

DETEKTOR



International

Publisher's Comment

The End of the Beginning

Technology in Application

Vivotek fortifies renowned German hypermarket

Security Technology Market

RSA VSaaS market to reach \$51.8M

Business News

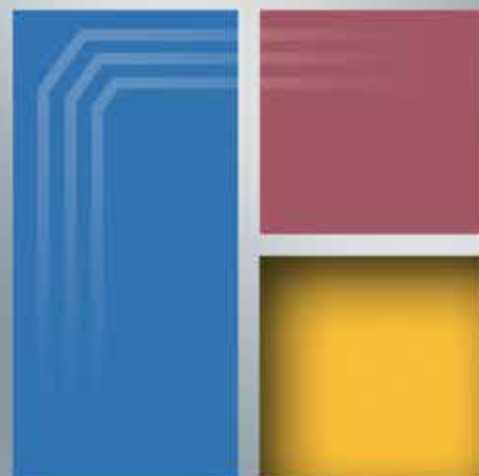
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Lennart Alexandrie, Publisher

The End of the Beginning

There are no doubts that

changes within the security market are in many cases mainly supported and conducted by the manufacturers and developers of network video surveillance products. It is in this sector where the sales volume and growth exists, and also where the visions and forward-looking initiatives are coming from. Through today's open VMS platforms, integration and interoperability between different security systems are offered an alternative control centre and an easy user interface.

When the Detektor magazine started 25 years ago, the intruder alarm system was the centre of the security technology business in Europe. It was also the intruder sector where the highest growth figures could be found, and for a magazine – like Detektor – where the most advertisement revenue was to be secured. The optimism for the future was high, especially as the alarm system was considered as an ideal hub for offering interoperability between different security systems. But already at the beginning of 2000 the focus on interoperability moved over to access control systems. And it was these systems that brought different security functions into one single user interface.

Today this tendency is seen in a very different area, now, it is the management system that controls video surveillance, which has become the starting point for interoperability between different security functions, primarily between video surveillance and access control. There are several reasons behind this development.

The video surveillance products manufacturers – as a collective – are more likely to succeed in being the unifying force for bringing integration and interoperability to the market. First of all video surveillance has always been global, in the sense that most countries rely on imported brands, compared to the access control market, which is often dominated by local brands. And compared to the alarm product market, the video surveillance product providers have not been restricted by a history of local regulations and standards, which has made it much easier to expand export sales. But most of all, the video surveillance product manufacturers were the first in the security market to adopt network

technologies and through their forum ONVIF, act collectively to enable a higher interoperability through the use of video products focused on network-based technology and open platforms. Three years ago this campaign was also broadened to include access control products.

Just as steadfastly as access control system manufacturers have made customers dependent on their products through a proprietary strategy, the IP video surveillance companies have encouraged open platforms to make it easier to find solutions corresponding with the security service needs of the customer. The crucial point for having customer loyalty is to deliver true benefits, no matter on which technology these security functions and services are based – video surveillance, access control or alarm systems.

At this year's ISC West Axis launched an open new network based HD video door station. It is of course part of the company's strategy to link networked access control and video surveillance together to be handled and controlled through a VMS system. No surprise that Genetec also presented an update on their access control solution and that Milestone Systems promoted their access control module for the Xprotect VMS software.

We will of course see more access control features and products from video product suppliers in the future. Especially access solutions where the user interface is handled through the VMS. More manufacturers of access control will also be targets for cooperation or acquisition for today's providers of video surveillance products.

This trend will drive the development towards a service-based market. The agile IT-oriented security companies see opportunities for using open network-based platforms to enable a wider range of scalable services to a market that today is dominated by product oriented providers of proprietary systems. After all, the big game changer is when Security as a Service has become the business model of the security industry. Then we will see the real benefits of what the network video surveillance sector has brought to the security market. We are for sure just at the beginning of a new era. Or to quote the final part of a famous speech by the legendary British Prime Minister Winston Churchill. "it is, perhaps, the end of the beginning".

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“Chinese suppliers are taking a lot of companies by surprise”

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Will Ifsec repeat its success?

Ifsec will return to London 16-18 June for the second consecutive year. Last year's move from Birmingham to London became a huge success. Now, the question is whether this was the beginning of a popular trend or just a one-off.

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Samsung springs to action at trampoline arena

Manchester, UK



Trampoline arena deploys Samsung surveillance.

Europe's largest indoor trampoline arena is taking advantage of the latest advances in video surveillance technology to ensure that it is able to retrieve high definition video evidence of any incidents up to three years after they have occurred.

Visitors to Jump Nation, which is located at Trafford Park, Manchester, have the opportunity to enjoy 139 trampolines which are all connected together to form one huge arena where you can literally bounce off the walls. There is also a huge foam pit to practice tricks or simply to have fun.

"We want our customers to have maximum enjoyment when using our facilities, but bouncing on trampolines is an inherently dangerous activity and is categorised as an extreme sport," said Matthew Ball, Managing Director of Jump Nation. "It is therefore very important for all customers to understand the risks and bounce within their own ability.

"With this in mind, we need a video surveillance system which can verify that customers have complied with our safety rules and

if necessary, help us to resolve any claims for injury. As it is legally possible for injury claims to be made up to three years after an incident, it is essential that we are able to store video evidence for the same length of time."

The contract to design the video surveillance system was awarded to Selec Systems Ltd, who recommended, and subsequently installed, eight Samsung Techwin SNV-6084R 2MP full HD network dome cameras at key locations throughout the arena. Part of the Samsung Techwin WisenetIII camera range, the SNV-6084R is vandal-resistant and has built in IR LEDs to enable images of any activity to be captured, regardless of the lighting conditions. It also features enhanced wide dynamic range which with performance greater than

120dB, can accurately produce images in scenes that simultaneously contain very bright and very dark areas.

Three of the SNV-6084Rs are able to collectively cover the entire trampolining area and it is the images from these cameras which are stored for a three year period. "It is an unusual requirement as the specification for most video surveillance systems is for recording to be stored up to 31 days," said Alan Atyeo, Technical Manager for Axminster, Devon based Selec Systems. "However, we carefully calculated the storage requirements based on the need to record at 10 frames per second, 24 hours a day, seven days a week, as the system needs to be used for general security purposes when the arena is closed. We then worked closely with Samsung Techwin's pre-sales support team to identify that the SRN-4000 network video recorder (NVR) could meet the client's requirements."

The Samsung Techwin SRN-4000 NVR is designed to enable authorised personnel to quickly

search and retrieve recorded video evidence of any incident. The model installed at Jump Nation has been equipped with 11 internal 4TB hard drives which are hot-swappable and support RAID5 and RAID6 recording, to provide protection against unrecoverable read errors, as well as whole HDD failure.

The five other SNV-6084Rs have been installed in non-critical areas such as the café and reception areas, and images from these cameras are installed on a Samsung Techwin SRN-1670 NVR which has been configured to store images from all of the cameras for up to 31 days.

"Since opening our doors in August 2014, we have been very popular with schools and birthday parties, as well as members of the public who want to get fit or just have fun," said Matthew "Safety is the number one priority and we are therefore very pleased to have peace of mind in knowing that our safety policy is being well supported by a highly effective video surveillance solution."



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NYC Marathon highlights the power of partnerships

Milestone Systems Xprotect open platform video management software (VMS) was at the core of the collaborative effort between the 2014 New York City Marathon team and many local agencies. The networked solution integrated components from top vendors of IP and wireless security systems equipment, including remote and mobile technology that resolved issues of critical overview for ensuring safety at this huge event.

For thousands of runners pushing the limits of their physical endurance, the finish line at the TCS New York City Marathon represented the achievement of a lifetime. For those responsible for safety, however, the very same finish line presented challenges. Tall trees that line the curvy roads and pathways in Central Park do not provide a clear line of sight, and often runners are hidden from the view of medical and safety personnel responsible for responding to emergencies.

With 50,530 finishers and an estimated 2 million onlookers in 2014, the TCS New York City Marathon was the world's largest ever. Tata Consulting Services (TCS) was the event's title sponsor but the New York Road Runners (NYRR) organised the event, as they have for many years.

A seamless unified system

NYRR hired a strong team of leading security industry partners. Virsig LLC configured and deployed a wireless network in and around Central Park, including the marathon's finish line. The network consisted of the latest Sony network surveillance cameras, and ethernet transmitters provided by network video technologies (NVT). These components were linked with Firetide wireless mesh nodes that securely transmitted video and voice data to the Race Command Center where a Milestone Xprotect Smart Wall displayed 36 simultaneous camera views. Milestone video management software (VMS) served as the platform for live and recorded playback. Centennial Security Integration assisted

with installation to transform the multiple-node architecture into a seamless unified system.

Open platform creates flexibility

The open platform architecture of the Milestone VMS made it possible to configure and deploy a network with the depth and flexibility to deliver reliable functionality to more people in more places. The Ipela engine of Sony's ultra-wide, dynamic-range network cameras provided the outputs, including fixed models with on-board video analytics, pan-tilt-zoom and 360-degree views. These were managed and displayed through Milestone Xprotect Corporate VMS developed for large-scale, high-security deployments. The Command Center had a consolidated operational view in a 55-screen Xprotect Smart Wall, while roving staff could view video on the move using the Milestone Mobile client.

Glenn Taylor, Executive Director, Virsig LLC, said: "Milestone's open platform enabled us to provide a high-availability, high-performance network with the high-availability, high-performance video management system."

Critical part of the situational awareness

Dr. Stuart Weiss is the medical director for the New York Road Runners. On race day, his job was to direct the tent near the finish line that was fully staffed as an emergency room. The goal was to treat onsite as many runners as possible requiring medical attention, who could then be sent home. Weiss said that the video



New York marathon keeping runners and onlookers safe.

capabilities proved to be a critical part of his team's situational awareness, supporting decision making through views of the finish line, walk-off areas, Central Park and various points along the marathon's course.

Being able to see runners as they finished the race helped his team identify those who needed emergency room treatment and what type of care to provide for injuries that could be treated in the tent. The sheer number of people made it complicated to keep track of what was going on as runners cooled down on their way to the area for reuniting with family and friends. In addition, the cool-down period is when trauma is most likely to occur.

"The Milestone software helped us integrate all the camera feeds into one screen area we could easily look at to see what was happening across the area," Weiss said. "We used it to make critical decisions throughout the day."

The race commander used his view of the five medical tents to decide which tents were at capacity and needed more medical personnel and which tents were able to receive additional people. At one point the electricity went out on one of the poles where a

camera was mounted, and a technical person used the Milestone Mobile client on a smartphone to send images from that location back to the command centre.

Made the marathon a more secure event

Central Park West is one location where a network would be difficult to deploy if it weren't for wireless capabilities. Glenn Taylor reports that the Milestone open platform's ability to support a wide range of wireless devices gave the deployment far greater reach. He explained that most wireless equipment requires a clear line of sight – a rare luxury in a setting known for winding roads and dense vegetation. Virsig overcame that by installing wireless transmitting devices at the tops of 140-foot utility poles to receive signals from the IP cameras that carried the data to the servers, where the images dramatically increased the marathon's overall situational awareness.

"The wireless mesh extended the network out into areas where you typically would not be able to put a network," he says. "We created a platform that everyone was able to share in order to make the marathon a safer, more secure event." ■

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RSA VSaaS market to reach \$51.8M

Portland, Or (USA)



The video surveillance equipment market in South Africa is largest among all other countries in Africa.

According to a new report by Allied Market Research entitled, "South Africa IP Video Surveillance and VSaaS Market – Size, Industry Analysis, Trends, Opportunities, Growth and Forecast, 2013-2020", the South African IP video surveillance and VSaaS market is expected to reach \$51.8 million by 2020, registering a CAGR of 16.1% during 2014-2020.

The revenue from the sales of hardware accounted for nearly 60%, whereas cloud services, software and other services segment accounted for around 40% of the revenue in 2013. Cloud-based solutions are expected to witness tremendous growth opportunities in future as it reduces the total cost of ownership for the customers. The manufacturing and corporate sector is expected to grow at the fastest CAGR during the forecast period. The residential and health-care sector are other key application areas that are expected to evolve as huge markets for IP surveillance during the forecast period. In the year 2012, revenue from the sales of analogue IP surveillance hardware sales surpassed the revenue from the sales of analogue devices.

The video surveillance equipment market in South Africa is largest among all other countries in Africa. With the growing technological advancements in the country, IP surveillance is gaining foothold, however, analogue systems would maintain its presence through the forecast period due to its cost effectiveness and huge install base in various sectors. As the surveillance industry is in developing stage in the country IP surveillance market would witness incremental growth in South Africa, during the forecast period.

