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kick-start 2015**

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Lennart Alexandrie, Publisher

Japanese giants kick-start 2015

At the end of 2014 the South Korean conglomerate Hanwha Group took control of Samsung Techwin through an acquisition of a 32 percent of the stake. With the Canon acquisition of the Swedish IP-camera manufacturer Axis, 2015 is off to a flying start.

Judging by their own standards of expecting to become number 1 or 2 in any market they enter, Samsung were not successful in the video surveillance technology market. Samsung Techwin has grown rapidly over the last decade and was ranked as the fifth largest supplier of video surveillance equipment globally in 2013 by IHS. However, they did not gain market share, which certainly played a role in Samsung's decision to sell off the Techwin division, according to Jon Cropley, principal analyst for video surveillance and security services at IHS.

In the case of Canon, the situation is reversed. Canon has not succeeded as a provider of video surveillance products, despite their increasing portfolio of products. In June 2014 they surprisingly became an increasingly more important player in the market through the acquisition of Milestone Systems, a global market leader in VMS. With the acquisition of Axis, Canon will quickly become a dominant player in the video surveillance technology market. All achieved in less than a year! The deal, if it goes through, means that we have experienced the biggest acquisition in security technology history. Pelco was acquired by Schneider in 2007 for a little over 1.5 billion USD. Pelco was at the time the global leader in the CCTV industry and their base was analogue cameras. Canon is about to pay 23.6 billion SEK, equivalent to 2.4 billion Euros, for Axis, the global leader in IP cameras. It is an enormous deal where Canon uses 7 percent of its market capital for this sole acquisition. But with that they also get a company that is the undisputed world leading IP network camera manufacturer. And as Jim Mchale at Memoori summarised the situation for Canon after their purchase of Milestone and their coming acquisition of Axis: "With the

union of Axis they now get the best in technology, scale and additional software capability."

Another interesting deal is that Panasonic has entered into an agreement to acquire all shares of the Texas-based video management software company Video Insight, Inc., as part of its strategy to expand business opportunities in the education market in North America. This deal should be seen in the context of Panasonic Group's aim of reaching 10 trillion yen in sales by 2018. B2B solutions, including security systems and video surveillance, will play an important part in achieving this high growth globally.

The recent actions taken by Avigilon Corporation in the field of video analytics is yet another important factor for the security technology sector. At the end of 2014 the Canadian company completed the acquisition of the entire patent portfolio and the patent licensing programme of Objectvideo, Inc. For a cash consideration of US\$80.3 million. These video analytics patents, now acquired by Avigilon, are licensed and deployed by leading IP video manufacturers around the world. Under this acquisition, Avigilon has acquired all of Objectvideo's 76 US and international patents and over 50 US and international patent applications.

Further to that, Avigilon has now followed up this deal with Objectvideo, through the acquisition of 96 US and international patents and 25 US and international patent applications from four unrelated vendors for an aggregate cash consideration of US\$13,375,000. With the acquisition of these patents, Avigilon now holds 213 US and international patents plus 215 US and international patent applications.

These acquisitions are sending shock waves into the video surveillance technology industry. With all their acquired patents in video analysis Avigilon can dictate the terms of how their video analytic algorithms may be used by other competing companies, claims Jon Cropley at IHS.

For sure the actions by Canon, Panasonic and Avigilon have given 2015 a real kick-start.

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REVIEW



A new record for Intersec

Intersec Dubai 2015 broke all previous attendance records by attracting some 27,455 visitors from more than 120 countries – this represents a 10 per cent increase on last year's numbers.

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*Jim Mchale,
Managing
Director
at Memoori.*

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Situated in South West London, Twickenham Studios offers a bespoke service to all media, including film and television, and can claim to be the only London based studios that caters for both stage and post-production requirements.

Samsung protects film studios

London, UK

The very latest Samsung Techwin video surveillance technology is playing a key role in helping create a safe and secure environment for all who work on a site which first opened to the world of film in 1913.

Situated in South West London, Twickenham Studios offers a bespoke service to all media, including film and television, and can claim to be the only London based studios that caters for both stage and post-production requirements.

Despite working on highly successful films, such as 'The Others', 'Best Exotic Marigold Hotel' and 'The Iron Lady', the Studios went into administration and in 2012 seemed destined for demolition. However, following a successful "Save Twickenham Studios" campaign, the site was purchased by British businessman and property magnate Sunny Vohra, who quickly implemented a multi-million pound plan to modernise and re-equip the Studios.

With the need to ensure that valuable production equipment and other assets will not be an easy target to would-be thieves, Carl Childs, Head of Engineering for Twickenham Studios was tasked to source a video surveillance system that would allow the monitoring

of all activity throughout the studio. "The cost implications of having to replace equipment can be significant, but equally important was the need to safeguard against any disruption to film production and to verify 100% compliance with the Studio's strict health & safety procedures."

With the assistance of Aray Architects, a tender process resulted in video surveillance specialists Securebase being awarded the contract to install a 28 camera IP network based system.

"Having successfully installed Samsung Techwin security equipment on a number of previous occasions, we were pleased to see that Twickenham Studios had specified the company's cameras for this particular project," said Dariush Hekmat, Director of East Finchley based Securebase. "We needed to install and commission the system within one week and so it was very helpful that all cameras and recording equipment were sourced from a manufacturer who we had confidence in, and whose

products we were familiar with. This was very much a team effort. We received excellent technical support from Samsung Techwin and our ability to complete the project on time was further enhanced by Twickenham Studio's engineering department overseeing the professional installation of an IP network infrastructure before we arrived on site. With the Samsung Techwin featuring POE (Power over Ethernet), installation time was further reduced as this negated the need to install power points at each camera location."

27 of the installed cameras, which are equipped with Samsung Techwin's Open Platform WisenetIII DSP chipsets, are capable of capturing 2MP full HD (1080P) images when the lighting level is as low as 0.01 Lux and have an ultra fast frame rate of 60fps which results in latency free clear images. This can be particularly beneficial in a scene with moving subjects by ensuring image edges are kept sharp and clear. 13 of these cameras are SNO-6084R weather resistant bullet cameras, 10 are SNV-6084R vandal resistant dome cameras and 4 are SND-6084R

internal dome cameras. All are day/night cameras with motorised varifocal lens and have built in IR LED illuminators to capture high quality images, even in total darkness.

An SNF-7010 360-degree 3 megapixel camera has also been installed at a specific location at the Studio where a large number of standard cameras would normally be required to monitor such a large area without any blind spots.

The images from all 28 cameras are simultaneously recorded on a Samsung Techwin SRN-1000 network video recorder which has 12 terabyte on-board storage capacity, enabling Carl and other authorised personnel, to quickly retrieve recorded video evidence of any suspicious activity.

"By investing in a future proof IP network based video surveillance system that can be expanded at any time if our requirements change, we have put in place a highly effective tool which should help us to protect our assets and maintain a welcoming, as well as safe environment, for many years to come for everyone who visits or works at the Studios," said Carl. ■



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Touchless biometrics protects Mecca University

Pfaffikon, Switzerland

Touchless Biometrics Systems' partner in Saudi Arabia, Business City, has successfully implemented a state-of-the-art 120-unit 3D solution in the colleges of the Umm Al-Qura University in the City of Mecca.

Umm Al-Qura University in the City of Mecca, KSA, is one of the most prestigious institutions in the Islamic world. Its colleges occupy over 60 buildings, with more than 3000 staff on-site.

When the University identified the need for a time & attendance system, the scale of the installation called for a scrupulous examination of the most advanced biometric technologies available on the market.

The solution had to address several challenges. One such

challenge was to securely and intelligently manage a large number of users, to display in Arabic language, to be easy to use, and most importantly, to solve the common challenge of "critical fingerprints", such as thin skin resulting from diabetes, high pigment skin, and fingers decorated with henna.

TBS 3D Touchless finger scanning technology is thought to be unique worldwide. The three-dimensional and contact-free sensor technology captures the highest possible quantity of fingerprint



New biometrics system protects Mecca University.

details, guaranteeing significantly higher security than any other biometric system. Contact-free solutions qualify in particular for higher risk, large user groups or hygienically sensitive applications. The Swiss company Touchless Biometric Systems (TBS) claims further that TBS 3D increases

efficiency without compromising on security levels and maintaining high acceptance threshold for critical fingerprints.

TBS has built a strong presence and reference base in the Middle East with installations in over 30 Government organisations.

State police select Raytec

Northumberland, UK

The Illinois State Police Department have chosen Raytec's award-winning Vario Infrared LED Illuminators to provide high performance surveillance lighting for an urban concert park. With large public events regularly taking place in the park, good lighting was required to improve CCTV image quality for ensuring public safety and reducing crime.

The previous street lighting along the park's pathways did not provide optimal illumination for night time surveillance. It produced a highly uneven spread of light and was not aligned with the camera field of view, leading to poor quality, unusable images with insufficient detail and dark areas. This resulted in some areas of the park being unmonitored and open for vandalism.

Furthermore, the park surveillance system requires regular modification for different events, so a lighting solution was needed that could be quickly adapted. This led to the Police Department approaching Illinois based security integration company 'Mobile Pro

Systems' specialists in mobile and rapid deployment surveillance solutions – they recommended Raytec Infrared LED lighting.

"We had previously carried out extensive trials with illuminators from several different manufacturers," comments Joe Anaya, Project Manager from Mobile Pro "and we selected the Raytec Vario infrared illuminators as the clear winners."

"The Vario IR illuminators produced crisp and clear illumination and excellent CCTV images at night without bright or dark spots, with an illumination range that spanned further than its opponents while requiring less power."



Vario holographic lens technology with Hotspot Reduction Technology provided the even light distribution needed for the camera system to provide clear, sharp and detailed images of the scene at night. Choosing an infrared LED solution also meant that there would be zero light pollution and no disturbance to the park events.

Power consumption was also a key factor in choosing the illuminators for this project. Vario Illuminators were able to deliver an outstanding performance up to 310m (1010ft) with minimal environmental impact, consuming significantly less power than competing illuminators.

Vario i8 models were specially integrated into an all-in-one camera and lighting system from Mobile Pro for ease of transport and installation on site. "Our systems are based on mobility and rapid deployment so we also needed a robust illuminator that could be adjusted on the fly without the need of a service technician," further comments Joe. "Vario's interchangeable lens filters allowed us to easily change the beam angle on site for the highest level of flexibility on demand. We are delighted to say that the Raytec product line has become a standard offering on all of the Mobile Pro Systems".

The Illinois Police Department commented, "The Raytec lighting technology has allowed us achieve a fit for purpose system with minimal environmental impact, and has greatly reduced system setup time. We couldn't be more pleased with the results."

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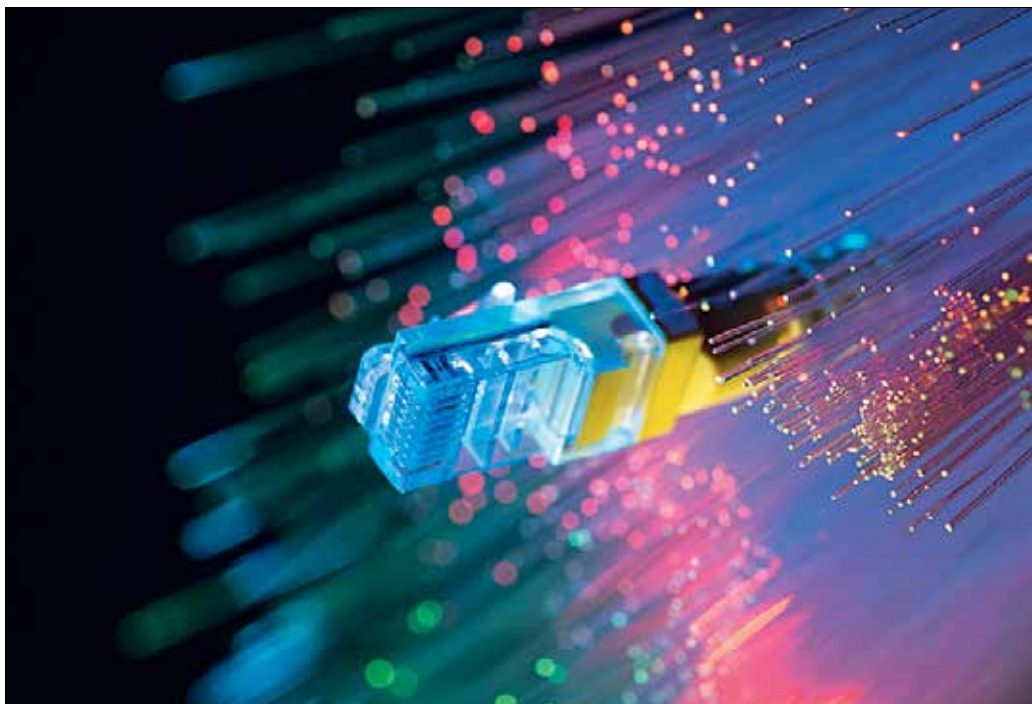
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Jim Mchale, Managing Director at Memoori.

