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International

Publisher's Comment

China takes the fast track to the future

Voice of the Security Technology Industry

How to reduce bandwidth and storage requirements in IP-video surveillance systems

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Diebold security business acquired by Securitas for 350 million US-dollars

Product News

Hikvision's 4K Total System

International Outlook

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The Interview

Pierre Racz, CEO and founder of Genetec

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- **Sicurezza, Milan**
- **CPSE, Shenzhen**
- **Security User Expo Copenhagen**



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Lennart Alexandrie, Publisher

China takes the fast track to the future

Visiting CPSE – the largest security show in the world – is always an experience. As was the case even this year when the event took place in Shenzhen from the 29th of October to the 1st of November.

It was the third time I have visited this exhibition and as in previous times I was impressed by the quantity of exhibitors (more than 1 100 companies) and the number of visitors (more than 100 000 according to the organiser). It is an overwhelming experience – both visually and audibly. Wow, it is colourful and noisy, fascinating and – at times – unbearable, but at the end of the day, CPSE never offers one dead moment and that is – in itself – very impressive.

The Chinese industry is said to be slowing down. That may be true. Economic growth cannot be sustained at the same pace year after year. But at the CPSE show there was no indication of this.

China and Asia are very much the factory of the global security market, no matter which brands the products carry. However, other than the video surveillance products from the giant Japanese consumer electronic companies, Asian security manufacturers have so far been more the followers rather than the leaders in product development. But they follow fast. Over the last few years the gap between leading Japanese or western brands has decreased dramatically in all aspects, as companies like Hikvision and Dahua have emerged.

At the CPSE show, cameras or security products in general were not the main issue. The interesting thing was that so many exhibitors used the exhibition to address their solutions based on a society heading for smart building and smart city solutions customised for user needs. And it seems obvious that the government of Shenzhen and many of the other big cities in China are not just supporting the process towards smart cities, but they are ready to act to make it happen.

At CPSE the exhibitors did not just show their strength in producing hardware products but also advanced software based solutions where big data can be handled and controlled. The subject was also brought up on different oc-

casions during the conference and seminar sessions. Amongst the western speakers discussing the Internet-of-Things and the smart city trend at the event was Jim Mchale from Memoori Business Intelligence.

China's eagerness to adopt the ideas and the concepts of smart homes, smart buildings and smart cities may be grounded in the fact that the country has transformed from a relatively poor and underdeveloped society, both in terms of economy and in technology to a superpower in both aspects. This has happened over a period of just 15 years.

With a growing economy and without a tradition of having a highly developed infrastructure, based on investments in analogue technology, the natural progression was to step into the world of digital technology and embrace the opportunities it offered - especially as the economy has grown dramatically over the last ten or fifteen years and made huge government investments possible. And the drivers towards a smart city infrastructure are many.

The rapid growth of industries and the urbanisation that came along with it has led to severe problems with infrastructure logistics, extreme exploitation of natural resources and caused well known environmental problems. All these factors have played an important role in China's choice of taking the fast track route to smarter cities with effective logistics of societal functions. And within these concepts, security plays a vital role.

For the security industry in China, being an exporter of hardware products is no longer enough. The cost for employees has increased substantially over the years and product sales margins are declining, which in turn has a strong impact on the development of the Chinese security industry. Security services, based on technology will become paramount, and the Chinese response to this will already be visible at security exhibitions to come. China has entered a new era, where software will be the next big export product, meanwhile the big cities of the huge countries in the west will become smarter and smoother, both from a general infrastructure perspective and in terms of security.

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Detektor meets up with leading security product providers from China, Taiwan and South Korea.

The Interview. Pierre Racz, the CEO and founder of Genetec.

Intersec 2016 in Dubai. A real kick off event for the security industry.

Security User Expo. More than 3000 professionals at Denmark's biggest security event.

Sicurezza, Milan. The Italian market is recovering.

CPSE, Shenzhen. China's power continues to grow.

Security Events Calendar. The international overview of scheduled security shows.

Detektor International Award. Here they are – the DIA winners 2015

Security Buyers Guide. The directory of important suppliers of security products & services.

REVIEW



Intersec – the most important security exhibition in the Middle East.

In 2016, from the 17th to 19th of January, the yearly security exhibition Intersec will take place at the Dubai International Convention and Exhibition Centre.

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Be proactive, not reactive.

Avigilon self-learning video analytics evaluates what is happening in real time and alerts security personnel so they can take immediate action – instead of just gathering evidence after-the-fact. The patented technology learns what is most important and keeps a constant watch, so you don't have to.



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How to significantly reduce requirements in IP-based v

Bandwidth and storage requirements are often critical issues in conjunction with installation an IP-based video surveillance systems. Earlier this year Axis launched the Zipstream technology, a radically more efficient H.264 implementation than the H.264 compression standard, lowering bandwidth and storage requirements by an average 50% or more.

