

DETEKTOR



International

Publisher's Comment

**IoT will change
the security market**

Technology in Application

**Naples airport
upgrades security**

Security Technology Market

**Physical security
\$120B and growing**

Business News

**Vanderbilt to acquire
Siemens Security Product**

The Interview

**Joseph Grillo, CEO of ACRE
LLC & Vanderbilt Industries**

Security Expo Reviews

- **Security Essen**
- **Skydd, Stockholm**



The Winners!

DETEKTOR INTERNATIONAL AWARD 2014



HD over Coax 2.0
HDCVI – always leading HD innovation

See Ad on page 19

Advanced technology with
multiple choices from Synel

LINUX-BASED FINGERPRINT TERMINAL SYnergy

Biometric, Color Screen,
Real-time Monitor, Multimedia
Terminal

- Embedded Linux Open Source OS
- Powerful processor
- Fast matching time



360°-365 WORKFORCE MANAGEMENT

Synel Head Office Tel: + 972 49596760 | + 972 49596777 | information@synel.com | www.synel.com
Synel USA Tel: + 1 480 374 7700 | sales@synel-usa.com | www.timeamerica.com | www.synel-usa.com
Synel UK Tel: + 44 208 900 9991 | sales@syneluk.com | www.synel.co.uk
Synel France Tel: + 33 1 6974 7580 | commercial@synel-france.com | www.synel-france.com
Synel Sweden Tel: + 46 8 5250 9350 | info@feroxkonsult.se | www.feroxkonsult.se



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

Head office:

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

US Office

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

Asia Office

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

General Information

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

Subscriptions

Marika Thelenius
Rate for four issues is Euro 49

Publisher

Lennart Alexandrie

Editorial Team

Rachel Ward Owens

Advertisements

Carlos Cisternas

Printing

Hallvigs Reklam, Sweden, 2014



Lennart Alexandrie, Publisher

IoT will change the security market

2014 has been a very exciting year for the global security market. The consolidation of the industry has continued through a number of interesting acquisitions. Canon's acquisition of Milestone Systems was of course the most surprising deal on the market. Vanderbilt's purchase of Siemens Security Products was also unexpected.

In Scandinavia there have been several remarkable acquisitions in recent years. The Norwegian companies Nokas and Sector Alarm made the most high profile acquisitions in 2014. Nokas had already acquired the Norwegian G4S business in 2013 and continued this year to acquire Svensk Bevakningstjänst, the third biggest guarding company in Sweden. This happened just a month after Sector Alarm had acquired the G4S business in Sweden, the most surprising acquisition of the year in the Scandinavian market. Sector Alarm is an extremely profitable company specialised in residential security, now they are getting into the commercial security market in order to broaden their market and their service portfolio.

Another remarkable thing was IFSEC's successful return to London after 21 years at the NEC in Birmingham, even though Security Essen in Germany must be considered as the international security event of the year in 2014. Another exhibition that brought a great deal of attention was ISC West in Las Vegas, now fully recovered after some difficult years in the aftermath of the financial crisis some years ago.

So what about the trends for the years to come? Of course there are several market trends developing, but the most compelling is that of the path towards integration and interoperability between different security systems, but security technology integration will also contribute towards the development of advanced smart buildings, or in residential applications, to the growing market for smart homes.

In this issue of Detektor International we present the recipients of the Detektor International Awards 2014. Significant for this year is that two world leading companies within IP-video were awarded for their products within

the access control field, both contributing to the market through solutions that encourage a route away from the proprietary tradition within the access control market, through launching a module for integration to an open IP-video management system platform (Milestone Systems) or by launching the first open IP-platform based door controller (Axis Communications). It is certainly a sign of the times.

The security industry is very conservative and even necessary changes tend to take a long time. Just look at the migration from analogue to digital video. It has been going on since the turn of the millennium and it is still going on, even though now it is now slowly taking over the video surveillance market. The digital era offers many opportunities for the end users and also for the supply chain. Cost effective Security as a Service (SaaS) is about to become a reality, as a result of today's scalable security technology. Through the cloud, resources can be shared and security customers may not have to invest in expensive infrastructure that allocates staff resources. Instead they can pay for functions they need and use through a monthly flat rate fee. This will happen, first of all, in the SME market.

However, the general buzzword in the security industry will be IoT – Internet of Things – obviously a strong driver for SaaS. According to a report by Memoori the Global Market for the Internet of Things (IoT) in Smart Buildings will rise from \$23Bn in 2014 to over \$85Bn by 2020. For sure it will have an effect on the security market, primarily on the residential security market. Today's dedicated security systems in private homes, with sensors/detectors and possibly cameras connected to a control panel will have tough competition. Security will soon become a part of the network based smart home automation installations. People will add functions to their home automation system and security features will be among them. Eventually, this trend will also be adopted by smaller business.

Finally – on the subject of trends – consolidation, driven by acquisition, will of course continue through 2015.

- 3 Publishers 's Comment.** IoT will change the security market.
- 6 Technology in Application.** Dahua protects petrochemical plant.
- 12 Security Technology Market.** Physical security \$120B and growing.
- 24 Detektor International Award.** Here they are – the DIA winners 2014!
- 32 Business News.** The latest commercial news from around the industry today.
- 40 Product News.** The latest product news and launches.
- 50 The Interview.** Joseph Grillo, CEO of ACRE LLC & Vanderbilt Industries.
- 52 Skydd 2014, Stockholm.** Success for Skydd in Stockholm.
- 54 Security Essen.** Report from the biggest security event in Europe.
- 59 Security Events Calendar.** The international overview of scheduled security shows.
- 60 Security Buyers Guide.** The directory of important suppliers of security products & services.



Napels airport upgrades security

Page 10



Ivo Drent, Arecont Vision, Ola Jönsson, Axis Communication, and Martin Norris, Xtralis.

Here they are – the DIA winners 2014!

Page 16



*Per Borgvall,
President and
CEO, Gunnebo.*

Gunnebo acquires UK security company

Page 32



The Interview: Joseph Grillo, CEO of ACRE LLC & Vanderbilt Industries

Page 50



Skydd 2014, Stockholm

This year 12,253 visitors attended and the average number of security trade visitors per day was 4,084, an increase of more than 600 people per day.

Page 52



Success again when Security Essen celebrated 40 years

1,045 exhibitors from around 40 nations showed a large number of innovations for civil security at Messe Essen at the end of September.

Page 54



Let's face it.

suprema FaceStation

The revolutionary Suprema FaceStation features next generation face recognition technology that provides faster, convenient and a higher level of biometric access control security.

www.supremainc.com

©2013 Suprema Inc.



Dahua protects petrochemical plant

The Al-Jubail petrochemical company (Kemya), established in 1979, is one of the largest petrochemical corporate in the Saudi Arabia; and over the years, the company keeps investing in expansion and innovation, aiming to create a more productive yet safer and greener working environment; and the recent upgrade of the video surveillance system using Dahua technology is part of this plan.

"Oil and gas" are definitely among the top subjects that come to mind when talking about Saudi Arabia, particularly as this country owns one-fifth of the total global conventional oil reserves, and is ranked the second largest in the world, after Venezuela. With these unsurpassed natural resources, Saudi Arabia has made the petrochemical sector its pillar industry with a complete and mature system from exploration, exploitation to transportation as well as including extensions to the whole wider industry chain.

Tight time frame

According to the integrator, Kemya's existing surveillance structure is based on analogue, but to acquire easy maintenance and management, the client plans to upgrade the system to network by introducing encoders as a transit station on the basis of the existing analogue cameras, and using a network video recorder for storage with a VMS platform for comprehensive system management.

When the integrator found us, the most part of the project had almost everything already

settled. I soon realised that this could be a good opportunity for us, though we did face a serious challenge – the tight time frame for one," explained Peter Xuan, Overseas Project Manager at Dahua Technology. "As the project needed to be implemented quite quickly, time was of the essence. So after receiving the detailed requirements from the client, we soon narrowed the decision down to the NVR724-256DR, a 256-channel super network recorder."

Large volume of data

The NVR724-256DR supports 256ch at 1080p real-time recording and has an impressive 512 Mbps incoming capability. This means that the device is fully capable of ensuring a smooth operation, and since large storage is a necessity for big scale and crucial applications, the plant needs 24/7 non-stop monitoring, which inevitably generates a large volume of data. So iSCSI and a Mini SAS expansion is provided to allow for the possibility of mass extra storage, in addition to the default 24-HDD accommodation.



"Oil and gas" are definitely among the top subjects that come to mind when talking about Saudi Arabia, particularly as this country owns one-fifth of the total global conventional oil reserves, and is ranked the second largest in the world, after Venezuela.

Moreover, the NVR is equipped with an LCD screen, making adjustments and maintenance much easier. The most important part in this case is the integration with third party encoders and VMS software, thus a lot of effort, such as SDK and sample were provided as well as extensive testing to make certain everything was right, and ensuring that the integration went smoothly.

"Three highs"

It could be said that the petrochemical related industry is characterised by the "three highs" – high investment, high-tech and high risk. Any error or miscarriage will lead to a disaster, causing great losses potentially in lives and property, and video footage is crucial for evidence in such cases. This requires very high system stability, so Dahua included a degree of customisation to ensure that the

system is 100% stable and reliable by adding a redundant power supply, RAID and N+M hot standby in this case.

"As a saying goes, when need is highest, help is highest," said Lourenco Rui, Technical Manager of Thales Group, a local system integrator. "We are very satisfied with Dahua's prompt response and its good product quality and professionalism that helped us to successfully complete this urgent project and all the associated integration work in such a short time, ensuring the smooth implementation of the project."

One month to settle the project

Xuan emphasised, "Compatibility is always one focus we've been paying attention to, and this case is a good proof of that point. The whole project only took one month before everything was settled." ■

THE NEWS PORTAL FOR THE SECURITY INDUSTRY



Security News Every Day!

www.securityworldhotel.com



Next generation HD surveillance that simply works

One Solution. One Company.

Designed and manufactured by global surveillance powerhouse, IDIS, DirectIP combines plug-and-play simplicity with unrivalled performance and reliability, to deliver the most comprehensive video surveillance solution available. With unsurpassed image quality and resolution, DirectIP includes an affordable range of cameras, monitors, network video recorders (NVR) and video management software (VMS) for businesses large or small.

IDIS Europe Limited

1000 Great West Road Brentford, London, TW8 9HH, United Kingdom
 T +44 (0)203 657 5678 F +44 (0)203 697 9360 E uksales@idisglobal.com

For more information, please visit www.idisglobal.com





Inside the hospital 54 units of the IP8133 model were mounted. This IP camera allows users to simultaneously receive multiple streams and is an ideal option for keeping a remote eye on patients and staff.

Hospital in India deploys Vivotek IP

For major healthcare business Fortis Healthcare Ltd, with expanding operations comes the responsibility of protecting not only patients' physical health, but also the environment in which they and their caregivers work on a day-to-day basis. Such was the case with one of the company's hospital locations in Ludhiana, India, and they sent out a call for help that Vivotek answered wholeheartedly.

As one of the leading healthcare delivery providers across the pan Asia-Pacific region, Fortis Healthcare Limited is committed to not only sustaining, but also bettering the lives of those in need of clinical care. The company's operations span many borders – countries such as India, Singapore, and Sri Lanka, all the way to Dubai in the United Arab Emirates and the island nation of Mauritius – and its services reach some of the world's fastest growing markets. As a provider of integrated health care in the areas of diagnostics, primary care, and specialty day care in hospitals, Fortis Healthcare is a major force in the industry and poised to take on a leading position globally.

Business as usual

As hospitals never close, the greatest obstacle to outfitting the medical centre was laying cables for the relocation of cameras without interrupting business as usual. The hospital in Ludhiana remained in full operation throughout the process, and the system integrator deftly managed to do the cabling

without disturbing patients or damaging anything. It took a lot of manpower and hours, but in the end the installation was completed seamlessly. Computer Services Integration Pvt. Ltd. – a company with experience and specialisation in IP surveillance, network infrastructure projects, wireless and video, and data and audio communication systems – together with Vivotek worked to bring the project to fruition, and all systems were up and running by October of 2013.

Four main aspects

Guarding expensive medical equipment and the safety of staff and personnel was the primary concern of this project. When it came to choosing the right hardware, there were four main aspects of surveillance that played into the decision: patient movement, patient security, employee security, and grounds security. Inside the hospital 54 units of the IP8133 model were mounted. This IP camera allows users to simultaneously receive multiple streams and is an ideal option for keeping



All video streams captured by Vivotek's cameras are fed through video management software called ST7501, enabling the user to fully control and manage the streams from a single location.

a remote eye on patients and staff. The camera features tamper detection, 32-channel recording software, and a built-in PIR sensor for human detection, all packaged in a compact design. Five IP8332 units were used for monitoring goings-on outside of the hospital. The bullet-style network camera performs well in outdoor settings, with a removable IR-cut filter for day and night functionality, IR illuminators effective up to lengths of 15 metres, and multiple stream capabilities.

Patient and visitors tracking

All video streams captured by Vivotek's cameras are fed through video management software called ST7501, enabling the user to fully control and manage the streams from a single location.

Using ST7501, real-time remote monitoring, recording, playback and event trigger management functions can be operated by the user. Ultimately, the solution chosen by Fortis Healthcare guaranteed patient and visitors tracking, grounds surveillance, and general security of the hospital.

Mr. AP Singh, regional IT head of Fortis Hospital, commented on the overall efficiency of Vivotek's IP surveillance solution. "The system integrator did a really good job setting up the surveillance system despite the challenge of working in a hospital open 24-hours. Once the system was in place I was really impressed with the user friendliness of it all, particularly the way in which ST7501 software integrates everything into an easy to operate system." ■

Ethiris®

Video Management Software



Ethiris® VMS includes unique innovative features that provide the system integrator with the possibility to quickly and easily create a modern and powerful system for video surveillance.

Ethiris is modern component based software designed for high performance and scalability. Outstanding communication capabilities together with a java script engine makes Ethiris a true open and flexible platform. Reliability is an important factor

for all security systems and the Ethiris Cluster feature for redundancy makes it well suited for safety critical and demanding applications. Combine Ethiris VMS with WideQuick® PSIM and you'll get a world class total security platform.

WideQuick and Ethiris are registered trademarks of Kentima AB.

Visit Kentima at Intersec 2015, Dubai - Stand SA-J12

At Intersec, 18-20 January, we will exhibit together with our distributor NIT, on their Stand SA-J12. We will present our two software: Ethiris VMS and WideQuick PSIM that can be used to create a Total Security Platform.

For more information about the companies or the fair, please visit:



NIT

www.nit.com and www.kentima.com



KENTIMA

Automation and Security Products



Unlike conventional cameras, which have a single focal lens, multifocal sensor technology is based on a multi-sensor platform with several lenses, each with different focal lengths, creating the unrivalled Panomera effect.

Napoli Capodichino Airport.

Naples airport upgrades security

The international airport at Naples, Napoli Capodichino Airport, is used by 6 million travellers every year. With the introduction of the Panomera multifocal sensor system from Dallmeier, security in both the apron and the airport forecourt areas is enhanced further still by the very latest in camera technology.

Napoli Capodichino airport is managed by Gesac SPA, a member of the F2I Airports Group, an airport management company known for the excellent quality of its services and for its culture of continuous improvement.

Gesac's security engineers saw the Panomera multifocal sensor system from Dallmeier for the first time at the "Sicurezza" trade fair in Milan in 2010, and were very impressed by the performance capabilities of this ground-breaking video technology. Unlike conventional cameras, which have a single focal lens, multifocal sensor technology is based on a multi-sensor platform with several lenses, each with different focal lengths, creating the unrivalled Panomera effect. This innovative system provides surveillance of large areas with extremely high resolution, all from a single installation site.

The contact at the trade fair was followed by an intensive planning and design phase, during which the staff at Dallmeier Italy worked closely with the "Infrastructure Development & Flight Operations" department of Gesac, under the direction of Alessandro Fidato. Representatives of Dallmeier Italy visited the site several times so that they could adapt the new video

system precisely to the requirements of the airport management company.

Two major zones

For Gesac, two major zones of the airport site were of paramount importance: the area in front of the airport buildings, and the apron and runways.

In the airport forecourt and concourse, Panomera monitors traffic and pedestrian flows between the multi-storey car park, Terminal 1 and the network of feeder roads and paths by which people arrive at and leave the airport, either in motor vehicles or on foot.

Traffic monitoring

The customer also wanted to obtain complete coverage of the movements of all vehicles and aircraft anywhere on the entire airfield, including the ramps and aprons, taxiways, and takeoff and landing runways, so that incidents could be reconstructed if necessary, wherever they occurred on the site.



The cameras of the Panomera system for this airfield project were installed at a considerable height, close to the roof of the Apron tower.

228° camera coverage

The cameras of the Panomera system for this airfield project were installed at a considerable height, close to the roof of the Apron tower at about 13 metres; three Panomera systems installed in a semicircle provide a panoramic view through 228°. The Panomera Viewer workstation was located inside the Apron Tower to provide security staff with a unique and full panoramic view of the entire airfield.

"With Panomera technology, distant objects can be captured with the same quality as those in the foreground. The extremely high resolution over the entire area of interest and intuitive operation of the system led us to choose Dallmeier", says Giuseppe Musto, Head of Innovation & Automation Development for Gesac.

Another important difference between Panomera and conventional PTZ cameras is that the whole area to be monitored with Panomera, is recorded continuously, so the high resolution images enable important, single details to

be examined even after the event. With PTZ cameras, the general overview image is lost while the camera is recording a detailed area.

Recording is based on the Dallmeier DIS-2/M NSU blade technology – this ensures maximum availability and reliability of the recording. Each blade unit is equipped with a redundant hard disk. The units are powered via a rack for 19" slide-in modules with redundant power supply units. The rack system can accommodate up to 10 single modules, so that even relatively large systems can be installed in compact and cost-efficient manner. The modular structure of the system guarantees high availability of the overall solution.

Resounding success

Alessandro Fidato, Director of the Infrastructure Development & Flight Operations department, describes the video system as a resounding success: "With these two projects, Gesac confirms its orientation towards innovative solutions that ensure high standards of security and simplify management arrangements. We are very satisfied with this cooperation."

Pierpaolo Piracci of Dallmeier Italy responds: "I am very proud to have been personally involved in these highly innovative projects, and I would like to thank Alessandro Fidato and Giuseppe Musto of Gesac SPA for the confidence they have shown in our technology and professionalism." ■

You Know ...

But do you really know ?

EverFocus Integration

We have changed. In response to your needs, we are now ready to provide you with the integration services along with the comprehensive product lineup to meet your requirements.

Hardware Delivery

From hardware to software; from IP, HD-SDI to Analog; from home security to enterprise-level projects, everything you think of can be found in EverFocus. We can work together to accomplish your projects.

Software Modification

Being the fastest and the fittest is just not enough, being the most adaptable is the key. This is why we are here for the past 19 years.