Internet of Things will determine the IP video surveillance tipping point

The era of Internet of Things (IoT) has just begun and will have an enormous impact on our personal lives as well as on the business in all sectors. The security market is no exception. For sure it will play a vital role for the growth of the IP video surveillance market, according to Jim Mchale, Managing Director at Memoori and the author of this article.

The discussion on the tipping point of IP Network cameras started some 10 years ago and forecasting “the date” has gone on ever since... with every prediction turning out to be too optimistic. With time the explanations for its demise have become more valid, no longer over exuberant best guesses based on poor data.

Currently the combination of a slowdown in growth of IP cameras and the very significant reduction in analogue camera prices is given as the reason but this is not the cause. Our annual review on the physical security market shows that the penetration of IP video in enterprise business and the large and medium sized building sector has slowed down.

Growth from these sectors will now depend upon more building construction and major infrastructure projects.

For the time being going down the food chain to smaller buildings where IT Infrastructures are not commonplace and buildings operators lack the skills to realise the benefits of IP cameras is going to be a hard sell. However this is a high volume market and a significant proportion of it comes within multiple estates where the IoT can realise benefits.

So it looks like a realistic opportunity can be opened up now. IP innovations will continue to develop this market opportunity but annual growths of 40/50% achieved by the major IP camera suppliers only a few years ago

is dependent upon the progress of IoT.

IP webcams in the home automation market have an enormous potential and a new set of competitors are gearing up to take this market including

Google through its acquisition of Dropcam last year for \$550m.

This market of course requires a very different business model and the strong brand and channel infrastructure of the major suppliers to the commercial market will not count for much.

Twice before over the past 50 years, information technology developed in the West radically reshaped competition and strategy. The third transformation – The Internet of Things – has now started. IP network cameras can play a vital part of this transformation. They are the “Swiss Army knife of Sensors”. Analogue cameras obviously cannot play a part in this world.

The future growth of IP video cameras will now depend upon how fast IoT is taken up by building owners and operators. This will be influenced more by the progress made by providers of enablement hardware, network communications services and IoT data services than the suppliers of IP video surveillance and other building automation suppliers.

The good news is that all the world's major IT communications and software companies are pumping billions of dollars into the IoT business and it is now too big to fail.

In the meantime the leaders of IP video cameras need to keep on knocking at China's door. It is the biggest video surveillance market in the world but has the lowest penetration of IP cameras. The Chinese government last year announced that they will invest in a massive research programme into the Internet of Things (IoT). Part of that programme will include making safe cities smart and that cannot be done without IP network cameras.

Western IP technology will be required here, because winning in the IoT game will bring a colossal impetus to growth and prosperity to all economies and protecting the interests of local camera manufacturers is not going to be allowed to get in the way.

Jim Mchale
Managing Director at Memoori

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What are the major advantages

What are the major benefits of cloud services and how can customers feel confident they are safe? Which product categories within the physical security industry are best suited for cloud services? Detektor has discussed this and more with four players within the industry: Axis, Stanley Security, Genetec and Securitas.

By Henrik Söderlund

Companies within the physical security industry define cloud services in different ways. Anders Geeber, CTO of Securitas in Sweden, views cloud computing as a more modern version of what has long been called hosted services. He argues that although the method has changed, the actual value for the customer has not. Nick D'hoedt, Regional Sales Director for Benelux, DACH & Nordics at Genetec, maintains that cloud services are all about infrastructure and less about information archiving: "We keep the complete IT infrastructure needed to host the applications and archiving away from the client. One could also see it as Security as a Service", he says.

Martin Andersen, Product Manager for Axis Video Hosting System, says: "Cloud technology provides a scalable and elastic computer and network infrastructure that can be leveraged when delivering various services. The elasticity means that you only pay for what you use and that you can quickly scale up or scale down depending on your needs."

Finally, Martyn Ryder, Director of Product Management at Stanley Security Solutions, says that Stanley's cloud services have three characteristics: "Firstly, any solution or services where we are hosting and or managing the customers solutions. Secondly, where data is held in a central location managed by us, and finally, we give access to the solution or manage it directly for our customers".

Which product categories within the physical security industry are best suited for cloud services

(video surveillance, access control, alarm systems)? Why?

Martin Andersen: "A cloud-based platform is suitable for delivering services for multiple product categories. The key is to identify how to utilise the benefits of the cloud technology and combine it with benefits of existing product capabilities in e.g. cameras, access control hardware etc."

Anders Geeber: "Access control and video surveillance. The reason for that is that the market does not trust alarms as much as the other areas when it comes to remote services."

Martyn Ryder: "I would say all of them, it really depends on the situation of our customers. Many of them do not necessarily have the time or the people to manage locally installed solutions, nor do they have the free cash to be able to invest in capital equipment."

Nick D'hoedt: "Today video surveillance would be the first hit as that is the technology that needs the highest IT standards and the maximum archiving capacity. But once in the cloud it would be the logical setup to include the other technologies as well."

What are the major benefits of cloud services?

Martin Andersen: "From a service provider perspective a cloud based service scales well and the cost is proportional to how much the service is used. Another key



Martin Andersen, Product Manager for Axis Video Hosting System.



Anders Geeber, CTO of Securitas in Sweden.

point is the benefit of having all of the components of the system connected to a central system. This allows the service provider to manage and maintain the system centrally. This can dramatically reduce, for example, how often a service technician has to go on-site to maintain and troubleshoot. From an end user perspective the benefits will be a range of new add-on services that are offered, for example, on a monthly subscription."

Anders Geeber: "Simplicity. If the customer decides to manage servers and software itself, employees have to learn how to do that. Small businesses are not doing this on a regular basis and if a key person quits, all knowledge will be lost. Outsourcing is a matter of convenience for the customers and it also reduces the risks. Flexibility is another major advantage – it is easy to scale up or scale down."

Martyn Ryder: "The main advantage is being able to buy a small space in an enterprise system without the price tag of a full enterprise system. Also there is the convenience factor – being in the cloud can help with speed of deployment and standardisation, along with the fact that now everyone is more mobile than ever in their day to day working lives. They can access these solutions on the fly from mobile devices and keep in touch and manage their solutions when away from the office."

Nick D'hoedt: "Smaller organisation do not have to bother about hiring IT staff and handling the procurement and maintenance costs of a fast evolving IT environment. As Genetec not only works on Microsoft Azur but also maintains the software themselves you have a warranted best in class support and knowledge level. Larger organisations would then benefit from an archiving structure that can be adapted on demand."

What are the disadvantages and risks with cloud services?

Martin Andersen: "Cloud based services can be deployed in just as a secure manner as any other IT based service. Cloud infrastructure providers are experts in providing a secure infrastructure that fulfill the highest security standards from both the private and public sector. In many cases the major providers of cloud infrastructure are more secure and have better processes in place compared to smaller companies with their own IT departments."

Anders Geeber: "Of course there are risks, but I do not consider IT services as the major risk. The choice of brand is very important if you want to be able to change provider of cloud services in the future. Some of the companies that provide cloud services today use systems where they have market exclusivity. This type of hold is

of cloud security services?



Martyn Ryder, Director of Product Management at Stanley Security Solutions.

rarely discussed. The customer is bound to the supplier and this can often be an unforeseen risk."

Martyn Ryder: "With CCTV the disadvantages still sit with the amount of data being sent and stored – there are associated costs for this such as internet charges and also bandwidth limitations which makes it difficult today to deploy high camera counts. The other disadvantage is if connection is lost e.g. internet failure, then up to date information is not there at your fingertips, but solutions are in place to make sure once back on line everything is brought up to date."

Nick D'hoedt: "As far as we see it, we have a security risk level that will be the lowest. Who could better secure and run the Microsoft Azur environment than Microsoft, and who could best maintain their own solution than Genetec. Even the European commission is blue stamping the Microsoft Azur. In the US, banks and even complete cities are trusting the combined network and its embedded solution."

How safe are cloud services and how will customers be able to understand how safe they are?

Martin Andersen: "One key question is, whether these security



Nick D'hoedt, Regional Sales Director for Benelux, DACH & Nordics at Genetec.

services should be sold on the basis of being a "cloud service". Cloud in itself does not provide any significant benefit to the end customer – it is how the service provider builds services based on the cloud technology."

Anders Geeber: "It is very difficult to say exactly how safe it is. We are facing the exact same problem as other industries when it comes to dealing with secure logins, redundancies, access resources, and so on. Add to this that we often open up a connection from ourselves to the customer's network. The most demanding dialogue in this type of business is the choice of security solutions, which often is made together with our customers."

Martyn Ryder: "The easiest way to understand is to liken it to internet banking – we have increasingly less need to go to the local bank branch to carry out transactions, we just hop on a computer, go through security clearance and do what we need to do. There is an argument that cloud services can be safer than onsite installations – for example if someone broke into your business and stole a recording device – they have all your video. In the cloud we take away these threats as it is locked away in enterprise data centres."

Nick D'hoedt: "The knowledge level and infrastructure size for

cloud solutions are much bigger than those that an independent organisation could set out."

How will customers work within the systems? For example, who should add permission/authorisation for access control services – the end customer or the provider?

Martin Andersen: "This depends on the service that is being offered. An alarm company that is deploying video verification may not want the end customer to use the video cameras for their own use, and as such the end user should not work in the system. However, in other, perhaps more attractive solutions, the end user can use the video system in his everyday life – e.g. in a retail store to investigate theft or fraud. For access control the service provider can sell both a "managed by" solution and a "manage it yourself" solution depending on the customer needs and willingness to pay."

Anders Geeber: "It is up to the customer to choose. He or she can let us take responsibility and we will set up a routine for how to manage it and then we do the job. Then there are customers who are happy to pay for a service but will perform part of the administration or service themselves, for example through a web interface."

Martyn Ryder: "This really depends on our customer's needs. The beauty of the cloud is that it becomes a hybrid model, either our customer manages the solutions or we can do this for them – they can start off managing it themselves and in time we could take over this service – with no new investments in hardware or software, companies can adapt to changing business needs."

Nick D'hoedt: "The customer remains responsible for their own

domain, as before. Microsoft and Genetec will ensure the technological functioning of the system."

How big are cloud services today? How big will it become in the future?

Martin Andersen: "Cloud services are already very popular with services targeting consumers, and it continues to grow. Many security companies have an agenda to move away from having "feet on the ground" and instead focus on services that are enabled by technology. The future winners of the security industry are those who take full advantage of technology, and in this scope, taking advantage of cloud services."

Anders Geeber: "Cloud services are definitely here to stay when it comes to video surveillance and access control. However, I am more uncertain about intruder alarms and fire alarms. The technology allows for more than regulations do and cloud services for fire alarms will take longer to break through since regulations are stricter and there are not as many managing the facilities. In summary, cloud services will grow."

Martyn Ryder: "In Europe today they are not as big as in other geographical locations but there is plenty of opportunity for growth. How big it will become is hard to say – cloud computing may become the norm. We will utilise it where we feel best but will still have elements where a locally installed solution will be preferred, but the balance may shift in time – it will really be depend on whether the customer feels that the cloud is safe and that it makes economical sense."

