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Lennart Alexandrie, Publisher

Ifsec in London – what difference will it make?

The move of the Ifsec security exhibition, from Birmingham to London, is a logical decision by the organisers UBM. London is certainly an international attraction itself and may have a positive impact on the number of overseas visitors. But will it be enough? And how will the quality of the visitors be affected by the move to London coupled with the decision to hold the event in June instead of May? Finally, will Ifsec strengthen its position as a leading international security exhibition?

Right now, everyone is cheering in favour of Ifsec being held at the Excel Exhibition Ground in London this June. And that is completely understandable. Particularly for overseas visitors. Birmingham feels like a peripheral location for most non-Britons, despite the fact that it's England's second largest city and that the NEC is a major centre for trade fairs. From that perspective, the likelihood that Ifsec will regain its decreasing world leading status, looks promising as London is an attractive world metropolis. But there are many other aspects to take into consideration.

A more global industry and world economy has led to increasing competition for shows in Europe and on other continents. Today there are very few annual security shows that have a truly international profile; other than Ifsec, there is basically only the ISC West show in the US, which has become the yearly global kickoff-event for security technology manufacturers all over the world. The biennial German security show Security Essen has also gained a higher international status in the last few years.

In other words, Ifsec is not currently the key focal point, neither for the exhibitors nor the visitors. London might help change this focus. But the timing, in June, is very late, especially for Scandinavians who make up a large percentage of the visitors. In this region the industrial holiday period starts very soon after Ifsec and it is therefore an obvious risk that the number of visitors from these markets could decrease.

The market for security events is changing rapidly and the changes are not necessarily in favour of Ifsec. It will be difficult to remain strong if the business model is entirely based on sales of floor space and services related to the space and

building of the stand. Looking back, there were many more big events in the mid-nineties than there are today. Customers are looking more intensely for return on investment and they are increasingly aware of how to measure the value of their activities in order to secure and optimise their investments in market communication. A costly event like Ifsec creates high expectations on results in terms of orders and revenues.

Another factor is that the multinational companies mainly divide the international markets into different regions, even the EMEA may be divided into various regions, in addition to the actual country markets. Participation through exhibiting at Ifsec is therefore increasingly dependent upon support from the marketing executives looking after the UK market. They have to evaluate how much of their marketing budget for this region should be spent on this one single activity. To achieve their return on investment, it is important that professionals from the local UK market visit the show and in particular visit their stand.

Another critical factor is the current situation of the European market. At this moment in time, Europe has a lower priority among vendors from the US and Asia, due to the struggling economies in those countries. Emerging markets like Africa and Latin America are receiving more attention and investments and the huge and slowly recovering North American market is also attracting investments. A stable economic growth that will increase the demand for security products is for sure a necessary element for the international status of European security shows in general.

As a yearly exhibition in Europe, there is no competition to Ifsec today. However, for the future, in the alternate years, when the equally strong Essen show is held, will the international companies be so eager to spend large sums of money from their central budget on two events? The answer to this may well be affected by the outcome of this year's Ifsec from the 17th to the 19th of June.

Let's hope for an event that will breathe optimism and growth – just the thing that both Ifsec and Europe need.

If so, then the move to London will also be proven correct.

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Thomas Lausten, vice president sales EMEA, Milestone Systems.

"We are enabling convergence between security and IT"

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Ray Mauritsson, CEO Axis.

"Acquisitions are not on top of our short list"

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REVIEW



ISC West, Las Vegas

ISC West in Las Vegas, at Sands Convention Center, was not just a demonstration of a market in recovery, but also a vital security exhibition colored by future belief and creativity, mainly based on IP-technology.

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PREVIEW



Ifsec in London coming up

Ifsec International, organised by UBM Live, continues its aim to be the only destination to serve the whole security buying chain, which has been solidified by its move to Excel London from 17–19 June.

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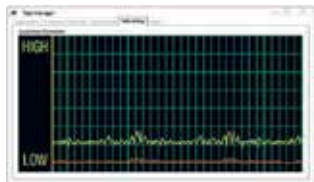
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Four ways HD surveillance users can reduce bandwidth

When organisations are considering the switch from analogue systems to network-based HD solutions, there's often the perception that bandwidth levels will increase significantly, as will the costs associated with expanding network and storage capabilities. While these concerns do have merit, the truth is that HD video surveillance need not take up as much bandwidth and storage space as you might expect, so long as the right tools are in place. Avigilon has come up with a short list of suggestions to demonstrate that bandwidth problems can be alleviated.

By Gerald Narciso, brand journalist, Avigilon

When it comes down to managing a company's network, IT professionals are generally cautious and strategic with how they allocate it. With only a modest percentage of the bandwidth usually reserved for video surveillance, the last thing an IT manager wants is video footage – particularly if it's in HD – slowing down the entire network and taking up too much storage



space. The perception of high-definition video surveillance by those new to using it, is that HD surveillance takes up too much bandwidth and storage space and that you will have to pay a lot of money to expand your network and storage capacity in order to accommodate it. But HD video surveillance does not take up as much bandwidth and storage space as you might expect. Especially with technology advancing, surveillance cameras and systems are getting smarter and more adaptable to a variety of network

and storage circumstances. Here are four things you can do to your HD cameras and system right away to lower bandwidth usage.

Selecting the right compression format

Getting familiar with your camera settings will allow you to maximize your image output without compromising storage space. Choose a compression format that best suits your needs. If you are looking to increase your storage, you may want to go with the h.264 compression format. Most HD video surveillance users are partial to h.264 over M-JPEG because of the way the compression works. It doesn't capture each frame as a separate entity like M-JPEG. The video stream is composed of a reference frame, called an Index (I) Frame, and then changing areas of the image



in subsequent frames, called Partial (P) Frames. The end result is a collection of I Frames and P Frames in an ordered pattern that is configurable on most cameras



Gerald Narciso,
brand journalist, Avigilon.

(for example: 1 I Frame every 30 Frames). This results in less "full" images (I Frames) and using less bandwidth and storage space without sacrificing image detail.

Use the appropriate resolution

Pick the camera that provides the least resolution that you need to get the job done. Why choose a 2 MP, when a 1 MP can do the job? Higher resolution generally means more bandwidth, which requires more storage. Obviously in a parking lot or areas where you are trying to cover a large area in high detail, a high megapixel camera is necessary. But if you are just monitoring a hallway or door, it makes sense to use an HD camera that can capture the detail you want at the lowest possible resolution.

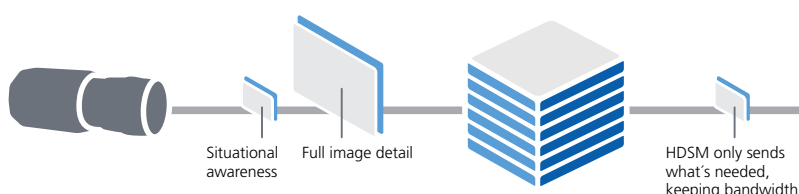
Lower your frames per second

You are not shooting a movie, so there is no need to see 50 frames per second. Most people in the security industry use 5–7 frames per second, which in most cases, is going to show you everything you need to see evidence-wise and will be able to drop your bandwidth by a decent amount of megabits.



Recording on motion

Aside from adjusting camera settings to lower bandwidth, it is also a smart idea to configure your server to do event-based recordings. As an example, if you set up your servers to only record on motion events, then you will only capture footage whenever there is activity in the area that you are monitoring. The cameras are most likely always streaming to the server for live video, but with motion based recording they just wouldn't be saving the data to the storage. ■





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To experience the future first hand, come and see us at the IFSEC International, London's ExCeL from 17th-19th June 2014.



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In search for the next big thing within video surveillance

While new technologies are much sought after in this rapidly changing world, many innovations were born from a creative use of existing technologies borrowed from different industries. In addition, many innovative concepts are waiting to be developed into daily applications that bring business value. Erik Frännlid, director of Product Management at Axis Communications, has a clear question in mind: what will be the next big thing for the video surveillance market?

By Erik Frännlid, director of Product Management at Axis Communications

Moore's Law has shown that computing processing power doubles every 18–24 months, and at the same cost. This has become a fundamental technology driver for opening up new possibilities including the rapid advancements across the surveillance industry. For example, we have already seen the recent rapid development of CMOS sensors for better light sensitivity, higher frames per second and improved wide dynamic range. All of these wouldn't have been possible without the increasing computing power. In addition, the lower memory cost has enabled organisations to have more cost efficient edge storage solutions.

As the technology industry continues to evolve with more processing power, it also changes how we behave as consumers, or end users. We have learned to demand more efficiency through the use of user-centric technologies that are suited to our specific needs. This is exactly the kind of mentality that brought us consumerisation, which put consumers in the driving seat.

Surprisingly the influence of consumerisation is often underestimated in the business world, when in fact, what's happening in the consumer industry can significantly help us predict the following trends in the surveillance industry.

Everything-as-a-Service

The subscription model for on-demand technology as a service

has brought us flexibility that we have never experienced before. The concept of scaling up or down according to our requirement delivers optimised return on investment, and makes everything easier for organisations of all sizes.

Imagine the benefits it brings to retailers, who can now tap into the kinds of surveillance services they require at different periods such as Christmas, without having to make a significant additional investment in advance.

Prevention is the best solution

Why wait for something to happen and then react to it, when you can predict an unwanted situation and proactively prevent it from happening?

For example, a smart car can automatically control and adjust the speed according to the speed limit on different roads. It would even brake before a collision happens. Just like cars are getting smarter, new surveillance cameras will get more intelligent. Cameras can soon predict risky situations and alert users before an incident occurs; this can be everything from identifying an object that should not be in a specific place or big crowds or vehicles moving in the wrong direction. It would make a big difference to ensuring greater and more reliable security around the clock.

Big data analysis

Nowadays, companies are not only



Erik Frännlid, director of Product Management at Axis Communications.

faced with the challenge of having to analyse a large amount of both structured and unstructured data, but they also require real-time computing power to make the most of the intelligence that has been gathered. Security systems with smart search functions and analytic tools are increasingly in demand.

For instance, the real-time analysis on big data is particularly useful in city surveillance, where the local authority might have to identify someone (either the victim or the suspect) quickly among a large crowd of people right in the city centre at peak hours.

The Internet of Things

In this modern, connected world where constant communication between people and devices is expected at all times, we also expect information to be pushed to us more proactively and as the incident happens. As we are more used to the concept of notifications from the consumer world, businesses will be expected to demand similar things in surveillance; they want their cameras to carry out diagnosis intelligently and alert users when attention is needed. Staying connected with network surveillance systems is becoming an obvious choice for improving efficiency and saving costs long-term.

Image quality

As Ultra High Definition (4K) was introduced to the consumer television market at a price point as low as US\$1,500 for a unit, it is a tempting choice for many home cinema enthusiasts. With a resolution of 3840 pixels x 2160 lines (8.3MP, aspect ratio 16:9) up to 120fps, 4K has twice the horizontal and vertical resolution of the 1080p HDTV format, with four times as many pixels overall.

This kind of advanced technology has obviously caught the eye of many security professionals. With the current development of affordable CPU power and matching sensor technology on its way, many are expecting 4K to be picked up by the surveillance industry before too long.

However, some work is still needed to solve the wide dynamic range and low light challenge when it comes to improving image quality for surveillance cameras for all circumstances.

Working together to deliver better results

Whatever the next big thing is for you and your organisation, the best kind of innovation is developed through integration and interconnection with the others – whether it's through partnership or community support. Similar to the car industry, interoperability between hardware and software is becoming more important for delivering better value to end users. In the past few years, consumers have been able to enjoy connected experiences through the integration of their digital lives into the car through connected in-vehicle infotainment and more.

Back to the surveillance industry, manufacturers should be encouraged to work closely with the developer community through open APIs so more talent can be attracted to help come up with new ideas and software for improving productivity and efficiency for security camera users. ■

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Meet Kentima at IFSEC International in London

Detektor Security Academy is an educational concept in which Detektor magazine, together with selected security technology leaders, have cooperated to produce, distribute and promote essential information about the opportunities that today's security technology can offer.

In this article, sponsored by EtherWAN, Detektor Security Academy will explain how to choose a suitable network switch for IP surveillance systems. This is the sixth article within Detektor Security Academy.

Choosing the best network switch for – focus on backbone full wired speed, PoE capability and testing

“What are the most important facts and pointers when choosing a suitable network switch for IP surveillance systems?”

That is the theme for this Detektor Security Academy article, which focuses on switch network speed, PoE compatibility and quality assurance testing.

Detektor has used the Ethernet product company EtherWAN as the competence source for the content.

The rapid development within modern IP technology hasn't evaded the security industry. IP surveillance systems are becoming more and more popular and 2014 will be a historic year since this is the year when the CCTV and video surveillance market will come to a “tipping point”, with revenue for network video overtaking analogue for the first time ever, according to a new report entitled “The World Market for CCTV and Video Surveillance Equipment” from IMS Research.

In other words, an increasing number of new surveillance projects are now completely IP-based and they need qualitative network equipment to work properly. There are a lot of different network peripherals on the market, but a main question is: how do you choose and use them efficiently to ensure your system reaches the maximum performance in every operating environment?

All available image monitoring and traffic processing capabilities of a device can and should of course always be tested in the hunt for optimised performance. However, these assessments of different types of IT devices have to be done correctly in order for the output data to provide critical information on the device capa-

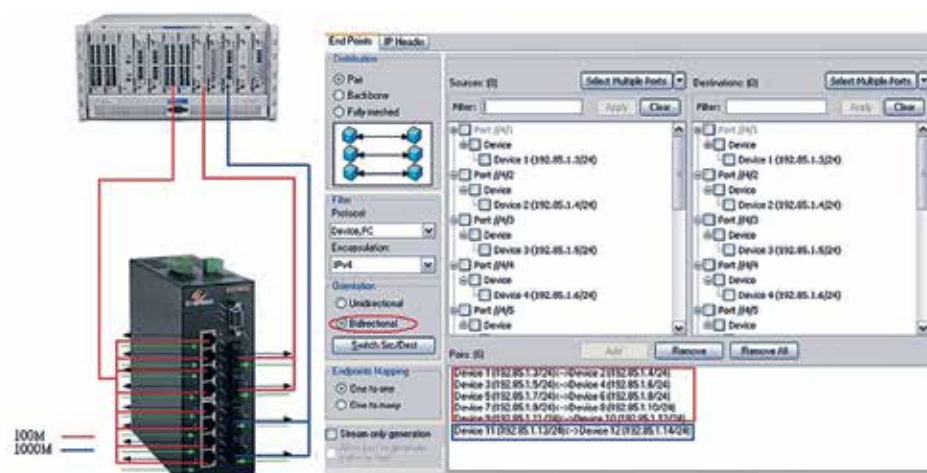


Figure 1. All cables are connected and data transfers set up between pairs of RJ45 ports.

bilities. Here we examine the commonly heard of “backbone full wired speed” and “PoE capability” to see how these functions should be defined and tested.



Key product – switches*

One large product group that is important to know about when setting up a camera system for IP surveillance is switches. A network switch, or switching hub, is a computer networking device that connects network segments. The network switch plays an integral part in most modern Ethernet local area networks (LANs), and a network can have more than one switch. The switch

only sends data to the receiver that is supposed to have access to the given information. In this way, a network doesn't overload when data is sent. It also means higher security as it is hard to gain access to information not meant for another computer.

Switch performance

Non-blocking and wired-speed both refer to the performance of an Ethernet switch. With a 24 port 10/100/1000 switch, if each port is 2G in full duplex mode, then 24 ports means the device is a 48G switch. When this volume of data is passed through the switch, the switch performance can be categorised as non-blocking or wired speed. If the switch is connected to another switch, or to a server that uses network storage or transfers, then non-blocking is essential. Yet, how this is accomplished is

up to the vendor's switch design. The user can only rely on the data provided by the vendor. Otherwise, the user must test the switch's capability using tools such as Spirent Testcenter Smartbits. It is not possible to derive the switch's capability from just the port configuration. Let us now use the Spirent Testcenter to test a switch and see how the report shows that it is “full wired-speed”.

Testing a switch

As shown in figure 1, all cables are connected and data transfers set up between pairs of RJ45 ports (check the option for “Bidirectional”). Full duplex transfers of different packs were also carried out at the same time. If the test showed that the device supports “full wired-speed”, then the numbers for “Aggregated Throughput” and “Aggregated Theoretical Max”

Frame Size (bytes)	Intended Load(%)	Offered Load(%)	Throughput (%)	Aggregated Throughput (fps)	Aggregated Theoretical Max (fps)	Aggregated Throughput (Mbps)	Aggregated Theoretical Max (Mbps)
64	100	100	100	4464285.867	4464285.714	3000	3000
128	100	100	100	2533783.867	2533783.784	3000	3000
256	100	100	100	1358695.8	1358695.652	3000	3000
512	100	100	100	704887.533	704887.218	3000	3000
1024	100	100	100	359195.667	359195.402	3000	3000
1280	100	100	100	288461.733	288461.538	3000	3000
1518	100	100	100	243823.467	243823.147	3000	3000

Figure 2. Example of a test report.

IP surveillance

in the following graphs should match. As the ports were paired for testing, actual throughput should be $3000 \text{ Mbps} \times 2 = 6000 \text{ Mbps}$ (6 Gbps).