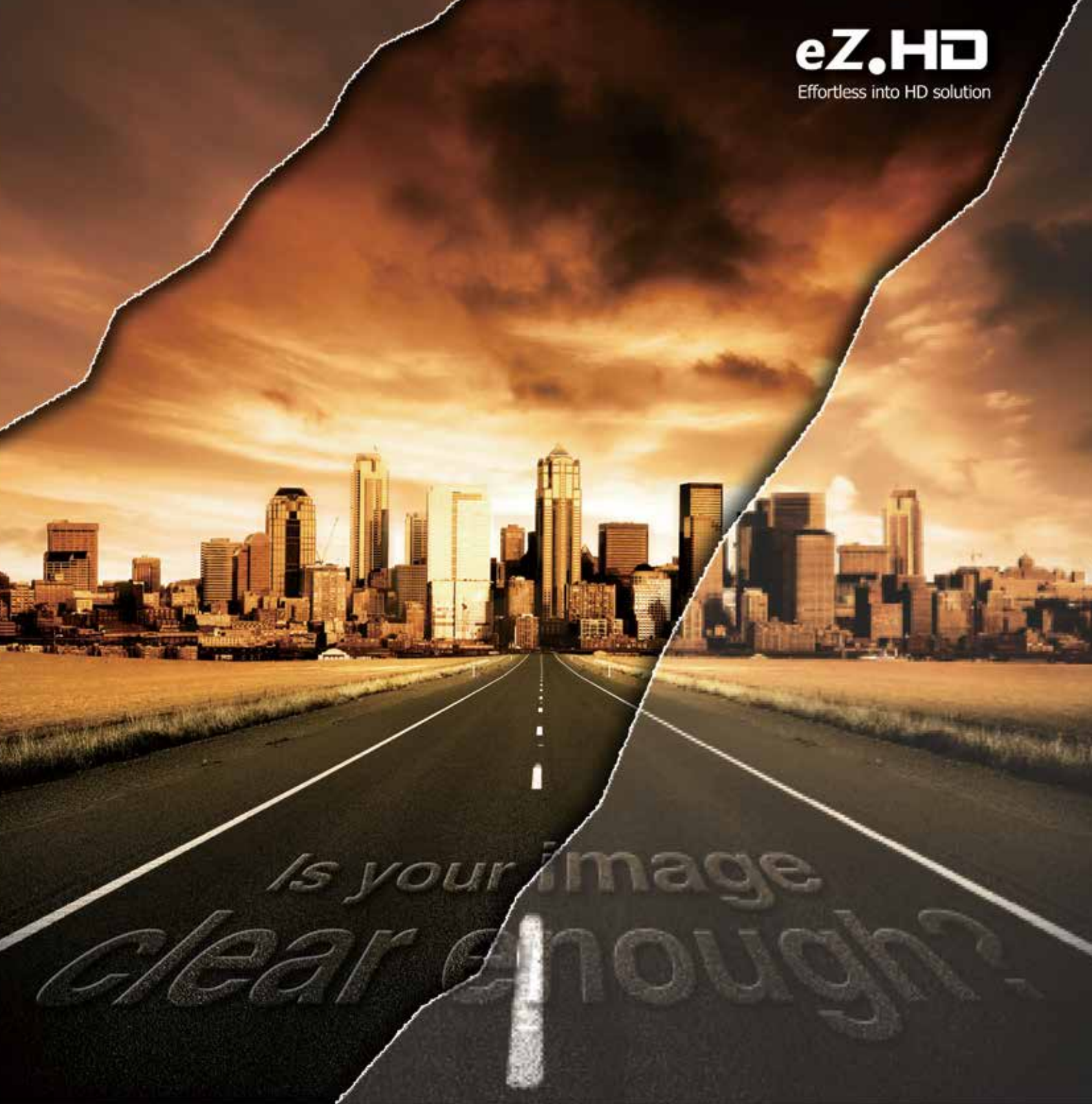
Hardware are the key products required for the installation of IP video surveillance system. With rising numbers of new installations and updating the existing analogue systems, the

hardware sales are expected to witness a boost in the initial years of adoption. Software segment would also follow the suit, but due to its lower revenue ratio in a surveillance system, its market size would remain comparatively low. The rising number of new IP surveillance system installations in the country would continue to drive the sales of associated software.

Though cloud technology has been a feasible and low-cost technology in most countries, specifically due to lower initial investment, this technology is yet to gain prominence in South Africa. Cloud-based solutions would gain importance in the country with the increasing penetration of cloud services in various industries. In the current scenario, cloud service providers are charging high prices so as to recover their initial R&D investments. These factors collectively act in congruency to limit the adoption of cloud-based surveillance in the current scenario. However, with growing awareness and price reduction, cloud-based

surveillance would witness considerable growth during the forecast period.

The analysts suggest that existing analogue surveillance systems installed at residential buildings in the country would witness threat of replacement from IP surveillance systems in the coming years. However, the replacement of analogue with IP would be comparatively slower in this sector. As analogue surveillance systems are low cost and easy to install, small security professionals prefer these systems and high number of such cameras are being installed in the country every year. Due to the considerable price difference between analogue and IP surveillance systems, the former is often preferred by the security solution vendors. Now, it has become a tough task for the IP device manufacturers to convince the installers to switch to IP surveillance. Nevertheless, commercial and government sectors are gaining prominence in the South Africa IP surveillance market. ■



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Data centre security market to reach \$8.13B in 2020

Dallas, Tx (USA)

The latest market research from Marketsandmarkets predicts that the total worldwide data centre security market is expected to grow from \$4.74 billion in 2015 to \$8.13 billion in 2020, at an estimated compound annual growth rate (CAGR) of 11.4% from 2015 to 2020.

The report "Data Center Security Market by Solution (Logical Security, Physical Security), by Services (Consulting Services, Managed Services and Professional Services), by Data Center Types (Mid-Size, Enterprise and Large) and by Region (NA, Europe, APAC, MEA and LA) – Global Forecast to 2020", analyses and studies the major market drivers, restraints, opportunities, and challenges in North America, Europe, Asia-Pacific, Latin America, and Middle East and Africa.

Within the research, the global data centre security market has been classified majorly into solutions, namely Logical Security Solutions and Physical Security

Solutions. The service segment has been further categorised into security consulting services, Managed Security Services and Professional Services. The global data centre security market is also further classified on the basis of datacentre type i.e. mid-size, enterprise, and large.

High growth in the adoption of cloud computing, virtualisation and increasing attacks on data centres, security concern of curtail data are some of the key factors that are fueling the growth of the data centre security market. However, availability of low cost, substitute software solutions and low awareness of solutions and its benefits are some of the key factors hampering the

High growth in the adoption of cloud computing, virtualisation and increasing attacks on data centres, security concern of curtail data are some of the key factors that are fueling the growth of the data centre security market.

growth of this market. However, increasing numbers of new data centre and high economic growth in emerging economies including India and China offer new growth opportunities for the market players.

As of 2015, North America is estimated to hold the largest

share of the global data centre security market, followed by Asia Pacific. However, the Asia-Pacific market is expected to grow at the highest CAGR of 16.6% from 2015 to 2020. A number of factors including development of new data centres and increasing security requirement of data in various booming sectors such as BFSI, Government and Public are stimulating the growth of the data centre security market in the Asia-Pacific region.

The total data centre security market is expected to grow from \$4.74 billion in 2015 to \$8.13 billion in 2020, at an estimated Compound Annual Growth Rate (CAGR) of 11.4% from 2015 to 2020. Cisco (U.S.), IBM (U.S.) and McAfee (Intel Security) (U.S.), Dell (U.S.), Check Point Software Technologies (U.S.) are named by Marketsandmarkets analysts as some of the key players in the global data centre security market.

Critical infrastructure market to reach almost 115\$B by 2019

Dallas, Tx (USA)

Marketsandmarkets forecasts the global critical infrastructure protection market to grow from \$72.30 billion in 2014 to \$114.80 billion in 2019 at the Compound Annual Growth Rate (CAGR) of 9.69% from 2014 to 2019.

The latest report from Marketsandmarkets entitled, "Critical Infrastructure Protection Market by Security Technology (Network, Physical, RADARS, CBRNE, Vehicle Identification, Secure Communication, SCADA, Building Management) by Service, by Vertical, by Region – Global Forecast to 2019", defines and segments the key assets protection market into various sub-segments with an in-depth analysis and forecasting of revenues. The report also identifies the factors driving this market, various restraints and opportunities impacting it along with the technology roadmap and adoption trends.

According to the researchers, major forces driving this market are the increasing dependency of the government and commercial

In terms of geographies, North America is expected to be the biggest market in terms of revenue contribution, while Latin America (LA) and Middle East and Africa (MEA) is expected to experience increased market traction, during the forecast period.

organisations on IT communications and the development of automation across all verticals, growing need for cost effective security solutions and the market

trend of deploying best practices for a better response in case of emergencies. The need for cost effective business processes is soaring as organisations aim to gain a competitive edge in the industry. Critical infrastructure security solutions ensure cost efficiency and reliability as they deploy both traditional physical security and modern cyber security. Globally, revenues for security services are increasing with the rising demand for cost saving and business automation enhancing solutions. While organisations across the globe are looking forward for solutions that integrate the security types into their mainstream process workflows, the service providers are optimistic about enriching their offerings by delivering value added services.

Marketsandmarkets believes that the need for increasing the agility of a business process, along with cost control measures is playing a cardinal role in shaping the future of critical infrastructure protection market. Even though

the adoption of these solutions is slow due to the high costs involved with deployment and compliance concerns; these solutions are expected to enjoy enduring growth and have a pervasive existence across all major verticals, owing to the growing demand for automation and virtualisation of workplace. These solutions are well positioned to provide solution for globally spread businesses, despite different organisational structures and business process needs. Marketsandmarkets further expects that the integration of security solutions within the existing organisational framework will further amplify the growth of businesses, while ensuring the compliance and regulatory standards.

In terms of geographies, North America is expected to be the biggest market in terms of revenue contribution, while Latin America (LA) and Middle East and Africa (MEA) is expected to experience increased market traction, during the forecast period.



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Home video monitoring on the rise

Wellingborough, Northants (UK)

Consumer awareness of video surveillance and home video monitoring is increasing. This has been helped by the exposure Dropcam has provided the category. Retailers are taking note and network cameras are increasingly present on the shelves and webpages of many stores. IHS forecasts over 11 million consumer and DIY network cameras will be shipped worldwide in 2015.

Panasonic recently launched the Nubo, which it claims is the world's first 4G home monitoring camera and with the proliferation of standalone network cameras, this category has evolved beyond just security.

Cameras in the home are very much lifestyle products that invoke consumers to regularly check-in at any detected change in environment, whether this is checking if the kids are home from school, or if their pets are okay. The regular events detected by cameras' sensors or connections with other non-video devices means higher user engagement with the camera. This can justify potentially lucrative cloud storage

add-on fees, which according to IHS made Dropcam such an attractive buy for Google's Nest Labs. The active monitoring approach is a stark contrast to the closed circuit (CCTV) analogue camera and DVR systems available in many DIY stores. These systems are traditionally installed and left running until there is an event noticed by the user which requires a video review. Nevertheless, there will remain a large market for this type of equipment for more of a passive security conscious consumer.

The addition of 4G connectivity of consumer network cameras was a natural progres-



Cameras in the home are very much lifestyle products that invoke consumers to regularly check-in at any detected change in environment, whether this is checking if the kids are home from school, or if their pets are okay.

sion for the category. What 4G and battery power enables is the further evolution into truly portable home monitoring. Start-up Link-U along with Panasonic's Nubo are vying to be the first to offer portable home monitoring when shipments start later this year. "Nubo's IP66 rating will allow for use outdoors, an advantage

over Link-U and current Dropcam models. Concepts such as the Flir FX, which combines a portable home monitoring camera with both a dashboard and action camera, could be a glimpse into another potentially interesting direction for the category," says Josh Woodhouse, senior analyst at IHS Inc.

Security market in Saudi Arabia to show growth of 11.35% to 2018

London, UK

Analysts forecast that the Security sector in Saudi Arabia will grow at a CAGR of 11.35 percent over the period 2013-2018.

Analysts from research company Companiesandmarkets have recognised the following companies as the key players in the Security Sector in Saudi Arabia: BAE Systems, Boeing Co., General Dynamics Corp., Lockheed Martin Corp. and Raytheon Co.

Other Prominent Vendors in the market are: Advanced Electronics, Alsalam Aircraft, EADS, Northrop Grumman, Sikorsky Aircraft and Thales.

Increasing investments

One major trend emerging in the market according to the report is the high investment in safety

and security equipment. As the defense budget of Saudi Arabia is increasing significantly, its foreign collaborations for military affairs are also increasing. Saudi Arabia imports defense equipment mainly from the US, Russia, France, and the UK

A major driver in the market is the flourishing economy and infrastructure. The majority of Saudi Arabia's revenue is dependent on oil exports; therefore, its economy is financially strong. A flourishing economy mandates the need for security, which drives the country to invest extensively in the import of defense equipment.



Political issues can affect growth

Further, one key challenge faced by the market is the high dependence on imported equipment. Most of the defense equipment and security systems and weapons in Saudi Arabia are imported from the US, Russia, France, and the

UK. This dependency can affect the growth of the Security sector in the Kingdom of Saudi Arabia through delays, price hikes, or even small political issues between the countries.

The threat of terrorism

Saudi Arabia is one of the world's fastest growing markets for safety and security solutions. According to Companiesandmarkets Saudi Arabia has invested a huge amount of money for the safety and security of the nation as the government's major concern is to protect the country from terrorism. The country has also invested a huge amount of money to import weapons from countries such as the US, Russia, France, and the UK, which is expected to grow further.