Nick D'hoedt: "Security in the cloud is still small, but it is already growing exponentially and in the end, the cloud will have no limit." ■

Video surveillance technology growth set to exceed 10% in 2015

London, UK

The global video surveillance industry can defy conventional market logic, resist product commoditisation and still grow by more than 10 percent in 2015, according to a new white paper from IHS Inc.

The global market for video surveillance equipment was worth an estimated \$15.0 billion by the end of 2014, up from \$13.5 billion in 2013. By 2018, worldwide revenue will reach a projected \$23.6 billion, as shown in the attached figure, equivalent to a five-year compound annual growth rate of 12 percent.

"The year 2014 has been one of the most interesting – and disruptive – in recent memory for both the professional and consumer video surveillance industries," said Jon Cropley, principal analyst for video surveillance and security services for IHS. "A sharp decline in the cost of semiconductor components has ushered in a new era of price competition and the competitive landscape has shifted, with merger-and-acquisition activity affecting some of the leading global product and software vendors."

Even so, the video surveillance industry can sustain this level of fragmented supply base and overall revenue growth for a number of reasons, such as brand recognition, subtle differences in end-user requirements among geographical locations and the continued differentiation of products, as with the use of embedded analytics, for example.

Differentiation will be a key market driver for almost every equipment vendor, distributor and integrator active in the video surveillance market over the next couple of years. This trend represents the first of 10 that IHS has predicted for the video surveillance industry in 2015. The remaining trends include:

Shipments of high-definition closed-circuit televisions (HD CCTV) cameras are projected to have hit over 4 million units in 2014, climbing from just 1 million units in 2013. Led by the strong performance of technologies such as composite video interface (CVI), analogue high-definition (AHD) and transport video interface (TVI), 2015 will see the analogue portion of the market far outsell digital, serial digital interface (SDI)-type solutions. However, fierce price competition and small incremental product upgrades are expected throughout the year.

H.265 was one of the most popular topics at the Security China Show held in Beijing in October 2014, marking a shift in cutting-edge video surveillance. In 2015 China will emerge as a leading region in product development, instead of the market being driven primarily from European



Jon Cropley, principal analyst for video surveillance and security services for IHS.

and North American research and development (R&D) centres. Some leading Chinese companies now have the world's largest teams devoted to video surveillance R&D. With complete product portfolios and cost-competitive-qualified products, more Chinese suppliers are also seeking opportunities in the global landscape, gaining share in non-domestic markets.

Increasing numbers of traditional IT vendors are taking note of the opportunities in video surveillance, and the migration from analogue to network surveillance cameras has changed the way many security systems are conceived, built and managed. The global video surveillance equipment and storage market is forecast to be worth over \$28 billion by 2018.

The consumer and do-it-yourself (DIY) video surveillance market, which comprises equipment sold through in-store or online retailers, was worth \$953.4 million globally in 2013. Small

business as well as commercial end users accounted for 47 percent of the \$953.4 million total in global consumer and DIY market revenue in 2013. IHS expects to see more video surveillance vendors in the professional – not consumer – category taking an interest in this market in 2015, in order to fill out the low end of their product offerings.

Video surveillance equipment sold through distribution channels was estimated to account for 55 percent of global equipment revenue in 2013 and represent over 60 percent of European market revenue in the same year. Furthermore, these percentages are forecast to increase as integrators and installers take advantage of the benefits of purchasing equipment through distribution.

Trials of body-worn cameras as part of video surveillance systems for law enforcement have been ongoing during 2014, but 2015 is expected to be the year that firm orders and long-term partnerships are made. Body-worn cameras are not just useful as part of an overall video surveillance solution, they can also be part of a political solution in helping to promote faith in local law enforcement officers.

Embedded vision – the combination of embedded systems and computer vision – will have new implications in Advanced Driver Assistance Systems (ADAS) in the automotive industry, with innovations in ADAS filtering back into the video surveillance industry.

G4S predicts ME security market to reach over \$7B in 2015

Dubai, U.A.E

The world's largest security company has forecast the Middle East security market to be worth more than US\$7 billion in 2015.

Security firm G4S, which provides services to protect people, facilities and assets across the region, predicts an annual growth rate in the market of ten per cent across Egypt and the Gulf States.

Speaking ahead of a security conference in Dubai, G4S's

regional managing director for the Middle East, Chris Fergus, said that the energy sector continues to drive regional demand for safety and security services.

"The inherent risks involved in the extraction, transportation, and management of precious natural

resources in the Gulf, is boosting demand for security and safety services from fire alarm systems through to the provision of security officers and sophisticated technology. Companies operating across the Middle East are looking for security partners who can provide total security solutions that combine technology and expertise.

"G4S understands the wider challenges of oil and gas industry

protection and helps producers to maintain and build trust in the security of their assets, reduce operational costs and build stronger reputations by improving overall business performance. The falling oil price has renewed companies' determination to reduce production and operational costs and working with other providers of these services – including security – can help them to achieve that," Fergus explained.

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Mobile security a priority for 2015

Newcastle Upon Tyne, Tyne & Wear (UK)

More than a quarter of the global population use one or more mobile commerce services and the mobile phone is playing a key part in reinventing everyday user experiences like shopping and work. There is a growing need to implement mobile payment technology alongside enhanced mobile fraud prevention techniques, which also requires better security at an organisational level.

“2015 will see the gap widen between successful companies that harness mobile payment technologies as a secure, convenient service to consumers, and those who fall behind technologically or fail to grasp the importance of security on mobile devices and within payment transactions,” said Markus Milsted, Founder and CEO of Omlis.

Mobile payments security experts Omlis and enterprise security leader Orion SaS believe that companies should consider certain targets with respect to mobile payment security moving into 2015.

Firstly, adopt a mobile payment strategy. According to these companies, almost half of mobile users in the UK would like to use mobile payments, and one third of banking customers in the UK will switch banks for a bank that offers mobile payments this year. Transactions processed via mobile payments for traditional retailers are expected to grow 600% by the end of 2017 and alternative payment methods like mobile wallets

will account for a 20% share in Europe by 2020.

“Not only is the demand there, but there are clear advantages from accepting mobile,” said Milsted. “Mobile payment capabilities offer retailers a new chance at an omni-channel payment experience, where technology becomes more consistent, payment options are streamlined and all infrastructures allow a simple user experience for payments being taken at the till.”

For businesses deploying mobile payment solutions, real-time analysis can ensure systems are consistently up and running to provide better customer service utilising consumer data for personalised commerce. The opportunity to use mobile payments at point of sale can offer a faster and simpler payment option, allowing consumers to process a payment instantly with a direct-to-bank mobile payment. Certain mPOS systems can also make transactions more affordable for merchants



The mobile phone is playing a key part in reinventing everyday user experiences like shopping and work.

with reduced transaction fees as compared to cards.

“Mobile payment security at point of sale will continue to gain importance for retailers, who could see benefits from using the notably secure NFC technology which is becoming more widely available,” said Matt Banham, Chief Technology Officer of Omlis. “With mobile becoming a top target, mobile security will be of utmost priority for mobile app developers and more specifically those looking to deliver mobile payment processing.”

Omlis brings to market what is believed to be the first mobile payment solution designed, developed, and tested using high-integrity development processes that are typically used for security-critical applications like air traffic control. Large-scale breach of consumer information is no longer a possibility with Omlis mobile payment encryption, which accelerates payment authorisation in real-time while providing enhanced

protection of personal details. Using Omlis mobile payment technology guarantees effective and safe mobile payments.

Traditional forms of cybercrime like password and payment fraud will still be problematic in 2015, but larger scale corporate attacks and hacking the Internet of Things (IoT) will also be at a heightened risk.

“In 2014, the breaches were most commonly attributed to basic security failures. The major attacks at Target and JP Morgan Chase were attributed to simple security failures like phishing attacks on single users and failure to implement two-factor authentication,” said Simon Cairns, Director of Orion Software and Services and leading enterprise security expert. “We advise businesses to put procedures in place before an attack happens, using anti-phishing tools and cloud security. Starting the New Year with a goal to be proactive toward securing company information should be every organisation’s top priority.”

Biometric authentication to see huge growth by 2019

Basingstoke, Hampshire (UK)

A new report from Juniper Research has found that that more than 770 million biometric authentication applications will be downloaded per annum by 2019, up from just 6 million this year and dramatically reducing dependence on alphanumeric passwords in the mobile phone market.

The report – Human Interface & Biometric Technologies: Emerging Ecosystems, Opportunities & Forecasts 2014-2019 – found that a number of high-profile deployments of biometric authentication techniques would drive wider adoption. It highlighted Apple’s combination of Apple’s Touch ID authentication allied to tokenisa-

tion in NFC payments as a key case in this regard.

It argued that fingerprint authentication would account for the overwhelming majority of such apps in the medium term, driven by increasing deployment of fingerprint scanners within mid-range smartphones. However, the report found that other

forms of biometric identification that do not require embedded hardware are also emerging, such as Descartes Biometrics’ ERGO ear print biometric authentication app and Nuance’s voice authentication service.

A key benefit of biometrics identified by the report was its capability to enhance accessibility by reducing rejection rates of authentication systems. It argued that in addition to the enhanced security, biometric applications can improve the user experience by making it low friction and easy for the consumer to make transactions.

The report also claimed that as consumers seek to reduce the likelihood of their social media profiles being hacked, service providers such as Facebook may turn to facial scanning to add value through increased authentication security.

However the report cautioned that there was a real need to reassure consumers of the security of biometric technologies over alphanumeric authentication and warned that significant public education would be necessary for this potential of the technologies to be realised.

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Remarkable Local Display
Chain Store



Mobile Phone / Tablet
Home and On the Go



Asia and the Far East has been the security technology supply “factory” for the global market since before the nineties due to the low manufacturing costs in the region. But lately, these Asian companies have been demonstrating that they can make a big difference in the security technology market by performing in other areas aside from just their “factory” role. Today, several Asian companies have become well known international brands and are challenging the leading European, American and Japanese brands on the security market.

Detektor has met up with some of these companies that have already made an impact and are growing fast on the international scene, to discover their views and motivations.



The Hikvision headquarters are located in Hangzhou.

Hikvision expands on the global market

– with a growth rate of 60% in 2014

As the world’s largest provider of video surveillance products and solutions for three consecutive years, Hikvision has made clear that it is no mayfly. With sales revenue of 2,82 billion US-dollars and a growth rate of 60% in 2014, Hikvision continues to strengthen its position on the global market.

Detektor’s Editor-in-Chief visited Hikvision’s headquarters in Hangzhou to find out more about the company.

By Lennart Alexandrie

Hikvision Digital Technology, now publicly listed on the Shenzhen Stock Exchange, was founded in 2001 and has grown from a small company of 28 people into a global enterprise with over 10,000 employees. The product line ranges from front-end cameras

and back-end devices to video management software.

Chinese video surveillance products used to be synonymous with low prices and poor product quality. With the success of Hikvision, things have changed. As a Chinese pioneer Hikvision has

eagerly built its international brand successfully and opened the door to the global security market – also for other Chinese companies with international ambitions.

In 2014, Hikvision invested 8% of its annual revenue into research and development.

With 16 subsidiaries all over the world Hikvision has become one of the leading global companies, specialised in the video surveillance product field. In total sales volume Hikvision is the big-

gest of them all. Their compound annual growth rate over the last decade is 53%, according to Cynthia He, Vice President at Hikvision.

“Hikvision’s continued growth is attributable to our product innovation capability and complete product and integrated vertical solution offerings, as well as the expanding global service network. Keeping in touch with market trends, Hikvision has made stupendous achievements in both domestic and overseas markets in the last year,” says Cynthia He.

“In 2014, Hikvision invested 8% of its annual revenue into research and development. Looking to the future, we will continue to devote our R&D efforts into

delivering innovative products and vertical solutions that fulfill the ever-changing needs of the security industry, in the belief that we are ideally placed to provide a complete video surveillance solution to the market globally”, states Cynthia He.

R&D – the heart

Hikvision has been dedicated to the security industry for over 13 years. Its thorough understanding of the industry and continuous R&D investment help the company maintain product innovation and technology leadership in the global security market.

During these years, Hikvision's R&D, and quality control have achieved international standards. Especially since Hikvision is heading towards becoming a global top supplier of both analogue and IP-based products, according to Dani Wang, Director of Product Management at Hangzhou Hikvision Digital Technology Ltd.