By Stefan Lundberg, Senior Expert, Technologies, Axis Communications

Over the course of the past 10 years we have seen surveillance camera technology steadily advance offering better and better image quality and detail. Today's cameras feature megapixel and full HDTV image resolutions with first models already taking the leap to 4K Ultra HD. Frame rates up to 60 fps are not uncommon.

Wide dynamic range technology enables today's cameras to capture detailed images even in complex scenes with high contrasts such as when sunlight creates both very bright zones as well as very dark shadow areas. Advanced image sensors allow for colour video even in very dark and extreme low-light conditions.

With these advances in surveillance camera technology the requirements in terms of bandwidth and storage consumption have steadily increased. This has put a lot of pressure on system operators to manage the underlying network infrastructure as well as storage resources in a smart way. After all, the best video surveil-

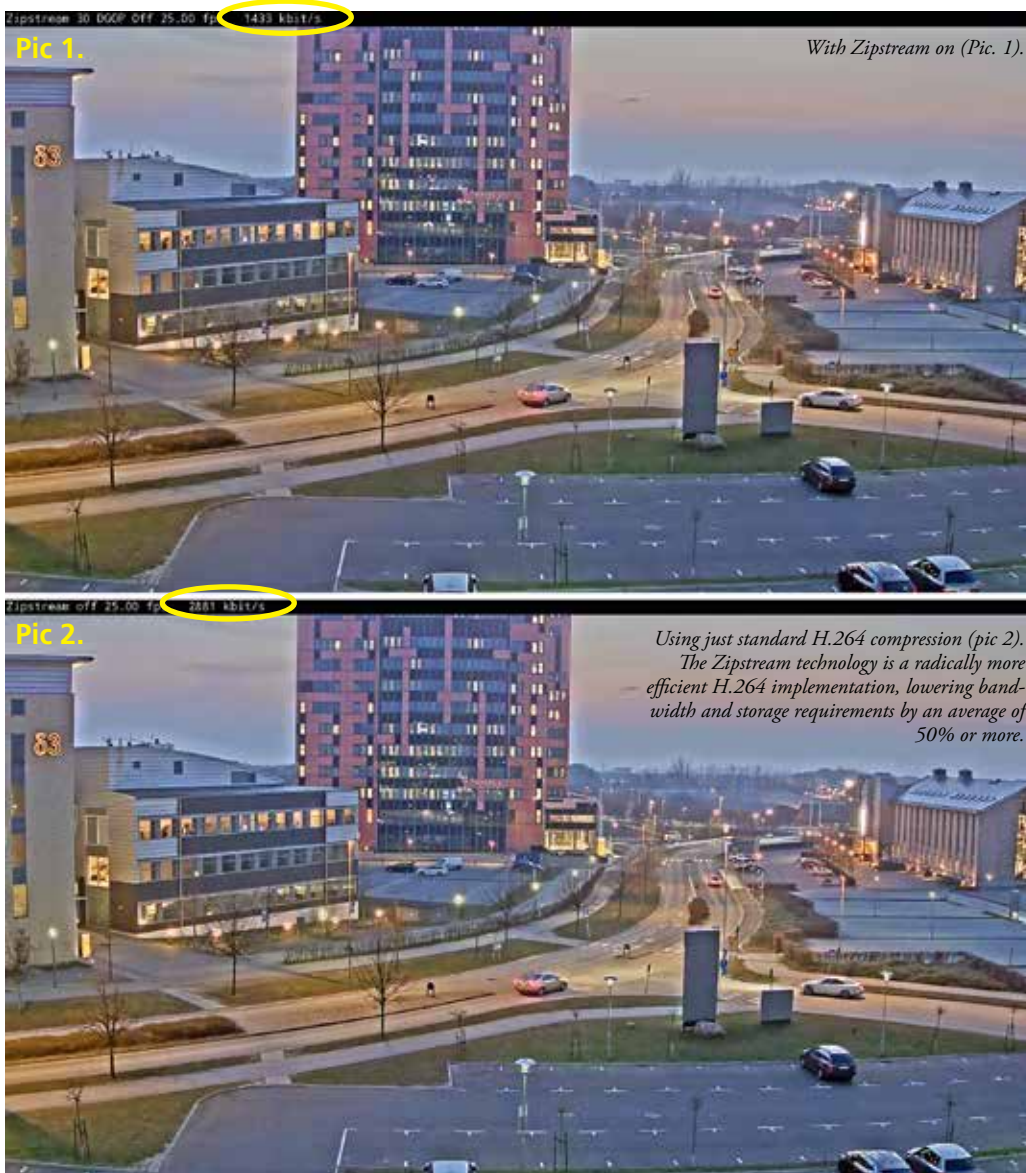
lance evidence is of no value at all if the system was configured to automatically overwrite the footage before it was needed. Also it makes little sense to invest in high quality cameras when reducing the video bit rate, resolution or frame rate to a level where important details are no longer captured and footage does not provide clear evidence anymore.

