

DETEKTOR



International

Publisher's Comment

Access control in the limelight

Technology in Application

Bosch secures Turkish airport

Security Technology Market

**Big changes ahead for
access control market**

Business News

Nice sells physical security business

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The Interview

Martin Gren, co-founder of Axis

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Lennart Alexandrie, Publisher

Access control in the limelight

So the summer of 2015 is over. One might imagine that a few uneventful months have passed and that the security market is now beginning to wake up again. That is not the case. It seems there are no longer any uneventful months. We live in a globalised world where things are going on 24/7 all year around. This summer was no exception. Just take a look at all the acquisitions that took place during June, July and August. Some of them were more important than others. These are a few examples.

The Vanderbilt Industries purchase of Security Products from Siemens was completed in June. That was no surprise, as the agreement was signed in the late autumn of 2014. More interesting, was that the Israeli software company Nice Systems recently signed an agreement to sell its video surveillance business unit for \$100 million (of which \$15 million is conditional) to the US-based investment company Battery Ventures, which confirms the increasing interest from investment companies for the IP video surveillance sector of the security industry. An attraction factor is of course the potential that scalable open platform IP video technology offers in terms of service-based business.

But it was not in the video surveillance sector, where the most interesting acquisitions were made during the summer. Extremely exciting things have happened in the market for access control. An example of this is that the Irish company Allegion has signed an agreement for the acquisition of the Munich-based Simonsvoss.

Simonsvoss, provider of electronic locks and access control, had sales of approximately 52 million Euros in 2014. The revenues of Allegion, a vendor providing security products, mainly based on mechanics, reached almost \$2 billion in total. Now, this acquisition should be viewed in the light of the previous announcement in May, when Swiss company Kaba and Dorma announced their intentions to merge the two companies. At that point the unified company will become the second largest player

in the EMEA within the access control industry; only Assa Abloy will be greater.

The above-mentioned business events within the security market are of course of great importance, but, in my view, they are probably not the ones that will have most impact on the development of the access control market. There is another transaction that should certainly be seen as a game changer, namely Dean Drako's acquisition of the American access control company Brivo.

The entrepreneur, Dean Drako, CEO of Eagle Eye Networks, has acquired the US Brivo, provider of cloud-based access control, for 50 million US dollars. Drako sees the opportunity to accelerate the cloud technology shift in the market for physical access control by combining Brivo's cloud-based access control with the cloud-based video surveillance operations of Eagle Eye Networks.

Blake Kozak, analyst at IHS commented on the acquisition, he stated that the startling aspect of this acquisition is that an owner of a big business in the cloud-based video is expanding into the market for cloud-based access control. This could provide a hefty push for access control services, initially in North America, where Brivo has its largest market. The fast growing North American market for access control as a service is estimated to reach revenues of \$200 million in 2015. The Brivo acquisition should be seen as a signal to the security market that things are moving fast, even in the traditionally so conservative access control industry.

Now autumn has just begun and it will be interesting to continue to follow the market developments. One can, for example, almost certainly expect more big acquisitions. And for sure our (Ar Media International) online news portal SecurityWorldHotel.com is ready to report news as it happens and Detektor magazine will consequently follow up with in-depth and informative editorials for our readers.

Until then, enjoy this feature packed issue of Detektor International.

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REVIEW

Clear innovation – blurred lines!

When the doors of Excel opened for this year's Ifsec International it soon became apparent that this year, perhaps more than any other year, the boundaries between the different technological sectors within the security industry are moving ever closer.

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Prestige university controls access with TESA

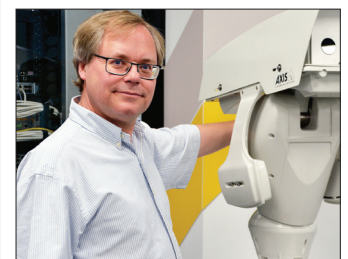
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Martin Gren, co-founder of Axis

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Bosch secures Turkish airport

Antalya, Turkey

Bosch Security Systems was chosen as the supplier of an integrated fire detection and voice evacuation system for both the domestic and the international terminals at Antalya Airport in Southern Turkey.

Served by 108 airlines, Antalya offers its passengers more than 600 different connections, some of them only seasonal. The airport counts more than 25 million passengers each year, positioning it close to the top 50 in the world.

3,500 fire detectors

Across the terminals, Bosch's local partner Ateksis installed 3,500 automatic fire detectors - 420 Series, which are connected to six networked Modular Fire Panels 5000 Series. These can be configured and operated via two remote keypads. The fire detection system

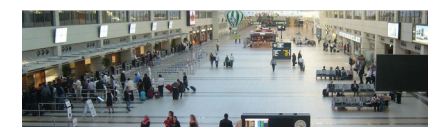
is interfaced with the fully digital Praesideo public address and emergency sound system. With more than 1,800 horns and ceiling loudspeakers as well as 300 sound projectors, this system covers multiple independent zones within the terminal buildings to allow for precise and targeted evacuation instructions in case of emergency.

Integrated solution

The Praesideo system comprises two network controllers, 48 distributed power amplifiers and 25 call stations. It also has an automatic volume control that

automatically increases the sound level when the building is getting crowded.

Fire detection and voice evacuation systems are integrated via the Bosch Building Integration System (BIS), allowing for central control and operations. Due to its open and modular architecture, the solution can be expanded seamlessly as Antalya Airport continues to grow. For the same reason, third party solutions such as video surveillance, access control and even the flight information system could easily be integrated with Praesideo.



Antalya offers its passengers more than 600 different connections, some of them only seasonal.

Prestige university controls access with TESA

Madrid, Spain

Access control challenges at CUNEF, Madrid's top business and finance university, will be familiar to many educational institutions: how to keep the university site secure, yet still provide flexible, user-friendly access to an ever-shifting roster of staff, students and visitors.

For glass doors, emergency doors, teaching rooms and private offices, Smartair achieved their goal — and without any need for expensive cabling or wiring.

Smartair is an access control system suited to organisations making the step up from mechanical master keys. At CUNEF, students and staff now open doors with smart Mifare RFID cards. With Smartair, CUNEF facility managers can tailor access rights down to the level of the individual user or door. If someone loses their card, there's no security threat. Facilities managers issue a new card, and the lost card is automatically invalidated.

Wireless installation

Because there's no wiring involved in a Smartair door installation, CUNEF can extend access control to far more doors than would be feasible or affordable with a traditional wired system. Over 100 wireless, battery-powered Smartair escutcheons have even been fitted to glass doors and emergency exit doors.

"We trusted the wireless Smartair system because it's already

used in other universities around the world, and the partner who installed the products was efficient and professional," says Gregorio Pascual Carrascosa, Facility Manager at CUNEF.

Smart card solution

CUNEF selected Smartair "Update on Card" management, which allows smart cards to carry updated information to secured doors, adding flexibility for both users and facilities managers. The university also installed 6 Smartair updaters, so all users can update access rights easily.

The initial project envisaged 108 escutcheons placed throughout the site, but CUNEF was so satisfied with their Smartair installation that 203 are already up and running—so far.

Prestigious university

The Colegio Universitario de Estudios Financieros, or CUNEF,

is a prestigious Madrid university specialising in business administration, law and finance. Over

100 lecturers and professors teach approximately 1,600 students at the university.



Smartair is an access control system suited to organisations making the step up from mechanical master keys.

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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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Asia and the Far East has been a security technology “factory” for the global market for decades. But lately, Asian companies have demonstrated that they can perform in other areas aside from their “factory” role.

Today, several Asian companies have become well-known international brands. Now they are challenging the European, American and Japanese brands that have traditionally headed up the global security market.

Detektor has recently met with some of the companies that have either established their brand on the international market, or that are determined to make that happen.

In this issue we present Dali, developer and manufacturer of thermal cameras.



In the domestic market we are the leading manufacturer and in the world we are among the top five, states Frank Hu, European Sales Manager for Dali.

Chinese veteran takes steps towards Europe

The Chinese thermal camera and detector manufacturer Dali is standing in the shadow of giants like Hikvision and Dahua. However, Dali is the biggest manufacturer of thermal cameras in China and is expanding, not least in Europe.

By Henrik Söderlund

Dali was established as a Chinese government test institute back in 1984, and subsequently started producing thermal cameras in 1993. Since then it has transformed into a global top five manufacturer of thermal imaging devices, with an 80 million Euro revenue. In 2008, Dali became publicly listed on the Shenzhen stock exchange. The head office is located in the city of Hangzhou, and the company today has some 600 employees, with two R&D centres – one in Shanghai and one in Hangzhou.

Until 2012, Dali also manufactured DVRs, but now it is all about thermal imaging devices. Dali's handheld, uncooled infrared FPA detector is currently the company's best-selling product. According to Dali, the detector is suitable for thermography, security surveillance, vehicle night vision and various other applications. Dali also sells devices for maritime purposes.

European Sales Manager Frank Hu says that Dali's growth rate is about 30 per cent. Manufacturing

its own detectors has been a key for growth.

“Before 2009 we bought detectors from a French company and at that time our growth rate was not that great since the price was controlled by that company”, Frank Hu says.

Governmental projects

About half of the turnover is international sales, however, Dali is growing faster on the domestic market.

“In the domestic market we are

the leading manufacturer and in the world we are among the top five. Our main business is government projects in China. The main application is monitoring subway stations. It is about temperature measurement and fire detection but our products are also used for island monitoring, surveillance and perimeter protection”, Frank Hu explains.

Russia is Dali's second biggest market, but Europe in general and Western Europe in particular, is also a big market for them. →

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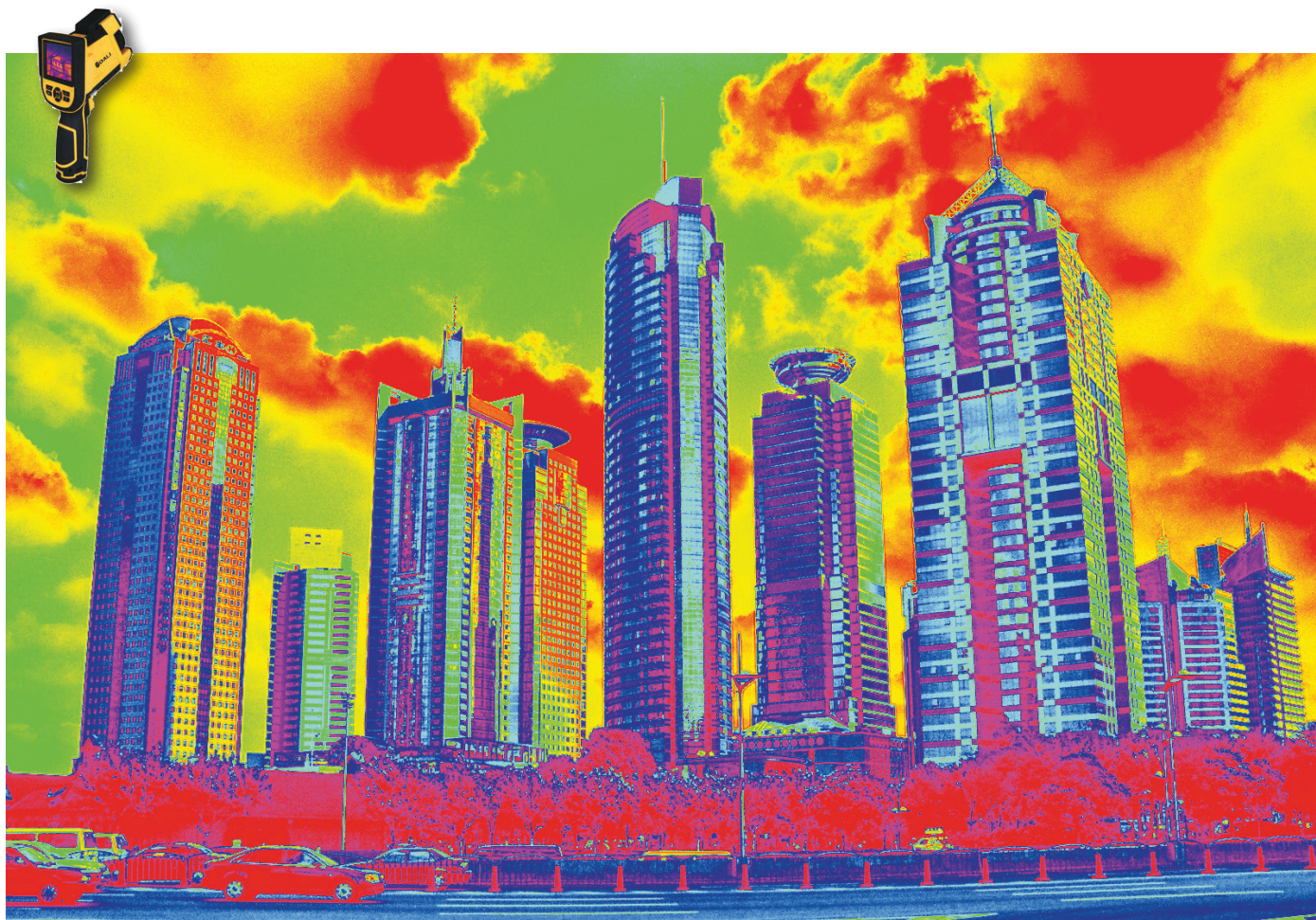


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Until 2012, Dali also manufactured DVRs, but now it is all about thermal imaging devices.

→ “In the European market, industrial temperature measurement equipment is what we sell most of, but security cameras are growing very fast too. Russia has had problems buying products from some European companies and therefore they turn to China. The biggest demand is for thermal cameras”.