“It's no coincidence that we possess the world's largest R&D team and invest quite a lot of the yearly revenue in R&D. It is very important to us and our customers” he says.

The R&D team consists of over 4,000 engineers. “Our role is to serve the individual needs of any market. For an example, in India, Latin America and in the Middle East analogue cameras are far much more used than network cameras. Then we make sure they get competitive analogue products from us. In other markets, like in Europe and in North America, network camera products are more in demand and we are able to serve their needs as well”.

“Having the largest R&D team and state-of-the-art manufacturing facilities allows us to offer what the customer really wants to use,” says Dani Wang.

IP-video trends

When it comes to IP video surveillance products, Hikvision has a complete HD product line tailored for different market segments. Worth mentioning is the popular easy HD IP solution for SMEs, which benefits users with both HD image quality and easy operation; and the impressive Smart IP solution that is programmed with Smart Codec,



Demo room at the Hikvision facility, where solutions for different vertical markets are displayed.

Smart Detection and Smart Control for the professional market.

“Smart IP is the latest concept from Hikvision. It brings intelligence, efficiency, and convenience to modern video surveillance,” says Dani Wang, who mentioned Hikvision's 4-line Smart IP Camera Series as an example.

The IP-camera related products are the fastest growing segment, but there is still a lot demand for advanced analogue cameras.

“Meeting all bandwidth and storage utilisation requirements, this series offers unparalleled image quality and customer convenience. Similarly, Hikvision's Smart PTZ Dome Camera Series features excellent HD, smooth Pan/Tilt/Zoom, and smart tracking functions to ensure the elimination of all blind spots within the camera's area of coverage,” states the Product Director of Hikvision.

“At the core of this solution is Hikvision's Smart NVR series. With the ability to connect all Hikvision Smart cameras together, this NVR series simplifies the process even further. Features such as live viewing, recorded video, smart video playback, and event playback/backup are available. In addition to these features, this Smart NVR series is also notable for multi-channel recording, HD video preview, massive storage

capacity, and system stability, providing an ideal choice for professional surveillance applications,” summarises Dani Wang.

Analogue trends

“The IP-camera related products are the fastest growing segment, but there is still a lot demand for advanced analogue cameras and we intend to continue to develop both IP-based and analogue products further on. In many ways our product development of analogue technology is very much about upgrading the portfolio in order to give them some of the advantages that IP-products offer,” says Dani Wang and gives an example of a recent product launch.

“Our revolutionary Turbo HD Analog Solution enables reliable long-distance analogue HD video transmission over-coaxial cable. It is specially designed for analogue users who want a high-definition surveillance system without upgrading to IP or even replacing their existing cabling structure. And a very important benefit for these customers is that the Turbo HD Analogue solution inherits the same installation means of conventional analogue solutions, which is of great convenience and ease to all its users.”

Expanding in the Global Market

Positioned as a complete solution provider, Hikvision has also started to become more involved with providing solutions for vertical markets, and is concentrating on developing some advanced and niche technologies, such as Darkfighter for ultra-low light performance, Lightfighter with ultra-wide dynamic range, fisheye, thermal cameras, 4K products and VCA. The company has also placed great efforts into developing video management software (VMS).

Hikvision has introduced versatile vertical solutions for its domestic market, including police, transportation, banking, education, buildings and energy, etc. Under each vertical market, the company has also established a designated division to fully develop its R&D, marketing, technical support, and customer services teams. These successful solutions have been introduced to the international market as well. For instance, the Hikvision iVMS-5200, a video management platform for large-scale projects has been used for some major projects in Asia and in the U.S. ■



The wide product portfolio includes hybrid and stand-alone DVRs, NVRs, digital video servers, compressions cards, HD IP cameras, analogue cameras and speed domes.

Uniview – the next big Chinese exporter

Lately, Hikvision and Dahua have become globally well known video surveillance product brands. Their success has opened the door to the western markets for other Chinese exporters.

One of the companies that is likely to be the next exporter of importance is Uniview. Detektor visited their headquarters in Hangzhou.

By Lennart Alexandrie

Zhejiang Uniview Technologies (Uniview) is one of the leading manufacturers and providers of professional video surveillance products and solutions in China. Through the sales from 29 offices all over the country, Uniview has the third largest market share in the domestic market. This successful expansion in China has created a solid ground for Uniview to take the next step and also become a globally strong exporter of video surveillance products.

Number 3 in China

The embryo of the Uniview business started in 2006 when the network product supplier company H3C (a joint venture between 3Com and Huawei), created a surveillance division. At the end of 2011 the surveillance division of H3C ran as a separate company and Zhejiang Uniview Technologies Co., Ltd. took form.

Since then things have taken off at an impressive speed. Today Uniview's video surveillance products and solutions cover all kinds of applications, including public security, intelligent traffic monitoring, highways, airports, petrochemical surveillance, universities, high-end intelligent buildings to mention a few.

With 1,800 employees, 29 offices and a turnover of \$263 million Uniview is the third biggest video surveillance manufacturer in China.

More than 500 patents

The success of Uniview is a result of a strong commitment to be at the forefront of the technology, according to Jesstin Zhou, General Manager for the International Business Department at Uniview.

"Product development is highly prioritised at Uniview. We have two development centres and invest 15 per cent of the annual sales in

R&D," he says and mentions that the company now has more than 500 patents covering the whole range of IP video surveillance.

High ambitions

Today domestic sales account for 90 per cent of the company's revenue, but that will change, according to Jesstin Zhou.

"We have just started to promote our products overseas through exhibiting at international security shows, like Ifsec, ISC West and Security Essen. There is no doubt that our exports will grow and our aim is to become a global leader in the video surveillance industry".



Uniview experience center.

IP in focus

Uniview provides the market with both analogue and IP-video surveillance products.

"But our focus is on IP-products, that is where the growth is," states Jesstin Zhou clearly and explains also the distribution model for Uniview.

"In the domestic market we work through consultants and system integrators.

"But in the overseas markets, we would not only cooperate with security and IT system integrators, but also with distributors and retailers," he explains further.

Smart City success

When Jesstin Zhou is asked to mention examples of particular products that have great export potential he responded quickly.



The Uniview headquarters are located in Hangzhou.

"We have products for most applications, but our night vision camera portfolio has a very strong potential on the export market."

Asked about the kind of applications where Uniview has had an extraordinary success, Jesstin Zhou mentioned a few areas.

"Our products and solutions are used in more than 480 Safe City Projects and hundreds of intelligent building projects. Add to this over 200 intelligent traffic projects where we are involved. But we also have a strong range of products for the SME market, where we also have had success".

The big trends

Regarding the trends in the security technology market Jesstin Zhou knows voices strong opinions on which ones will have an impact on growth in the near future.

"High Definition, will continue and will further boost the big data trend. This means that transmission and storage capabilities will be more important" he says.

Regarding storage, Uniview completed a gigantic project in 2012 on the border with Korea, where number plate recognition and face recognition are used and handled by a big data (13,000 terabytes) storage solution.

What are the biggest challenges for the security technology market in general and for the video surveillance market in particular? According to Jesstin Zhou and Uniview the work

towards open platforms is high up on the priority list.

"The market is moving towards more integration and m2m. And it is not just between surveillance or security systems, but any and all kinds of building systems. Interoperability is a key thing," says Jesstin Zhou.

Low price and high quality

Another challenge is of course to handle the price pressure while customers still expect constant improvement in quality.

"The market is all about low price and quality. Our products are expected to work in all kinds of conditions, whether it is about light or weather. In China we have all kinds of climate which has given us an advantage as a provider of video surveillance products. Our installed camera base includes many challenging environments from very hot temperatures to extremely cold areas, like the mountains of Tibet. This means that our cameras are tested and work very well in the most demanding conditions," states Jesstin Zhou, who identifies that Uniview have always focused on high quality.

"The low end market is price sensitive instead of quality-oriented. Uniview is working on providing high quality products with competitive prices," concludes the General Manager for the International Business Department at Uniview. ■

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Canon to buy Axis for \$2.8 Billion

Lund, Sweden

Canon Inc. has offered the shareholders of Axis to transfer all of their shares in Axis to Canon for a consideration of SEK 340 in cash per share in the company. The total value of the offer is approximately SEK 23.6 billion (USD 2.8 billion).

The board of directors of Axis has, based on a financial short and mid-term perspective, concluded to unanimously recommend that the shareholders of Axis accept the public offer made by Canon.

The total value of the offer represents a premium of approximately 49.8 per cent compared to the closing price of SEK 226.9 for the Axis share on Nasdaq Stockholm on 9 February 2015, which was the last trading day prior to the announcement of the offer;

The acceptance period of the offer is expected to commence on 3 March 2015 and is expected to expire on 1 April 2015.

The offer is conditional upon, inter alia, being accepted to such an extent that Canon becomes the owner of more than 90 per cent of the shares in Axis. Canon has reserved the right to waive this and other completion conditions according to the offer. The offer is not conditional upon financing.

Acceptance by the largest shareholders

Each of Axis' three largest shareholders, which together hold approximately 39.5 per cent of shares and votes, have undertaken to accept the offer and transfer their respective shares to Canon subject to certain conditions.

– The reason why we look so positively on the offer is that we have obtained clear commitments from Canon that we will continue working with the same organisation and business model and in the same way as we have done so far, says Martin Gren, co-founder of Axis and one of the three largest shareholders.

– Simultaneously, we will have access to Canon's technology and production resources, he continues.

The pioneer of network cameras

The development of Axis has been



Martin Gren, co-founder of Axis and one of the three largest shareholders.

very positive since the company became the first company in the world to introduce a network camera. The introduction marked the beginning of the shift in the overall video surveillance market from analogue to digital technology, making Axis market leaders. Axis has, over the years, developed its position within the fields of network cameras and surveillance cameras and hence built one of the strongest trademarks in the overall video surveillance market. The success of the company is

today built on three main factors: a global scope, a strong and wide partner network and innovative technical solutions. Since the launch of the first network camera, the number of employees has increased to today's approximately 1,900 employees, spread among 49 countries. The growth has been almost exclusively organic. Axis' products reach the global market by way of 70 distributors and a fine-meshed network of close to 75,000 partners in 179 countries.

Will remain as a separate legal entity

Canon has stated their intention to preserve the excellent employee relations and unique culture that exist at Axis. Following completion of the offer, Axis' current management team will remain in place and Axis' headquarters, development centres and sales offices will stay where they are today. The strong Axis brand name will be maintained and applied in all relevant markets. Furthermore, Axis will continue to remain as a separate legal entity within the Canon Group. Axis will operationally and financially report to Canon's CEO.

Canon and Axis – the start of a series of acquisitions in 2015

Following the announcement that Canon has made a public offer to acquire Axis Communications, Jon Cropley, Principal Analyst for Video Surveillance Equipment at IHS Inc., suggests that this move may just be the tip of the iceberg in terms of forthcoming developments within the video surveillance equipment market.

Cropley affirms that this is a massive development in the video surveillance equipment market. "Until last year, Canon was a small player in this market. However, back in August 2013, it revealed big ambitions when its CEO, Fujio Mitari, spoke about security cameras becoming an "important pillar" for the company and the market having "limit-

less possibilities for growth". Then in June 2014, Canon acquired the world's largest supplier of video management software, Milestone Systems. Now, Canon is purchasing the world's largest supplier of network cameras. All of this shows just how seriously Canon is about expanding its interests in the video surveillance equipment market."

Intense competition

IHS estimates that Axis Communications was the third largest supplier of video surveillance equipment in 2014 with over 5% of a global market worth around \$15 billion. Despite this, the company has faced intense competition, particularly from Chinese rivals in recent years." The largest of these, Hikvision and Dahua, have both been gaining market share faster than Axis. At the same time, the average selling price of a network camera has more than halved between 2010 and 2014."

Still a fragmented market

Canon's acquisition of Axis is the

latest in a number of major changes to the structure of the supply chain for video surveillance equipment. It comes just two months after Samsung Group sold Samsung Techwin. Today, the supply chain remains highly fragmented. The top fifteen suppliers account for less than 50% of revenues and there are thousands of small suppliers.