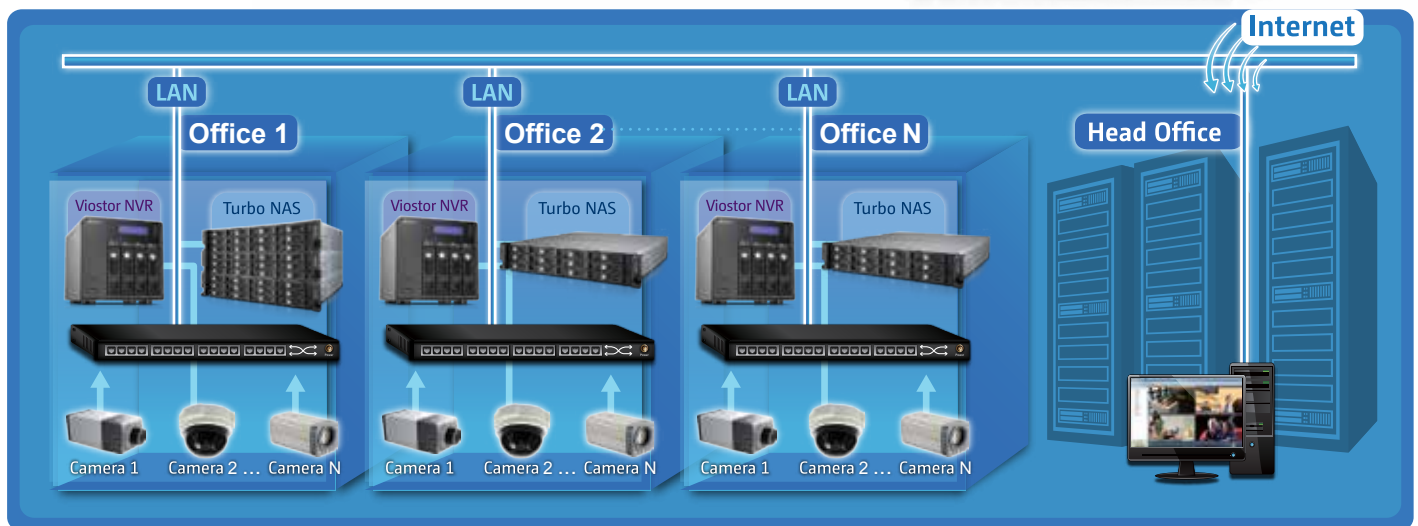
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Join the ccHDtv

– smart broadcasting technique streamlines HD

Today's video surveillance systems offer an image quality far better than just a few years ago. This leads to increasing demands on broad bandwidth and storage resources.

Now, ITE Tech Inc has launched its ccHDtv concept, the world's first solution where video signals from multiple channels can be carried and concurrently transmitted through safe and reliable broadcast techniques. Now ITE Tech invites other vendors to join the ccHDtv Alliance.

Whilst the whole world seeks smarter protection and a better environment, high-definition (HD) image quality has become the "must have" necessity in all spheres of video surveillance and evidence footage.

"Fulfilling this requirement generates huge volumes of image pixels continuously, for transmission and storage, thus creating demand for a very broad bandwidth and tremendous memory space resources," states H.Y. Lin, President of ITE Tech.

So how much space do we require exactly? According to a report from IHS research, the information produced by all the video surveillance cameras (1080p @30fps) installed worldwide in 2013 alone was equal to 413 Petabytes (PB), which is enough to fill 92.1 million single-sided, single layer DVDs. With shipments of such surveillance cameras continuing to rise, analysts expect that the daily data dump is expected to more than double that in just four years, expanding to around 859 PB in 2017. The researchers predict that the overwhelming quantity of information will promote the use of technologies that are designed to handle and process big data in the surveillance market.

Challenging times

If we add to this the advents of UHD TV and 4K technology — already established broadcast standards, the global video surveillance industry is now being

well and truly inducted into the arena of "Big Data" manufacturing. How to record and store 4K resolution images will be one of the major hurdles for manufacturers and solution providers to overcome; and that is in addition to dealing with the enormous volume of video signal transmission.

Recognising these trends and issues in advance, ITE Tech Inc. (Taiwan) recently launched its ccHDtv technology.

World's first technique

The ccHDtv technology is a world first technique to carry video signals from multiple channels and transmit them concurrently, whilst typical IP systems on the market are transmitting video signals in sequence (Fig. 1).

Stanley Wang, VP of ITE Tech Inc. and the Head of the ccHDtv Alliance, has received a lot of interest from companies all over the world for their concept. And he is not surprised.

"It's fairly clear that the ccHDtv solutions perform with higher efficiency and at a quicker response rate in comparison with the other market options."

Multi-channel video transmission

Multi-channel video signal transmission is the specification of ccHDtv, developed by ITE and it utilises the Frequency Division multiplexing techniques based on DTV broadcasting transmission techniques, which are compliant with EN300 744 DVB-T modula-

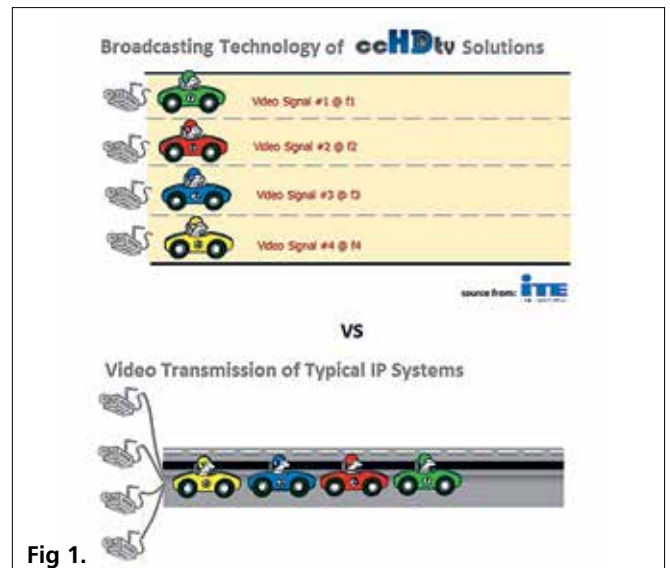


Fig 1.

The ccHDtv technology is a world first technique to carry video signals from multiple channels and transmit them concurrently, whilst typical IP systems on the market are transmitting video signals in sequence.

tion and demodulation standards used worldwide by digital television broadcasters.

ccHDtv transmission will efficiently carry single and/or multiple 1080p @60fps digital video signals over a single 5C2V/ RG6 coaxial cable for a distance of up to 1000 metres. During a live field test conducted by ITE and at the sites of its allied partners, the results showed no interference problems in HD video transmission (even up to 4K resolution) and no signal amplifier or booster was required within the above-specified distance.

What is ccHDtv?

Generally speaking, ccHDtv is the new protocol and standard in digital HD surveillance solutions, aside from other typical IP surveillance systems. It is 100 % supported and developed by ITE Tech Inc. The ccHDtv specification was first announced to the world markets in November 2012 and since then ITE has successfully partnered with 9 additional allied companies (mostly manufacturers) to develop their own product and series solutions using these cutting-edge specifications.

The allied companies and brands currently include, A-Tec, GKB, HiDes, Pacidal, QNAP, Star-dot, Sunmore, Ubiquity Smart, Vacron, and others are in the pipeline. ITE provides them with full technical support and services (including tests, certification, and system integration consultation) with all tool kits in production and applications.

"Now we are ready to increase the numbers of allied partners on the global market. This is a global concept and we want to partner up with both manufacturers and system integrators from all over the world. The many advantages of ccHDtv should be accessible for all end users, no matter where they are located", states H.Y. Lin, who proudly declares that ITE, together with the allied companies, officially established the ccHDtv Alliance in January 2015.

"The Alliance was created to support today's and future generations of HD digital surveillance systems and contribute to high quality and streamline products. Furthermore, the Alliance has been established to facilitate the promotion of this ccHDtv specification to the security industry"

revolution

video surveillance

says the President of ITE Tech.

"It is also important to widen applications with the upcoming trend of IoT and analogue system's migration and to enhance the acceptance of the ccHDTV technology worldwide".

Impressive transmission capacity

The ccHDTV specification has been developed to assign and carry dedicated channels of video, audio and data signals for transmission over a single cable. It easily supports a capacity for each channel of up to 31.6Mb/sec to carry video in full HD and even in 4Kx2K resolutions. As it is based on frequency division multiplexing, the ccHDTV specification supports multiple streams at different rates – 1080p 60fps, 1080p 30fps, 720p 30fps – respectively and concurrently. The ccHDTV specification is able to compress video signals into H.264 format for transmission and storage.

"Furthermore, with the specially designed development kits, allied companies can provide their own VMS, CMS and even cloud platforms to manage video content delivered by their products and solutions", says H.Y. Lin.

Safe and reliable operation

Any future products and solutions developed based on the ccHDTV specification and protocol will be given the prefix of DTV, such as DTV cameras, DTV NVRs, and so on. These DTV system solutions can be deployed in many different topologies, such as Star, Ring, Daisy Chain, and many others, using 3C2V/5C2V/RG6 coaxial cables. The Ring topology (Fig. 2), for example is capable of preventing loss of video due to malicious activity or cable fault. This ensures that the system works effectively at all times.

Where wireless configuration is required, the ccHDTV specification will support manufacturers to develop a wireless solution.

The DTV cameras with UHF antennae will perform efficiently with a power level of just 1mW, penetrating walls and covering tens of metres in typical environments. With a power level of 200mW, UHF transmission can reach 3 times further whilst also covering an area nine times larger than a Wifi transmitter operating at the same power level and same environment. If the transmission power is increased to 20W, the DTV solution can achieve a distance of up to 100 km if there is enough clearance between the transmitter and receiver.

Outstanding cost benefits

The ccHDTV DTV products and solutions consist of digital Full HD surveillance devices for easy installation and are designed according to the "plug and play" principle. It has been proven that the installation cost for a ccHDTV DTV solution, based on a 16 channels system, in a new building, is 15% lower than with a standard surveillance system of the same size. In the case of an HD upgrade requirement for an existing 16-channels analogue system, the installation costs of the ccHDTV DTV solution will be 30% lower than those of an IP system. In addition, as previously stated, the ccHDTV DTV solution and products will reproduce video in resolutions of 1080p and 4K (soon available). Plus, they support multi signal and multi channels in high-definition transmitting concurrently over long distances with no loss in video quality.

Suitable for many applications

The modern ccHDTV DTV solution forms an effective system for professional project applications, and, as it is very easy to operate and configure, it is also ideal for residential and SME applications. In terms of householder use, if the user is already subscribed to

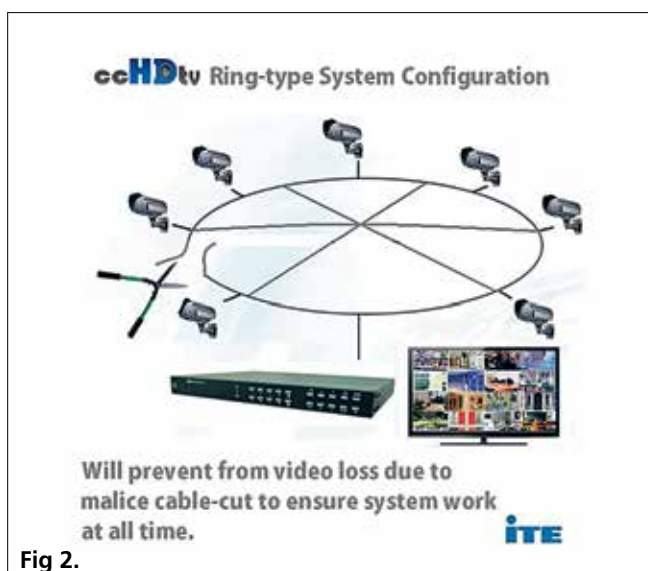


Fig 2.

The Ring topology is capable of preventing loss of video due to malicious activity or cable fault. This ensures that the system works effectively at all times.

cable TV, then it is possible to use the existing cables to save on time and costs and to minimize disruption due to new cable runs and the user will be able to view surveillance video over his standard TV set.

Successful cases of ccHDTV

The ccHDTV DTV Solutions have already been implemented in many different projects, includ-

ing banks, factories, commercial buildings and retail chain stores in Asia to elementary schools in the USA.

"The main motivations for selecting the ccHDTV DTV solution as system of choice in these projects are good video quality, high efficiency, long distance transmission, and yet still with lower costs", concludes ITE Tech's President, H.Y. Lin.

Meet ITE Tech and ccHDTV at IFSEC

ITE with the ccHDTV Alliance will support its allied partner companies in showcasing the latest DTV solutions on a dedicated stand at IFSEC International 2015 on June 16-18 in London, UK. Together with solutions and service package presentations, there will be many more attractions on offer on the ITE stand (#G250).

About ITE

ITE Tech. Inc. (ITE) is a professional IC design house, established in 1996. The company has its headquarters in Hsinchu Science Park, in Taiwan. ITE started as a developer of PC and NB Controller chips and took the global lead in Super I/O (40 % market share) and has also had strong success within keyboard and embedded controller technology.

ITE has also developed the advanced Silicon Intellectual Property (SIP) and highly integrated technology of system software/hardware.

Top trends for the video surveillance market 2015

The product development within the video surveillance sector has moved forward at a fast pace during the last 15 years in comparison with other sectors in the security industry. So what are the trends for 2015? Experts from

market analysis company IHS, have written a white paper (Top Ten Trends for 2015), where they reveal their views on the subject of video surveillance trends, and which Detektor now presents over the following five pages.

Trend 1: IT convergence in the video surveillance industry

By Josh Woodhouse, Senior Analyst, IHS Technology

The migration from analogue to network surveillance cameras has changed the way many security systems are conceived, built and managed.