International expansion

So far, Dali only has offices in China.

“But we are planning to establish offices elsewhere at the right time in right place”, Frank Hu says.

In China, Dali has employees in every province and they sell both directly to end customers and via distributors. Sales in Europe go through distribution channels. Dali has strong relationships with a few partners in Europe according to Frank Hu.

“It makes it easier for us to explore a new market. If we want to manage 100 customers in Europe, it is much easier for us to only communicate with only

a few partners, and they have a strong marketing ability”, says Frank Hu.

He also stresses that Dali is looking for further partnerships and new markets.

“Many European customers will not accept a Chinese brand, but the quality of Chinese products is much, much better today than before. Most of our customers brand our product with their name, but we are hoping we will be able to sell them with our brand in a few years time”.

Military supplier

Dali started as a governmental test institute and the connection to the Chinese government is still strong.

“The Chinese government is supporting our research and development. They invest money in our project with the detector because all the components are produced in China and it can be used in homeland security projects and we are a military supplier”, Frank Hu says.

Dali is the only Chinese

player, that manufactures its own detector.

Resolution is important

There is a consolidation process going on within the security industry and this affects the thermal imaging market.

“In the near future, I think many players will move away from this product because companies that have their own detector can control the market and

Many European customers will not accept a Chinese brand, but the quality of Chinese products is much, much better today than before.

prices, like Flir for example. Players that buy detectors from others will find it hard to survive”, Frank Hu says.

According to him, the biggest trend within thermal imaging is resolution rather than the distance covered.

“Today we offer 640 times 480 pixels, which is VGA resolution, but next year we will increase the resolution”.

Free software

Dali has developed its own software, which comes together with the hardware. In some projects, the company functions as a solution provider rather than purely a manufacturer, buying the components needed for various applications.

“For some projects we offer the customer a free SDK and they can evolve their own secondary development. Different projects will need different solutions”, says Frank Hu and mentions a project in the Netherlands where thermal cameras are monitoring the temperature of railway switches, which is very important during the winter.

Dali’s goal is to double the turnover within the next few years.

“I think the sales will grow very fast in the near future”, Frank Hu concludes. ■

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Brazil access control market to stall



The latest information from IHS Economics reveals that Brazil will struggle to see positive growth over the next several years.

While the 2014 Brazilian market for electronic access control equipment reached an estimated \$92 million, the latest information from IHS Economics reveals that Brazil will struggle to see positive growth over the next several years.

In fact, the access control market in Brazil is forecast to decline by 1.2% in 2015 and decline by another 0.8% in 2016 before growth returns in 2017. Despite the slowing economy, the Brazilian market for access control will be resilient and is expected to return to strong market growth in 2018.

Blake Kozak, Principal Analyst, Security & Building Technologies at IHS, believes that the near-term access control market in Brazil will be most affected by various factors.

A troubled market

Firstly, the access control industry slowed after the presidential elections last year, and the government cannot afford to expand public

works, as fiscal accounts have already deteriorated significantly, plus the Brazilian economy is sliding into a recession. Add to this the recent Petrobras scandal which will almost certainly negatively affect the construction market, as audits are completed. There is also the fact that investment has been declining since the second half of 2013 and the private sector is not very upbeat about the Brazilian economic prospects, so very poor business sentiment will continue to constrain investment growth.

Market decline in 2017

Overall, suppliers and integrators involved in the Brazilian market believe large infrastructure and

government and commercial projects will soon be placed on hold, leading to a market decline through 2017. The Olympics have also not done much to help the security industry, in part because stadium construction will mostly occur in certain cities and will not have widespread effects on other end-users across the country. There will only be about 14 new venues spread across three main zones – Barra, Copacabana, Maracanã and Deodoro.

Furthermore, the number of police, military and other security personnel will far outnumber that of the London Olympics in 2012. In Rio de Janeiro, reports suggest that there will be nearly 85,000 law

enforcement personnel at Olympic venues.

Technologies replace manned guarding

One positive sign for equipment suppliers in the Brazilian market is the level of integration between video and access control. The interest and implementation of integrations is a tremendous opportunity in the country. Replacing services with technologies, like manned guarding with electronic security, is a trend that will continue to improve the market over the next five years, due to wage increases, as well as more affordable – and higher quality – access control technology.

Facial recognition market to grow to \$6.19B

In its latest report Marketsandmarkets forecasts the global Advanced Facial Recognition market to grow from \$2.77 Billion in 2015 to \$6.19 Billion by 2020, at a CAGR of 17.4%.

According to the report governments throughout the globe are looking for new surveillance systems that are able to address the growing security concerns. The advanced facial recognition technology has emerged as one of the leading technologies that is able to address these growing security

concerns, according to the report.

Advanced facial recognition technology is finding increasing deployment by various end users varying from government and utilities sector to enterprises and to consumer and home. The adoption of facial recognition has started to help these end users to

address their security concerns effectively.

In terms of regions, North America is expected to be the biggest market in terms of market size, while APAC and MEA are expected to experience increased market traction, during the forecast period.

The title of the report is “Facial Recognition Market by Solution (2D, 3D, Thermal, Emotion, Forensic), by Software (Middleware, Databases), by Hardware (Cameras, Integrated Devices), by End User (Government and Utilities, Consumer and Home) - Global Forecast to 2020”.



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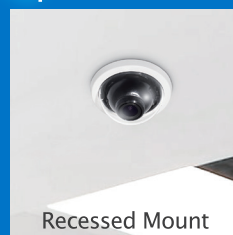
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Growth market for electronic locks

In 2015, IHS forecasts the global market for electronic locks will exceed \$1 billion. IHS segments electronic locks into three categories: mechatronic, electromechanical and digital cylinder.

Electronic locks have evolved significantly since the 1970s when they were used mostly in hospitality and relied upon holes that were drilled into the cards themselves. Three decades later, Blake Kozak, principal analyst, Security & Building Technologies, at IHS, finds that electronic locks are now one of the fastest growing segments of the access control industry and have unmatched versatility. These lock types can be constant online wireless, semi-online wireless, data on card, Wifi or be Zigbee, Z-Wave or Bluetooth or NFC compatible.

Electromechanical locks dominate the market

Of the three product categories, IHS expects that electromechanical locks will see the most uptake over the next 5-8 years, representing nearly 77% of the total electronic lock market globally

in 2015. For electromechanical locks, IHS expects that the residential market in North America will be a driving factor over the next 3-5 years – as more multi-system operators (MSOs) and traditional monitoring providers look to offer electronic locks not only as an ad hoc option but as part of its existing packages.

Mechatronic locks – the most growth

Although electromechanical locks are by far the largest, the most growth will be associated with mechatronic over the next five years. Mechatronic locks are often used in remote and harsh locations where battery life can be threatened, so the battery is in the key and in some cases, these devices require no battery at all – only a special key to initiate an authorisation. Global unit shipments are expected to triple

for mechatronic locks from 2014 through 2019. One reason for this forecast is the rate at which IHS expects utilities and telecommunications to adopt electronic security. Enhanced security, audit trails, compliance and efficiency are just a few of the reasons why these end-user industries are looking to electronic security. In remote environments, electronic locks can also be used to protect contractors and workers. If a door is propped open or a request to exit read does not occur after a predetermined amount of time, an alert can be generated.

Important role in all access control

Overall, IHS expects that



electronic locks will continue to play an important role in all access control solutions moving forward. By 2019, IHS forecasts that electronic locks will exceed the revenue of both the readers and panels market, making it the largest segment for electronic door access control. Similar to other trends occurring in the access control industry such as TCP/IP (IT integration), logical access control and open standards, suppliers and channel partners that embrace wireless lock integration with traditional wall readers will gain the most over the next 5 years.

Big changes ahead for access control market

Following the recent reports on the Kaba and Dorma merger, and the Allegion plans to acquire Simonsvoss from HgCapital. Blake Kozak, Principal Analyst for Security and Building technologies at IHS, predicts that this latest merger may again reshape the access-control market in Europe, the Middle East and Africa (EMEA). Here is his view on the subject.

The merger of Allegion and Simonsvoss would immediately create the second largest company in the EMEA region, after the market leader, Assa Abloy. The merged Kaba and Dorma would then rank third in the region. But it has to be pointed out that this most recent merger still requires approval, by the German Bundeskartellamt, which prohibited a planned merger of Assa Abloy and Simonsvoss back in 2008.

A perfect match

Simonsvoss, the world's largest supplier of digital cylinder locks, currently has limited penetration in the Americas, so this move will certainly help the company enter this highly competitive region. Furthermore, the acquisition will

help create a more well-rounded portfolio for both companies. IHS estimates that the majority of Simonsvoss revenues are generated from electronic locks and credentials, while Allegion has a more diverse portfolio that spans wall readers, panels, software and electronic locks.

For the overall electronic access-control market, larger companies are starting to come together to provide seamless solutions, increase in-house expertise and expand the supply chain with a global focus. There have been many mergers in the past; however, most were regional and specific. We are now seeing many more high-value acquisitions that immediately affect market share rankings.

A step backward from open standards

If access-control companies continue to merge and expand in this manner, the move toward more open standards may take a step backward, because end-users will have wider product ranges and greater expertise from a single source. Even so, IHS expects these types of acquisitions will continue, as suppliers bolster their positions, not only on a regional basis, but also to take advantage of end-user growth (e.g., residential, utilities, healthcare) and services (e.g., ACaaS and VSaaS).

IT expertise – increasingly important

It remains to be seen if video and access control companies will

cross over and provide a more fully integrated solution, or if companies will continue to enrich their current portfolios on a more linear path. One key acquisition strategy could be centred on capabilities and expertise across multiple disciplines.

Today it is becoming increasingly crucial for companies to have IT, software and platform expertise, in addition to equipment. These acquisitions will increasingly focus on helping companies expand beyond components.



Blake Kozak.

Universal DVR solutions



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iCatch's 'all in one' Universal DVR is the perfect answer to various protocols on the market currently.

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Top trends for the access control market

Perhaps, it is not a question of whether mobile credentials will see more widespread use in the access control market of the future, but rather a question of how long it will be before it happens. New research from IHS entitled – Access Control - Trends for 2015 - reports the following findings on the subject.

By Rachel Ward Owens

1. Advantages outweigh the barriers

IHS predicts that we will see the widespread uptake of mobile credentials within the next two to three years. In today's market, technological advances in the access control industry are bound to encounter both drivers and barriers, but in this case IHS finds that the advantages are too beneficial to be ignored. Of course one of the biggest drivers for businesses is money. For example, a move towards mobile credentials will result in a reduction in administrative costs for printing and maintaining credentials, plus provisioning and registering of users becomes much easier. Costs would also be vastly reduced in terms of no longer having to buy hundreds or in some cases thousands of plastic card credentials. In terms of training and take-up, users will easily embrace the technology as these days our mobiles play increasingly important roles in our daily lives; and as a result they are lost less frequently than for example, cards and passes. In addition, the passcodes on mobile phones add an extra layer of security and this solution is able to combine legacy card technologies with mobile access.

IHS questions whether the barriers to mobile credentials could be down to the current failings of some NFC or Bluetooth Smart mobile technologies. Whilst NFC can be used with most smart card readers today with minimal updates, there are fewer phones available with this technology enabled for non-payment transactions. Bluetooth, on the other hand, is available on all smartphones today, but the existing access control reader infrastructure does not support Bluetooth.

Bring Your Own Device (BYOD) also adds its own risks to the organisation. Who within the business will manage the mobile devices? This could be down to the IT or the security department. In addition, the Secure Element (SE) cannot be widely accessed without extensive and potentially expensive partnerships. Most providers of NFC-based access control, currently use encryption methods located in the "sand box" (host operating system) of the handset only not the SE; by using host card emulation (HCE), providers can offer NFC outside of the SE.

However, similar to access control as a service (ACaaS), selling mobile credentials will present new challenges and rewards for channel partners.

2. Wireless online locks will account for over 1/3 of electronic locks shipped in 2015

IHS projects that more than 35% of electronic locks shipped in 2015 will be wireless online devices. Researchers also found that electromechanical and mechatronic locks were the most talked-about product in the industry over the past 12 months. Benefits for the user mean that electronic locks allow more doors to be online, and for the integrator it means less time spent with each user, plus installation costs are reduced for both parties. Mechatronic locking systems often hold the battery and the access rights in the key, and so they also offer online flexibility to be installed in remote locations in all-weather climates. There is more flexibility among offline static, programmable and read/write applications, and flexibility of use across all kinds of cabinets, lockers, carts, doors, etc.

3. Services are key to differentiation

Analysts believe that the hardware aspect is becoming more commoditised and so the key to the sale will need to be the additional services offered by the provider. For example, the residential security market is becoming increasingly competitive, but the brand of hardware is not a focus during marketing and selling. Instead, value is driven by services, expertise and customer satisfaction. Integration of services will become an important factor. Bringing together disparate systems and having them work cohesively to drive value. This includes integrating human resources (HR), visitor

management, student databases, contractors and risk/compliance protocols. Cloud-based services will also have an impact on the uptake. Many mega trends impacting the access control market today are closely tied to IT. According to IHS, the access control industry over next 10 years will be reshaped by Physical Logical Access Interoperability (PLAI) and role based access control (RBAC) as it relates to logical, physical and HR integration, as well as implementation of new methods to assign access control rights.

Researchers also believe that a diverse hardware portfolio will remain an ingredient for successful manufacturers in addition to open APIs and SDKs.