More acquisition to expect in 2015

Cropley concludes with a comment to watch this space for the future. "Consolidation has been anticipated for some time and Canon's purchase of Axis could be just the start of a series of industry acquisitions in 2015."



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Bosch acquires Climatec in U.S

Farmington Hills, MI (USA)

Robert Bosch North America Corporation has acquired **Climatec, LLC**, a leading provider of energy efficiency, building automation, security and life-safety solutions for the U.S. market.

Headquartered in Phoenix, AZ, Climatec, LLC generated sales of 170 million dollars (128 million euros) in 2013. According to preliminary figures, Climatec

increased its sales in 2014 to about 190 million dollars (143 million euros). The company employs some 670 associates at a total of twelve offices across Arizona, California, Nevada and Texas. Climatec has been majority-owned by Pegasus Capital Advisors, L.P. since April 2012. Terms of the transaction were not disclosed.



Dr. Stefan Hartung, member of the Bosch board of management responsible for the Energy and Building Technology business sector.

"With the addition of Climatec, we are expanding our

global presence especially in the growing North American market, strengthening our portfolio and becoming a comprehensive supplier of solutions in the area of energy, building automation and security services," said Dr. Stefan Hartung, member of the Bosch board of management responsible for the Energy and Building Technology business sector.

Vanderbilt opens international HQ in Germany

Parispany, NJ (USA) and Wiesbaden, Germany

Vanderbilt has established its international headquarters in Wiesbaden, Germany. This move signals the company's intent to become the most agile and customer-focused integrated security systems manufacturer in Europe.

Vanderbilt's plan to establish its international headquarters in Germany was originally communicated last October when the company announced it signed a Purchase Agreement to acquire Siemens' Security Products, part of the Siemens Building Technologies business. The acquisition, scheduled to close by the end of



Joe Grillo, CEO, Vanderbilt.

the first quarter of 2015, expands Vanderbilt's global presence in the security industry.

The new international headquarters, housed in a 3,466-square-foot modern office block, will provide its sales offices in 17 European countries with

corporate support functions formerly provided by Siemens corporate entities in those countries. The facility accommodates executive management, group finance and controlling, and support staff, and is located less than 15 minutes away from Frankfurt Airport.

"Vanderbilt Industries is focused on continuing and improving its support of its long-term relationships with technology partners, end users, distributors and integrators within the European market and throughout the world," said Joe Grillo, CEO, Van-

derbilt. "Establishing our international headquarters in Germany is a major step toward facilitating stronger relationships with our customers abroad and ensuring the success of our long-term growth strategy of expanding market reach. It will also provide the basis for significant incremental growth in new international markets over the next several years."

Siemens SP consists of products in the access control, intrusion alarm, and video surveillance categories, which complement Vanderbilt Industries' fully integrated product offerings.

Mobile security in focus at Paris show

Cartes Secure Connexions attracted some 19,156 visitors to Paris from 4-6 November 2014 and about 75 per cent of visitors were international.

It is clear that the exhibition is not just about cards – secure mobile solutions have become an increasing feature on a rapidly changing market.

Cartes Secure Connexions is a big security exhibition focusing on digital and mobile security solutions, safe payment, identification and digital and mobile payments and transactions. This was the 29th edition of the trade show.

Going mobile

There is no doubt that the need for safe mobile payments is increasing. According to World Payment Report 2013, there are almost 200 billion card transactions made in a year. As people's paying behaviour changes, the security industry faces a challenge

to make electronic and digital technology exchanges safe and reliable to ensure end-user trust. Also, security cloud services as well as Internet of Things will become more important.

"The market is changing, mobile solutions are growing and the content of the show has changed. That is why we have changed the name. Secure connections are really what it is about", says Isabelle Alfano, Event Director of Cartes Secure Connexions.

Users on the move

The main theme of the show was users on the move, which is a response to the growing needs for interconnection and mobility of the end users, according to Isabelle Alfano. Ordinary citizens, organisations, companies and governments – everyone wants to be confident that it is possible to make secure financial transactions using a smart phone or a tablet.



Isabelle Alfano, Event Director of Cartes Secure Connexions.

According to Isabelle Alfano, the number of exhibitors in the contactless payment sector doubled compared with the 2013 event.

The main theme addresses topics such as security for mobility, trusted cloud services, biometrics, privacy in the digital society and smart retail.

163 countries represented

The show had five main product sectors: Card, Manufacturing, Personalization & Services, Con-

sulting & Tests, Identification & Data Protection (which included, authentication, biometrics, data protection and access control), Mobile Payment, Processing & Acquiring and a Multi-sector area.

Some 163 countries were represented at Cartes Secure Connexions and there were 460 exhibitors from 51 different countries. This year's show was made up of 25 per cent of new exhibitors, which equates to about a hundred new companies. The organisers claim that it proves the dynamics of this sector as well as the event's high capacity to respond to current challenges in this thriving and quickly changing industry.

There was also a conference programme with 145 conferences and 1,591 attendees, as well as the Sesames Awards Ceremony. The next Cartes Secure Connexions will take place from 17-19 November 2015 and it will be the 30th anniversary of the show.

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BUSINESS PEOPLE



Henrik Lange.

New CEO at Gunnebo

The Board of Directors of **Gunnebo AB** has appointed Henrik Lange as the new President and CEO of the Gunnebo Security Group. *Henrik Lange* succeeds Per Borgvall who has taken the decision to leave the post.

Henrik Lange will take up the position no later than July 2015.

Henrik Lange is currently Executive Vice President and CFO for AB SKF. Henrik has held several other positions within SKF prior to this, most recently President Industrial Market, Strategic Industries.

Martin Svalstedt, Chairman of the Board at Gunnebo has made the following statement: "I am extremely happy to be welcoming Henrik Lange to Gunnebo. His impressive list of achievements, international experience and skill as a business leader make him well suited to the role of leading Gunnebo and strengthening the Group's market position and profitability."

Martin Svalstedt continues: "I would like to extend my gratitude to *Per Borgvall* for what he has achieved at Gunnebo during the six years he has been President and CEO. During his time in charge, Gunnebo has developed on a global scale with strengthened market positions, a business-oriented culture and a very strong financial position."

Henrik Lange, Gunnebo's incoming President and CEO says: "I am proud to have been entrusted to lead Gunnebo and to continue developing and expanding the company."

Per Borgvall, Gunnebo's current President and CEO comments: "Gunnebo is about to enter into a new phase of development so the time is right for me to hand over the leadership to Henrik. I would like to wish him and everyone at Gunnebo the very best for the future."

Panasonic acquires Video Insight

Newark, NJ (USA)

Panasonic Corporation of North America has entered into an agreement to acquire all shares of Houston, TX-based **Video Insight, Inc.**, a leading developer of video management software, as part of its strategy to expand business opportunities for both companies in the education market in North America.

Founded in 2002, Video Insight provides enterprise-class video management solutions for security systems to over 25,000 customers in the financial, government, retail and transportation sectors as well as 6,500 K-12 school and college customers.

Panasonic Group has set a clear target of reaching 10 trillion yen in sales by 2018, and B2B solutions, including security systems

and video surveillance, will play an important part in achieving this high growth globally.

As customer needs in the video surveillance market become more diversified, video management software with the ability to easily integrate multiple devices will become even more important. Adding Video Insight to the Panasonic Group enhances the Panasonic portfolio and broadens its reach into education.

"We're excited and honoured to partner with the Panasonic Group," said Chief Executive Officer *J. Robert Shaw*. "We believe this partnership will help us accelerate innovation, enhance product development and allow us to provide our customers with better security solutions for years to come."



We're excited and honoured to partner with the Panasonic Group, said Chief Executive Officer J. Robert Shaw.

As part of the agreement, Video Insight will remain under the strong leadership of its founders *J. Robert Shaw* and *James Whitcomb* to continue to evolve the open platform system which today supports over 2,500 camera models from over 100 manufacturers and integrates across the most popular access control platforms.

Nedap opens U.S office

Groenlo, The Netherlands

Nedap, a global leader in loss prevention and stock management technology for the retail sector, is opening a US sales office in the New York area for its retail division.

Dannie Klompsma has been appointed Area Director North America to shape and extend the US operation.

Setting up this US office is the initial step towards establishing a full American headquarters for the retail division. The headquarters will include sales, engineering, marketing and a partner training



Dannie Klompsma, Area Director North America, Nedap US.

centre to provide partners with maximum local support and business resources.

"It is essential for Nedap to be closer to the market and our partners to really make a difference

in the US retail market," *Dannie Klompsma* explains. "After several years of continuous growth in the US, we decided to establish a logistic hub in Boston in 2013, in addition to our hubs in Europe and Asia. This US office is the next major milestone in our commitment to the US market."

Nedap develops hard- and software in the field of RF- and RFID-based electronic article surveillance (EAS), RFID-based stock management, visitor counting and access control.

Tyco acquires Creativesystems

Neuhausen, Switzerland

Tyco Retail Solutions has reached an agreement to acquire **Creativesystems**, a provider of advanced RFID solutions with primary operations in Portugal. Creativesystems supplies integrated RFID solutions and professional services that improve operational efficiency for retailers and manufacturers.

"Creativesystems' innovative technology and capabilities will enhance Tyco's RFID-based product and services offerings," said *Nancy Chisholm*, President, Tyco Retail Solutions. "This

strategic investment reinforces our commitment to the European market and store performance solutions to better meet the quickly-evolving needs of our global customers."

The combination of Creativesystems and Tyco Retail Solutions will accelerate delivery of RFID-based inventory visibility applications for retailers globally. Creativesystems is recognised for its flexible software development and easy-to-implement RFID solutions that effectively address specific needs of retailers and

manufacturers. The company's technical and professional services capabilities will complement Tyco Retail Solutions' existing global RFID infrastructure and facilitate expansion of Tyco's Truevue Retail Platform and associated item-level inventory visibility applications.

"We are excited to be a part of the Tyco Retail family," said *João Vilaça*, CEO, Creativesystems. "Together, our aligned, customer-focused approach will offer unprecedented value to our retail and manufacturing customers."



HD over Coax 2.0

HDCVI - 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

CE FC CCC UL RoHS ISO 9001:2000



Expo Seguridad 2015
28-30 Apr 2015
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Booth: NO.1201



ISC WEST 2015
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MIPS 2015
13-16 Apr 2015
V.V.C, Moscow,
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Comprehensive 4K

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Recommended models:

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IPC-HF81200E

4K Ultra HD Vandal-proof IR Network Fisheye Camera
IPC-EB(W)81200

128CH 2U Super 4K NVR
NVR608-128/608R-128-4K

4K Ultra HD Network Small IR-Bullet Camera
IPC-HFW4800E

4K Ultra HD Network IR Mini Dome Camera
IPC-HDBW4800E

8/16/32CH 1U 8PoE 4K NVR
NVR4208/4216/4232-8P-4K

CE FC CCC UL RoHS ISO 9001:2000



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Avigilon acquires video analytics patents

Vancouver, Canada

Avigilon Corporation has completed the acquisition of 96 US and international patents and 25 US and international patent applications (the "Patents") from four unrelated vendors for aggregate cash consideration of US\$13,375,000.

Avigilon acquired the patents in separate transactions with each of the following entities: Behavioral Recognition Systems, Inc., Facedouble Incorporated, ITS7 Pty Ltd., and Videomin-ing Corporation. The Patents relate to various video analytics

capabilities, including emotional and attentional response measurement, in-store object tracking and behavioural analysis, object tracking and anomaly detection, video segmentation and metadata generation, user interfaces, and image classification and retrieval over wireless networks. Other notable fields covered by the Patents include network camera system-on-a-chip and remote security camera programming.

With the acquisition of the Patents, and following Avigilon's recent acquisition of Objectvideo,



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

Inc.'s entire patent portfolio and patent licensing programme, Avigilon holds 213 US and international patents and 215 US and international patent applications.

"The future of the video surveillance industry is in video analytics and the Patents cover sophisticated technologies in this area," said *Alexander Fernandes*, Avigilon's founder, president, CEO and chairman of the board. "These strategic purchases open up great opportunities for our business, give us freedom to operate, and expand the scope of our new patent licensing programme. It is yet another proof point that Avigilon is leading the way into the future of the video surveillance industry."

