makes it possible for further additions over the long term.

"This project application proves that Dahua's solutions can cater for customer requirements," said Pasquale Totaro, the CEO of Videotrend, Dahua's local distributor in Italy. "It is very important to offer affordability of the products proposed. In addition, customers always ask about warranty. At this point, the consolidation in partnership with Dahua allows us to achieve the goal and to stay ahead in the market."

Dallmeier technology monitors elite championship gambling

Turkish Republic, Northern Cyprus

The "World Poker Tour" at the Merit Crystal Cove Hotel & Casino in the Turkish Republic of Northern Cyprus was delivered recently, courtesy of a video system from **Dallmeier**. The backgammon tournament that was held almost concurrently in the Merit Park Hotel & Casino next door also featured **Dallmeier** technology.

The Merit Crystal Cove Hotel & Casino stands on a gorgeous bay not far from the town of Alsancak/Karavas in the Turkish Republic of Northern Cyprus. Almost all the rooms in this luxurious 5-star resort afford spectacular views of the Mediterranean Sea and the resort swimming pool. Those who like to mix their leisure with a dash of excitement will find just what they are looking for in the neighbouring casino. The



Merit Crystal Cove Hotel & Casino.

large number of gaming tables and slot machines provide plenty of gambling entertainment here.

A very special highlight was the "bwin World Poker Tour". With up to \$ 400,000 in winnings to play for every day, high drama was certain. In contrast, the casino's security staff were under no such pressure: the video system by Dallmeier, which has provided the necessary oversight at the casino for more than five years, delivered pin-sharp images and

reliable recording during the poker tournament as well.

"We have been using Dallmeier products at the Merit Crystal Cove for many years now", says *Malik Oguz*, Surveillance Manager of the Merit Casino. The video system was originally installed by local partner Ni-Ti Elektronik Güvenlik Sistemleri, and has been updated to reflect the state of the art regularly since then. "The equipment is totally reliable, and we are very satisfied with the service we receive from Dallmeier and Ni-Ti. In recent years, we have absolutely no problems with the system updates and expansions, which have been carried out regularly so that the video technology has grown in keeping with our requirements. That is important for safeguard-

ing our investment", declares *Malik Oguz*.

Meanwhile, the hotel next door, the Merit Park Hotel & Casino, was hosting a backgammon tournament at almost the same time. The "1st Merit Open International Backgammon Championship", offered prize money totalling € 15,000. Until that time, the Merit Park Hotel & Casino had not been equipped with a Dallmeier installation, but for this premium event, head of security *Malik Oguz* literally wanted to "leave nothing to chance". "The old system no longer satisfied our requirements, so we had Dallmeier IPS 2400 appliances and high resolution HD cameras installed especially for this backgammon tournament", explains *Malik Oguz*.

Messoa establishes presence in Russia

Messoa is expanding its marketing reach in Russia by attending two major security exhibitions, namely the All-over-IP in Moscow and the SFITEX in St. Petersburg, together with local partners in November.

The showcase of the highlighted Lite NVR and the full range of megapixel cameras allowed the local security professionals to become more familiar with the Messoa brand, along with other features and technology that Messoa has to offer.

One of the high spots during

the exhibitions for Messoa was the company's Lite Series Standalone NVRs featuring easy plug-and-play installation that are ideal for small-scale applications. According to Messoa, this type of 4 to 16-channel system is becoming increasingly popular in the local market and drove many visitors to enquire about the solution from Messoa.

Mini-sized IP cameras were also the focus of the show as more installations are turning to more discreet and adaptive products to match their surroundings. A series

of hand-sized network cameras were showcased on site, such as the NDR720 and the NCC800, in various types, resolution and capabilities successfully attracted visitors' attention to their sleek, compact profile along with comprehensive features. For those that were looking for professional outdoor applications, Messoa also introduced weatherproof network cameras, such as the NDR891PRO that can withstand extreme environments like Russia where it could drop down to as

low as -40 degree Celsius during winter times.

"Thanks to the group effort from our local partners, we are able to build our business presence in this vast market," said *Alex Lee*, Regional Sales Manager of Messoa. "The exposure at these two key shows allowed us to establish awareness of Messoa as a professional brand while showcasing a complete range of reliable, performance-enhanced products from high end to entry level for diverse applications."



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High Definition Composite Video Interface (HDCVI) is an eye-catching technology breakthrough in the industry, providing a new HD solution on the market besides IP and HD-SDI. HDCVI is an optimal solution for megapixel high definition application, featuring non-latent long-distance transmission at lower cost.

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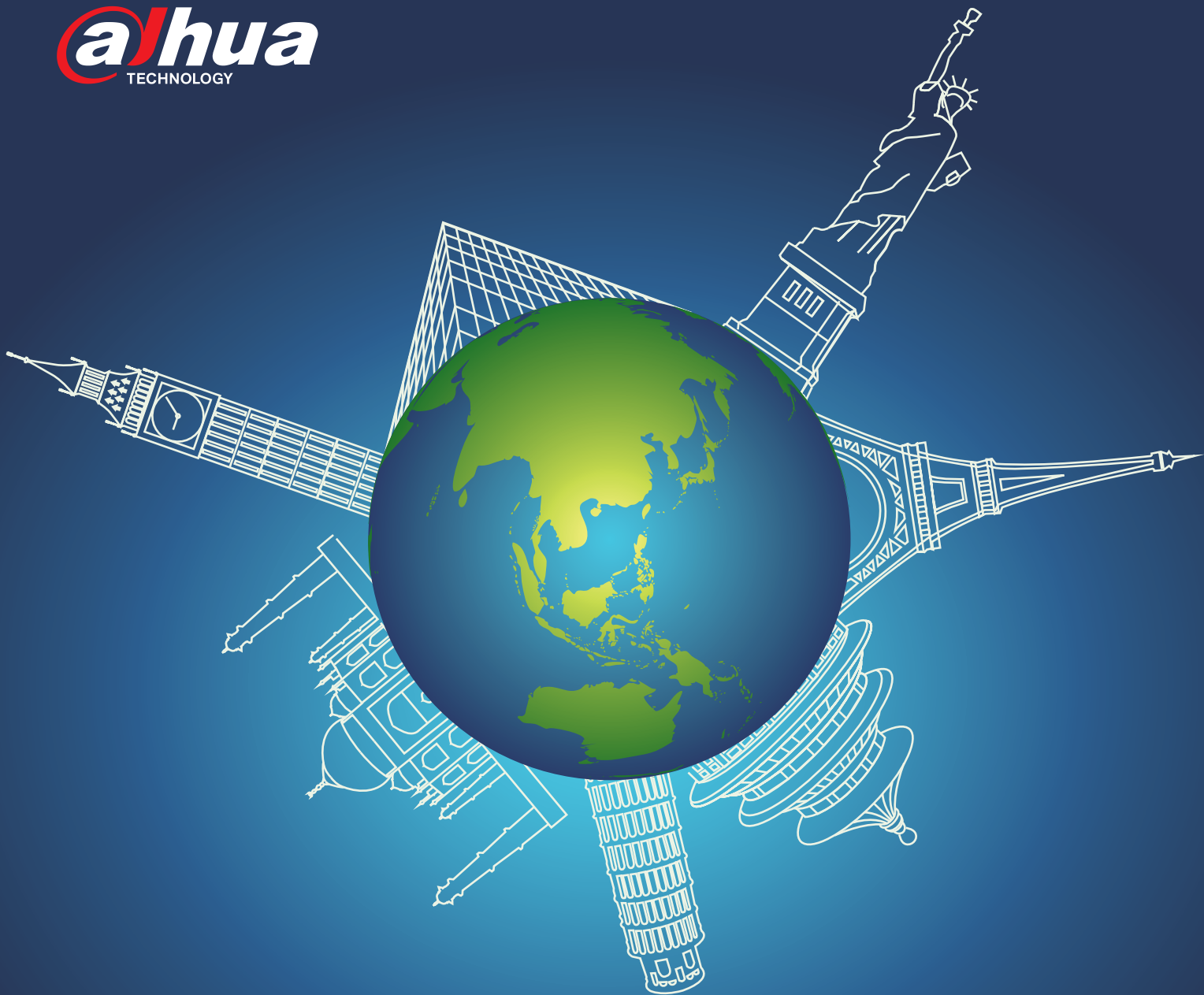
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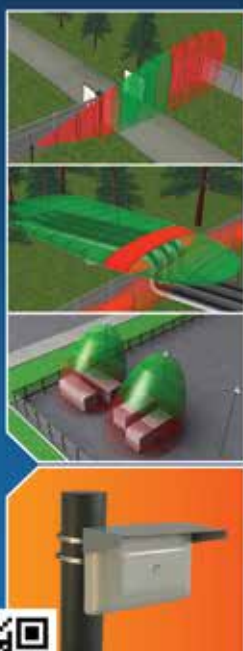
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BUSINESS PEOPLE



Matthew McCoy.

Arecont appoints new director

Los Angeles, Ca (USA)

Arecont Vision has appointed **Matthew McCoy** as the Company's new Director of Strategic Accounts. Mr. McCoy is a 25+ year veteran in the security industry, where he has developed and refined his skills with companies such as ADT/Tyco, Convergent and most recently with Avigilon.