4. IoT drives move towards a smarter world

As the Internet of Things (IoT) revolution heats up and IT becomes more integral to security it is highly likely that closets with servers and PCs will become a thing of the past. Similar to the video surveillance industry intelligence is being pushed closer to the edge, and IHS expects that the average number of readers per panel will decrease. Despite many panels being capable of managing 100+ readers, the average number of readers per panel is nearing only 30 or less. Edge devices are getting smarter. All-in-one readers and panel devices can display information on training requirements, meetings, visitors and other important information specific to each employee. Web-based panels allow management from any Web browser. Wireless locks can connect to a gateway or via a mesh network, vastly reducing cabling.

IHS also finds that Management of PACS (Physical Access Control systems) is beginning to decentralise with the adoption of ACaaS (Access Control as a Service). Plus in terms of costs, third party servers/ services combined with an operational and capital expenditure strategy can produce greatly reduced costs per door while removing on-site equipment.

5. Legacy solutions still around

Flexibility and options remain a core function of the access control industry. Some end users prefer a pre-packaged/bundled solution, while others require a tailored approach. Others need to meet strict regulations and standards set by governments, while others want to utilise social media and mobile applications to create exciting



Convenience-based security is a growing segment of the access control industry.

Access control market

end-user experiences. Building access control requires a detailed knowledge of who, what, where and when, so perhaps it is no surprise that the market continues to be slow moving and perhaps resistant to change. But change is coming, partly driven by other industries that already embrace innovations like mobile/ remote connectivity and the cloud but also by end users becoming more familiar with technologies through use of technological devices in the home and at work.

6. User-friendly solutions are the way forward

The access control market has identified that ease of use and familiar technologies could be the key to market advancement. As IHS found, not all end users require pure hardened security but instead are looking for easy and efficient methods of administering their security needs. As a result, various user-friendly style solutions have been launched on to the market, for example, HID Global's "Twist and Go" gesture technology, Allegion's Engage technology, Zaplox mobile keys, Clay by Salto - a cloud-based wireless locking solution, Okdoor and Sam API by Brivo Labs, Kevo by Kwikset and many others...

Convenience-based security is a growing segment of the access control industry. Just as the residential market has been reinvigorated by marketing as well as new technologies and innovations from newcomers like Google, MSOs and existing providers like ADT, IHS believes that the access control industry could jump-start the SMB market with new, enticing and innovative technologies. After decades of providing magnetic strip readers, push PIN and card readers, the access control industry is realising that not all end-users need high-grade security, and that convenience should have a larger role in the future and be part of more portfolios.

7. U.S Smart Home market uses electronic locks as a prime selling feature

The smart home is a mega trend for the security industry today. In the U.S., multiple system operators (MSOs) offer a wide array of security products to the home along with home automation. IHS expects security will remain the primary selling feature for MSOs and traditional monitoring companies. These security devices include video, electronic locks and intrusion detection like motion and doors/window sensors. Features are being driven by convenience of remote locking/ unlocking of doors and also the ability to provide temporary keys or know when a family member arrives home.

8. New players will drive the market forward

Dozens of suppliers now offer both access control and video surveillance. Some video surveillance suppliers – like Axis – have created their own branded solution. Some – like Panasonic and Brivida – have partnered with access control manufacturers and created OEM agreements. Some have free applications – like Video Insight with Monitorcast EDU – to run beside video on the same server to reduce the costs to end users. Google, Apple and various MSOs (AT&T, Comcast, Time Warner, etc.) are also new entrants to the market.

IHS researchers believe that new players are a positive for the security industry. While security solutions may not be equal, they are all required today in most enterprise, SMB and government applications. Even the residential market is now looking for video, electronic access control and intrusion on a wider scale.

Market consolidation, according to IHS, should be expected as the market becomes more willing to share technologies and adopts a less isolated approach.

9. Targeting enthusiastic end-users

According to IHS, the market would do well to target end-users that are already making positive and committed plans to implement access control and security measures. Over the next 12 months, IHS research shows that many governments will increase spending and continue existing programmes, like PAC2 in

Brazil and C4I4 in Mexico. Other initiatives will target renewable energy, manufacturing and education.

Governments in all countries and regions are looking to implement a safe, secure and efficient cloud-based solution. Many EU countries, together with the Trusted Cloud (European Cloud Partnership), are in the process of creating best practices and blueprints for countries to follow to address cross-border security concerns.

The U.S. is searching for ways to use commercial cloud for government agencies and departments like the Department of Defense (DoD). As 4G mobile coverage expands, more towers will be required, which will create more demand for mechatronic and remote access control to protect the new towers. Rentable office space is helping drive demand for aesthetic locks and centrally managed access control. Facilities managers are also looking to use more ACaaS-type solutions. Higher education across Europe is seeing a big increase in demand in access control, mainly to ease administrative workflows and to attract students, while the U.S. is continuing to spend on school security to protect against violence. IHS also estimate that smart security hardware in the home will grow above 20% year-over-year for the next several years as more people look to Zigbee and Z-Wave devices to connect through a central gateway and mobile device. ■

Access Control Readers vs. Electronic Locks – Global



Readers include: smart card readers, proximity, biometrics, multitechnology & magneticstripe

Physical Security market to reach \$105 B

A new report has found that the global physical security market will grow from USD 65.41 Billion in 2015 to USD 105.26 Billion by 2020, at a CAGR of 9.98% from 2015 to 2020.

The video surveillance segment is expected to dominate the physical security market, having been projected by research analysts from Marketsandmarkets to grow at the highest CAGR during forecast period of 2015 to 2020.

With the rise of global security concerns, including the increasing incidence of terrorist attacks, governments have increased budget allocation for implementing physical security systems and solutions in order to ensure security of their premises, assets, and people. These factors are expected to drive the growth of the physical security market in the coming years. Among the services, the system integration segment holds the largest share of the physical security market, while the maintenance and support segment is expected to grow

at the highest CAGR during the forecast period. These solutions help enterprises worldwide to maintain user identities and their related access permissions.

Service business increases

A few systems, such as surveillance through traditional CCTV, are being replaced with IP video surveillance because of the various benefits offered by IP networks. The shift from analogue to IP has led organisations to spend on technologies that are scalable and add security services in order to improve their business. This will

enable the right individuals to access the right resources at the right time. According to Marketsandmarkets, the Asia-Pacific region is one of the emerging markets for physical security solutions and services.

System integrators are in demand

The major services covered in the report are system integration, designing & consulting, and support and maintenance. Presently, system integrators are in demand because of the customised needs of end users. Furthermore, the in-

creasing crime and terrorism rate has posed a need for physical security solutions across different verticals.

The report

The report from Marketsandmarkets is entitled "Physical Security Market by System (Access Control, IP Video Surveillance Software, Locks, PSIM, PID), Services (System Integration, Maintenance & Support, and Designing & Consulting), Vertical, and Region - Global Forecast to 2020."



Video analytics to reach \$3,971M by 2020

According to a report by Marketsandmarkets the video analytics market will grow from \$1,537.9 Million in 2015 to \$3,971.2 Million by

2020, at an estimated Compound Annual Growth Rate (CAGR) of 20.9% during the forecast period from 2015 to 2020.

The drivers for this market are listed as – growing security threats and increasing security priorities, and increasing use of video analytics for BI. The

restraint for this market is high cost of system and privacy issues. Cloud based video analytics solutions have been acknowledged as the opportunities in this market. Whereas, false alert and lack of reliability is the major challenge, companies are facing today in the video analytics market.

The report is entitled: "Video Analytics Market by Type (Hardware, Video Analytics Software, and Services), Applications (Intrusion Management, Crowd Management, Situation Indication, License Plate Recognition, Pattern Recognition) - Global Forecast to 2020".



245 million cameras installed in 2014

According to IHS, there were 245 million professionally installed video surveillance cameras active and operational globally in 2014. Whilst the majority of these cameras were analogue, over 20 percent are estimated to have been network cameras and around two percent HD CCTV cameras.

This is the first time that IHS has measured the installed base of security cameras. According to Niall Jenkins, Research Manager, Video Surveillance, Security Services and Smart Homes, the analysis was driven from ten years of unit shipment data collected for its video surveillance research. IHS estimated the service life of cameras in each sub-region by end-user industry to size the current installed base.

The research also brought out some other interesting findings, including that Asia accounted for

65 percent of installed security cameras in 2014. In 2016, Asia is forecast to account for 68 percent of the installed base of security cameras, driven primarily by unit shipment growth in China.

It is interesting to note that the installed base is characterised by different drivers in each region. In China, average camera prices are typically lower and there is a higher replacement rate. Installers and integrators cost less so replacing a faulty product is less cost prohibitive. In Europe and North America, there is more of a price

premium and a focus on product reliability.

In terms of leading companies in the sector, Hikvision is estimated to have had the largest number of security cameras installed worldwide in 2013. Samsung Techwin is estimated to have been second. Supply has been fragmented though with the top ten camera vendors accounting for less than 40 percent of all installed cameras.

On the other hand if we account specifically for network cameras, then Axis Communica-

tions is estimated to have had the largest number of installed cameras in 2013, with Hikvision in second place. These two companies were the only vendors with more than 10% of the installed base of network cameras in 2013.



Trend breaking acquisition

Dean Drako Acquires Brivo for \$50 Million

Brivo, provider of cloud-based physical access control, has been wholly acquired for \$50 million by Dean Drako, entrepreneur, president and CEO of Eagle Eye Networks. As Brivo's owner, Drako will serve as the company's chairman, and Steve Van Till, Brivo's president and CEO, will continue leading the company.

Brivo's cloud-based access control system currently services over 6 million users and over 100,000 access points, providing feature-rich access control for small and medium businesses, along with scalability and centralised management for global enterprises.

"My goal was to acquire the physical security industry's best access control system," said *Dean Drako*. "Brivo's true cloud architecture and open API approach put it a generation ahead of other access control systems. Cloud solutions provide exceptional benefits and Brivo is clearly the market and technology leader. Brivo is also committed to strong, long-standing relationships with its channel partners, which I believe is the best strategy for delivering extremely high customer satisfaction."

Successful entrepreneur

Dean Drako is a parallel entre-

preneur, investor, and engineer. In addition to his role as owner and chairman of Brivo, Drako is founder, president and CEO of Eagle Eye Networks, delivering the first on-demand cloud based security and operations video management system (VMS) with both cloud and on-premise recording. Prior to forming Eagle Eye Networks, Drako was founder, president and CEO of Barracuda Networks, where he developed the IT security industry's first spam filter appliance. From Barracuda's inception in 2003 through 2012, Drako grew the company to be an IT security industry leader, with more than \$200 million in annual sales and 150,000 customers.

Accelerate the cloud technology shift

With the acquisition of Brivo, Drako will apply the strategy and execution processes he used at

his other successful companies, including Barracuda Networks, to leverage Brivo's technology lead and growth trajectory. In particular, Drako sees the opportunity to accelerate the cloud technology shift already underway in the physical security industry by combining Brivo's cloud access control with his cloud video surveillance company, Eagle Eye Networks.

Because Brivo and Eagle Eye are both cloud-based, the combined solution uniquely offers flexible deployment, with scalability and cyber-secure remote management.

"We are extremely excited that Dean Drako has acquired Brivo and is serving as chairman. In addition to Dean's experience founding and leading Barracuda Networks to be a multi-billion dollar company, he has grown his latest company, Eagle Eye Networks, to be the technology leader

in cloud video surveillance," said Steve Van Till, president & CEO, Brivo. "We both share the vision of delivering the tremendous advantages of cloud-based systems to our customers."

A trend breaking acquisition

The IHS research analysts, Blaze Kozak, comments also on the the purchase of Brivo by Mr. Drako. "This is yet another example of the deepening integration between access control and video. Although the entities will remain separate, the level of integration and offering will likely escalate. And, what makes this a unique case is that the owner of a cloud-based video provider is expanding into cloud-based access control. While we have seen acquisitions of providers of cloud-services, e.g. Kaba and Keyscan and Avigilon with Redcloud, this is a first", states Kozak.

Hikvision claims top position in World video surveillance

Hangzhou, China



According to the latest report from business information provider IHS Inc., **Hikvision** has strengthened its position as the world's leading CCTV and video surveillance equipment company – it is the fourth year in a row that Hikvision has topped the list. The company's dominant 16.3% total market share in terms of revenue is up by more than 50% compared with the previous

year and more than double its 8% market share of just two years ago.

Even more significantly, Hikvision has claimed the number one position in every individual equipment category, making up 18.9% of the global network security camera market, increased by 5.9 percentage points of revenue market share compared with last year's number two position (13%) in this fast-growing camera sector. The report also indicates the company's efforts in overseas markets over the years by ranking it as number two in the CCTV and video surveillance equipment category in the EMEA market, achieving a 9.2% market share.

"We are very pleased to see Hikvision's rankings in CCTV and video surveillance equipment. This is an attribute to our

continuous R&D innovation and investment. Importantly, we move forward with the rapid developing market trends of IP surveillance which benefits us with these great achievements in IP product segments," says *Cynthia Ho*, Vice President at Hikvision.

"We appreciate our customers' and partners' support and trust in Hikvision. Looking forward, we will continue to seize every opportunity to meet the market need and keep investing in R&D, offering more benefits and service to our customers."



Hikvision has strengthened its position as the world's leading CCTV and video surveillance equipment company.

BUSINESS PEOPLE



Stefan Widing.

Stefan Widing – new head of HID Global

Stockholm, Sweden

Stefan Widing has been appointed as the new head of HID Global and the Executive Vice President of the Assa Abloy Group. Customers and partners were informed of the news by an email from Ulf Södergren, CTO at Assa Abloy.