Hikvision reports 60% growth in 2014

Hangzhou, China

Hikvision, a global leader in innovative video surveillance solutions, has reported revenues of US\$2.82 billion for the financial year 2014. This corresponds to a 60.37% growth rate year on year and a compound annual growth rate over the last decade of 53%.

"Hikvision's continued growth



is attributable to our product innovation capability

and complete product and integrated vertical solution offerings, as well as the expanding global service network. Keeping in touch

with market trends, Hikvision has made stupendous achievements in both domestic and overseas markets in the last year," says *Cynthia He*, vice president at Hikvision.

"In 2014, Hikvision invested 8% of its annual revenue into research and development. Look-

ing to the future, we will continue to devote our R&D efforts into delivering innovative products and vertical solutions that fulfill the ever-changing needs of the security industry, in the belief that we are ideally placed to provide a complete video surveillance solution to the market globally."

Euralarm calls for heightened security in tourism

Zug, Switzerland

Europe is the number one tourism destination in the world for international travellers. These tourists expect maximum safety and security of their accommodations. **Euralarm** proposes an EU Directive on fire safety and security for all tourism accommodation. They believe that this is the only way to guarantee a unified level of safety across Europe for all types of accommodation.

To ensure safety in tourism accommodation is regulated more consistently, more effectively, and is properly enforced by horizontal legislations at European level is

absolutely necessary. These legislations should not only establish minimum requirements for safety and security, but should also standardise the definition of the accommodation. These are also currently inconsistent which makes synchronisation of standards extremely difficult and hard to implement.

In addition to fire risks, the regulations should also address CO-related risks. This invisible and odourless gas cannot be detected by guests and is a deadly poison at very low concentrations. The same alarms which

should be used for fire can also be used for Carbon Monoxide and that is why this should be incorporated in the EU Directive. It should also give special attention focused on the elderly, children, and the physically impaired. They are a large part of the population and require specific alarms. Euralarm believes that Intelligent evacuation systems using both visual and voice alarm could save lives of the most vulnerable people.

To assess the current level of safety of tourism accommodation across Europe, sufficient and

harmonised measurement tools and statistics are required. This factual information is lacking and in the countries where data exists, the sources are not harmonised and cannot be aggregated. These statistical requirements and measures should also be integrated into the EU Directive according to Euralarm.

Euralarm's position is clearly in favour of an EU-wide binding instrument. Not adopting strong measures would constitute a missed opportunity to put an end to what in many cases are preventable deaths and injuries.

Bosch acquires IoT middleware specialist

Berlin and Stuttgart, Germany

Bosch Software Innovations GmbH, a wholly-owned subsidiary of the Bosch Group, intends to acquire the company **Prosyst**. Agreements to this effect were signed on February 13, 2015.

Prosyst employs some 110 associates in Cologne, Germany, and Sofia, Bulgaria. The company specialises in the development of gateway software and middleware for the internet of things (IoT). These facilitate the

interaction between connected devices in the smart home, connected industry, and mobility segments.

The company's customers include leading appliance manufacturers, automakers,

and chip vendors, as well as telecommunications and energy service providers. The acquisition is subject to approval by the antitrust authorities. It has been agreed that the purchase price will not be disclosed.

Dallmeier launches Promo app

Regensburg, Germany

Either as an app for tablets (IOS / Android) or in the desktop version for PC or laptop: the **Dallmeier Promoapp** contains essential information about all aspects of video surveillance and video security technology. The latest product data, videos and brochures are included plus a wide range of free tools.

The Promoapp includes a virtual showroom and contains products and solutions in the following categories: Cameras, recording, management, video analysis and video data transmission. The



Dallmeier Promoapp.

Dallmeier Promoapp makes it easy to stay up-to-date and offers direct access to technical specifications and datasheets as well as specific links to instructions, white papers or updates. An entertaining special feature is dedicated to the patented Panomera multifocal sensor tech-

nology, with many animation clips and demo sequences.

In the "Tools" area Dallmeier presents many of its handy, free tools for planning video projects, such as a planning tool for calculating and mapping video surveillance projects, or other tools such as a hard disk calculator or a ViewDesigner for testing different camera positions.

"Media centre" is home to a large number of videos: Demo sequences for the cameras, the Dallmeier CCTV IP Academy or "How To" videos with short, sim-

ple instructions on how to configure HD cameras or set up a video over IP network, for example.

The "Solutions" tab explains how video technology use has been optimised in several different industries. From banks to sports stadia, from airports to residential buildings, many typical usage scenarios for video installations are explained. The item "Worth knowing" contains a short dictionary, in which the most common abbreviations in the fields of video IP and CCTV are explained



Simonsvoss partners with Zaplox

Unterföhring, Germany

SimonsVoss has entered into a cooperative partnership with **Zaplox**, a Swedish mobile key system provider, and thus now offers a compact access solution for hotels worldwide.

Easily integrated into hotel software, the Zaplox cloud solution enables guests to open hotel doors with their smartphone. Guests can also use the app to check in and receive their room key on their smartphone before they even arrive. The app brings great advantages for guests: they do not need to carry a key or card around; queuing at the reception

to check in or out becomes a thing of the past as guests can complete these processes using the app. Guests are not required to keep to reception hours when arriving late at night either.

Simonsvoss now offers the ideal complement to this extremely practical system with its digital locking and access control system. Installing Simonsvoss digital cylinders or digital door handles provides hoteliers with an all-inclusive solution consisting of access components and a direct communication platform with customers. Hoteliers can also use the app to



provide guests with information on other hotel services such as the restaurant or health spa, for example, or offer them access to the gym. This all-inclusive package also makes key management even more efficient while also saving time and reducing costs.

'Simonsvoss is an important partner for us, which helps in our strategy of offering efficient operation and additional customer benefits. Combining our mobile key system with Simonsvoss products provides true technical and financial advantages,' states Magnus Friberg, CEO at Zaplox.

Bernhard Sommer, CEO at Simonsvoss Technologies, declares: 'We value this partnership very much. This promising, innovative solution enables us to demonstrate once more that we fulfil our role as a technology leader.'



Motorised focus zoom domes from Idis

London, UK

Idis is unveiling a new range of motorised focus and zoom dome cameras expanding its Direct IP camera line up. The new full HD, 2 megapixel cameras allow auto-focus to build upon Direct IP plug-and-play technology and further reduce installation and commissioning time for installers and integrators.

The new Idis *DC-D2233* Series dome cameras are available in five variations. With all models offering the latest vari-focal motorised focus and zoom (MFZ) lenses,



DC-D2233.

extensive features also include true day and night capability, built-in

heaters, rugged IP66, and IK10 housing, all making the DC-D2233 Series perfect for both indoor and outdoor installations.

The new range also makes Direct IP true plug-and-play set up even easier. Zoom and focus are controlled directly from Direct IP network video recorders (NVR), or even remotely, to make fine tuning issues a thing of the past. The result is less implementation and commissioning time as well as the streamlining of routine maintenance.

Martin Cowley, Channel Manager at Idis Europe, commented, "When we launched Direct IP we made a promise to make full-HD and network surveillance easier to implement and more cost effective without ever compromising on quality or performance. We're continuing to building on that promise by extending our Direct IP line up and developing off-the-shelf integrations with leading access control systems and security management platforms to ensure a lower cost of ownership."

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 44

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



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Vivotek new fixed domes with advanced imaging

Taipei, Taiwan

Following the release of the all-new box network cameras, *IP8155HP* and *IP8165HP*, **Vivotek** is now launching two new fixed dome network cameras, the *FD8155H* and the *FD8165H*. Both cameras are designed with a high-resolution CMOS sensor and feature numerous advanced technologies, such as wide dynamic range (WDR), smart IR, and 3D noise reduction, thereby engineered to deliver superior image quality.

The *FD8155H* offers 1.3MP video resolution at 60 fps, whereas the *FD8165H* achieves a higher

2MP video resolution while maintaining the same fps rate. The *FD8155H* and *FD8165H* feature WDR Pro II and WDR Pro respectively. These technologies facilitate favourable visibility under highly contrasted environments. Both models also feature 3D noise reduction, which enables the cameras to capture clear, polished video under low-light conditions and reduce bandwidth from sensor noise, and smart IR, which prevents overexposure and reduces noise by instantaneously adjusting IR lighting intensity, thereby



FD8155H / FD8165H.

ensuring superb image quality around the clock. Moreover, both cameras are further equipped with a smart focus system for remote and precise focus adjustment, simplifying the installation and configuration process of the cameras.

Steve Ma, Executive VP at

Vivotek, asserted, "Vivotek continues to place considerable emphasis on superior image technologies, which is essentially one of the company's biggest strengths. The launch of the *FD8155H* and *FD8165H* is yet another testimonial that elucidates our advancement in the development of fixed dome network cameras. These feature-rich cameras are ideal solutions for places with challenging lighting conditions, such as parking lot entrances, bank entrances, and hotel sidewalks."



Nedap integrates with Commend

Groenlo, The Netherlands

Nedap is launching *AEOS 3.1.4*, introducing intercom integration with Commend intercom. As a result of this integration *AEOS* not only instantly shows who is at the door, but at the same time verifies this person via the intercom. Controlled access can subsequently be given.

'Giving controlled access is one of the tasks most frequently performed by receptionists and



security guards', says Arjan Bouter, Sales Manager at Nedap. 'In the Graphical Alarm Handler of *AEOS* they already had direct control of sensors, doors and

cameras and now an intercom has been added to that. With this intercom integration of one of the major suppliers of Critical Communication Systems, the user has full control when providing access. Moreover, for control afterwards, this solution simply provides complete insight into which operator gave access via which intercom, including the accompanying video recordings.

Post-event control has never been this easy'.

AEOS is an integrated solution for security management that combines access control, video management, intruder detection and intercom into one platform. By integrating intercom into *AEOS*, Nedap and Commend offer a comprehensive and compact solution for companies and organisations.



Siemens adds to surveillance portfolio

Zug, Switzerland

With *Siveillance VMS* (video management software), **Siemens** has introduced a video management solution that enhances the company's existing security portfolio. The strategic partner for this software is Danish IP video management specialist Milestone Systems, on whose technology *Siveillance VMS* is based.

Siveillance comprises software-based security platforms and modules that are used in critical infrastructures and by enterprise customers. Another application for the video technology is the *Desigo CC* management platform for building and security technology. Here, too, Siemens and Milestone Systems are working closely to provide video functionalities in *Desigo CC*.

Siemens offers *Siveillance VMS* in three versions including the *VMS 100* which supports up to 128 cameras and is suitable for small and medium-sized facilities; the *VMS 200* that meets the demands of centrally managed systems with the high scalability requirements typical of major industrial facilities and the *VMS 300* which is used in systems that are distributed over multiple locations. It centrally manages user and system data. *VMS 300* has a redundant design and is therefore available during network interruptions. It is suitable for critical infrastructures such as airports.

With this new product Siemens is aiming for a long-term strategic partnership with Milestone.



Siemens' OEM partner Milestone specialises in open, IP-based video management software. Its flexible technologies have been proven in thousands of installations worldwide.

"We are pleased to have won a leading provider of IP video management software like Milestone as our strategic partner and technology supplier," says René Jungbluth, who heads the solutions business at Siemens

Building Technologies. "Siemens is a key player in the security industry, and *VMS* is a vital module in our *Siveillance* portfolio. It helps further focus and expand our enterprise security solutions business. Because the video technology can also be integrated into the *Desigo CC* building management platform, the software is an outstanding addition to our Total Building Solutions portfolio as well."

"The worldwide strategic partnership with Siemens is very important to us. It is not only proof of how important open platforms are, but also represents a benchmark in our long-standing business relationship," says Lars Thinggaard, president and CEO of Milestone.

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 44

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

Hikvision unveils 1080P ultra low-light PTZ network camera

Hangzhou, China

Hikvision is expanding the Darkfighter range of ultra-low-light surveillance cameras with the release of the *DS-2DF8223I-AEL* PTZ network camera. This camera utilises Hikvision's ultra-low-light MP lens and is designed specifically to capture sharp colour and monochrome images in extreme, low-light conditions. The result is crystal-clear colour images in conditions that would defeat conventional monochrome IP cameras and competing low-light cameras.