"Matt has been a pioneer in identifying and aligning clients' emerging technology needs with products and services," said Carole Dougan, Vice President of North America Sales, Arecont Vision. "His expertise in this area will be a great asset both to our customers and to Arecont Vision as we intensify our focus on raising the standard of IP video surveillance with megapixel camera technology."

As Director of Strategic Accounts, Mr. McCoy will be responsible for driving sales at Arecont Vision's select national systems integrators. The company believes that his strong relationship building skills and ability to plan and conduct sales initiatives will help him to take advantage of opportunities and to expand sales of the company's industry leading megapixel camera technology.

Hikvision helps with extensive London CCTV solution

London, UK

It is not commonly known that the **London Borough of Hammersmith and Fulham** in West London probably has the largest "town centre" CCTV scheme in Britain.

This Hammersmith Town Hall project represents a blending of public and commercial CCTV systems that ultimately compose a very large and thorough CCTV system; one that covers public space areas and public space partners to represent the entire civic community.

"Public space partners can be defined as private companies that have a vested interest in the well-being of the community and the CCTV system that protects it," explained **John Baldwin**, Managing Director at Chroma Vision Limited, the System Integrator of this project. "For example, the Chelsea Football Club is part of this CCTV solution, so public administrators are able to view Chelsea F.C.'s cameras."

In fact, the London Borough of Hammersmith and Fulham's current CCTV system is the culmination of gradual improvement. Roughly 10 years ago, Hammer-



smith and Fulham began switching out existing VCR units to new DVR models. However, the council's first attempt did not go as smoothly as it would have liked. Two years after the initial DVR units were installed, a change was in order.

"Initially, the council in charge of this transition chose a different manufacturer, and **Hikvision** was chosen on this occasion because a robust DVR manufacturer was required to supply a networked DVR solution capable of recording all of the councils existing CCTV cameras as well as providing 100% expansion capacity. The recorders had to record high quality 4CIF images at a minimum of 12fps and allow the client to install their own hard drives and be license free at the point of review," related Mr. Baldwin.

Specifically, Hikvision's DS-9116HFI-ST standalone DVR

was chosen for this job. For this specific solution, aforementioned features such as 4CIF resolution real-time recording and excellent HD storage capacity were integral towards the overall success of this project; but interestingly, it was not only physical requirements such as these that sold Hammersmith and Fulham - it was also Hikvision's product support. This support brought confidence, and it enabled both Hammersmith and Fulham officials to build a growing, and mutually beneficial, relationship with Chroma Vision Limited.

And from this growing relationship, Hikvision's iVMS-4200 Video Management Software was also introduced. This software acts as the backbone of this overall solution. iVMS-4200 VMS works as a common platform for the DVRs and other hardware (such as cameras) that connect the police department, managers, and other administrators to the overall network. This software allows all of these individuals - set in various locations throughout West London - to use PCs to access the system.

Geovision solution improves crime prevention in RSA

Johannesburg, South Africa

The LPR solution was researched and deployed by **Geovision SA**, Geovision's local partner in South Africa, together in partnership with ADT, for the purpose of "One-Step-Ahead" crime prevention. The solution is now deployed in a number of Pretoria suburbs, and recently also in greater Linden in Johannesburg, South Africa.

Criminals are becoming more and more sophisticated and crime prevention is the ultimate goal for every technology developed within the security industry. This has become a reality with the latest DSP-LPR deployment in the grater Linden area in Johannesburg, South Africa. In this area, GV-DSP-LPR and LPR cameras are installed on street poles at all strategic entry points to monitor and record all license plates entering the community.

The LPR system is linked to

a national database of suspicious or stolen vehicles, as well as to a dedicated Community Control Room (CCR) specifically tailored to monitor the new LPR system. The CCR monitors 24-hours a day and additional support is provided by the South Africa Police Services (SAPS), Metro Police and volunteer community members. With this infrastructure, SAPS is able to validate plate data against various databases, and be proactive and responsive to vehicles in question.

Geovision DSP-LPR makes the infrastructure possible by transmitting only the recognition results instead of constant streaming through 3G network. By improving the transmission method it keeps costs down even when multiple DSP-LPRs are simultaneously working 24/7 transmitting data for validation.



The LPR network has already assisted with the arrest of criminals in the area. The data kept in CCR will also be used to improve other traffic related concerns, such as traffic control management. The LPR solution is reliable and runs by itself with very little intervention by an operator once installed. The solution will eventually be implemented in more communities around the country to help crime prevention.



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Zebra acquires Hart for \$94M

Lincolnshire, IL (USA)

Zebra Technologies Corporation has acquired **Hart Systems**, a leading provider of cloud-based physical inventory management solutions, for approximately \$94 million in cash, subject to applicable post-closing adjustments.

The seller, Topspin Partners LBO, is a Long Island, NY-based private equity firm focused on the lower-middle market. The acquisition strengthens Zebra's leadership position in serving the retail industry with a broad portfolio of innovative offerings, including software and hardware solutions for inventory management and pricing, mobile point-of-sale and a broad set of applications for personalized customer engagement to

deliver unique customer insights and efficient retail operations.

The transaction is expected to be immediately accretive to Zebra's earnings.

"As the recognised leader in self-managed inventory solutions, Hart gives retailers better tools to optimise in-store inventories in an environment of increasingly complex global supply chains," stated *Anders Gustafsson*, Zebra's chief executive officer. "It is an excellent strategic fit for Zebra. Hart's solutions add high-value software and data analytics capabilities to Zebra, and increase our presence within the Internet of Things ecosystem. The business expands the portfolio of products,

solutions and services Zebra provides to current customers, and gives us important relationships with new ones."

Headquartered in Hauppauge, NY, Hart Systems provides solutions that enable retailers to conduct self-directed in-store inventory operations. The company's innovative cloud-based Software-as-a-Service solutions deliver significant cost savings, improved accuracy, greater control, and real-time web-based data analytics over competing methods of physical inventory management. Hart's solutions incorporate mobile computing terminals from leading automatic identification companies and provide

a proven return on investment. Hart System's customers include leaders in a broad range of retail segments including apparel, grocery, consumer electronics, convenience and automotive.

"We are thrilled to be entering into an exciting new era with Zebra Technologies," stated *Edward Tonkon*, Hart's chief executive officer. "From the outset of our involvement with Zebra, we recognised several opportunities to create value for our customers. Being part of Zebra Technologies will enable us to accelerate the realisation of our long-term growth opportunities through building on Zebra's industry-leading solutions and global reach."

ACT acquired Sicura Systems

Dublin, Ireland

Sicura Systems has undergone a management buyout in conjunction with **Access Control Technology (ACT)**, the Dublin based manufacturer of access control products. This follows the demise of Sicura Systems' parent company, Vital Services Group.

Founded in 2005, Sicura Systems has developed a niche reputation for supplying mission critical security systems to an impressive portfolio of customers, including Formula 1, Network

Rail, tunnel operators, and more. Furthermore, the launch of its own hardware and software products, including network video recorder ViquestT and the Digi range of software, has seen the company establish a global network of distribution partners.

Vincenzo Roberti, Managing Director of Sicura Systems commented "We are delighted and relieved that we managed to put in place a new ownership structure so quickly following the

demise of our parent company. This has minimised disruption to our operations and customer base. We chose to partner with ACT due to the complementary nature of our product portfolio and because we were already successfully collaborating with them on a cloud based product."

Formed in the mid 1990s, ACT has enjoyed rapid growth and has expanded from its core access control and door technology business into new divisions

such as ACTcloud, ACTenterprise and ACTpro eLock. *Shay Moran*, Executive Chairman of ACT commented "We are excited to be formalising our partnership with Sicura Systems and having a UK base in our largest market. Like us, they have a strong focus on R&D and we are looking forward to our development teams jointly working together to conceive and develop game changing technology that will revolutionise the security industry."

Raytec helps with anti-terrorism op

Ashington, Northumberland (UK)

A UK military site has chosen **Raytec Vario White-Light LED illuminators** as part of a high security, anti-terrorism operation, concerning 24/7 vehicle inspection.

To maintain the highest level of security at all times the military site must inspect all vehicles entering and leaving the site. Security staff are required to check all vehicles within a gated compound area for foreign objects and improvised explosive devices (IEDs).

However, when inspecting vehicles at night, the compound required additional illumination, both under and around the vehicles. Security planners for the site specified that the chosen lighting must be installed at ground level, delivering a minimum of 100 lux along the centre line of the road,

and also be energy and cost efficient. Planners explored multiple lighting solutions none of which could provide the combination of high light levels, energy efficiency and military grade durability.

Babcock International Group, an engineering support services company were consulted to help find a suitable product. "Having dealt with Raytec on another project I was confident that they could provide a solution to our problem" comments *Christopher MacFarlane*, Senior Electrical Engineer at Babcock.

Raytec's lighting design team specialises in designing detailed lighting schemes for individual and bespoke customer requirements. They produced a unique design that met the 100 lux



requirement using Vario w8 white-light illuminators. Crucially all Raytec LED illuminators have an extremely low power consumption, offer a long 10 year life and require zero maintenance.

This has allowed the site to forecast significant energy and running cost savings as a result of using Raytec LED lighting over old energy hungry technology such as halogen lighting. The savings for this project are estimated

at around £5.7K in the first year and in excess of £57K over the lifetime of the installation.