The H.264 video compression standard

Most IP-based video surveillance systems today are based on the H.264 video compression standard lowering bandwidth and storage requirements. This is achieved through reducing and removing redundant information. The video compression algorithm identifies regions in the video that have already been transferred and do not need to be sent again in the next image frame. However the H.264 standard does not specify the algorithm used to compress video but only the syntax and the method to perform playback. This allows for improved H.264 encoding solutions to be created while maintaining the same file format for interoperability with existing H.264 network infrastructure and video management software.

Improving H.264 compression with Axis' Zipstream technology

This is where Axis saw the opportunity to take the H.264 compression standard to the next level. Fully compatible with existing H.264 network infrastructure and video management software, the Zipstream technology is a radically more efficient H.264 implementation, lowering bandwidth and storage requirements by an average



Bandwidth and storage for video surveillance systems

of 50% or more. This is achieved by adding a new module inside the video compression engine of a network camera that ensures that important details in the image get enough attention in the video stream while unnecessary data can be removed.

Axis' Zipstream technology analyses and optimises the network camera's video stream in real-time. Scenes containing interesting details are recorded in full image quality and resolution while other areas are filtered out to optimally use available bandwidth and storage. Important forensic details like faces, tattoos or license plates are isolated and preserved, while irrelevant areas such as white walls, lawns and vegetation are sacrificed by smoothing in order to achieve better storage savings. Zipstream reduces the bit rate of the video stream by applying the concepts of dynamic Region of Interest (ROI) and dynamic Group of Pictures (GOP).

Dynamic ROI

The dynamic ROI optimises bandwidth in real-time by analysing where available bits will offer the maximum benefit from a forensic perspective. This process is performed for all image content, resulting in a totally flexible dynamic ROI. This dynamic ROI automatically expands, shrinks, changes shape, splits, merges, disappears and reappears depending on content, to optimise bandwidth and storage consumption in real time. Since it is unknown in which parts of the image relevant information may appear, Zipstream prepares the system for unexpected events. This dynamic automatic ROI is much more efficient than other ROI

implementations where the region is set manually.

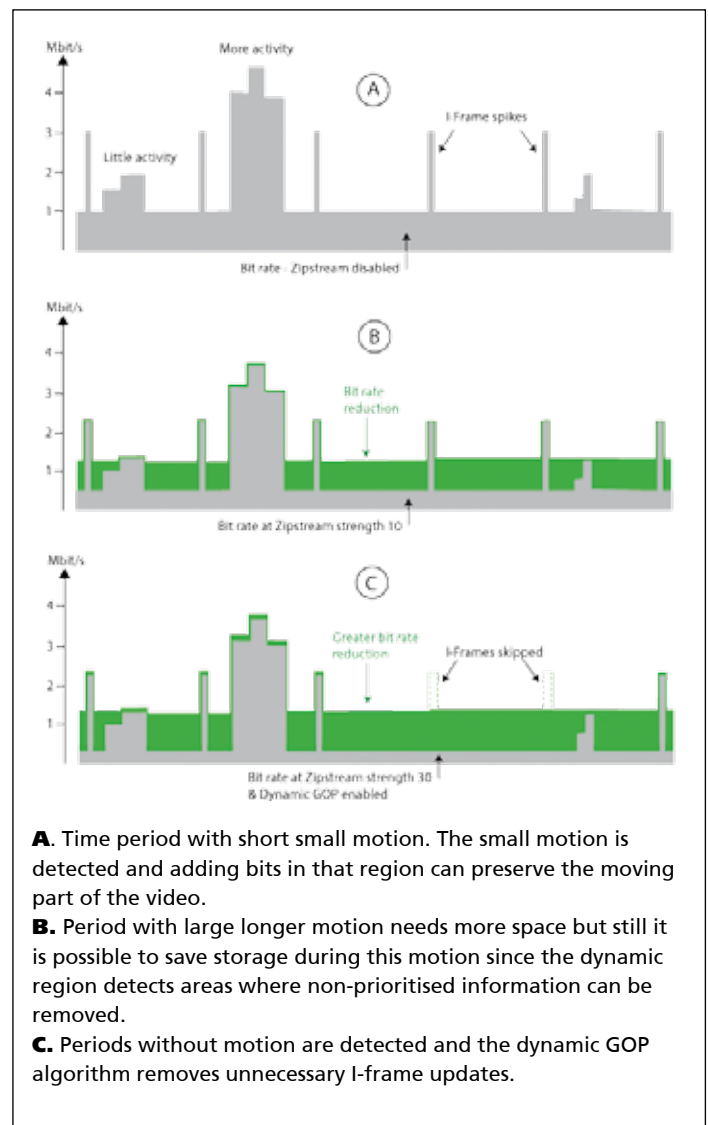
Dynamic GOP

The dynamic GOP reduces the bit rate by avoiding storage consuming I-frame updates. I-frames contain all details in an image while following P-frames and B-frames build upon the preceding I-frame and contain only the changes in the image, not the entire image. Typical surveillance scenes with limited motion can be compressed to an extremely small size this way without any loss of detail. Zipstream automatically adapts GOP length in real-time depending on the amount of motion in a scene. This allows for the optimal setting to be always applied reducing bandwidth and storage requirements significantly without compromising on image detail should an incident occur.