The DS-2DF8223I-AEL Darkfighter PTZ has been engineered to open up new opportunities for 24-hours CCTV surveillance. The incorporation of EIS (Electronic Image Stabilization), 120dB WDR and a plethora of smart detection technologies further improves



DS-2DF8223I-AEL.

image quality and operational convenience. The Darkfighter camera features a large, two-megapixel, 1/1.9 inch progressive scan CMOS image sensor for capturing full colour images down to 0.002 Lux and B/W to 0.0002 Lux. Together with a 120 dB WDR (wide dynamic range) and Hikvision's 3D DNR (Digital Noise Reduction) technology, the camera is capable of streaming full HD 1920 x 1080 video at full frame rate. IR distance of up to 200 metres is further supported to ensure image capturing in the darkest environments.

The camera features a wide range of smart detection features, including face detection, intrusion detection, line crossing detection and audio exception, benefitting users a greatly improved level of security efficiency, more importantly, with key events / objects being recorded for further forensic needs. These features are also combined with smart tracking, which enables the camera to detect any progressively moving object and follow it within the camera's area of coverage without fault. Smart defog and EIS (Electronic Image Stabilization) are further supported to improve image quality in challenging conditions.

The Darkfighter PTZ is fitted with a fast and powerful 23X optical zoom lens, which zooms from

wide open to fully zoomed in less than five seconds. This high-power lens is capable of rotating endlessly through a full 360 degrees and tilting from -20 to 90 degrees. Besides, its ultra-low-light performance is augmented with infrared capability over a range of 200 metres. In addition, up to 300 preset positions can be programmed and the new camera also enables up to 32 presets in up to 8 patrols. The Darkfighter PTZ will also scan up to 4 patterns and supports up to 24 ROI areas.

The DS-2DF8223I-AEL Darkfighter PTZ is fully protected by an integrated heater in the sturdy IP66 and vandal-proof housing, making it an ideal candidate for deployment in challenging outdoor environments. 

Dahua new IHCVR offers face detection

Hangzhou, China

Dahua Technology is introducing a new line of products incorporating the company's latest IHCVR, face detection, technology.

IHCVR based on Dahua's in-house High Definition Composite Video Interface (HDCVI) technology, provides a new generation of smart face detection which realises 1ch face detection, instant playback and face index playback. The IHCVR series products not only support face detection but also are

able to achieve a face image snapshot and face image 20 seconds playback assisted by software.

The Dahua IHCVR product family retains the ease of use of an analogue system while offering up to 720P HD video output.

This series of products features detected face images, motions, alarm snapshots and video can be uploaded to the free "Easy Space" (Network Cloud Disk) such as Skydrive and Dropbox to keep data



safe and save storage space. Also the recorded data can be searched easily.

A P2P function allows simple and easy connection between the client-end and mobile apps. Dahua

IHCVR can realise p2p network connection through scanning a QR code and logging on to a website.

The IHCVR product family includes the 5104/5108H-F and 5104/5108HE-F. Among these models, there are differing hardware cases, but in addition they can be differentiated through varying functions, such as for example the IHCVR5104/5108HE-F supports 4/8-ch alarm in and 3-ch alarm out. 

Bosch storage unit designed for small businesses

Eindhoven, Netherlands

The *Divar IP 2000* storage unit offers the ability to create a professional video surveillance solution that is both easy to install and easy to use.

It makes data storage safe and simple and has been designed for 24/7 continuous recording. It works with the Bosch Video Security app that provides complete access and control from anywhere with instant access to smooth live streams or HD images from a mobile device, regardless of available bandwidth. The app also enables users to control the IP cameras



Divar IP 2000.

and retrieve the right data quickly from stored video. For maximum freedom and security, specific camera footage can be shown in a given time zone instantly from anywhere at any time.

Thanks to the set-up wizard, configuration is designed to be easy. It automatically recognises

the Divar IP 2000 and the connected IP cameras, and offers step-by-step guidance to take the user through the process. It works on any PC or tablet with LAN access and takes as little as 15 minutes to get the system up and running.

Every single hard drive runs its own operating system making the system failsafe. Even if one or more hard drive(s) should fail, the storage unit will keep running. The Divar IP 2000 storage device works seamlessly with a wide range of available IP cameras and supports Onvif Profile S H.264. In addition, it is

possible to configure the Divar IP 2000 to mirror video data. When choosing the 'mirror' option during the installation process, the Divar IP 2000 meets RAID 1.

There are four different Divar IP kits to choose from, each with different Bosch IP cameras to meet a variety of security needs. All kits offer 24/7 remote access to live video or recording and high definition images and can be easily expanded with extra storage capacity and additional cameras.

 **CCTV** 

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 44

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

Axis launches first heat sensitive camera

Lund, Sweden

Axis Communications is introducing a new series of network cameras with remote temperature monitoring capabilities, the *Axis Q29 Temperature Alarm Camera Series*. With two available lens alternatives and a resolution of 336x256, the cameras allow remote monitoring of critical temperatures at both short and long distances.

"Since the launch of Axis' first thermal security camera, we have had customers requesting network cameras that are also able to indicate the temperature of objects. The main application area for these cameras is to detect intruders, but also to remotely monitor critical equipment, server rooms or storage sites," says Erik Frännlid, Axis' Director of Product Management. Axis Q2901-E Temperature Alarm Cameras can be used to monitor equipment's temperature on a 24/7 basis to eliminate risks of overheating."

With the Axis Q2901-E and Axis Q2901-E PT Mount it is possible to set up multiple alarm zones, which send an alarm when the temperature reaches above or below a pre-configured threshold. To make it easy for the operator, the cameras provide visual aids, such as isothermal palettes and spot temperature capabilities, to fast predict failures by indicating problem areas before the issue becomes visible to the eye or before machinery stops working.

Thanks to features like one-cable installation and support for Power over Ethernet (IEEE 802.3af), the Axis Q29 Series is easy to install and can easily be integrated with existing security systems. The Axis Q2901-E PT Mount is an alternative model coming with support for RS485/RS422 serial port, which allows the camera to be easily mounted on a PT motor-head. The pan/tilt



Axis Q29 Temperature Alarm Camera Series.

support enables a large area to be scanned for critical temperatures.

The Axis Q2901-E offers a wall bracket for installation on walls or ceiling. The latter camera also supports Axis' Corridor Format, allowing the camera to deliver a vertical field of view, suitable to monitor server rooms or areas between piles or antennas. Axis tem-

perature alarm cameras are mainly used for remote temperature monitoring with the possibility to set temperature alarms, but can also be used for detection, such as perimeter protection. The Axis Q29 Series can withstand harsh weather conditions and the casing offers protection from impact and vandal acts.

Axis Q2901-E/Q2901-E PT Mount cameras are supported by one of the industry's largest base of video management software through the Axis Application Development Partner Program, and Axis Camera Station. The cameras include support for Axis Camera Companion, Axis Camera Application Platform, Axis Video Hosting System and ONVIF for easy camera system integration and for application developers to provide the camera with intelligent capabilities.



Raytec introduces Vario Lighthouse Kit

Ashington, Northumberland (UK)

The *Vario Lighthouse Kit* (VLK) from **Raytec** is a new extension to their family of award-winning Vario illuminators. It provides a fully integrated lighting and camera housing solution as a high performance, all-in-one alternative to cameras with integrated LEDs.

VLK combines class-leading Vario LED illuminators, available in infrared, white-light or hybrid, along with the facility for up to two IP or analogue cameras of the user's choice (not supplied) into one fully integrated, pre-wired and cable managed housing.

The all-in-one solution is easy and quick to mount and install and crucially it provides dedicated LED lighting that stands alone from the camera, thereby overcoming the known problems encountered with integrated camera/LED solutions.

Standing separate from the camera, the Vario illuminators are fully thermal managed and run cool with no risk of the LEDs overheating. Alternative CCTV



Vario Lighthouse Kit.

lighting solutions such as cameras with LEDs around the lens are not generally thermally managed and consequently can easily overheat. Critically, this can also attract insects which form webs over the lens, preventing the cameras from providing usable images and also causing an increase not only in false alarms but also the risk of failing to detect an intrusion. For this reason, the latest British Standards for remotely monitored CCTV sites (BS8418) states that 'IR illumination should not surround the camera lens on external cameras'. In addition, stand-alone lighting is able to produce much clearer and more evenly illuminated images with no risk of reflection back into the camera lens or glare in the image – a common

problem with some traditional integrated camera/LED solutions.

Users can integrate up to two cameras of their choice into the VLK unit which, with the associated Vario LED lighting, can deliver excellent night time images up to 220m (722ft), for a variety of applications including CCTV, ANPR/LPR and thermal.

"The VLK addresses a void in the market for a high performance, integrated lighting and box camera solution" explains Tony Whiting, Raytec Managing Director (joint). "Installers can benefit from the easy to install, all-in-one unit, while operators and users benefit from a reliable system delivering good night time images, rather than worrying about the poor images, false alarms and undetected intrusions associated with traditional integrated camera/LED lighting."

In addition, VLK facilitates much quicker and easier interfacing of lighting and cameras for combined operation. Its integrated

'VLK Control Interface' provides plug-n-play terminals offering access to multiple pre-set lighting configurations, for the highest level of flexibility and control to meet exact operational requirements, whilst ensuring outstanding 24/7 performance. Lighting configurations can include activation on demand via camera or external input (e.g. PIR, alarm or other external input), or autonomous operation from its integrated photocell. The integrated photocell can also be used to trigger switching of camera day/night mode in conjunction with the illuminators.

"VLK enables much easier and smarter lighting integration with your cameras via a convenient, integrated wiring platform", Tony further comments. "Triggering lighting on demand via your cameras delivers real savings through reduced electrical consumption, and when using white-light, can provide a powerful, visible crime deterrent".



 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 44

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



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Superior Electronics Corporation

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Tel: +886-2-2378-6161

Email: info@superior-elec.com

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Email: nvr@qnap.com

Fax: +886-2) 26410555

Website: www.qnapsecurity.com



Genetec's Northern European Sales Manager:

"Unified solutions and cloud security

The Canadian IP solution manufacturer Genetec is about to expand its business in northern Europe. Detektor met up with Nick D'hoedt, Genetec's Regional Sales Director for Scandinavia, Benelux and DACH (Germany, Austria and Switzerland). He believes that unification and cloud solutions will be the next big thing.

By Henrik Söderlund

Genetec was founded in 1997, headquartered in Montreal, Canada. Today the company has 620 employees globally. As a private company, Genetec does not publicly publish its revenue numbers, but states that its revenue grew by over 30 per cent in the 2014 fiscal year.

Nick D'hoedt is based in Belgium.

"We arrived in Europe ten years ago and opened an office in Paris. France has become Genetec's biggest European market. After that we started in Spain, Italy, Portugal and UK, Benelux and then Scandinavia", says Nick D'hoedt.

“We are giving end customers and integrators a free choice of which products they want to use and if they already have cameras in their systems, they do not have to change them even if they are analogue...”

How much of your revenue comes from the Americas, from the EMEA, and Asia? Where do you put most effort?

"As a private company, Genetec does not provide actual revenue information, however the Americas and Western Europe are our strongest revenue drivers. In fiscal 2014 we put special emphasis on our core emerging markets in APAC, Latin America, and Brazil."

Canada and the US are your biggest markets; do you have a different strategy for EMEA than for North America?

"In EMEA, Genetec works within a much more fragmented market – crossing many different countries, jurisdictions and vendors. We work with many vendors, distributors and channel partners and via a vast distributor network, Genetec's regional sales managers work closely with certified integrators to promote and sell hardware and software solutions across Europe and the Middle East. In North America, we have built a one-tier channel partner network, to offer the most streamlined network of integrators and consultants. They interface with end-users to scope and deploy our open-platform enterprise security solutions."

In 2015 you will establish a Scandinavian

office and start working in Denmark and Finland. What is your growth strategy?

"We grow organically. Normally we have a regional sales manager, who goes into a country and will start up discussion with primary integrators to establish a first few projects. Once we have a few references, we aim to increase the number of integrators and eventually distributors to grow the business. Once we establish a good run-rate business (versus project-driven business), we start to grow our local team."