All stakeholders were very impressed with the light output of the Vario fittings. The crystal clear, even white-light illumination is currently allowing security staff to effectively inspect vehicles entering the compound at all times, especially at night; all whilst keeping costs to an absolute minimum.

Christopher MacFarlane comments further on the design and installation process, "For any subsequent LED lighting projects I wouldn't hesitate to consult with the team at Raytec. They have an excellent knowledge of their products and LED lighting technology".

Kentima Ensures Safety at the Emporia Shopping Centre



IN BRIEF

Emporia covers an area of 93,000 m², making it one of Scandinavia's largest shopping centres.

Approximately 130 cameras are connected to Ethiris®, which monitors the shopping centre around the clock.

Ethiris® has several smart search functions that make it easy to find video material related to a specific incident.

The grand shopping centre in Hyllie was completed at the end of 2012. Emporia is perfectly situated in the southwestern part of Malmö, close to the Malmö Arena and the City Tunnel station. For one of Scandinavia's largest shopping centres with an area of approximately 93,000 m², it was crucial that the video surveillance system should be user-friendly and effective, maintaining highest quality. Kentima's Ethiris® Video Management Software was selected to fulfill these requirements.

Ethiris is a powerful software application for video surveillance that monitors the shopping centre using about 130 cameras. Ethiris is primarily intended as an aid in the event of an evacuation situation. Using Ethiris, personnel can quickly monitor emergency exits for example, to ensure that everyone has safely left the building.

One of Ethiris' most-valued functions is the easy-to-use search function. The emphasis has always been on it being a user-friendly surveillance system and that there should be smart search functions to quickly find video material related to a specific incident.

"User-friendliness and quality were important factors in the choice of surveillance system," says Roger Olsson, Property Manager, Steen & Ström Sweden AB.

The operators are very satisfied with Ethiris and perceive the system as user-friendly and that the functionality has been adapted to suit their everyday duties. The surveillance system has several fast and advanced search functions that save time for the operators.

For video surveillance of the shopping centre, it is important with good image quality. It is not enough to have high resolution cameras if the surveillance system is incapable of fully utilising the quality of the cameras. Ethiris can handle all available resolutions produced by the cameras.

"Ethiris' scalability made it easy to adapt the functionality to Emporia's needs," says Magnus Leonardsson, Project Manager, Skanska Installation AB.

Skanska Installation, which performed the installation at Emporia, is also very pleased with Kentima's surveillance system. Ethiris is fast, recorded material is quickly loaded and the capability to simultaneously attain an overview with many cameras are just some of the reasons why Skanska Installation recommends and chooses Ethiris.



BUSINESS PEOPLE



Jong Wan Lim.

Samsung Techwin appoints new Managing Director

Weybridge, Surrey (UK)

Mr Jong Wan Lim has been appointed Managing Director of the professional security division of **Samsung Techwin Europe Ltd.**

Prior to his appointment, Mr Jong Wan Lim has worked for the Samsung Group for 26 years as a Project director in new business and head of overseas countries. Mr Jong Wan Lim also led the Samsung Techwin DACH, CIS and East European team.

"2014 will be a very exciting year for Samsung Techwin in Europe, Russia and CIS and I am very pleased to have the opportunity to lead a highly professional team who share my enthusiasm for providing customers with the best possible pre and post sales support, as well as 'best in class' video surveillance solutions," said Mr Jong Wan Lim.

"The sales of the IP Network based solutions have already exceeded the sales of the traditional analogue products and with the help of our WisenetIII IP network full HD range we have seen a dramatic increase in our own IP network sales, which has proved to be extremely popular with installers and system integrators. I am confident that we will be able to grow our market share during 2014 and beyond."

Avigilon acquires VideoIQ for US\$32 million

Vancouver, Canada

Avigilon Corporation, has signed a definitive agreement to acquire the video analytics company **VideoIQ, Inc.** VideoIQ for cash consideration of US\$32 million. The transaction is expected to close in early January 2014.

Founded in 2006, VideoIQ has grown to become a big player in real-time intelligent video analytics solutions for security and business intelligence applications. VideoIQ has a developed portfolio of video analytics intellectual property, with 23 patents granted or pending, trade secrets and know-how. Headquartered in Billerica, MA, its highly skilled and experienced workforce will extend Avigilon's growing team. VideoIQ's proprietary technology includes live detection, event verification and instant notification, and self-learning capabilities.

"VideoIQ's analytics solution complements Avigilon's innovative line of products," said *Alexander Fernandes*, president and CEO of Avigilon. "The acquisition will give us sophisticated, commercially proven analytics technology supported by one of the leading analytics development teams in the industry. VideoIQ is transforming the future of intelligent surveillance and I am pleased to welcome the team to Avigilon."

VideoIQ has approximately 30 employees and a diversified, blue-chip customer base in multiple industries.

"We believe there is an opportunity to increase the sales of both VideoIQ and Avigilon surveillance systems in the near term by bringing VideoIQ's existing products into our established global distribution channels," Mr. Fernandes



Alexander Fernandes, president and CEO of Avigilon.

added. "Over time, as we integrate VideoIQ's technology into the Avigilon system, we will expand our end-to-end high-definition surveillance solutions to include robust analytics capabilities, giving end users the ability to prevent crime proactively and more effectively analyze large amounts of data."

GMP Securities LP acted as the exclusive financial advisor to Avigilon on the transaction, and Raymond James & Associates, Inc. acted as the exclusive financial advisor to VideoIQ on the transaction.

New Tyco – Alarm.com global partnership strategy

Ontario, Canada

Tyco Security Products, part of Tyco is entering into a new global partnership with **Alarm.com**.

Alarm.com is a leading technology provider for connected home services powering well over 1 million households. With highly customised services that include interactive security, video monitoring, energy management and home automation, the companies believe that Alarm.com's technology perfectly complements Tyco Security Products' expertise in Interactive hardware solutions.

Alarm.com will be available in early 2014 on DSC's Impassa series followed by select other hybrid systems for global markets later in the year. The partnership includes a close engineering collaboration to ensure the full range of current and future Alarm.com services are supported providing a leading, future-proof platform to dealers globally.

"We look for the best-of-breed technology partners, and pairing Alarm.com's interactive service

with Tyco Security Product's hardware creates a highly attractive package," says Alarm.com's Senior Vice President of Marketing Jay Kenny. "This gives our international dealers the best set of options to bring to property owners and delivers a great experience for the customer."

Tim Myers, Product Line Director - Intrusion, for Tyco Security Products, states "we are very excited about the new opportunities and features that our partnership with Alarm.com will bring to Tyco Security Products and our global customers. With proven service delivery in the security and connected home space, Alarm.com supports our current and future product portfolio. Our partnerships with Interactive service providers in 2014 will give customers both the service and the product choice they have been looking for. We are committed to continue giving our customers top notch solutions for all their business opportunities."

Aligned with Tyco Security Products' multiple-partner strategy for Interactive solutions, the partnership with Alarm.com is a further testament to Tyco Security Products' commitment as a significant player in the global interactive space. Tyco Security Products' role as a global industry leader in the development of security solutions, paired with the strengths of interactive security services offered by high-calibre partner brands such as Alarm.com, enhance Tyco Security Products' footprint in the interactive security and connected home space, ensuring customers with additional revenue opportunities and enhanced service standards.

As a whole this philosophy has been designed for customers to continue to greatly benefit from this new, multiple-partner strategy, as Tyco Security Products continues to identify, build on and leverage synergies between global partner businesses.



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Intelligent digital locking cylinder from Simonsvoss

Unterfoehrung, Germany

Digital locking cylinder 3061 can detect various situations using **Simonsvoss** door monitoring and report them to a main control centre, where individual status messages for each door are displayed on the event agent and can be re-set when required.

Is the door open or closed? Has it been locked just once or is it double-locked? Is someone trying to break in through the door? Digital locking cylinder 3061 can detect the answer to all these questions. Probably the smallest integrated door monitoring system



Digital locking cylinder 3061.

in the world, this door monitoring cylinder is installed within three minutes with no need to drill a single hole and without affecting door certification. Just fifteen more minutes and the complete system is ready for operation.

Three Simonsvoss technical innovations interact in this

highly integrated door monitoring system: the intelligent fastening screw, the cam sensor and the monitoring logic. Designed to hold the profile cylinder securely in the lock case, the fastening screw is equipped with an intelligent system which can detect whether the door is open or closed or if an authorised person is trying to open the door at any time. The cam sensor detects the position of the dead bolt and whether it has been double-locked or just locked just once.

Digital locking cylinder 3061

door monitoring notifies the main control centre of the door status at all times by radio. To do so, it uses Simonsvoss Wavenet radio technology and intelligent G2 protocol functions. The event agent in the Simonsvoss software displays status messages and also allows you to filter or re-set messages or take action where required. If the network should crash, no damage is caused. Any information already received is not lost from the cylinder's access list.

swh

Hikvision launches 960H smart PTZ dome cameras

Hangzhou, China

Hikvision recently introduced two smart analogue PTZ domes (the DS-2AF7268 and DS-2AF7264, respectively) which both incorporate a 960H image sensor to capture superior images with a horizontal resolution of 700TVL.

This 960H image sensor presents a leap in current analogue surveillance performance and provides a 36% resolution improvement when compared to 4CIF. Utilising these PTZ domes with Hikvision 960H embedded DVRs allows users to experience highly-detailed images and also provides insurance against security risks such as theft and burglary.