With the deployment of cameras onto IT networks, the scalability and capabilities of video surveillance systems have increased dramatically. The benefits of network video surveillance are not new concepts; they have driven the transition to network equipment from the beginning. Now the video surveillance market has finally reached the point where more revenues come from network than analogue equipment. IHS is observing increased emphasis on:

- Video surveillance offerings from IT companies
- Integration of different security systems
- Edge-to-core architecture
- Virtualisation
- IT and security professionals in one operation

IT companies focus on video surveillance

Increasing numbers of traditional IT vendors are taking note of the opportunities in video surveillance. The global video surveillance equipment and storage market is forecast to be worth over \$28 billion by 2018. IHS forecasts that by 2017, each day that video surveillance cameras are installed globally, they will produce 859 petabytes of data. These are big figures. IT vendors have taken note of the opportunity to help

capture, manage and store this data. A few examples include:

- For storage, Western Digital, Seagate and EMC have all had dedicated video surveillance product launches
- Avaya and Extreme Networks have launched switches tailored for video surveillance
- Microsoft has introduced GSOC solutions, and increased integration of the Microsoft Azure cloud platform into systems

Integration of different security and safety systems

In addition to video surveillance, other functions are increasingly being built and managed in one integrated system, including access control, intrusion detection, fire detection and suppression, and critical communications including voice over IP (VOIP).

Video is often the main driver in the integration between systems, with video essential for verification, and command and control, for other functions.

For hardware, IHS is seeing an increasing number of video surveillance hardware vendors offering access control solutions, through either their own products or partnerships.

Video management software (VMS) providers are offering integrated management in security management platforms or, through modular add-ins, in advanced VMS.

Edge-to-core architecture

Historically, analogue cameras



Josh Woodhouse, Senior Analyst, IHS Technology.

have been used mostly in centralised, core deployments; the distance between camera nodes was constrained by the scalability of the underlying infrastructure.

Deploying cameras on a network, one can build highly distributed, high-channel-count systems with vast distances between cameras. Network architecture can support multiple edge systems, with the local storage and management provided at each system being linked with an interconnected system core. The core is the central administration point and can provide control and management over the entire network. Data can be moved to and from the core, and can act as a repository for data mining and analytics. The system architecture is future-proof with capacity to expand and additional cameras, security devices or systems with relative ease. Prime examples of these architectures include governments/safe cities and enterprise transportation installations.

The use of this architecture is increasing, as enterprise end users that realise the benefits move their legacy systems into a linked "system of systems" and edge-to-core architecture.

Virtualisation

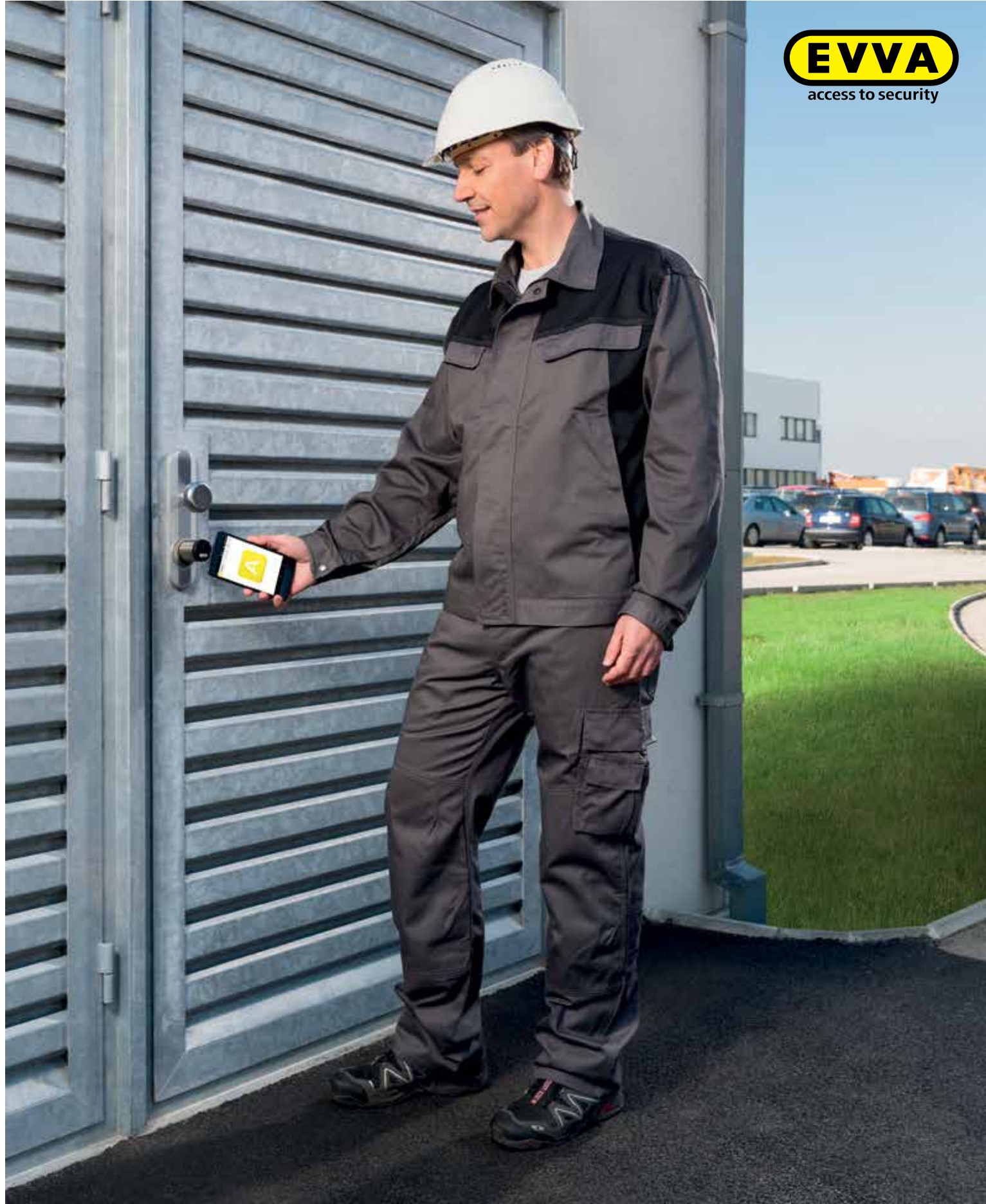
The use of virtualisation is a key advantage of network infrastructure, particularly in an edge-to-core system. Virtualised applications generally mean that less hardware is required to perform multiple roles. Hybrid cloud systems also bring seamless integration of edge and cloud process and storage. These capabilities reduce the total cost of ownership while providing end users with the additional security of offsite storage. The amount to which these capabilities can be used can be fully customised, depending on requirements.

IT and security professionals becoming one

IT departments are gaining considerable influence in procurement decisions, and with it, a greater influence on the video surveillance market. As requirements and systems grow in scale and complexity, the market has come to rely more on IT practitioners to manage implementations and use their networking expertise to design the required architecture. IHS has observed growing collaboration and interdependence between the IT and electronic physical security companies to address the new breed of end user, particularly as a means of bridging the knowledge gap between these two disciplines.

Integrators of all types are coming to rely on manufacturers to provide product certifications, validation and general guidance with respect to sourcing decisions and the integration of products.





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Trend 2:

Star markets – the fastest growing products and regions for 2015

By Jon Cropley, Principal Analyst, IHS Technology

The global market for video surveillance equipment will grow by over 10 percent in 2015, IHS is forecasting. However, the total market is made up of many different products, geographic regions, and end-user sectors. Some markets will grow much faster than the average, and below are those predicted to grow fastest in 2015.

Products

As predicted, there was rapid growth in demand for 180/360-degree network cameras last year and there are no signs of this slowing in 2015, when global unit shipments are forecast to grow by over 70 percent. The number of vendors offering such cameras also continues to grow, as does the number of video-management software applications supporting them. Such 180/360-degree network cameras are proving particularly suitable for sectors like retail, airports and casinos, where

monitoring wide indoor areas is important.

Geographic regions

In 2015, the Middle Eastern market for video surveillance is forecast to exceed \$500 million for the first time. Growth will be driven by a combination of legislation, construction and preparation for major events, including the 2020 World Expo in Dubai and the 2022 FIFA World Cup in Qatar. Even so, doing business in the Middle East is not without its challenges, and political and social tensions alike can quickly change spending priorities.

Many of the largest existing video surveillance installations in the world are in the Middle East, and numerous large-scale projects are in development. While the impact of low-cost manufacturers and falling equipment prices and has been felt across the collective Europe-Middle East-Africa



Jon Cropley,
Principal Analyst,
IHS Technology.

(EMEA) region as a whole, the Middle East specifically continues to have the potential for high growth. In many cases end users are expected to stick to the same budget levels, but more equipment will be bought.

End-user sectors

Last year, IHS was forecasting that the city surveillance as well as the utilities and energy end-user sectors would grow quickly during 2014. Similarly, IHS projects quick growth for both sectors in 2015. One end-user sector with higher-than-average forecast growth, however, is education.

In the wake of shooting tragedies such as the Sandy Hook

massacre in the United States, educational establishments are adopting security systems that allow authorities to respond to emergencies in real time. For video surveillance, this can mean that critical system features include the ability to provide automatic alerts of threats, as well as integration with other electronic security systems. Integration with access control, for instance, can mean that when an intruder is detected, doors can be locked to prevent access to buildings.

The types of threats an educational institution may encounter could change during the course of a day. In the daytime, the main issue is restricting access to appropriate individuals. At night, the main issue can often be protection against vandalism.

For 2015, the global market for video surveillance equipment in the education end-user sector is forecast to grow by 15 percent.

Trend 3:

Driving the transition from direct channels to distribution

By Niall Jenkins, Research Manager, IHS Technology

Video surveillance equipment sold through distribution channels was estimated to account for 55 percent of global equipment revenues in 2013 and for over 60 percent of European market revenues 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. This is a marked change from a couple of years ago, when integrators often sought to develop direct relationships with equipment vendors.

One reason for this transition is that margins are continuing to decline. In 2015, average distributor margins in the American video surveillance market are forecast to drop to close to 17 percent, while

in the Europe-Middle East-Africa (EMEA) region, margins are predicted to fall below 22 percent. This means the distribution channel is incredibly competitive, even when compared with purchasing equipment directly from vendors.

Margins in North America, meanwhile, are driven by competition, especially in the network video surveillance market, into which information technology value-added resellers (IT VAR) and distributors have entered. Companies coming from the IT industry are typically used to working with much lower margins than traditional security companies. The markets in Europe and Asia are predicted to follow suit, with increasing numbers of IT companies entering the market.

Distributors are also offering more. Traditional security distributors can provide financing, training and lead generation, in addition to managing the vendor relationships, dealing with import taxes and holding inventory. As systems integrators increasingly focus on recurring monthly revenues (RMR) from service contracts, the installation of equipment is seen as a necessary, but not profitable, process. Consequently, anything that makes navigating the potential costs and pitfalls of installation easier and more predictable is welcomed by integrators.

Finally, the transition to network equipment is changing the role of the distributor. From the IT industry, in particular, IT VARs are developing bundles of



Niall Jenkins,
Research Manager,
IHS Technology.

products that already work together. This trend, which mirrors developments in the IT industry, is making video surveillance project installations easier for IT integrators who are more familiar with networks and switches than they are with security cameras and network video recorders. As the video surveillance market continues its transition to network equipment, this will be an increasingly important trend driving the transition from direct channels to distribution in 2015.



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Trend 4:

New Chinese vendors eyeing fresh markets

By Harry Cai, Analyst, IHS Technology

Two years ago, looking forward to 2013, IHS predicted that more Chinese vendors would take advantage of the growth of markets outside China; and that by the end of 2014, there would be less doubt that Chinese vendors were becoming more important in the global video surveillance market. IHS research on this market has, indeed, showed that the number of Chinese suppliers among the top 15 increased from two in 2011 to four in 2013, and that the top two suppliers in 2013 were both from China.

Much of the remarkable growth of Chinese suppliers has come from their success in the local Chinese market. In the last few years, heavy government investment helped the Chinese video surveillance market to grow quickly and Chinese suppliers to hone their technology. The

engineering teams recruited by Chinese companies also expanded quickly, thanks to the many graduates from Chinese universities emerging every year. Some leading Chinese companies now have the world's largest teams on video surveillance R&D. With complete product portfolios and cost-competitive qualified products, more Chinese suppliers are seeking opportunities in the global market.

There are many Chinese manufacturers relying on the original equipment manufacturer/original design manufacturer (OEM/ODM) business, as China is the largest production base for the global market. However, Chinese suppliers are increasingly promoting products of their own brand to increase their profit margin, and the more powerful are even penetrating the developed



Harry Cai, Analyst,
IHS Technology

markets, building their own local service and logistic teams. Some public companies are also trying to expand through acquisition, as a shortcut to expand their market reach.

With the "Silk Road Economic Belt" and "Maritime Silk Road" blueprints proposed by China's new leadership, the country is increasing its capital investment to neighbouring and third-world countries. These investments will focus on infrastructure construction; security products could ben-

efit from this. Some companies, like Huawei and ZNV (split from ZTE), could leverage the resource of their global partners and provide security solutions for many developing countries. It is quite likely, too, that more Chinese suppliers would follow.

The success of the brands of Chinese vendors of video surveillance products will thus be determined not only by the industry, but also by the general economic and political power of China. Nonetheless, there still remains a clear gap between the global giants in the market and Chinese vendors, in their ability to provide solutions outside China itself. Yet following the growth of the Chinese electronics industry in general, the gap is narrowing, and more companies will hope to export products "Created in China" rather than simply "Made in China."

Trend 5:

China takes the lead in H.265

By Harry Cai, Analyst, IHS Technology

At the Security China Show held in Beijing in October 2014, H.265 was one of the most popular topics. Chinese-based Hisilicon introduced its first chips specifically for network cameras and network video recorders (NVR); and many manufacturers, including almost all tier-1 and -2 vendors, followed, showing products based on H.265 chips. Module makers like Xiongmai and Topsee quickly joined in, by developing H.265 network camera modules.