On the 22nd of May SecurityWorldHotel.com published the news that Denis Hébert the CEO of HID Global, had left the company with immediate effect. Now his successor has been found.

Stefan Widing is currently the General Manager of the Shared Technologies division within the Assa Abloy Group. In this role for the last ten years he has been responsible for the Assa Abloy product development organisation and R&D centres in Sweden, Poland, Spain and India.

New president of Euralarm

Vienna, Austria

Enzo Peduzzi has been selected as the new President of Euralarm. He succeeds Marc Chabaud who was President for the past three years.

Enzo Peduzzi was chairman of the Services section of Euralarm. He is the director for Industry Affairs with Siemens Building Technologies Switzerland and started his professional career in Cerberus where he covered various general management positions in companies active in the fire safety and security business in Switzerland, USA, Portugal and Italy.

After the acquisition by Siemens he became leader of the business unit with global responsibility for the fire safety systems & solutions business of Siemens. In 2011 he took up his current position of director.

Nice sells physical security business

Ra Anana, Israel

Nice Systems has entered into an agreement to sell its physical security business unit to Battery Ventures, a technology investment firm, for a total consideration of up to \$100 million, comprising of \$85 million in cash and up to additional \$15 million based on future performance.

Nice's Physical Security business unit provides video surveillance technologies and capabilities

to security-aware organisations. This divestiture will allow Nice to focus on its key markets and enterprise software business as part of the execution of its long-term strategic plan.

"We continue to aggressively execute our long-term strategic plan," said Barak Eilam, CEO of Nice. "An element of that plan has been the divestiture of two businesses that did not fall within the

parameters of our more synergetic, primary businesses. With this agreement, we have completed this stage of our plan, and we are now better able to focus on those areas that we believe will continue to drive profitable growth for our company."

Subject to certain conditions and satisfaction of terms, the transaction is scheduled to close during the third quarter of 2015.

Videotec gains Achilles approval

Schio, Italy

After having gone through the strict pre-qualification procedure, Videotec, the Italian video surveillance product manufacturer, has been admitted as a trusted partner in the Achilles list of qualified suppliers for the oil and gas market.

With 24 years of experience, Achilles is today one of the world's leading global supply chain risk management companies. Achil-

les FPAL identifies, evaluates and pre-qualifies suppliers on behalf of major buyers in the oil and gas sector and helps to create business opportunities for suppliers in a collaborative, neutral environment whilst ensuring compliance to industry standards and reducing risks across the supply chain for buying organisations.

"This admission rewards our

engagement and continuous investments to respond to the demanding needs of the oil and gas market with excellent products for the monitoring of any critical area. Our company has a field proven reliability to be the best global partner in the supply of approved products for hazardous environments," comments Alessandro Franchini, marketing manager of Videotec.

Assa Abloy acquires Prometal in ME

Dubai, U.A.E and Stockholm, Sweden

Assa Abloy has acquired the Prometal Group, a leading manufacturer of steel and wooden security doors in the Middle East.

"Prometal constitutes another important step in our strategy to grow market presence in the Middle East and other emerging markets", says Johan Molin, President

and CEO of Assa Abloy.

"The acquisition of Prometal provides us with a strong security door range that reinforces our total door opening solution for the Middle East", says Tzachi Wiesenfeld, Executive Vice President of Assa Abloy and Head of the EMEA division.

Prometal was established in 2000 and has 420 employees. The head office and factory is located in Dubai, UAE.

Sales for 2015 are expected to reach AED 100 M (approx. 26.9M USD) with a good EBIT margin. The acquisition will be accretive to EPS from start.

Bravida and Panasonic sign agreement

London, UK

Panasonic and Bravida Fire and Security have signed an agreement which means that the Scandinavian integrator will add Panasonic's surveillance products to its product portfolio.

The agreement is part of a reciprocal deal which saw Panasonic add Bravida's access control hardware to its line up in the UK, Germany, France, Turkey and the Benelux last year.

"Panasonic has a reputation for providing evidential quality surveillance technology. This commit-

ment to quality fits very well with how Bravida positions itself in Scandinavia", states Sven Klockare, CEO, Bravida Fire & Security.

Andrew Dicken, Head of Panasonic Security Systems, seems equally satisfied with the cooperation. "The agreement certainly strengthens our ability to offer full security solutions Europe wide."



Sven Klockare, CEO, Bravida Fire & Security and Andrew Dicken, Head of Panasonic Security Systems.

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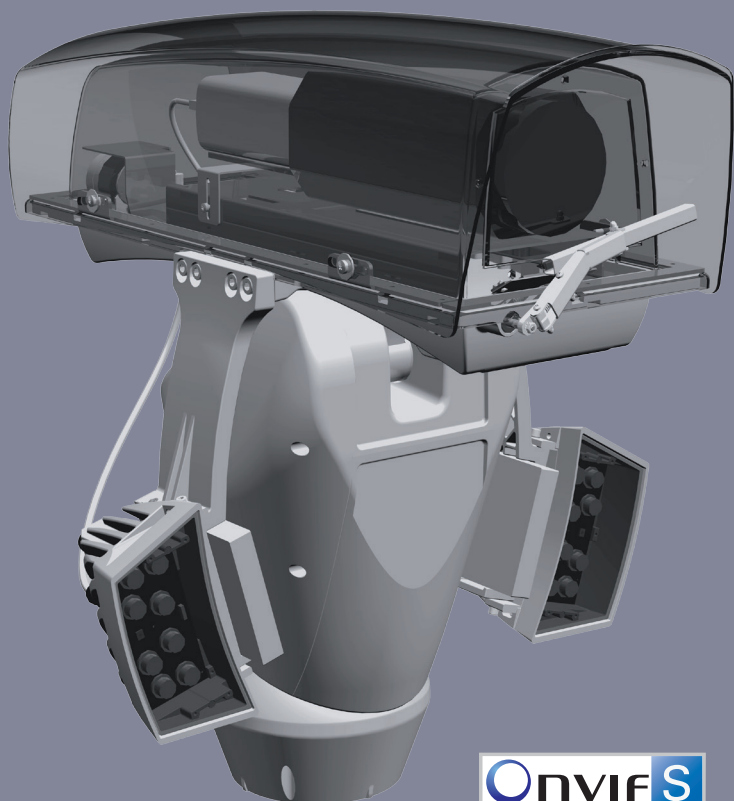
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BUSINESS PEOPLE



Steve Barton.

New MD & CTO at Pacom

Sydney, Australia

Pacom Systems, a part of the Stanley Security Software & Controls organisation, has appointed *Steve Barton* as Managing Director & CTO with immediate effect.

Steve began his career with Pacom in 1986 and has been instrumental in growing Pacom to be a global leader in security hardware and software. Most recently, Steve served on an expat assignment in Indianapolis where he helped drive synergies with Pacom and other Stanley product lines.

Allegion to acquire Simonsvoss

Unterfoehrung, Germany

Allegion has agreed to acquire **Simonsvoss Technologies GmbH** from Hg Capital. The transaction is expected to close in the third quarter of this year, subject to regulatory approvals.

Simonsvoss, headquartered in Munich, is an electronic lock company with a leading position in the growing European electronic market segment. The company's comprehensive suite of solutions for electronic access control is sold globally. As a strong brand that's well-known for innovation, Simonsvoss brings a legacy of global experts and technical expertise in the safety and security business. Simonsvoss generated sales of approximately €52 million in 2014 and has approximately

275 employees.

"Simonsvoss is highly complementary to Allegion's portfolio and provides sound synergy opportunities," said *David D. Petratis*, chairman, president and CEO of Allegion. "By adding Simonsvoss to the Allegion family of brands, we are expanding our technical expertise and solidifying our global leadership in electro-mechanical convergence. We believe Simonsvoss has strong growth prospects and established channel partners in a number of international markets, allowing Allegion to expand its product offering, while Allegion's demand creation capability will benefit the Simonsvoss brand."

Following the closing of the

transaction, Simonsvoss is expected to operate within the EMEA region of Allegion. Simonsvoss CEO Bernhard Sommer will continue to lead the business. Sommer said joining Allegion will provide the German company with exciting opportunities.

"Allegion's global footprint in both the commercial and residential security markets will help drive new growth opportunities for us," Sommer said. "At the same time, Simonsvoss can contribute industry-leading technology to help Allegion develop more security solutions for unique customer needs. This is a great fit for both companies, and we look forward to joining the Allegion family."

Tagmaster acquires Citysync

Stockholm, Sweden and London, UK

Tagmaster, a Scandinavian manufacturer of advanced RFID products for vehicle identification within Traffic Solutions and Rail Solutions, is acquiring the LPR unit (Citysync Ltd) from Image Sensing Systems for a purchase

price of approximately 34 MSEK or £2.6M.

Citysync Ltd is a company in LPR technology and it has been in the business since 1997. The company, located in North London, has a turnover of ap-

proximately 3 million pounds and has around 30 employees, with half of them working in product development.

The products are sold primarily in England, the Middle East, Western Europe and in the USA.

Citysync are known for having one of their effective (fast and accurate) algorithms for reading number plates, and their products are used within traffic, toll roads, parking and for security solutions.

Gunnebo Group acquires Sallen

Gothenburg, Sweden

Gunnebo has confirmed that it is acquiring Spanish cash handling company Grupo Sallen.

Grupo Sallen is a leading supplier of cash handling products primarily sold through CIT (Cash

In Transit) into the bank and retail sector. The group was founded in 1988, has an annual turnover of €14 million and 50 employees. Sallen has a global customer base, where the majority of sales today is

made in Europe.

"The acquisition of Grupo Sallen is in line with Gunnebo's strategic agenda to grow cash handling," comments Gunnebo's President & CEO, *Henrik Lange*.

"Sallen will provide Gunnebo with key technology which will support the development of Gunnebo's offering and strengthen our global proposition to the CIT, bank and retail market segments."

Siemens completes sale to Vanderbilt

Zug, Switzerland

Effective June 1, 2015, the **Siemens Building Technologies** Division has completed the sale of its "Security Products" business.

This product business, which offers hardware for intrusion detection, access control and video surveillance, was transferred to the renowned U.S. security company Vanderbilt. Since all affected employees moved to Vanderbilt, their jobs were preserved. The U.S. company will be an important product supplier to Building Technologies

over the long term.

This successfully concludes Building Technologies' divestment of its non-strategic "Security Products" business. According to Siemens, more than ever, the Division is now focusing its efforts on creating comprehensive integrated security solutions for its customers, ranging from office buildings for multinational corporations to critical infrastructures such as airports or energy suppliers. The purchase of Siemens Security Products, origi-

nally announced in October 2014, expands Vanderbilt's global business, and adds significant technology capabilities and advantages to the existing product portfolio. The combined operation, now known as Vanderbilt, will be headquartered in Wiesbaden, Germany, and Joseph Grillo, Managing Director, will lead the organization.

"The acquisition of Security Products from Siemens builds upon Vanderbilt's solid foundation and strong legacy, which is derived from



Vanderbilt, will be headquartered in Wiesbaden, Germany, and Joseph Grillo, will lead the organisation.

its nearly three decades of experience in the security industry," said Grillo. "I'm delighted to finalise this purchase on schedule as it will enable our customers and partners to reap significant benefits."



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How to minimize EMI mission critical video

Electromagnetic interference can degrade the total performance of a video surveillance system. Therefore, the EMC (electromagnetic compatibility) of the electronic equipment should not be overlooked when a video surveillance system is applied to environments with high-voltages present, such as power plants, factories, transportation and infrastructure.

In this Detektor Security Academy article, Detektor has employed the expert knowledge of Ethernet product company, Etherwan, in order to explain how both products and surveillance systems should be designed in terms in of EMC in order to negate any problems that may occur.

A tremendous amount of network devices may be required to build a complete video surveillance system, together with the complicated cabling networks that connect all the equipment. This may cause the complexity of electromagnetic interference and in turn may affect the performance of the system. There are, however, various solutions.

Electromagnetic compatibility

EMC relates to a level of electromagnetic radiation generated by any device that is neither interfering with other devices, nor being interfered with, by electromagnetic radiation generated from other devices. EMC includes two aspects: the first one is EMI, which refers to a device that operates within an environment in which its electromagnetic radiation cannot exceed a certain limit. The second aspect is electromagnetic sensitivity, which refers to the EMI or electromagnetic immunity of a device.

Complicated environments

Transportation systems such as trains and subways are operated by electric power. Environments outside the cabin, the electronic equipment in the cabin, the main transformer substation and the backup transformer substations

along the rail and other electrical substations can be a source of electromagnetic interference. The main electrical system provides the power for railway carriages to operate on. The auxiliary power system processes the electrical power and distributes it to electronic equipment installed on railway carriages. Due to the fact that the on board units on railway carriages have higher voltage input, besides resisting the EMI of other equipment, it is also crucial to sustain the huge electromagnetic radiation generated by railway carriages themselves. When communication equipment is installed within such a complicated environment, testing the electronic equipment becomes increasingly more important.

Compliant with EMC Standards

A key index of the quality and performance of a network product is compliance with a high EMC standard. In addition, EMC design for the components and PCBA also needs to be taken into consideration. Taking substations for example, when the high-voltage converter, circuit breaker and relays are operating, they will step up the voltage to several hundred thousand volts, which may generate huge EMI to devices in a substation causing unpredictable damages.



The EMC (electromagnetic compatibility) of the electronic equipment should not be overlooked performance of a video surveillance system.