These two PTZ domes provide enhanced IR illuminators and are designed to offer up-to 150m clear visibility in low or zero lighting

conditions. Digital WDR and 3D DNR are also supported to improve image sharpness, and provide a more accurate colour reproduction in variable lighting environments.

Engineered with a smart tracking function, both domes are able to detect a moving object and track it within the camera's area of coverage without fault. Moreover, this smart tracking technology ensures the target always stays centered in the middle of the picture during tracking. This greatly increases the effectiveness of a video surveillance system, and is especially apt in locations where the presence of people or vehicles requires special attention (such as parking lots, streets, residential communities, schools, etc.).

Of special note, Hikvision's



Hikvision 960H smart PTZ dome camera.

dome housing can be ordered with a wiper to automatically clean the lens when exposed to rain, snow, or dusty environments. As such, image clarity is ensured, while maintenance costs are minimized based on the elimination of onsite cleaning.

Both PTZ domes provide a maximum pan speed of 160°/s and a maximum tilt speed of 120°/s. The DS-2AF7268 offers a 36x optical zoom, while the DS-2AF7264 offers a 23x to

efficiently zoom onto objects of interest. Additionally, a maximum of 256 camera target preset points can be programmed for surveillance, while users can also define 8 automatic patrols and up-to 32 presets per patrol.

Rounding out this benefit portfolio, Hikvision also offers another two 5" Smart PTZ dome cameras: the DS-2AF5268 and DS-2AF5264. While these two models do not support IR capability or a wiper function, they do offer a much faster pan/tilt speed (the DS-2AF5268 features a 540°/s pan preset speed and the DS-2AF5264 features a 400°/s tilt preset speed). Both models are excellent options in a solution requiring PTZ functionality.

swh

Assa Abloy Aperio wireless control for glass doors

London, UK

Glass doors in a business or commercial setting can now benefit from *Aperio* wireless security with this latest addition to the **Assa Abloy** portfolio.

Stylish, contemporary glass is notoriously difficult to fit with wired access control. An extension to the Assa Abloy Aperio range allows security



managers to equip meeting rooms, frosted office doors, and

other interior glass with the latest in integrated access control, without spoiling building aesthetics.

A new, easy-to-install plate allows glass doors to be fitted with an Aperio Euro-profile escutcheon. The glass door is then integrated into the building's wireless access system,

and works with multiple RFID technologies.

Aperio is already fully compatible with Assa Abloy's glass architecture solutions. Wireless cylinders and multiple locksets can be fitted to interior glass in a number of styles, via the glass catalogue web site.

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■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 42

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Dahua launches eco-savvy 2MP mini speed dome

Hangzhou, China

Dahua has introduced a new eco-savvy 2 megapixel full-HD 12x network mini speed dome series (*SD40/42/42C212S-HN*), maintaining the eco-savvy three “lows” functionalities and also providing impressive surveillance effects.

As mentioned, this mini speed dome series enjoys the three “lows” – low streaming, low consumption and ultra low-lux as it is based on the Ambarella platform. According to Dahua, from the test report, one can notice that the bit rate is less than 4Mb/s during encoding@1080p, and less than 2Mb/s@720p; meanwhile, its frame rate is up to 60fps@720p,

making it easier to spot every move and detail of the object in high-speed motions. In addition, compared with previous camera generations, each camera from the new platform can save over 50kW/h energy annually.

The mini speed dome series employs an in-house block camera, which is of an all-in-one design, having video, audio, alarm, network and SD card interfaces embedded as a whole. In addition, this mini speed dome series is of stronger colour reproduction capability, which is even closer to the original; and as for the night vision effect, the company uses the



Dahua SD40/42/42C212S-HN mini speed domes series.

word “revolutionary” as the image is engineered to be quite clear and sharp with less noise, no matter whether it is in colour or the B/W mode.

The mini speed dome series supports 12x optical zoom, its viewing angle ranges from 4.64 degrees to 51.3 degrees, managing to cover wider domains under surveillance. In addition the Smart eye achieves instant focus

with zero latency, enabling quick responding and an improved intelligence function. The dome series also supports max 300°/s pan speed and PoE+ (IEEE 802.3at) and conforms to the ONVIF protocol.

Dahua SD40/42/42C212S-HN mini speed domes series is designed to be suitable for applications such as stations, airports, malls, hotels, boutiques etc. The series provides various installations options, such as wall-, pendant-, ceiling- as well as in-ceiling-mounting depending on actual needs.

swh

Raytec prepares for winter with lighting survival kit

Ashington, Northumberland (UK)

With the dark nights upon us, **Raytec** are offering an innovative lighting survival kit to ensure that all CCTV systems are fit for the winter.

The lighting survival kit is designed to help security professionals achieve better images at night and save energy and money, at a time of year when lighting is on for longer, when more crime occurs during darkness, and when cameras are most vulnerable.

The free lighting survival kit



consists of two services to get security systems through the dark nights. Firstly there is the lighting design service and then the energy and cost saving report service.

With the lighting design service Raytec's team of expert light-

ing designers can help to design a lighting system that guarantees excellent images during the hours of darkness and is tailored to individual requirements. Raytec offer both 2D and 3D lighting design plans highlighting the best possible lighting positions, number of fittings and detailed lighting levels.

Along with the lighting design, the energy and cost saving report service provides information on the efficiency of a lighting system. Bad lighting accounts for

a surprisingly large proportion of electricity use – as much as 40% for many organisations. The reports detail the return on investment and the energy and cost savings to be made over 1, 5 and 10 years, by switching to Raytec LED illuminators compared to a traditional lighting solution.

Raytec is urging clients to take advantage of the lighting survival kit to ensure that their CCTV systems are fit for the winter.

swh

Axis upgrades top end portfolio with 9 new PTZ cameras

Lund, Sweden

The top-of-the-line **Axis Q60 PTZ** dome network camera series now includes nine new robust, high-speed pan/tilt/zoom cameras for wide area surveillance in indoor, outdoor and desert environments.

The cameras, with up to HDTV 1080p resolution and high optical zoom, have improved image quality, light sensitivity and enhanced capacity for intelligent video. They are ideal for use in city and perimeter surveillance, airports, train stations, harbours, along pipelines, construction and manufacturing sites, and stadiums.

The new cameras include the Axis Q6042/-E/-C with extended D1 resolution and 36x optical zoom, the Axis Q6044/-E/-C with

HDTV 720p and 30x optical zoom, and the Axis Q6045/-E/-C with HDTV 1080p and 20x optical zoom.

Axis Q6044/-E/-C PTZ domes have 30x optical zoom, compared with 18x in previous HDTV 720p models. In addition, their light sensitivity is nearly three times better than the industry norm for HDTV cameras. They also support electronic image stabilisation, which reduces the effects of camera vibrations (from wind or traffic) to provide clearer, more useful video. In addition, they support automatic defog, which automatically detects fog in the scene and digitally filters it out of view for clearer video.



Axis Q60 PTZ dome network camera series.

Axis Q6045/-E/-C PTZ domes also have better light sensitivity than its Axis Q6035/-E/-C predecessors. Furthermore, they have additional built-in video analytics such as highlight compensation (which masks bright lights for ease of viewing), object removed, fence detector, object counter and enter/exit detection.

The new Axis Q60 cameras are equipped with a powerful

CPU (central processing unit) and co-processor. They enable better image quality, with lower noise, higher light sensitivity for sharper images and more efficient video compression with H.264 Main Profile. They also provide improved support for simultaneous streaming of multiple, individually optimised video streams, providing video management systems with increased flexibility and manageable network and storage use. In addition, there is more processing power and capacity for intelligent video applications, which are helpful in alerting and enabling operators to act on potential and actual alarm situations.

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■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 42

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

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Everfocus releases 8Ch plug and play embedded NVR

Taipei, Taiwan

Everfocus Electronics Corporation is releasing its latest 8Ch 1080P 240FPS plug and play NVR, *ENVR8304D* 8ch, along with their latest 'eZ.IP' solution.

The new Everfocus 'eZ.IP' Solution allows users to enjoy the plug-and-play operation experience without any hassle with set up. Designed with users in mind, the friendly functions of the ENVR8304D plug-and-play embedded NVR allows users to access their images without IP backgrounds. Users can access the video images from anywhere on the go with their portable devices and smart phones, keeping surveillance available the whole time. A responsive design function resizes



ENVR8304D.

the operating frame automatically according to your monitor. This solution targets small-scale installations such as homes and small medium businesses.

The ENVR8304D plug-and-play embedded NVR supports up-to 8 independent PoE network interfaces and auto-discovers the connected IP camera. Without any complex IP configuration, the NVR is designed for simple installation. The H.264 compression technology provides efficient disk utilisation and network bandwidth

conservation, at the same time, it delivers clear images and provides high quality recording. The separated PoE smart switch extends the distance between cameras and NVR to 100 metres or more, and enables small medium businesses to have more flexibility during installation.

With true plug-and-play setup and real-time local display up in to full HD resolution, the Linux-embedded solution works just like a DVR but without the need for those complicated network settings that might otherwise be required with conventional NVR systems. Featuring a standalone network video recorder up to 8 channels, along with a series of

NVRs and their megapixel camera line, the Everfocus 'eZ.IP' Solution offers a complete system kit that can be easily installed in a matter of minutes.