The H.265 coding standard has drawn much attention since it was officially released in early 2013. As a higher-quality image is always a priority, and with limits on bandwidth and storage capacity, an upgrade to the coding standard is an effective way to reduce the cost of the whole system. The objective performance of, and subjective feeling toward, H.265 are both believed to surpass H.264 High Profile, and the compression could

be more efficient when handling higher-resolution video.

In recent years, Hisilicon has had considerable success in the video surveillance industry, so it is no surprise it has planned for the longer term, first by introducing specialised video surveillance chips. Starting with cost-effective H.264 ASIC processors for DVRs, Hisilicon had success in the DVR market with aggressive prices, fast product release and an alliance with the Chinese manufacturers that became leaders in the embedded DVR production market. Following this, Hisilicon has won a share of the market for network cameras, with economical application-specific integrated circuit (ASIC) chips that have helped to drive the commercialisation of network cameras.

Will this advanced technology transform the market? Based on the early experience of H.264, it takes time for the market to adopt a new coding standard.



The H.265 coding standard has drawn much attention since it was officially released in early 2013.

Considering that MJPEG, MP4 and SVAC in China are still preferred in some projects some 10 years after H.264 was released and upgrades since then, maybe the more realistic question to ask is from where H.265 should start. IHS believes that even if 4K/8K is more suitable for H.265, a better plan now would be to use a lower-cost H.265 chip to enlarge the 1080p or 3-megapixel camera market. There is also much room

for the H.265 coding standard to be optimised, reducing calculation complexity and enhancing coding efficiency – work that is best done by the whole electronics value chain, not just the video surveillance industry alone.

With help from better 3G/4G wireless infrastructure and with more display devices supporting H.265 decoding, adoption should be quicker and wider than what was seen in H.264.

Trend 6: Embedded vision and convergence with the wider industry

Niall Jenkins, Research Manager, IHS Technology



Embedded vision is not a new concept to the video surveillance industry. In fact, embedded vision technology, in the form of video content analysis (VCA), has been used in perimeter-protection applications for decades. More recently, wrong-way detection, people counting, and left-baggage algorithms have all been deployed in security and business intelligence applications.

Embedded vision is the combination of embedded systems and computer vision. Ultimately, it is a technology that allows devices to understand the world around them through video; recognising hand gestures and faces, as well as interpreting behaviour and actions. Embedded vision can be broadly classified into augmented reality, behaviour recognition, face recognition, gesture recognition, and object recognition applications. Almost 5 million device shipments are estimated in the established markets of embedded vision in 2014. Video surveillance represents only around 10 percent of this number.

Historically, video content

analysis has also represented only around 10 percent of embedded vision device shipments, limited to behaviour-, object- and face-recognition algorithms. The supplier base has likewise remained relatively segregated from other embedded vision markets in industrial automation, automotive and consumer sectors. That is, until now.

Embedded vision can be broadly classified into augmented reality, behaviour recognition, face recognition, gesture recognition, and object recognition applications.

At the Security China 2014 show in Beijing, Gosuncn, a Chinese systems integrator, presented an “augmented reality” camera. Augmented reality supplements the user’s view of the real world with computer-generated images. In the smartphone and automotive market, augmented

reality can superimpose directions onto a handset or the head-up display in an automobile, making navigation around a city much easier. Augmented reality can also make virtual characters appear to interact with the real world on a gaming handset.

The augmented reality network PTZ dome camera is controlled by touch screen, with objects in the view tagged with overlays, showing longitude/latitude, distance and orientation. These labels are shown on different layers on the screen and can be switched on or off, or selected to show a specific category (e.g., restaurants). The labels also appear and disappear as the camera zooms into the image, in the same way that street names do in Google Maps. Furthermore, users can input a street name or click a label, and the analytics will direct the cameras to locate and zoom on that object; recording can be triggered by touch screen. This functionality is embedded in the camera, and a Geographic Information System (GIS) map onscreen can show each camera’s orientation.

As we move into 2015, developments in markets such as Advanced Driver Assistance Systems (ADAS) should also filter through to other embedded vision markets. In automotive, there is a push toward autonomous vehicles where the embedded vision requirements are much higher, as any false decision could result in death. This technology will also have to analyse the foreground and the background – both of which are moving and may be poorly lit – to recognise objects and behaviour, as well as to make decisions.

The automotive market has very strict qualifications and test requirements that a product needs to meet before it can be used on a car. While this level of accuracy will be expensive to develop, the potential value of ADAS systems and the self-driving car is likely to see more money spent on research and development than in the other established markets of security, industrial automation and business intelligence. These adjacent markets should benefit from automotive developments over the medium-to-long term.



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Trend 7:

Why video surveillance products can resist commoditisation

By Jon Cropley, Principal Analyst, IHS Technology

The market for video surveillance equipment has been growing for over a decade. IHS has researched the market continuously throughout this period, and found revenues expanded by more than 10 percent per year.

Still, growth fell to less than 7 percent in 2013, and there are signs that the market is starting to become mature. This stage of a life cycle is associated with product standardisation, wide product availability, well-established distribution, increasing price competition and production in low-cost locations. Late-market entrants also appear at this stage, attempting to capture market share through lower-priced offerings. All these characteristics are, to some extent, present in the video surveillance equipment market today.

Maturity of a market life cycle often brings product commoditisation, and much debate has swirled in recent times about whether video surveillance products are becoming commodity items. Average prices have certainly fallen quickly in the last two years, as vendors from China

have undercut their Western competitors and have increased their market share. The global average price of a network camera fell by almost 30 percent from 2012 to 2013 alone.

IHS believes that, although competition is fierce, video surveillance products will not become commodity items, and that a real difference will remain between products from different vendors, and that the market will continue to grow at a healthy rate, at least during the remainder of this decade. Five reasons support such thinking.

- Each surveillance situation is unique. One surveillance solution will perform better in a particular situation than another. Many end users and installers remain willing to pay a premium for the best solution for them.
- Equipment vendors continue to innovate and to differentiate their product offerings. In some cases, this is through services to accompany their physical products. However, product features, such

IHS believes that, although competition is fierce, video surveillance products will not become commodity items, and that a real difference will remain between products from different vendors, and that the market will continue to grow at a healthy rate, at least during the remainder of this decade.

as novel uses of embedded analytics, also play an important role.

- Brand recognition continues to be important to end users and installers, who will often pay a premium for a familiar and trusted brand, particularly in large installations. They want peace of mind that if there is a security incident, their video surveillance equipment will do its job properly.

- While standardisation of video transmission has been successful, much work is still required to standardise other aspects of network video surveillance, such as full compatibility with wide dynamic range and low-light imaging technologies, image stabilisation and bandwidth optimisation.

- There remain many geographic locations where relatively few cameras are installed. The United Kingdom is not one of them. IHS estimates there is at least one camera installed for every 16 people in the country; as a result, the U.K. is largely a replacement market. In many other countries, however, the ratio of surveillance cameras to people is currently much, much lower. Demand for cameras is forecast to grow quickly in many of them.

To be sure, the initial phase of rapid growth in the video surveillance market may be over. However, high growth is likely for many years to come, as the market is not yet fully mature.

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Motorola acquires Public Engines

Schaumburg, Ill and Salt Lake City, Ut (USA)

Motorola Solutions has acquired **Public Engines**, a privately held provider of cloud-based solutions that deliver crime analysis, predictive policing and citizen engagement capabilities for law enforcement agencies, governments and other organisations.

"The acquisition of Public Engines reinforces Motorola Solutions' commitment to helping our customers implement intelligence-led strategies that deter crime and improve outcomes," said *Bob Schassler*, executive vice president, Solutions and Services, Motorola Solutions. "As agencies work with an increasing amount of data from videos, photos, social media, sensors and other sources, our Smart Public Safety Solutions help harness that data to gain key intelligence and integrate it seamlessly into their operations. This helps

law enforcement anticipate and respond to incidents with the best information available."

Public Engines' intelligence-led public safety and citizen engagement products include, Commandcentral Analytics, which provides public safety customers with the ability to make better decisions by visualising data in analytical dashboards or on maps and sharing information between jurisdictions; Commandcentral Predictive, with leading-edge predictive policing technology, which makes tactical recommendations about where to allocate resources, when to patrol and what to watch for to best prevent crime; Crimereports, one of the most popular online crime-mapping solutions available, which makes it easy to share crime information and alerts with citizens through a customer-branded

website or app and Tipsoft, the industry's most widely adopted tip management platform, which allows organisations to receive tips and respond to them while maintaining the source's anonymity throughout the investigation.

This acquisition advances Motorola Solutions' strategy to revolutionise public safety's use of available data to gain actionable intelligence to support its mission. The combination of Commandcentral with Motorola Solutions' situational awareness offerings will establish an unmatched platform for delivery of intelligence-led public safety capabilities. Additionally, the citizen engagement products bolster the company's ability to help agencies openly and transparently interact with citizens to create safer and better-informed communities.

Founded in 2007 and headquartered in Salt Lake City, Public Engines serves more than 2,000 customers, primarily in North America. All Public Engines capabilities are delivered as cloud-based applications, scalable to even the smallest public safety agencies. No additional hardware is required and setup typically is completed remotely in just a day.

This is Motorola Solutions' second acquisition this year of software-based Smart Public Safety Solutions providers. In February, the company acquired Emergency Call Works, a provider of web-based Next-Generation 9-1-1 call-taking software for public safety.

Terms of the transaction were not disclosed. Public Engines now is a wholly owned subsidiary of Motorola Solutions.

HID delivers access via Samsung Knox

Austin, Tx (USA)

HID Global has partnered with **Samsung** to provide enterprises with a secure and seamless management and door opening experience via the robust *Knox 2.4* mobile platform that will be integrated into the new Samsung Galaxy S6 smart phone. Enterprises can now deploy HID Mobile Access using Samsung's advanced Android secure mobility platform in combination with Seos, a secure, privacy-protecting mobile access platform.

The Seos-powered mobile access solution addresses both security and privacy, key concerns in mobility management

strategies for enterprises intent on securing people, buildings and assets. "Mobility is a top priority for organisations because more employees than ever before are demanding access to the apps and data that will make them productive on-the-go. Whether using their own devices or a corporate-owned device, employees can use this integrated solution to access their workplace conveniently and securely," said *Debra Spitler*, Vice President, Strategic Alliances with HID Global. "We are pleased to partner with Samsung to deliver a versatile secure solution for mobile



*Debra Spitler,
Vice President,
Strategic Alliances with HID
Global.*

access across the enterprise."

Users can quickly download the HID Mobile Access App to their Samsung mobile device and access doors and gates via NFC or Bluetooth Smart by interacting with Iclass SE readers from HID Global. In addition, administrators can issue and revoke Mobile

IDs via the HID Secure Identity Services portal.

"By partnering with HID Global, Samsung is able to provide enterprise IT departments with the ability to leverage the Samsung Knox platform when implementing HID Mobile Access," said *Rick Segal*, Vice President of Enterprise Business Team, IT & Mobile Communications Division at Samsung Electronics. "This capability allows enterprises to push the HID Mobile Access application and profile directly to the user's Knox container resulting in a highly secure solution."

Smiths wins \$125M U.A.E contract

Abu Dhabi, U.A.E

Smiths Detection, a global leader in providing government regulated systems to detect CBRNE, has won a contract worth \$125 million to provide a comprehensive range of advanced detection equipment for **Abu Dhabi Airport's** new terminal.

In one of its biggest single

airport orders, Smiths Detection will equip the terminal's entire hold baggage and passenger screening checkpoints with a range of systems to help increase the airport's annual capacity towards 40 million passengers. The so-called Mid-field Terminal Building Project is due to be completed in 2017.

The hold baggage systems include the Hi-Scan 10080 XCT, a next generation high speed explosives detection system combining X-ray and Computed Tomography technologies. For carry-on baggage screening, Smiths Detection will deploy its TiX (Advanced Threat Inspection

X-Ray) systems, supported by trace detection sensors, bottle liquid scanners and radiation detectors. The terminal will also install 3D workstations for outbound equipment screening by the police and 2D workstations for the inbound screening by customs.

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

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BUSINESS PEOPLE



Tracy Little.

Milestone appoints US sales manager

Copenhagen, Denmark

Tracy Little has been appointed as the U.S. National Sales Manager, East Region for **Milestone Systems**. He resides in the Twin Cities metro area near St. Paul, Minnesota. As a member of the Milestone Americas Sales Team, he reports directly to Mike Taylor, Director of Sales, Americas.

Tracy Little comes to Milestone Systems with more than 18 years of management experience in the physical security industry. He has held leadership positions as Vice President Enterprise Accounts Americas at IR Security & Safety, Director National Accounts North America at Amag Technology, as well as the Regional Security & Fire Sales Manager for the Northwest Region at Johnson Controls. His experience in both manufacturer and integration firms has been helping Fortune 500 companies achieve their security and safety goals from unique perspectives.

Tracy Little is a member of the ASIS International organisation, and has achieved certificates in Entrepreneurial General Management, Project Management Mastery, Lean Six Sigma, and Organisational Strategic Change at Duke Corporate Executive Education. He also holds a Bachelor of Business Administration from the University of Wisconsin Eau Claire.