The specifications for the switch used here was 10-port 10/100 BASE (8 x PoE) with a 2-port Gigabit Ethernet Switch ($10 \times 100 \text{ Mbps} + 2 \times 1000 \text{ Mbps}$) = 3000 Mbps. Under full duplex mode, the operating bandwidth should be $3000 \text{ Mbps} \times 2 = 6000 \text{ Mbps}$. Our calculations were consistent with the actual test results, so this switch supports full wired-speed. While it is not that easy to obtain the necessary testing equipment to carry out the experiment when we put these devices into service, we can still ask the vendor to provide test reports shown as **figure 2** that back up their claims.

Needs adjustments

One can't expect to operate equipment at their full capacity over an extended period of time. Not only is this poor infrastructure planning, it also places significant stress on the equipment and indirectly impacts network stability. In actual applications, once the equipment performance has been fully understood, appropriate performance adjustments must continuously be made. These adjustments should include network device management and data traffic planning. The equipment must also have spare capacity to avoid struc-

tural malfunction when there is a sudden change in the network environment.

PoE capabilities**

PoE (Power over Ethernet) is a convenient and cost-efficient power solution for IP surveillance systems. Power over Ethernet technology describes a system to pass electrical power over Ethernet cabling, along with data. This means that a network device can be powered and operated using the same cable as for network connection, eliminating the need for power outlets close to an IP camera, for example.

Two types

Most PoE switches come in two types off-the-shelf: "guarantee per port" operation and "total power budget" operation – both useful in their own way.

Guarantee per port – this type of PoE switch provides a lot more flexibility to users when planning and expanding their IP surveillance system. PoE switches that act as power source equipment (PSE) should successfully feed sufficient power to connected powered devices (PD) after retrieving the power consumption information of each IP camera and comparing the data to the total number of connected IP cameras. When each port is guaranteed a full power design in compliance with either IEEE802.3af or IEEE802.3at, the switch is effectively plug-and-

play. No sophisticated engineering effort is needed, however these switches might be bigger, more expensive and best used in a controlled climate.

Total power budget – this often cheaper PoE switch operates as a "total power budget", but users need to consider a number of points when selecting this type of system. For instance, features like pan-tilt-zoom, cooling fans, heaters or infrared illuminators may require extra power. If the total power consumption is over the total power budget of the PoE switch, it may cause the entire system to malfunction. Users should accurately measure the total power of all devices to effectively avoid errors from occurring in the field.

PoE testing

When an IP surveillance system is planned, users may perform a simple test, under room temperature, by connecting the IP cameras to all PoE ports on the switch. Users should let the system run for a few days to see if it is operating at a stable rate. If it is, users are highly recommended to test the system again under a full workload and various operating temperatures. Occasionally, instability will occur under long periods with a high workload or in rapidly fluctuating temperatures. A good PoE switch should be able to withstand functional and environmental challenges.

PSE Conformance Testing can be performed in quality assurance labs. A test suite can analyse hundreds of test parameters depending upon the capabilities of the PSE. These parameters are measured in several distinct tests that cover most of the PSE PICS (conformance check list items) in the IEEE 802.3at/af specifications.

Temperature

Figure 3 shows the environmental testing standard of a switch with PoE/PD load to simulate a full workload. Passing conditions should ensure the switch can operate continuously under low and high temperatures without any data transmission errors.

Reviewing product specifications is only a basic step of the PoE switch decision making process. Making the right decision requires a comprehensive testing report to ensure that the network product is designed with high quality engineering. Only then will you be able to count on them for the success of your surveillance system.

After PoE comes PoL

Generally speaking, Power over Ethernet technology is a useful tool for solving power source issues, however there are also limitations relating to the applied media and distance. An alternative to compensate the PoE technology limitations is PoL (Power over Link) technology. PoL supports power over one twisted copper pair and coaxial cables, and the distance can be over 1 kilometre. This new technology makes projects more flexible and efficient. It is also easy to use, and this technology should also be included when evaluating TCO (total cost of ownership) benefits.

** You can read more general advice on getting the correct switch for your surveillance needs in the Detektor Security Academy article "Infrastructure for efficient IP surveillance" which can be found on the website www.securityworldhotel.com under the section "Security Academy".*

*** You can read more on PoE in the Detektor Security Academy article "Effective IP surveillance with Power over Ethernet" which also can be found on www.securityworldhotel.com.* ■

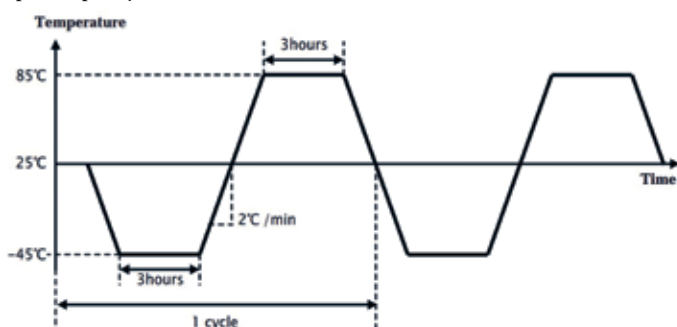


Figure 3. Environmental testing standard of switch with PoE/PD load to stimulate a full workload.

About the sponsor

EtherWAN Systems, founded in 1996 with the US headquarters in California and the Pacific Rim headquarters in Taiwan, has become a leader in Ethernet connectivity for applications in various markets including IP surveillance, intelligent transportation systems (ITS), electric utility, oil and mining, factory automation, etc. EtherWAN specialises in designing and manufacturing fibre optic Ethernet products and Ethernet equipment made especially for harsh environments. Technical engineers are available for network topology consultancy.

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Revenues and profitability up for all of 2014

Financial results for the major manufacturers of security products in the last quarter of 2013 and first quarter of 2014 show a steady growth in revenues and profitability. There is also confidence to forecast that this trend will continue for the rest of 2014, according to Jim McHale, founder of the market research company Memoori.

By Jim McHale, founder of Memoori.

Few are forecasting growth rates much above double figures through organic growth. Only those that are intending to grow faster through acquisition or have annual revenues below \$100m are predicting growth above that. Sifting through their annual reports there is little to find about major new innovative products that will allow them to rapidly increase market share; but a steady flow of incremental improvements showing that product performance will improve to meet customer needs.

Memoori's recent annual report on the security business showed that the first 3 quarters of 2013 well outperformed what most stakeholders had forecast; despite setbacks in economic fortunes in the western developed world. In the first three quarters of 2013 it grew by 8% and this marginally increased for the remainder of that year.

Confidence

A little more light at the end of the tunnel would suggest better trading conditions in 2014 right across the developed world causing security equipment buyers to have more confidence that now is the time to replace their old systems; provided they can be sure that their replacements improve the effectiveness of security, reduce operating costs and deliver an improved ROI on the investment.

So 2014 is now the time for manufacturers to dig even deeper and increase their efforts to align the motivation of security buyers to invest in better performing systems through improving their offerings and educating and training those in the distribution channel in order to drive out all the benefits and making sure that the marketing message is delivered.

In this article Memoori have looked at three leaders in their field; Axis Communications in IP video surveillance, HID Global in access control and the current fastest growing video surveillance company Avigilon, showing how they have created strong robust companies through different business models that should deliver winning performances in 2014.

Axis

Axis Communications founded in Sweden in 1984 pioneered the development of IP network video cameras and brought it to market in 1996, and has maintained a strong R&D programme since then. It has so far grown solely through organic growth. It is the only company that Memoori have identified in the security industry of its size that has achieved year on year growth without acquiring its rivals.

Even when it recently diversified into access control it did not do this through acquisition. Throughout the last ten years it has gained a reputation for reliable high quality products, which sell at a premium. Its products get to market through all distribution channels and it spends a lot of effort in working with those channels to make sure that the benefits of their products are delivered to the end customer.

With such a large number of manufacturers in the video surveillance business it is hard to produce product differentiation across the whole range but Axis is regarded as supreme at the higher end of the market in the enterprise class where maximum security is vital. In the middle market they face challenges where "OK" cameras at lower prices are regarded as good enough by a lot of end users.



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Avigilon

Avigilon founded in 2004 with sales currently running around \$200 million is approximately a quarter of the size of Axis but its growth in 2013 was 100% and has a market capitalisation of around \$1 billion.

This is, to say at the very least, a remarkable performance. Currently they operate at the other end of the size spectrum to Axis with some 95% of customers being in the small to medium size category with only 5% enterprise class clients. They do not sell direct and have a very strong relationship with dealers and system integrators. Their phenomenal growth has to be more than a good product and marketing. It is most likely to be a combination of faster growth in the mid-market and building up loyalty through their distribution channels by not selling direct. They have forecast revenue of \$500 million by 2016.

In 2013 they acquired two companies. In May they acquired privately held Redcloud Security, Inc. an innovative provider of web-based, physical and virtual access control systems. Through the acquisition, Avigilon adds a complementary product line to its end-to-end high-definition surveillance solution and provides the company with access to a growing segment of the global security market. Despite it being a different product it fits in neatly with their existing distribution network.

In December Avigilon announced a definitive agreement to acquire the video analytics company Videoiq, Inc. for cash consideration of \$32 million. Founded in 2006, Videoiq has grown to become a leader 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.

This fits in directly with their existing business. Both of these acquisitions should deliver much more revenue than both companies achieved in 2013 and at the same time will provide their system integrators with a more comprehensive solution.

HID Global

The third "winner" for 2014 is HID Global a major subsidiary of Assa Abloy, which is a global leader in door opening solutions. Founded in 1994 Assa Abloy has grown from a regional company to an international company with annual sales of \$7.2 billion (2012) a 12% growth on the previous year, mainly achieved through an astute acquisition programme involving 150 acquisitions. HID Global sales in 2012 are estimated at £3.3 billion having increased their contribution.

Assa Abloy acquired HID (Hughes Identification Devices) in 2000 and over the last 13 years has incorporated some 15 companies into the HID organisation. Starting with access control products through Motorola Indala they have progressed to identification technologies with Active Identity being a major acquisition in 2010.

Since then major acquisitions have included LaserCard, Identrust, Lumidigm and Codebench. The combination of the companies' has made HID Global a worldwide leader in secure identity solutions that use multispectral imaging technology, software, and biometric fingerprint sensors to authenticate identities with a high degree of certainty.

HID Global have delivered growth over 12% in the last 2 years despite difficult trading conditions and now have a strong cash flow and good financial stability to continue growth through organic means and acquisition. ■

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Top 3 Global Mechanical Lock Trends

IHS has recently released its first industry report on the mechanical and peripheral locking devices market. IHS estimates the world market to be valued at \$5.2 billion in 2013 which includes products such as electromagnetic locks, electric strikes, mechanical locks, exit devices, and accessories. Mechanical locks accounted for the largest portion of global revenues, 43.2% in 2013. The following are the top three trends in the global mechanical lock market.

1. Interconnected Locks

Interconnected locks, also referred to as multi-point locks, are projected to be the strongest growing mechanical lock type globally with a compound annual growth rate (CAGR) of 4.9% from 2013 to 2017 according to a new study by IHS.

Interconnected locks combine a primary locking device and a deadbolt that are controlled by a single internal mechanism when the inside knob or lever is turned to open the door. These locks are mostly used in multi-family applications and are growing in popularity due to their convenience and robust security.

2. Rising Material Cost

In 2014 the average sales price (ASP) for mechanical locks is expected to see an increase of 1.0% and 0.5% in the Americas and EMEA regions respectively. Although low-cost Asian suppliers have been increasing their presence in these regions over the last few

years, IHS expects the rise of material costs to offset the decline in ASP from price competition, with the price trending upwards.

Mechanical locks can have many different finishes and designs depending on applications and regional preference; however IHS assumes that zinc, copper, and steel are the three most commonly used components in mechanical lock production.

3. Grade Level 2 Locks

IHS projects that grade level 2 mechanical locks (based on ANSI grade level standards) will experience the strongest growth globally with a CAGR of 4.3% from 2013 to 2017. This is due to an optimistic outlook for commercial construction in the United States and Europe as well as the increasing use of grade level 2 locks in emerging regions. Grade level 2 locks are best defined as a standard lock commonly used in commercial settings.

Vehicle entrance control market looks to adopt ALPR



The growing adoption of automatic license plate recognition (ALPR) technology is having an adverse impact on the vehicle entrance control industry, specifically the vehicle barrier and off-street parking systems markets.

According to IHS, the presence of ALPR technology is increasing the most for toll ways and off-street parking garages, which is negatively impacting the growth of vehicle barriers. In ALPR mature markets such as the Americas where the adoption of the technology is prevalent, highway/toll barrier revenues are projected to decline by 16.1% from 2013 to 2017.

Identify vehicles

ALPR systems work by using cameras with optical recognition capabilities to identify vehicles and grant access while minimizing congestion. Less congestion allows systems to operate at a higher profitability thus increasing the system's ROI in comparison to traditional barrier solutions.

The most popular use of ALPR systems is in tolling which allows cars to pass freely while penalising unpermitted vehicles through their license plate registration. IHS estimated the global tolling industry to be worth \$3 billion in 2013 and projects tolling to be the fastest growing ALPR application in the world. The growing trend of privatisation within the tolling sector, along with the lack of government highway financing in

mature markets such as Western Europe and the United States, has increased the popularity of ALPR technology in order to optimise profitability.

Parking possibilities

A less developed trend is the use of ALPR technology in off-street parking systems. ALPR allows for ticketless off-street parking systems that can offer subscription or long-term parking options. These cameras can not only increase the effectiveness of parking revenue by reducing fraud and allowing for faster ticketless entry, but the cameras can also be integrated into 24-hour security systems which increases their value. IHS projects parking to be the third fastest growing application for ALPR from 2012 to 2017 with a compound annual growth rate (CAGR) of 9.4%.

The main barrier for the ALPR technology is the price. The image quality of ALPR cameras is crucial for vehicle entrance control revenue systems because any motion blur could result in revenue loss. This requires investment in both ALPR hardware and software which can be costly. IHS predicts the highway/toll barrier market to be the most significantly impacted by the increasing adoption of ALPR technology in the vehicle entrance control market. The impact on the off-street parking sector is currently minimal; however as more parking garages look to adopt ALPR this will ultimately result in less requirements for traditional parking hardware. This could be problematic for suppliers that do not invest in ALPR technology.



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VIVOTEK's IP Cameras Safeguard the Public Transportation Security of Szeged, Hungary

Modern Transportation, Better City Environment

Szeged, a history-enriched city with a present population of approximately 163,000, is ranked one of the largest cities in the southeast regions of Hungary. In reflection of its history, Szeged experienced numerous negative social events in the 19th and 20th century, primarily caused by either natural disasters or wars. Following these negative events, Szeged has recently rebuilt its beautiful buildings, well-organized streets, and comprehensive public transportation systems, modernizing this city into one demonstrating strong cultural and economic dynamics.

Undoubtedly, the public transportation in Szeged has played a significant role in the renaissance of the city, supporting both social and commercial activities. In addition to commuting, the public transportation in Szeged has made a great contribution to the city's development. Trams, trolleybuses, and buses are three key elements that weave the public transportation network in Szeged. With the steady development of the city, the traffic volume has consequently increased. Therefore, the safety and security of trams, trolleybuses, and buses are exceptionally important, which may directly impact the safety of the citizens and the prosperity of the city. Considering the pivotal role of public transportation, the city's government has gradually placed increasing efforts and investments in transportation system and infrastructure modernization in recent years, ensuring smooth transportation operations and further enhancing security.

In response to transportation modernization, Szeged Transport Co. Ltd. (SZKT), a state-owned trolleybus operation company, has acquired numerous new trolleybuses. By seeking professional consultancy with New Line Technologies, a professional Intelligent Transportation Systems (ITS) Integrator, more advanced and intelligent technologies and high quality surveillance systems have consequently been incorporated into these new trolleybuses.

Advanced Infrastructure Creates a Safer City

In this project, 110 units of VIVOTEK's MD7560D network camera were employed. The quality and technology that VIVOTEK's products demonstrate are key considerations highlighting the decision of New Line Technologies. With the full support from VIVOTEK's local distributor IP Cam Technologies, New Line Technologies has successfully introduced VIVOTEK's MD7560D network camera to SZKT's new trolleybuses for internally and externally monitoring the bus cabins.

The MD7560D is a 2-megapixel vandal-proof mobile surveillance network camera developed by VIVOTEK that is specifically designed for transportation applications such as buses, trains, and other vehicles. Being compliant with the EN50155 standard for electrical devices installed on railways, the camera can withstand shock, vibration, fluctuations, and conditions presented on rapid transit trains, maintaining stable and reliable video during vehicle movement. Featuring a 1600x1200 resolution, the MD7560D can produce extremely detailed and clear images, which can be delivered explicitly, simplifying the identification of people and objects. Video footage of passenger activity within or accidents outside the cabins can be clearly captured and recorded in mobile network video recorders installed inside each trolleybus for post-event evidence.