Canon has acquired Milestone.

What impacts will that have on the market?

"Milestone has a strong business at the lower end of the market and we do not see them very much in direct competition to our unified enterprise solutions, so the direct impact on Genetec is minimal. Nevertheless, we do feel that what this acquisition represents – a tight lock-up between a camera manufacturer and a formerly open platform – very concerning as it will severely limit the choice and flexibility of customers who have chosen Milestone when it was a more open offering. As a company that is very much in favour of openness, Genetec sees this acquisition as a net loss to the market."

What is your view on competition?

"Milestone is certainly a significant player in the mid-tier CCTV market, and Nedap is one of the biggest players within access control. But we are not in the CCTV market, nor are we in the access control market – we are in the integration part of the market. We bring an open platform solution to the market, which includes different technologies and is open to integrate and unify other technologies into one platform; we see this as a significant competitive differentiator."

What drives the market for IP solutions?

"Today, unification and threat identification are two key words. We bring CCTV, access control, number plate recognition, intrusion alarms, and other technologies like video analytics together. Thanks to this we are able to identify people, goods and threats much earlier than before. Unification is about bringing all these technologies into one single open platform so operators or police forces can take very quick and accurate decisions."

Why is the openness so important?

"We are giving end customers and integrators a free choice of which products they want to use and if they already have cameras in their systems, they do not have to change them even if they are analogue – with an open platform you can grow very smoothly from an existing situation to a new environment. We can also grow from one camera to more than 150,000 cameras without having to change anything in the software."

Your open platform Security Center is your major product, unifying video surveillance, access control, licence plate recognition and alarm systems.

"Security Center represents 90 per cent of our sales at the moment. We are well known as a CCTV solution provider but that market is not growing at the same pace it once was. Today, our biggest growth in terms of a single function in the unified platform can be found within access control. Look at our technology partner Axis Communications, which has been launching its first access control solution – it is already fully integrated with our Synergis access control solution. We are ahead of the market in terms of bringing new technologies and new features to it". By far, our biggest growth driver lies in both unification and the openness and scalability of our Security Center platform."

“Many end users are not interested in keeping storage in the office anymore – with all of the costs that entails. Security in the cloud will become the big story over the next few years together with unification and early threat identification.”

Talking about Axis, they are now targeting smaller installations. Will you do that too?

"It will come as no surprise to your readers that Genetec is primarily focused on the enterprise class of end user. But what may not be as well known is the fact that we don't measure 'enterprise class' in terms of number of cameras only – we believe even a small site can have needs that can be defined as 'enterprise', or who require 'enterprise-grade' features. Whether that need be future scalability, ability to handle several different types of security needs in one system, or the ability to unify several smaller sites into one federated whole – we feel that these needs are not tied to camera or door counts. In terms of our partners, Axis, Bosch and Sony all have

will dominate 2015"



Nick D'hoedt, Genetec's Regional Sales Director for Scandinavia, Benelux and DACH.

their own free solutions for up to 16 or 30 cameras. And in many cases, where the needs are not complex and there is little ambition to scale the size or function of the system, these limited and closed architecture systems will do."

But complex environments do not necessarily have to mean many cameras?

"A lot of people believe Genetec only has the right solution for systems with 100 cameras or more, but this is certainly not true. We can start with one camera in the cloud where you do not need any infrastructure at all, only the camera with an SD card connected to the Internet, up to smaller systems with 16, 32, or 100 cameras, doors and alarms and all the way up to client service solutions with 100 to over 150,000 cameras distributed globally."

Which are the biggest trends right now?

"We see that people are increasingly interested in which threats they are facing. For example, by identifying a licence plate before a car enters a car park, we can provide information earlier to the end user or security specialist. Another trend is that systems must be more intuitive. The operator should not have to adapt his way of working to the system, but

the other way around. Finally visualisation – a couple of years ago everybody was very happy with having a simple graphical interface, but today we are willing to integrate Google maps into our system and the mapping is much more sophisticated."

Which features will become the next big thing?

"Most certainly security in the cloud, or to be more specific: archiving in the cloud will become the major topic in 2015. The reason for that is that more and more cameras record huge amount of data and we are willing to analyse more and more of this information. Many end users are not interested in keeping storage in the office anymore – with all of the costs that entails. Security in the cloud will become the big story over the next few years together with unification and early threat identification."

What is Genetec's biggest challenge?

"It is to stay several steps ahead of our client's needs so that we are able to constantly bring them innovative solutions to problems even before they identify there is a need. In short, making sure we can bring the technology of tomorrow into our solutions today." ■

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A new record for Intersec

Intersec Dubai 2015 broke all previous attendance records by attracting some 27,455 visitors from more than 120 countries – this represents a 10 per cent increase on last year's numbers.

 The 17th edition of Intersec took place at the Dubai International Convention and Exhibition Centre from 18-20 January 2015 and was larger than ever before. There were 1,233 exhibitors from 52 countries, showcasing more than 2,000 brands.

Ahmed Pauwels, CEO of Messe Frankfurt Middle East, organiser of Intersec, said: "The big shift this year is twofold; more visitors are now end-users across a variety of industries, which indicates they are increasingly more involved in the decision-making process when it comes to purchasing security-related products and services. This is reflected in the amount of deals that are actually being made during the show, and the feedback we are receiving from exhibitors is that business has been very good as a result."

Excellent market opportunities

While the global security market continues to grow by 5.5 per cent annually, demand in the Middle East is estimated to double that, as regional governments spend heavily on surveillance systems to protect against threats of crime, smuggling and illegal immigration.

This is expected to push up the sales of network surveillance systems by 89 per cent by 2016

according to global analysts Frost & Sullivan.

Commercial Security was the biggest section at Intersec with 624 exhibitors. Axis Communications was among those revealing its new 4k video surveillance systems. Marwan Khoury, Marketing Manager for the Middle East and Africa at Axis Communications, said: "The adoption rate in the GCC is one of the highest in the world when it comes to IP technology. This is why we often use Intersec to release new products, as it's a very demanding market."

13 country pavilions

Intersec included 13 country pavilions from Germany, UK, USA, Canada, China, Hong Kong, India, Italy, Korea, Pakistan, Singapore, Taiwan, and the UAE.

Featuring for the first time at Intersec was the General Police Equipment Exhibition & Conference (GPEC) Pavilion adding weight to the Homeland Security & Policing section.

The Dubai SME Pavilion was back, putting the spotlight on locally-owned and operated small businesses. A conference programme with more than 40 sessions covered fire safety, commercial security, occupational safety, and safety in design buildings

The next Intersec will take place from 17-19 January 2016. ■



Intersec was larger than ever before. There were 1,233 exhibitors from 52 countries, showcasing more than 2,000 brands.



The fast growing Korean video surveillance product and solution provider IDIS Co. Ltd. was represented by Martin Cowley, Channel Manager, Tara Farley, Marketing Manager and Andy Ahn, Global Marketing Manager.



Videotec Srl, well known Italian provider of video surveillance products displayed their products in Dubai and both Alessio Grotto, CEO and Alessandro Franchini, Marketing Manager seemed happy with the response.



Xtralis exhibited, and Marie Kemshall joined Hatem Khalifa, Marketing Middle East, on their stand.



Tommaso Zeriali, Riccardo Mezzeria and Sebastiano Vento promoted perimeter alarm products from Sicurit Alarmitalia Srl.



Fritz Goets, Int. Sales and Nicole Huffer, Marketing Manager from Simons Voss enjoyed meeting customers on their stand at Intersec.



Jojo Li, Marketing Specialist and Tim Shen, Marketing Director were busy promoting video surveillance products from Dahua Vision Technology Co. Ltd.



Luca Capula, Marketing Manager from GPS Standard SpA, attended Intersec.



TBS, the Swiss provider of access control for biometric systems displayed their products and had a great deal of visitors during the show days.



ASP AG Grundig was represented by Jörg Stiller and Tristram Borgmann and the product manager Andreas Franusic when Detektor captured this shot.



David Teppe, Manager Middle East and Jan Meiswinkel, Chief Executive Officer for Advancis made sure visitors paid attention to their products.

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3 March Konferens om Säkerhetsupphandling – Stockholm, Sweden

Venue: Clarion Hotel Stockholm
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Email: deniz.baykal@armedia.se
Website: www.securityuser.com/
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3–5 March Global Security Asia – Singapore, Singapore

Venue: Suntec Singapore
Organiser: GSA Exhibitions Pte Ltd
Tel: +65 6392 5328, Fax: +65 6392 3098
Email: lesliequek@globalsecasia.com
Website: www.globalsecasia.com



5–7 March 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@reedalcantarnews.com.br
Website: www.iscbrasil.com.br



11–13 March AIPS Almaty 2015 Almaty, Kazakhstan

Organiser: ITE GROUP
Tel: +4402075965064
Email: Security@ite-events.com
Website: www.securityshows.com



17–19 March UzSecureExpo-2015 Tashkent, Uzbekistan

Venue: Uzexpocentre
Organiser: IEG Uzbekistan
Tel: +(998-71) 238-59-82
Fax: +(998-71) 238-59-87/88
Email: sales2@ieg.uz
Website: www.ieg.uz



18–19 March Cartes – Hong Kong, Hong Kong

Venue: Hong Kong Convention & Exhibition Centre
Organiser: Comexposium
Tel: +33 (0)1 76 77 15 06
Email: isabelle.alfano@comexposium.com
Website: www.cartes-asia.com



24–25 March Sectech Norway 2015 Oslo, Norway

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



24–25 March Securex West Africa – Lagos, Nigeria

Venue: EKO Hotel and Convention Centre
Organiser: Montgomery West Africa
Tel: +234 809 5050 568
Email: mark.anderson@montex.co.uk
Website: www.securexwestafrica.com



25–26 March Pipeline Security Forum 2015 Istanbul, Turkey

Organiser: IRN International
Tel: +44 (0) 20 7111 1615
Fax: +44 (0) 20 7183 7945
Email: CristinaR@irn-international.com
Website: www.pipelinesecurityforum.com



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@iecc.bg
Website: www.securityexpo.bg



29–31 March ASIS 14th European Security Conference & Exhibition – Frankfurt, Germany

Venue: Messe Frankfurt Congress Centre
Organiser: ASIS International
Tel: +1.703.519.6200, Fax: +1.703.519.6299
Email: asis@asisonline.org
Website: www.asisonline.org



31 March – 2 April National Security Summit Middle East – Abu Dhabi, United Arab Emirates

Venue: Beach Rotana Hotel
Organiser: IQPC
Email: sponsorship@iqpc.ae
Website: www.nationalsecurityme.com

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 2015 Las Vegas, NV, United States

Venue: Sands Expo
Organiser: Reed Exhibitions
Tel: + 203.840.5602
Email: inquiry@isc.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.counterterrorexpocom



22–23 April ASIS 25th New York City Security Conference and Expo – New York, United States

Venue: Jacob K. Javits Center
Organiser: ASIS International
Tel: +1.703.519.6200
Fax: +1.703.519.6299
Email: asis@asisonline.org
Website: www.asisonline.org



28 April Trygghetskamerans Dag, Stockholm, Sweden

Venue: Clarion Hotel Stockholm
Organiser: AR Media International AB
Tel: +46 8 556 30680
Email: deniz.baykal@armedia.se
Website: www.securityuser.com/trygghetskameransdag
Visit AR Media at Trygghetskamerans Dag



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

Maj



8–9 May International Police Expo 2015 New Delhi, India

Venue: Pragati Maidan
Organiser: Nexgen Exhibitions Pvt. Ltd
Tel: 91-11-41536990
Fax: 91-11-45636990
Email: ashish@nexgenexhibitions.com
Website: www.internationalpoliceexpo.com



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

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



10–12 May Saudi Safety & Security 2015, Dammam, Saudi Arabia

Venue: Dhahran International Exhibition Centre
Organiser: BME Global
Tel: +44 (0)203 463 1097
Email: g.zakaria@bme-global.com
Website: www.sss-arabia.com

Juni



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

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.

www.securityworldhotel.com/int/Security-Events

Security buyers guide

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