We work hard to make sure your surveillance projects be done successfully

intersec DUBAI

Date : 18-20 Jan. 2015
Booth : No. S1-H33C

Find Out More At:



EverFocus Taiwan HQ:
TEL: +886 2 2698 2334
www.everfocus.com.tw
marketing@everfocus.com.tw



EverFocus USA - California:
TEL: +1 626 844 8888
www.everfocus.com
sales@everfocus.com

 **EverFocus®**

International Branch Offices:
USA (New York), Germany, China, Japan, India

Physical security \$120B and growing

Strong market demand in an increasingly competitive physical security equipment and services industry is still driving overall revenue growth in all global regions, according to the latest report from IHS Inc.

This market reached \$120 billion in revenue during 2013, a 10.8% increase in market size compared to 2012, and according to senior analyst at IHS, *David Green*, the report has produced some particularly interesting key facts. For example, the USA remains the largest country with over \$6.5bn spent just on equipment, but China is getting closer to the number one ranking each year. In addition one in every \$5 spent on physical security equipment in Asia is for a government building, not including other state-led facilities and installations such as airports or infrastructure. The report also finds that no single company holds a market share greater than 5% for the physical security equipment and services market globally.

As global economic conditions continue to improve and budgets slowly increase, the physical security industry continues to perform strongly across the world. Growth in the number of projects employing different types of physical security equipment as a



17% of all revenue spent on physical security equipment & services in China during 2013 was on video surveillance equipment – often coming through large, government-funded schemes or projects.

single solution is also increasing, often managed through the same platform.

Regional Variation

Service-based offerings are proving popular in the Americas market as manufacturers and service providers look to bridge the gap between consumer-style business models and professional standard services. Markets such as Video Surveillance as a Service (VSaaS) or Access Control as a Service (ACaaS) only account for a small proportion of total revenue right now, but are expected to see some of the highest growth rates over the next five years. IHS already sees this convergence in the supply market too – with telecommunications companies taking a greater interest in the security market.

The EMEA Market

The EMEA market is much more evenly spread across all equipment and service types – although it shares more similarities with the American market than with Asia. Equipment spending is particularly spread across different technology types, for example Entrance Control

accounts for almost a quarter of all physical security equipment revenue, higher than any other region.

The Asian Market

Asia remains the fastest growing market in the world and has very different end-user patterns and requirements. The equipment market in particular has a strong focus on video surveillance, where 17% of all revenue spent on physical security equipment & services in China during 2013 was on video surveillance equipment – often coming through large, government-funded schemes or projects.

Competitive Environment

Whilst global revenues for physical security equipment and services continue to increase, any expectations that the security industry supply market would start to consolidate appear premature. The top 15 manufacturers and service providers accounted for only 22% of the global market in 2013 – a decrease of 3% on just 12 months earlier. Furthermore, no single company can boast a market share above 5%, proving

the fragmented nature of this growing industry and the high levels of competition.

One developing trend in this competitive environment is the rise of Asian-based manufacturers gaining market share outside their domestic markets. In 2013, 4 of the top 10 equipment manufacturers globally were based in Asia. Companies that have performed strongly in their domestic market and have improved product quality are now starting to expand to new markets. This is a trend that IHS expects to continue, driving increased price pressure in the American and EMEA markets over the next few years.

Strong growth will continue

However, any price pressures are not currently strong enough to outweigh the increases in general market demand, meaning that the overall market for physical security equipment and services is expected to continue with strong growth for the foreseeable future.

The IHS report “Physical Security Equipment & Services – 2014” combines annual product revenues for the following equipment types: Video Surveillance, Access Control, Intruder Alarms, Perimeter Security, Entrance Control (Pedestrian & Vehicle), Consumer Video Surveillance, Thermal Cameras and Wireless Infrastructure; and service revenues assigned to: Video Surveillance as a Service (VSaaS), Access Control as a Service (ACaaS), Remote Monitoring Services and Security Systems Integration.

Growth expected for Ethernet switch market

The latest data from IHS Inc. shows that 606,000 Ethernet switches were sold for use in video surveillance deployments in 2013. This represents a small proportion of the overall Ethernet switch market right now. However, some 1.6 million switches are forecast to be sold into the video surveillance market in 2018, representing a far more significant proportion of the total market.

According to Aaron Dale, analyst for IHS Inc, large Ethernet switch manufacturers have traditionally tailored their products to cater for general information technology (IT) needs. How-

ever, this could change as new, fast-growing markets provide Ethernet switch manufacturers the opportunity to diversify.

The findings are presented in a report that analyses the

opportunities for infrastructure and Ethernet switch providers in video surveillance.

Within the report IHS estimates that 24 port switches are the most widely used in video surveillance applications and that the market for Ethernet switches used in video surveillance is also being bolstered by the increasing complexity and scale of video surveillance networks. This is leading end-users to invest in higher specification equipment.

The report also concludes that the total market size for Ethernet switches used in video surveillance in terms of product revenue

was estimated at \$188.2 million in 2013.

A number of Ethernet switch manufacturers have been quick to capitalise on the growth in this market and have started producing solutions tailored specifically for video surveillance. Two such notable moves were the launch of Avaya's Fabric Connect solution and the strategic partnership between Extreme Networks and Milestone Systems. IHS expects that in the coming years more Ethernet switch manufacturers will compete to claim their stake in an increasingly attractive market.

MIX UP ANALOG AND IP



Transition to IP your way

Gain the benefits of IP easily and cost-efficiently with Milestone Husky™ Hybrid Network Video Recorders (NVRs). Now you can reuse existing analog cameras and add digital ones when needed over time.

Licensing is included for IP cameras as well as the one encoder license for the multiple analog cameras attached to it. This reduces the overall cost of Milestone Husky Hybrid NVRs and with less up-front costs, you can customize a premium solution that keeps you within budget.

Preinstalled with Milestone video management software (VMS), and built-in encoders, Milestone Husky Hybrid NVRs make the transition to IP straightforward and affordable.

Learn more at www.milestonehusky.com

Visit Milestone Husky at Expoprotection, booth J21.



milestone HUSKY™ SERIES
Video surveillance your way

Banking verticals offer opportunities to smartcard market

In a recent report Frost & Sullivan analysts have found that the global smart card market will see steady growth due to the increasing emphasis on the Europay, Mastercard and Visa (EMV) standard in the payment and banking vertical. In 2015, multiple financial institutions in the US are expected to make their payment cards EMV-compliant. The research company predicts that countries in the Middle East, Africa and Asia-Pacific will follow suit.

The 2014 Global Smart Card Forecaster from Frost & Sullivan finds that the market earned revenues of €5.37 billion in 2013 and estimates this to reach €7.16 billion in 2019. The SIM card segment will account for 42.6 percent of the total revenue while the banking and payment vertical will make up 33.5 percent. The smart card government ID and transportation sectors will constitute the rest.

"In addition to the shift to EMV, financial institutions across the globe will migrate to con-

tactless cards, opening up new opportunities for the smart card industry," said Frost & Sullivan Information & Communication Technologies Global Program Director Jean-Noël Georges. "China and Europe, in particular, will lead the way in terms of employment of contactless technologies.

He continues. "However, this rapid shift to EMV contactless solutions and the associated large volume of shipments will cause pricing pressures in the smart card market, mainly in Asia-Pacific. A similar case is also expected

in the US, where the uptake of EMV and contactless solutions has been considerably delayed. With many companies in the US having already invested in EMV in anticipation of a possible migration, it is uncertain whether these firms will have a positive return on investment.

To sustain growth pace, smart card vendors can leverage established relationships with government agencies and transport authorities to upgrade to high-end e-documents and e-ticketing cards, respectively. Building robust partnerships will be especially crucial as the government and ID smart card segment will provide additional avenues for revenue generation through the enhanced driver license (e-DL) and e-ID programmes."

"The most prominent e-ID initiatives will take place in India, Turkey and Nigeria," observed Georges. "Meanwhile,

The 2014 Global Smart Card Forecaster from Frost & Sullivan finds that the market earned revenues of €5.37 billion in 2013 and estimates this to reach €7.16 billion in 2019.

the implementation of the e-DL programme in the European Union will accelerate the demand for smart card documents in the public sector.

Overall, it is imperative for smart card vendors to switch their core business from physical smart cards to software and services, since the physical smart card market will offer limited growth potential in the long term. This is particularly true since the announcement of a software alternative named Host Card Emulation (HCE) that could threaten the well established hardware embedded security for mobile."

Fiber Optic Solutions for Security & Surveillance, Networking and Industrial Applications

Industrial grade, modular design
Analog, HD-SDI and IP video over fiber



- Video (analog, 960H)
- HD Video (SDI, DVI, HDMI, VGA)
- Data (RS485/422/232)
- Audio/Stereo
- Ethernet
- Contact Closure
- Telephone



OB Telecom

OB Telecom Electronics Co., Ltd

Address: 17F, Jiangong Building, No. 20 Wensan Road, Hangzhou, 310012, China
Tel: +86-571-88373132 Fax: +86-571-88394930
E-mail: overseas@obtelecom.com www.obtelecom.com



Qstart

Start Your IP Surveillance Easier than Ever

Innovative one-click auto-configuration

- No networking knowledge required
- Switch ports link with view windows
- Intuitive topology GUI
- Easy maintenance & recovery
- Support a wide range of switch & IP camera brands



www.qnapsecurity.com



VS-6100 Pro⁺



VS-4100 Pro⁺



VS-2100 Pro⁺

Increased significance for maritime security

A newly released report from Marketsandmarkets finds that the significance of maritime security has increased due to globalisation. The report entitled, "Maritime Security Market by Technologies and Systems, by Services, by Categories, and by Region - Global Market Forecast & Analysis (2014–2019)" cites awareness of maritime security, maritime threats, regulations and standards, and international trade by sea as the major driving forces for this market.

The increase in maritime threat in some regions of the world has been noted as one of the major factors affecting international trade.

Solution providers such as Kongsberg, Raytheon, Terma, Thales Group, Northrop Grumman Corporation, and many others are expected to provide integrated solutions and offer better competitive services. Researchers stress that the companies in this industry must take advantage of the growing awareness of maritime security in markets such as Middle East and Africa (MEA) as well as Asia Pacific (APAC). The surveillance and tracking systems and solutions, smart container systems as well as scanning and screening systems have a high growth rate in the market.

According to Marketsandmarkets, the maritime security market is estimated to grow from \$13.94 billion in 2014 to \$20.87 billion in 2019.

Marketsandmarkets has segmented the maritime security market by type of technologies and systems: screening and scanning, access control, detectors, Geographic Information System (GIS), surveillance and tracking, weather monitoring, smart containers, Supervisory Control and Data Acquisition (SCADA), communi-



The increase in maritime threat in some regions of the world has been noted as one of the major factors affecting international trade.

cation, and others. The report is also segmented by type of services: training, risk assessment and investigation, maintenance and support, consulting, and others; and then also by categories: port and critical infrastructure security, vessel security, and coastal surveillance. Finally the analysts have also divided the report by regions: North America (NA), Asia Pacific (APAC), Europe (EU), Middle East and Africa (MEA) and Latin America (LA).

According to Marketsand-

markets, the maritime security market is estimated to grow from \$13.94 billion in 2014 to \$20.87 billion in 2019. This represents a Compound Annual Growth Rate (CAGR) of 8.4% from 2014 to 2019. The vessel security segment continues to be the largest contributor for maritime security. In terms of regions, NA is expected to be the biggest market in terms of revenue contribution in 2014, whereas APAC is expected to experience increased market traction, in due course.

Managed security services market to reach almost \$32B

A newly released report from Marketsandmarkets defines and segments the global managed security services market into various sub-segments with in-depth analysis and forecasting of revenues. The report also identifies drivers and restraints for this market with insights into latest trends, opportunities, and challenges.

Marketsandmarkets forecasts the Managed Security Services market is expected to grow from \$14.32 Billion in 2014 to \$31.86 Billion in 2019, at a Compound Annual Growth Rate (CAGR) of 17.3% from 2014 to 2019. BFSI, utilities, IT & Telecom and governments are expected to be the biggest contributors in terms of revenue contribution, while the growing markets of Europe and APAC are expected to experience

increased market traction with high CAGR's, during the forecast period.

Analysts from the research company have segmented this market by solutions, deployment types, organisation size, verticals and regions. The major driving forces which are enabling the growth of this market are found to be a rise in cyber crime and threats, the rising needs for meeting compliance and data

Marketsandmarkets forecasts the Managed Security Services market is expected to grow from \$14.32 Billion in 2014 to \$31.86 Billion in 2019, at a Compound Annual Growth Rate (CAGR) of 17.3% from 2014 to 2019.

protection laws. Security staffing and budgeting constraints on organisations plus increasing adoption of cloud services are also influencing factors for the growth of this market.

Some of the products which are gaining traction and investment from various vendors are managed services, monitored or managed firewalls or IPSs, monitored or managed IDSs, DDoS protection, managed SWG, log management, analysis and reporting, SIEM, managed vulnerability scanning (servers, networks, databases, applications and URL filtering) and others. Some of the major providers are AT&T, Verizon, CSC, Dell secure works, Symantec, IBM, Trustwave, Solutionary and others. According to the researchers these vendors have uniquely positioned themselves in the market with propagation of new product developments and lucrative partnerships and acquisitions.

GLOBALLY BILT



**We have a 25-year track record looking back,
and with our acquisition of Siemens' Security Products Business,
a global perspective looking forward.**

1989-2003

2003-2012

2012-Present

Geoffrey



VANDERBILT
INDUSTRIES

Not everyone recognizes our name, but over the last 25 years, an impressive list of Fortune 500 clients and world-class system integrators have recognized our dedication. And now we have applied our commitment abroad, with the acquisition of Siemens' Security Products Business. Strong product offerings in access control, intrusion alarm, and video surveillance perfectly complement our fully integrated solutions.

In an industry that values proven reliability, and a world always looking for what's new and innovative, Vanderbilt is a name you can trust. And now you can apply that trust on a global scale.

VANDERBILT
INDUSTRIES

© 2014 Vanderbilt Industries

vanderbiltindustries.com

Building security on a strong foundation.

Smart home security set to leapfrog traditional systems

According to IHS Technology, traditional high-end domestic security solutions represented about 32% of the USA market for smart security in home automation applications in 2014. By 2018, the market share of traditional high-end is forecast to decline to about 22%. Contrary for service providers, which were estimated to represent about 38% of the market in 2014, are forecast to represent about 58% of the market by 2018. Device vendors are projected to expand penetration through 2016 before losing share.

It is no surprise the trend of integrating security equipment and home automation is being spearheaded by MSOs (multiple service operators). Powered partially by intensive marketing and partially by an existing and extensive customer base, MSOs are in the best position to simply upgrade their customers' current subscriptions. All while traditional monitoring companies and traditional high-end providers are left to find new customers.

In its most recent report on residential security, IHS Technology outlined three main system types: traditional high-end, service providers and device vendors. Traditional high-end systems are specialist whole home automation systems which are supplied by companies, such as AMX, Crestron and Control4, that provide an integrated suite of smart home products, controllers

and professional installation and management services. Service providers on the other hand are packaged solutions at relatively lower cost sold mostly through security service providers, communication service providers and utilities which provide full backend support. Most are professionally installed, by companies like Comcast, AT&T and ADT. And finally, device vendors are individual modular smart home devices sold directly or through online/box retailers which includes Myq, Piper and Lowes Iris in the States.

IHS anticipates a slowdown for security hardware in traditional high-end systems due to increased competition. One of the biggest drivers for these high-end systems is video and remote monitoring via a tablet or smartphone. Even with the high-end installations, it is rare to have the security inte-

grated into a 'Jetsons-style home' where television, lighting and audio sequences occur to thwart intruders. Furthermore, many of the traditional high-end installations are reserved (by price) for homes larger than five thousand square feet and mostly occur in new homes, not retrofit, limiting the opportunity in comparison to service providers.

According to Blake Kozak, senior analyst for Security & Building Technologies at IHS, device vendors will continue to be a large portion of the market, representing more than 30%, through 2016. These device types will be a great opportunity for multifamily housing which is slated for strong growth due to rising rents, low vacancy rates and a declining

market for sales of existing and new homes in 2014. However, the USA housing market is forecast to rebound quickly in 2015, which will favour service providers and traditional high-end.

How the housing market recovers in 2015 will help shape which category end-users will fall. A strong recovery could mean more traditional high-end homes, while a limited recovery in housing formations could result in a more favourable market for device vendors. Regardless of the outcome, IHS believes service providers are the middle of the road offering which can appease most end-users; as a result, service providers are in the best position to offer smart security devices over the next 3-5 years.

By 2018, the market share of traditional high-end is forecast to decline to about 22%. Contrary for service providers, which were estimated to represent about 38% of the market in 2014, are forecast to represent about 58% of the market by 2018.

Security integration market up by \$5Bn

The world market for security system integration was valued at \$59.5 billion in 2013, an increase of almost \$5 billion from 2012, according to a new report from IHS.

The security system integration market consists of the design, consultancy, installation, service and maintenance, as well as sales of video surveillance, physical access control and intruder alarm equipment.

Revenue is expected to continue growing in excess of 9 percent through 2018. The market is characterised by a handful

of large international players, numerous regional rivals and many local competitors. Such a competitive landscape means fierce competition abounds and that both integrators and installers must remain at the forefront of technology trends to be able to continue serving "best-in-class" integration packages to their customers.

One trend that integrators have been eyeing closely recently is Security as a Service (SaaS), whether it be Video Surveillance as a Service (VSaaS), or Access Control as a Service (ACaaS). Both offer promising opportunities for integrators to expand their recurring monthly revenue (RMR), while simultaneously getting closer to the end customer. This model also allows integrators to increase the value they bring to the table, and lets them be seen as working

together with their customers as partners.

According to Paul Bremner, Senior analyst Video Surveillance - Security Services at IHS, as equipment margins continue to edge lower for integrators, driven by price declines in the equipment itself, it is the services that integrators can offer, as well as the added value they are perceived to bring to the customer that will ultimately prove to be the separator between the winners and losers in this market.



HD over Coax 2.0

always leading HD innovation

Dahua Technology is always ahead of the industry in HD innovation. HDCVI 2nd Generation cameras completes its portfolios with 1080P/720P, vari-focal, transmission accessories as well as brand new TX-chip embedded with ISP, ushering a new stage of HD over Coax 2.0.