What about H.265?

The H.265 standard is still very new. If we take a look back at how many years it has taken until H.264 was broadly supported by both hardware and software vendors in the video surveillance industry then it's fair to say that the market will still take some time. A big hurdle on the road to H.265 is certainly the steep migration path. Not only do the cameras have to support H.265 but also all other elements of a video surveillance system and the underlying network infrastructure – be that video encoders, storage systems, video management software or intelligent video analytics solutions. Zipstream offers an open, non-proprietary approach to the bandwidth and storage challenges at hand without a need to invest in new hardware and software.

“This dynamic ROI automatically expands, shrinks, changes shape, splits, merges, disappears and reappears depending on content, to optimise bandwidth and storage consumption in real time.”



Biometrical payments to approach 5 billion by 2019

A new study from Juniper Research has found that the increased rollout of contactless payment services using fingerprint scanners will push the number of biometrically authenticated transactions to nearly 5bn by 2019, up from less than 130 million this year.

Basingstoke, Hampshire (UK)

The research observed that at present, only two services – Apple Pay and Samsung – used fingerprint scanners for authentication, with availability currently limited to the US and UK for the former, and the US and South Korea for the latter. However, it argued that with both services expected to be launched in multiple additional markets during 2016, the convenience of the scanner is likely to make it a primary mechanism for transaction authentication.

Additional mobile wallets

The new research report - Mo-

bile Identity, Authentication & Tokenisation 2015-2020, argued that incorporation into additional mobile wallets would be spurred by a greater availability of fingerprint scanners in mid-range smartphones. This, together with a growing take-up of contactless infrastructure at POS (Point of Sale), is likely to drive further adoption in the medium term.

Security and biometrics

However, the research cautioned that the security of biometric data was paramount, citing the case of the HTC One Max, where finger-

print data was mistakenly stored on the device in plaintext and in a world-readable location. While that mistake was rectified, research author Dr Windsor Holden warned that the implications to ensure secure storage could be devastating. 'When a password or PIN is hacked, the consumer can simply get a replacement. When biometric data – fingerprint, iris, facial – is stolen, the consumer's online identity could be irretrievably compromised.'

Reduce exposure to fraud

Additionally, the research pointed

out that the greater prevalence of cybercrime – more than 1 billion online records were exposed by data breaches in 2014 – meant that tokenisation was becoming an increasingly attractive proposition for acquirers and processors. It argued that the tokenisation process – wherein data with no intrinsic value replaces high value cardholder data – would significantly reduce exposure to fraud. Furthermore, with hackers merely obtaining tokens which are meaningless in isolation, the scale of attacks on sites might also decline.



Biometrics on the increase in Turkey

Turkey's access control systems market is expected to proliferate over the next six years, influenced by surging demand from commercial sector, increasing IT & security spending and emergence of IP technology based access control systems coupled with increasing penetration of biometric technology based access control systems.

New Delhi, India

Additionally, government initiatives are supervising the installations of electronic security systems throughout the country in consequence of increasing terrorist activities and other security concerns.

\$87 million by 2021

This is, according to 6Wresearch, whose analysts say that Turkey's access control systems market is projected to reach over \$87 million by 2021. Collective growth from rising infrastructure and government spending is contributing majorly to the overall growth of access control market in Turkey. Turkey posted an increase in construction activities from the last year and recorded 5% year-over-year growth in construction market. Commercial offices accounted for prevalent revenue share for access control systems in Turkey.

Strong growth for fingerprint technology

According to "Prijo Samuel, Senior Research Analyst, Research and Consulting, 6Wresearch," Contactless proximity card readers held the majority of the demand, whereas in the biometrics market, demand for fingerprint based access control systems is growing tremendously.

"Fingerprint, iris and facial technology based biometric access control systems are gaining popularity in Turkey, where iris biometrics access control systems are primarily getting deployed in highly secured areas. Further, penetration of multimodal biometrics access control is expected to surge through the forecast period." Samuel further added.

Declining prices and security threats

According to Akash Shukla,

Research Associate, Research and Consulting, 6Wresearch, the market for other access control technologies, primarily keypad readers and electronic door locks is declining due to shifting demand towards contactless and biometric access control systems.

Declining price and increasing security threats would further augment the growth of biometric access control systems. Additionally, the Aegean region was the majority contributor to the Turkish access control systems market" Akash concluded.

The report

The report indicates that some of the major companies in Turkey's ac-



Turkey's access control systems market is projected to reach over \$87 million by 2021.

cess control market include- Bosch Security Systems, Honeywell, Idteck, Lenel Systems, Morpho (Safran), Rosslare Security, Siemens and Suprema.

"Turkey's Access Control Market (2015-2021)" provides in-depth analysis with 87 figures and 24 tables covered in more than 130 pages.

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Kuwait access market fuelled by infrastructure growth

Surging IT expenditure, growing security concerns, the need to restrict unwanted access, penetration of biometric technology based access control systems and a rise in construction activities are spurring the growth of Kuwait's access control market, according to the report, "Kuwait Access Control Market (2015–2021)".