More VIVOTEK Cameras to Safeguard the 163,000 Residents of Szeged

Sharon Lee, the director of VIVOTEK's Europe Business Division, maintained: "We are pleased that VIVOTEK has received this great opportunity to assist in the enhancement of the security infrastructure of SZKT's new trolleybuses. Thanks to New Line Technologies, 110 units of VIVOTEK's MD7560D network camera have been fully integrated in the preliminary stage. Consequently, MD7560D proved to be the most ideal choice for reinforcing the transportation security of the residents of Szeged and creating a safer city environment. In the following stage, additional MD7560D shall be incorporated into old, camera-absent SZKT bus cabins, as well as new bus cabins."



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Security technology to spur growth of IoT markets

Dallas, Tx (USA)

The acute challenges for Internet of Things (IoT) and Machine to Machine (M2M) lie ahead in terms of meeting the political issue, no demand of 2G products, sense of security for all the information available and accessible over internet, having customisation of old to new technology.

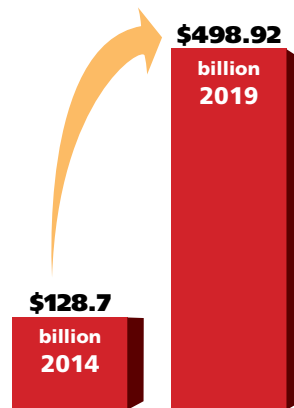
This is according to a new report entitled "Internet of Things (IoT) and Machine-to-Machine (M2M) Worldwide Market Forecasts and Analysis (2014-2019)," which finds that this market is expected to reach \$498.92 billion by 2019 at a CGAR of 24.42% for 2014 to 2019.

In order to meet all these challenges, Marketstomarkets finds that the IoT and M2M industry

needs to develop new technologies with more security and the allowance of government policy to assigning the queries at one point of contact, by making the working smarter by integrating internet with machine and thus, helping to generate the revenues and profitability.

The report defines and segments the IoT and M2M market into various sub segments of technology and platform, M2M connection and modules, IoT components, applications and regions with in-depth analysis and forecasting of revenues. It also identifies drivers and restraints of this market with insights on trends, opportunities, and challenges.

Marketsandmarkets have



The IoT and M2M communication market is expected to grow from \$128.7 billion in 2014 to \$498.92 billion in 2019, at an estimated CAGR of 24.42% from 2014 to 2019.

analysed global adoption trends, future growth potential, competitive outlook, market ecosystem,

and the value chain of this market. The report analyses market sizes and revenue forecasts across different regions such as North America (NA), Europe (EU), Latin America (LA), Asia Pacific (APAC), and Middle East and Africa (MEA).

The IoT and M2M communication market is expected to grow from \$128.7 billion in 2014 to \$498.92 billion in 2019, at an estimated CAGR of 24.42% from 2014 to 2019. The companies such as Alcatel-Lucent (France), AT&T (U.S.), IBM (U.S.), Google (U.S.), CISCO (U.S.), Qualcomm (U.S.), Intel (U.S.), NXP Semiconductors (Netherlands), Huawei (China), and Gemalto NV (Netherlands) are the key market players.

RFID market to grow by 17% to \$9.2B in 2014

Cambridge, UK

New research conducted by Idtechex finds that the RFID market – including tags, readers, software and services, for passive and active RFID – will grow from \$7.88 billion in 2013 to \$9.2 billion in 2014. Most growth is due to active RFID/RTLS systems, interrogators, and then tags, in terms of total money spent.

Passive UHF tags see rapid growth, from a total of just over

3 billion tags in 2013 to 3.9 billion tags in 2014. Idtechex find that 2.48 billion passive HF tags will be sold in 2014, although at a much higher average sales price than passive UHF tags, so the money spent on HF tags will be almost ten times more. The highest volume sector for passive UHF systems is retail apparel, which still has some way to go with RFID penetrating only about 7% of the total

addressable market for apparel in 2014.

After extensive interviews with suppliers, Idtechex find that there are now emerging or established leaders in most positions of the value chain across the different technologies – yet still very few companies have sales of more than \$100 million.

The research also shows that the RFID market will reach \$30.2 billion in 2024. This

research was conducted for the report RFID Forecasts, Players and Opportunities 2014-2024 which provides the key data and analysis in all the main applications, and according to Idtechex, giving an unprecedented level of insight into the total RFID industry and what is really happening. With over 90 tables, the report provides granular insight into the sector.

Saudi Arabia becomes worlds biggest spender on Homeland Security

Washington, DC (USA)

During 2014-2018, Saudi Arabia plans to procure as much as \$70B of Homeland Security (HLS) & Public Safety related products and services making them the highest per capita HLS & Public Safety spenders in the world. This is according to research analyst firm Homeland Security Research Corp (HSRC), based in Washington DC, USA.

The turmoil in the Arab world and the Iranian driven Sunni-Shi'ah divide in the Muslim world are forcing the Saudi Arabian royal family into critical decision junctures. The Saudis hiked their

2011 Homeland Security & Public Safety procurement budget by 46% and never looked back since.

According to the market analysts, the Saudi Homeland Security & Public Safety market is a unique case, since the global financial crisis does not impact the economy of Saudi Arabia. The regime has at its disposal nearly \$500B of petrodollars and will spend "whatever it takes" to secure the country's stability and defeat any internal or external regime threats. The growing need coupled with nearly unlimited resources creates a highly profitable business

environment for state-of-the-art technology and service providers.

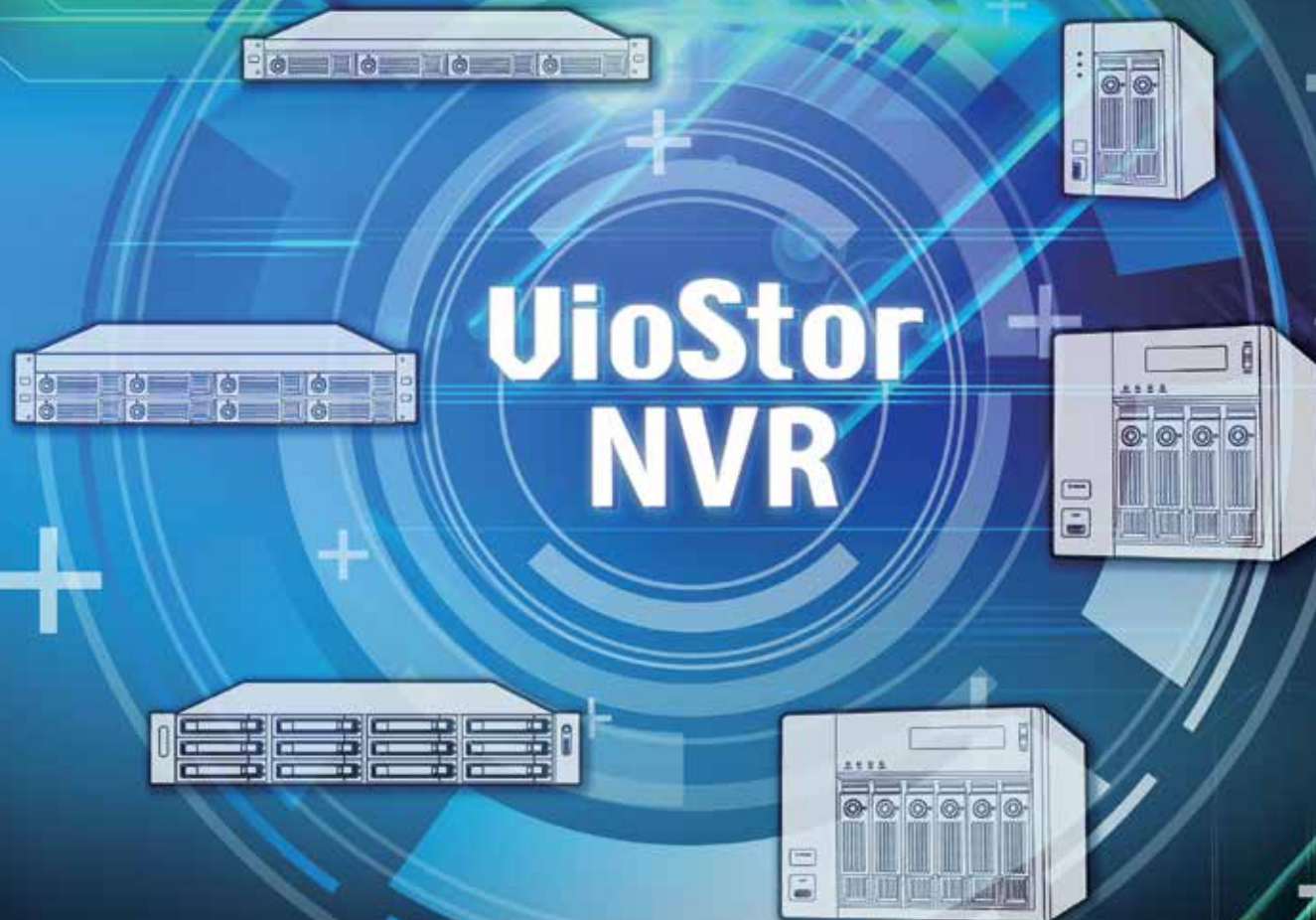
HSRC's recent Saudi Arabia Homeland Security & Public Safety Market – 2014-2018 report presents in 230 pages and 114 tables and figures: market opportunities and entry strategies, analyses, market data starting from 2011, and forecasts up to 2018 of the Saudi Homeland Security & Public Safety markets, as well as profit from in-depth market information, analysis and market forecast of 10 vertical markets, Aviation Security, Border Security, CBRN Security & Hazmat Safety,

Counter Terror & Crime Intelligence, Critical Infrastructure Security, Law Enforcement, Police Modernisation & 1st Responders, Maritime Security, Private Sector Security, Safe Cities and Diplomatic (Facilities & Personal) Security. Plus 8 technology submarkets such as, Biometric Identification, C-3I Systems, CCTV Surveillance Devices and Systems, Communication Equipment & Systems, Cybersecurity Systems, Non-Lethal Weapons, Perimeter Security & Intrusion Detection Systems and Riot Control Equipment.

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Smart Recording

- Effectively avoids the constant storage consumption at all time yet achieves greater storage efficiency with the adjustable recording resolution.

Multi-functional Themed Design

- **Same screen IP camera configuration:** Camera editing, recording modification, schedule setting re-arranging
- **Instant playback:** Allows user to browse specific recording video in monitoring page

Mobile Apps

- **VMobile:** Monitoring, Playback, and Sharing recorded videos via your smart phone.
- **Vcam:** Turn you mobile phone into IP cam, and transmits the recording video to QNAP NVR/NAS





Barcelona shopping mall upgrades with Dahua IP megapixel solution

Heron City shopping mall is one of the biggest shopping centers in Barcelona, Spain. The mall is stationed with many street-popular brands, along with a wide range of restaurants and a big underground super-market.

Like any place where large crowds of people gather, shopping malls are susceptible to criminal activity. As a local popular shopping center, Heron has its existing analog surveillance system but requires an updated HD demand, including high definition, fast transmission, versatile video management and etc. However, the today's Spanish market, the market share is still de facto analog system and people are not yet familiar with IP solutions, as network setting is not as that easy as analog one.

With great effort of IPTECNO VIDEOVIGILANCIA S.L., Dahua's local distributor in Spain and Working Security, a local system integrator, the mall executives decided to embrace IP technology,

and Dahua IP system was finally chosen after rounds of competition thanks to its professional solution and excellent support.

The team took a reconnaissance to find out where to best deploy cameras before implementation as a strategic placement could efficiently prevent thefts, deter crimes as well as increase customer safety. Therefore, the mall executives take not only product performance but also camera design, disk capacity, ease of use, maintenance, and other factors into account. And Dahua's camera models of SD6982A-HN, SD6582A-HN, IPC-HFW3200SP, IPC-HDW2100P and NVR models of NVR5832, NVR5208-P meet the eyes.

2-megapixel IR bullet (IPC-HFW3200SP) and 2-megapixel eyeball domes (IPC-HDW2100P) feature the design to meet the scenarios for both indoor and outdoor. Meanwhile, they are also vandal-proof in case of any malicious attempts. These cameras are perfectly designed for public open areas, entrances and exits, cashier in stores and parking lots.

The 2-megapixel speed dome features Dahua in-house block camera, rendering clear and crisp images, and its IR distance reaches up to 100 meters, ensuring a wide range vision at poor-lighting surroundings. The PoE NVR they adopted saves a lot of time and support 8-ch 1080P playback; meanwhile, it support dual-stream recording, which is to record the real-time main stream and extra stream of all IP camera at the same time.

"IP business is growing slowly in Spain because of economic turmoil," said Jordi Bassa, General Manager of IPTECNO

VIDEOVIGILANCIA S.L. "It is important to have IP system with competitive price, Dahua has the kind of products which meets the market demands. With the implement of this project, we do hope it will lead us to become a successful IP system provider." Jaime González from Working Security put it: "we are happy to be involved in this case and expect to have further cooperation with Dahua and IPTECNO to introduce and accomplish more HD IP projects in Spain."

"I learned from IPTECNO that there are many public places using conventional system in Spain," said Elmer Zhang, Sales Director of Europe at Dahua Technology. "This is a great potential for IP and by this project, the end-user experienced the benefits from IP. Moreover, we also enhance the cooperation and trust with IPTECNO to better provide the right IP solution and services for Spanish market." ■



Dahua IP megapixel solution secures an Italian Pescara port

Pescara harbor, an Italian port stretching along the Adriatic Coast in Pescara, is of significance for the trading and tourism around the region. The port covers a dock, a freight yard and a sea bridge, which is one of the biggest cyclo-pedestrian in Europe. Taking the joint effort with Videotrend s.r.l — Dahua's distributor in Italy, Dahua Technology and its megapixel solution successfully secured the Pescara port.

The complexities once encountered in this case includes the unpleasant weather and high humidity of the region as it may cause the erosion of devices and thus shorten their lifespan; also, the high temperature and moisture may affect the smooth transmission of IP stream during deployment and installation. In order to solve the mentioned hassles despite that the climate is an unalterable factor, Dahua, Videotrend and the local system integrator attempted to approach it from a different perspective — the structure. The system adopts a ring networking structure with optical fiber adopted instead of a conventional star-topology one; and to further guarantee an adequate bandwidth

at 108Mbps for the cycling lane, the radio transmission system was configured at an access point of dual band 2.4/5.8GHz.

At the product front, Dahua 3- and 2-megapixel IR cameras (IPC-HFW3300P / IPC-HFW-3200CP) and 2Mp 20x speed domes (SD6982A / 6523H-HN) cruised into the final after a series of testing. Equipped with lens of 3.3-12mm and 8-16mm, box cameras manage to take a wide range scenario under surveillance. What's more, with the help of high efficient IR LEDs, cameras could also render a superb night vision effect; and as for the back-end devices, Dahua NVR, DH-SVR3016H, is applied as it can satisfy the storage of large

volume footage as well as its RAID function can manage to enhance reliability and stability of the system.

"The previous problems have been well addressed by this solution, which, at the same time is quite flexible and convenient," said Pasquale Totaro, the CEO of Videotrend. "It has been almost over two years since the project accomplished, and everything still goes well. The local officials are satisfied with this project as it not only helps to do with the citizen check, but also makes the whole surveillance system run smoothly."

"We appreciate client's trust

and partners' effort in this case, as we are refining network product portfolio, more versatile products will be brought out at different demands," said Elmer Zhang, Sales Director for Europe at Dahua Technology. "Take this port case for example, the speed domes installed on the bridge is IP66 rated, which can withstand the severe environment; and its accurate PTZ function well helps with vehicle tracking. We are confident to provide solutions and products in various verticals as we have been actively involved in different projects and accumulated valuable experiences in recent years." ■

About Dahua Technology

Dahua Technology Co., Ltd. is a professional manufacturer in the security and surveillance field. Over the past 15 years' development, Dahua Technology has been fully experienced in research and design of cutting-edge technology surveillance equipments. Both hardware and software are modular-designed with flexibility for different configurations, various scales of applications and future expansion. The company is at 9th place of Security 50 ranking by a&s International in 2013. Learn more at www.dahuasecurity.com

PSIA releases draft proposal of PLAI specification

Las Vegas, Nv (USA)

The Physical Security Interoperability Association (PSIA) is releasing a draft proposal of its Physical-Logical Access Interoperability (PLAI) specification.

It is hoped that this new proposal will bring the industry closer to achieving cost effective, automated synchronisation of physical and logical identities, privileges and credentials.

"We're excited about the potential the PLAI specification has for reshaping physical and logical identity access for the security industry," said *David Bunzel*, executive director, the PSIA. "With the PLAI specification, we're making it possible to achieve access, privilege and credentials management across physical and logical identities on a plug-and-play basis. This is a game changer."

The PSIA released the PLAI draft during a special session of the PLAI Working Group at ISC West in Las Vegas recently.

"Today we were pleased to demonstrate multiple disparate systems working seamlessly through the PLAI draft specification," said *Mohammad Soleimani*, chair of the PLAI Working Group and executive vice president and

CTO, Kastle Systems. "That demonstration showed how the PLAI specification fundamentally changes the way the security industry approaches identity, privilege and access management. We are opening a door to enable broad, holistic solutions that span the physical and logical realms of identity."

During the ISC West demonstration, the PLAI specification enabled an identity to be entered into Microsoft's widely used and LDAP-compliant Active Directory, and then to automatically propagate all of that identity's associated privileges and credentials to physical access control systems (PACS). Similarly, when an identity was removed from Active Directory, the PLAI specification automatically propagated the revocation of privileges and credentials in the physical access control systems.