Five key considerations when designing EMC Products

1. Selection of Components

In a high EMI environment like substations or railway systems, heat and EMI are two crucial factors that cause failures of communication products. The excessive heat coming from the electronic components in an enclosed environment will increase the temperature inside the cabinet. Also, the EMI will result in communication noises or even signal loss. Therefore, parts should be selected from active to passive components (resistor and capacitor) with high MTBF (Mean Time Between Failures) and wide temperature endurance range to ensure the products will have a normal operation under high temperature conditions.

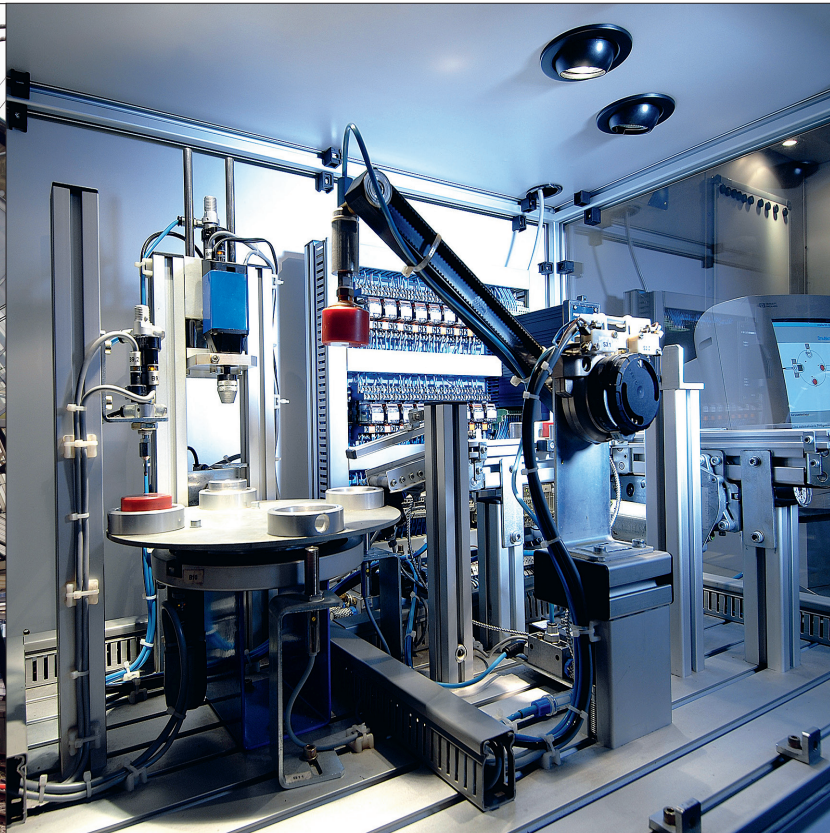
2. Professional circuit design

Aiming at special electromagnetic sensitivity environments such as power plants and railways, the design of the circuit and PCBA board focuses on resistance of surge current; therefore, rich experience in designing safe spacing and the circuit is necessary.

3. Testing levels and strict manufacturing standards

Regardless of commercial grade or industrial grade, in the stage of design verification, all the products should be tested in an environmental simulation laboratory for temperature and EMC tests. Before the shipment, the product should go through a long period of burn-in test, to ensure the product can work under high workload environments.

impact on surveillance



when a video surveillance system is applied to high-voltage environments, such as powerplants, transportation systems or factories. Electromagnetic interference can degrade the total

4. Third party test reports

Products should pass and obtain multiple third party certifications based on different requirements in different markets. Here are some of them:

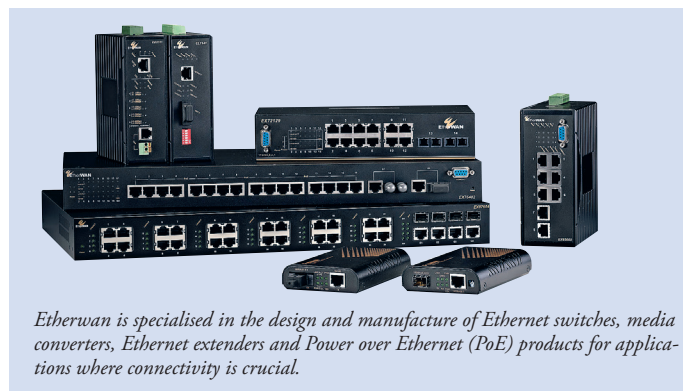
- EN61000-6-2/EN61000-6-4: Immunity requirements for electrical and electronic apparatus used in industrial environments.
- EN55022/EN55024: European limits and methods of measurement of radio disturbance characteristics of information technology equipment
- IEC61850-3/IEEE1613: For power substations
- EN50121-4: Railway applications – Electromagnetic compatibility – Part 4: emission and immunity of the signalling and telecommunications apparatus

EN50155: Railway applications – Electronic equipment used on rolling stock NEMA TS2: Environmental requirements for

Traffic control equipment

5. Warranty and after sales service from your supplier

It is also essential to ensure that the supplier offers long term product warranties with complete pre-sales technical consulting and after sales service. ■



Etherwan is specialised in the design and manufacture of Ethernet switches, media converters, Ethernet extenders and Power over Ethernet (PoE) products for applications where connectivity is crucial.

About the sponsor

Etherwan Systems Inc. is a leading manufacturer of hardened Ethernet, PoE, and fibre connectivity products specifically designed for harsh and demanding environments. Founded in 1996 in Irvine, California, now with Pacific Rim headquarters and manufacturing in Taipei, Taiwan, Etherwan specialises in the design and manufacture of Ethernet switches, media converters, Ethernet extenders and power over Ethernet products for applications where connectivity is crucial.

Just great



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FUJINON

Takex battery operated wireless ready quad IR

Basingstoke, Hampshire (UK)

Takex Europe Ltd have launched their first battery operated quad beam, designed to be compatible with all leading wireless systems. reducing the time and cost of permanent installations and allowing the use of active infrared beams on rapid deployment temporary installations.

Based on the PXB Professional Beam Series, the *TXF-125* offers a number of key advantages when active infrared beams (AIR's) are employed. The wide beam pitch ensures stability and reduces the possibility of unwanted activations from wildlife, or dust and

other debris, plus the IP65 design ensures integrity regardless of the installation conditions, preventing ingress from water, dust and insects whilst allowing moisture within to evaporate, prohibiting condensation.

The 4-channel selection allows the stacking of beams, and also the use of multiple beams on linear installations, further assisted by a transmitter power selection option, allowing the user to choose 25/50/75/100M zone length. Vivid body colours coupled with dual ring gun sights both facilitate faster alignment, aided by the

audible monitor tone.

Using just 2 batteries per unit (Tx/Rx) approximately 5 years of service is expected, with the option to fit 4 batteries per unit, the *TXF-125* has a battery sharing function to allow battery monitoring with an adjustable output to customise the warning notification time.

The *TXF-125* has been designed with attention to detail, encompassing features such as a drip-proof housing designed to channel precipitation away from the optical face of the beam, anti-bird spikes to prevent birds from



The TXF-125 has been designed with attention to detail.

landing on the units, and $\pm 90^\circ$ horizontal $\pm 20^\circ$ vertical adjustable heads to cater for the most challenging applications.

 Perimeter Protection 

Suprema extends Biostation 2 portfolio

Suprema, a global biometrics specialist, has enhanced its *Biostation 2* line up with the addition of three RF card format variant models.

The new models support 125KHz EM, 125KHz HID Prox, and 13.56MHz HID Iclass SE RF standards and complete the RF line up that already supported 13.56MHz Mifare/Desfire/Desfire EV1/Felica/NFC formats. The new additions will help Suprema to expand its customer base with specific RF card format requirements, especially in the US and UK.

Biostation 2 blends powerful hardware and sophisticated algorithms to improve accuracy

and provide matching speeds of up to 20,000 fingerprints per second. The performance is matched with a large user and log capacity to accommodate mid to enterprise level applications.

Combined with IP65-rated structure and Power-over-Ethernet capability along with a new optical sensor that enhances the capture of wet or dry fingers allows the terminal to be installed in both indoor and outdoor settings. The terminal features extensive communication interfaces including TCP/IP, RS485, Wiegand and USB and offers built-in Wifi to extend its versatility.

Mini network PTZ cameras from Dahua

Dahua Technology is introducing its 2-inch network mini *PTZ series* cameras featuring 4x optical zoom, and with weather- and vandal proof design.

Dahua 2-inch network mini PTZ series supports up to max 25/30fps at 1080P, 50/60fps at 720P resolution and H.264 and MJPEG dual-stream encoding.

With a minimalist design, the Dahua SD22204T-GN is just about the same size as a credit card. Hard to believe that a PTZ network camera could be as small as this, but also with full multiple functionality.

Unlike many traditional dome

cameras, installation involves only a small number of steps, so this mini network PTZ camera is easy to install and can be mounted on to the surface of ceilings. With a 360 degree wide viewing angle, the camera is able to capture an increased level of detail and can zoom in to obtain more details from the scene, without missing any critical objects and in a timely manner.

The WDR Enhancement feature is ideal for light variations in scenes, because of its ability to combine the brightest and dimmest areas of an image and create a balanced and highly detailed final image.

Next generation RFID from Nedap

Groenlo, The Netherlands

Nedap specialists in vehicle identification and detection have recently launched the *Transit Ultimate*, a new long-range reader with new semi-active transponders and released as the next generation of Nedap's RFID platform for vehicle and driver identification.

Nedap Identification Systems is anticipating the growing demand for advanced vehicle access control with the *Transit Ultimate*, the successor to the *Transit Standard*, an already proven long-range vehicle

and driver identification reader that has had a strong position in the market for over 15 years. *Transit* identifies vehicles and drivers at a distance of up to 10 metres (33 ft.) and at a travelling speed of up to 200 km/h (125 mph) by using semi-active (2.45 GHz) RFID technology.

The new *Transit Ultimate* is purposely built for vehicular access control in high-security applications and under heavy environmental conditions. Except for the

improved industrial antenna and housing design, the new *Transit Ultimate* contains a second communication channel at 433 MHz that enables a wider bandwidth for communication between readers and tags. Tag authentication using AES encryption is incorporated to help prevent cloning of tags and replay-attacks.

Transit Ultimate also offers a range of other improved features such as integrated squelch upgrade board for read range adjustment,

configurable 3 colour LED indication, USB Interface for communication with reader, tamper switch to detect changes by unauthorised persons and a bonnet support strut for easy installation.



Transit identifies vehicles and drivers at a distance of up to 10 metres (33 ft.)



 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 46

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

Raytec's new panoramic lighting solution

Ashington, Northumberland (UK)

Raytec's new range of *Panoramic Ultra infrared illuminators* is designed for use with all PTZ domes, wide angle and multi-sensor cameras covering a large area.

The new line provides powerful wide angle 180° illumination to allow the cameras to generate outstanding images at night, at distances of up to 150m and beyond – all from one illuminator. Panoramic Ultra's performance achieves effective 360° surveillance with only two lighting units.

Raytec Panoramic Ultra offers

detailed night-time surveillance, with facial recognition and number plate recognition right up to 150m.

Raytec performs at the cutting edge of lighting technology, and their new Panoramic Ultra range of illuminators delivers double the power and 50% more distance than their previous generation of wide angle illuminators – which the company believes is unmatched elsewhere in the security industry.

Panoramic Ultra utilises the very latest high power LEDs with holographic lensing and hot-spot

reduction technology (HRT) to achieve a much better spread of light and longer illumination distances compared to other illuminators.

Its holographic lensing spreads and controls the light for an effective even light output across the full width and depth of the scene with no dark or bright areas.

The highly targeted elliptical beam pattern with HRT produces an angle of 180 degrees (horizontal) x 10 degrees (vertical) and focuses the light where it is most



Raytec Panoramic Ultra offers detailed night-time surveillance.

needed. This generates longer distances and reduces light spill both upward and in the foreground, eliminating potential hotspots caused by over exposure at close range – perfect for illuminating subjects at different depths of scene. swb

Axis unveils Q86 PT camera series

Lund, Sweden

Axis Communications is launching the *Q86 PT* head network camera series, that includes both visual and thermal cameras.

The extremely fast pan-tilt capabilities, combined with low-light visual and thermal features, make the cameras ideal for perimeter protection, border control and transportation monitoring. The cameras' expanded range of vision and high precision images are designed to deliver comprehensive levels of efficiency and cost-effectiveness for monitoring large areas in challenging conditions.

"With the introduction of fast moving pan/tilt head cameras we offer operators managing perimeter protection and border surveillance a solution for covering large areas, reducing the number

of cameras needed" says Erik Frännlid, Axis' Director of Product Management. "The PT head's rapid movements of up to 100 degrees per second make video surveillance more efficient and secure and serves as a deterrent to potential intruders as well."

The Axis Q86 network camera series consists of two visual models and two thermal models. The visual model Axis Q8665-E PTZ network camera is most suitable in environments where there is ambient illumination during night time, such as in cities or highways where streetlights are present. For surveillance in complete darkness Axis Q8665-LE PTZ network camera comes with integrated IR LED illuminators that can monitor a distance up to 150 metres

(164 yd) from the camera, perfect for perimeters or fields.

The thermal camera models (Axis Q8631-E/Q8632-E) can be used in complete darkness, for long-distance surveillance and in difficult weather conditions. They are the ideal choice when the installation of IR light is not feasible or recognition is required for distances of more than 150 m/164 yd. Thermal imaging is well suited for monitoring critical infrastructure such as solar plants, data centres, nuclear stations and electrical substations, as well as transportation installations for highways, airfields and harbours. In addition, the long-range capabilities improve the security effectiveness for borders and perimeters.