"Tracy has a proven knack for attracting, negotiating, developing and growing new and existing accounts," says Tim Palmquist, VP Americas at Milestone Systems. "His deep background makes him exactly the type of leader we need for managing multiple sales activities in the very dynamic Eastern region. His knowledge of the industry will prove valuable as we broaden our network and deepen our channel sales support to achieve and exceed our mutual goals in the coming year."

Assa Abloy acquires Quantum Secure

Stockholm, Sweden and San Jose, Ca (USA)

Assa Abloy has acquired **Quantum Secure, Inc.**, a provider of solutions to help enterprises manage identities and meet compliance requirements in highly-regulated industries.

"I am very happy to welcome Quantum Secure to the Assa Abloy Group. This acquisition reinforces our strategy of being the world leader in secure identity solutions. Quantum Secure takes us one step further in being able to provide our customers with an end to end identity management system. The company has experi-



Johan Molin,
President
and CEO
of Assa Abloy.

enced very strong growth since its founding and we look forward to continued growth in the future," says **Johan Molin**, President and CEO of Assa Abloy.

"Our acquisition of Quantum Secure gives customers a robust,

policy-driven software application that will help them achieve their identity management goals," says **Denis Hébert**, Executive Vice President Assa Abloy and Head of business unit HID Global. "The Safe software suite allows organisations to manage identities across multiple sites for employees, visitors, vendors, and contractors."

Quantum Secure was founded in 2004 and the head office is located in San Jose, California. The company has some 175 employees and contractors. Bookings are expected to reach USD 45 M.

Euralarm stresses importance of common fire and security standard

Zug, Switzerland

The **CEN/CENELEC/TC4** project committee has been working since 2011 on a standard that defines the quality of services provided for fire safety and security systems. It is anticipated that the final vote for this standard will take place in the first half of 2016. In light of the European Services Directive, the endeavour of companies to be and to remain competitive, especially when costs rise can have an adverse effect on quality. That is why Euralarm believes this standard is of upmost importance and strongly supports it.

Lance Rütimann from Euralarm explains: "This European standard lays out the minimum quality requirements for the service providers. It defines basic levels of competence of the employees entrusted with the planning, design, assembly, commission-

ing, system verification, handover or maintenance of fire safety or security systems. Further it defines minimum requirements on the service output and documentation". This applies irrespective of whether these services are provided on-site or via remote access. It applies to services for fire safety systems and/or security systems, which are fire detection and fire alarm systems, fixed firefighting systems and alarm systems and to combinations of such systems including those parts of an alarm transmission system for which the service provider has contractually accepted responsibility. Social alarm systems and alarm receiving centres are not included.

The use of the internet for procurement coupled with the opening up of the European service market is bringing about fun-

damental changes. For example, today's customers use the Internet to gain information and build an opinion before contacting vendors. Service providers with a recognised European quality mark will most likely remain in the short list whilst others will drop through.

The internet also enables service providers to get access to new customers and to new geographical areas, without incurring significant increases in marketing and sales costs. Changes in the environment surrounding markets can inadvertently lead to negative impacts for market participants. Measures are needed to counter act this.

And, according to Euralarm, this is where this European services standard can provide consistency of quality whilst still allowing for market developments to take their normal course.

Nedap integrates with Simonsvoss

Unterföhring, Germany and Groenlo, The Netherlands

The companies **Nedap** and **Simonsvoss** now offer a completely integrated solution regarding access control for the AEOS security management platform from Nedap.

With the Smartintego system integration product line, Simonsvoss has created a new partnership, by integrating it with Nedap into the AEOS platform – Nedap's software-based platform for security management – access control now

gives additional customer benefits. "The customer is now able to integrate Simonsvoss locking systems through protocol-based integration into its AEOS system and thus manage the entire system from a web-based user interface. The complexity of management is reduced. The user can continue to work on the user interface he is already familiar with and accustomed to, without the need

to install any additional software. This was previously not possible," says **Oliver Quaiser**, sales manager for the Smartintego product line, about the partnership. "Another advantage is that our Simonsvoss Smartintego Products, such as digital locking cylinders SI or Smarthandle SI, have wireless installation, making complex reconstruction unnecessary for building operators," adds Quaiser.

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BUSINESS PEOPLE



Lukasz Pitera.

Idis appoints Head of UK Internal Sales

Brentford, London

Idis has appointed *Lukasz Pitera* to the role of Head of UK Internal Sales based out of the Idis European headquarters in Brentford, London.

Lukasz joins Idis to lead the internal sales team and focus on the development of new and existing customers across the UK. Working closely with systems integrators and distributors, he is responsible for matching the Direct IP line up directly with project and customer requirements. Lukasz will also be instrumental in implementing robust internal sales procedures to ensure exceptional customer service following a significant growth period.

"I'm thrilled to welcome Lukasz on board. He's already a great asset to the sales team and will play an integral role in developing and supporting our expanding customer base. We are committed to continuing to invest in our infrastructure to ensure we maintain outstanding levels of technical and sales service during a period of significant growth," noted Jamie Barnfield, Senior Sales Manager, Idis Europe.

Lukasz Pitera, Idis commented, "A leader in technology, Idis design, develop and manufacture the complete Direct IP line up with a commitment to continuous to innovation. That makes it a great fit to meet the demand for simple to install, full-HD and network surveillance that combines high performance with a low cost of ownership. That's exactly what Idis is offering through Direct IP and one of the many reasons I'm thrilled to have joined the business."

ONSSI acquires Seetec

Pearl River, NY (USA)

Video Management Software company **On-Net Surveillance Systems, Inc. (ONSSI)** has signed a definitive agreement to acquire **Seetec AG**, a privately held German-based company providing VMS solutions to European markets.

As one of the first providers of network-based video management applications, Seetec provides customers with targeted solutions aligned with customer requirements and industry-specific processes.

The agreement combines the strengths of ONSSI and Seetec by leveraging ONSSI's Ocularis VMS platform with Seetec's advanced logistics suite of products, delivering an efficient solution for end users and channel partners alike.

"This acquisition is important for our growth, diversification and global presence strategies",



said Gadi Piran, ONSSI's President and CTO. "Seetec is highly regarded in European markets for its software development, client services and outstanding customer relationships. They will continue to provide these services locally, while working together with ONSSI to expand globally. I could not ask for a better partner than Seetec to grow and deliver increased value to ONSSI customers."

The combination of ONSSI's leading position in many vertical

markets and Seetec's focus on video-based business and logistics add-on modules will create strong VMS solutions across multiple vertical markets.

"Joining forces with ONSSI gives Seetec customers a strong long-term and global perspective. Seetec technology will continue to be a driving force in the industry with additional opportunities and resources", says Stephan Rasp, CEO of Seetec AG. "We look forward to bringing both companies together in this effort."

Three secure communication companies become one

Stockholm, Sweden

In March 2015 a major player in the secure communication sector was formed, as **Multicom Security AB, Safetel AB, Safetel AS and Securinet AS** join forces to form **Addsecure**.

Its sights are firmly set on achieving growth through an attractive range of products and high customer satisfaction. Boasting in excess of 100,000 customers, Addsecure will turn over in the region of MSEK 400 in Scandinavia. It aspires to become a leading player in northern Europe and the logical choice for customers on the Scandinavian market.

"We're delighted to have finally secured the deal," says Stefan Albertsson, CEO for Addsecure, as he sums up the advantages of the fusion.

"Merging the companies allows us to offer the best quality from



"We're delighted to have finally secured the deal," says Stefan Albertsson, CEO for Addsecure.

a range of fields – we'll focus on service where we do it best, and technology likewise. To achieve success, we must pool our existing strengths and exceed the market's expectations."

The merger will also enable more opportunities for investment in product and market

development, while there are clear synergies created by the provision of complementary products and overlapping customer portfolios.

"We've been tasked with strengthening in every area," adds Albertsson. "In size, professionalism, innovation and not least, interaction with the customer. Excelling in one area is no longer enough."

Addsecure is well positioned to secure market share in Scandinavia and expand into new markets across northern Europe. The new company was officially launched on Monday 23 March, with customers, partners and distributors greeted by the new motto, "Have a safe day".

The owners are GMT Communications Partners LLP, Viking Venture AS, Follum Invest AS and B. Skaugen AS.



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All-in-one NVR from Hikvision

Hangzhou, China

The new **Hikvision All-in-One NVR** integrates video viewing, recording, storage and display with monitor and NVR in one unit.

Once set up, the NVR allows the user to keep a watchful eye on what is going on.

Hikvision's latest NVR unit is the **DS-7600NI-E1/A All-in-One NVR** and has the appearance of a simple monitor – this NVR looks like no other but retains abundant features and functionalities expected of a Hikvision NVR. The DS-7600NI-E1/A integrates video recording, storage, and display in one compact unit, providing an ideal solution for the home surveillance and SME sectors, such as retail stores, hotels and hospitals,



Hikvision All In One NVR.

etc., wherever the environment demands a neat and unobtrusive unit.

The unit features a 22" surveillance-level LCD monitor, designed to offer maximum reliability with

double the operational life span of traditional LCD units. The NVR supports up to 8 network camera connections at resolution levels of up to 6MP for synchronised video preview and playback. It also supports an optional display of HDMI /VGA /internal NVR video sources with resolution of up to 1920x1080P; VGA output is also available when connected to another monitor.

In addition, the All-in-One NVR includes a USB port so that users can import any advertising video and audio files for playback. The NVR even offers the added convenience of an internal hard drive slot at the rear, which frees users to install one manually.

Installation is made simple through the NVR's plug and play feature. It automatically discovers Hikvision IP cameras and other ONVIF-compliant models on the network with no programming or configuration necessary.

The small size of the combined unit also means users can easily set the unit on the tabletop and/or mount it on the wall for a more permanent solution by simply removing the base.

Hikvision will showcase the DS-7600NI-E1/A All-in-One NVR at the forthcoming security trade shows, ISC Brasil in Sao Paulo, Secon 2015 in Korea, and ISC West in Las Vegas. 

Axis enters video door entry market

Lund, Sweden

Axis has made its first steps into the door entry market and ID market with the **Axis A8004-VE** network video door station, an open IP-based door station for two-way communication, high-definition video and remote entry control. It is an ideal complement to any surveillance installation and offers new levels of security for effective identification and entry control.

"Axis has a proven track record of bringing product innovation to the security and surveillance market. With Axis A8004-VE we will provide our customers with an easy to install video door station that extends the capabilities of the security system. Axis A8004-VE allows our customers to quickly and easily identify and communicate with persons at the door and securely let them in. This is a perfect complement to any surveillance system and as easy to install as any network camera," said Peter Lindström, Director of New Business at Axis Communications.

Axis A8004-VE is a weather- and vandal-proof video door

station suitable for both indoor and outdoor installations. The door station comes with a high-performing intercom function that provides clear and echo-free two-way speech with visitors and an integrated HDTV camera with WDR and excellent low-light performance. The unit offers reliable 24/7 identification of visitors even in the most challenging environments. Power over Ethernet allows for installation with a single network cable and provides sufficient power to support and control most standard door locks directly from the unit.

For small- to mid-sized installations, such as retail stores and offices, Axis A8004-VE will help improve security of the premises and simplify everyday operations. The door station makes it possible to communicate and identify visitors and enables remote entry control from an IP-desk phone, a mobile device or directly in a Video Management System (VMS).

For enterprise installations, such as airports or larger industries where integration of different systems such as video



Axis A8004-VE video door station.

surveillance, access control, IP telephony are needed, Axis A8004-VE is based on open standards and Application Programming Interfaces (APIs). By being fully compliant with ONVIF, VAPIX and SIP the product is easy to integrate with other systems. This enables Axis' Application Development Partners to provide solu-

tions that meet specific customer requirements.

"Genetec's vision to offer customers a holistic approach to security management that includes video surveillance, access control and SIP-based communications through our Security Center software, coupled with the seamless integration of the Axis A8004-VE Network Video Door Station, will ensure end users attain a greater level of situational awareness. Not only will they be able to respond to incoming calls while viewing live video from Axis A8004-VE, but they will also be able to take action from a single unified interface, such as unlocking a door or locking down a facility" said Jimmy Palatsoukas Senior Manager, Product Marketing, Genetec.

The product will be supported in Axis Camera Station 4.20 planned for launch in May and Axis Video Hosting System (AVHS). Video management software from Axis' Application Development Partners such as Aimetis, Genetec, Honeywell, Milestone and Seetec will have full support for Axis A8004-VE.

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 52

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



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DH-HCVR7804/7808/7816S

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DH-HAC-HFW2120R/2220R-Z/VF

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New Vivotek network cameras

Taipei, Taiwan

Vivotek has launched four brand new network cameras, including two professional bullet-style network cameras, the IB8338-H and IB8338-HR, and two professional fixed-dome network cameras, the FD8138-H and FD8338-HV. All of these advanced cameras are equipped with the latest 1 megapixel CMOS sensor, 2.8 ~ 12 mm vari-focal, P-iris lens and Vivotek's advanced WDR (wide dynamic range) Pro technology.

In its continued endeavour to provide the market with network cameras with superior image quality, Vivotek has been dedicated to bolstering its portfolio of WDR Pro products. The IB8338-H, IB8338-HR, FD8138-H and FD8338-HV, all designed with

WDR Pro technology, are able to capture detailed features whenever a subject of interest appears in high-contrast lighting environments and generate a vividly realistic image representative of the original scene.

Incorporating smart stream and 3D noise reduction technology, all four cameras can substantially reduce bandwidth consumption while at the same time enhancing image detail. Making these cameras even more powerful, a removable IR-cut filter as well as improved IR illuminators, effective up to 30M, ensure that the IB8338-H, IB8338-HR, FD8138-H and FD8338-HV can secure superior image quality around the clock.