"Being able to automate temporary and permanent privilege management through the PLAI specification will significantly reduce administrative time and cost burden," said *Mike Faddis*, Director at Microsoft Global Security. "The PLAI specifica-



tion streamlines and standardizes the management of physical and logical identities, helping chief security officers effectively support Enterprise Security Risk Management."

The PLAI specification ensures the logical and physical access privileges associated with an employee's role are always synchronised. That enables a company to ensure a person is physically present before permitting access to databases or applications.

Further, the PSIA's PLAI specification will enable automated inter-PACS interoperability in the market for the first time. Users can reduce multiple access cards because the inter-PACS interoperability automates the process of enabling an access card associated in one vendor's PACS to be used at entry points associated with a different PACS system as long as the card readers are the same.

"With the PLAI specification,

the industry is getting functionality we've always wanted without spending significant time and money to build custom interfaces among dozens of systems," said *Joshua Jackson*, director, global product integration, Stanley Security. "This specification opens the door for manufacturers and integrators to add a great deal of value to security solutions while minimizing cost and implementation time."

The PLAI specification builds on standards already used in the logical identity and access management world, including Role-Based Access Control (RBAC-RPE) and Lightweight Directory Access Protocol (LDAP). These will enable vendors and users to more easily map logical identities and their role-based privileges to physical identities.

The specification is being developed by the PSIA's Physical-Logical Access Interoperability (PLAI) Working Group, which includes Allegion (previously Ingersoll Rand), Brivo Systems, HID Global, Inovonics, Kastle, Z9 Security, Mercury Systems, Microsoft Global Security, Stanley Security, Tyco Security and UTC.

Norbain acquires fire alarm distributor

Reading, Berkshire

Norbain has acquired **Detection Supplies**, a leading supplier of fire alarm and ancillary equipment to the UK fire installation market.

Established for over 20 years, Detection Supplies will continue to operate as a standalone business under the Norbain SD umbrella. All sales enquiries will be handled directly at the Detection Sup-

plies offices, based in Fordingbridge, Hampshire.

Trevor Saunders, MD and Owner of Detection Supplies, comments: "I'm extremely pleased to have found such a safe home for the business and the staff. This move provides Detection Supplies with a very firm foundation to continue to serve its customers and pursue its expansion in the market."

Mobotix CEO sacked

In 2013 *Magnus Ekerot*, was appointed as the CEO of the German IP-surveillance camera manufacturer. Following a meeting of the Supervisory Board on February 18th this year he was released from this position. Instead the CFO *Klaus Gesman* will take over the responsibilities of the CEO and sales until further notice. Dr. *Oliver Gabel* will remain as chief technical officer (CTO). *Ralf Hinkel*, the founder of **Mobotix**, now also Chairman of the Board, who handed over the responsibility as the CEO to Magnus Ekerot one year ago, has explained the situation in an email addressed to the partners of Mobotix: "Unfortunately it did not work out and the Supervisory Board had to take action and discontinue his contract." In the email Ralf



Magnus Ekerot has left Mobotix.

Hinkel blamed their Global Partner Network and sales model for producing too much time consuming paperwork for both Mobotix and their partners and promised to change the company's course back to its "roots of success".



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Vicon and Iqinvision merge for strategic growth

Edgewood, NY (USA) and San Juan Capistrano, Ca (USA)

Vicon Industries, Inc. and **Iqinvision, Inc.** have entered into a definitive merger agreement that is expected to create a global provider of integrated solutions to the video security market. Vicon is a designer and producer of video security and surveillance systems. Iqinvision designs and produces high performance HD megapixel IP cameras.

The merger has been approved by the boards of directors of both companies and is subject to shareholder approval, and other customary closing conditions. The transaction is expected to close in Vicon's September quarter. Under the terms of the merger agreement, Vicon will issue shares of Vicon common stock to Iqinvision shareholders in an all-stock merger whereby Iqinvision shareholders will own approximately 50% of the outstanding common stock of the combined company. After the merger,

Vicon will have approximately 9,000,000 shares outstanding.

As permitted and contemplated by the merger agreement, Vicon expects to declare a special cash dividend of \$0.55 per share payable with respect to shares of Vicon common stock held by shareholders of Vicon as of a record date prior to the completion of the merger and payable to such holders within 15 days after the completion of the merger.

"Vicon is thrilled to join forces with Iqinvision," said *Ken Darby*, Vicon Chairman and CEO. "Together, with the Vicon line of HD megapixel robotic dome cameras, our enterprise class video management software, Viconnet and Iqinvision's highly regarded Iqeye brand, we bring a compelling solution offering to the video security market. The Iqinvision transaction is consistent with our strategy of providing high qual-



*Charles Chestnutt,
CEO of Iqinvision.*

ity, proprietary solutions to our customers. The Vicon/Iqinvision combination will yield meaningful operational benefits, together with significant market and technological synergies. It's a logical first step to strategic growth for both companies," said Darby.

"This is a great fit for Iqinvision as we combine with one of the iconic brands in the industry. Our product offerings are complementary to Vicon's solutions, and we believe Vicon's worldwide sales organisation will effectively promote the Iqeye brand to new markets and accelerate the growth of our sales footprint," said *Charles Chestnutt*, CEO of Iqinvision.

Ken Darby, who has delayed his retirement, will continue to lead the company until his successor is named. The search for a new CEO was recently restarted.

Both Vicon and Iqinvision's product offerings will retain their existing branding, and both companies will continue to sell into and service their existing channels and customers. Customers are expected to see no difference in sales, service, and support levels compared with prior to the merger.

For the twelve months ended December 31, 2013, Iqinvision and Vicon combined generated \$56 million in revenue. Following the merger, the board of directors of the combined company will consist of three directors designated by Vicon and three directors designated by Iqinvision. TM Capital Corp. and Imperial Capital acted as financial advisors to Vicon and Iqinvision, respectively.

Securitas and Sitasys in cooperation regarding alarm communication in Germany

A shift from analogue to digital alarm transmission can be carried out easily and quickly, without the customer having to invest in a new alarm system. Now, **Securitas Alert Services Germany** is entering into a cooperation with Swiss company **Sitasys** to offer cost savings, minimal installation effort and a future-proof signal transmission, the three main arguments Sitasys and Securitas will bring to the market with joint forces. The collaboration solution is expected to be available during the 4th quarter of this year. Interested cus-



*Patrik Bengtsson,
Sitasys.*



*Jérôme Johl,
Securitas Alert
Services Germany.*

tomers, technology companies or alarm system installers may want to check the Securitas website for further information about the product market launch.

"Many thousands of alarm

systems, which are transferring their alarm signals to our ARC analogously, are affected by the ever diminishing analogue technologies. Nowadays, the industry rather asks "When" not "If" a change will take place" says *Jérôme Johl*, Managing Director of Securitas Alert Services Germany, summarising the inevitable situation of signal transmission. "As a knowledge leader in security we like to be able to present our alarm system installers and valuable customers with state of the art solutions, for which the cooperation

with Sitasys will play an important role," so continues Johl.

The ISO 9001 certified company from Switzerland has over 30 years of experience in the field of alarm transmission and secure communications.

"Together with Securitas Alert Services Germany, a subsidiary of the Swedish Securitas Group, with two nationwide operating ARC's and a network of intervention forces for alerts, we provide an optimised solution for the Next Generation Networks," says *Patrik Bengtsson*, vice CEO at Sitasys.

Interlogix acquires UHS from Australian Hills Ltd

Brussels, Belgium

Interlogix, a part of UTC Building and Industrial Systems, a unit of United Technologies Corp., is acquiring **Ultra High Speed (UHS)** from Australian company Hills Limited to broaden its portfolio of intrusion product offerings and services.

UHS is a technology provider of telecommunications infrastructure equipment, Web application servers, modems and customised network management systems. This transaction is designed to

broaden and strengthen Interlogix's portfolio of residential and commercial intrusion panels, mobile applications and communication solutions. UHS also brings the expertise of engineers and designers with a wealth of experience in the security and communications industry.

"This acquisition will further enhance our offering of residential solutions with web-enabled services for the European market. Our customers will have new

options in small-to-medium enterprise intrusion systems and advanced communication modules that interact with new and existing Interlogix platforms, as well as technologies that will expand existing service offerings – providing for a robust, web-enabled backbone for both future and legacy systems," said *Bart Otten*, president, fire and security EMEA, UTC Building & Industrial Systems. "We are excited about the opportunities this

acquisition brings to us to further enhance our industry-leading product range."

"These additions to our portfolio add innovative capabilities and offer our customers around the world more choices to help meet their security challenges and business needs," said *Paul Van der Zanden*, general manager, global intrusion and monitoring, Interlogix.

Interlogix was previewing some of the newly acquired technology at ISC West, in Las Vegas.

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Megapixel Vari Focal lenses

▶ 1/3"	YV2.7x2.2SA		3 MP	f = 2.2~6	mm
	YV2.1x2.8SR4A	D/N	3 MP	f = 2.8~6	mm
	YV2.8x2.8SA		3 MP	f = 2.8~8	mm
	YV4.3x2.8SA		3 MP	f = 2.8~12	mm
	YV10x5HR4A	D/N	1.3 MP	f = 5~50	mm
	YV3.3x15SA		3 MP	f = 15~50	mm
	YV3.3x15HR4A	D/N	1.3 MP	f = 15~50	mm
▶ 1/2.7"	YV2.7x2.2SR4A	D/N	3 MP	f = 2.2~6	mm
	YV2.8x2.8SR4A	D/N	3 MP	f = 2.8~8	mm
	YV3x6SR4A	D/N	3 MP	f = 6~18	mm
	YV3.3x15SR4A	D/N	3 MP	f = 15~50	mm
▶ 1/2"	DV3.4x3.8SA		3 MP	f = 3.8~13	mm
	DV10x8SA		3 MP	f = 8~80	mm
	DV10x8SR4A	D/N	3 MP	f = 8~80	mm
▶ 1/1.8"	DV3.8x4SR4A	D/N	3 MP	f = 4~15.2	mm
	DV4x12.5SR4A	D/N	5 MP	f = 12.5~50	mm
	NEW DV2.2x4.1SR4A	D/N	6 MP	f = 4.1~9	mm

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Assa Abloy and Genetec create access control synergy

London, UK

Genetec Synergis intelligent access control system has added integration of the **Assa Abloy Aperio** wireless technology product range.

Genetec Synergis incorporates several Aperio components including electronic cylinders and escutcheons, wireless locks for security doors and the 1-to-8 Hub for controlling access to multiple doors, without the need for expensive cabling.

"The goal with Aperio is always to enhance secure access at an affordable price," says *Chris Bone*, Vice President Access Control EMEA at Assa Abloy. "This new partnership with Genetec sees our innovative wireless battery powered door locking technologies integrated into a market-leading access control system in Europe and in the US."

Aperio Synergis integration



supports office mode, as well as multiple RFID technologies including Iclass, Mifare, Mifare Desfire and HID Prox/EM410. Currently online only, the integration uses the RS485 protocol, with 16 Aperio devices per RS485 output from

the Synergis Master Controller (SMC).

"Aperio integration brings the latest wireless locks to our market-leading access control system. We are launching the integration in both the US and EMEA regions, and considering offline and IP integration as future developments," said *François Brouillet*, access control product manager, at Genetec.

Shanghai museum confirms major order with Gunnebo

Gothenburg, Sweden and Shanghai, China

The **Gunnebo Security Group** has received an order worth over €2 million to deliver 16,888 safe deposit lockers and 15 vault doors to **Guanfu Museum** in Shanghai, China.

Guanfu was the first private museum to be established in China and contains over 1,000 pieces of art, mainly from the late Ming and Qing dynasties. It is located

in the Shanghai Tower, currently the tallest building in China and a new landmark in the city.

"This order is a milestone for Gunnebo on the Chinese physical security market," says *Per Borgvall*, Gunnebo's President and CEO. "Gunnebo has been recognised by a high-end customer and is entering into a completely new market segment."

The Guanfu Museum intends to rent out the safe deposit lockers to their members for the storage of valuable artwork.

"This is the first time we are delivering safe deposit lockers produced in China under the Chubb safes brand," explains *Per Borgvall*. "Part of the reason why Guanfu Museum placed the order was Chubb safes' reputation

for quality security products. Such a renowned brand makes it easier to buy international insurance and this will be a selling point when they rent the lockers out."

Delivery and installation will be carried out during the second quarter of 2014 in collaboration with systems integrator, Airlink.

G4S on track with Dutch railways contract

Netherlands

G4S, has signed a seven-year contract extension to provide cash solutions to **Netherlands Railways (NS)**, via its G4S Nederland business.

As part of a multi-million pound deal, G4S will provide services to all 400 stations across the country's rail network.

G4S will transport cash to all manned and unmanned ticket offices, manage all ticket machines, and provide machine maintenance services.

The company already provides manned guarding services to NS across the rail network, employing over 200 staff.

Gert Askes, director,

G4S Nederland, says: "This contract is a good example of how clients are increasingly looking to us to deliver an integrated solution that can demonstrate real improvements in efficiency and cost, without disrupting operational processes."

He added: "By strength-

ening our partnership with NS, we are now in a position to provide a seamless service which will ultimately improve the customer experience."

The company has been working in partnership with NS since 1999 and will start the new contract on 1 August 2014.

Hikvision and Objectvideo sign patent licensing agreement

Hangzhou, China and Reston, Va

Hikvision is signing a world-wide patent licensing agreement with video analytics provider **Objectvideo, Inc.**

"Hikvision has a rich intelligent video analytics product line. This line plays an important role in both data mining and data service," said *Yangzhong Hu*, President of Hikvision. "With this cooperation with Objectvideo, Hikvision is able to accelerate the promotion of intelligent video analytics products and solutions in the global market to better serve

our customers and partners."

"We are very pleased to have Hikvision join our patent licensing programme," noted *Raul Fernandez*, Chairman and CEO of Objectvideo. "Hikvision is our first partner from China. We believe Hikvision's continuous investment in the video analytics field will reinforce its already impressive market position."

"Hikvision intelligent video analytics product lines include network cameras, PTZ dome cameras, NVRs and video serv-

ers. These products have been successfully applied worldwide in city surveillance, transportation, financial institutions, commercial, and industrial vertical markets," said *Shiliang Pu*, R&D Director of Hikvision. "We will continue to dedicate ourselves to the development of cutting-edge technology for richer solutions."

"As the IP security market continues its rapid growth, video analytics stands out as an important piece of this global solution," noted *Chris Capuano*,

General Counsel of Objectvideo. "Hikvision's ongoing investment in intelligent products with video analytics is further evidence of the importance of this technology."

Hikvision is one of 18 companies joining Objectvideo's patent licensing programme. Others include Panasonic, Sony, Pelco, Bosch, Tyco / American Dynamics, Flir etc. Objectvideo holds 55 U.S. and international patents in the field of video analytics and also has 40 additional U.S. and international patents pending.



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coming soon* «



Axis announces its first 4K resolution camera

Chelmsford, Mass.

Axis P1428-E Network Camera brings the 4K Ultra HD standard to video surveillance with full frame rate performance in an outdoor-ready package; Latest generation of ITU standard delivers four times the resolution of 1080p.

Axis P1428-E Network Camera brings the 4K Ultra HD standard to video surveillance with full frame rate performance in an outdoor-ready package; Latest generation of ITU standard delivers four times the resolution of 1080p

– April 1, 2014 – Axis Communications, has launched its first 4K resolution camera with the outdoor-ready AXIS P1428-E Network Camera. The 4K stand-

ard, an established motion picture production and consumer television standard also known as Ultra HD, is defined and approved by the International Telecommunication Union (ITU) and offers a video resolution of 3840 x 2160 pixels at 30 frames per second.

The Axis P1428-E Network Camera is the flagship model in the brand new AXIS P14 Series also announced today, which are compact bullet-style fixed cameras designed for outdoor and demanding indoor environments. Axis P1428-E with 4K resolution offers a number of valuable features for security integrators and end-customers, including remote zoom and focus, a built-in slot for a micro SD/SDHC/SDXC



Axis P1428-E.

memory card and I/O connectors for interfacing with external devices – all of which make the camera ideal for overlooking large areas like parking lots, city squares and stadiums while being able to capture fine details.

Axis P14 Series consists of seven network cameras ranging from HDTV 1080p to 4K Ultra HD. The innovative all-in-one mechanical design of Axis P14 Series includes the location of electrical components like the Ethernet

connection, memory card slot and I/O connectors in the foot of the camera. This offers efficient and reliable video surveillance in any environment while allowing customers to select the camera that best meets their specific requirements and budget.

4K technology is an established industry standard both in motion picture production and consumer displays. Initially, Axis anticipates that the majority of AXIS P1428-E customers will utilize standard HDTV monitors. This will allow them to enhance any portion of the screen to pull crisp forensic video from large areas without losing details.

swb

Dahua wins IP Camera Excellence Award at Secutech 2014

Hangzhou, China

Dahua Technology, headquartered in Hangzhou, China, won the “IP Camera Excellence Award” at Secutech Taipei 2014 for its DH-IPC-HF5281 network camera.