- 1080P/720P; fixed lens/vari-focal, PTZ and versatile housings are all available
- Best HD performance ever with reasonable price
- Accessories like fiber optic receiver, converter and extender are also ready
- Open access to HDCVI technology
- HDCVI device sold over 2 million units
- Global standard HDCVI 2.0 by HDcctv Alliance

Recommended models:

4/8CH Tribrid HDCVI & Analog & IP 1U DVR
 DH-HCVR7204/7208A-V2

4/8/16CH Tribrid HDCVI & Analog & IP 1.5U DVR
 DH-HCVR7404/7408/7416L

4/8/16CH Tribrid HDCVI & Analog & IP 2U DVR
 DH-HCVR7804/7808/7816S

720P/1080P Water-proof HDCVI IR-Bullet Camera
 DH-HAC-HFW2120R/2220R-Z/VF

720P/1080P Vandal-proof IR HDCVI Dome Camera
 DH-HAC-HDBW 2120R/ 2220R-Z/VF

2Megapixel 1080P Water-proof IR HDCVI Camera
 DH-HAC-HFW2220S



2 Smart Detection



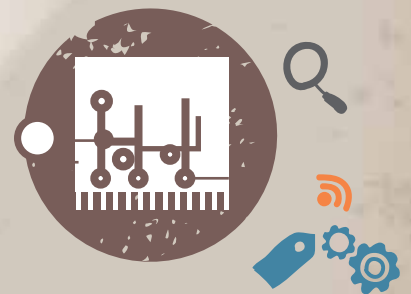
1 Smart Codec



3 Ultra Image



4 Ultra Performance



Surveillance Made Smart

Ultra-Smart Solution not only provides ultra high-definition image quality, but also brings more professional, convenient and intelligent video surveillance experience, driving a comprehensive upgrade with smart and simple functions that can better secure and protect your properties with peace in mind.





THE OVERALL
WINNER
BEST ACCESS CONTROL PRODUCT



AXIS A1001.

The jury's comment:

"With the very first non-proprietary open IP-based access controller on the market Axis have become the driving force for open technology in a cross section of markets. As a result the AXIS A1001 is undoubtedly the access control product of the year!"



www.axis.com

The IoT in smart building will rise to \$85Bn by 2020

The Global Market for the Internet of Things in Smart Buildings will Rise to over \$85Bn by 2020, Predicts Memoori Research.

Memoori's new research report is an objective assessment of the market for Internet of Things Technologies, Networks and Services in Buildings 2014 to 2020.

Overall connectivity penetration rates across all building systems are currently only around 16%. This connectivity penetration rate will of course rise steadily over the coming years, and with it the market potential for the Internet of Things in Buildings (BIoT). The new report projects that the global market for the BIoT will increase from approx. \$23Bn in

2014 to over \$85Bn in 2020.

The networking and related services segment of the market will show a steady growth of 22.6% CAGR rising to approx. \$32Bn in 2020; which will represent 37% of overall revenues by 2020. Effective network deployment, in order to keep up with the rising bandwidth demands of the BIoT, will be crucial to the efficient delivery of services and the management of data flows.

Memoori underlying figures indicate that the overall market for systems in buildings will also grow



from approx. \$111Bn in 2014 to \$181Bn in 2020, with Physical Security, Lighting Control and Fire Detection & Safety representing the 3 largest segments.

The value in the Internet of Things is as much in the data as the device. Collecting data from more building services and equipment will provide a much more granular view of exactly how each building is performing. Building equipment manufacturers and providers must start selling systems that collect, store and analyse data in the cloud, so they can use it to provide better operational efficiency for their clients.

The Internet of Things in Smart Buildings 2014 to 2020 report (185 pages and 31 charts) filters out all the important conclusions, supported with facts, as to what is shaping the future of the Smart Buildings industry.

Access control and video surveillance drive the physical security market forward

According to the independent market research and consultancy provider Memoori, the total world production value of security products at factory gate prices was \$25.28 billion in 2014. Of this video surveillance products at \$13.48 billion took a share of 53 percent, access control at \$5.62 billion took a 23 percent share and intruder alarms at \$6.18 billion had a 24 percent share.

In 2014 the combined product sales grew by 7.5% with growth in the video surveillance sector achieving 9.9%. Growth in the sales of access control has increased to 10% as it moves into IP network systems & biometric & identity management systems; it could become the number one growth market in 2015.

The game changer in the physical security industry is still IP, not just across video surveil-

lance but now into access control and intruder alarms. The physical security industry is moving fast to an all IP driven business, which so far has vastly improved and extended the value propositions for its customers.

A major change in the geographic distribution of sales is taking place with Asia, specifically China, delivering the highest rate of growth and increasing its market share. Leading edge manufacturers



of the West are failing to get their share of this business, which is dominated by Chinese manufacturers. Two of the world's largest manufacturers of video surveillance products are now Chinese and they have within the last 2 years established a significant presence in Western markets.

At 239 pages with 27 charts & tables "The Physical Security Business 2014 to 2018; Access Control, Intruder Alarm & Video Surveillance" report filters out all the important conclusions, supported by facts, to demonstrate what is shaping the future of the security industry.

Video surveillance market to reach \$42.06 Bn by 2020

The total video surveillance market is expected to reach \$42.06 billion by 2020 at a CAGR of 16.97 %, according to a new report, by Market-sandmarkets, entitled "Video Surveillance Market by System

(Analog, IP) by Hardware, Software & Services, Application (Infrastructure, Commercial, Institutional, Industrial and Residential), and Geography-Global Trends & Forecasts to 2013-2020".

The report segments the video surveillance market on the basis of the different types of hardware, software & services, applications, and geographies. Furthermore, it provides revenue forecasting and analyses

the trends in the market.

IP video surveillance holds the maximum share in the global video surveillance market, and this trend is expected to continue in the forecast period.



THE OVERALL **WINNER**

BEST ALARM & DETECTION PRODUCT



VESDA Laser Quantum.

The jury's comment:

"With the introduction of the VLQ, aspirating smoke detection is brought to a new level as it enables a highly affordable solution for very early fire warning – even in compact areas. Brilliant."



www.xtralis.com

Here they are – the DIA winners 2014!



The first prize winners at the Detektor International Award 2014 prize ceremony. Ivo Drent, from Arecont Vision, for Best CCTV Product. Ola Jönsson, Axis Communications, for the Best Access Control Product and Martin Norris from Xtralis received the trophy for Best Alarm and Detection product.

The receivers of the Detektor International Awards (DIA) 2014 were presented during the Skydd security show at the International Stockholm Fair on the 15th of October. Twelve prizes were given out to security product manufacturers from all over the world. The overall winners in the three product categories were Axis (Access Control) Xtralis (Alarm & Detection) and Arecont Vision (CCTV).

Twelve products had been carefully shortlisted as finalists on the basis of both technological innovation and customer orientation. These products were then considered and assessed by the Detektor International editorial panel of judges.

The Detektor International Award, now in its 15th year, still stands by its original values as it was introduced to reward manufacturers for outstanding commitment to technological innovation and their valuable contribution to the continual advancement of the security industry.

The Detektor International Award is an independent prize. The finalists are selected by the editorial board of the security trade magazine, Detektor International. This independency is certainly a contributing factor towards making these awards some of the most prestigious awards in the global security market.

The jury consists of eight members from Europe, Asia and America. The criteria for a product to become a finalist for the Detektor International Awards encompasses not only the technical solution but also the ease of use, the cost and the overall presentation of the product, which actually could equally as well be a service.

The three product categories for the awards are Access Control, Alarm and Detection, and CCTV. The overall winner in each category receives the Best Product award, the second place winner receives the Highly Commended Product award, the runners up each receive a certificate for Innovative Achievement.

Access Control

The overall winner and the receiver of the Best Access Control Product 2014 was **Axis Communications** for the network door controller *Axis A1001*.

The motivation for this choice, expressed by the panel of judges:

"With the very first non-proprietary open IP-based access controller on the market Axis have become the driving force for open technology in a cross section of markets. As a result the Axis A1001 is undoubtedly the access control product of the year!"

The Highly Commended Access Control Product Award was presented to **Milestone Systems** from Denmark for the *Milestone Xprotect Access Control Module*.

Finally, the Innovative Achievement Award for the access control category was shared by **Zwipe** from Norway for the contactless smartcard with on-card fingerprint enrollment and authentication, *Zwipe Access*, and **Assa Abloy** from Sweden for the wireless access control product, the *Aperio Premium Escutcheon*.

Alarm & Detection

The overall winner in the Alarm & Detection category and the receiver of the Best Alarm Product 2014 was **Xtralis** from Ireland for the aspirating smoke detection solution *Vesda Laser Quantum*.

The justification for the prize was affirmed once again by the panel of judges:

"With the introduction of the VLQ, aspirating smoke detection is brought to a new level as it enables a highly affordable solution for very early fire warning – even in compact areas. Brilliant."

The Highly Commended Alarm & Detection Product Award was awarded to **Flir Systems** from the USA for the thermal camera *FC Series R*.

The runners up in this category, and so awarded with the Innovative Achievement Award were, **DSC, Tyco Fire & Security** from Canada for the hybrid intrusion alarm system *PowerSeries Neo* and **RCO Security** from Sweden – for the alarm control panel with touch screen *R-Touch 50*.

CCTV

The ultimate winner in the CCTV Category and the receiver of the Best CCTV Product 2014 was **Arecont Vision** for the Panoramic 360 degree network camera *Arecont AV12366DN*.

The judges were hugely impressed by this great new design and commented:

"Arecont Vision's panoramic 12 megapixel Surroundvideo 360 degree network camera is a stunning example of the company's commitment to innovation and quality – it is genuinely an undisputed winner!"

The Highly Commended CCTV Product Award was presented to **Axis Communications** for the network camera with *Axis Q1615* with its powerful WDR Forensic Capture concept.

The Innovative Achievement Award, in the CCTV category, was shared equally by **Bosch Security Systems** for the IT infrastructure solution for video surveillance services *Bosch Security Cloud Service*, and **Samsung Techwin** for the 32x 2 megapixel PTZ indoor camera *Samsung SNP-6320 Dome*.

Lennart Alexandrie, publisher of Detektor International and CEO at AR Media International said: "An interesting thing about this year's edition of the DIA was that many of the nominated manufacturers were listed in the 'wrong category'. Axis and Milestone would usually be categorised as CCTV finalists, but this time they were nominated in the Access Control section. RCO Security, a successful access control manufacturer was represented in the Alarm & Detection category, where we also had Flir Systems, normally belonging to the CCTV category. It seems to be that the different product categories are getting closer to each other each year."

"Add to this that the outcome of this year's DIA included Axis as the winner of the access control category followed by Milestone Systems, in both cases the motivations from the jury were that they represent open platform technology, which can be regarded as a clear statement from the DIA panel of judges. Proprietary systems are after all dominating the access control market of today, but things are slowly changing towards more open technology, even in the access control field," concluded Lennart Alexandrie. ■



THE OVERALL **WINNER** BEST CCTV PRODUCT



Arecont AV12366DN.

The jury's comment:

"Arecont Vision's panoramic 12 megapixel Surroundvideo 360 degree network camera is a stunning example of the company's commitment to innovation and quality – it is genuinely an undisputed winner!"

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

www.arecontvision.com

• The Access Control Product Category

Best Access Control Product



AXIS A1001 from Axis Communications (Sweden)



AXIS A1001.



The **Axis 1001** network door controller with built in software marks the Axis Communications entry into the physical access control arena. This device is the first non-proprietary and open IP-based access controller on the market, providing a platform for two different solutions and creating unique scalable and future-proof integration possibilities. It is a ready-made solution for small to mid-sized businesses with open architecture allowing easy integration of video, intrusion detection and other systems. The Axis 1001 open application programming interface also enables Axis Application Development Partners to meet

specific customer requirements. The additional support for Power over Ethernet reduces the need for separate power cables and proprietary cables.

It was a unanimous winner according to the panel of DIA judges, who gave the following motivation:

"With the very first non-proprietary open IP-based access controller on the market Axis have become the driving force for open technology in a cross section of markets. As a result the Axis A1001 is undoubtedly the access control product of the year!"

Highly Commended Product Award

Milestone Xprotect Access from Milestone Systems (Denmark)



Milestone Xprotect Access Control Module.



The **Milestone Xprotect Acces Control Module** is a video-centric user interface that unites access control and video for the first time to create a hugely powerful and unified solution. This plug-in module enables simple integration of third party access control solutions into the Xprotect Smart Client. Dedicated functions in the Xprotect Smart Client enable users to effectively monitor access events, manually control passages and conduct investigations on specific access points or cardholders. The module is able to improve efficiencies by providing commonly used access control functions and eliminates the need for multiple independent systems. Where multiple

systems exist this module supports their integration into one installation enabling users to control the different access control systems from the common user interface in Xprotect Smart Client, and thus allowing operators to gain an instant overview and control.

The motivation expressed by the panel of DIA judges:

"Milestone Systems aims to unite access control and video in this innovative purpose designed integration interface allowing for global third part interoperability. A great contribution towards a more open access control market."

Innovative Achievement Award

Aperio Premium Escutcheon from Assa Abloy (Sweden)



The **Aperio certified Premium Escutcheon** from Assa Abloy cost effectively integrates and upgrades any door into a new or existing access control system, without the need for expensive or obtrusive wiring. This means it can wirelessly protect any medium security door with any type of European mortise lock, and it complies with the requirements for certified fire and escape doors, where the use of

products certified in accordance with DIN or EN standards is mandatory. The entire Aperio range is compatible with all leading RFID technologies, including Iclass by HID, Mifare, Desfire and 125 kHz. The Aperio Premium Escutcheon enables a wide range of access control providers to cost-effectively integrate non-wired doors with mechanical locks into access control systems.

The motivation expressed by the panel of DIA judges:

"Aperio Premium Escutcheon offers a truly user friendly solution that integrates any door into a new or existing access control system without a great deal of investment and proves – once again – the outstanding innovation capability of Assa Abloy."

Zwipe Access from Zwipe (Norway)



The **Zwipe Access** contactless smartcard with fast fingerprint enrollment and authentication provides an easy, low-cost biometric upgrade path for existing access control systems and is compatible with most leading reader technologies. The product consists of the Zwipe Access contactless smart card credential with an on-card, programmable, 3D capacitive fingerprint scanner. It is universally compatible with all ISO 14443 readers, including Iclass

SE, Aptiq and other brands, as well as being compatible with Desfire EV1 and Mifare Classic protocols. Each card is individually programmable, allowing the user to match existing system programming, and, all personal data is self-contained on the card, requiring no external databases, giving the assurance of full privacy to the users.

The motivation expressed by the panel of DIA judges:

"Intelligent engineering by Zwipe has produced a universally compatible, economic upgrade path to enhance standard card access control systems with a more secure card-centric biometric system without privacy issues. A smart and reliable solution – that's Zwipe Access."



Highly Commended Product 2014

SECOND PRIZE

HIGHLY COMMENDED CCTV PRODUCT



AXIS Q1615.

The jury's comment:

"This powerful WDR Forensic Capture concept ensures that every minute detail is captured with exceptional clarity irrespective of the lighting conditions making this another World class innovation from Axis."



www.axis.com



Highly Commended Product 2014

SECOND PRIZE

HIGHLY COMMENDED ALARM & DETECTION PRODUCT



Thermal Camera FC Series R.

The jury's comment:

"With Intelligent on-board analytics and impressive temperature gauging, the FC Series R offers an excellent yet affordable detection solution for perimeter protection, which confirms Flir's undisputed ability to serve the market with outstanding thermal camera products."



www.flir.com



- The Alarm and Detection Product Category



Best Alarm and Detection Product

VESDA Laser Quantum from Xtralis (Ireland)



VESDA Laser Quantum.



The **VESDA LQ** detector is an out-of-the-box, standalone, smoke detection solution, uniquely aimed at smaller applications. It actively draws in air, filters it and then analyses it via a laser light source and photoelectric receiver circuitry to detect scattered light caused by the presence of smoke. The VLQ meets the unique needs of numerous small area applications of up to 100 m² (1,000 ft²), such as small server rooms or signalling huts and it is also suitable for both high and normal sensitivity applications. In addition, the convenient out of the box configuration allows for easy installation along with the autolearning feature

and simple operation via DIP switches. A USB communication interface is also available for the Xtralis QSC Configuration and Fire System Management Software application.

The panel of DIA judges gave the following motivation for selecting this winning product:

"With the introduction of the VLQ, aspiring smoke detection is brought to a new level as it enables a highly affordable solution for very early fire warning – even in compact areas. Brilliant."

Highly Commended Product Award

Thermal Camera FC Series R from Flir Systems (USA)



Thermal Camera FC Series R.



The **FLIR FC-Series R** is a powerful, standalone fixed network thermal security camera that features on-board, non-contact temperature measurement capabilities, normally found only in much more expensive camera systems. It is capable of classifying whether intrusion threats are humans or vehicles and includes video analytics and flexible alarming options. This thermal imaging camera offers users a true dual-role camera, as it provides solid perimeter intrusion detection plus it is equipped with a calibrated temperature measuring system for fire detection, safety, and thermal monitoring of equipment. It also includes analytical capabilities for condition monitoring, trend analysis and predictive maintenance,

over and above the typical security role. This combined feature set allows it to play a key role in preventing losses related to physical damage and vandalism from intruders, as well as preventing revenue loss due to unscheduled equipment malfunction and service interruptions.

The motivation expressed by the panel of DIA judges:

"With Intelligent on-board analytics and impressive temperature gauging, the FC Series R offers an excellent yet affordable detection solution for perimeter protection, which confirms Flir's undisputed ability to serve the market with outstanding thermal camera products."

Innovative Achievement Award

PowerSeries Neo from DSC, Tyco Fire & Security (Canada)



PowerSeries Neo is a versatile fully comprehensive, scalable, flexible hybrid intrusion system aimed at SMEs right through to large scale applications. It consists of a choice of four central control panels ranging in capacity from 16 to 128 zones, plus an extensive selection of 2-way wireless PowerG- enabled devices, and a comprehensive remote service software suite. PowerSeries Neo devices require minimal installation time due to less wiring requirements. Seamless integration with the highly comprehensive remote

service software suite supports leading-edge features such as alarm verification (visual, audio and sequential) and remote diagnostics. Multichannel, frequency hopping spread spectrum technology enables the system to hop between wireless channels to ensure the secure communications transmission between the devices and the control panel. This system offers flexible scalability, a number of expansion opportunities, reduced operational costs and RMR opportunities for dealers and peace of mind and reliability for end users.

The motivation expressed by the panel of DIA judges:

"With its intelligent design Neo truly responds to the market's need for a flexible and secure hybrid intrusion alarm system."

R-Touch 50, 15" from RCO Security (Sweden)



The **R-Touch 50** is an SBSC-certified extremely user-friendly security alarm control panel for commercial and government applications. The panel offers alarm and fire system operations plus an innovative monitoring facility through a practical 15 inch, intuitive simple to use, touch-screen providing the user with total visibility and control. The R-Touch 50 can be easily configured from RCO's administration software R-CARD M5, and is available in a Prox-version and a Mifare version. Users can

access a floorplan on screen to view different detectors, alarm status, and disconnected or activated alarm zones. In addition they can zoom, pan and move around within the menus. Future developments include add-ons to show escape routes, schedules or provide visitors and employees with other useful information.