New Delhi, India



Kuwait City.

Construction of three new cities is anticipated to further fuel the demand for various security systems such as access control systems. In Kuwait's electronic security market, the access control sector in particular is witnessing significant demand from the commercial sector, where card based access control systems hold the majority of the market share. Biometrics on the contrary is exhibiting a

tremendous growth rate over card readers based access control systems.

7% growth

According to 6Wresearch, Kuwait's access control systems market is forecast to grow at a CAGR of over 7% during 2015–21. Being one of the key contributing nations in the GCC region, Kuwait is witnessing expansion in public and private

infrastructures. In Kuwait, deployment of network based electronic systems is rising, including IP video surveillance, IP technology based access control and perimeter intrusion detection systems.

100 billion US dollar on one city project

According to Prijo Samuel, Senior Research Analyst, 6Wresearch, Kuwait is likely to spend nearly 90–100 billion US dollars on the upcoming Silk City (Madinat Al-Hareer) project; subsequently triggering the growth for IP technology based electronic security systems.

"Aside from the Silk City project, Kuwait is also constructing two other major cities- Sabah Al Ahmad and Al Khiran Pearly City; cumulatively expected to spend around \$30–40 billion in the coming years." Samuel further added.

Multimodal biometrics

According to Akash Shukla, at 6Wresearch, though fingerprint biometrics access control systems dominates the overall demand from the biometrics segment, Kuwait's access control systems market is expected to generate higher growth for multimodal biometrics, as a result of higher reliability coupled with declining prices.

Declining demands for traditional readers

"In the Kuwaiti access control market, the majority of the demand lies in the Al-Kuwait governed region, followed by Al-Farwaniya and others. The market for other access control systems, primarily keypad readers and electronic door locks is declining due to shifting of the market towards contactless card and biometric technology access control systems." Akash concluded.

Video surveillance storage market to reach \$18.28B

A new market report estimates that the video surveillance storage market is expected to reach USD 18.28 Billion by 2020, at a compound annual growth rate (CAGR) of 22.41% from 2015 to 2020.

Hadapsar, India

The report, produced by Market-sandmarkets, defines and divides the video surveillance storage market into various segments with an in-depth analysis and by forecasting revenues. This research report also identifies the factors driving this market, various restraints, challenges, and opportunities impacting it and studies the trends to achieve growth in this market.

Three main segments

According to the analysts, the video surveillance storage market is broadly segmented into storage technologies, storage media, deployment models, services, verticals, and regions. Based on storage technologies, the market is segmented into Storage Area

Network (SAN), Direct attached Storage (DAS), and Network Attached Storage (NAS).

Video surveillance storage

Video surveillance storage is an important part of the entire surveillance system setup as it stores the recorded video. It has emerged from a simple data recording to sophisticated storage of data using storage technologies that can be analysed and retrieved, whenever required. The surveillance system is deployed by various end users in all industries for the safety and security of the individual, properties, and other valuable assets. The stored data can also be used as footage to uncover an unwanted event, in case of theft and various such scenarios.

Falling prices

There are various norms that are being imposed by governments to store data for a specific period of time. The government and defense are the major end users that are using video surveillance storage solutions. Education, retail, and residential among other verticals shows high opportunities in this space. Falling prices of hard disk drives (HDDs) is allowing the end users to store large volume of data, further encouraging the demand for surveillance storage space.

Strong growth

Research suggests that the North America market is expected to grow with a high market share of 38.6% by 2020. It was also found

that the Middle East and Africa followed by Asia-Pacific have great opportunities in this market with the highest percentage of CAGR. A number of factors such as developing economies with increasing adoption of video surveillance systems are creating positive impact on the growth of the video surveillance storage market.

The report

The full title of the report is the "Video Surveillance Storage Market by Storage Technology (SAN, DAS, NAS), Storage Media (HDDs, SSDs), Deployment Model (On-Premise & On Cloud), Service, Vertical, and Region – Global Forecast to 2020".



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Axis named as Great Place to Work

Chelmsford, Ma (USA)

Axis Communications, the global leader in network video, was named by Great Place to Work as one of the 50 best small and medium workplaces in the United States on their annual 2015 Best Small & Medium Workplaces list, just published in Fortune magazine.

Ranked #17, this is the second consecutive year Axis has received this honour. Divided into two categories, Small (25–250 employees) and Medium (251–999 employees), the list has recognised companies with exceptional workplace cultures for more than a decade.

Competing against hundreds of companies across the country, Axis participated in a rigorous selection process, which included an employee survey and an in-depth questionnaire about benefits programmes and company practices. Great Place to Work evaluates each

application using its unique methodology based on five dimensions of a great workplace: credibility, respect, fairness, pride and camaraderie. As part of the review process, Axis is also “Great Rated” by the Great Place to Work Institute. According to an employee survey conducted in 2015, 94 percent of employees say their workplace is great, while 99 percent take great pride in working at Axis.