Each year at Secutech Taipei, the Excellence Award Contest is one of the main attractions. This year’s IP camera contest focuses on night visual effect in addition to saturation, low light, shutter speed and image quality.

The Dahua DH-IPC-HF5281, an ultra-low light network box camera with a 2



megapixel CMOS sensor, is able to capture 1920 x 1080 resolution video at 60fps. Featuring ultra low illumination, IPC-HF5281 is able to present clear images even under 0.0001Lux. Meanwhile, for monitoring high-speed moving objects, even

if they reach over 50km/h., the camera is able to render smooth images with 60 frames per second. Moreover, the camera is also equipped with intelligent functions, such as facial detection, wandering detection, illegal parking, fast-moving etc.

“It is the third year in a row that Dahua’s products have proven their outstanding performance and have been recognised by worldwide security professionals,” said Tim Shen, Marketing Director at Dahua Technology. “We really appreci-

ate that the Secutech organisers create such a great platform to allow our product to stand out among other companies. As the industry moves to high definition, how to ensure the whole video surveillance system to satisfy the HD requirement but also other functions, like WDR, better bit rate, low lux and alike are our focus. With more than 3,000 R&D professionals and 10 percent reinvestment, we aim to provide world-leading products and solutions.”

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New 4K Ultra HD Megavideo from Arecont Vision

Glendale, Ca (USA)

Arecont Vision’s new *Megavideo 4K* (3,840 x 2,160 pixels) Ultra High Definition (UHD) camera provides a total resolution of 8.3-megapixels (MP) at 30 frames per second (fps) designed to deliver spectacular images.

The camera’s exceptional resolution and fast frame rates are engineered for mission critical applications where the fastest and

most subtle movements need to be captured.

“Our new 4K surveillance camera’s ability to capture Ultra HD resolution sets a new benchmark in professional video surveillance performance,” said Raul Calderon, Senior Vice President, Arecont Vision.

The camera features a highly sophisticated one-inch image



Megavideo 4K.

sensor and extremely fast internal processing that runs quadruple the speed of conventional megapixel cameras, thus providing superior performance in both bright and low light environments. The supe-

rior image performance provided by the new 4K camera can reduce overall system costs by covering larger areas with fewer cameras. In fact, one of Arecont Vision’s new 4K cameras can replace several 1080p cameras that produce 2MP images at 30fps.

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■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 58

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



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- ONVIF Version 2.2 conformance
- 3D intelligent positioning with Dahua PTZ camera
- Support 2 SATA HDDs up to 8TB, 2 USB (1 USB3.0)
- Support IPC UPnP/PPPoE ports
- Multiple network monitoring: Web viewer, CMS(DSS/PSS) & DMSS



2MpFull HD 30x Network IR PTZ Dome Camera Model No: DH-SD59230S-HN

- 12x20x30x optical zoom
- H.264 & MJPEG dual-stream encoding
- Max. 25/30fps @ 1080P(1920*1080) & 50/60fps @ 720P resolution
- DWDR, Day/Night(ICR), Ultra DNR, Auto iris, Auto focus
- Multiple network monitoring: Web viewer, CMS(DSS/PSS) & DMSS
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120 fps @ 1080P HD IP Camera Model No: UFG1122

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- 3D noise reduction (MCTF)
- HDR function
- Digital PTZ supported
- Tampering / Audio / Motion detection alarm function
- Day & Night (IR cut removable)
- 2-way audio supported
- Digital I/O: 1 in, 1 out
- ONVIF supported
- RS-485 supported



DS-96256NI-E24/H

Model No: Super Embedded NVR

- Third-party network cameras supported
- Up to 8 Megapixels resolution recording
- Support up to 6-ch HDMI, 1-ch VGA at up to 1920x1080P
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The global VMS market for CCTV and video surveillance was valued at \$700 million in 2013, with forecasts projecting revenue to hit north of \$1.6 billion by 2017.

Genetec and Milestone Systems at the top of a fragmented \$700 million VMS market

Danish Milestone Systems and Genetec from Canada are the top two players on the VMS market (Video Management Software). In fact, during 2012 they were evenly matched as the top suppliers in a market worth more than half a billion dollars, according to the market research company IHS.

Detektor has interviewed the CEO and founder of Genetec, Pierre Racz and the newly appointed Thomas Lausten, Vice President, sales EMEA of Milestone Systems (page 32 to 35) in order to get their view on the market. But first a short introduction about the VMS market, as it looks today.

The global VMS market for CCTV and video surveillance was valued at \$700 million in 2013, with forecasts projecting revenue to hit north of \$1.6 billion by 2017. All three geographic regions representing the Americas, Asia and the collective Europe-Middle East-Africa (EMEA) territory will exhibit strong double-digit expansion during the next five years. Asia, driven largely by China, will be the fastest-growing area for VMS.

"While ranking of the top 4 suppliers remained unchanged, 2012 marked the first time that the No. 1 spot was held concurrently by two entities," said Jon

Cropley, principal analyst for video surveillance at IHS and author of the report from which these findings were taken.

Milestone Systems, which had held the pinnacle position since the VMS category was added to the IHS video surveillance reports in 2004, retained the largest market share in EMEA, but rival Genetec was the top performer in the Americas.

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

quickly than the market on average, Cropley noted.

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

The VMS space will remain highly competitive within the next five years, with innovative solutions and keen prices expected to be critical variables. The healthy projected growth, however, could mean rich rewards for the most successful suppliers, predicts IHS.

However, according to the Memoori report "The physical security business 2013 to 2017" the VMS market appears to be entering the maturity stage. And yet it still has high growth as it takes a slice of the DVR and NVR market it will see competition from "Cloud" and "Edge" in the long term. The rate of growth will slow down as IP cameras seek

simpler solutions, and VMS suppliers' product development, such as video analytics, will be crucial.

The VMS market will of course continue to benefit from the change from analogue to digital technology, but the current market growth of around 20–30 percent will rather be 5–10 percent at the end of the decade. Memoori identifies the biggest threat to the VMS suppliers' growth as being camera manufacturers using edge storage, but it will take a long time for them to drive VMS providers out of this sector.

Memoori values the global market to around \$700 million with EMEA taking roughly \$175 million of this. There are 60 established manufacturers of video management software, and the top ten of these account for 60 percent of the market. This share has grown substantially in recent years, mainly thanks to Milestone and Genetec. ■

For more information about Memoori's recent annual report on the security business and ordering details: www.armedia.se, info@armedia.se, +46 (0) 8 556 306 80.

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Thomas Lausten, vice president sales EMEA, Milestone Systems:

"We are enabling convergence

Thomas Lausten enjoys a well-known security profile in both his home country Denmark and the rest of Scandinavia. He started his security career in 1993 and had for many years key positions at both Bewator and Siemens before he became the CEO of ADI Alarmsystem in 2011. On the 1st of December last year he decided to take on a new role – vice president sales EMEA at the Danish VMS company Milestone Systems. Detektor met with Thomas Lausten and asked him some questions about the move to Milestone, the VMS market and future business opportunities.

By Henrik Paulsson

You were the CEO at ADI Alarmsystem, what drew you to Milestone?

"Milestone is a very exciting company. The open strategy the company has is both exciting and unique on the market. The business model is based on an open platform. No matter what you do you have thousands of companies that have developed a part of their security solution on Milestone's platform. That gives great opportunities for growth."

What is unique with Milestone?

"The open platform and the fact that we invest a great deal of the company's revenues into R&D and developing our products is what makes us unique."

How can you strengthen Milestone?

"I can among other things add management competence from the security industry. Many others here have competence within for example R&D or IT, while I can come with input from the security



*Thomas Lausten,
vice president sales
EMEA, Milestone
Systems.*

industry. It is a business I know a lot about and that will help secure future growth for Milestone."

How will Milestone continue to expand?

"We are represented all over the world but aim to strengthen our impression further and get closer to our customers, which are the distributors, reseller and end users."

How will you achieve that?

"A great deal of the explanation lies in our ecosystem of partners that have developed a part of their solution on our platform. A lot of the marketing activities are performed with these partners and we are going to invest a great deal this year, for example in our educational Milestone Partner Open Platform days. We have an aggressive communication plan in the EMEA and we will attend several security shows."

So 2014 is an important year for Milestone?

"Yes, we are going all in and there is a huge interest for Milestone in many countries. We are well-known, but we can of course get even more well-known, both for partners and customers."

So Milestone is trying to achieve a clear profile?

"We want to make it even clearer what Milestone is all about, and put focus on our partners to make it even easier to work with Milestone. We are strengthening the organisation to get closer to our partners. It is important to recruit the best competence. We are looking for convergence between security and IT, and to get the best from both worlds."

Are IT and security far apart?

"It's interesting, they are not far apart at all and more connected than one would think. The IT sector joins the security sector from the network side. While the security sector is more product oriented, the IT sector has a different perspective where the products are more secondary."

Why are they converging?

"The IP technology within security has grown a lot. And video has become big within the IT companies since it's something that demands a lot of bandwidth and storage."

Is there any other big news from Milestone?

"Yes, we are now launching our Husky. It is a new, simple and slick plug-and-play NVR. It comes with preinstalled licences and is perfect for those inexperienced with installing software."

How do you view the VMS competition, for example Genetec?

"We have great respect for all competition on the market. The IP technology is on the rise in many countries. We are different since we use a lot of the turnover on R&D. This means that we get a quick platform development. Our competitors have other technological offerings which some prefer and think are better, with another set-up and a different organisation."

Why do you think Milestone is better?

"Our solution will last both in the long term and in the short term. Our database technology that we have developed ourselves is unique. Other companies use generic data bases while we at Milestone have full insight."

What are the plans for your platform XProtect?

between security and IT"

"It has already transformed into a security management platform that several technologies are hooked up to, like access control, smoke generators, lighting and so on. This is something both we and our partners analyse and develop constantly. That is also why we now strengthen our organisation with the best staff possible."

What are Milestone's growth aims?

"It is no secret that IP is the fastest growing category within security. Our ambition is, and has been for a long time, to be the best and strongest player on a market with double digit growth."

How do you view

Security-as-a-Service?

"There are partners who offer service solutions. With a licence from Milestone you also get an

ongoing agreement on updates and service, which also bring new ways to use the technology. Milestone isn't all about security any more, we have many solutions for different verticals where security isn't the main priority, for example hospitals, commerce and banks."

Do you have an example?

"A hospital might want to monitor a patient that has gone through surgery and is about to wake up. There you can have a camera instead of a nurse checking in on the patient every five minutes. It saves money and the patient can get immediate help if something happens."

Any other examples?

"A restaurant chain can be in full control of all restaurants by using cameras and analytics. They can

analyse if a selected offer draws more customers, what happens in check out-lines and see if a restaurant is clean without having inspectors in cars going around town. There are many examples of video analytics for several markets, like heat mapping and people counting."

Does the video analytics really work this well?

"Yes, video analytics is the future when it comes to video surveillance, and also the link to other technologies such as lighting. We just have to communicate all the possibilities to the market. It is very exciting that our partners are working on things we haven't even thought about."

So how do you spread the word?

"Via for example leading magazines, the web, social media and

events. In general I think many know what we at Milestone do, and that there is a huge interest in the technology and the open platform. But it is important that we use the resources to explain it in the correct way."

And which is the correct way?

"It is important for us to communicate that we are solution oriented, not only surveillance oriented. Furthermore, we are very loyal to the channel and work solely towards distributors, even though we communicate to the entire market."

Finally, how have you found your first few months at Milestone?

"It has been very good. Milestone is a very exciting company and my job is a true challenge, which is both fun and inspiring." ■

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Pierre Racz, CEO of Genetec:

"Being independent means enormous

Genetec, the world's leading vendor of video management software (VMS), according to IHS, has also gained great success within the access control and automated license plate recognition (ALPR) arenas. The expansion into Asia Pacific and the Latin American market and a steadfast focus on product development are some of the reasons behind Genetec's continuous strong growth.

Detektor met up with founder of the company, Pierre Racz, President & CEO at Genetec's HQ in Montreal to talk about his views on the trends in the market.

By Lennart Alexandrie

Pierre Racz, founded Genetec in 1997. In those days, analogue security systems were dominating the market. Network video surveillance had no acceptance in the security industry. Now, the technology shift from analogue to digital security technology is a fact and Genetec is at the forefront of this shift.

What is unique about Genetec?

Our culture. This was commented to us by partners visiting our facility and noticing the infectious energy. Further our camera partners, they were so surprised about how much we test the firmware inside their cameras; but this is because there were catastrophes in the past where people would upgrade the firmware and then whole airports would have to be shut down because there was a bug in the new firmware.

Based on statistics for 2012 Genetec was named as the world market leader in the VMS-market by IHS in 2013. What is the key to your success in general? Innovation is in our DNA. By investing over 20 percent of our revenue in R&D, we foster a strong culture of innovation. From pioneering IP video, to developing the industry's first unified security platform that combines video, access control, and license plate recognition, to bringing physical security to the Cloud, we are consistently delivering groundbreaking solutions to our industry.

Genetec is very strong in America and Milestone are stronger in

Europe. In your opinion is that a correct description?

It is correct and it is surprising, because before 2008 I think 40 percent of our revenue came from the Americas and 30 percent from Europe. But then, after the recession, Europe stopped investing. In the United States they brushed off the dust and got back on the horse. We have been getting more than 50 percent annual growth in North America. Much to our surprise, because prior to 2008, we had sensed that something was wrong with the economy, but we didn't know what. We thought it was better to invest in Europe because we thought that the trouble would be in North America. So we invested a lot in Europe and we were growing our European operations, and as it turns out, it is our North American operations where the results are coming from.

So how are your revenues divided today?

Close to 50 percent comes from North America. Europe stands for a little less than 30 percent. We thought that Europe would take a bigger share.

And the other 20 percent, what is that?

It is the rest of the world. Asia Pacific and South America. South America is growing quite strong, Asia Pacific is the one that is growing the slowest, and the exception is Australia, where we are growing like crazy.

In 2006 Genetec launched the IP based access control system



Pierre Racz,
CEO of Genetec.

Synergis and entered the access control market, how did that go?

Initially we were very surprised that it was such a closed market. HID had an open device, but convincing other vendors to open their doors for us was very hard in the beginning. However, slowly but surely over the years, we were to convince seven or eight vendors with devices to open up their integration to us.

Axis, the global market leading IP-camera manufacturer, introduced an access control device last year. What do you think about that?

Axis are going to change the game in two ways, one is that they have this open architecture on a global scale, they are also implementing changes in the access control distribution model.

So you are convinced they are going to be successful?

Yes, because access control products are going to be used on more doors than ever before. You are seeing access control going into the consumer market now, and this is really going to be a big game-changer and I think that Axis will be successful in that market.

The access control market in many countries is dominated by

local companies with a very proprietary view on the technology. Is that a problem?

Yes, I think that access control has traditionally been very proprietary hardware dominated. This has been much to the annoyance of the end users. They really don't like being told to use a given vendor.

Your unified Security Center platform combines video surveillance with access control and LPR, and integrates seamlessly with a multitude of partner technologies such as video analytics and intrusion software. Is it time to abandon the term video management system (VMS) and replace it with the term security management system (SMS)?

Actually I have never heard that expression SMS, but I really like it. So I will credit you for it when I use it. We have seen this unification for a long time. That is why we have been working to implement it.

Do you think that security companies will develop more into operators for their customers?

Yes, that is coming, but it will happen in a way that you might find much more complex and surprisingly different. We are doing that for some large cities, but

freedom to make long-term decisions"

we are not the only software component in this. So we are working with Microsoft on one such project. Microsoft has a large software component. The city contracted us to work with Microsoft to test the combination of our two softwares in the cloud. We don't physically install the cameras, we manage the upgrades, the back-ups and the integration between us and the Microsoft software, so if we break something we have to fix it and we can actually test this in the cloud before a production version is deployed. Now, we are not only going to test small subsystems but also full-scale systems before deployment and we can only do this in the cloud.

How long will it take before security companies leave their product oriented business models to become service based and offer customers a complete solu-

tion of services based on today's scalable technology?

I am not entirely sure about all of the security industry, but certainly for us. We are very much a service company. The software is quite an important component and it can now be purchased as a service. We are not only already doing that; we are already doing that in many instances. How long will it take for the rest of the industry to move there? Not entirely sure about that.

The cloud is an obvious resource in a security as a service (SaaS) concept, in what kind of application is the cloud most useful for the customers?

The larger your system, the more reasons you have to use a cloud solution. Moore's law doesn't apply so much to your smartphone. It still applies, but the cost is not so much the cost of computing.

But in very large systems, the cost probably goes down by 37 percent a year. It is really in large data centres that you are able to realise those gains. And the cloud is necessary sometimes. We had a particular situation when the police went to one of our airports and had a court order and said "we want to have all of your videos for the last 30 days". It was 2.3 petabytes. We said, "yes, where are we going to put it? How many floppy disks do we need?" This sounds funny, but actually it is a real problem. What our customers do in this case is that they issue visas, a kind of conditional authorisation, to give access to the law-enforcement agencies when they need it. Also it is not the airport that pays for it, if the law-enforcement agencies want it, then it comes out of their budget. So, visas enable us, and we have live cases of this today.

Genetec is privately owned. Do you think it is an advantage in comparison to being a public company?