There is no need to purchase extra computers or software to operate the system. When paired with the powerful Everfocus Powervideo Plus CMS, the ENVR8304D can be used in complex multi-site installations with centralised management. The ENVR8304D is also fully supported by the Everfocus Mobilefocus remote viewer on IOS and Android devices, which can extend video surveillance from fixed locations to several remote locations.



Six new Vivotek network cameras with superior processing

Taipei, Taiwan

Vivotek is launching six new network cameras, the *IP8364-C*, *IP8337H-C*, *FD8164*, *FD8164V*, *FD8137H*, and *FD8137HV*. These cameras are designed with strong image processing capabilities for securing extremely high image quality.

The IP8364-C and IP8337H-C are two bullet-style network cameras designed for diverse outdoor applications. Both cameras are encased in IP66-rated weather-proof housing that is resistant to rain and dust. In order to strengthen the robustness of the camera, the mounting bracket includes cable management, designed specifically for protecting the cable within

the bracket. Featuring a removable IR-cut filter as well as IR illuminators effective up to 20m, both cameras are able to adapt to constantly changing outdoor lighting conditions and provide superior image quality around the clock. In addition, IP8337H-C comes especially equipped with WDR Pro technology, enabling unparalleled visibility in high contrast environments.

The FD8164, FD8164V, FD8137H, and FD8137HV are fixed dome network cameras that are designed for indoor applications. These four new fixed dome network cameras are all equipped with 3D noise reduction technol-



ogy, a feature that helps reduce bandwidth from sensor noise while capturing clear and polished video under low-light conditions. In addition, the removable IR-cut filter and improved IR illuminators, effective up to 15m, are also featured for excellent image quality in spite of challenging lighting conditions.

Steve Ma, Executive VP at Vivotek, indicated, "With the maturity of sensor technology,

megapixel resolution has become the basic specification of network cameras. However, high resolution does not stand for image usability. When it comes to accidents, only usable images can support clear object identification. At Vivotek we have sophisticated R&D capability, we are strongly dedicated to optimising image quality and high resolution development. With the removable IR-cut filter, improved IR illuminators, WDR Pro technology, and 3D noise reduction, our new line of cameras is the ideal option for users wanting the best image quality."



Siemens enhances Sipass integrated access system

Zug, Switzerland

The most recent update to the *Sipass* integrated access control system, version 2.65, from **Siemens** allows you to configure multiple access authorisations for card holders and work groups as well as for reservation objects.

An unlimited number of access authorisations to each card holder, either permanently or temporarily using fixed start and end times can be assigned. The authorisations can be combined as needed. If you modify the access rights of a work

group, the changes apply to all card holders in the group.

Sipass integrated 2.65 supports current operating systems such as Windows 8, Windows Server 2012 and Microsoft SQL Server 2012 and offers interactive reporting functions.

Reservation objects such as conference rooms, seminar rooms at universities or tennis courts at sports facilities, can be defined as a collection of access components. Making a reservation is easy: Users



access a calendar-like interface via the web to quickly view the availability of the components, for example all conference rooms at a site, and then book or edit them.

The user interface for card management is customisable. To

increase efficiency and ease of use, the display can be streamlined so that only regularly used functions are shown. If needed, card management and reservations can be handled through a third-party system, for instance an HR system, connected to Sipass integrated via application programming interfaces (API). External hardware, such as digital video recorders, can be controlled via a DVR API. Robust security features protect access via the web client.

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 42

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



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Etherwan PoE switches with DDM support

Taipei, Taiwan

Etherwan, a specialist in supplying Ethernet connectivity for applications in various markets, has recently launched their latest switch technology, called 'Digital Diagnostics Monitoring (DDM)' or 'Digital Optical Monitoring (DOM)', to easily troubleshoot fibre optic connectivity issues.

Distributed networks, such as traffic signal networks or highway management networks present a special challenge because the location of Ethernet switches are sometimes miles apart from each other and miles from the central control centre. The fibre optic cable plant is vulnerable to disconnections and damage from various sources. If the wrong type of fibre



and/or mis-connection happens, the patch panels and patch cables then are spliced and can become faulty and there

is always the possibility of a new dig simply cutting through the fibre optic cable.

Ethernet networks are the transport mechanism for Internet Protocol (IP) communications. Although Ethernet has been around since 1973 when the original concept was tested at Xerox's Palo Alto Labs, it has just in the last few years become viable in control system applications and even more recently in CCTV applications. The invention and development of better switching technology

has made Ethernet networks more applicable to control system networks, such as traffic and transportation systems.

Etherwan has enhanced Ethernet switches by adding a Digital Diagnostics & Monitoring function to the fibre optic ports of the switch. This function allows a user to measure optical parameters at a specific switch and determine performance levels of not only the switch but the optical fiber plant as well. This is an indispensable tool when used to trouble shoot fibre optic cable plant anomalies from the comfort of the management centre, rather than rolling a truck to various cabinets.

Using the recently released

DDM/DOM from Etherwan a user can use the Ethernet switch management functions to trouble shoot fiber optic connectivity issues. The DDM/DOM subsystem is available through the switch management screens. Whether using a web browser, telnet or the console port, a user can access this information for any switch in the network from any location on the network. In the system, DDM/DOM measures and monitors the operating parameters of the SFP module, including the optical characteristics and displays a set of parameters that allow users to determine the health of the laser as well as the performance of the fibre optic cable plant. swb

Grundig releases GRviewer app

Remscheid, Germany

Grundig Security, the German security manufacturer, has launched its free, security system management App, the GRviewer.

The user-friendly GRviewer is designed for simple and efficient viewing and management of Grundig surveillance systems, using a mobile phone, tablet or PC. The App provides users with central control of Grundig surveillance systems, including associated cameras, from anywhere, at any time.

CCTV surveillance data is often both mission critical and confidential. The GRviewer provides similar levels of control to a centrally monitored system, without any loss of functionality or performance. It ensures that all data is safely transmitted for viewing.

The GRviewer is a sophisticated site management tool, offering multi-channel, live view of up to 30fps 640x480 (Wi-Fi recommended), with a one and four



channel display. PTZ control is standard, allowing events and incidents to be viewed in detail.

The App offers a range of search options, including time and event, with four filter options to speed up data retrieval. There is also a choice of playback settings, including up to 64x playback speed. DVR and NVR set up can be adjusted remotely using a variety of configuration

settings, saving time and ensuring optimal system operation. The App allows set-up and configuration adjustments to be made quickly, enabling users to operate and adjust their system functionality easily and effectively.

The GRviewer is available for Android and Apple IOS 5 or higher. Supported Grundig devices include the GRI series of NVRs and the GRA series of DVRs. swb

Hunt to release new cube IP camera

Taipei, Taiwan

Hunt Electronic is releasing a cube IP camera, the HLC-85EM, which delivers high-definitive video quality at 720P real-time.

To enhance its HLC-series, Hunt has released the new model, HLC-85EM, in to its cube IP camera line. The HLC-85EM is coupled with a 1/4" megapixel CMOS sensor with 2.8mm (at F1.8) to reproduce images at HD 720p resolution (max. 1280x800@30fps). With features of digital wide dynamic range (WDR) and 3D+2D digital noise reduction, the cube IP camera has been designed to reproduce video with crystal clear quality. It is equipped with 4 IR



LEDs (850nm) for radiation distances of up to 5 metres.

Also supporting PIR and WPR, this IP camera includes a built-in IR-cut filter mechanism to ensure clear video 24/7.

The cube IP camera features PoE (Power Over Ethernet) and supports 10/100 Base-T compatible to network protocols of IPv6, IPv4, HTTP, HTTPS, SNMP, QoS/DSCP, Access list, IEEE

802.1X, RTSP, TCP/IP, UDP, SMTP, FTP, PPPoE, DHCP, DDNS, NTP, UPnP, 3GPP, SAMBA, Bonjour in wired connections. It is optionally available in a wireless model (802.11 b/g/n) on request. The HLC-85EM IP camera offers H.264 and M-JPEG compression formats that supports triple streaming to efficient video transmission and storage.

To avoid privacy invasion, the compact cube IP camera offers a privacy mask setting for up to 3 different areas. With its motion detection functions, the HLC-85EM will trigger and then send an email, log to FTP, save to

SD card, and DO / SAMBA for system intelligence and management. At the menu set-up stage, the camera allows users to set pre-/post-alarm timing requirements for recording configuration when any events are triggered.