To further enhance image qual-



4 new Vivotek network cameras.

ity, these four new cameras also come with a 2.8 ~ 12 mm vari-focal, P-iris lens, which controls the iris with extreme precision via its built-in stepper motor. By using software controls, the lens maintains the iris opening at an optimal level at all times.

The uniquely-designed daisy-chain PoE extender is embedded within the IB8338-HR,

allowing connecting any PoE IP cameras without an additional power source, thereby facilitating long-distance surveillance system implementation in factory areas, parking lots, crossroads, and outdoor sidewalks. Moreover, with adopting Vivotek's conduit box AP-FXC-0201, which is also designed with a daisy-chain PoE extender, FD8138-H and FD8338-HV are able to facilitate the easy implementation of a total PoE solution.

For robust defense against rain, dust, and even high-pressure water jets, the FD8338-HV, IB8338-H and IB8338-HR are armed with a tough, IP66-rated housing. All of these features make these cameras an suitable option for any outdoor application. 

Ernitec ultra wide dynamic range PTZ

Ballerup, Denmark

Ultra wide dynamic range has arrived in speed dome format with the release of the new **Ernitec** Orion DX dome series.

The Orion DX dome series comes fitted with the latest Sony sensor technology offering full HD at 60fps or the option to run ultra wide dynamic range at 30fps, this is a true shuttering UWDR up to 100dB.



Ernitec new Orion DX8120PH external dome.

The new camera also offers fantastic colour reproduction and

includes a 30 x zoom lens with EIS (Ernitec image stabilisation) making this one of the most innovative PTZ dome cameras on the market today.

There are two models in this series, namely the *Orion DX8120PH* for outdoor use, and the *Orion DX8121H* for use internally. Features are identical for each model and include, 1080P resolution @

60fps, ultra wide dynamic range, a 2.1 megapixel Sony image CMOS sensor, auto back focus, quad stream full HD 1080p, EIS or Ernitec image stabilisation, a 30 x zoom lens facility, Ernitec EVR and Milestone VMS support, plus built-in privacy masking, Onvif compliance and an advance replacement three year warranty.

Suprema unveils IP access control platform

Seoul, Korea

Suprema is launching the *Biostar 2*, a web-based IP access control platform. *Biostar 2* seamlessly integrates Suprema's award winning biometric technology with an enhanced security solution to offer simplicity, convenience and performance.

Biostar 2 has been designed with a focus on enhancing user experience. All of the functions and features of the system can be used with only a few simple clicks. The system is accessible via web browsers, making the system independent from operating systems or device platforms.

The convenience of the system is driven by a number of automatic features throughout installa-

tion and maintenance. Automatic device discovery avoids tedious manual data input and detection processes. The feature allows the installer to simply select and configure the device from the list of connected devices within the network. Additionally, all future updates for *Biostar 2* will be made available from a cloud-based resource. The optional automatic update feature will ensure that the system is up-to-date with the latest versions of firmware made available.

Biostar 2 is designed to offer uncompromising performance with the ability to handle large system capacities. The system can accommodate up to 1,000 devices.



The data transfer to large numbers of devices is processed via Hyper Data Transfer to reduce the system downtime during maintenance. The system also allows unlimited time schedules and advanced user group settings to support complex access control setups.

"Suprema is excited to introduce the next generation access

control solution that is fitting for the current technological environment" said Young S. Moon, Vice President of Suprema Inc. "We believe that the current technological environment is progressing in such a dynamic way, that securing flexibility and versatility to the new system was one of the key objectives. The system is developed to be web-friendly using the latest web standards and is not dependent on any specific operating system or client device unlike a number of different solutions in the market. With the newly found versatility, we expect *Biostar 2* to serve as a foundation that we develop and expand to satisfy our customers' growing needs."

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 52

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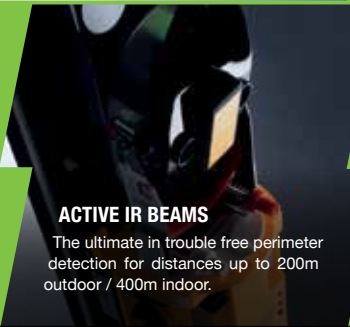
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Genetec supports Prism Skylabs analytics

Montreal, Canada

The **Genetec, Security Center**, now supports the Prism analytics package from Prism Skylabs, to provide cloud-based, business intelligence tools for retailers. By integrating Prism with Security Center, retailers can extend their existing video surveillance camera system to provide valuable in-store data and metrics to monitor store traffic reports, monitor customer shopping trends, and remotely inspect store merchandising and brand displays.

Retailers currently rely on video management systems (VMS) to mitigate theft, protect their patrons, premises and employees, and collect video evidence to resolve claims and incidents. In the past few years, new analytics tools have become available as separate systems to assist retailers in gaining



Prism Skylabs Pathmap view.

new insight on shopping patterns and behaviours. When used with Genetec Security Center, Prism allows retailers to leverage the video data from their existing security cameras to generate retail analytics while ensuring the safety of their customers and premises. By leveraging a unified security platform across their operations, retailers can act to improve their customers' shopping experience, while maximizing their investment in their video surveillance system.

"It's our goal to bring next-

generation analytics technology to new classes of devices," said Prism CEO and Founder Steve Russell. "Genetec is one of the best video management systems in the world, and together we offer a powerful solution for retailers."

With built-in masking features that ensure shopper privacy, Prism analyses video camera data to generate visual activity patterns and maps. Real-time store traffic reports are also generated by Prism to help store managers determine appropriate staffing at peak periods. System-generated heat maps analyse where customers are shopping and spending most of their time to optimise shopper engagement with store merchandise and promotional activities. This helps store managers determine ideal locations of in-store displays and promo-

tions, while mobile access to the Prism web client enables retailers to remotely view stores to ensure that operational and merchandising guidelines are followed.

"Security Center is built on an open-platform specifically to welcome software partners like Prism Skylabs to extend the features and functionality of our unified IP security system," said Jimmy Palatsoukas, senior product marketing manager at Genetec. "With their focus of providing insightful business analytics and intelligence tools to the retail community, we can help our customers in this vertical maximize their security investment by enabling them to optimise in-store sales, marketing, and operational activities," added Palatsoukas.

swb

Lilin to launch rugged IP PTZ domes

Taipei, Taiwan

Lilin, a leading security solutions provider, is releasing its latest rugged HD IP PTZ domes series, the *IPS3102E* and *IPS2102E*, designed for indoor applications.

These two latest rugged HD IP PTZ domes have edge recording via a built-in micro SD/SDHC slot for practical local data backup. Equipped with a high speed and precision pan/tilt/zoom system,

Lilin's *IPS3102E* and *IPS2102E* PTZ domes are designed to bring the greatest possible coverage available from one spot. The integrated 10X optical zoom lens, back light compensation and IR LEDs are able to ensure the best possible image and provide optimum illumination.

These new PTZ models are also equipped with a microphone



New surveillance domes from Lilin.

and speaker connector for a 2-way audio communication option. Combine this with digital noise reduction (DNR) technology and adaptive tone reproduction and the image contrast in bright or dark areas is dramatically improved.

As they are capable of continuous 360° panning operation, users can accurately position the camera to identify specific targets.

With a focal length of 4.9 – 49mm, and up to 128 programmable preset positions, the *IPS3102E* and *IPS2102E* HD IP PTZ domes are ideal for a variety of applications.

swb

Siemens unveils compact keypads

Zug, Switzerland

Siemens has introduced two new compact keypads for the SPC intruder detection system.

The new devices use touchkeys instead of traditional mechanical keys and the key interface illuminates only when touched. With a depth of just 17.5mm, these keypads sit unobtrusively on any wall. Model *SPCK520* offers display and speech output and model *SPCK521* adds an ID card reader.

The new keypads support EM and Mifare card technologies. Advanced user authentication eliminates the inconvenience of re-

peated PIN code entry on systems that are armed and disarmed many times daily. Users can download prerecorded or customised audio files to the keypads. These audible messages assist users when various system events occur.

The large graphical display provides a wealth of information at a glance. For instance, users can access detailed information about doors that are open or ajar and therefore preventing the system from being armed. The keypads supply system information and offer various ways to configure the parameters of the SPC system



Siemens new compact keypad.

on-site – without additional tools such as a PC.

An optional plug-in RF module allows the keypads to be used as RF receivers for communication with wireless detectors nearby. This eliminates the need for separate

RF receivers. In addition, the keypads have push-wire terminals so that installers can secure the wires of connection cables with a single push action. For flush mounting, Siemens offers a special frame that allows the keypad to be installed flush with the wall. An optional metal enclosure is available for installation in concrete walls.

The compact keypads are backward-compatible with existing SPC systems. Users can choose from the eight languages that are supplied as standard, with additional language packs available for download.

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 52

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

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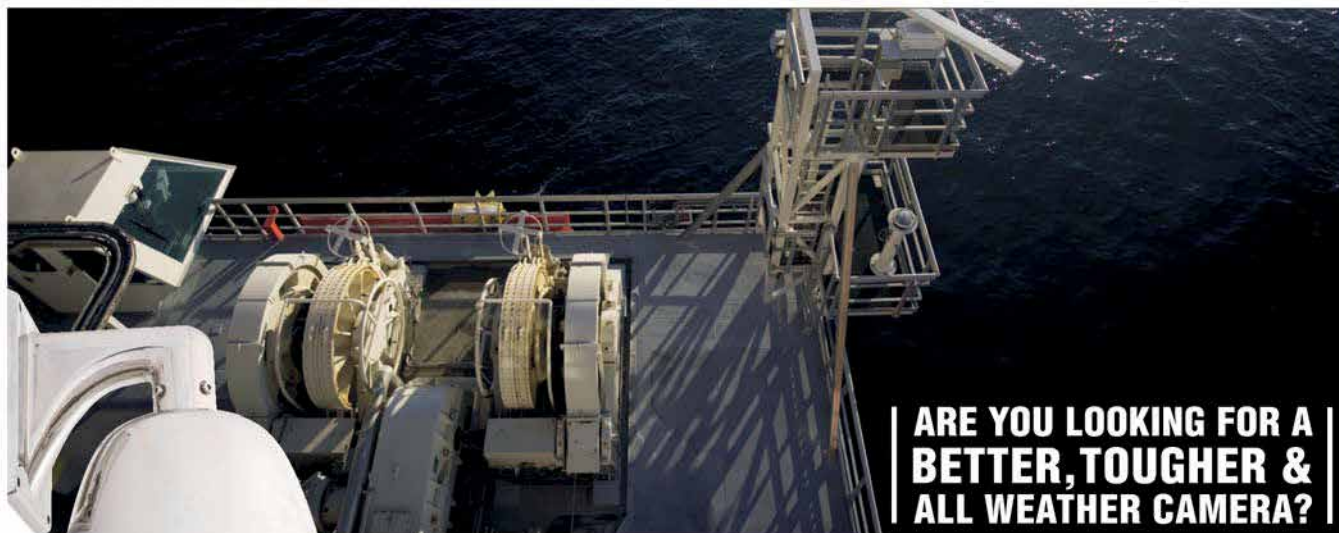
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GJD upgrades flagship D-Lite

Heywood, Greater Manchester (UK)

GJD Manufacturing Ltd has made significant updates to its flagship courtesy/security light, the *D-Lite MKII*. The second generation D-Lite utilises the very latest LED control technology, providing detector activated illumination for the safety of people and properties.

Mark Tibbenham, GJD's Managing Director commented: "To make sure our customers receive only the highest quality security products, GJD continually look at how we can incorporate the latest



GJD upgrades D-Lite series.

technology in our detectors and security lighting products".

In addition to the existing instant lighting feature, the D-Lite MKII includes a soft start and fade away light option, making it suit-

able for varying different detection requirements. The upgrade also offers users significantly enhanced flexibility, as adjustable time on, sensitivity and lux level settings are available. Another new feature is the adjustable light on time, which is available for up to five minutes.

Other major advantages include a smartly disguised PIR, making it impossible for an intruder to know the direction the sensor is pointing. The user also has the ability to easily change the positioning of the covert detector

to ensure accurate detection. The new and innovative D-Lite MKII is manufactured with an adjustable detection range available up to eight metres, paired with a detection angle of 110 degrees.

This aesthetically pleasing courtesy/security light is perfect to welcome guests to a property, as well as being a robust intruder deterrent. The D-Lite MKII is quick and easy to install and is both energy and cost efficient.



Zipstream lowers bandwidth and storage requirements by an average of 50 percent

Lund, Sweden

Axis Communications, the market leader in network video, introduces *Zipstream* technology allowing customers to benefit from reduced bandwidth and storage requirements without having to invest in new cameras or software. Axis' Zipstream technology is fully compatible with the widely adopted H.264 compression standard. The technology has been developed specifically for video surveillance applications and lowers bandwidth and storage requirements by an average 50% or more.

"Significant progress towards better image quality with higher HDTV resolutions and increased low-light performance has also increased the requirements on the network and storage infrastructure. With Axis' Zipstream technology we enable our customers to drastically reduce bandwidth and storage needs without compromising on important image details. For example, more than twice the video footage can now be stored on SD cards or NAS's in small systems built on Axis Camera Companion as well as other edge recording applications," says Johan Paulsson, Chief Technology

Officer, Axis Communications. "Axis' Zipstream technology adds a new module inside the network camera's video compression engine which ensures that important details in the image get enough attention in the video stream while unnecessary data can be squeezed."