A huge advantage. I have seen some of our competitors being run by accountants as soon as they started to get investors. We are run by product-people and spend a lot on R&D, we don't capitalise our profits. It is an important thing, and we have been profitable since the beginning, not outrageously, but we have always been profitable because we are conservative. You don't see us flap around in the wind like you see some of our competitors because they have to care for the investor constituency. Instead we care for our customers, for the employees and the environment. Being independent means enormous freedom to make long-term decisions. ■

We need compatible video products to create the best solutions for our customers.

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BOSCH
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Ray Mauritsson, CEO of Axis:

"Acquisitions are not on top of our short list"



Ray Mauritsson,
CEO Axis.

Axis continues to grow and the company's profits are larger than ever. During 2014, the video surveillance market is expected to reach the tipping point when revenue for network video will overtake analogue, and in a few years time, this technology shift will no longer be the driver for the market. Ahead of this scenario, Axis is already actively seeking new growth areas.

Detektor met up with Axis CEO Ray Mauritsson to discuss the future and to discover why the company has entered the access control market.

By Henrik Söderlund

When Ray Mauritsson was appointed as CEO in 2003, Axis had some 300 employees and the revenue was less than 100 million US dollars. Today, Axis is the world market leader surveillance camera supplier and has more than 1,600 employees and the revenue is about 700 million US dollars.

"When we became aware of the rapid growth potential and began

to plan for the future, we were a little worried about how to maintain our corporate culture and the open atmosphere while growing. But we have succeeded and I believe that corporate culture is at least as well established today as it was then," Ray Mauritsson says.

How will you manage to continue to grow?

"We, as well as our competitors, need to be innovative. And by innovative, I do not mean by just improving camera features, but by acknowledging the fact that our customers have an interest in solving problems rather than an interest in cameras. In order to create a good solution, it is important for us to identify what needs to be integrated. There are many customers that use, and want to use, video surveillance in combination with an integrated system. We try to address that need by offering the appropriate products and making it easy for our partners to integrate them."

IHS claim that the IP surveillance market is growing 20–25 percent annually, but your growth rate is less than 20 percent. Have you reached a plateau where your growth is starting to decrease?

"We believe that IHS has been a bit too optimistic. We have definitely not experienced that level of growth and we do not think that the market has either. I believe we have had a growth that has been pretty representative of the market as a whole. If the global economy recovers a little further and the IP camera penetration rate increases within small camera systems, I believe that both Axis and the market as a whole can reach those levels again."

Half of your revenue is derived from the Americas, almost 40 percent from the EMEA and 12 percent from Asia. Where do you put most effort?

"We put a great deal of effort into all the regions, and it is true that we do have a very strong position in the Americas and EMEA. Sales wise, there is still much left to do in Asia, not least since China is a major part of Asia and will be in the future."

You have been growing rapidly over recent years. In 2013, your profits were larger than ever and you were named CEO of the year

in Sweden. What is your biggest challenge?

"We have had a very strong growth rate over the last 8–9 years and it is a major challenge to maintain that growth rate from a larger base. We must succeed in many regions simultaneously and we must succeed with many product categories at the same time. There is a challenge to find innovations in order to be able to continue growing in the long term. And by that, I mean even when the technology shift from analogue to network video has been completed, or has reached a more mature stage, like 80–90 percent. Today, we are about half way there, and so it is very important that we ask ourselves how we can broaden our offering in terms of widening both our video surveillance portfolio and the use of video surveillance. We need to establish the components that we should add to maintain a high growth rate, so that we can continue to grow, even when we reach that point. These are very important questions."

In an interview with Detektor three years ago, you said you were working with a five-year plan. How does that plan look now?

"We do not believe that the transition from analogue to IP video will be able to drive the market for much more than another five years. By then it is quite likely that we will be approaching a level where 80–90 percent of the market will be IP video. In this situation, neither we, nor IHS will be predicting 20–25 percent growth driven by a technology shift. We need to change and develop our video surveillance offering and find new areas of growth."

You have recently entered the access control market by launching a network door controller with built-in web-based software. Why did you decide to go down this route?

"Three to four years ago, we started to look at areas that would complement our business, predicting that the growth driven by the technology shift would eventually start to decrease. Access control was one of the most natural areas to investigate because our resellers and systems integrators are selling both video surveillance and access control. Moreover, our end customers are often not only buying video solutions but also access control and they want to integrate them. Our access control initiative is not as revolutionary as the move from analogue to IP video, but primarily it is about making integration easier for our partners by opening up APIs and making it possible to use any reader in conjunction with any software."

There is a challenge to find innovations in order to be able to continue growing in the long term.

How much effort are you putting in to access control?

"We think access control is important because we want to become a more complete supplier to our partners and this will make integration with video surveillance easier. However, access control will not become a major part of our sales as the market for access control is about one quarter the size of the video surveillance market and access control has an expected growth rate of 7 percent compared to 13 percent for video surveillance. In summary, it is a key component, but not a dominant part."

Are you interested in any other product categories?

"Not really. Fire alarms are not as attractive because there are many regional and country-specific fire alarm regulations and we have a global approach with a broad distribution model. Intrusion alarms can be interesting to look at, but from a technology point of view it is harder to make a difference compared to for example video surveillance. Instead, we try to look outside the traditional security industry and ask ourselves how can you use video in other contexts and what are the adjacent things that can supplement video surveillance?"

Could VMS (Video Management Systems) be your next step?

"We are actually already working on that. In small camera systems, there is no space for a PC and VMS software if you are going to compete with a cheap DVR. We have utilised the cameras capacity and one could say that the Axis Camera Companion is a VMS integrated into the cameras. We also have the Axis Camera Station software, which is ideal for the step above the smallest camera systems. We will continue to develop these offerings, but it is not possible to totally standardise the VMS. We do not want to become a system integrator type of player. Rather, we would like to offer large volume products and products that are relatively standardised, but we do not seek a project-oriented model where we would work with special adaptations for clients. Then we would be competing with our own partners."

But will you start to target larger systems with your software?

"Yes, as the market matures, larger and larger systems will be addressed with more standardised software. I believe there will be a pretty large market with complex solutions and special integrations for end customers. That will lead to a process where some of our partners have to work more on integrating different types of systems with each other and develop video analytics and the way the results of video analysis are presented."

Will Axis start acquiring companies?

"Acquisitions have never been part of our strategy. Organic growth and maintaining the corporate culture has always been very important to us and it will be in the future too."

So you will not acquire an access control company?

"We have chosen to develop our own access control product. But in our quest to locate new areas of growth, we are open to acquiring, for example, a small technology company that might develop an interesting solution together with our own competence. But acquisitions are not on top of our short list."

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Overall satisfaction with the results of Sicur 2014

The 19th edition of the Sicur security show was held in Madrid from the 25th-28th February. Sicur is organised by Ifema and took place in the Feria de Madrid exhibition halls. A total of 1,300 participating companies with an innovative offering of products, equipment, services and solutions exhibited at the show and Sicur saw an attendance of 38,963 visitors from 74 countries.

 The organisers have stressed that it is important to highlight the significant scope of Sicur meetings nationally within Spain when considering the breakdown of visitor attendance figures. The results reveal the presence of visitors from all 17 Spanish communities and from the autonomous cities of Ceuta and Melilla. After the visiting professionals from Madrid, this year the show saw the largest group coming from Catalonia, with 3,000 professionals registered, followed by Andalusia and Valencia.

International visitors

The number of international visits increased to 2,885 professionals from 74 countries, among those most came from within Europe, mainly from Portugal, Italy and France, as well as from Latin America, particularly from Colombia, Mexico, Venezuela and Ecuador. Additionally, of particular interest in this edition was the attendance of a hundred professionals from the countries of the Maghreb, a market with significant potential to boost the sector's exports.

Large conference

Moreover, with a meeting of around 2,000 participants and a clear leading role in user security, the technology conferences were developed within the framework of the Sicur Forum, with a programme of conferences, lectures,

round tables, etc. which, this year, addressed issues of a varied nature in reference to the three central elements of the exhibition hall – security, fire safety and safety at work, with the participation of around 300 speakers and the valuable collaboration of various sectoral entities actively involved in its organisation.

R&D&I focus

The Sicur offer was completed with the presentation of the Gallery of New Products, the space dedicated to recognising companies' efforts in R&D&I, which on this occasion highlighted 25 cutting edge proposals; a programme of product presentations and practical experiences with the participation of various exhibitors.

In addition, Sicur featured, among other activities, the exhibition of old RETROPOL V police vehicles organised by the Spanish Association of Security Managers, AEDS, along with a photo exhibition which showed the emergency intervention of Firefighters Without Borders, BUSF, in the disaster in the Philippines in November 2013, and various exhibitions and operational demonstrations by the Military Unit of Emergencies – UME, BUSF, Civil Guard, AEDS and Siemens, which enabled the professionals to check out in a live and direct way the effectiveness of different activities and solutions in security. ■



Noemi Farrarons (in the middle) from JR Sistemas de Seguridad with her team. They displayed a new product line within intrusion alarm systems.



Lauren Moir from BDB, Gabriel Monroe de la Hoz and Sarah McCullough at Tyco Fire.



Pawel Ujma, Andrzej Starzyk and Adriana Orlowska from Pulsar exhibited at the show.



David Hammond, Managing Director, European Security Partners, LG.



Luis Miguel Alonso from Arcon with Carlos Ellosegui and Nora Uguiza from Salto Systems S.L.



Mike Burgess, Export Manager at Takex Europe Limited, attendee Sicur.



Ido Wentink, Jaime Bárcena Lizcano and Elena Blanco – all from Nedap Identification Systems Iberia.



Ian Ferguson and Cesar Vaquero Collado from Xtralis in AR Media's booth.



Soraya Heristchian, account manager Scandinavia and Iberia – Chiron Security Com. AG.



Here is Ana Maria Sagra-Smith, international sales consultant at GJD.



Agustin Bordes from Biometria España together with Francisco Fuster and Beatriz del Águila from Bunker Seguridad showing a complete new range of biometric solutions within intrusion.

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ISC West has become the most interesting security exhibition from a global perspective due to its timing in early April, its location at Sands Convention Center in Las Vegas and the quality of the exhibitors. All the big ones within the physical security market are present.

ISC West, Las Vegas 2014

Las Vegas has become the main expo gate to today's security market

The organisers behind Ifsec and the Security show in Essen may beg to differ, but it is possible that this year's best international security show may have already taken place.

ISC West in Las Vegas, at the Sands Convention Center on 2nd to 4th April was not just a demonstration of a market in recovery, but also a vital security exhibition coloured by future belief and creativity, mainly based on IP-technology. More than 1000 exhibitors were present to show the latest products and technology. Being the security industry's first real international show on the calendar makes it special, as it unveils the trends that will shape the year to come. The buzzword of the show was – more than anything else – cloud solutions.



As usual the exhibition was dominated by video surveillance manufacturers. Axis, Panasonic, Sony, Pelco by Schneider and Bosch were of course there, just like the new fast powerfully growing Chinese manufacturers Hikvision and Dahua, and North American manufacturers like Arecont Vision and Avigilon. It was very much about image quality on these stands, both through high resolution and light sensitivity capabilities.

Several vendors had followed the Bosch example from 2013 and launched cameras offering 4K resolution, e.g. Ultra High Definition. The 4K standard is defined and approved by the International Telecommunication Union (ITU) and offers a video resolution of 3840 x 2160 pixels at 30 frames per second.

In the VMS field, it was still Europe vs North America as both world leading vendors Milestone Systems and Genetec were present

to show not only how to handle video surveillance images but also to display their increasing system interoperability with access control systems. Integration and interoperability were definitely also buzzwords at the ISC West in Las Vegas.

In the ID and access control field biometric solutions were of course common, but it also became apparent at ISC West that the use of NFC (Near Field Communication) is also becoming increasingly interesting.

Detektor paid a visit to the show to deliver a glimpse of what was on display among the 1000 exhibitors present. Here is a brief presentation of some of the products.

Video surveillance cameras



Iqeye.

• **Iqinvision** displayed its *Iqeye R5* Series of bullet cameras, a range of multi-megapixel H.264 main

profile indoor and outdoor cameras. With support for up to 3MP resolution, these versatile cameras provide multiple, individually-configured H.264 and simultaneous MJPEG streams. The Iqeye bullet cameras feature on-camera storage and built-in IR. Additional noteworthy camera features include 30 fps at HD720p and HD1080p alternatively 20 fps at 3 MP.



The new AXIS P1428-E Network Camera features 4K resolution.

• **Axis Communications**, the IP video surveillance camera market leader introduced *Axis P1428-E*, their first 4K resolution camera. Ideal for overlooking large areas like parking lots and public squares while also being able to capture fine details. The Axis P1428-E network camera is the top-of-the-line model in the compact Axis P14 Series, designed for outdoor and demanding indoor environments. The Axis P14 Series



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Axis introduced their first camera with 4K resolution in their busy stand.

consists of seven network camera models ranging from HDTV 1080p to 4K allowing customers to select the camera that best meets their specific requirements and budget, offering efficient and reliable video surveillance in any environment. The new Axis P1428-E offers a number of value adding features such as remote zoom and focus, a built-in slot for micro SD/SDHC/SDXC memory cards and I/O connectors for interfacing with external devices.

Furthermore Axis presented its Q8722-E dual PTZ network camera, offering pan/tilt flexibility and simultaneous video from an HDTV IP camera with integrated 10x optical zoom lens and a thermal IP camera with VGA (640x480) resolution, allowing detection, recognition and identification from one single unit.



• **Pelco by Schneider** showcased its *Sarix Enhanced* range with Surevision 2.0, designed to deliver industry-leading image quality in the most difficult lighting conditions. Featuring next-generation Surevision technology, these IP cameras simultaneously combine wide dynamic range (WDR) along with low-light and anti-bloom capabilities for clear, detailed images. And with new advancements, including 3D noise filtering, smooth response to

illumination changes, and improved tone mapping to retain colour accuracy and overall image contrast, the Sarix Enhanced range with Surevision 2.0 is an ideal solution for difficult lighting conditions in any environment and application.



Hikvision Darkfinder.

• **Hikvision** launched *Darkfighter* as one of the highlights on their stand. This camera utilises an ultra low-light MP lens and is designed to capture sharp colour and monochrome images in low-light conditions. According to Hikvision, the camera can generate clear colour images down to 0.002 Lux and B/W to 0.0002 Lux. The Darkfighter camera features a two-megapixel, 1/2 inch progressive scan CMOS image sensor. Together with a 120dB WDR (Wide Dynamic Range) and Hikvision's 3D DNR (Digital Noise Reduction) technology, the new camera is able to stream video in full 1080p HD at 60 fps. A defog feature is also incorporated to noticeably improve image clarity in poor weather conditions, such as rain or fog.

A choice of wide-angle and telephoto varifocal MP lenses is available (The Hikvision HV1140D-8MPIR MP lens offers a focal range of 11-40mm, while

the HV3816D-8MPIR provides another choice of 3.8-16mm), both including IR correction, and ABE (auto back focus) functionality, which allows the camera to adjust positioning of the image sensor. The new camera also features an ROI codec, which enables the resolution of specific parts of an image to be increased while decreasing the non-ROI image quality to minimize bandwidth and storage requirements. With support for ONVIF, PSIA, and CGI standards, the camera also offers easy integration with other video surveillance equipment and systems, creating a solution to match various different requirements.



SNB-6010 covert camera.

• **Samsung Techwin** presented its *SNB-6010* covert camera, designed for discretion and providing highly advanced functions and capabilities to deliver clear 2 megapixel full HD images at 30 frames per second. The SNB-6010 features a wide dynamic range (WDR) of 120dB. Its defog function improves images in harsh environmental conditions such as fog and dust. Among the camera's advanced features are intelligent video analytics, including advanced motion, tampering, virtual line, enter/exit, appear/disappear and face detection. The SNB-

6010 is equipped with a Micro SDX/SDHC/SDXC slot for local recording and storage, ensuring reliable capture in the event of a network disruption. Its WN3 chipset provides superior image quality with low bandwidth utilisation. To allow for more efficient use of bandwidth and storage requirements, the SNB-6010 provides multi-crop streaming capability, which allows users to highlight or crop areas of a scene to be transmitted at a predetermined resolution and frame rate.



Mobotix M15.

• **Mobotix** displayed its *M15* camera based on 5 megapixel technology. It includes two exchangeable sensor modules, and builds on the camera platform concept and decentralised approach to surveillance. As the sensor modules can be exchanged, users can update with new sensors as security needs evolve. The M15 offers a frame rate of up to 30 fps and zoom capabilities are increased by 27% in colour and by more than 200% in B/W.



HD Pro camera from Avigilon.

• **Avigilon** demonstrated its HD Pro cameras. The cameras are available in 8 MP, 12 MP and 16 MP resolutions and engineered using H.264 compression technologies. In addition they deliver low-light performance with Avigilon's *Lightcatcher* technology.



Autodome 7000 HD from Bosch.

• **Bosch** presented *Autodome 7000 HD* that offers intelligent features to automate monitoring and ensure security concerns are not missed. Embedded video analytics





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Safe Learning Environment with Ethiris®

IN BRIEF

Umeå University employs 4,300 staff and 34,000 students, spread over 47 departments and work units.