In view of cost, value and efficiency, according to Hunt, the HLC-85EM offers a great combination of advantages to users for applications in residential areas, offices, stores and shops, factories, and other indoor commercial/ industrial applications. swb

For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 42

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



NEW PRODUCTS *from* **Asia**





NEW PRODUCTS *from* Asia



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Model No: DH-HAC-HDW1100C

- 1/2.9" 1Megapixel CMOS
- 25/30fps@720P
- High speed, long distance real-time transmission
- Day/Night(ICR), AWB, AGC, BLC
- 3.6mm fixed lens (2.8mm, 6mm, 8mm optional)
- Max. IR LEDs length 20m, Smart IR
- DC12V



3Megapixel Full HD Network (Motorized) IR Dome Camera

Model No: DH-IPC-HDBW5300/02

- 1/2" 3Megapixel progressive scan Aptina CMOS
- H.264 & MJPEG dual-stream encoding
- Max 20fps@3M(2052x1536) & 25/30fps@1080P(1920x1080)
- DWDR, Day/Night(ICR), 3DNR, Auto WDR, AGC, BLC
- Multiple network monitoring: Web viewer, CMS(DSS/PSS) & DMSS
- 2.7~12mm varifocal lens (HDBW5300)
- 3~9mm varifocal motorized lens (HDBW5302)
- Built-in 1/1 alarm input
- Max. IR LEDs length 20m
- Micro SD memory, IP68, Bk10, PoE

Dahua Technology Co., Ltd

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- 2D WDR function
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- 360 degree entire scene from one camera and no mechanical PTZ (Pan, Tilt, Zoom) motor needed
- Up to 4 independent distortion corrected view angle can be specified
- Audio / Motion detection alarm function
- Day & Night (IR cut removable)
- 2-way audio supported
- Digital IO: 1 in, 1 out
- ONVIF Profile S supported



2MP Ultra Low-light Box Network Camera

Model No: DS-2CD6026FHWD-A

- 1/2" Progressive Scan CMOS
- Full HD 1080p video, up to 60fps
- Ultra low-light
- 120dB WDR
- 3D DNR
- ROI codec
- ABF optional

MERIT LILIN ENT. CO., LTD

Address:

No.20, Wugong 6 Road, Wugu District,
New Taipei City, Taiwan 248

Tel: +886-2-2298-8888

Email: sales@meritlilin.com

Fax: +886-2-2298-9077

Website: http://www.meritlilin.com



Hikvision Digital Technology Co., Ltd.

Address:

No.700 Dongliu Road, Binjiang District,
Hangzhou 310052, China

Tel: +86-571-88075998

Fax: +86-571-89935635

Email: overseasbusiness@hikvision.com Website: www.hikvision.com



SUPREMA BioMini Slim

Model No: Slim USB Fingerprint Scanner

- FBI PIV/FIPS 201 and FBI Mobile ID FAP20 Certificates
- Advanced Live Finger Detection (LFD) Technology
- FIPS 201 Certified Template Extractor and Matcher
- Fast Matching Speed: 100,000 Match / Second (With Intel Core2Duo)
- Supports Multiple Device Handling
- Automatic Finger Placement Detection
- 500 dpi Optical Fingerprint Sensor
- Rugged IP66 Dust and Waterproof Form Factor
- Works under Direct Sunlight



DirectIP™ Full HD Real time Recorder

Model No: DR-6116P

- Easy to install, set-up and play with DirectIP™ cameras
- Up to 480ips Full HD real-time recording
- Up to 480ips live display
- Built-in 8 Channel Gigabit PoE Switch and expandable up to 16 Channel using DirectIP™ Gigabit PoE Switch
- Expandable up to 60TB using eSATA storage
- Supports one click network configuration through FEN Service
- Supports third party cameras (Axis, Panasonic, ONVIF™)

SUPREMA Inc.

Address:

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

Tel: +82-31-783-4502

Email: sales@supremainc.com

Fax: +82-31-783-4503

Website: http://www.supremainc.com



IDIS CO., Ltd.

Address:

IDIS Tower, 334 Pangyo-ro, Samsong-dong, Bundang-gu,
Seongnam-si, Gyeonggi-do, 463-400, Korea

Tel: +82-31-723-5400

Email: sales@idisglobal.com

Fax: +82-31-723-5100

Website: www.idisglobal.com





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Simon Shawley, Samsung Techwin Europe Limited:

"There are many benefits of adding IP technology to an existing analogue solution"

In this interview Simon Shawley, General Manager UK and Ireland at Samsung Techwin Europe Limited, explains the significance and the advantages of cameras offering a hybrid solution by way of providing both IP and analogue outputs.

Why would an end user need both analogue and network outputs?

"The reality is, there are many thousands of existing analogue CCTV systems which are working perfectly. There are also many situations where the end-user requirements have changed since the original system was installed. There may now be a need to capture higher quality images at certain locations, which they cannot do with their existing analogue cameras. In this scenario it is possible to get the best of both worlds; protect your existing investment by utilising the current recording system, which provides the desired results, whilst at the same time adding special cameras to benefit from simultaneous analogue and digital HD video streams."

But when these situations occur, why would the end-user not just ask their preferred installation company to replace the existing cameras with the latest generation of analogue cameras that are able to capture higher resolution images?

"That is certainly one option, but with full HD cameras now being affordable for virtually any application or project, why would anyone not want to take advantage of the superb evidence grade images that can be captured by them, as well as a long list of technically advanced features that can offer real-life benefits which cannot be offered by traditional analogue cameras? In many cases the long-term vision to move to an IP based solution has been made, but budgetary restrictions mean a phased approach is necessary. In this scenario end-users can start the upgrade process of moving towards a future proof solution by adding for example

a Samsung WisenetIII camera, whilst continuing to use existing recording equipment that is still fit for purpose. Increasingly we are working with end-users who see this as a viable strategy, especially as there is no need for additional cables; the install is quick and more importantly – there is no disruption to the business."

In simple terms, what does the hybrid nature of the WisenetIII camera range mean and what benefits does it deliver?

"It allows the cameras to be installed and work as part of an existing analogue CCTV system that uses conventional coaxial cable. The images captured by a camera in this range can be transmitted over the coaxial cable and remotely viewed alongside the images captured by existing analogue cameras, or transmitted over the network for remote viewing and transmitted over the coaxial cable for local viewing."

Can you give some examples of what kind of business would benefit from this?

"The retail sector is an obvious example. In a tough economic environment, it may be difficult for a retailer to consider totally replacing an existing CCTV system, but at entrances/exits where there are quite highly visible front of house monitors to deter would be thieves, or at check-outs where you are trying to reduce shrinkage, there may be a desire to replace a small number of cameras with full HD models. Banks, casinos, indeed any environment where the availability of the highest possible resolution images can help combat criminal activity, ensure compliance with health & safety policies or introduce efficiencies, are likely to benefit from this option."



Simon Shawley, General Manager UK and Ireland at Samsung Techwin Europe Limited.

So how is it possible and how does it work?

"It is possible because the cameras uniquely have an analogue output that constantly provides a one volt peak to peak signal. It is true that there are high definition cameras available from other manufacturers which have an analogue output signal, but this signal is intended to only be used for test purposes when a camera is being installed."

Which of these options is likely to attract the most interest?

"They are all easy to implement and it will depend on the individual user requirements. All options offer the ability to have constant streaming from the cameras over an analogue infrastructure and all therefore offer the potential to upgrade and extend the life of an existing CCTV system. Clearly, the most cost-effective way of converting an analogue system to an IP system is to replace all the elements – camera, coax and DVR – all-in-one-go but this is often not viable for budgetary reasons."

How about encoders?

"Encoders can be used to convert analogue to IP but this is an additional cost and NVRs or network

storage is then a further additional cost requirement. A hybrid camera allows the user to immediately upgrade those cameras that need it and plan the migration of the rest of the system as budget and needs dictate. By introducing a planned replacement of analogue cameras with hybrid cameras, perhaps under a maintenance contract with a current service provider, end users can get immediate access to HD recorded images whilst making their system ready for switch over to a network solution – "HD ready" as we call it."

How did this product range emerge?

"Customers wanted to see further improvements in image quality, particularly in analogue systems. Also high up on the wish list was the need for cameras to be more installer friendly, especially to those new to working with IP cameras. Samsung Techwin's response to the feedback from its existing and potential customers has been to pack the new models, with a long list of new technically advanced features, many of which ensure that superb quality images can be captured and recorded regardless of the system type; network or analogue." ■

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Booth 10C14
Madrid - IFEMA - February



Booth 25049
Vegas - Sands - April

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Exhibition

Seminars

Security Banquet



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EXPO & SEMINARS / DENMARK
Copenhagen 12-13 November 2014

Reserve a stand at the next major technology-focused Danish security event at the Scandic Copenhagen Hotel 12-13 November 2014.

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

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

You are very welcome to book your stand!

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Deniz Baykal, Phone: +46 8 556 306 80
Cell: +46 73 987 53 33, deniz.baykal@armedia.se

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www.sectech.nu

Organisers:



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Stockholmsmässan



AR Media International AB, Västberga Allé 32, S 126 30 HÄGERSTEN Sweden, Tel +46 8 556 306 80, Fax +46 8 19 10 11, www.armedia.se

CPSE confirms its position as the world's biggest security exhibition



1,500 exhibitors from 42 countries and regions, up to 120,000 sqm of exhibition area, nine exhibition halls and a further two temporary halls occupied, adding up to over 6,000 standard exhibition booths, 15,000 overseas buyers and visitors, these all make CPSE 2013 the largest security expo worldwide.



AR Media International was represented through its Asian branch office stand at the show. Sales Director Asha Chang was present together with Denpo Lin to meet customers from all over Asia.

The 14th China Public Security Expo (CPSE 2013) came to a successful conclusion on November 1st 2013. According to the Organising Committee, there were over 150,000 professionals attending the event. The organiser claims further that more than RMB 23 billion (2.79 billion) intended transaction volume was done during the show.

 Shenzhen has become almost the weather vane of the security equipment market in China and the centre of manufacturing, procurement and industry information for security products worldwide. With a history of 25 years and on the world's largest scale in terms of security exhibitions, CPSE 2013 has showcased once again as the No. 1 event, this time as the city with the biggest security expo in the world.