“Our success as a company is a direct result of our core values and the employees who embrace them,” said Fredrik Nilsson,

general manager, Axis Communications, Inc. “Recognition as a Great Place to Work for the second year in a row speaks to the efforts we make throughout all levels of the organisation to maintain our culture of innovation, collaboration and entrepreneurship even as we grow. Having a workforce strongly invested in our brand beliefs positively influences how our partners and end customers perceive and interact with us, strengthening our position as leaders in our industry and as a business.”

Assa Abloy acquires Nergeco in France

Stockholm, Sweden

Assa Abloy, through its subsidiary, Assa Abloy Entrance Systems France SAS, has completed an off market acquisition of 614,408 shares of the French company Nergeco SA from Croissance Nergeco SA and certain minority shareholders.

Nergeco SA is one of the leading high-performance door companies in France. The acquired shares represent 87.77% of the share capital and voting rights of Nergeco SA and were purchased for a total purchase price amount of 23,184,661.30 euros, which results in a purchase price per share of 37,7350 euros. The per share purchase price is subject to adjustment on the basis of the net debt of the company pursuant to the terms of the share purchase agreement entered into between Assa Abloy Entrance Systems France SAS and Croissance Nergeco SA on 16 October 2015.

Pursuant to the acquisition of the 87.77% majority block of shares of Nergeco SA and according to applicable regulations, a simplified tender offer will be filed with the French Financial

Market Authority (AMF) shortly thereafter by Banque Neufilize OBC on behalf of Assa Abloy Entrance Systems France SAS for a purchase price per share still to be determined in accordance with the share purchase price Adjustment. The envisaged offer is conditional upon the authorization by the AMF.

“I am very pleased that Nergeco is joining the Assa Abloy Group. I welcome this addition that further reinforces the Assa Abloy Group’s leadership in entrance automation, growing from SEK 3 billion in 2008 to more than SEK 15 billion proforma in 2014”, says Johan Molin, President and CEO of Assa Abloy.

“Nergeco’s market position, competence and product offering is a strong addition to our current portfolio of high-performance

doors, and an important step for us in the French market”, says Juan Vargues, Executive Vice President of Assa Abloy and Head of Division Entrance Systems.

Nergeco’s sales for 2015 are expected to reach EUR 35 million (approx. SEK 325 million) with a good EBIT margin. The acquisition will be accretive to EPS from start.

Nergeco was established in 1981 and has some 150 employees. The head office and factories are located in Dunières, France.



Johan Molin, President and CEO of Assa Abloy.

BUSINESS PEOPLE



Sharad Shekhar, new CEO at Pelco.

Pelco appoints new CEO
Clovis, Ca (USA)

Pelco by Schneider Electric has appointed Sharad Shekhar as CEO. Based at Pelco Headquarters in Clovis, California, Shekhar is responsible for the entire global video business. “He has a proven track record of increasing revenue growth and an absolute adaptability to thrive in highly competitive markets. He will lead our Pelco video business at a time where we are bringing to market very exciting products, including our Optera multi-sensor cameras and Videexpert, our brand-new video management platform,” explains Laurent Bataille, Executive Vice President, Ecobuilding Division – Schneider Electric. Having had extensive general management experience with his prior positions at Cummins, where he spent 15 years, Shekhar most recently was in charge of the \$1.7B North American Exhaust Aftertreatment Business. Prior to this, Shekhar was the General Manager for Cummins’ Global Light Commercial Vehicle Business based in China.



The Global Security News Portal
www.securityworldhotel.com

Searching for growth in the intruder market

Shanghai, China

“The U.S. market for intruder alarm equipment, which makes up 40 percent of the global market, reached \$1.1 billion dollars last year.” The words of Jim Dearing, Analyst for Security & Building Technologies at IHS Technology. Numerous attempts have been made all over the world to replicate this, but less successfully, ranging from home management to complete DIY systems.

The intruder alarm equipment industry has traditionally been driven by two factors, either local legislation and the insurance provider requirements that business owners install intrusion systems or by residential consumers that purchase an intrusion system from a local dealer.

Aggressive marketing

The first is fairly common, regardless of geographical location. Insurance companies have calculated that intrusion systems decrease the number of burglaries, which would cost the insurance company money and so offer incentives such as discounts on their premiums. However the second factor, according to Jim Dearing, is unique to North America – with the exception of Australia. In fact according to the latest IHS Intruder Alarms Report, aggressive marketing of intrusion products to the residential sector has caused the U.S. residential market to reach heights of \$500 million per year – comparable to the value of the entire residential market in Europe – a level that is almost unimaginable in other countries.

The foundation of the industry

A standard, fully wired system with a few basic sensors satisfies legislator and insurance provider demands for the commercial sector, while a smaller system is affordable enough to sell to individual homeowners. The foundation of the industry, in terms of equipment sales, has always been one hybrid control panel per installation, one wired keypad installed at the entrance of the building and a few motion sensors scattered around the premises.