To work effectively in demand-

ing conditions the visual cameras are equipped with a wiper to remove excess water or rain that impedes vision. In those places with high risk for dust, salt, sand and emission of soot from vehicles, a washer can be purchased to clean the window of the cameras.

The new Axis Q86 PT head network camera series is planned to be available in Q3 2015. swb



Axis Communications is launching the Q86 PT head network camera series, that includes both visual and thermal cameras.

Smarthandle with door monitoring

Unterföhring, Germany

Simonsvoss has launched a new digital Smarthandle with door monitoring function for the new Smartintego product line.

The door monitoring function reliably transfers security-critical information to the control centre, such as "Door open" or "Door shut", "Door lock secured" or "Not locked". Even exceeded time

limits on an open door or a forced break-in are detected and reported.

Smartintego Smarthandle uses a contactless system to communicate with identification media via the card reader integrated into the fitting. It can be installed in just a few minutes without any wiring in the door or drilling.

With its Smartintego product

line, Simonsvoss provides an optimum solution for the seamless integration of the access control system into an entire building management system. In addition to the digital door fitting Smarthandle, further elements are the digital Smartintego locking cylinder, the PIN code keypad, the padlock and the Gatewaynote. swb



The door monitoring function reliably transfers security-critical information to the control centre

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 46

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



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Exhibitor partial list



Avigilon launches 7K camera in London

Vancouver, Canada

Avigilon has introduced, what is believed to be, the security industry's first single-sensor 7K camera: the *7K HD Pro*.

In June, at the Ifsec security exhibition in London, Avigilon hosted an event to explain the philosophy behind the 7K concept.

7K means 7,000 horizontal pixels with 30 million total pixels or 30 MP aimed at offering best-in-class image quality.

"The idea is to get all the evidence and detail you need in one image," said Avigilon's Director of Global Product Marketing Willem Ryan.

"This enables our end users to

make quick decisions and capture footage that is immediately actionable."

Dr. Mahesh Saptharishi, Avigilon's Chief Technology Officer, added that the 7K HD Pro cameras are designed with the 35mm full-frame sensor that is often found in professional DSLR cameras.

"You get amazing low light performance at 30 MP with amazing forensic detail. You won't be able to tell the difference between images taken with the 7K and those taken by a professional DSLR camera."

Ahead of Ifsec 2015, the Avigilon team captured images of some

of London's most iconic landmarks. For example, when you view the image of Trafalgar Square, captured by the 7K HD Pro camera, with the Avigilon Control Center software, you are able to digitally zoom in to get details such as street names or the destination on the bus. The 7K HD Pro provides wide area coverage yet still maintains situational awareness.

At the presentation Avigilon provided a live demonstration of the 7K HD Pro camera, demonstrating one of the company's newest models set-up outside the London Excel Centre and proving that the camera could show quality



The Avigilon team captured images of some of London's most iconic landmarks.

images even when zoomed-in and all with great clarity.

"That's the power of high definition; it offers complete coverage of vast areas along with the high detail that can be used as evidence. That is the 7K HD Pro," explained Ryan the presenter.

Hikvision expands 6MP Ultra HD Smart series

Hangzhou, China

Hikvision's Smart IP camera range has been boosted with the addition of four new 6 megapixel Ultra HD cameras that provide a total resolution of 3072 x 2048 at full frame rate, designed to deliver spectacular images. This immense field of view also means that one 6MP camera covers an area usually requiring several conventional cameras.

Like the DS-2CD4065F-(A) Smart IP box camera launched last year, all four of the new models feature industry-leading specifications and are powered by Hikvision's signature Smart technologies. These include Smart Codec, Smart Focus, Smart IR, Smart Face Detection, Smart Line Crossing Detection, Smart Voice

Recognition and Smart License Plate recognition, which helps to deliver a unique smart experience of unparalleled image quality and customer convenience.

Unlike the majority of full HD cameras that can only transmit a 2 megapixel image (1920 x 1080) at their full frame rate, all the Hikvision 6MP Smart IP cameras are capable of transmitting a full 3072 x 2048 6 megapixel image, even at full frame rate. This capability will be especially suited to applications requiring highly detailed surveillance, capturing the fine detail of license plates, clothing and faces to help law enforcement or monitoring cash handling areas, for instance.

The 6MP resolution combined

with user-defined ROIs and Smart detection technologies also means a single camera from this new family could monitor an entire area that would previously have required a raft of low resolution units. At the same time, the ultra-low light capability and Smart IR built into the new range adjusts IR strength to maximize image quality in less than ideal lighting conditions. Finally, all four cameras are capable of streaming three simultaneous and independent HD video streams.

The 6MP IP cameras deliver a complete Smart Solution when combined with Hikvision Smart NVR and comprehensive video management software. With front-end cameras providing Smart



All the Hikvision 6MP Smart IP cameras are capable of transmitting a full 3072 x 2048 6 megapixel image.

Detection, backend device for Smart playback/backup and video management software for Smart management, Hikvision Smart range well combines intelligence, efficiency, and ease-of-use into modern video surveillance, and provides maximum security efficiency for operation and post-event investigation etc. 

Flir releases thermal mini bullet camera

Wilsonville, Or (USA)

Flir Systems, Inc has launched the new *Flir TCX thermal mini bullet camera*, a security camera combining 24/7 high-contrast thermal video and high-performance built-in video motion detection with a level of affordability that the industry has yet to encounter. The Flir TCX is powered by the company's revo-

lutionary Lepton camera core.

The Flir TCX mini bullet is marketed as the first class of security cameras to combine high-contrast thermal video, intrusion detection, and accurate video alarm verification in one affordable device.

Not affected by changes in lighting or inclement weather,

the TCX mini bullet, according to Flir, outperforms comparably priced visual cameras at night and in challenging lighting conditions, helping eliminate false alarms. Providing safety, and thermal monitoring of halls and areas surrounding buildings, the TCX mini bullet has the flexibility to integrate

anywhere it is required, indoors or outdoors – even in cold climates. It is an ideal solution for public buildings, industrial facilities, commercial businesses, and high-end residential. The TCX mini bullet camera enables a whole new range of applications for thermal imaging in one affordable device. 

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 46

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

Hardened managed Gb Ultra PoE switches

Taipei, Taiwan

Etherwan Systems Inc. is launching the *EX78900 series*, a hardened managed DIN-Rail 16-port Gigabit PoE switch, supporting PoE++ (also known as Ultra PoE) of 60W per port.

The EX78900's PoE/PSE ports are not only IEEE802.3af/at compliant, but they are also enhanced with ultra-powerful PoE chips to boost the PoE output power up to 60 watts per port, utilising all 4 pairs of a single CAT5e cable. It enables a wide range of applicable cases with broader end device support, such as VoIP telephony, wireless access points, high-definition PTZ dome cameras, infrared network illuminators, physical

access control with door locks, information kiosks, digital signage, and so on.

In addition to superior high-power PoE support, the EX78900 switch is equipped with a total of 16 Gigabit ports. The versatile design of the EX78900 series allows port configurations of up to as many as 12 full Gigabit copper ports including 8 PoE ports (60W of each at maximum PoE power budget of 240W) and 4 SFP slots for uplink communication or redundant topology. The overall 32Gbps switching capability is enabled, which is ideal for large video packet transmission. With an intelligent software-based tool, the

EX78900 series can execute various management functions to analyse and improve network performance, such as QoS, VLAN, DHCP, link aggregation, IGMP snooping, port mirroring, and security features like IEEE802.1X, ACL and Radius for remote access control, allowing only authorised communications in the network.

The EX78900 series supports standard STP/RSTP/MSTP and Etherwan's exclusive Alpha-Ring redundant protocols, which is engineered to automatically heals a network disconnection in less than 15ms. The EX78900 also accepts dual industrial power inputs with relay alarms for power redundancy,

ensuring smooth and non-stop network communications.

The EX78900 series is specifically designed for industrial and tough outdoor environments. With fan-less hardened design and ruggedised aluminum enclosure, the EX78900 series is able to sustain high ESD, EMI, shock and vibration, as well as wide operating temperature range of -40°C to 75°C. 

In addition to superior high-power PoE support, the EX78900 switch is equipped with a total of 16 Gigabit ports.



Vivotek multi surveillance PoE NVR

Taipei, Taiwan

Vivotek is launching the company's new *ND8422P PoE NVR*. With the full-features of a Linux-embedded system, this new NVR supports up to 16 channels of network cameras, and is equipped with 8 built-in PoE compliant ports. This advanced connectivity means users can connect cameras directly to the NVR without any additional hardware.

The new ND8422P PoE NVR is also equipped with a fisheye network camera de-warping function, which makes it an ideal choice for a wide range of applications such as retail shops, restaurants, and supermarkets.

To meet the demands of

diverse applications, Vivotek offers not only the existing 8 channel ND8322P PoE NVR, but also a new 16 channel ND8422P PoE NVR. Both NVRs fully support the de-warping function for fisheye IP cameras directly from the NVR, allowing areas of interest to be displayed in fine detail. They also feature extensive I/O ports, as well as providing great flexibility to connect with external storage equipment via the eSATA port and thus further enlarge the recording capacity.

The new ND8422P PoE NVR has a hassle-free "One Button Setup" function, users can plug-and-play the IP cameras; configu-

ration will be set automatically, making installation easier than ever. The NVR is also fitted with an "Auto Adaptive Stream" function; the resolution of the camera will adjust its display resolution automatically for each different layout type. Plus, this advanced feature means that users are able to experience superior image quality with a no-lag display.

The ND8422P PoE NVR is fully integrated with Vast, Vivotek's own suite of free central management software, which is developed to provide a broad range of intuitive functions and dynamic features. With Vast, users can

manage multiple ND8422P PoE NVRs and set up their IP surveillance system quickly and easily. Moreover, with the rapid growth of smart phone functionality, the demand for the ability to remotely monitor assets has also grown. By downloading the Ezconnect App and simply scanning an on-screen QR code, business owners can access and manage their surveillance system from any IOS or Android device at any time, from anywhere.



Vivotek is launching the company's new ND8422P PoE NVR.

Aperio accelerates access control

London, UK

For organisations looking to supercharge unlocking speeds, **Assa Abloy's** new generation of battery-powered locks pack more powerful electronics and are designed to guarantee faster response times. And that means less time wasted hanging around at the door.

"Using the new V3 platform, remote unlocking commands pass from system to door almost instantly," says *Gareth Ellams*, Aperio Business Development Director at

Assa Abloy EMEA. "It represents a major upgrade in Aperio processing power and memory space, and offers improved RFID performance when compared with the current V2 platform."

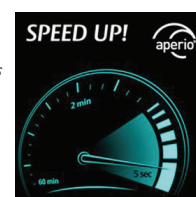
The boost in performance comes without sacrificing existing Aperio energy efficiency. With wireless locks running the Aperio V3 platform, for example highly-frequented entrance doors still run for two years on a standard battery,

maintaining remote opening function with a heartbeat time of typically five seconds communication time between Aperio lock and the access control system throughout the battery life.

The new V3 platform supports multiclass high frequency RFID reading in one device. In addition it is also compatible with Assa Abloy's Seos mobile access ecosystem for issuing, delivering and revoking digital keys on smart phones.

With a comprehensive lock range covering almost every door style and opening, upgrading to faster wireless access control with Aperio V3 can become a much easier decision. 

The new V3 platform supports multiclass high frequency RFID reading in one device.



 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 46

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

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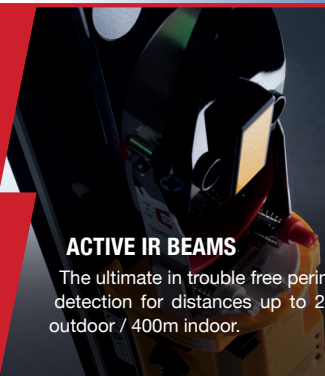
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Martin Gren on the Canon-Axis acquisition:

"Very sad but rational"



Martin Gren, co-founder of Axis reveals his thoughts about selling the company to Canon.

Selling Axis to Canon was the hardest decision Martin Gren has ever made.

"The emotional part of me said no, no, no. But when something makes sense, I find it very hard to reject it on an emotional ground. It was very tough", he says.

Detektor met up with the Axis founder to find out what he thinks will happen to Axis and what his future will hold.

By Henrik Söderlund

Martin Gren founded Axis Communications in 1984 together with Mikael Karlsson and Keith Bloodworth. Axis invented the world's first IP-based network camera in 1996 and in 2000, the company became publicly listed. On February 10th 2015, a Canon 2.75 billion-dollar bid on Axis was announced – which was almost ten times more than the company value at the initial public offering. A press release at the end of

the spring read that Canon had bought almost 85 per cent of the shares and one of the large owners who had sold was Martin Gren.

What was your first reaction when you heard about Canon's interest in Axis?

"My first spontaneous reaction was; oh well, another company that wants to buy us, and now I have to manage to say no again. Our policy is to always listen and

hear what they want – which has happened on a number of occasions over the years. The unique thing about Canon was that there was logic to it which I have never seen before."

Can you describe that logic?

"Canon is the world leader in cameras and dominates, not least when it comes to ordinary SLR cameras. Canon has also dominated within compact cameras but it is a market that is getting eradicated by smart phones. Today, the growth is located in the security camera sector and therefore Canon wants to be in that market. With Axis, Canon gets the finest brand in the industry. However, what they really are buying is a business model, our way of doing business. Canon has a business model suited for consumer cameras, but not for security cameras."

You have said that accepting Canon's bid was the hardest thing you have done in your entire life. Why?