Biggest security show ever
1,500 exhibitors from 42 countries and regions, up to 120,000 sqm of exhibition area, nine exhibition halls and a further two temporary halls occupied, adding up to over 6,000 standard exhibition booths, 15,000 overseas buyers and visitors, these all make CPSE 2013 the largest security expo worldwide. Overseas delegations, which are constituted of directors of security & protection associations from 42 countries and regions, including the United

Kingdom, the United States, Canada, Brazil, South Africa, Russia, India, Turkey, the Middle East, ASEAN, South Korea, Hong Kong, Macao, Taiwan were all present at CPSE 2013, as well as security professionals and buyers from public security, transportation, electric power, education, medical care, culture and so on, from 31 provinces, cities and autonomous regions in China.

On-spot business for 23 billion yuan

Compared to the scale of the 13th CPSE held in 2011, CPSE 2013 exhibition space had increased by 10,000 square metres (10%), the number of standard exhibition booths had increased by 865 (22%), the number of exhibitors had increased by 134 (13.5%); the volume of on-the-spot transactions in CPSE 2011 reached 20 billion yuan, and in CPSE 2013 it has exceeded 23 billion yuan, according to the statistics from the organiser.

China's increasing role reflected at the show

For a western visitor this year's edition of CPSE was a giant leap, not only in quantity, but also in quality, mainly because of the fast development of the Chinese security technology industry, especially within the video surveillance product segment. Some years ago Chinese manufacturers were primarily low end OEM producers. Now, Chinese video surveillance manufacturers are covering the mid and high end segment too and are represented by world known brands, such as Dahua and Hikvision. At CPSE these companies were very much highlighted and attracted more visitors than any other exhibitors. The status of Hikvision and Dahua at CPSE is equivalent to the impact enjoyed by Siemens and Bosch at the security show in, for example, Essen, Germany. However, there were some other Chinese companies showing ambitions to become successful exporters, such as Tandy or Uniview, just to mention a few.

Unofficial "badge market" outside

The massive flow of people entering the CPSE is not comparable to any other security exhibition in the world. This year the lines



Steve Ma, executive vice president for Vivotek, attended CPSE.

to enter were extremely long for those who had no badges as they arrived to the show. This created a "market" outside the venue where individuals offered ready printed badges to visitors which made people enter the venue quicker – most expensive were the badges marked as VIP which gave access at all entrances to the CPSE show.

Priority for stronger brands

In terms of space capacity, CPSE 2013 has reached the upper limits for the Shenzhen Convention & Exhibition Center. Next step, CPSE will make a preferential policy in favour of enterprises with stronger brand impact, R&D competency, innovative capacity and development potential. The intention of this is to further increase the quality of the exhibitors as the quantity cannot be expanded upon. ■

25,000 visitors at Intersec Dubai security fair

Proving its worth as a truly international trade fair and leading exhibition in its field, the 16th and largest ever edition of Intersec recently concluded in Dubai. The show saw 1,213 exhibitors from 54 countries and welcomed 24,853 trade visitors from 131 countries. The top five visiting countries were Saudi Arabia, Iran, Oman, Qatar and India.

 Spread out across 9 halls, Intersec 2014 got underway with an opening ceremony presided over by chief guest HH Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum. HH Sheikh Mansoor later toured the exhibition extensively, accompanied by Major General Khamis Al Mazeina, General Commander of Dubai Police. The opening delegation was joined by senior government authorities and a particularly strong representation from Dubai Police, Dubai Police Academy and UAE Civil Defence, along with organiser, Epoc Messe Frankfurt.

Ahmed Pauwels, CEO of Epoc Messe Frankfurt commented on the success of Intersec, stating: "This region continues to be one of the most exciting markets for the safety, security and fire protection industries and this is reflected in the growth of Intersec. The exhibition enjoyed pro-active business activity by authorities from across the region as well as governmental support from the UK, Germany and Italy, to name but a few."

"It has been growing from strength to strength in recent years, but after the major success of this most recent edition we can well and truly say that Intersec is an essential trade exhibition for the international security fraternity."

Key areas

Encompassing four key focus areas: Commercial & Information Security; Safety & Health; Fire & Rescue and Homeland Security & Policing, Intersec 2014 according to the organisers attracted a wide representation of international exhibitors and trade visitors from the safety, security and fire protection industries.

The section at Intersec which attracts the largest number of

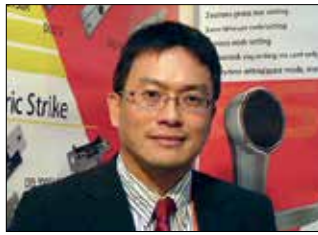
exhibitors is the Commercial & Information Security section. This year it featured 15% more exhibitors than the previous edition with some key areas of interest for visitors being the integration of security systems into one platform and the continuous migration from analogue to digital.

Exhibitors within the Commercial Security section included some of the world's largest security players, who all consider Intersec a must attend exhibition in their annual sales cycle. Tarek Ismail, Director of Sales, Middle East for Tyco Security Products, said: "Intersec is a great show, growing every year, where we meet our VIP customers and showcase the top latest technology." Furthermore, Martin Cowley, Channel Manager of IDIS, stated: "Intersec is a fantastic show for us because it brings together the whole security buying chain in a way that few other security shows can," and Erika Gorge, Bosch, said: "For us it is a great success. It is an absolute must for Bosch to be here at Intersec."

Also commenting on Intersec's global stance was Marwan Khoury, Marketing Manager, Middle East & Africa for Axis Communications. He stated: "We are seeing tremendous growth at Intersec, not just from the security market, but from the other markets coming in as well, especially the end customers. We hope to be a part of Intersec for years to come, not just as an important trade show in the Middle East, but on a global level as well."

Conference Series

Also taking place alongside Intersec was a series of successful conferences and seminars covering many key areas. This included the IOSH ME Occupational Health Seminar, the Techtextil Middle



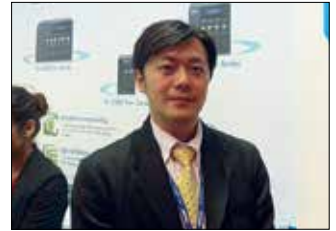
B.S.I.'s general manager Kevin Chen was present at the show.



Gian Massimo Dalle, product manager, and Eric Assouline, export manager, both at CDVI.



Fabrizio Leonardi from CIAS Elettronica S.R.L. attended the show.



QNAP Security's Alin Wu, sales manager surveillance, enjoyed the exhibition.



Brad Choi, senior sales manager, business and marketing sectors, at Suprema.



From Videotec – Alessandro Franchini, marketing and communication manager.



Happy – Hoda El Imam and Rachel Marley from Tyco Systems.



Also happy – Ted Ghali, vice president and managing director sales EMEA at Genetec.



Miles Chen, dept. manager, international sales department, at Vivotek.

East Symposium, the Safety Design in Buildings Conference, the Mobile Phone Crimes Conference and the International Water Mist Association Seminar.

"We have made an interesting and promising first step into this region. The first Techtextil Middle East Symposium and the Techtextil Pavilion at Intersec 2014, both integrated in the 16th edition of Intersec, received a positive resonance by the exhibitors and the participants of the symposium.

17 companies from 10 countries and 14 speakers from 7 countries created an international information platform for technical textiles and related technologies not only for safety, health and protection, but also many other industries. Based on the positive experiences and feedbacks we will come back next year," said Michael Jaenecke, Director Brand Management Technical Textiles & Textile Processing, Messe Frankfurt Exhibition GmbH, Germany. ■

Security Events Calendar

February



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



26-27 February Fireprotec

Frankfurt, Germany

Venue: Frankfurt

Organizer: Mesago Messe Frankfurt GmbH

Telephone: +49 711 61946-38

E-mail: Mesago-Info@mesago.com

Fax: +49 711 61946-1138

Internet: www.mesago.de/fireprotec

March



2-4 March Saudi Safety and Security Dammam, Kingdom of Saudi Arabia

Venue: Dhahran International Exhibitions Center

Telephone: +44 203 463 1024

E-mail: m.osama@bme-global.com

Internet: www.sss-arabia.com



4-6 March KIPS Kyiv

Kiev, Ukraine

Venue: International Exhibition Centre

Organizer: ITE

Telephone: +44 (0)207 596 5079

E-mail: agnius.kazlauskas@ite-exhibitions.com

Fax: +44 (0)207 596 5128

Internet: http://en.kips.com.ua/



4-7 March Nikkei Messe

Tokyo, Japan

Venue: Tokyo International Exhibition Center

Organizer: Nikkei Inc

Telephone: +81 3 3512 5670

E-mail: tradefairs2012@smj.co.jp

Fax: +81 3 3512 5680

Internet: www.shopbiz.jp



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.cebitt.de



11-13 March Security & Policing Intl.