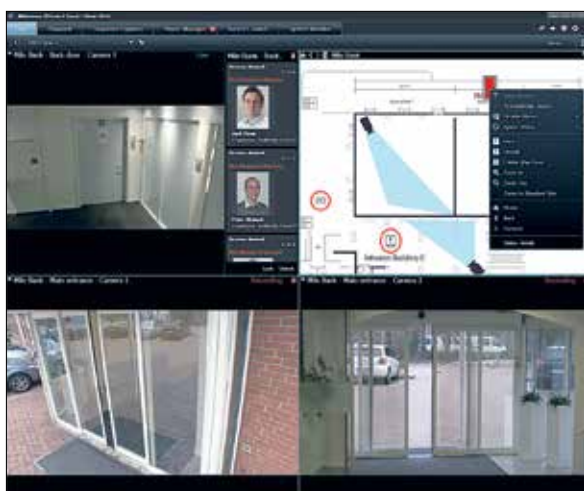
The motivation expressed by the panel of DIA judges:

"R-Touch 50 delivers an unsurpassed overview and control of the alarm system – all with simple gestures on the large touch screen. A veritable masterpiece in its simplicity."





HIGHLY COMMENDED ACCESS CONTROL PRODUCT



Milestone Xprotect Access Control Module.

The jury's comment:

"Milestone Systems aims to unite access control and video in this innovative purpose designed integration interface allowing for global third part interoperability. A great contribution towards a more open access control market."



INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF ACCESS CONTROL PRODUCTS



Aperio Premium Escutcheon.

The jury's comment:

"Aperio Premium Escutcheon offers a truly user friendly solution that integrates any door into a new or existing access control system without a great deal of investment and proves – once again – the outstanding innovation capability of Assa Abloy."





• The CCTV Product Category



Best CCTV Product

Arecont AV12366DN from Arecont Vision (USA)



Arecont AV12366DN.



The ultra-compact **Arecont AV12366DN** offers the industry's first 12 megapixel high quality 360 degree images through Surroundvideo by cleverly combining images from four 3MP WDR sensors, and, it works perfectly even in severely challenging lighting environments. The Arecont AV12366DN consists of four 3 megapixel WDR sensors, each providing 2,048 x 1,536-pixel resolution for a total resolution of 8,192 x 1,536-pixels, plus four 2.6mm MP lenses, an IK-10 vandal resistant dome and housing, and it is IP66 rated against water and dust ingress. It delivers a dynamic range of up to 100dB at full resolution without lowering frame rates, and so offers over ten times

the resolution of standard resolution IP cameras with the ability to output full real time frame rates. By combining long and short exposures in the same field of view WDR enables users to see images clearly in shaded and bright light conditions simultaneously.

The panel of DIA judges considered this Arecont Vision product to be an outright winner for CCTV:

"Arecont Vision's panoramic 12 megapixel Surround-video 360 degree network camera is a stunning example of the company's commitment to innovation and quality – it is genuinely an undisputed winner!"

Highly Commended Product Award

AXIS Q1615 from Axis Communications (Sweden)



AXIS Q1615.



The **Axis Q1615** network camera offers WDR Forensic Capture, Lightfinder, HDTV 1080p resolution, electronic image stabilisation and shock detection for securing airports, train stations, government and high security perimeter protection applications. The forensic capture feature minimizes investigation times as the camera automatically switches settings for high dynamic scenes between WDR Forensic Capture mode and Lightfinder mode, ensuring all details are captured in dark and bright areas at the same time. In addition, 50/60 frames per seconds in HDTV 1080p resolution provides twice the normal frame rate in security cameras resulting in smoother video when people or vehicles are moving fast. Innovative

built-in features such as the leveling assistant and auto rotation guarantee that the video is at its best regardless of the condition of the camera and the environment. Intelligent capabilities are also incorporated, including, enhanced video motion detection, audio detection and detection of camera tampering attempts like blocking or spray-painting.

The motivation expressed by the panel of DIA judges:

"This powerful WDR Forensic Capture concept ensures that every minute detail is captured with exceptional clarity irrespective of the lighting conditions making this another World class innovation from Axis."

Innovative Achievement Award

Bosch Security Cloud Service from Bosch Security Systems (Germany)



The **Bosch Cloud-based Services** package is an innovative software as a service IT infrastructure total service solution, easily enabling remote video monitoring services over the internet and based on the Bosch IP video camera portfolio. Tailored to small- and medium-sized businesses, these ready to sell services allow Central Monitoring Station customers to gain instant return. CMS customers can design a package from a growing list of ready-to-sell video services meaning that every package is tailor-made. Designed for security and business enhancement and opti-

misation applications these services are live 24/7 and enables central station operators to quickly identify any device generated alarms. They can also intervene via a loudspeaker to prevent any potential damage. The virtual guard tour option allows for scheduled video checks of all key areas at the customer's premises, whilst the virtual assistant feature offers immediate central station assistance at the push of an emergency button. These cloud-based services enable remote video services with minimal initial and recurring costs and training.

The motivation expressed by the panel of DIA judges:

"With this excellent package Bosch has developed a truly smart portfolio of ready to sell yet customisable services with attractive recurring revenue opportunities."

Samsung SNP-6320 Dome Camera from Samsung Techwin (Korea)



The ONVIF compliant **Samsung SNP-6320** has been launched as the World's first 2MP full HD 32 x optical zoom PTZ speed dome camera and is designed as an IP network based video surveillance solution for airports, ports, car parks, industrial estates and retail parks, where superfast zoom and perfectly smooth images are of utmost importance. The SNP-6320 2 megapixel PTZ dome camera is equipped with the WisenetIII DSP chipset, 32x optical zoom (4.4 – 142.6mm) and 16x digital zoom. The WisenetIII DSP chipset open platform capabilities provide users with complete freedom to choose any combination of video analytics and video management software (VMS) to best match their individual requirements. The intelligent video analytics (IVA) features include, face detection, tripwire and enter/exit



direction, object appear/disappear and 'tampering', which creates an alert if paint is sprayed on a camera lens or

there is unauthorised movement of a camera away from its usual field of view. In addition this camera is capable of ultra-fast frame rates of 60fps at 1080p allowing the domes to send multiple streams at multiple frame rates and resolutions, depending on the receiving device. It can also capture high quality colour images when the lighting level is as low as 0.03 Lux.

The motivation expressed by the panel of DIA judges:

"The World's first 2 MP full HD 32 x optical zoom PTZ speed dome camera – loaded with features to boost image quality. A great product and a confirmation of Samsung's exceptional R & D capabilities."



THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
ALARM & DETECTION PRODUCTS



PowerSeries Neo.

The jury's comment:

"With its intelligent design Neo truly responds to the market's need for a flexible and secure hybrid intrusion alarm system."

DSC

From Tyco Security Products

www.dsc.com



THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
ACCESS CONTROL PRODUCTS



Zwipe Access.

The jury's comment:

"Intelligent engineering by Zwipe has produced a universally compatible, economic upgrade path to enhance standard card access control systems with a more secure card-centric biometric system without privacy issues. A smart and reliable solution – that's Zwipe Access."


zwipe™
www.zwipe.com

BUSINESS PEOPLE



David Lenot, Transport Director EMEA, Genetec.

EMEA hires at Genetec support growth

Genetec has confirmed a number of strategic hires and promotions to its Europe, Middle East and Africa (EMEA) region. to address increased business growth in both regional and vertical markets.

Nick D'hoedt, who was previously the Genetec Regional Sales Manager for Benelux (Belgium, Netherlands and Luxembourg), has now taken on the position of Regional Sales Director for the Benelux, Nordics, and DACH markets. In this new role, Mr. D'hoedt is responsible for developing sales strategies that further increase Genetec's reach in these fast-growing markets.

David Lenot recently joined Genetec as Director of Transportation, EMEA, where he is responsible for developing tailored solutions in concert with Genetec's sizeable transport install base to help them increase security and reduce operational costs for complex projects. Mr. Lenot joined Genetec from Bosch Security Systems where he was Business Development Manager

Matthieu Seys has been appointed as Genetec's Manager of Retail & Banking in Europe. In this newly created position, Mr. Seys is responsible for developing market strategies for the fast growing retail and banking sectors in Europe. Matthieu joined Genetec from Axis Communications, where he was a regional account manager.

Vanderbilt to acquire Siemens Security Products

Vanderbilt Industries, a global leader providing state-of-the-art security systems, has entered into an agreement to acquire **Siemens' Security Products** business, part of the Siemens' Building Technologies Division. The business will be renamed Vanderbilt International. Security industry veteran *Joseph J. Grillo* will be Managing Director, working from the new operational headquarters in Germany.

Joseph Grillo stated that this transaction will considerably expand Vanderbilt's presence in the security industry by broadening the company's competitive position in a highly fragmented market with great growth potential.

"The acquisition of Siemens' Security Products, which fits our corporate strategy perfectly,



Joseph Grillo.

matches Vanderbilt's solid foundation and strong legacy built from nearly three decades in the security industry," said Joseph Grillo.

"Vanderbilt saw an opportunity to expand its product offering and geographic market coverage. The addition of SP represents significant value potential with its established installed base of customers and loyal resellers. The market trend is for integrated security management systems and more open solutions from trusted

suppliers. SP clearly provides a vehicle to offer these solutions to a broader customer base," Grillo added.

Siemens' SP consists of products in the access control, intrusion alarm, and video surveillance categories, which complement Vanderbilt Industries' fully integrated product offerings. The acquisition includes such well-known and established brands as Bewator and Cotag in the access control segment and Alarmcom and Europlex in the intrusion alarm space.

Financial details of the transaction have not yet been released. The transaction is subject to customary closing conditions. The closing of the transaction is expected to occur by the end of the first quarter of 2015.

Gunnebo acquires UK security company

The **Gunnebo Security Group** has completed the acquisition of **Clear Image**, a provider of electronic security solutions and services headquartered in Batley, West Yorkshire, UK.

Clear Image offers intelligent and innovative electronic security solutions supported by a highly experienced service team. Its customer base includes leading cash in transit companies, banks and retailers.

"The acquisition of Clear Im-

age is a perfect fit for Gunnebo," says Gunnebo's President and CEO, *Per Borgvall*. "It enhances our strong existing security offering and opens up new opportunities for us on the UK market within some of our core customer segments."

Clear Image was founded in 1997 as a privately owned family business. The company has an annual turnover of around £5 million (58 MSEK) and employs 60 people.



Per Borgvall, President and CEO, Gunnebo.

Clear Image will be consolidated in Gunnebo's accounts from October 2014 and will have a positive impact on the Group's result for the year.

Mobotix prevails in patent battle

Mobotix Corp., New York has prevailed again in a patent dispute with San Antonio, Texas-based **e-Watch Inc.**

The U.S. Patent and Trademark Office (USPTO) granted Mobotix Corp.'s request and determined that all claims of U.S. Pat. No. 6,970,183 challenged by Mobotix Corp. are not patentable. According to a board of three patent judges, Mobotix Corp. has shown that the patent claimed an invention that was already known prior to the alleged invention of the patent.

U.S. Pat. No. 6,970,183 is one of four patents asserted in a patent infringement lawsuit filed by Texas-based e-Watch Inc. against Mobotix Corp. After Mobotix



Heidi Barnum, Head of Internal Operations at Mobotix Corp.

Corp. obtained stay of the lawsuit at a U.S. federal court in Texas in June 2013, recent cancellation of the first patent is another important milestone. Decisions in five other review proceedings, which challenge the three other patents owned by e-Watch Inc. are expected to be issued later this year.

"For more than 15 years, we have been a successful pioneer in the IP video surveillance market and have shaped groundbreaking

innovations in this industry. Moreover, we've always meticulously researched patents and trademarks. Therefore, we are confident that patents cannot be asserted effectively against us, especially when the patent was filed after 1999," says *Heidi Barnum*, Head of Internal Operations at Mobotix Corp., explaining the company's corporate strategy.

"We are very pleased with the success in the patent dispute with e-Watch and encouraged to defend our technology in regards to patent lawsuits. We will always check all of our legal options. In this case, challenging patentability by requesting inter partes review at the USPTO was the appropriate approach," Heidi Barnum remarks.

The Global Security News Portal

Business & Product News Every Day!



SECURITY
WORLDHOTEL.COM



Full **INTERNATIONAL COVERAGE**
www.SecurityWorldHotel.com



News dedicated to the **NORTH AMERICAN** market
www.SecurityWorldHotel.com/na



News dedicated to the **MIDDLE EASTERN** market
www.SecurityWorldHotel.com/me



News dedicated to the **UK** market
www.SecurityWorldHotel.com/uk



News dedicated to the **SWEDISH** market
www.SecurityWorldHotel.com/se



News dedicated to the **NORWEGIAN** market
www.SecurityWorldHotel.com/no



News dedicated to the **DANISH** market
www.SecurityWorldHotel.com/dk

www.securityworldhotel.com

armedia

Connecting Security Buyers and Suppliers

AR Media International AB • Västberga Allé 32 • SE 126 30 HÄGERSTEN • Sweden
Tel +46 8 556 306 80 • Fax +46 8 19 10 11 • Email: info@armedia.se • www.armedia.se

DETEKTOR
INTERNATIONAL
AWARD

Innovative Achievement 2014

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
CCTV PRODUCTS



Samsung SNP-6320 Dome Camera.

The jury's comment:

"The World's first 2 MP full HD 32x optical zoom PTZ speed dome camera – loaded with features to boost image quality. A great product and a confirmation of Samsung's exceptional R & D capabilities."

SAMSUNG

www.samsungsecurity.com

BUSINESS PEOPLE



John van Schaik.

Chiron appoints Benelux manager

Mr. *John van Schaik* has accepted the position as Benelux Business Development Manager at **Chiron Security Communications AG**, the developers of the Iris Touch IP solution that makes IP technology available to everyone from security users through to control centres and aimed at all sectors of the security industry.

John will manage and develop Chiron's commercial relations in the Netherlands, Belgium and Luxembourg.

According to Wim Harthoorn, Chief Executive Officer at Chiron, he is particularly pleased with the new appointment. "Having been an Alarm Receiving Operations Manager for many years, John has a thorough understanding of alarm transmission in all its aspects and is as such fully equipped to support all the Chiron stakeholders in the Benelux area."

John will conduct his business from his Netherlands based office.

Security News Every Day!



www.securityworldhotel.com

Assa Abloy acquires Finnish locksmith

Assa Abloy has acquired **Turvaykköset**, the second largest locksmith in Finland.

"The acquisition of Turvaykköset is very strategic and constitutes an important step for Assa Abloy into the locksmith channel in the Nordic region. I welcome in particular the addition of Turvaykköset that will add a lot of competence in the important Finnish market to the Assa Abloy Group", says *Johan Molin*, President and CEO of Assa Abloy.

"The acquisition of Turvaykköset reinforces our distribution

footprint in Finland and helps us become more project orientated, focused on the offering of state of the art electronic products and service concepts", says *Tzachi Wiesenfeld*, Executive Vice President of Assa Abloy and Head of the EMEA division.

Turvaykköset will be run as a separate and independent unit within Assa Abloy Finland and the current management team of Turvaykköset will continue in their respective positions.

Turvaykköset operates 12 branches with a focus on the



Tzachi Wiesenfeld, Executive Vice President of Assa Abloy and Head of the EMEA division.

Helsinki Metropolitan Area and currently has some 110 employees. Sales for 2015 are expected to reach Eur 21 M (approx SEK 200 M). Initially, the acquisition will be slightly dilutive to earnings per share.

Sector Alarm acquires G4S Secure Solutions Sweden

G4S has agreed the sale of **G4S Sweden** to Norwegian company **Sector Alarm** for a total consideration of SEK 438 million (£37.4 million at current exchange rates) including cash and debt.

G4S Sweden provides manned security and security systems to customers across Sweden. "The sale of our business in Sweden is part our active portfolio management programme which we announced in November last year to improve our strategic focus, capital discipline and returns", comments *Ashley Almanza*, G4S Group Chief Executive.

"We have implemented a number of operational improvements



Jørgen Dahl, President / CEO of Sector Alarm.

in G4S Sweden in the last 12 months, and this sale realises an attractive premium for shareholders while providing customers and employees with the prospect of a sustainable business in Sweden."

Sector Alarm is a supplier of security for private homes. Sector Alarm now has 350,000 customers. Since its establishment in 1989 the company has developed and is now the second largest alarm company in the Nordic re-

gion. Sector Alarm has operations in Ireland, Norway and Sweden. The long-term goal is to become the leading company for home alarm systems in Europe.

"With the purchase of G4S Sweden Sector Alarm shows its willingness to take an active part in the consolidation of the security industry in the Nordic countries. Meanwhile, we can benefit from both companies' strengths to switch out synergies, says *Jørgen Dahl*, President / CEO of Sector Alarm.

The completion of the transaction is subject to customary closing conditions and regulatory approvals.

Axis and Assa Abloy collaboration

The new Axis A4011-E reader is a joint cooperation between **Axis Communications** and **Assa Abloy** and is designed to work with the Axis A1001 network door controller, winner of the Access Control category in this year's Detektor International Awards.

The Axis A4011-E reader has an ergonomic design with an illuminated keypad and clearly identifiable symbols. It supports touch-free entry with most entry card formats and is suitable for both indoor and outdoor installation.

"Since the launch of our successful Axis A1001 network door controller, we've had many customers ask about a door reader from Axis", says *Ola Jönsson*, Business Development Manager, Axis Communications. "With

the introduction of Axis A4011-E reader we are now able to provide a feature-rich and future-proof door reader suitable for most installations. The reader is based on proven technology from Assa Abloy, a company with great experience in readers and access control solutions."

The new Axis A4011-E reader has an intuitive user interface with illuminated symbols and a sound indicator to clearly display the status and communicate with the user. The keypad features backlight illumination and durable stainless steel buttons.

It has been designed as a future-proof and generic reader that supports several different card formats in order to meet specific system requirements. It can handle two different card formats

simultaneously, which simplifies system expansion and enables easy migration from one card technology to another.

Additional features of the Axis A4011-E reader include compatibility with the Axis A1001 network door controller, support for most 13.56 MHz card formats such as Mifare Classic, Mifare Plus, Mifare Desfire EV1, Iclass and SEOS. There are built-in tamper switches between the housing and wall, and the reader is capable of high reading speeds. In terms of environmental features it operates with temperatures of -25 °C to 70 °C (-13 °F to 158 °F) and has an IP54 rating. It is expected to be available in selected countries in Q4 2014 through Axis' distribution channels.

PowerSeries

**A Powerful Legacy Built on
Reliable Performance.**



PowerSeries. Continually expanding and improving to offer the ultimate in wide-spectrum security solutions.

PowerSeries keypads range from basic 8-zone models to exceptionally user-friendly touchscreens and 64-zone LCD full-message keypads with built-in wireless receivers. With zone expanders, wireless receivers and transceivers and a variety of modules geared towards system expansion, PowerSeries is equipped to be your security system of choice now and in the future.

Time-tested security solutions by DSC.

WT4989 2-Way Wireless Key are compatible with PowerSeries via TR5164-433
WS4913 Wireless CO Detector is compatible with PowerSeries v4.5+

For more information:
Call: +44 208 750 5660
Email: emeasales@tycoint.com
Visit: www.dsc.com

© 2014 Tyco Security Products.