"It is true. The rational part of me said it was very logical, but the emotional part of me said no, no, no. Should I stop owning Axis? That is not possible. But if I look at something that makes sense, I find it very hard to reject it on an emotional ground. It was a terrible conflict that I went through, but then I chose the logical alternative. The same thing happened later to the staff, first they feared the change but today I think almost everyone can see the logic in it."

How long did it take for you to decide?

"It took about three months. We first heard about it at the very beginning of the autumn in 2014 and then it became a reality in December."

What will your future at Axis look like?

"My ambition is to keep working for Axis and to ensure that the ownership takeover will be successful, that is what I intend to work with."

But you have a shorter perspective now?

"Well, I do not have an ownership perspective anymore; that is the difference. I like doing things that I enjoy and I have always thought that this is the most enjoyable thing there is. Unless Canon does

Canon has given us promises that things will remain as they are and this includes the brand, the business model and the development centre – all of this will remain intact.

something foolish I believe I will continue to think in this way. But I think this is very unlikely as Canon is a well managed company."

How does Axis benefit from the Canon deal?

"The former owners – and I was one of them – brought a long-term perspective and understanding of the company's culture. The Japanese are renowned for being long-term. One advantage is that Canon is the indisputable leader in lenses and lens materials. Admittedly, they are not so big on CCTV lenses today, but since we belong to the same company group, we will teach them a thing or two about lens technology. Canon knows a great deal about image processing, chipsets and has the third largest patent portfolio in the industry. Finally, they are very big in production and exactly the type of production that is relevant to us: precision engineering and building camera bodies. We believe this will provide both economies of scale and high quality."

Is there not a risk that your corporate culture will change?

"Of course there is always a risk. But Canon has given us promises that things will remain as they are and this includes the brand, the business model and the development centre – all of this will remain intact. As long as we grow and are profitable, I think that Canon will keep that promise. If we stop growing or – contrary to expectations – became unprofitable, well then things will happen, however it probably would have happened anyway regardless of the Canon deal. I sincerely hope that we can make Canon understand our corporate culture and that Canon will keep the promise of allowing us to stay as we are."

Is it certain that you will remain trading under the Axis name?

"Yes, it will not be named Axis Canon or something like that and there will be no synchronisation between Canon's IP cameras and Axis IP cameras, they will continue to compete with each other."

How will the acquisition affect the security industry?

"There has been a huge wave of consolidation in this industry during the last couple of years. Many people predicted that consolidation would happen, but it came faster and bigger than even the most optimistic bankers had believed."

Would a possible consequence be that other big companies might start to consider acquisitions in order to compete?

"Yes, there have been many acquisitions lately: Canon has bought Milestone and Onssi have bought Seetec. There has also been a massive consolidation on the distribution side."

Speaking of competitors, Chinese companies like Hikvision and Dahua are growing very rapidly. What is your view on competition from China?

"They are very aggressive. We have to remain alert, and since we will have access to Canon's technology, I believe that we will be able to keep our innovations one step ahead of our Chinese counterparts."

Thus, we can expect many new Axis products in the future?

"I hope so. At ISC West, we

had an all time high displaying 14 new products and it was the first time ever that I did not know them all in detail."

Will you remain as Director of New Projects?

"Yes. Canon has more or less taken all my time during the first half of the year, except for speaking at a number of events. However, I have also been involved in developing two new products that we have launched: our network loudspeaker and our network door station. I have often stated that what we really do is the Internet of security things."

Which are the major trends in the industry today?

"The most obvious trend is the Internet of security things. Our business model fits the Internet of security things very well – which we have proven with our IP cameras. I think we will be a lead-

My goal was never to sell the company and I think it would be a very bad goal to set. It should rather come as a result of doing a good job.

ing player within the field of the Internet of security things in the years to come and it is possible for us to add related products to our portfolio. Now we have the network door controller, the network loudspeaker and our network door station."

You have frequently mentioned Moore's Law (which says that the processing power for computers will double every 18 months, for the same cost) – with this in mind, what will happen in the coming years?

"I have always been careful about making predictions about video analysis and I will remain cautious, but I also know that one day the CPU power and the development of algorithms will give us the ability to create better stuff. However, we must never forget that the biggest problem for a security camera is always the varying light conditions. Optimal conditions

for video analysis require recognised lighting conditions and an image processing technology so good that it works well both when the sun shines directly into the camera and when lighting conditions are optimal."

A couple of years ago you said that edge storage and hosted video were the biggest trends. They have had quite a breakthrough...?

"Yes, they have but there is still much more to do. Above all, cloud storage has become huge, not least in Sweden, Holland, the Czech Republic and the USA. Other European countries are lagging behind."

What is your view on 4K?

"There are a lot of applications where it is suitable. But it will not become main stream and it will take a long time before 4K will become as common as HD. 4K is good for applications where high resolution is really required, such as central banks and ports."

Finally, the future – what are you doing in five years?

"When Mikael (Karlsson, co-founder) and I were managing Axis, he always had long-term visions of 5-10 years while I was not very good at that. However, I was better at guessing 2-5 years ahead. I am pretty confident that I will keep on doing what I do today in the coming 2-5 years, or at least two years. It is certainly my ambition and my goal."

Did you ever imagine that the company you once started would be sold for more than 2 billion dollars?

"I never thought of it that way. My dream was always to build various electronic products that would be sold in large volumes to many satisfied end users. My goal was never to sell the company and I think it would be a very bad goal to set. It should rather come as a result of doing a good job. Now, someone else is taking over and will try to make Axis even better."

Is it sad?

"Of course it is. It is very sad but at the same time it is rational and logical." ■

Canon aims high after major acquisitions

In just a year, Canon has gone from holding only a minor position in the security market to acquiring prominent industry leaders, Milestone and Axis. Now, the Japanese company is quickly building up its own IP camera brand and aiming to reach the IHS top ten manufacturers list. Detektor met up with Canon Europe's Marketing Director, Julian Rutland at IFSEC to discuss the acquisitions and what is next on the Canon agenda.

By Henrik Söderlund

Why did you acquire Axis?

"If Canon as a group is looking to be in this market and wants to be number one, then as a combination of players, this would be the natural choice. Axis has a lot of strength in terms of architecture, image processing, zip streams and more. If you look at all three companies individually, Axis, Canon and Milestone, and then you put them together, the result is quite a powerful combination.

A key for Axis has been the way they work with their distributors, can you leverage on that?

"We have only just begun to work together, and at the moment, we work as three independent companies and there is no plan to change that right now. What we do see is that when we are talking to the industry distributors - there is no singular reaction. Some people are positive, and see the opportunities in selling both brands, whereas some just want to sell only one brand and that depends on their individual strategy".

Why did you acquire Milestone?

"Putting something into a chip or into a product is our strength, while software development as a whole has not been a priority for Canon over the years. So, having that market leading software capability makes complete sense. Looking at future products in terms of 3, 4, 5 or 6 years, and making sure we have cameras that link in the most optimal way with VMS solutions really is the key".

What about market collaboration?

"Of course market collaboration is another strength. But to be completely honest, we operate in the same way with Milestone as we do with all other VMS companies. We

have four VMS products on our stand here at IFSEC, only one is from Milestone. They have an open strategy, and there are some Canon products on their booth, but there are others as well".

How will the Axis and Milestone acquisitions affect the industry as a whole?

"Looking at the acquisition of Milestone, the big discussion was whether Milestone is going to remain independent. There was so much distrust of this acquisition in the market. But, now we are one year on and we have been completely true to our word and have done exactly what we said. We are as open as we can be, say what we mean and stick to it. Any company of course is going to take decisions over time to change business, but we are very clear in terms of plans".

Looking at the size of your exhibition stand at IFSEC this year compared to previous years, it is obvious that you are growing. What is your target?

"Our overall objective in any business is to be number one in that area. We recognise that we are probably one of the last big brands coming into the market, and that has a challenge associated with it. It is challenging in terms of product range and in terms of creating relationships with channel partners, so it is not something we are expecting to happen over-night. We need to invest and present both our products and our ambitions to the market, to say that we actually are serious in this industry. In terms of business objectives, we are not setting a particular figure that we need to hit - rather, our first target is to be perceived as a credible player in the market. We would love to be in the IHS top ten list".



Canon Europe's Marketing Director, Julian Rutland.

How fast are you growing?

"In 2014 we achieved 350 per cent growth from a low base. We have experienced good growth once again this year, and our connections into the market are improving. We are revolutionising the way we are perceived in this market and the business we do".

Which is your biggest market?

"In this industry, the Japanese market is our home market and that is where we are strongest with about 40 per cent of our revenue. Last year, the European market was in second place and the US market is very close to that".

Which are your strongest countries in Europe?

"There are hotspots based upon where we enjoy good channel partnerships. At the moment we have reasonably strong sales in the Netherlands, Turkey, and the UK business is looking very positive for this year. We are also doing well in Spain and Portugal; these are our strongest countries. It really depends on finding the right people in those markets. When you are new and starting out, it is much harder to find the right fit".

In which regions can you find the biggest potential?

"One of the areas where we want to put concentrated focus is the Middle East. The only issue with the Middle East is finding the right partnerships. Our focus countries this year are the Netherlands and the UK, and developing the business there, putting more emphasis on the organisation. We also have a dedicated sales team in the Nordics now".

What is your biggest challenge?

"We have an opportunity to leverage the strength that Canon has, that almost no one else has in this market, and that strength is the number of customer contacts we have. We have a print business where we interact with customers all over Europe, and we have a monster database of more than 350,000 customers. We have some challenges in terms of bringing solutions to the market and to those contacts. But these people are confident in buying Canon products and understand what our company stands for. Plus they are already working with us on a regular basis or buying our products. If we can reach a small percentage of them, it is a massive opportunity for us".

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(crossing left-right / right-left)



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Positive market development in Italy boosts Sicurezza 2015

Sicurezza, the biennial international exhibition on Security & Fire Prevention, will be returning to the Fiera Milano fairground from 3 to 5 November 2015.

With a growing number of companies returning as exhibitors and the confidence shown by many newcomers to exhibit at Sicurezza, the event is demonstrating that it is in harmony with the Italian market trends.

With a few months still to go, Sicurezza 2015, at Fiera Milano from 3 to 5 November, is again set to be the key event for professionals in the security and fire-prevention sector. It is the first edition to be held in an odd calendar year, and it is proposing a format that is increasingly oriented towards solutions in line with the requirements of the exhibitors and of all the companies in the sector.

Video surveillance companies will be there in force, but there is also an ever greater offering of solutions and products for passive security – particularly lock manufacturers – and access control firms, some of the sectors with the greatest number of exhibitors.

But Sicurezza 2015 will not merely be offering a complete overview of technologies and solutions through the proposals offered first-hand by the largest Italian and international manufacturers, but also through vertical initiatives focusing on a world of applications in constant growth, to guide trade professionals visiting the fair towards the choice best suited to their requirements and help them to understand the potential of the technologies being proposed.

Security for the retail sector

Focused specifically on security solutions for the retail trade and large-scale distribution, the Security for Retail Show (Hall 22) is being staged for the first time at Sicurezza. Aimed at trade professionals in the retail sector, the area will encourage dialogue on these problems and propose customised solutions for every type of point of sale, presenting technologies and vertical solutions in a single context.

As well as showing integrated customised proposals and new ideas for linking security to the way customers are welcomed at points of sale, this area will provide an interesting chance to inform and train retailers, putting them in contact with the people who manufacture security systems and services thanks to a rich programme of workshops, roundtables and talk-shows.

Cyber Security Village

Offering a privileged overview of the increasingly digital nature of the sector, Sicurezza and

the Italian trade magazine Digitalic are once again organising Cyber Security Village (Hall 24). It will be offering concrete examples of the increasing level of integration between ICT and security and will be proposing avant-garde solutions in various fields, from recording on hard disks and memories, and protecting secure networks to protection software. From secure cabling to memories that can defend themselves from attempts to steal data, and software and systems to protect corporate assets, many interesting technologies of the latest generation will be presented in this area devoted to digital security.

Security of things...

Another interesting vertical area will be the one focusing on IoT: the intelligence and the security of things (Hall 24): With the advent of the 'fourth industrial revolution', things have become smart and can communicate with each other, and everything nowadays – whether we're talking about infrastructures, the industrial world or private individuals – is linked to a digital device and a network. In this context, the theme of security becomes a priority. In fact, not only have physical and logistical security converged, but security in every sphere has become a key factor for ensuring protection and constant monitoring, but also for improving efficiency and performance.

Drone Expo

Appearing for the first time at Sicurezza, Drone Expo (Hall 22), an initiative entirely devoted to the use of UAVs, (Unmanned Aerial Vehicles, or drones) for the purposes of security and safety. It has been organised by Mediarkè, a company based in Rome, which, for a couple of years now, has been promoting professional events of this kind in the sector. The event will be well attended by companies offering courses leading to a drone pilot's certificate. In cooperation with the specialised magazine S News, two conferences will be organised on the use of UAVs for security and safety purposes. Finally, a special 'flight area' will be set aside for demo flights involving multirotor drones.



Optimism – the positive trends in the Italian security market will be clearly reflected at Sicurezza 2015.

Ecosystem village

Another project returning to Sicurezza is Ecosystem Village (Hall 24), the area of the exhibition manned by the partners of Milestone Systems: an exhibition area, but also a forum with a bar where people can meet, exchange views, examine new technological products at close quarters, share technical training and spend time together in one place, designed to host socialising and professional skills, informal get-togethers and business meetings, products and potential ideas for new projects.

Strong growth

According to the Italian association ANIE Sicurezza the trend for the security and automation in buildings market has been positive for the last three years. In 2014 the organisation reported an increase in the aggregate growth of 5% compared to the prior year. At year-end 2014, the Italian industry for Building Security and Automation represented a total turnover of approximately 2 billion euros.