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Ethiris® e-mail function allows control of events in the system without requirements to be connected.

Umeå University is the workplace for 4,300 employees and the seat of learning for 34,000 students from all over the world. Their mission includes creating a safe work and study environment where security always is a priority. With Ethiris® Video Management Software from Kentima they have overview and can easily monitor the university campus.

The project began after Umeå University had problems with recurrent vandalism, graffiti and other damage. The need for video surveillance has grown gradually and today they use cameras at a number of places, including two of the university's high-security objects.

One of Ethiris' great strengths is that the software is versatile and flexible. That has been an important part of the work designing the system at Umeå University as it is easy to connect for example cameras of different brands. The operators also appreciate that it is very easy to adapt the system to their specific requirements and needs.

"Kentima is a company of substance and they have quality products. You are not 'locked' into a specific product selection in the second stage," says Jörgen Sandström, Security Manager Umeå University.

The facility extends over a large area with several buildings. Besides the operators, a large number of guards use the video surveillance system. This places high demands on communication and thus an important function in Ethiris is the possibility to send images over email so that all users are updated when something happens.

The scalability of the software means that the capacity of the system can be increased seamlessly. The license model of Ethiris is to only pay

for the functionality required by the system through license level and number of cameras. That way you never pay for more than you need and the system becomes very cost-effective.

"The security cost has been kept at previous levels despite a large increase in safety area," says Jörgen Sandström.

Umeå University are very satisfied with Ethiris and expect that the facility will further expand in the future, which is a good rating. Today, the system is closed, but there are plans to connect Ethiris to their access control and intruder alarm system to create a total security solution.





Zwipe's chairman, Clas Thelin and the CEO Kim Humborstad, enjoyed being at ISC West to demonstrate their contactless smart card credential with an on-card 3D capacitive fingerprint scanner.

alerts operators to potential risks. Intelligent tracking allows users to define conditions that activate tracking and trigger the camera to adjust zoom settings for capturing the most useful images of moving objects. These capabilities and 1080p imaging are delivered with up to 50% lower bandwidth consumption and storage costs using a unique dynamic noise reduction technology.

Bosch also displayed its *Dinion IP ultra 8000 MP*. This camera captures all details in 4K resolution, which delivers 8.3MP resolution in HD format, even when objects are in motion. Bosch claims that the camera is ideal for retrospective analysis in areas that need round-the-clock surveillance.

Furthermore, Bosch demonstrated its *B Series* control panel with IP video integration. The product integrates Bosch IP cameras, allowing video motion detection to activate points on the panel, and panel events to trigger camera actions, including sending video clips via e-mail. This approach to video integration does not require a separate server or a cloud-based service.



• **Agent Video Intelligence** (Agent Vi) launched *Savvi*, a unified software platform encompassing comprehensive video analytics and presenting real-time event detection, video search and business intelligence applications. The automated video analysis replaces the manual tasks traditionally employed to monitor live



Mark Espenschied, the Director of Marketing Communications at the Arecont Vision, was present in the company's stand during the ISC West show.

video feeds or sift through recorded video. Additionally, Savvi boasts enterprise-grade features including simplified and automated installation processes which keep system installation and performance verification time to a minimum.



Milestone Husky M50.

• **Milestone System** promoted the *Milestone Husky* Series of NVRs, which is available in three models designed for different security or business video requirements. Firstly, the *Milestone Husky M10* is a very sleek and small fanless device ideal for entry-level surveillance and sites with no space for traditional IT equipment. The model supports up to 8 cameras. Then there is the *Milestone Husky M30* designed for workstation installations with comprehensive surveillance needs, and it is customisable and scalable for business growth. This model supports up to 20 cameras. Finally the *Milestone Husky M50* is a rack-mounted solution, feature-rich with unlimited options, and an ideal solution for advanced installations with sophisticated security needs. This model supports up to 80 cameras.



Milestone Husky M30.

The Milestone Husky appliances are ready to use, featuring automatic device discovery with wizards for configuring the entire system, and the device license keys are pre-activated. Customers receive instant and remote access to live and recorded video through a

flexible choice of client interfaces: Milestone Xprotect Smart Client (available with the Milestone Husky M30 and M50 models), Xprotect Web Client or Milestone Mobile – all available in 27 languages.

The Milestone Husky M30 and M50 will not only be offered in preconfigured versions, Milestone also offers an online configurator that makes it simple for customers and partners to explore their options.

The Milestone open platform supports more than 3,000 camera models from over 100 manufacturers, as well as compatibility with ONVIF and PSIA compliant devices. Third-party integrations with video analytics and access control add even more value when using the Milestone M30 and M50 models.



• The **Surveon Enterprise** video management solution, *VMS 2.5*, provides new features for megapixel surveillance. Supporting interactive video walls and matrix screen display, the Surveon VMS is capable of handling the decoding and displaying of numerous HD videos. In addition, for advanced projects Surveon's central alarm monitors the overall hardware and software system status from one single platform to control operations, ease maintenance, and shorten response time. The new VMS 2.5 also enhances the usability by adopting PIP, fisheye, back-forward, and frame by frame in live view and playback modes.

The Surveon NVR systems are optimised for megapixel recording with enterprise RAID protection, high I/O, large capacities, and overall system stability. Offering both desktop and rackmount series, the Surveon NVR supports two to 112 HDD and up to 64 channel full HD recording, enabling system integrators to easily meet a variety of demands, even with hundreds of channels.

• **Panasonic** presented its *WV-SFV621L*, a full HD vandal resistant dome network camera featuring the advanced Unipher LSI processor and 60 frames per

second performance in 1080p. The camera offers Enhanced Super Dynamic technology enabling the company to declare an industry-best 133db wide dynamic light range. It can encode up to four H.264 streams simultaneously, and features a super-high sensitivity in low light generating usable colour video at less than .01 lux illumination.



Sony
SNC-Hm662.

• **Sony** displayed its *SNC-Hm662* which is a 360-degree, hemispheric-view dome IP camera with five megapixel (MP), high-resolution video. It features a 360-degree panomorph lens that provides more pixels at the edge of a frame, when compared with traditional fisheye lenses. Additionally, Sony presented its X Series IP cameras. These cameras are rugged, full HD mini domes with image stabilisation technology, SD card support, and built-in microphones. The SNC-XM632 is compliant with the ISO 16750 standard and therefore recommended for onboard bus surveillance. The SNC-XM636 and SNC-XM367 comply with the EN50155 and EN45545 standards for surveillance aboard trains.

• **Arecont Vision** launched the new *Megavideo 4K Ultra High Definition* camera which provides a total resolution of 8.3-megapixels (MP) at 30 frames per second (fps) to deliver spectacular images. The camera's exceptional resolution and fast frame rates are ideal for mission critical applications where the fastest and most subtle movements need to be captured. The camera features a highly sophisticated one-inch image sensor and extremely fast internal processing that runs quadruple the speed of conventional megapixel cameras, thus providing superior performance in both bright and low light environments. The superior image performance provided by the new 4K camera can reduce overall system costs by covering larger areas with fewer cameras. In fact, one of Arecont Vision's new 4K cameras can replace several



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Integration and Interoperability

• **Optex Co Ltd** displayed the *Avigilon Control Center (ACC)* video management software (VMS). The Optex detection products integrated into the ACC Standard and Enterprise VMS software (version 5.0.2.24 or later) include the Redscan Laser-Scan detectors, which identify the size, speed, and distance from the detector of a moving object. The device processes that information with a unique algorithm, resulting in a highly reliable detection system with minimal false alarms.

The *PIE-1 PoE Alarm IP encoder* has also been included in the integration process and provides power over Ethernet (PoE) for the *Optex Redscan, Redwall, and Redbeam* devices. This eliminates the need for separate power feeds; it also converts alarm signals to an IP signal sent to the Avigilon ACC client for Redwall SIP and Redbeam photoelectric detectors, effectively integrating these detectors with the ACC client.

• **Pacom** displayed their *Pacom Unison*, integrated security management platform. Unison integrates a wide range of sub-systems from different manufacturers – enabling operators to manage access control, intrusion detection, video surveillance, fire, building services and intercom management from one intuitive user interface.

ID-and Access Control solutions



HID Global showcased also its leading-edge Lumidigm biometrics solutions.

• **HID Global** demonstrated its extensive portfolio of secure identity solutions including emerging technologies innovations leveraging Bluetooth LE and NFC that simplify mobile access and make it more convenient than ever. The company showcased also its



Tony Whiting and David Lambert from the market leader within LED lighting for security and safety, Raytec, was demonstrating their latest products at ISC West.

leading-edge *Lumidigm* biometrics solutions.

Card and reader migration solutions for moving to higher security, interoperability and mobile access was also a key focal point at the show. Demonstrations of HID Global's Iclass platform readers and smart cards including the Iclass Seos credential for powering mobile access, and HID's new Iclass SE encoder that enables organisations to encode/manage credentials and configure readers. The multi-technology encoder makes it possible for customers to format a number of credential technologies using a single device, on demand.

Government Solutions were also exposed, featuring Pivclass solutions that enable government agencies to comply with physical access control mandates to PIV-enable their existing physical access control systems (PACS) to meet any mandated assurance level without requiring a "rip and replace" of their existing PACS infrastructure. The recently expanded Pivclass portfolio includes an extensive line of solutions for credential registration and verification of FIPS 201-based credentials.

Healthcare solutions that enhance workflow efficiencies and help meet regulatory compliance while increasing security without sacrificing convenience was also presented at the HID stand. Demonstrations will include, Easylobby visitor management solutions for visitor registration, badge printing, tracking and reporting.

HID also displayed products providing solutions for educational institutions with unique requirements for securing their facilities, improving administrative efficiencies, and doing more than opening doors, financial / banking solutions for financial institutions to secure buildings, control access

to critical network resources and sensitive data, and secure online banking services for their customers; partner solutions that offer RFID and contactless solutions using Genuine HID Technology to solve enterprise business problems.

• **Safran**, from France, demonstrated its *Morphoaccess Sigma Series*, which combines Morpho performance with Bioscrypt features. Compatible with legacy Bioscrypt and Morpho installations, Sigma offers Morpho's.



Morpho from Safran.

NIST fingerprint technology for fast one-to 100K matching. Additionally the product features a table-like interface, videophone function, anti-fraud: fake finger and face detection, duress finger and a full set of contactless technologies including Iclass, NFC, Desfire and Prox – and is IP65 weather resistant.



Zwipe contactless smart card.

• The Norwegian company **Zwipe** presented a contactless smart card credential with an on-card, 3D capacitive fingerprint scanner. Compatible with existing 14443 Desfire EV1 and Mifare Classic reader technologies, providing an easy, low-cost biometric upgrade path for existing access control systems. Each card is programmable, allowing the user to match existing system programming. All personal data is self-contained on the card, requiring no external databases, assuring the user full privacy.

Cloud solutions takes the industry further

Cloud solutions were exhibited frequently during the show by manufacturers of video surveillance products, access control and alarm systems.

For example **Genetec** announced some new features for its cloud-based video surveillance-as-a service (VSaaS), *Stratocast*, powered by the Microsoft Azure cloud-computing platform. Stratocast is designed to meet the needs of small and mid-sized businesses that require a reliable and cost-effective video surveillance solution without the expenses and complexities typically associated with installing and managing on-premise surveillance systems. The new features include:

- In-app branding which allows Stratocast Partners to add their logo within the Stratocast client, as well as customize their Stratocast landing page to increase their company's visibility to end users.
- Geo-redundancy in Stratocast that provides an advanced failover mechanism in the unlikely event of a failure at the primary datacenter location. This option provides a greater level of resiliency and redundancy by seamlessly replicating recordings to a secondary datacenter hundreds of miles away from a user's primary location, while remaining within the same region.
- A new health monitoring dashboard which will provide warnings of system events and information about the client and cameras that are affected, allowing channel partners to monitor and facilitate rapid troubleshooting and remote assistance.
- Support for Axis multi-channel encoders that will allow customers to easily migrate their analog system to Stratocast, while still preserving their investment in existing analog cameras that continue to be serviceable.

Compared to those of previous years the cloud solutions are also becoming more trustworthy as the bigger vendors are on board and ready to take the security industry a step further towards more user friendly, benefit richer and cost efficient solutions, based on the end users real needs. With cloud technology the security industry is slowly moving away from product oriented business models and is preparing the vendors to enter into a more service based market. ■



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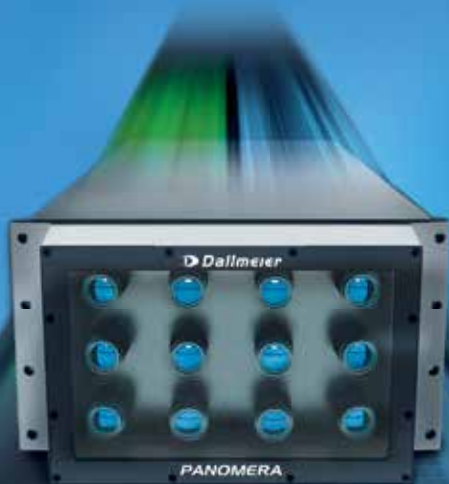


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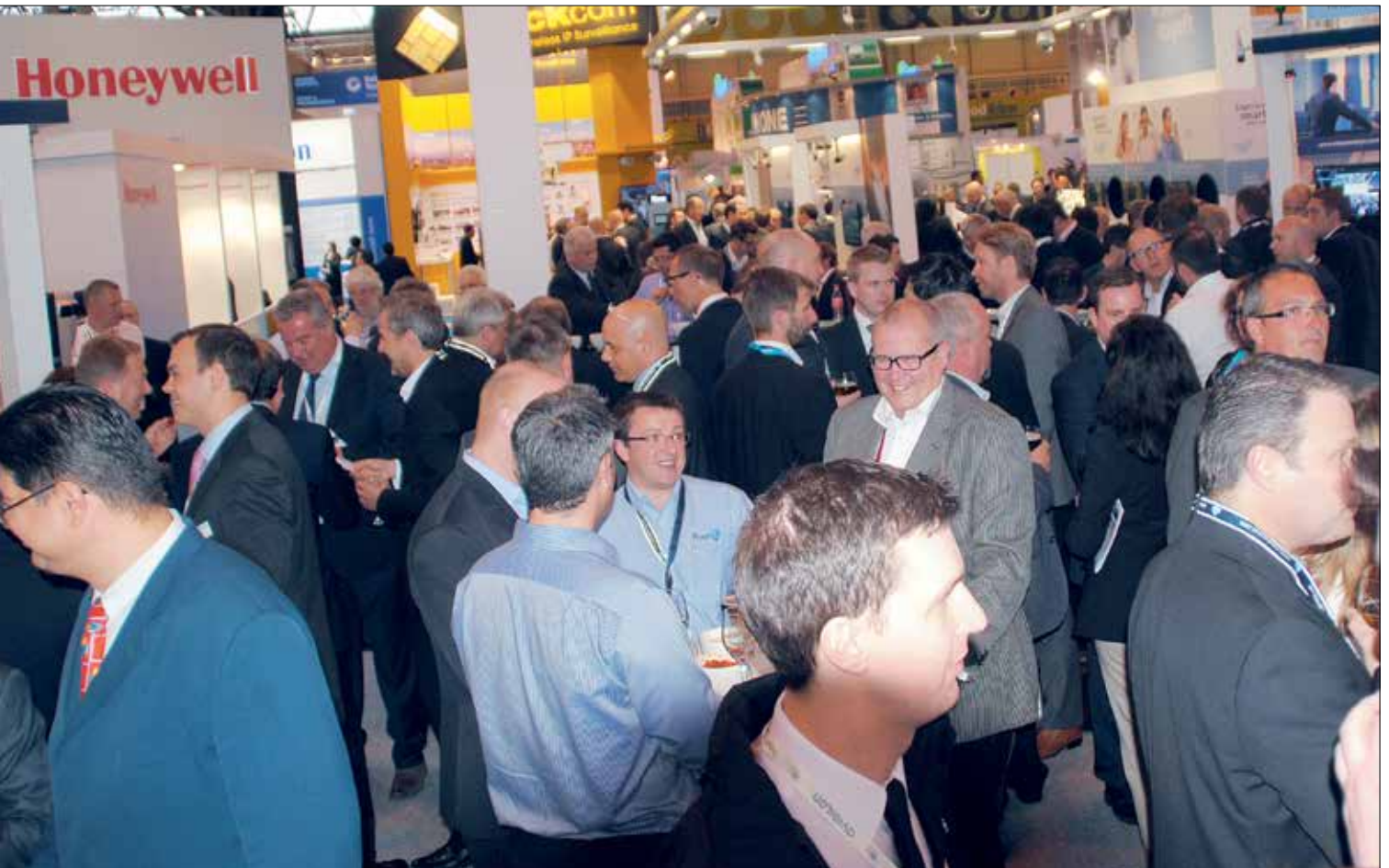
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Ifsec, London, 17-19 June

Ifsec in London coming up



The Ifsec show relocation has received a £1million investment dedicated to ensuring the 45,000 visitors attending from across the world experience the most interactive and spectacular show yet.

Ifsec International, organised by UBM Live, continues its aim to be the only destination to serve the whole security buying chain, which has been solidified by its move to Excel London from 17-19 June. Covering every area of security and fire, there will be a host of suppliers, education, advice and experts at the show.