DSC
From Tyco Security Products

BUSINESS PEOPLE



Georges Karam.

Genetec appoints new CCO

The respected and accomplished Canadian businessman *Georges Karam* has been appointed Chief Commercial Officer at **Genetec**. In this newly added corporate officer position, Mr. Karam will work closely with Genetec President and CEO, *Pierre Racz*, and will be responsible for setting the company's global commercial strategy and organisational development trajectory to drive business growth and market share for Genetec.

Prior to joining Genetec, Georges Karam was the co-founder and CEO of Atelka Enterprise, a business process outsourcing (BPO) services company, backed by Pierre Racz. Atelka employs over 2500 people and was ranked seventh fastest growing company in Québec by Les Affaires. Combining vision and pragmatism, Mr. Karam has also been investing in emerging and established companies for several years, including retail franchises and major real estate projects in Canada and abroad. Mr. Karam holds a Bachelor of Computer Sciences and a Masters of Business Administration and was the 2012 recipient of the prestigious EY Québec Entrepreneur of the Year in the business-to-business products and services category.

"I have known and worked with Georges for over a decade, and we are delighted to have him join us as we take Genetec into its next phase of growth," said Pierre Racz, President and CEO of Genetec. "George brings the combined drive of a born entrepreneur with the rigorous business acumen of a seasoned corporate executive. We warmly welcome him home," added Racz.

Combatting aggressive maritime piracy

According to **Marine Armor System**, a specialist in automatic, non-lethal anti-piracy protection systems, maritime piracy is on the increase and it is more aggressive than ever.

Piracy attacks off the coast of Somalia have taken the headlines in recent years, but Silvia Valencia of Marine Armor System told Yachting Pages, "Pirate attacks seem to be moving from East Africa to Nigeria and other countries in West Africa along with Indonesia and the Strait of Malacca. Plus in the latter two areas, attacks are becoming more aggressive; knives and katanas were once a popular choice for attackers, but today firearms and military weapons are being used."

Silvia continued, "Another trend that has been observed in recent years is the motive for the attack; while Somali pirates once kidnapped the crew for ransom for long periods, Nigerian pirates are only interested in the cargo, especially in the oil, as they sell it in the black market. In these



attacks, there is little concern for human life, aiming to annihilate any target that opposes the seizure of the goods." Maritime piracy cost the global economy \$6 billion in 2012 according to experts.

Marine Armor System specialises in the fabrication, sale and installation of automatic non-lethal anti-piracy protection systems for vessels, based on ballistic blinds. Silvia explained, "These systems can be activated in 10 seconds by pressing a single button."

Year after year the company invests in research and development to ensure they use the latest

robust materials and processes to improve and increase the strength and safety of its armor systems.

Its latest innovation is an intelligent system aimed at megayachts, with access control, allowing the captain of the ship to manage the whole platform from one place, including individual blinds and shutters.

Marine Armor System is also working on a new model of maximum security blind, which will have the highest ballistic classification in the market (FB7), and will be anti-explosion and fire resistant. This model is set to launch at the end of 2014/early 2015.

Body cameras to be issued to US police

The **Buncombe County Sheriff's Office** in Asheville, North Carolina, will be equipping all of its patrol and Sheriff's Community Enforcement Team deputies with Viewu LE3 body-worn cameras from **Motorola Solutions, Inc.**

This small, lightweight, self-contained video recorder can help reduce the incidence of complaint-generating events and improve relations between the police force and the public. The Sheriff's Office plans to begin using Viewu cameras in January 2015 to capture video and audio evidence directly at the point of engagement.

The Viewu LE3 wearable video camera is extremely rugged, waterproof and easy to use, and eliminates the need for separate recorders, batteries or cables and can easily be worn on an of-



Viewu LE3 body-worn camera.

ficer's uniform. It contains just one moving part, the on/off switch that was designed to be easily activated in stressful situations. The stored and recorded high-definition video evidence is

managed by the Veripatrol software and utilises Vidlock security. The camera has no removable media and several layers of security prevent unauthorised access or manipulation of video files.

Sheriff *Van Duncan*, Buncombe County, North Carolina said. "The Buncombe County Sheriff's Office is very connected to the community we serve and we strive to maintain a relationship of advocacy with our citizens. The

adoption and use of the Viewu body-worn camera – because of the transparency and accountability it brings to our agency and the public – will further build that relationship. Using drug seizure forfeiture money to purchase our body cameras will enhance officer and public safety without adding any taxpayer cost."

Jim Mears, corporate vice president, North America Government, Motorola Solutions confirmed. "The Viewu LE3 body-worn video camera that will be used by Buncombe County, North Carolina, is made for police officers to capture video at the point of engagement. The large activation slide is easy to engage during incidents. Built by police officers for police officers, it is the perfect companion for professionals who need to record their interactions on video."



**Business & Product News
– Every Day!**

www.securityworldhotel.com

Avigilon spotted a man in this



who was caught



and identified by his



Meanwhile, analog identified



Only our high-definition surveillance solutions give you the full story. Identify incidents quickly and enhance response times with the superior image detail of an Avigilon end-to-end system. See how Avigilon can help your organization at avigilon.com/casestudies

The top three images were shot with an Avigilon 29 MP HD Pro camera. The fourth image was shot with an analog camera.

AVIGILON

A new dimension of Security:

4K



Fujinons' first 4K Vari Focal lens



The new DV2.2x4.1SR4A-SA2L from Fujifilm

Advanced optical performance to capture security footage at the high resolution of 4K. Finest details during day and night thanks to the incorporated Day/Night technology. Scan for more or visit www.fujifilm.eu/fujinon Fujinon. To see more is to know more.

Survey reveals strong trend towards IP

According to the latest annual **Centre for Retail Research** (CRR) survey into the use of CCTV in retail – commissioned by **Axis Communications**, the global market leader in network video – over 60% of UK retailers are planning to adopt network IP in the next three years and nearly a third have adopted it already, up from a quarter in 2012.

Of the 278 UK retailers that responded, encompassing some 20,350 stores, the data showed that 92.8% currently use CCTV. Of these, 32.1% have already upgraded to network IP technology – representing a 2.5% rise in take up from the previous year's figures. This trend is even more pronounced across the wider northern European region, with 58.5% (weighted average) of analogue users now planning to switch to network IP – representing a significant increase of 17% on 2012 figures.

The survey, now in its fourth year, polled 2,200 retailers, and received 673 respondents from across northern Europe. The results of the survey were recently presented at the Retail Fraud Show in Leicester by **Atul Rajput**, regional director, northern Europe at Axis Communications and Professor **Joshua Bamfield**, director at the CRR.

Reacting to the results, Atul commented: "The migration from analogue CCTV to network IP continues to be of huge importance to the retail industry with the majority of UK retailers (60.3%) now planning to convert in the next three years, with over three quarters (77.1%) of those owning a retail estate of between 26 and 500 stores. This is therefore likely to be the biggest single factor impacting on retail security as digital surveillance and network video become the standard.

Certainly for the UK, I believe that the migration to network IP has become the norm and it is no longer a question of 'if' but 'when' the technology will be adopted.

"The survey suggests that customer theft is still the biggest security challenge facing retailers at the moment, as nearly a



Atul Rajput, regional director, northern Europe at Axis Communications.

quarter (24.2%) said that their main reason for using CCTV is to prevent or investigate theft and a huge 80% of respondents cited prevention of internal or external theft and better safety as the main driver for the use of CCTV.

"The UK as a whole has embraced the benefits that CCTV can bring and the country's retailers are no exception. 22% of those surveyed stated that the main benefit of CCTV was to reduce theft with an estimated average fall in loss of 15% – the highest prediction in northern Europe and up on the previous year. Couple this with the fact that 14% of respondents cite 'quality of image' as an important driver for the use of network video – a 40% increase on the previous year – and it's clear to see that the high definition images that network video can offer, are critically important for retailers in driving down theft and improving safety."

The survey also asked respondents about their attitudes toward potential future application systems and networks for digital surveillance, including non-security issues. Over a quarter (27%) cited 'integration with business intelligence applications' as the main reason for adopting network IP – the highest in the UK and across northern Europe.

"High street stores are still the origin of most retail transactions but carry the highest overheads, so the need to reduce cost and complexity of in-store surveillance systems and, at the same time, 'sweat the assets' further, is vital. This is where network IP really has the advantage as it can be used

to improve both service and sales, not just security, to deliver a real return on investment.

"The use of cloud-based video systems has shown an increase in interest from UK retailers and so too has the interest around non-security applications. Nearly half (49.9%) of respondents were interested in queue management and people counting (49.2%) as new tools to improve both operational sales and marketing performance.

"As well as the rise of non-security applications, big data, cloud and mobile technologies are all trends that are impacting on the retail sector. As network video is an open platform solution and can seamlessly allow integration with these technologies, it can help to maximise the return on in-store video investment by extending its use beyond pure surveillance into a business optimisation tool."

Professor Joshua Bamfield, director at CRR added: "The survey clearly highlights the continued move towards IP-based camera systems across the retail sector, a growing trend that is driven by the need for HD-quality images and the increased adoption and use of business-focussed analytics – two areas where IP systems demonstrate a clear advantage over older technologies. It further suggests that retailers continue to appreciate the added benefits that an IP-based system can deliver which is evident in the high convergence rate each year."

The 'CCTV in Retail' survey was commissioned by global market leader in network video, Axis Communications and was run in conjunction with the Centre for Retail Research in Nottingham. Now in its fourth year, it surveyed 2,200 retailers both large and small from a wide variety of sectors and attracted 673 responses from retailers in the UK, Ireland, Denmark, Finland, Norway and Sweden.

The research was carried out by the CRR between July and August 2014 and follows similar Axis-commissioned surveys in 2013, 2012 and 2010.

BUSINESS PEOPLE



Matthias Rebellius.

New CEO at Siemens Building Technologies Division

Siemens' Building Technologies Division will have a new CEO on January 1, 2015. **Matthias Rebellius** (49) is succeeding **Johannes Milde** (61), who is resigning as Division CEO at the end of this year. Milde will continue to support the company for some time to come.

Previously CEO of the Building Technology Division's Fire Safety and Security Business Unit, Rebellius currently heads the Division's Americas Region.

"Matthias Rebellius knows the building technologies business extremely well – from both a global and a regional perspective. I'm pleased that we've been able to find an experienced Siemens expert to take over from Johannes Milde. I'd also like to thank Mr. Milde for his outstanding work at Building Technologies. He's led the Division successfully for more than seven years," said Roland Busch, member of the Managing Board of Siemens AG.



Business & Product News Every Day!

www.securityworldhotel.com

Digiever NVR Pro+ hardware-decodes 4K ultra HD

Digiever has unveiled what the company is marketing as the world's first 4K ultra HD hardware decode Linux-embedded NVR, the Digiever NVR Pro+ series.

The Digiever NVR Pro+ series can perform high performance hardware decode of 4K ultra HD IP camera and simultaneously support up to 64 channels of local display and remote liveview. Powered by Intel Dual Core high performance CPU and Digiever's exclusive hardware decode technology, Digiever NVR Pro+ series can perform 400Mbps network throughput and distinctive FPS per single page such as 4K ultra HD, 4MP@200FPS, full HD@480FPS, HD@720FPS and D1@1000FPS in H.264 video format. In addition, Digiever NVR Pro+ series can dewarp up to 5 megapixel panomorph IP cameras on a local display with IP cameras equipped with Immervision's lens.

Moreover, the Digiever NVR Pro+ series builds in diverse advanced features such as mini-

CMS server, multi-layer dynamic Emap, multi-channel playback, smart search, event and action management. The Digiever NVR Pro+ series can act as a mini-CMS server to connect other Digiever NVRs with up to the maximum of 144 channels so as to remotely monitor other remote NVR sites without extra VMS software.

Multi-layer dynamic Emap is a quick navigation tool to quickly indicate the physical location of IP cameras. When an event is triggered, a window will pop out to notify the user and display real-time liveview situations to users; therefore, users can quickly locate an event site and take appropriate actions to minimize event loss and damage.

The Digiever NVR Pro+ series offers smart search on playback to help users quickly locate key video with five detection modes, including motion detection, foreign object detection, camera tamper detection, loss of focus and missing object detection. After dis-



covering the desired video footage, users can quickly playback that video by double-clicking on it.

The Digiever NVR Pro+ series is an intelligent system with powerful event and action management that provides up to 5 event types and 14 action types to inform users at the very first instance of an event and to minimize the damage when an event is triggered.

The Digiever NVR Pro+ series includes five products lines for different vertical markets, including the DS-8200-RM Pro+ series, DS-4200-RM Pro+ series, DS-4200 Pro+ series, DS-2100 Pro+ series and DS-1100 Pro+ series. The storage capacity of the Digiever NVR Pro+ series ranges from a 1-bay to 8-bay hard disk drive. The range also supports up to 6Tb per single

HDD, which is the same as the Digiever NVR Pro series. The maximum storage capacity of the Digiever NVR Pro+ series supports up to 48Tb for long recording periods. Finally, the Digiever NVR Pro+ series has successfully integrated with over 90 IP camera brands and more than 3200 IP camera models to satisfy surveillance requirements in various vertical markets such as transportation, banking, leisure & hospitality, etc.

"With a richness of detail and precise 4K ultra HD hardware decoding performance, 400Mbps network throughput, sufficient storage capacity and comprehensive compatibility, the Digiever NVR Pro+ series is indeed the most powerful NVR on the earth," said Mr. Allen Tseng, Product Director of Digiever. "Responding to customer demand, Digiever always thinks forward to provide high performance IP video surveillance solutions. And Digiever NVR Pro+ series is the best example of it." 

Pacom unveils edge security controller

Pacom is launching the 8003 Pacom-Edge intelligent security controller, which the company expects will now broaden the it's reach across a wide range of industries, through the design of a fully integrated security controller that combines the critical capabilities of an IP-based alarm panel, access control panel and multi-card reader interface into a single, cost-effective device.

Specifically engineered for convenient installation in any location rated for a 3U rack mount device and compact in size, the new 8003 Pacom-Edge intelligent security controller can operate standalone for smaller or remote environments where real estate is a factor. It can also be easily incorporated into a fully integrated alarm and access control system for enterprise-wide, multi-site applications.

Users can conveniently configure the controller via an embedded web interface or by using the advanced Pacom Windows-based



8003 Pacom-Edge.

management software, which can also be used to remotely and easily monitor a large number of protected facilities simultaneously.

One application where the 8003 controller provides customers with an ideal solution is the security and monitoring of ATMs (Automatic Teller Machines). Where upon the detection of a malfunction, the system can identify the issue and help ensure that the deployed technician is properly equipped for the required repairs. This feature also extends to internal equipment, such as seismic/vibration sensors, where self-test failures are reported automatically. These capabilities can dramatically reduce the amount of time

required to diagnose and resolve any system problems. Importantly, all facility status and service activities are presented in real-time – along with rigorous authentication processes for service technicians – diminishing the potential for risk, crime and loss of assets during service calls.

The 8003 Pacom-Edge intelligent security controller also boasts eight on-board zones, eight outputs and supports up to 500,000 cards/users and 50,000 offline transactions with the addition of an on-board plugin in expansion modules and a secure digital (SD) card slot. The 8003 can also support up to 64 zones that can be grouped into as many as 32 areas, and up to four card readers can be connected directly to the 8003 Pacom-Edge intelligent security controller. Alarm communications occur via a specified data network or framework using IP, GPRS, PSTN or other signaling means in a hierarchical manner, based on

availability and cost. The device can be configured to reflect daily opening and closing schedules, and also offers two-door access control capability.

"The 8003 represents Pacom's commitment and expertise in providing integrated security solutions that offer flexibility, ease of use, interoperability, reliability, high performance levels and cost effectiveness," said Gavin O'Keeffe, Director of Product Management for Pacom Systems. "Pacom can now offer existing and new customers alike a solution that significantly improves their return on investment through a dedicated, well-designed security solution that has been carefully engineered to not only match, but exceed their needs, and at the same time, drastically reduce the threat of customer harm or loss of assets. The 8003 Pacom-Edge intelligent security controller delivers more power and flexibility than any other integrated security panel in its class."

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 60

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

No more trash talk

Full coverage in just 2 lenses.



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

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

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



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

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

CEM upgrades AC2000 portfolio

CEM Systems has released version 6.9 of the *AC2000* suite of access control and security management software. This new version of the software offers improved security features and increases the performance of the AC2000 software suite including AC2000, AC2000 Airport and AC2000 Lite.

"AC2000 is an integrated security management system that is designed with the customer in mind, providing flexible solutions that help increase security and improve operational effectiveness," said Conleth Donaghy, Senior Product Manager, CEM Systems. "The latest release of AC2000 further reinforces this, offering improved security features with the addition of the Smartcard Utility and support for AES encryption across all CEM Desfire readers. The latest



enhancements to Emerald also provide an additional security level, where personnel image can be immediately verified at point of entry."

An exciting enhancement of AC2000 is the addition of user defined keys through the AC2000 Smartcard Utility application. This application is a convenient and flexible approach to smartcard key management by allowing users to take full ownership of their smartcard personalisation process. This means if encryption keys become compromised, updates can be implemented with minimal

impact to security and daily operations using the AC2000 Smartcard Utility.

AC2000 v6.9 now also supports 128-bit AES (Advanced Encryption Standard) encryption across the CEM Desfire reader versions of the Emerald terminal, the S610 reader range and the Spass reader. This encryption standard provides a future proof access control solution, increasing security and reducing the risk of card cloning.

Version 6.9 of AC2000 also offers enhanced functionality of Emerald, CEM's award winning intelligent access terminal. Emerald is a touch screen reader and controller in one, with built in Voice over IP (VoIP) intercom functionality, that uniquely enables AC2000 data to be accessed securely at the door. With the

release of AC2000 v6.9, Emerald now supports Image on Swipe mode, which allows the terminal to display the cardholder's image, and grants or denies access based on this verification. Also with the release of AC2000 v6.9, Emerald remote apps are now more user friendly with new intuitive menus and improved response times.

In v6.9, AC2000 now supports full two way integration with Exacq's Exacqvision video management system and integration with Future Fibre Technologies' CAMS 3 perimeter intrusion detection system. These latest integrations build on the existing range of AC2000 video, perimeter, fire and intrusion integrations, making AC2000 a powerful security management system.

swb

Avigilon awarded patent for HDSM

The *High Definition Stream Management* (HDSM) technology from **Avigilon Corporation** has been awarded patent number US 8,831,090 by the United States Patent and Trademark Office.

Introduced in 2008, HDSM technology has been instrumental in advancing Avigilon's position as the premier provider of cost-effective, innovative, high-definition security solutions. HDSM, a video stream management technology, intelligently manages the bandwidth consumed by high-definition video footage while maintaining superior image detail.