The positive trends in the Italian security market will be clearly reflected at Sicurezza 2015.



Sicurezza 2015, at Fiera Milano from 3 to 5 November, is again set to be the key event for professionals in the security and fire-prevention sector.



CPSE – World's largest security exhibition

This year, the giant security fair in Europe – Security in Essen – is resting, since it is only held in even years. However, those who appreciate mega-security exhibitions have an exciting alternative elsewhere, the Chinese security exhibition CPSE in Shenzhen, which will take place from 29th October to 1st of November.

According to the organiser, the event attracted 139,000 visitors (including return visits) in 2013.

Whether this visitor figure is accurate or not, Detektor can neither deny nor confirm, but we dare to support the idea of this event as the world's largest security exhibition.

– Certainly, there are no larger security trade exhibitions than this one. There is enormous pressure and an extraordinary opportunity for us to demonstrate our media products, says Asha Chang, sales manager at AR Media International's Asia branch in Taipei.

– We will certainly exhibit again this year. Not least because CPSE is an event that gives us the opportunity to know the export-oriented Chinese companies that are becoming increasingly successful on the international market.

Enormous fair

Overall, more than 6,000 booths were booked in 2013 and it is not likely to be fewer this year, according to the organiser Shenzhen CPSE Exhibition, which promises an even better 2015 security fair – on all levels – than the last one. In support of that claim they refer to a survey from 2013 where 90 percent of the visitors rate the event as good or excellent and 96 percent of them claim that they will return in 2015. Also exhibitors were satisfied, and 98 percent said they will return in 2015.

26 years experience

CPSE stands for China Public Security Exhibition and was arranged for the first time in 1989 on a very small scale. Since then the event

claims they have had more than 8,600 security companies on the exhibition floor and a total of 524,000 visitors.

Truly international

This year the CPSE exhibition is spread over 110,000 square metres of which 1500 exhibitors from around 40 countries will share the attention of more than 130,000 trade visitors from over 150 countries from the 29th of October to the 1st of November.



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CPSE stands for China Public Security Exhibition and was arranged for the first time in 1989



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33 percent of the 23,079 visitors were from overseas, according to UBM.

Clear innovation – blurred lines!

When the doors of Excel opened for this year's Ifsec International it soon became apparent that this year, perhaps more than any other year, the boundaries between the different technological sectors within the security industry are moving ever closer.

By Rachel Ward Owens

Rarely now, do we see the individual companies concentrating on purist innovations, specifically focused only on CCTV, access control or intruder technologies. Although the official Ifsec floorplan, itself, is still divided into colour coded market sectors, in reality the divisions are now quite blurred. Traditional access control companies are now offering integrated video, CCTV and intruder solutions, and vice versa.

Crossing boundaries – a growing trend

This growing trend of crossing boundaries has also fuelled the motivation for the onslaught of major acquisitions that the industry has experienced lately. In addition, it was apparent at the show this year that a wide range of other applications and verticals not usually associated with traditional security

and access-style technology are emerging in force, such as home automation, marketing analytics, energy management, hotel and hospitality development, loyalty schemes and parking control – and this will surely see the introduction of new players to the security arena.

Alliances promoted

Visitors to the show were presented with new products using cloud based IP technologies, 3D biometrics, management analytics, next generation UHD or 4K camera technology and true 360 degree panoramic surveillance. In addition, open standards such as ONVIF, and partnerships and product integrations, are all playing their part in providing the key to this new, exciting and universal market place. Looking around the

crowded aisles of Ifsec, never before have so many exhibitors openly advertised alliances, partnerships and integrations with other company brands and products. Well known brands, such as Samsung, Bosch, Paxton, Milestone, amongst others, openly advertised the names and logos of other partner companies alongside their own exhibits.

Vanderbilt stamped its authority

As is usual for a prestige show like Ifsec the main players had invested in large well positioned stands and were making their presence known. One company, in particular, that really needed to make its mark in the UK and Europe as a new brand in the region, was Vanderbilt. Having started down the long and costly route of rebranding the entire corporate image and product

line from Siemens Security Products, Vanderbilt certainly stamped its authority on the show and made it feel almost as if it had been around in Europe for years. Timing for this company was of the essence, the acquisition announcement coupled with the timing of Ifsec in London presented an unmissable and valuable opportunity for a perfect European launching platform. Now overnight everyone knows who they are.

Strong Asian representation

A remarkable number of Asian exhibitors took part this year, not only did we see the large stands of those that have worked towards dominant market positions like, Hikvision, Suprema, Vivotek and Surveon, and the like but many more Chinese, Taiwanese and Korean companies following their



1.) One of the most prominent exhibitors at the fair was Axis - with a large workforce in place.

2.) Detektor's journalist, Henrik Söderlund (left), met up with Thomas Lausten, Vice President, sales EMEA at Milestone to discuss trends on the security market.

3.) Ifsec International next year will once again take place in London at the Excel.



suit with their sights firmly set on taking a slice of the EMEA market.

33 % overseas visitors

Ifsec comes under the umbrella of the "Protection & Management Series" of shows which incorporates, Ifsec International, Firex International, the Facilities Show, Safety & Health Expo and Service Management Expo, all of which had a successful return to London last year after enjoying over two decades at the NEC in Birmingham. According to UBM, the organisers, in 2014 they had over 40,000 visitors through the doors to the full series of shows. This year the series felt equally as busy, and the visitor figures released by UBM, specifically for Ifsec alone,

stand at 23,079 showing an increase of 2% on the previous year. There is still a very international feel to the show and although the bulk of visitors were from the UK, 33% were overseas visitors, who came from 112 different countries. In terms of exhibitors, there were around 650 solutions providers from 45 countries, plus access to over 1,000 further exhibitors at the sister shows.

Innovation in focus

In addition to the usual seminar and conference programmes there were some new features at the event for 2015. For instance, through experience from previous years, UBM had identified that innovation was one of the main

motivations for visitors to attend. As a result another new feature was created for this year, called the Innovation Trail - a sign posted route with over 80 participating companies throughout the show and designed to demonstrate where genuine innovation could be found.

Less visitors from north

Based on conversations Detektor had during the show, most exhibitors appeared to be very satisfied with the move to London, although some were of the opinion that there were fewer visitors from the North of England and Scotland than there used to be at the NEC venue.

Gerry Dunphy, Event Director

for Ifsec & Firex International, said: "Ifsec International once again exceeded all expectations for 2015; the atmosphere on the show floor was fantastic with plenty of innovation and industry expertise on display across the three days. We have had a great response from both our visitors and exhibitors and we look forward to returning to London in 2016 to continue to be the industry leading event showcasing the latest security technologies from across the globe."

Ifsec International next year will once again take place in London at the Excel but a little later in the month, this time from the 21st - 23rd June 2016 and will once again be organised by UBM.

Snapped at Ifsec



Pelco by Schneider were present: Sanna Leerkes, Olaf Kreutz and Kristina Holmqvist.



UK based manufacturer of entrance gates - Fastlane Integrated Design Ltd were present during the event.



Nikitas Koutsourais from night Vision and IR-system manufacturer FLIR Systems visited AR Media Int. Stand.



Adlan Hussain from CNL Software was present during the exhibition days at Ifsec.

Snapped at Ifsec



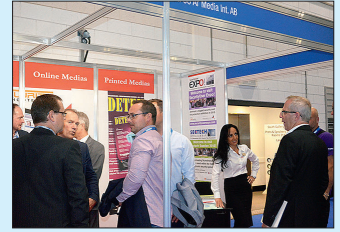
Intrusion Alarm provider TakeX had George Brown, Mikael Burgess and Dan Bateman at their stand.



Nicole Huffer, Marketing Manager, Oliver Quaiser Sales manager – from Simons Voss were happy to show their latest products within lock systems.



Video Management provider WaveStore were happy to be present at Ifsec this year.



AR Media stand had busy days with many visitors from Scandinavia and worldwide.



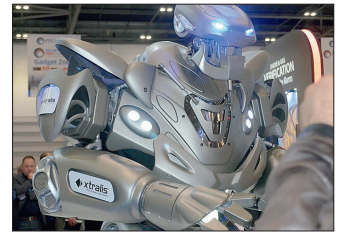
Andreas Conrad – SeeTec, Vanessa Probst, Albert Unterberger – IPS Intelligent Video Analytics were happy to cooperate and receive visitors at their stand.



Tom Exley, Jens-Uwe Ludwig, Steve Clarke, Mathew Fawson – Comnet Communications.



Rachel Ward Owens, international news editor for SecurityWorldHotel.com visited the AR Media International stand with Holger Muller from Vanderbilt.



Security Solutions provider Xtralis had Titan the robot entertaining at their stand.



Fabrice Moscheni from Fastcom Technology was happy to display Smacs solution system for Access Control market.



Access Control provider EVVA Sicherheit GmbH was present with fr left: Christof Kubrner, Tanja Traxler and Martin Kernthaler.



Salto Systems Ltd had busy days during the show.



Evelien O'Sullivan and Jan Hofman from Dutch based Nedap were satisfied with the visitors received during Ifsec.



Marketing manager Aude Desbrieres from Optex standing front right. Was delighted to receive visitors from Spanish manufacturer Bunker Seguridad.



Alessandro Franchini from Italian Video Security provider - Videotec was proud to present the new product Ulisse Radical.



Manuela Schmitz – Muno, Yukihide Nakazato and Nina Kurten had busy days at the Japanese manufacturer Fujifilm stand.



Assa Aabloey kept busy displaying their different solutions within access control.



GJD - manufacturer and supplier of external detectors equipment for the perimeter detection industry were having happy days during Ifsec.



Alex Zarrabi, CEO, and Catriona Leitch, Marketing, TBS.



Javier Rodriguez Saeta, CEO and Laura Blanc Pedregal, Marketing – Herta Security were present to display their products within Access Control.



Raytec the UK based manufacturer within LED lightning had interesting 4 days at Ifsec.

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Security Events Calendar

September

 **7-9 September**
Algeria Fire, Safety And Security Expo 2015 – Algiers, Algeria
Venue: Palais des Expositions d'Alger
Organiser: New Fields Exhibitions
Tel: +213 21 386727, **Fax:** +213 387058
Email: newfields.alg@gmail.com
Website: www.safex-algerie.com

 **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
Visit AR Media at SecurityUser Expo 2015

 **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.securexpoeastafrica.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

 **30 September – 2 October**
Sicur Latinoamérica 2015 Santiago, Chile
Venue: Espacio Riesco
Organiser: IFEMA Internacional
Tel: (+34) 91 722 53 39, **Fax:** (+34) 91 722 58 05
Email: sicurchile@ifema.es
Website: www.internacional.ifema.es

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

 **9-11 October**
R.E.A.S – Montichiari, Italy
Venue: Centro Fiera di
Organiser: Centro Fiera S.p.A.
Tel: +39/030/961148
Website: www.salonemergenza.com

 **21-23 October**
CAIPS 2015 – Tashkent, Uzbekistan
Organiser: ITE GROUP
Tel: +4402075965064
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

 **29 October – 1 November**
CPSE 2015 – Shenzhen, China
Venue: Shenzhen Convention & Exhibition Center
Organiser: CPSE Exhibition co., Ltd
Tel: +86-755-88309123, **Fax:** +86-755-88309111
Email: overseas_market@cps.com.cn
Website: www.cpse.com.cn

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

 **3-5 November**
Sicurezza – Rho, Italy
Venue: Fiera Milano exhibition centre
Organiser: Fiera Milano
Tel: +39 02 4997.6444, **Fax:** +39 02 4997.6252
Email: giuseppe.garri@fieramilano.it
Website: www.sicurezza.it

 **10-12 November**
SFITEK 2015 – St. Petersburg, Russia
Organiser: ITE GROUP
Tel: +4402075965064
Email: Security@ite-events.com
Website: www.securityshows.com

 **10-12 November**
IS.CS 2015 – St. Petersburg, Russia
Organiser: ITE GROUP
Tel: +4402075965064
Email: Security@ite-events.com
Website: www.securityshows.com

 **10-12 November**
Euro ID 2015 – Frankfurt, Germany
Venue: Frankfurt exhibition center.
Organiser: Mesago Messe Frankfurt GmbH
Tel: +49 711 61946-0
Fax: +49 711 61946-96
Email: id@mesago.com
Website: www.euro-id-tradefair.com

 **11-12 November**
Sectech Sweden 2015 Stockholm, Sweden
Venue: Rica Talk Hotel, Stockholm
Organizer: AR Media International
Tel: +46 (0)8 556 306 80, **Fax:** +46 (0)8 19 10 11
E-mail: deniz.baykal@armedia.se
Internet: www.sectech.nu

 **17-19 November**
Cartes – Paris, France
Venue: Paris Nord Villepinte Exhibition Centre
Organiser: Comexposium
Tel: +33 (0)1 76 77 11 07
Email: isabelle.alfano@comexposium.com
Website: www.cartes.com

 **17-19 November**
IIPSEC 2015 – Birmingham, United Kingdom
Venue: Cranmore Park
Organiser: IP UserGroup
Tel: +44 (0)870 7870 546
Email: info@ipusergroup.com
Website: www.iipseconline.com

 **18-19 November**
All-Over-IP – Moscow, Russia
Venue: Sokolniki Expo, pavilions 4 and 4.1
Organiser: Groteck
Tel: +7 (495) 647-0442
Email: aldushina@groteck.ru
Website: www.eng.all-over-ip.ru/forum/contact

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

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Security Tech Germany

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