Farnborough, UK

Venue: FIVE Farnborough International

Venue & Events

Organizer: ADS Event

Telephone: +44 (0) 207 091 7835

Internet: www.adsgroup.org.uk



12-14 March AIPS Almaty

Almaty, Kazakhstan

Venue: Atakent Exhibition Centre

Organizer: ITECA

Telephone: +44 (0)207 596 5079

E-mail: agnius.kazlauskas@ite-exhibitions.com

Fax: +44 (0)207 596 5128

Internet: http://en.kips.com.ua/



12-14 March Seconexpo 2014

Gyeonggi, Korea

Venue: Kintex

Organizer: SecurityWorld Magazine,

Boannnews Co., Ltd

Tel: +82.2.719.6931, Fax: +82.2.715.8245

E-mail: secon@boannnews.com

Internet: www.seconexpo.com



13-15 March Tanzania Tradex 14

Dar-Es-Salaam, Tanzania

Venue: Diamond Jubilee Hall

Organizer: Profex exhibitions organizers

Telephone: 00971 4 2546285

E-mail: info@profexexhibitions.com

Fax: 00971 4 2546286

Internet: www.profexexhibitions.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



18-19 March Securex West Africa

Lagos, Nigeria

Venue: Eko Convention Centre

Organizer: Montgomery West Africa

Telephone: +44 (0)20 7886 3048

E-mail: baytir.samba@montex.co.uk

Fax: +234 (0) 703 742 2199

Internet: www.securexwestafrica.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



19-21 March ISC Brazil

São Paulo, Brazil

Venue: Expo Center Norte

Organizer: Reed Exhibitions

Telephone: +55 11 2129-6303

E-mail: credenciamento@

credenciamentoweb.com.br

Internet: www.iscbrasil.com.br



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 National 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



1-3 April European Security Conference & Exhibition, Hague, Netherlands

Venue: World Forum

Organizer: ASIS International EMEA Bureau

Telephone: Tel: +32 2 645 26 74

E-mail: europe@asisonline.org

Fax: +32 2 645 26 71

Internet: www.asisonline.org



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

Tel: +48 61 869 2000, Fax: +48 61 869 2999

E-mail: info@mp.pl

Internet: www.securex.pl



14-17 April MIPS

Moscow, Russia

Venue: All-Russia-Exhibition-Centre (V.V.C.)

Organizer: ITE Group plc

Telephone: +44 (0) 20 7596 5170
E-mail: ilya.sobolev@ite-exhibitions.com
Internet: www.securityshowshows.com

 **16-19 April**
Vietnam Expo 2014
Hanoi, Vietnam
Venue: Vietnam Exhibition and FairCenter
Organizer: Exhibitions & Events - Vinexad
Tel: +84-4-3825 5546, **Fax:** +84-4-37911864
E-mail: minhchauvinexad@gmail.com
Internet: www.vinexad.com.vn

 **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

 **29-30 April**
Counter Terror Expo
London, England
Venue: Olympia
Organizer: Clarion Events
Telephone: +44 (0) 207 384 7794
E-mail: philip.hunter@clarionevents.com
Fax: +44 (0)207 384 7773
Internet: www.counterterrorexpocom

May

 **12-14 May**
China Lock Expo & China Safes 2014
Guangzhou, China
Venue: China Import & Export Fair Pazhou Complex, Guangzhou
Organizer: Guangzhou Grandeur Exhibition Services Co., Ltd
Tel: (+86)20-29188153, **Fax:** (+86) 20-82579220
E-mail: 0516winnie@gmail.com
Internet: www.safesfair.com

 **13-15 May**
IFSEC South Africa
Johannesburg, South Africa
Venue: Gallagher Convention Center
Organizer: UBM Montgomery
Telephone: +27 (0)11 835 1565
E-mail: charleneh@specialised.com
Internet: www.ifseca.com

 **13-15 May**
Expossec
Sao Paulo, Brazil
Venue: Centro de exposicoes Imigrantes
Organizer: Grupo CIPA feiras & Congressos
Telephone: +55 11 5585 - 4355
E-mail: feira@cipanet.com.br
Internet: www.cipanet.com.br

 **13-15 May**
Security Technology Live
Birmingham - UK
Organizer: Clarion Events
Telephone: +44 (0) 207 384 7776
E-mail: philip.hunter@clarionevents.com
Internet: www.clarionevents.com

 **22-24 May**
Seguritec Peru 2014
Lima, Peru
Venue: Jockey Exposition Center
Organizer: Thais Corporation S.A.C.
Telephone: (511) 201-7820 (211)
E-mail: thais@amauta.rcp.net.pe
Fax: (511) 201-7820 (209)
Internet: www.thaiscorp.com

June

 **2-5 June**
Eliaden 2014
Lilleström, Norway
Organizer: Eliaden
Telephone: + 47 23 08 77 00
E-mail: post@eliaden.no
Fax: + 47 22 82 56 12
Internet: www.eliaden.no

 **4-5 June**
Security Europe
Brussels, Belgium
Venue: Brussels Expo
Organizer: E.J.Krause & Assoc. Inc.
Telephone: +49/211/61073-19
E-mail: blume@ejkgermany.de
Internet: www.security-europe.eu

 **16-18 June**
Security Document World 2014
London, UK
Venue: Queen Elizabeth II Conference Centre
Organizer: Science Media Partners Ltd
Telephone: +44 (0)118 9844932
E-mail: m.lockie@sciencemediapartners.com
Internet: www.sdw2014.com

 **17-19 June**
Ifsec 2014
London, UK
Venue: Excel Exhibition ground
Organizer: UBM
Telephone: +44 (0)20 7921 5000
E-mail: info@ubm.com
Internet: www.ifsec.co.uk

July

 **2-3 July**
SicherheitsExpo
München, Germany
Venue: MOC München
Organizer: Netcomm GmbH
Telephone: +49 89 88 94 93-70
E-mail: info@sicherheitsexpo.de
Fax: +49 89 88 94 93-79
Internet: www.sicherheitsexpo.de

September

 **5-7 September**
IFSEC Southeast Asia
Kuala Lumpur, Malaysia
Venue: Kuala Lumpur Convention Center
Organizer: UBM
Telephone: +6-03-2176 8788
E-mail: Rina.Fadzil@ubm.com
Fax: +6-03-2164 8786
Internet: www.ifseca.com

 **16-20 September**
Prague Fire & Security Days 2014
Prague, Czech Republic
Venue: PVA Expo Prague
Organizer: Mascotte s.r.o.
Telephone: +420 222 353 846
E-mail: nfo@mascotte.cz
Internet: www.fsdays.cz

 **23-26 September**
Security Essen 2014
Essen - Germany
Organizer: Messe Essen
Telephone: +49-(0)201-7244-528
E-mail: franziska.goldammer@messe-essen.de
Fax: +49-(0)201-7244-448
Internet: www.security-messe.de

October

 **14-16 October**
Skydd
Stockholm, Sweden
Venue: Stockholmsmässan
Organizer: Stockholmsmässan
Telephone: +46 8 749 41 00
E-mail: info@stockholmsmassan.se
Fax: +46 8 749 35 05
Internet: www.skydd.net

 **19-21 October**
IFSEC & OSH Arabia
Riyadh, Saudi Arabia
Venue: RICEC (Riyadh International Convention & Exhibition Center)
Organizer: UBM
Telephone: +44 (0) 20 7921 8057
E-mail: kristan.johnstone@ubm.com
Internet: www.ifsec-osh-arabia.com

 **21-24 October**
Interpolitex 2014
Moscow, Russia
Venue: All-Russia Exhibition Centre
Organizer: Exhibition Companies Group "BIZON"
Telephone: (+ 7 495) 937-40-81
E-mail: nataliagsigma@gmail.com
Fax: (+ 7 495) 937-40-81
Internet: www.interpolitex.ru

November

 **5-7 November**
Security World Expo 2014
Monterrey, Mexico
Venue: Cintermex
Organizer: Apex
Telephone: +52 8183696660
E-mail: rgujardo@apex.org.mx
Internet: www.expomundodelaseguridad.com

 **12-13 November**
Sectech 2014
Köpenhamn, Danmark
Venue: Scandic Copenhagen Hotel
Organizer: AR Media International
Telephone: +46 8 556 306 80
E-mail: deniz.baykal@armedia.se
Fax: +46 8 19 10 11
Internet: www.sectech.nu

 **12-14 November**
Sicurezza 2014
Milan - Italy
Organizer: Fiera Milano Spa
Telephone: +39 02 4997.6255
E-mail: emanuella.crivelli@fieramilano.it
Fax: +39 02 4997.6252
Internet: www.sicurezza.it

December

 **9-11 December**
Expoprotection
Paris, France
Venue: Paris Porte de Versailles
Organizer: Reed Exhibition
Telephone: +33 (0)1 47 56 51 74
E-mail: marie.jason@reedexpo.fr
Internet: www.expoprotection.com/en-us

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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EverFocus Electronics GmbH
Albert-Einstein-Straße 1
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Kaiserstrasse
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Headquarters

No.700 Dongliu Road, Binjiang District,
Hangzhou 310052, China

Tel: +86-571-8807-5998

Email: overseasbusiness@hikvision.com

Hikvision USA

Tel: +1-909-895-0400

Email: sales@hikvisionusa.com

Hikvision India

Tel: +91-22-28469900

Email: sales@pramahikvision.com

Hikvision Europe

Tel: +31-23-5542770

Email: saleseuro@hikvision.com

Hikvision Italy

Tel: +39-0438-6902

Email: info.it@hikvision.com

Hikvision Middle East

Tel: +971-4-8847628

Email: salesme@hikvision.com

Hikvision Singapore

Tel: +65-66844718

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Hikvision Russia

Tel: +7-812-313-19-63

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