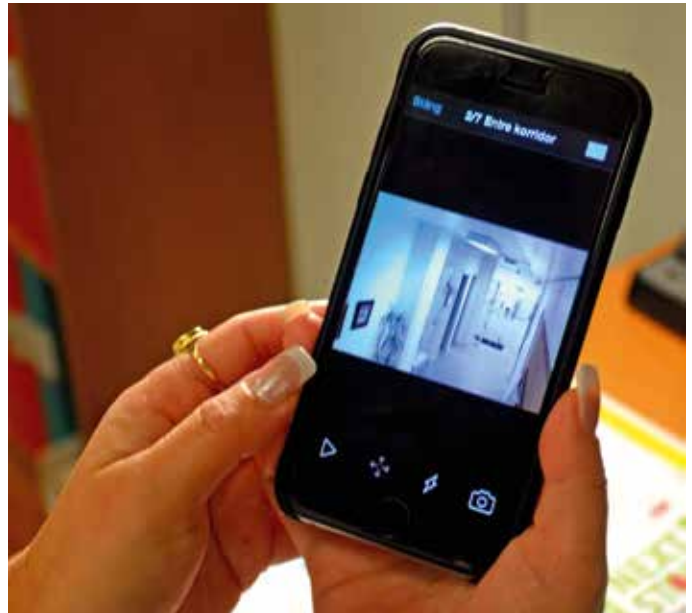
Threats to the industry

Recent developments might threaten the industry’s tranquil low-single-digit growth, however. An influx of new companies has flooded the residential market with new product offerings that emphasise the importance of additional end-user functionality and usability. Consumers can now use their smartphones to log into their home cameras, or to arm and disarm their alarm systems – an age away from the traditional system that end users forgot about once it was installed.

“An influx of new companies has flooded the residential market with new product offerings that emphasise the importance of additional end-user functionality and usability.”

MSOs get into the competition

Comcast, Time-Warner, AT&T and other large multi-system operators (MSOs) have also entered the market, selling their own home security offerings to their expansive customer bases, while launching huge advertising campaigns to raise consumer awareness and drive up the overall residential penetration rate. It is not just the residential market that is opting for the increased functionality, however. Earlier this year ADT announced that 49 percent of new small-business and commercial customers were opting for the company’s Pulse system that offers both remote interactive services



Consumers can now use their smartphones to log into their home cameras, or to arm and disarm their alarm systems.

and video surveillance capabilities.

The sale of products manufactured for these services, including self-contained wireless panels, wireless PIR detectors and magnetic contacts, are forecast to grow at a rate of 7 percent to 9 percent per year, over the next five years. That growth is in stark contrast to their wired counterparts languishing at rates of 2 percent to 4 percent.

ROI cannot be quantified

Looking further ahead, the rise of building automation will continue to be a recurrent theme in the residential sector. One of the main problems when selling to the commercial sector is that there is no tangible return on investment (ROI) – the value of not being burgled cannot be quantified. It is therefore very common for businesses to purchase the minimum equipment required to meet legislative and insurance requirements and call it a day; however, if a manufacturer could successfully integrate their intrusion system with a building management system – and offer ROI in the form of energy savings or workflow management efficiencies at a competitive price – they could very well go on to become “the next big thing.”

The gaping hole in the market

Unfortunately, according to Dearing, the current options available to business owners are also too polarised. On one side you have something like the ADT Pulse business package, offering a few additional video cameras and maybe a thermostat to integrate into their intrusion systems. At prices starting at \$99, it is extremely affordable, but it falls short of being able to provide companies with any significant ROI. At the other end of the scale, you have something like the Havel building automation system, which provides complete control over every aspect of a property – from intrusion to HVAC to lighting control systems – but this system is expensive, which means only very large facilities can realise the savings necessary to justify the cost. Currently there is a complete lack of mid-range products that are affordable and functional enough for mass-market appeal and adoption. Jim Dearing of IHS believes that this is a gaping hole in the market that will surely be filled sometime in the near future – but, he concludes, “the company that will be first to market such a solution remains a mystery.”

BUSINESS PEOPLE



New VP of Morpho

(Paris, France)

Morpho (Safran) has appointed Olivier Méaux as Executive Vice President of its Digital Security and Authentication division. He replaces Jacques Pantin, who has been named special advisor in charge of cyber security.

Olivier Méaux holds degrees from Ecole Polytechnique (1985) and Ecole Nationale des Ponts et Chaussées (1991) engineering schools. He started his career with the bank BNP Paribas in New York. In 1995, he was named Vice President of Digital Systems and Services at Thomson Multimédia. Three years later he was appointed Vice President, Business Development and Telecommunications by the French television network, France 2. He joined Orange in 2002, holding successive management positions in sales and business development, with a particular focus on digital services. In 2013, he moved to Sopra-Steria as Managing Director of the Telecom and Media division.

"Olivier Méaux brings to our company a solid experience in the IT and digital sectors, both in France and internationally," said Anne Bouverot, CEO of Morpho. "His proven expertise in digital innovation will help energize and leverage our strengths in this market, a strong growth opportunity for Morpho."