The awarded patent covers the

innovative mechanism underlying HDSM, which allows a user viewing video to directly influence the resolution and quality of video streamed over a network without increasing latency or decreasing the quality of stored video. Users then leverage HDSM technology with current hardware to achieve reduced bandwidth consumption while maintaining maximum image detail. HDSM technology enables the handling of high-resolution images while also being cost-effective and placing minimal needs on network and storage infrastructure.

"Receiving this patent reinforces Avigilon's position as a true



Alexander Fernandes, founder, president, CEO and chairman of the board for Avigilon.

innovator in the security industry," said Alexander Fernandes, founder, president, CEO and chairman of the board for Avigilon. "Our HDSM technology is a revolutionary solution that has differentiated us from the competition since we first launched it in 2008. HDSM technology enables users to operate a true, high-definition security

system that intelligently transmits and stores video, all while protecting the bottom line. The result is that Avigilon is able to provide state-of-the-art, high-definition solutions to customers at a much lower total cost of ownership than our competitors."

This patent further enhances Avigilon's portfolio of intellectual property. Avigilon now has 25 patents issued and 109 patents pending internationally covering the technology in its advanced high-definition cameras, video management software, video analytics systems and access control products.

swb

Non radioactive explosives detector

Smiths Detection is introducing its next generation explosives trace detector for use in global aviation and infrastructure security. Its small, portable design, combined with ease-of-use, reduces the cost and time of screening for a range of high-threat explosives.

According to Smiths Detection, the technology behind the Ionscan 600 easily surpasses that of its previous version, the Ionscan 500DT used widely around the world --



Ionscan 600.

from airport checkpoints to mail screening. Its breakthrough feature is a proprietary non-radioactive Ion Mobility Spectrometry (IMS) source which eliminates the need for special licensing, handling or disposal requirements.

The Ionscan 600 also weighs just 23 pounds (10.4 kg) and is equipped with a built-in handle making it easy to carry. Its hot-swappable battery provides continued sampling and analysis capability, allowing it to be moved while still in use. Low cost, single-use test swabs dramatically reduce operator costs.

Shan Hood, Vice President, Product and Technology, Smiths Detection said: "Accurate explo-

sives detection is crucial for the international security market. The new Ionscan 600 fits into a layered security approach, delivering the detection capability needed, while helping security professionals minimize overheads through its user-friendly configuration, flexibility, and cost advantages."

The product recently made its first major market showing at the ASIS show and conference in Atlanta, USA.

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 60

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

WideQuick®

PSIM Solution



Combine WideQuick® PSIM with Ethiris® VMS and you'll get a world class total security platform.

WideQuick PSIM works as a superior system that communicates with a large number of different systems such as video management, access control, fire alarm, intruder alarm and other security and building

automation systems. Kentima's total security platform can be used in various infrastructure installations, shopping centres, arenas, alarm centres, surveillance of airports and entire cities.

WideQuick and Ethiris are registered trademarks of Kentima AB.

Visit Kentima at Intersec 2015, Dubai - Stand SA-J12

At Intersec, 18-20 January, we will exhibit together with our distributor NIT, on their Stand SA-J12. We will present our two software: Ethiris VMS and WideQuick PSIM that can be used to create a Total Security Platform.

For more information about the companies or the fair, please visit:

 **NIT** www.nit.com and www.kentima.com

 **KENTIMA**
Automation and Security Products

Hikvision Exir series with infrared gain glass

Homes, offices and small-to-medium enterprises are set to benefit from the addition of **Hikvision's** advanced Exir bullet network cameras to its easy IP solution line-up. The DS-2CD2T series of 2- and 3-megapixel cameras feature high-performance LED light sources and a revolutionary rectangular lens for seamless HD formatting but now boast infrared gain glass for ultimate light transmittance and unparalleled levels of night-time surveillance.

The DS-2CD2T series also features 3D DNR and DWDR image enhancement technology, dual video streams, Power over Ethernet capability and an IP66 environmental protection.

Both the 2- and 3-megapixel DS-2CD2T series cameras use

specially coated infrared gain glass for improved infrared light transmittance. This has been engineered to deliver even clearer images and is especially well suited to applications that require high resolution images to be captured in low-light environments. With an IR range of up to 80 metres from its four Exir LEDs, the DS-2CD2T-I8 is ideal for perimeter intrusion detection, especially at night time.

The DS-2CD2T series also incorporates Hikvision's Exir infrared array technology to provide industry-leading illumination in any low- or zero-light environment. Benefiting from an advanced, highly efficient light source that provides up to 30% more illumination efficiency compared to other LEDs and a revolutionary rectangular



DS-2CD2T series.

lens for uniform scene illumination and seamless HD formatting, Hikvision's Exir cameras, according to the company, are capable of delivering the most advanced levels of night-time surveillance available on the market today.

The DS-2CD2T series network bullet Exir cameras are part of the Hikvision Easy IP solution, boasting easy installation and easy viewing with the combination of the Hikvision plug & play NVR and video surveillance software.

Installation is a simple 2-step process that's even easier than

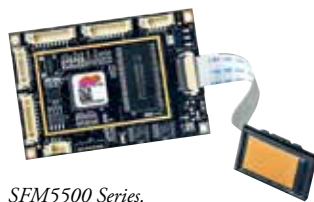
analogue – plug the camera(s) into the NVRs PoE port(s), then connect the monitor and the user is ready to enjoy HD video recording instantly without IP address forwarding. Easy viewing allows users to watch and play live video anytime and anywhere. Users just need to simply download the Hikvision Ezviz smartphone app for free, by scanning the QR code on the back of the camera through the Ezviz app, live video viewing and playback will be available over the internet remotely. It's completely configuration free.

Enabling users to effectively monitor an environment day & night, this new Exir camera series gives users the confidence that their property is securely protected. 

New Suprema fingerprint embedded modules

Suprema, Inc., a global provider of technology in biometrics and identification, is launching the new *SFM5500 Series* of fingerprint embedded modules.

The new SFM5500 Series modules feature range-leading 533 MHz DSP with a high precision capacitive sensor as well as an optical sensor offering superb image quality and a highly durable sensor surface. With the enhanced DSP and functions, the new module offers far faster verification and identification time than its predecessor, the



SFM5500 Series.

SFM3500 Series. It also enables users to manage and transmit biometric data more securely and faster since it is equipped with WSQ (Wavelet Scalar Quantization) image compression technology.

SFM5500 Series products pro-

vide a versatile external interface including RS232, RS422/485, Wiegand and LED control functions, readily applicable to access control applications. They feature a FIPS201 approved algorithm, which compliances to ISO and ANSI standards.

"The new SFM5500 Series will provide our customers with more confidence in designing devices for various applications requiring high-volume processing, as it offers flexible customisation as well as enhanced performance thanks to an upgraded CPU," said

Young S. Moon, Vice President of Suprema Inc. "With biometric technology becoming more popular for mobility, such as with smartphones, the SFM5500 Series will bring our customers more opportunity to expand business across various applications."

According to the company, Suprema's fingerprint algorithm has been ranked top in a number of international algorithm performance tests such as FVC and Minex. The new SFM5500 Series is now available for purchase in markets around the globe.

Dahua HDCVI Gen II camera

Dahua Technology, headquartered in Hangzhou, China, has introduced *HDCVI Gen II* cameras, taking a step up into the HD over Coax 2.0 era.

"HD over Coax 2.0 is a concept but the fact remains that Dahua is playing a leading role in HD analogue innovation," says Tim Shen, Marketing Director at Dahua Technology. "The inspiring market acceptance and feedback drive us to keep innovating and to bring out more benefits to the market."

The HDCVI Gen II camera features a high performance sensor and Dahua in-house chipset

DH5000, which combines image signal processor (ISP) and TX chipset, and which according to the company, results in an impressive performance improvement. The new cameras can not only provide clear and crisp images at 1080p and 720p, but also provide an outstanding night visual effect.

Moreover, their wider dynamic range can better cope with places of strong lighting contrast. Meanwhile, Gen II inherits convenient functions of previous HDCVI models, such as HD/SD switch and OSD menu.

As for camera types, in addition to the fixed lens cameras,



HDCVI Gen II cameras.

the CVI family adds a 2.7mm to 12mm motorised (-Z) and vari-focal (-VF) series this time to further meet the market demand. As for motorised ones, which have been anticipated for a long time by the market, Dahua has adopted optimised algorithms to realise faster and more accurate focus for instant and convenient adjustments.

On top of that, there are seven models in total in various designs, including eye-balls, IR-bullet and domes with IP66 waterproof and IK10 vandal-resistant housing, helping these cameras to withstand difficult environmental conditions and sabotage.

The Hdccv Alliance HDCVI 2.0 standard is based on HDCVI technology, meaning that Dahua has a dedicated 100% sure plug 'n' play remote control solution for any camera from any compliant DVR from any manufacturer, according to Tim Shen at Dahua Technology. 

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 60

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

SICURIT Perimeter Protection Systems

DIGITAL
DAVE

DIGITAL MICROWAVE INTRUSION LINK

With advanced DSP technology and IP network capability



**IP/RS485
INTERFACE**

- Remote DAVE configuration and diagnostic
- O.C. expansion boards available for HW integration
- GEUTEBRÜCK GeViSoft compliance
- Additional 4IN/4OUT available



Find out more at www.sicurit.com

**Maximize
connected security**



BOSCH
Invented for life

Intelligent solutions from Bosch. Bosch Security Systems provides intelligent products and services to maximize the benefits of a connected security solution.

Stanley enters lone worker market

Stanley Security is launching the *Stanley Guard* – an innovative personal alarm safety system comprising of a Smartphone application which provides personal security and assists in protecting potentially vulnerable people; these could include lone workers or any person who could be at risk within their working environment, as well as individuals out for an evening.

Rodney Foot, Product Manager at Stanley Security explains: “With Stanley Guard we are expanding our monitoring services of protecting business premises to also protecting the employees and indeed friends and families of those employees”.

Compatible with devices working on Apple, Android, Blackberry and Windows Operating Systems, Stanley Guard is designed to be an exceptionally easy to use personal safety system. With one “Shake” or “Slide” on the activated app, an

alert is sent to the Stanley Alarm Receiving Centre (ARC) with the user's exact GPS location and live video / audio to enable the trained operator to review the data to verify the alert. They will then call the user to ensure the user's safety. If there is no answer or there is evidence to suggest a threat to that person, the pre set alarm escalation contacts – or the emergency services if the situation is dangerous enough – will be immediately called in order to get help quickly.

Stanley Guard comes with a range of additional safety services including an Amber Alert which is a timed alert set by the user if there is a potential loss of phone signal within a building or area; after that time frame, if the alert is not deactivated the ARC will be alerted and will monitor the situation. A man down alarm, which is automatically activated if there is no movement of the phone in a pre set time frame (configured



Stanley Guard.

by the user), is another useful function, especially for those working in agriculture or building industries. In addition, the Stanley Guard App comes with a sound alarm to deter potential attackers and attract maximum attention.

As added safety measures, Stanley Guard features a covert trigger activation on Android & Blackberry devices, plus a duress PIN number which, when entered, sends out an alert to the operator stating you have been forced into cancelling Stanley Guard.

Stanley Guard is suitable for an exceptionally wide range of work and play activities, from estate agents visiting properties,

to construction and building workers who may be at risk of a fall or injury, to people going for a night out or on a first date. In fact Stanley Guard has already been adopted by leading on-line dating agency Cupid PLC. Stanley Guard will be offered to all 6 million members across the Cupid brands as part of its service. It provides Cupid customers with a genuine personal safety system (and peace of mind) and provides Cupid with another string to its bow.

Engineered for reliability, it operates across any available data connection (GPRS, Wi-Fi, 3G, 4G etc) and uses the Amazon cloud infrastructure to send alarm information to minimize single points of failure. All alarms are received at Stanley's 24/7 fully monitored and accredited alarm receiving centre by fully trained operatives.

sw

Axis high precision surveillance solution

The newly unveiled **Axis Q6000-E** is an outdoor-ready 360° network camera that integrates with the Axis Q60-E Series of PTZ dome network cameras, providing a unique surveillance solution. With just a single click, operators can optically zoom in on details of interest with high precision while at the same time being able to maintain an overview of large areas of up to 20,000m² (215,000 sq. ft.) – about the size of four football fields.

Ideal for city surveillance applications such as monitoring of public squares and parking lots, as well as food courts in shopping malls and other open areas, “the Axis Q6000-E addresses the need for a simple way to monitor a wide area and, simultaneously, be able to optical zoom in on details,” says Erik Frännlid, Director of Product Management, Axis



Axis Q6000-E.

Communications. “The seamless integration with the Axis Q60-E Series of outdoor PTZ cameras provides a smart, innovative and space-efficient solution offering new and unique video surveillance possibilities.”

This new product will potentially open up new opportunities to solve a common problem, for example in the city surveillance field where there is a need for both a PTZ camera to provide detail, and for a full overview camera to cover the entire area. A single click on any object in Axis Q6000-E, using the one-click PTZ control

feature, will trigger the Axis Q60-E allowing operators to optically zoom in on the specific object of interest. The use of two screens gives a full 360° overview from Axis Q6000-E, and a zoomed-in view from Axis Q60-E, providing operators with a high level of detail while simultaneously being able to maintain an overview of the entire monitored area.

Axis Q6000-E provides multiple, individually configurable video streams in H.264 compression to greatly optimize bandwidth and storage without compromising image quality. Motion JPEG is also supported for increased flexibility.

Any Axis Q60-E camera is quickly and easily mounted inside the Axis Q6000-E, allowing also existing Axis Q60-E installations to be upgraded to monitor wide areas, while simultaneously captur-

ing every detail of interest, with just one click. There's no need for any mounting brackets or extra equipment as Axis Q6000-E uses the same brackets and network cable as the Axis Q60-E, minimizing time and cost of installation. Furthermore, Axis Q6000-E is supplied with Power over Ethernet Plus (PoE+) through Axis Q60-E, eliminating the need for power cables.

Axis Q6000-E is supported by a huge base of video management software through the Axis Application Development Partner Program. The camera includes support for Axis Camera Companion, Axis Camera Application Platform, ONVIF specification for interoperability of network video products and Axis Video Hosting System (AVHS) with one-click camera connection

sw

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 60

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



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

Accurate perimeter intrusion detection system protecting premises and areas against unauthorized intrusion.



PERIDECT

New features of PERIDECT+ system:

Up to 2 x 500 detectors controlled by one switchboard

Circle connection possible

Separators at detection line

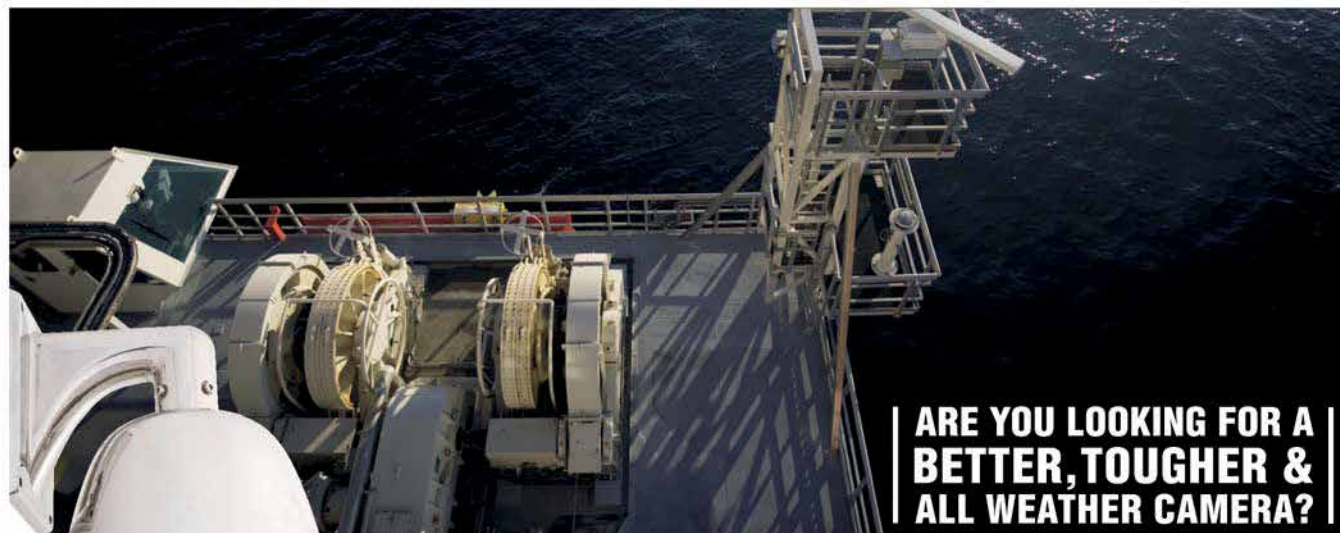
Safeguarded detection line

SIEZA

www.sieza.com

www.peridect-plus.cz

SIEZA, Ltd., Štúrova 1282, 142 00 Prague 4, Czech Republic
Tel.: +420 241 727 870, e-mail: sales@sieza.com



**ARE YOU LOOKING FOR A
BETTER, TOUGHER &
ALL WEATHER CAMERA?**

The new G70STHD Series

- G70STHD Series of PTZ Speed dome
- Sony HD Module with Exmor™ CMOS sensor
- Full-HD (1080p) capable and ONVIF certified
 - IP68 Weather & Lightning proof
 - Marine grade Stainless Steel housing & accessories
 - Intelligent temperature control

ONVIF

Driving network video through global standardization

Well, look no further!

The Stainless Steel Speed Dome from VIDO.AT just got more better.

Introducing the new G70STHD, Stainless Steel Speed Dome series with Full-HD and ONVIF. The G70STHD is an all weather Speed Dome camera with long-term value and is excellent for use in outdoor situations.

**Tough, Reliable and Outstanding Surveillance
On and Off shore**



VIDO.AT
CCTV Manufacturer
Vido Electronic Vertriebs GmbH

Tel: +43-1-958269820 | E-Mail: sales@vido-europe.com | www.vido.at



NEW PRODUCTS *from* **Asia**





2Megapixel 1080P Water-proof HDCVI IR-Bullet Camera

Model No: DH-HAC-HFW2220R-Z

- 1/2.9" 2Megapixel CMOS
- 2530fps@1080P, 2530/5000fps@720P
- High speed, long distance real-time transmission
- HD and standard definition switchable
- OSD Menu, control over coaxial cable
- Day/Night(ICR), AWB, AGC, BLC, 3D-DNR
- 2.7-12mm motorized lens
- Max. IR LEDs length 30m, Smart IR
- IP66, DC12V



2Megapixel 1080P Water-proof IR HDCVI Camera

Model No: DH-HAC-HFW2220S

- 1/2.9" 2Megapixel CMOS
- 2530fps@1080P, 2530/5000fps@720P
- High speed, long distance real-time transmission
- HD and standard definition switchable
- OSD Menu, control over coaxial cable
- Day/Night(ICR), AWB, AGC, BLC, 3D-DNR
- 8mm fixed lens (2.8mm, 3.6mm, 8mm optional)
- Max. IR LEDs length 20m, Smart IR
- P66, DC12V



Dahua Technology Co., Ltd

Address: No. 1199, Bin'an Road, Binjiang District, Hangzhou Zhejiang (310053)

Tel: +86-571-87688883

Fax: +86-571-87688815

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



1080P HD Covert IP Camera

Model No: IPC0122

- Full HD 2 megapixel CMOS image sensor
- True H.264 AVC/MPEG-4 part 10 real-time video compression
- H.264 and Motion JPEG multi-profile video streaming
- 3D noise reduction (MCTF)
- 2D WDR function
- Digital PTZ supported
- Tampering / Audio / Motion detection alarm function
- 2-way audio supported
- SD card supported
- Digital VO: 2 in, 1 out
- DNVIF supported



2MP 23X optical zoom DarkFighter Smart PTZ Camera

Model No: Hikvision DS-2DF8223I-A(EL)

- 1080P Full HD, 23x optical zoom
- Ultra-low illumination
- Smart Tracking, Smart detection
- True WDR
- EIS (Electronic Image Stabilization)



MERIT LILIN ENT. CO., LTD

Address:

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

Tel: +886-2-2298-8988

Email: sales@meritlilin.com

Fax: +886-2-2298-9077

Website: www.meritlilin.com



Hikvision Digital Technology Co., Ltd.