Axis' Zipstream technology analyses and optimises the network camera's video stream in real time. Scenes containing interesting details are recorded in full image quality and resolution while other areas are filtered out, to optimally use available bandwidth and storage. Important forensic details like faces, tattoos or license plates are isolated and preserved, while irrelevant areas such as white walls, lawns and vegetation are sacrificed by smoothing in order to achieve the better storage savings.

Customers can use Axis' Zipstream technology alongside other Axis network camera technologies such as Wide Dynamic Range - Forensic Capture and Lightfinder. As Zipstream is fully compatible with H.264 and can be used with Axis Camera Station, Axis Camera Companion and third-party video



Zipstream 30 DGOP Off 25.00 fps 1433 kbit/s



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management software installations already in place.

Axis is making available its Zipstream technology on the existing network cameras Axis Q1615, Axis Q1635 and in the Axis Q35 Series, via firmware updates. The

first new products with Axis' Zipstream installed are planned to be Axis M1124/-E, Axis M1125/-E and Axis P1365/-E fixed network cameras, and Axis P3224-LV/-LVE and Axis P3225-LV/-LVE fixed dome network cameras.

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 52

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Jon Cropley, IHS:

“Chinese suppliers are taking a lot of



Jon Cropley, Principal Analyst IHS.

The most striking news on the video surveillance market during the last years is the progress of the Chinese suppliers according to IHS Principal Analyst Jon Cropley. He expects more acquisitions to follow in the aftermath of the Canon-Axis acquisition and in this interview, he also gives his view on the major trends of the market.

By Henrik Söderlund

Jon Cropley has a background in the automotive industry and joined IHS some 13 years ago as an automotive analyst where he was involved in analysis of the market for video technologies in vehicle safety systems. However, for the last 5-6 years he has been devoted to the video surveillance market and he is now Principal Analyst, Video Surveillance & Security Services.

How would you summarise the state of the video surveillance market today?

“I think the market continues to grow. But there are signs that growth is slowing and much of it

is due to fierce price competition, particularly from Chinese vendors. Because of the price competition, a lot of companies develop strategies to avoid commoditisation of their products. At the same time, the market is really fragmented – there are hundreds and hundreds of suppliers. If you look at the top ten suppliers, they do not account for even half of the market”.

What do you think are the major trends in video surveillance for 2015?

“I think the same trends as we have seen develop over recent years will continue. One of the big features of the security industry is that

it is conservative. Technologies and development take time and things do not happen overnight. The trend with more cameras with wide dynamic range, day and night functionality and high resolution will continue, and 4K will increasingly be adopted, although I suspect it to be fairly gradual. A lot of companies are developing solutions with H.265.”

What are the biggest surprises on the market in recent years?

“One of the biggest surprises I have seen is the emergence of Chinese suppliers and the success they have started to have outside of their own home market. That is taking a lot of companies by surprise.”

What is your view on the Chinese market for video surveillance?

“I think it is a very important market. We forecast that by 2018, 40 per cent of the world wide market for video surveillance equipment will come from China alone. It is already the world’s largest market and it is also one of the fastest growing markets. Leading suppliers are expanding from their home market of China to abroad and that is having a big influence in those foreign markets as well. However, the Chinese market is very different to other markets. The government plays a very big role in China and it sets five year plans – should there be a big change in the next five year plan, that could really affect the market.”

What is more likely, Hikvision, Dahua and other major Chinese suppliers gaining market share in Europe and North America or Western video surveillance manufacturers gaining market share in China?

“I think it is more likely that Hikvision, Dahua and the like will gain in the West rather than the other way around. I think Western suppliers will expand their supplies in China and sell more, but the rate is going to be much higher the other way around. Hikvision and Dahua have made big names in the Americas and EMEA. We are currently updating our market share estimates for 2014 and it appears that both companies have gained market share in the West. Based on what has happened so far, you would expect their market share to increase further.”

Canon is acquiring Axis. What impact will it have on the market?

“I think one of the major things that has happened in recent years is the success of full system suppliers. Companies such as Avigilon and Hikvision have tried to sell full video surveillance systems to customers, not just individual

companies by surprise"

products, meaning that they get everything from one place. They act as a one-stop shop and the customer can go back to one supplier if there are any issues. I think the success of companies like these has led other companies to look into offering full systems too. Canon has looked to expand its camera business and with the acquisition of Milestone, it has brought in VMS, now they are marrying the two together. I think other companies are rapidly looking for strong partnerships in the market at the moment so they too can offer a full system."

We forecast that by 2018, 40 per cent of the world wide market for video surveillance equipment will come from China alone. It is already the world's largest market and it is also one of the fastest growing markets.

So, it will lead to further acquisitions?

"It might speed up the rate of acquisitions. Canon was fairly unique, it already had some surveillance cameras, but if they wanted to get into the market in a big way, it would take a long time to develop a portfolio and grow into the size that matched their ambitions. Bringing Milestone and Axis together was a logical step, marrying together cameras and VMS is an important trend in the industry. And these days there are fewer and fewer independent VMS suppliers. I can see companies sort of rushing in to avoid missing out on acquisitions."

Which companies are likely to be involved?

"We hear rumours but we have to be careful about speculation on who might be next."

Many video surveillance manufacturers seem to be turning to access control.

"Many video surveillance companies are now offering access control. A few examples include: recently 3xLOGIC acquired Infinias, in 2013 Avigilon acquired RedCloud and Video Insight now offers free access control software. Milestone offers XProtect which allows companies such as Isonas, AMAG and Suprema to easily integrate. Overall, once a project reaches a certain size, end-users no longer ask about video and access integration – it is expected so IHS believes acquisitions and partnerships will continue to ramp up."

Is access control growing faster than video surveillance?

"I spoke with our access control analyst and compared forecasts. Actually, in 2014, the access control industry in Asia and in the Americas grew slightly faster than video surveillance. But in the long term we are not expecting that to happen."

Video analytics has been forecasted to take off for a long time now. When is it going to happen?

"I think it is gradually happening at the moment. Things do not happen over night but the proportion of network cameras that have embedded analytics is gradually increasing each year. I guess the big limiting factor when it comes to analytics is that not all footage is viewed live – in many cases where video surveillance is installed, footage is only viewed after an incident has occurred. There is not an individual available to respond to live alerts. Around 6 per cent of security cameras come with embedded analytics that is paid for. There are almost two markets developing: there is free analytics which has been offered in an increasing number of cameras and then there is more advanced algorithms for which people are still paying a fee. I think both are likely to increase."

What is your view on Security as a Service?

"It is almost where video analytics was 2-3 years ago. There had been a lot of hype with Video Surveillance as a Service and people realised some of the drawbacks, like bandwidth limitations and cost over lifetime was high compared to just simply buying products outright. Some of the companies involved started dropping out of the market. However, Video Surveillance as a Service has started now to find its foothold, and certainly there is a lot of potential in the small and medium sized companies like fast food restaurant with many small sites on a wide geographic area. There is a lot of potential there for the future and optimism has returned."

What impact will the Internet of Things have on the market during the next couple of years?

"If Video Surveillance as a Service is a couple of years behind analytics, the Internet of Things is another couple of years behind that. It is clear that there is a lot of potential there, the need to intelligently manage the huge volume of video data there is out there is clear, but I still do not think it is fully understood what can be achieved with it."

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Ifsec, London, 16-18 June

Will Ifsec repeat its success?



Ifsec 2014 had some 40,000 attendees from more than 100 countries – a 29 per cent increase since 2013.

Ifsec will return to London 16-18 June for the second consecutive year. Last year's move from Birmingham to London became a huge success. Now, the question is whether this was the beginning of a popular trend or just a one-off.

By Henrik Söderlund



Ifsec 2014 had some 40,000 attendees from more than 100 countries – a 29 per cent increase since 2013. Furthermore, a survey showed that visitor's overall budgets in 2014 had increased by almost 9 per cent and more than 30 per cent of the attendees had a budget in excess of £1million. Evidence suggests that the success will be repeated in 2015 – already in November, 92 per cent of the floor plan had been booked. When the doors are opened at Excel in mid June, more than one third of the visitors are expected to be international.

Many product areas

Ifsec 2015 will cover many areas of security including Safe Cities, Intelligent Buildings, IT & Cyber Security, Video Surveillance & Intruder Alarms, Integrated Security Solutions, Access Control, Perimeter Protection & Physical Security. Two brand new seminar theatres will be dedicated to technology and innovation and Ifsec Global will be running an Innovation Showcase online in the run-up to, and live at the event. There will be a total of seven seminar theatres on the show floor where the industry's pertinent topics are to be discussed, debated and determined.

Ifsec and Euralarm have announced a partnership that will include a new half-day conference taking place on 17th June called Smart Cities: Safer & Secure, and it will explore how those responsible for protecting

key assets can obtain the tools to ensure smart cities remain safe and secure. Gerry Dunphy, Event Director, Ifsec International states: "We are really excited to expand our partnership with Euralarm this year, Ifsec International, along with Firex International and Ifsecglobal.com are fantastic platforms to help engage with our shared global audiences on such a key topic. The development of Safe Cities is a major addition to Ifsec's strategic offering this year and a leading conference such as 'Smart Cities: Safer & Secure' is a statement of the direction Ifsec is now taking."

Major trends

What will be the major product trend at Ifsec 2015? It remains to be seen, but new research shows that access control sales are growing faster than video surveillance right now. However, IP cameras alone are still growing even faster and they are expected to be an important part of the show – but access control has entered the arena of IP and there is a growing demand to integrate access control with video surveillance. Perhaps there will be more access control systems displayed at the show than in previous years. Open and integrated systems are of course also important trends. During 2014 there were not so many cloud based security solutions displayed at the major security shows, can that change in 2015? You will find the answer at Ifsec in London 16-18 June. ■

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- Understand how technology is influencing this industry's future and the effect it will have on your business and investments.



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- Analyze the current situation in buildings contrasted with the vision for a future BloT; And discover how business models and market opportunities will shift as BloT moves from vision to reality.
- What is driving M&A and Investment in this business? Discover the valuations paid for IoT & BloT companies.



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Security Events Calendar

April



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/trygghets-kameransdag
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



10–11 June Body Search 2015 Hounslow, United Kingdom

Venue: Riverside Venue
Organiser: Green Light Limited
Tel: +44 (0)20 8255 9447
Email: amartina@avsec.com
Website: www.bodysearchworld.com

July



1–2 July SicherheitsExpo 2015 München, Germany

Venue: MOC München
Organiser: NETCOMM GmbH
Tel: +49 (0)89-88 94 93 70
Fax: +49 (0)89-88 94 93 79
Email: info@netcomm-gmbh.de
Website: www.netcomm-gmbh.de



9–11 July SecProTec East Africa – Nairobi, Kenya

Venue: KICC
Organiser: Trade and Fairs East Africa Ltd.
Tel: +254-020-2632101
Email: info@tradeandfairs-eastfrica.com
Website: www.secproteceastafrica.com



14–16 July Securexpo East Africa – Nairobi, Kenya

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

September



10–13 September Fire&Rescue and Safety&Health – Istanbul, Turkey

Venue: Istanbul Expo Center
Organiser: Marmara Fair Organisation
Tel: +90 212 503 32 32
Fax: +90 212 503 32 31
Email: marmara@marmarafuar.com.tr
Website: www.isafshf.com



14–16 September Ofsec – Muscat, Oman

Venue: Oman International Exhibition Center
Organiser: Muscat Expo LLC
Tel: +968 24788476
Fax: +968 24788676
Email: info@muscat-expo.com
Website: www.muscat-expo.com



15–17 September Security Asia 2015 – Pakistan, Pakistan

Venue: Karachi Expo Center
Organiser: Ecommerce Gateway Pakistan (Pvt.) Ltd
Tel: +92 21 111 222 444
Email: info@securityasia.com.pk
Website: www.securityasia.com.pk



22-24 September Safety & Security Amsterdam, Netherlands

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



22-24 September SecurityUser Expo 2015 Copenhagen, Denmark

Venue: Bella Center
Organizer: AR Media International
Tel: +46 8 556 306 80, **Fax:** +46 8 19 10 11
E-mail: info@securityuserexpo.com
Internet: www.securityuserexpo.com
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22–24 September Securexpo East Africa – Nairobi, Kenya

Venue: Visa Oshwal Centre
Organiser: Montgomery ECO

Tel: +44 (0)207 886 3034
Email: alexander.angus@montex.co.uk
Website: www.securexpoestafrica.com



23–25 September SIPS Siberia 2015, Novosibirsk, Russia

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



28 September–1 October ASIS 2015 – Anaheim, California, United States

Organiser: ASIS International
Tel: +1.703.519.6200, **Fax:** +1.703.519.6299
Email: asis@asisonline.org
Website: www.securityexpo.asisonline.org/Pages/default.aspx



29 September – 1 October Safety & Security Asia 2015 – Singapore, Singapore

Venue: Marina Bay Sands
Organiser: CEMS
Tel: +65 6278 8666
Email: SSA@cems.com.sg
Website: www.safetysecurityasia.com.sg

October



5-7 October Fire India 2015 – NewDelhi, India

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



21–23 October CAIPS 2015 – Tashkent, Uzbekistan

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



21–24 October CIPS Caspian 2015 – Baku, Azerbaijan

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



26–28 October Myanmar Security Expo – Yangon, Burma/Myanmar

Venue: Myanmar Convention Centre
Organiser: Mpinetwork
Tel: +65 6393 0251
Email: michaelng@mpinetwork.com
Website: www.securityexpomyanmar.com

November



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

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

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