Taking place at its new home in London in 2014, Ifsec International is set to be bigger and better than ever before. The show relocation has received a £1million investment dedicated to ensuring the 45,000 visitors attending from across the world experience the most interactive and spectacular show yet, according to UBM. More than 94 per cent of the floor plan has already been sold for the 2014 show and demand from exhibitors to showcase the latest technology at this global leading event continues to rise to record levels.

New exhibitors

In addition to 500 returning exhibitors, more than 93 businesses have signed up to Ifsec International based on the event relocating to London after previously being absent from the 2013 show. Recognising Ifsec International as the leading platform to network, showcase the latest products and make valuable business connections, exhibitors returning exclusively for the London move include: Pyronix, March Networks, Simonsvoss, Uniview, CCTV Direct, Security Dynamics, EVVA, Tecnoalarm, HKC, Blok n Mesh.

Key reason

Confirming support for Ifsec International 2014 moving to London, Julie Kenny CBE DL, Chairman and CEO, Pyronix said: "This is the first time we have exhibited at Ifsec International in five years and the exhibition's move to London is a key reason for returning. We're using this as a big platform to launch a range of new products to the market and we're really looking forward to it. London will also give us the opportunity to see more end-users and specifiers at the show and we're looking forward to welcoming those visitors too."

James Kelly, Chief Executive, BSIA commented: "The BSIA is a long term and proud supporter of Ifsec International. We recognise this as the focal point for the industry to gather and learn about the latest developments. Now the

show is taking place in London, this will present a new opportunity for the security industry and we expect to see an even broader audience attending which will help to promote best practice within the industry. We are hugely excited for the event in June, BSIA members identify Ifsec International as the leading event in the security calendar and we're looking forward to seeing the industry coming together."

As the support continues to roll in, Gary Mercer, Sales Director, Videoiq UK said: "Videoiq have decided to exclusively return to Ifsec International in 2014 because we believe London will provide the perfect selling platform for us, both nationally and internationally. Ifsec International 2014 is a key part of our marketing strategy next year and we are confident that it will enable us to





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achieve our objectives and assist in our continued expansion." Adding to this, Jason Hill, Group Vice President, Merit Lillin UK Ltd confirmed: "It is extremely important for us to meet the right target audience when we attend events and with Ifsec International's move to London, we believe this is the only platform to showcase our full range of products."

Nine areas

Catering for the entire buying chain, Ifsec International will give the market what it wants through dedicated theatres for end-user and trade education plus, case studies and nine dedicated product areas, these include: access control, integrated security solutions, intelligent buildings, intruder alarms, IT & cyber security, perimeter protection, physical security, safe cities and video surveillance.

Brand new for 2014, Security & Fire Installer Live will be a dedicated installer offering in the UK located on the show floor at Ifsec International. Catering for security and fire installation companies, this will be the go to destination to source the latest tools, products and experience insightful training sessions.

First timers

Gearing up for the relocation to London, the business hub of the UK, research demonstrates that there will be an increase in high calibre first time visitors to the show, as the new venue will make it more accessible to visit. Following the announcement of Ifsec International relocating to London in 2014, a resounding 75 per cent of the audience said they will be able to travel to London quicker than it would take to arrive in Birmingham. Research has proved that relocating to London will also attract a new audience from the south of England who have not previously attended the event in Birmingham.

Located within close proximity to national rail stations, the London underground network and London city airport, Ifsec International will be easily accessible from across the UK and Europe. Exclusive deals have been put in place with transport and accommodation providers that are available to all exhibitors and visitors attending Ifsec International in June.

Important show

Charlie Cracknell, event director, Ifsec International said: "Businesses from across the whole security buying chain recognise the importance of being present at Ifsec International. We look forward to continuing to present an arena where the security industry can attend and conduct business in a reputable environment. We are well ahead of the game and continue to make preparations for 2014 to be the best edition of Ifsec International that has been seen before. Plans are constantly developing and we continue to introduce exciting new features".

To cater for the 56 per cent of IFSEC International's installer audience located across the whole of the UK, UBM Live has arranged exclusively discounted rates with transport, accommodation and entertainment providers in the Capital. Michael Greaves, Managing Director from northern based Keyways Security Systems said: "Ifsec International is the major purchasing event in our year. It is a common forum for manufacturers, designers and installers to trade ideas, experience and contacts. London is a natural home for such an exhibition and I look forward to travelling down from Manchester to attend."

Four pillars

By understanding the whole buying chain, Ifsec International works closely with exclusive industry partner BSIA, as well as, NSI, SSAIB, ASIS, Security Institute, FIA, ASFP and UKTI, to ensure four key pillars are delivered in London:

Commitment to installer visitors

The launch of Security Installer Live will open a breadth of opportunity for installers from both around the UK and from International markets.

Commitment to end user visitors

Ifsec International will continue to create a targeted approach to ensure visitors fully understand what is on offer and how they can utilise their time most effectively, attracting business leaders across the IT, Retail, Finance and Transport sectors and many more.

Increasing international audience

With 32 per cent of visitors already attending from overseas, Ifsec International will broaden the opportunities for international buyers by moving to the capital. Being at the epicentre of one of the most sophisticated travel networks in the world and Excel London will make the event attainable by more visitors than ever before.

Increased multi-show cross pollination

Excel being a purposed built exhibition venue will allow for improved cross pollination of visitors between all five events, Ifsec, Firex, Facilities show, Safety and health expo and Energy expo adding more value to visitor participation.

"Ifsec International 2014 will move to the next level and provide an even richer business experience for exhibitors, visitor groups and delegates, with both the UK and global security markets further benefitting from the move to London. These provide real business leads and development opportunities, essentially helping all sectors in the security and fire industries build their business. We all recognise the importance of integrating with one another and Ifsec is the best place for this to happen" Cracknell says. ■



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More than 94 per cent of the floor plan has already been sold for the 2014 show and demand from exhibitors to showcase the latest technology at this global leading event continues to rise to record levels, according to UBM.

Ifsec 2014 in London

A small selection of security products at the show

Ifsec International 2014 will be held at Excel in London from the 17th to the 19th of June. Thousands of products will be displayed to the visiting security professionals from all over the world. Lots of the products, especially from the big brands, were already exposed at the ISC West in Las Vegas (see pages 40–46). And here is another small selection of interesting products to be displayed at Ifsec.

Video surveillance

Day and night



M118VM413IR/M118VG413IR.

• **Tamron** will display the near IR corrected/5 megapixel vari-focal lens M118VM413IR/ M118VG413IR. It is a high-spec C-mount lens built for high

pixel counts which supports large 1/1.8" sensors. The lens is designed with a fast aperture of F/1.5 and has an optical design for both day and night monitoring. The lens has coverage from wide angle (115.8°) to medium telephoto (35.9°) (aspect ratio 16:9) and the new aperture mechanism is developed to keep it compact and maintain high performance.

Backlight monitor

• **Grundig Security**, a manufacturer of security equipment for professional integrators, will be exhibiting an extensive range of products at Ifsec 2014, one

being a new generation of LED backlight monitors. The new, full HD, flat-screen monitor range has been designed specifically for professional, 24/7 surveillance applications. The monitors include two HDMI ports. The first port is optimised for video display, making the monitors ideal for use with DVRs and NVRs. The second port is optimised for PC use and is ideal for video management software applications using client PC's, workstations and servers.



Anti-reflection, acrylic glass keeps images sharp and the panel scratch-free. This has been combined with LED backlight technology, which increases

contrast levels and the darkness of black levels. As a result, the screen images appear natural and accurate to the eye.

The monitors are in 16:9 format and come in two sizes, 21.5" or 23.6". Further connections include audio and BNC IN / OUT.

VMS software



XProtect.

• **Milestone Systems** is a leading provider of open platform IP video management software (VMS) and its Xprotect VMS is used by more than 100,000 customers worldwide. Xprotect is

easy to use, yet powerful software that is designed with open architecture. This means that all Xprotect products are compatible with more IP cameras, encoders and digital video recorders than any other VMS manufacturer, giving you the freedom to mix and match hardware to fit your needs and budget.

Xprotect supports the widest choice in network hardware devices – more than 1,500 digital cameras, encoders and digital video recorders (DVRs) from 100 different manufacturers, and the software will be shown at Ifsec.

Wireless connectivity



CB-502Ap.

• **Brickcom Corporation** is a leading manufacturer of IP sur-

veillance equipment and a pioneer of wireless surveillance solutions. The company's comprehensive product portfolio includes a full line of IP network cameras, video servers, video management hardware and software, and a full range of networking and camera accessories. At Ifsec the company will show their 5M camera CB-502Ap. It features HDTV quality (full HD 1080p @ 30fps streaming), design for low lux application (1/2.5" sensor) and has 802.11a/b/g/n dual band wireless connectivity. The camera also supports 3G/ 4G (WiMAX/ LTE) wireless connectivity and has an interchangeable CS mount lens and edge recording/micro SD slot

All-purpose cam

• **Acti Corporation** is an IP surveillance unified solution leader and will showcase their 4MP hemispheric camera KCM-3911 at Ifsec. KCM-3911 is an all-purpose 4 megapixel camera that is suitable for nearly any indoor application thanks to its fisheye lens that is able to capture everything around



KCM-3911.

it. It contains various viewing modes for different applications – it may be used as a static camera with panoramic view for general overview of the surveillance site, or as a special PTZ camera that only looks at one or more specific areas at a time.

Access control

A big smile

• **Fermax** will display a video door entry monitor called *Smile*. It is a hands-free terminal full of functionalities. An advanced management system for the home, high-performance and intuitive, which takes the language of cutting-edge technologies as its own. Morphologically, the monitor is a smooth,



Smile from Fermax.

flat white terminal equipped with a TFT colour screen and a keypad with such surprising features as an additional keyboard that remains invisible until the user needs it. Thanks also to its extreme thinness and rounded corners, the set conveys an immediate impression of clean lines and elegance. Smile comes in two different formats: with a 7" or 3.5" screen, both suitable for surface or flush mounted installation. In the former case, the monitor stands out 20 mm from the wall; if the flush option is chosen (in this case a frame is supplied to provide a perfect finish), the visible profile is only 4 mm. →

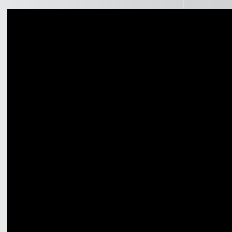
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Normal vision



Thermal image

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If you want to have more information about the FLIR FC-Series S or any other FLIR thermal imaging camera please contact:

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Belgium

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www.flir.com

The images displayed may not be representative of the actual resolution of the camera shown. Images for illustrative purposes only.



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Wireless locks

• **Assa Abloy** offers a complete range of door opening solutions. The wireless lock technology of *Aperio* is one of them. It enables a cost-effective integration of non-wired doors with mechanical locks into access control systems. As a result, security and facility managers now have greater control, can easily respond to organisational changes and will only need to monitor a single security system, while users will only require a single RFID access control card – no keys anymore.



Aperio.

The *Aperio* technology supports mobile access and in addition to high frequency RFID technologies Iclass, Mifare and Desfire, also supports 125 kHz proximity (HID PROX/ EM410). There is generally no need to replace the existing RFID cards or transponders as these can also be used for wireless *Aperio* doors.

Alarm & detection

Easy installation



OMS-12FE.

OMS-12FE from **Takex** is an external, weatherproof (IP54) passive infrared (PIR) movement detector. The *OMS-12FE* uses a dual-zone detection system to create up to 180 degrees of volumetric protection with a range of 3–12 metres.

By detecting on two separate

planes, the sensor can accurately and reliably distinguish between smaller objects and true intrusion, perfect for use in outdoor environments where conventional PIRs may be a source of 'nuisance alarms'. Equipped with four pyros, the detection field is further divided into left and right zones that can be enabled/disabled as required for precise area control, ensuring a comprehensive detection pattern without blind spots – ideally suited to intruder applications. The slim-profile housing includes both front and back tamperers, and the clearly labelled option switches for ease of installation.



ZFP from C-Tec.

Fire panel from C-Tec

One Call Stadium, the home of up-and-coming Second Division football team, Mansfield Town, is the latest venue to be safeguarded by **C-Tec's** revolutionary new *ZFP* touch-screen controlled addressable fire panel. One 4-loop panel and a repeater panel link in to the existing system of Apollo detectors and sounders to provide the highest levels of fire protection throughout the stadium which not only hosts football games but also entertainment events. The state-of-the-art panel is located in the stadium's reception area where it can be easily accessed by authorised personnel if required. Now available with a graphical interface solution that allows users to view critical events, process alarms and keep secure system logs on a remote PC, C-Tec's *ZFP* panel can be configured to suit any application, from small 'one out, all out' systems to large multi-loop networked systems. ■



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Security Events Calendar

April



29 April

Trygghetskamerans Dag Stockholm, Sweden

Venue: Clarion Hotel, Stockholm

Organizer: AR Media International

Tel: +46 (0)8 556 306 80, Fax: +46 (0)8 19 10 11

E-mail: info@armedia.se

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.counterterrorexp.com

May



5-7 May

Physical Security Professional Singapore

Venue: Concorde Hotel

Organizer: ASIS International

Telephone: +65 6278 8666

E-mail: karen@ccms.com.sg

Fax: +65 6278 4077



9-11 May

SECUREXPO 2014 Athens, Greece

Venue: Olympic Centre of Fencing

Organizer: Expoline

Tel: +30 210 6619827, Fax: +30 210 6619827

E-mail: info@expoline.gr

Internet: www.expoline.gr



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

CARTES America Exhibition and Conference Las Vegas, USA

Venue: The Mirage Events Center

Organizer: Comexposium

Telephone: +1 (404) 647-0804

E-mail: brianna.morris@expodevco.com

Internet: cartes-comexposium.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

Exposec 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



19-21 May

Homeland Security Summit Middle East 2014 Abu Dhabi, United Arab Emirates

Venue: Beach Rotana Hotel

Organizer: IQPC Middle East

Telephone: +971 4 360 2800

E-mail: enquiry@iqpc.ae

Internet: www.homelandsecurityme.com



22-24 May

Seguritec Peru 2014 Lima, Peru

Venue: Jockey Exposition Center

Organizer: Thais Corporation S.A.C.

Tel: (511) 201-7820 (211)

E-mail: thais@amauta.rcp.net.pe

Fax: (511) 201-7820 (209)

Internet: www.thaiscorp.com



28-29 May

Security Forum Barcelona, Spain

Venue: Centro de Convenciones Internacional de Barcelona

Organizer: Peldañó

Tel: +34 91 476 80 00, Fax: +34 91 476 60 57

E-mail: mhernandez@securityforum.es

Internet: http://www.securityforum.es

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



4-6 June

Security Exhibition & Conference Melbourne, Australia

Venue: Melbourne Convention & Exhibition Center

Organizer: Diversified Communications Australia

Telephone: +61 3 9261 4694

E-mail: ahaughton@divcom.net.au

Internet: www.securityexpo.com.au



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



26-27 June

Secutech INDIA New Delhi, India

Venue: Pragati Maidan

Organizer: Messe Frankfurt

Telephone: +91 22 6681 4900

E-mail: info@secutechindia.co.in

Internet: www.secutechexpo.com

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



14-16 July

Safetyex New Delhi, India

Venue: Pragati Maidan

Organizer: Reed SI Exhibitions

Telephone: +91-11-45055500

E-mail: safety@reedsi.com

Fax: +91-11-25778876

Internet: www.safetyex.in



19-20 July

International Police Expo 2014 New Delhi, India

Venue: Pragati Maidan

Organizer: Nexgen Exhibitions Pvt. Ltd

Telephone: 011-41536990

E-mail: ashish@nexgengroup.in

Fax: 011-45636990

Internet: www.internationalpoliceexpo.com

August



27-29 August

Safety & Security Asia 2014 Marina Bay, Singapore

Venue: Marina Bay Sands, Singapore

Organizer: CEMS

Telephone: +65 6278 8666

E-mail: ssa@ccms.com.sg

Fax: +65 6278 4077

Internet: www.safetysecurityasia.com.sg

September



5-7 September

IFSEC Southeast Asia Kuala Lumpur, Malaysia

Venue: Kuala Lumpur Convention Center

Organizer: UBM

Tel: +6-03-2176 8788, Fax: +6-03-2164 8786

E-mail: Rina.Fadzil@ubm.com

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

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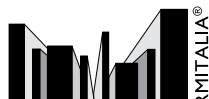


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Network Camera - UFG1122



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The UFG1122 can record 1080P footage at 120 frames per second. The 120FPS frame rate allows the footage to be conformed to typical video playback speeds of 30FPS for 4X slow motion with a definite smooth effect. UFG1122 model supporting 120 high frame rate ensures that quick movements are captured in more details. The next generation performance-oriented UFG1122 IP camera with 120FPS at 1080P is set for launch in late Q1 2014.

Feature Highlights:

- ✓ 120FPS @ 1080P True H.264 AVC High Profile video compression
- ✓ Full HD 2-megapixel MOS image sensor
- ✓ H.264 and Motion JPEG multi-profile video streaming
- ✓ Tampering / Audio / Motion detection alarm function
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- ✓ HDR function



2014 Secutech Taipei



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