Address:

No.555 Qianmo Road, Binjiang District,
310051, Hangzhou, China.

Tel: +86-571-88075998

Fax: +86-571-89935635

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



Parking Lot LPR Solution for Large-Scale Intelligent Search

- Entrance / Exit: Using IR sensor detector to detect the License Plate Number when the vehicles enter the best area and recognize the License Plate Number on ticket.
- Reaching the parking space: It will trigger, through digital input of IP camera to snapshot LPR data and recorded to inquiry machine and auto pay station by RS-232/485 or TCP/IP.
- Put the ticket on card reader or auto pay station, then the position of your car or the fee of parking will be shown.
- Make the owners of cars convenient to find where their cars are, management cost will be reduced.
- Precisely know how many empty spots are left, it will increase the utilization rate.
- By guidance and light to help owners of cars, customer's satisfaction will be high.



PROVIDEO CO., LTD.

Address:

6F, No. 8 Alley 2, Tzu-Wei Lane, Chung Cheng Rd.,
Hsin Tien Dist. New Taipei City, Taiwan, R.O.C.

Tel: +886-2-86872008 (Rep.)

Email: sales@provideo.com.tw

Fax: +886-2-86871733

Website: www.provideo.com.tw



VioStor Mobile NVR

Model No: VS-M2200 Pro+

- EN 50155TX compliance
- Rugged design
- Anti-vibration and anti-shock protection
- Extended operating temperature: -40°C ~ 60°C
- GPS/WiFi/3G/4G/G-sensor
- VGA/HDMI dual-display



QNAP Systems, Inc.

Address:

3F., NO. 22, Zhongxing Rd., Xizhi District,
New Taipei City, 221, Taiwan (R.O.C)

Tel: +886-2 2641 2000

Email: nvr@qnap.com

Fax: +886-2 26410555

Website: www.qnapsecurity.com



Joseph Grillo, CEO of ACRE LLC & Vanderbilt Industries:

"The time is right to invest in the

On the 20th of October Vanderbilt Industries announced that it has entered into an agreement to acquire Siemens' Security Products business from Siemens' Building Technologies Division. With Joseph J. Grillo as the Managing Director, Siemens's Security Products will become a part of Vanderbilt International.

Joseph J. Grillo is a true security veteran and Detektor has interviewed him about his view on the security market in general and the role of Vanderbilt International in particular.

Acquisition is nothing new to Joseph J. Grillo. Executives in the electronic security and identification industries may recall a time in the not too distant past, when a series of acquisitions led by a recognised leader in the physical security business took the industry by storm. That leader, Joseph Grillo, drove a consolidation effort with the vision that a fragmented electronic access control market was evolving through advancements in identification technology to protect both physical and digital environments.

The market trend is for integrated security management systems and more open solutions from trusted suppliers. SP clearly provides a vehicle to offer these solutions to a broader customer base.

Starting with its acquisition of HID, which had grown rapidly and successfully under Mr. Grillo's leadership, Stockholm-listed Assa Abloy was the one to benefit from this strategic vision. Back then the joke shared at the trade shows was "should we all be learning Swedish?" Today, Mr. Grillo's name is associated with a new company: Vanderbilt Industries, as well as its parent company ACRE LLC. While the Vanderbilt name is new, the company has a long legacy of providing enterprise-level security solutions. And through the acquisition of Siemens Security

Products the Vanderbilt brand has got a kick-start on a global level.

You have said that the acquisition of Siemens Security Products will considerably expand Vanderbilt's presence in the security industry by broadening the company's competitive position. But how does it fit into Vanderbilt's strategy and organisation?

Well, the acquisition of Siemens' Security Products fits our corporate strategy perfectly. It matches Vanderbilt's solid foundation and strong legacy built from nearly three decades in the security industry.

Can you develop your thoughts about why Vanderbilt decided to go after Siemens Security Products and the benefits of acquire the business?

Vanderbilt saw an opportunity to expand its product offering and geographic market coverage. The addition of SP represents significant value potential with its established installed base of customers and loyal resellers. The market trend is for integrated security management systems and more open solutions from trusted suppliers. SP clearly provides a vehicle to offer these solutions to a broader customer base.

Your return to the industry in 2012 with parent company ACRE, and its subsidiaries, Vanderbilt has already resulted in the acquisition of Schlage SMS business in 2012, Mercury Security in 2013 and Siemens Security Products in 2014. Should we expect more develop-



Joseph Grillo, CEO of ACRE LLC & Vanderbilt Industries.

ments similar to those we saw at the time of Assa Abloy's acquisitions?

Firstly, it's worth noting that Assa Abloy has continued to grow and be acquisitive, maybe at an even greater pace in the years since I left. Under great leadership and execution of their strategy, they have clearly outdistanced all their competitors.

At HID, even before Assa Abloy, we combined some key acquisitions with substantial organic growth to build the world's leading card and reader manufacturer. Assa Abloy, which acquired HID in 2001, then gave myself and our management team the opportunity (and of course the treasury) to bring together a number of industry players, especially in Europe. We fairly rapidly acquired Indala, Omnikey,

Sokymat, Metget, ACG, Interlock and Fargo Electronics just to name a few. We integrated their product offerings to acquire greater technical expertise, global market share, a broader array of products and began to move the company from being simply a card and reader manufacturer to an Identification Business. This proved to be a successful proposition and it continued after I left under successors that I personally recruited. I'm proud of that legacy.

And what can we then expect from Vanderbilt?

Today, we again see indications that the time is ripe for a season of change in the security industry. The fragmentation that existed in the access control market when I left the industry in 2008 is still quite evident with even more new

security industry"

market entrants on the scene. I believe this creates consolidation opportunities for companies with the requisite industry knowledge, technical competence and market experience. We have all of these at ACRE and Vanderbilt, and, because we are well financed, it is reasonable to expect we will grow our two platforms both organically and through acquisition.

How would you characterise the current state and positioning of the security industry?

In spite of the fragmentation, the security industry has been – and continues to be – a steadily growing business. The opportunity to leverage this, while simultaneously consolidating and integrating the highly fragmented Access Control “OEM” segment, is an opportunity we have analysed and are executing on. In many cases, large multi-national companies that have consolidated and integrated security products into their product portfolios have produced inconsistent results. We believe that both our experience and our approach will provide for a very positive result.

Are there key reasons today for investors to look at opportunities in the security industry with re-invigorated interest?

There certainly are and to name the most significant, I would differentiate between the market-related, application-related and technology-related categories of market trends.

So what do you mean by market-related trends?

Security has become mainstream, and as a business, it has become ever more important for organisations to protect their most valuable assets. A decade or two ago we were most inclined to focus marketing efforts on the largest corporate end users and government sectors. Today, not only in the States, where a CSO function has been long-established in the corporate world, security investment is on the rise in every market segment; hospitals,

public infrastructure, educational facilities at every level, and for all businesses from small to medium sized enterprises to the largest corporate end users. And integration of sub systems is as important as ever, particularly of video and identification.

Our approach is to focus primarily on consolidation of the highly fragmented “OEM” step in the electronic access control market value chain.

And what about application-related trends?

Convergence of the physical and digital worlds, now intertwined and “managed” via smart applications, drives demand for new systems capable of offering controlled access to both domains seamlessly while supporting all corporate functions while maintaining easy operation.

And finally Technology-related trends?

Technologies transformed by the digital revolution have matured and are increasingly being adopted in the slow to change security industry. The use of video monitoring and management has exploded, as has the need for integration of video and access/alarm monitoring. The use of mobile devices to manage these systems is being demanded by busy security executives and protective forces. These changes are helping drive market demand.

If these factors and reasons to invest are embraced and recognised industry-wide, how will you and your team do it differently – and better than others?

As I indicated earlier, we believe we will be successful because of our past experience and a very different but focused approach. Our approach is to focus primarily on consolidation of the highly fragmented “OEM” step in the electronic access control

market value chain. The key to this strategy is a belief that using ACRE portfolio company Mercury hardware (control panels) as a foundation for the consolidation provides a unique opportunity to offer a more “open” environment that is highly desired by both the end user and consulting communities. Bolt on acquisitions will be much easier when only the “front end” software is proprietary.

During my tenure at HID, and then at Assa Abloy, I led management teams completing well over 20 acquisitions – not one of which failed. This proven track record, along with teaming up once again with former executives/colleagues that made up those past management teams, will enable us to search out the right targets at the right valuations, execute on integration of operations, and recruit and retain top management as we grow in a controlled and profitable manner.

Ten years ago you stated that biometrics was not a panacea, but a powerful tool to be used in combination with other technologies to provide effective security. Does this still hold true for you today?

Biometrics was viewed as a potential disruptive technology. Many predicted it to be the end for HID’s card and reader

business. I have always maintained that biometrics was more a complementary technology, and this has proven to be the case. I believe this is also the case with what many are today predicting are disruptive technologies including smart mobile devices, smart locks or newer biometric technologies. In my opinion, the industry will benefit from all of these as they become parts of complete solutions, allowing a broader number of end user companies to utilise security solutions to provide the right value for the required application.

What are the key elements of success? If you could pick the most important things to duplicate every time you make an acquisition or start a new venture, what are they?

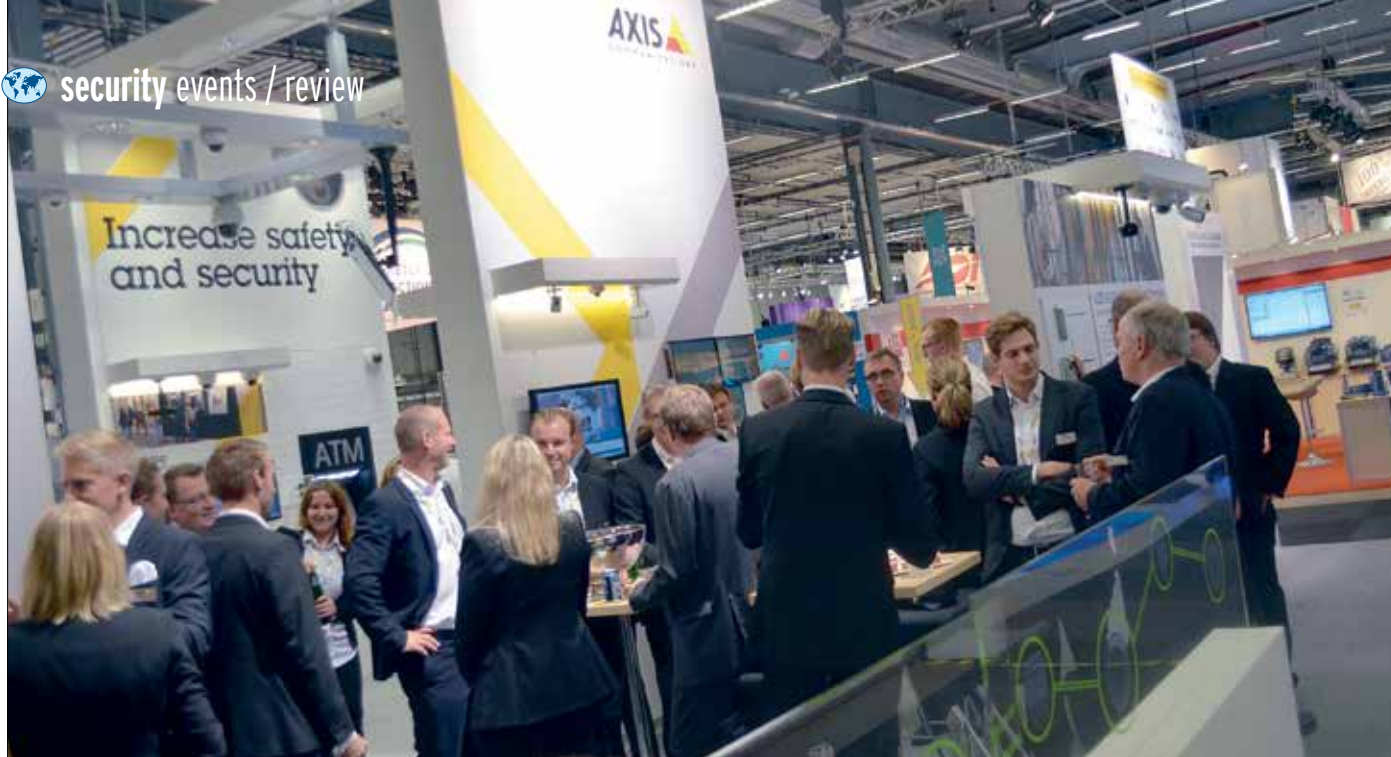
First and foremost, have a good strategy. Communicate this to the three key stakeholder groups; customers, suppliers and employees. Back this up with good products and unparalleled technical support and customer service. Execution is the challenge you face on a day-to-day basis. By providing the right leadership and culture within the organisation(s), you can recruit and cultivate leaders and team players to allow you the best opportunity for success. And of course, a little luck never hurts! ■

Facts about Joseph Grillo

Joseph Grillo began his career in the security industry in the early 1980s and, after a rapid rise working for major players across the sector, he became President of HID Corporation. The company grew from a \$15M card and reader company to the dominant \$100M industry leader with their President successfully leading the effort to sell the company to Assa Abloy in 2001.

At Assa Abloy, he led the Identification Technology Group and completed more than a dozen acquisitions, primarily in Europe. In 2005, he was promoted to Executive Vice President of the parent company and appointed as President of its Global Technology Division, including HID, Hospitality and Besam Automatic Doors. In that role, he successfully managed the \$700M division with 3,000 employees in 29 countries.

Joseph Grillo retired from Assa Abloy in 2007. In 2008, he was recruited to restructure and eventually sell the assets of Digital Angel Corporation. In 2012, Joe and his former colleague Will West formed ACRE, LLC as a platform to initiate acquisitions in the electronic security industry, with a special focus on access control.



Apart from their IP-video surveillance products Axis attracted visitors through the launch of their first access control product, the world's first non-proprietary IP-based door controller.

Success for Skydd in Stockholm

Skydd, Scandinavia's biggest security exhibition was held at the International Stockholm Fair from the 14th to 16th October and proved to be a real hit.

– We have received a lot of positive comments about this year's show, and so many of the exhibitors have expressed their satisfaction with both the quality and quantity of the visitors, comments Magnus Eriksson Project Manager for Skydd.

In total 12,253 visitors attended the three day security event.



This time Skydd was shortened from a 4 day event to three days, which was welcomed by the exhibitors and resulted in a better every day visitor flow compared to the previous event two years ago.

More than 4,000 visitors per day

In 2012 Skydd attracted 13,906 visitors over the four days, which meant an average of 3,476 visitors on a daily basis. This year 12,253 visitors attended and the average number of security trade visitors per day was 4,084, an increase of more than 600 people per day.

– We are very pleased with the visitor figures, says Magnus Eriksson.

High satisfaction among exhibitors

Exhibiting companies also testified to a high level of customer satisfaction from the show.

– We were a little hesitant to participate this time, but it turned out really well. We've had lots of interesting visitors to our booth. It feels like a real reawakening of the Skydd event, claims Uno Lundberg, Vice President of the Building Division Security at Schneider Electric Sweden.

World leader in network video, Axis Communications, also had plenty of traffic on their stand.

– In terms of incoming leads, there has been a great improvement on 2012 and we are very pleased with the fair this year, says Kristina Tullberg, PR Specialist at Axis.

Success for new seminar concept

This year the seminars were moved out from separate locations in the International Stockholm Fair building complex to the exhibition floor. Four stages presented seminars and panel discussions throughout the three exhibition

days and made activities available for all visitors.

– It was really good, not least, thanks to a very good programme that our partners had worked out. Should be fun to try to develop the concept further, expressed Magnus Eriksson.

Minister of Justice joined the event

The Swedish Security Trade Industry Organisation (Säkerhetsbranschen) was really pleased with the response to their activities at the exhibition, both as a seminar organiser and an exhibitor.

–We have had many visitors this year, and also the party at our stand after the second day of the fair was incredibly well attended and appreciated by our members, says Lennart Person, the project manager for the security trade organisation's activities at Skydd.

– We were also honoured by a visit from the new Swedish Minister of Justice, Morgan Johansson, who received an award by the publication SecurityUser.com on our stage. He was also present during the Detektor International Award prize ceremony that also took place on our stage.

In hard numbers the four seminar stages at Skydd attracted 3,418 attendees, which is far more than the number of seminar participants at the Skydd event two years go. ■



SimonsVoss was present at Skydd to exhibit their portfolio of access control products.



Dabua exhibited to demonstrate their wide range of video surveillance products.



Jablotron displayed their range of alarm products at the exhibition in Stockholm.



Ricky Mei, Nordic Regional Manager for Dabua Technology met up with Aris Balian, Managing Director for the new Dabua-distributor Paradox Security.



- manufacturer of perimeter protection systems

PRESENTS NEW GENERATION DETECTORS

MICROWAVE DETECTORS FORTEZA PC



Set up using PC



High resistance to interference



Independent 4 channels



Network addresses



Warranty 3 years

FENCE PROTECTION SYSTEM FORTEZA TRIBO-M



Set up using PC



High resistance to interference



Independent 4 channels



Network addresses



Warranty 3 years



www.forteza.com



vario^{iP}
network illuminators



Full Lighting Control Anytime, Anywhere

rayTEC[®]

www.raytecctv.com

Report from the biggest security event in Europe

Success again

when Security Essen celebrated 40 years



For the first time, Security Essen offered more than 40 market segments: from mechanical and digital security technology via fire protection and video surveillance right up to IT security and counter-terrorism.

On the occasion of its 40th anniversary, Security Essen proved its position as a premium global security event once again.

1,045 exhibitors from around 40 nations showed a large number of innovations for civil security at Messe Essen at the end of September.

 For the first time, Security Essen offered more than 40 market segments: from mechanical and digital security technology via fire protection and video surveillance right up to IT security and counter-terrorism. This comprehensive overview of the market attracted about 40,000 trade visitors from more than 110 countries.

“With these very good figures, Security Essen has impressively highlighted that it is the worldwide number one in the sector,” was the résumé made

by Oliver P. Kuhrt, CEO of Messe Essen.

“Together with the global security industry, we are pleased about the unsurpassed quality of the range on offer, internationality and participation.”

120 billion global market

Security Essen 2014 was spurred on by optimism in the sector. In Germany the security industry had a turnover of nearly €12 billion in the past year. The global market volume of the sector is estimated at €120 billion. And



Benjamin Pflaum and Felix Hessmann displayed Abus Security Center's wide portfolio of products.



Marie Kemshall and Hatem Khalifa from the exhibitor Xtralis.



Pelco by Schneider exhibited and Sanna Leerkes from the sales department of the company and Mark Pritchard, Director of Marketing EMEA were busy presenting their video surveillance products.



Assa Abloy was of course one of the most well visited exhibitors at Security Essen. Market Region Manager Stefan Fischbach and his colleague Adriana Fernandez were present at the stand.

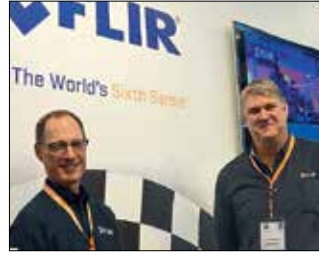




Nina Kurten and Yukibide Nakazato from Fujifilm presented their latest video surveillance camera lenses.



Intruder and fire alarm producer Teletek Electronics exhibited at Security Essen.



Flir Systems' Vice President Bill Klink and Sales Director David Montague had some intensive days showing their market leading thermal camera products.



Geutebrück exhibited their video surveillance products at the show. Ellen Kreitz and Astrid Weiss were caught by the camera on the stand.



RSI Video Technologies from France was among the exhibitors and Business Development Manager Jonas Ahlqvist and Sales Director Patrice Colas were helping out on the stand.



AR Media International distributed their security trade magazine Detektor and showed SecurityWorldHotel.com to visitors from all over the world.



Eneo's appearance at Security Essen was focused on the change from analogue to networked video security. Business Development Manager Jussi Simonen and Product Manager Daniel Lehman were present on the stand.



Kemas presented their key storage products. Nadja Kaulfus, Roel Coumans and Frizzi Seltmann from the company's marketing and sales team enjoyed meeting existing and potential customers at the show.



TWIN BEAMS
Protect entrances, windows, and wall lines at distances up to 100m outdoor / 200m indoor

QUAD BEAMS
The ultimate in trouble free perimeter detection for distances up to 200m outdoor / 400m indoor

CEILING PIR
PA-6800 series PIR's combine a discreet compact appearance with outstanding performance

BATTERY PIR
Create temporary or permanent secure systems in difficult-to-cable-to areas, or where there is no mains power.

180° DUAL-ZONE OUTDOOR PIR

OMS-12FE Up to 180 degree coverage Fixed sensor heads 3-12m coverage Enable/disable left or right zones 9-28VDC 20mA (max) Front and back tampers	MS-12FE Up to 180 degree coverage Adjustable sensor heads 2-12m coverage Rotating sensor heads 12-30VDC 40mA (max) Front tamper Independent left/right zone control 2sec-5min adjustable relay timer AND/OR detection modes
--	--

One of the biggest concerns with using external PIR's is activations caused by animals (both wild and domestic), for this reason TAKEX has produced the 'Dual-Zone' PIR, combining a horizontal curtain with a downward curtain, both of which need to be activated simultaneously for an alarm. With a range of up to 12m x 180° these sensors are perfect for use in both domestic and industrial applications.



TEL : +44 (0)1256 475555
FAX : +44 (0)1256 466268
EMAIL : sales@takex.com
WEB : www.takex.com



the prospects are good: Almost 96 percent of the trade visitors to Messe Essen are expecting the favourable development of the security market to continue. One in three of the visitors indicated that their companies want to invest high six-figure amounts in security technology next year – above all, in solutions for access control, video surveillance and fire protection. Therefore, the majority of the exhibiting companies rated their participation in Security Essen as successful: Furthermore, nearly 88 percent are expecting good post-fair business.

Solutions for IT Security

In 2014, the top subject of IT security aroused great interest amongst the trade visitors – of which nearly 83 percent were decision takers. According to estimates made by experts, industrial espionage and cyber crime caused damage amounting to US\$ 400 billion worldwide in the past year. In this context, Security Essen offered effective protective measures: from constructional bugging protection via secure IT hardware right up to data protection for mobile terminals. During a joint visit to the fair, the State Secretary at the Federal Chancellery Klaus-Dieter Fritsche, Federal Government Commissioner for the Federal Intelligence Services, and Dr. Hans-Georg Maaßen, President of the domestic intelligence service of the Federal Republic of Germany, also obtained information about the subject of the protection of the economy.

Increased share of international visitors

The significance of Security Essen as the premier global fair was also highlighted by the great international interest. 39 percent of the trade visitors travelled from abroad – a plus of nearly ten percentage points. Moreover, the Federal Ministry for Economic Affairs and Energy used the premier global fair in Essen as the platform in order to continue the bilateral dialogue with China about collaboration in disaster risk management. On the first day of the fair, high-ranking representatives of the Ministry of

Industry and Information Technology of the People's Republic arrived for the conference entitled “Perspectives of German-Chinese Technological Cooperation in Disaster Risk Management”.

A large number of other countries also dispatched delegations that obtained information about innovations at Security Essen – including Morocco, Norway, the USA and the United Arab Emirates.

100 Specialist Lectures and Technology Live in Action

The supporting programme at Security Essen also went down outstandingly. Around 100 lectures in the two fair-accompanying Security Forums presented solutions to current challenges in the sector. IT security was an important keyword here as well. Twice a day, visitors were able to experience technical innovations live in the Action Centre. Here, civil flying robots for site surveillance were demonstrated and security films for windows or glazed doors were tested with iron ball bearings, Molotov cocktails and explosion attempts.

Spectacular things happened on the Fire Protection Day too: Here, it was possible to experience, amongst other products, fire suppression installations and CAFS fire extinguishing appliances live in use. As the premier global fair, Security Essen also supported the sector with regard to the promotion of the up-and-coming generation: On the Training and Further Education Day, schoolchildren, lateral entrants and students were able to obtain information about training courses and occupational perspectives in the security industry.

Visitors will return

Visitors and exhibitors gave top marks to the premier global fair. They praised the range on offer at the fair and the very high quality of the visitors. It was noticeable that one in three of the visitors stayed at the fair for two days or longer this year – a very good value. With a view to 2016, 92 percent of the visitors and 86 percent of the exhibitors indicated that they would be involved in the 22nd Security Essen from September 27–30, 2016. ■



Access control manufacturer Nedap made sure their brand was clearly visible during the show.



Deister Electronics GmbH showcased their RFID products and Thomas Blum from the sales department and the General Manager Anatoli Stobbe seemed happy with the visitor response.



Export Sales Manager Tony Sinden and his colleague Silke Scheffer from Geoquip enjoyed being an exhibitor at Security Essen.



Ondrej Cadil, Petra Simanova and Jan Spinka from Sieza – from Czech Republic security system integrator – enjoyed showing their services at the Security Essen show.



Eyevis exhibite. Patrick Schaich, Sabrina Rashke and Markus Schlögl was present at the stand.



Russian manufacturer Forteza was displaying their range of Perimeter protection products, which kept Anton Shcherbakov, Natalia Magomadova and Konstantin Dementjev busy.



The Italian company Videotec is always present at the big international security exhibitions. So no surprise that Luca Laghetto, technical support and the Marketing Manager Alessandro Franchini enjoyed some hectic days in Essen.

HIGH-TECH AT YOUR FINGERTIPS.



Lars G Pedersen and Todd Smith from S2 Security Corporation met up with Wolfgang Herber from Kötter.



iLock, the lock manufacturer from Finland, had Sonja Tuukia and Eric Kewel on their stand.



Network video product manufacturer Mobotix proudly presented a large choice of different options for surveillance. The CEO, Klaus Gesmann, and the CTO, Oliver Gabel, met up with visitors on the stand.



Raytec's Sophie Collingwood and Tony Withing were proud of the Award that the company received for their innovative lighting devices for video surveillance applications.



Christina Senninger from Dallmeier had the pleasure of presenting some new models from the company's patented Panomera multi-focal sensor technology.



Maike Hermanns and Aline Pätzold from Vidicore GmbH were caught on camera.



The access control provider Evva Sicherheitstechnologie exhibited, represented by Martin Kernthaler, Nina Dominia and Pedro Martin.



Arecont Vision displayed their video surveillance cameras at the show. Tomas Styrbjörn, Henrik Andersson and the Vice President for Europe, Ivo Drent, was all available for demonstrations at the stand.



GJD's Ana-Maria Sagra and Greg Stuttle enjoyed the show.



Nicole Huffer, Marketing Manager of German digital lock manufacturer SimonsVoss was satisfied with the visitor flow to the stand.



Milestone Systems expose their open video management system platform, now also including an access control modul.

The digital SmartHandle 3062 makes doors intelligent in just a flick of the wrist. The high-tech fittings ensure that only authorised persons are allowed access, and that within exactly defined time windows. Freely programmable, direct and virtually connectable. Thanks to the simple SnapIn installation method, the SmartHandle can be installed without any cables in just a few minutes. Extremely long-life button cells ensure up to 130,000 open and closing procedures with no worries. The fittings were even awarded the red dot design award: intelligence can so be nice to look at too!

Phone: +49-89-99228-0 | www.simons-voss.com

Simons Voss
technologies

Register at
ifsecindia.com

The leading security and fire event of India



Compare, contrast and source the latest cutting-edge security, and fire products.

IFSEC has been at the heart of the global security market for more than 40 years. We've been helping you meet suppliers and clients, learn about the latest technology and industry trends and discover the best solutions to keep your business and clients secure.

Attracting more than 10,000 visitors, IFSEC India is the largest and most prestigious security & fire safety event, with products being displayed including – CCTV & video surveillance, biometrics & RFID, integrated systems, access control, cyber security, integrated systems, physical security, perimeter protection, fire detection systems, intruder alarms and fire alarms.

Join the conversation at #IFSECIndia @IFSEC

Register today at www.ifsecindia.com

Organised by



Part of



www.ifsecindia.com

Security Events Calendar

November



24-26 November The International Security Cooperation Summit – Dubai, United Arab Emirates

Organiser: IOSI
Tel: 1.604.365.4358
Email: information@iosiglobal.org
Website: theinternationalsecuritysummit.com

December



2-3 December Transport Security Expo 2014, London, United Kingdom

Venue: Olympia
Organiser: Nineteen-events
Tel: + 44 (0) 208 947 9177
Email: pbloxsome@nineteen-events.com



9-11 December World Borderpol Congress – Budapest, Hungary

Venue: Kempinski Hotel Corvinus Budapest
Organiser: Borderpol / Torch Marketing
Tel: 44-7725318601
E-mail: neilw@torchmarketing.co.uk
Internet: www.world-borderpol-congress.com



11-13 December IFSEC India 2014 New Delhi, India

Venue: Pragati Maidan, New Delhi
Organizer: UBM India
Telephone: +91 (0) 11 23233975
E-mail: pankaj.jain@ubm.com
Internet: www.ifsecindia.com

2015 January



18-20 January Intersec 2015 Dubai, United Arab Emirates

Venue: Trade Centre Arena and Sheikh Saeed
Organiser: Epoc Messe Frankfurt GmbH
Tel: +971 4 389 4500
Fax: +971 4 358 5511
Email: intersec@uae.messefrankfurt.com
Website: www.intersecexpo.com

March



5-7 March 2015 IFSEC Istanbul Istanbul, Turkey

Venue: Lutfi Kirdar Convention Center Istanbul
Organizer: UBM
Telephone: +44 (0) 20 7921 8057
E-mail: kristan.johnstone@ubm.com
Internet: www.ifsec-istanbul.com



10-12 March ISC Brasil 2015 – São Paulo, Brazil

Venue: Expo Center Norte
Organiser: Reed Exhibitions
Tel: +55 11 2129-6303
Email: isc-expo@reedalcantaranevents.com.br
Website: www.iscbrasil.com.br



24-25 March Sectech Norway 2015 Oslo, Norway

Venue: Oslo Kongressenter

Organizer: Ar Media International
Telephone: +46 8 556 306 80
E-mail: deniz.baykal@armedia.se
Fax: +46 8 19 10 11
Internet: www.sectech.nu



25-28 March Security Expo – Sofia, Bulgaria

Venue: Inter Expo Center
Organiser: Bulgarreklama Agency
Tel: (+359 2) 9655 275
Fax: (+359 2) 9655 231
Email: safety-security@iec.bg
Website: www.securityexpo.bg

April



13-16 April MIPS – Moscow, Russia

Venue: All-Russian Exhibition Center
Organiser: ITE Group
Tel: +44 20 7596 5079
Email: agnius.kazlauskas@ite-exhibitions.com
Website: www.securityshows.com/Find-an-Event/MIPS



14-16 April Interpol WORLD 2015 Singapore, Singapore

Venue: Sand Expo & Convention Center
Organiser: Interpol
Tel: +65 6389 6614
Email: davidlim@mpinetwork.com
Website: www.interpol-world.com



15-17 April ISC WEST – Las Vegas, United States

Venue: Sands Expo
Organiser: Reed Exhibitions
Tel: +(203) 840-5831
Fax: +(203) 840-9831
Email: ssesa@reedexpo.com
Website: www.iscwest.com



21-22 April Counter Terror Expo London, United Kingdom

Venue: Olympia
Organiser: Clarion Events
Tel: +44 (0) 20 7384 7776
Email: peter.orford@clarionevents.com
Website: www.counterterrorrexpocom



28-30 April Secutech – Taipei, Taiwan

Venue: Taipei World Trade Center Nangang
Organiser: Messe Frankfurt
Tel: +886 2 2659 9090
Fax: +886 2 2659 9069
Email: services@secutech.com
Website: www.secutech.com/15/en

May



9-11 May 2015 China Lock & Safe Expo 2015, Guangzhou, China

Venue: Canton Fair Exhibition Hall
Organiser: Guangzhou Grandeur Exhibition Services Co., Ltd.
Tel: +8618023542949
Email: sarahtse@yeah.net
Website: www.lock-china.net

June



8-13 June Interschutz Hannover, Germany

Venue: Convention Center (CC)
Organizer: Deutsche Messe
Telephone: +49 511 89-31604
Fax: +49 511 89-34013
Internet: www.interschutz.de

July



14-16 July Securexpo East Africa – Nairobi, Kenya

Venue: Kenyatta International Conference Center
Organiser: Montgomery Eco
Tel: +44 (0) 207 886 3034
Email: alexander.angus@montex.co.uk
Website: www.SecurexpoEastAfrica.com

September



22-24 September Safety & Security Amsterdam, Netherlands

Venue: Amsterdam RAI
Organiser: RAI Exhibitions
Tel: +31 (0) 341 253685
Fax: +31 (0)20 549 1843
Email: h.v.egdom@rai.nl
Website: www.rai.nl



22-24 September SecurityUser Expo 2015 Copenhagen, Denmark

Venue: Bella Center
Organizer: AR Media International
Tel: +46 8 556 306 80
Fax: +46 8 19 10 11
E-mail: info@armedia.se
Internet: www.armedia.se

October



5-7 October Fire India 2015 – New Delhi, India

Venue: PragatiMaidan
Organiser: Reed SI Exhibitions
Tel: +911145055500
Email: info@reedsi.com
Website: www.fire-india.com

November



2-5 November Defense & Security 2015, Bangkok, Thailand

Venue: IMPACT Exhibition Center
Organiser: Thailand Convention & Exhibition Bureau
Tel: + 662 642 6911 ext. 121
Email: info@asiandefense.com
Website: www.asiandefense.com



11-12 November Sectech Sweden 2015 Stockholm, Sweden

Venue: Rica Talk Hotel, Stockholm
Organizer: AR Media International
Telephone: +46 (0)8 556 306 80
E-mail: deniz.baykal@armedia.se
Fax: +46 (0)8 19 10 11
Internet: www.sectech.nu

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

Security buyers guide

Access Control



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

CCTV



Security Tech Germany

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



Bosch Security Systems BV
 Torenallee 49, 5617 BA Eindhoven
 The Netherlands
 P.O. Box 80002
 5600 JB Eindhoven
 Tel. +31 40 2577185
 www.boschsecurity.com

Marijke.Raaijmakers@nl.bosch.com

Security Vision Systems



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

Integrated Systems



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

Perimeter Protection



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



outdoor protection
 our profession

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



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

A true EMEA publication

– can you afford to be without it?



A one year
 subscription,
 4 issues,
 costs only 49
 Euros!

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

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

Log into: www.detektor.com and subscribe today!

armedia

Connecting Security Buyers and Suppliers

AR Media International AB, Västberga Allé 32 126 30 Hägersten, Sweden
 +46 8 556 30680, info@armedia.se, www.armedia.se

Spread your word!

ADVERTISE HERE: SECURITYWORLDHOTEL.COM
**SECURITY
 WORLDHOTEL.COM**



BANK

LILIN bank surveillance solutions improve protection against threats such as robbery, fraud, and violence through cutting-edge functionality

LILIN can equip all branches with the best-of-breed video surveillance security equipment and systems. Teller windows, processing rooms, ATM's, parking lots, lobbies and common areas are all monitored by high-quality video cameras for the safety of customers, employees, and staff.

Bank surveillance is featuring:

- ✓ Instant playback
- ✓ 24/7 day and night operation
- ✓ Stay ahead of fraud and violence
- ✓ Motion detection and event notification
- ✓ Video redundancy – multiple backup systems provided
- ✓ Monitor multiple branches from a central locations or mobile location



MERIT LILIN ENT. CO., LTD.

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

Australia / China / France / Germany / Hong Kong / Italy / Malaysia / Spain / UK / USA

intersec

1/18-1/20 2015
SA-A33 (Dubai)

smart Evolution

Smart Search

Smart Playback

Smart Backup

Smart Detection

Smart Control

Smart Codec

MAKING INTELLIGENCE SIMPLE

Hikvision Smart IP Solution

Representing the next generation of surveillance, Hikvision Smart IP solutions feature a simplicity that puts the power of intelligent surveillance management at your fingertips. Bringing together a new wave of smart technologies including Smart Detection and Smart Search, Hikvision Smart IP solutions incorporate comprehensive prevention and response measures to promote event detection and quicker response times. Smart IP solutions provide total control and professional security measures to help protect what's most important to you.



Headquarters

No.555 Qianmo Road, Binjiang District, Hangzhou, China
Tel: +86-571-8807-5998 Fax: +86-571-8993-5635
Email: overseasbusiness@hikvision.com
Technical Support: support@hikvision.com