Onvif takes tougher stance on false compliance claims

San Ramon, Ca (USA)

Onvif, the leading global standardisation initiative for IP-based physical security products, is releasing a new web-based reporting tool for reporting false claims of Onvif conformance, part of the organisation's ongoing proactive education and enforcement campaign designed to ensure that all claims of Onvif conformance by manufacturers of IP-based physical security products are valid.

The new conformance reporting tool allows both members and non-members to submit information directly to ONVIF regarding false conformance claims through the ONVIF website. The online reporting tool was developed in response to feedback from ONVIF members and from the industry at large.

"The creation of Onvif's new online conformance reporting tool will enable anyone to easily share information with Onvif on false claims of conformance," said Stuart Rawling, Onvif Communication Committee Chairman. "The integrity of the Onvif brand

must be preserved in order to have value, and this new avenue for sharing information helps achieve that goal."

The online conformance reporting tool is part of Onvif's broader education and enforcement campaign, designed to protect the Onvif brand and preemptively monitor Onvifs copyrights, trademarks and logos on an ongoing basis. Other components of the campaign include member and industry education, as well as easy access to the most up to date list of Onvif conformant products and member companies on Onvif's website.

Founded in 2008, Onvif now consists of more than 500 member companies in six continents and approximately 5,000 Profile conformant products. With Profile S for streaming video, Profile G for recording and storage, Profile C for physical access control and the Release Candidates Profile A, for advanced access control configuration; and Profile Q, for easy installation and advanced security features, Onvif continues to work with its members to expand the number of IP interoperability solutions Onvif conformant products can provide.

Nedap launches new business division

Groenlo, The Netherlands

Nedap is launching a new activity - 'Nedap Mobility Solutions' and it will operate within its Identification Systems business unit. Nedap Mobility Solutions enables people and vehicles in urban environments to swiftly and safely reach their destinations.

The Nedap Mobility Solutions portfolio comprises wireless vehicle detection sensors to assist motorists in quickly finding a parking bay and parking operators to optimise the utilisation. Moreover, city access control systems keep pedestrians in shopping zones safe while ensuring taxis, police and ambulances can fulfill their tasks.

Over the years Nedap has contributed to the optimisation of traffic flows in hundreds of cities and similar environments, such as university campuses and large airports. "There is a growing demand for traffic flow optimisation systems. However, this requires a specific set of skills, methodology and vocabulary to

successfully implement these in demanding urban environments. With the introduction of Nedap Mobility Solutions, we will bring together all activities related to traffic flow optimisation in such environments. Our portfolio includes our system for wireless vehicle detection (Sensit) and our system for city access control," states Maarten Mijwaart, General Manager of Nedap Identification Systems.

"We expect to expand and improve our systems for mobility in urban environments in the near future. The current interest in intelligent transport systems (ITS) in combination with upcoming technologies, such as the Internet

of Things, offers numerous opportunities to address the mobility challenges of smart cities. We are at the dawn of a new era in which we will solve the mobility challenges of our ever growing urban environments. Nedap Mobility Solutions can contribute to this solution, with promising ITS concepts and ready-to-use products that help solve the mobility challenges of today," says Edwin Siemerink, Proposition Manager of Sensit.

The activities related to long-range and automatic identification of vehicles and people using RFID and ANPR will remain under the scope of Nedap Identification Systems.

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messe frankfurt

Securitas acquires Diebold security business for \$350M

Stockholm, Sweden and North Canton, Oh (USA)

Securitas AB, an \$8 billion Stockholm-based global provider of security services and solutions, has agreed to acquire the Diebold Inc North America-based electronic security business in a transaction with a purchase price of \$350 million, which according to Securitas calculations equates to approximately 11x estimated EBITDA for 2015, of the acquired operation after it has been separated from Diebold Incorporated. The acquisition will be accretive to Securitas earnings per share as of 2016.

With this move, Diebold aims to accelerate its transformation and better position the company to pursue growth opportunities in the dynamic self-service industry.

Ten percent of the price is contingent on successful transfer of certain customer relationships to Securitas. The sale is subject to regulatory approvals, customary closing conditions and working capital adjustments, and is expected to be completed during the first quarter 2016.

Strategic business alliance

The two companies have also agreed to a strategic business alliance in which Securitas will serve as Diebold's preferred supplier for electronic security solutions in North America. This will help ensure a seamless transition for Diebold's electronic security customers, as well as drive further security innovation and services for the industries in which both companies operate.

1100 employees

Diebold's North American Electronic Security business, based in Green, Ohio, USA, is the third largest commercial electronic security provider in North America. For more than 70 years, Diebold's North American Electronic Security business has brought together technology innovations, security expertise and quality services to become a leading provider of comprehensive electronic security solutions and services to business customers. Today the operation delivers a full spectrum of capabilities including design, build, integration, installation, monitoring and service providing compelling value propositions to customers.

The monitoring services include intrusion alarms, fire alarms and sprinklers, and monitoring of elevators. Diebold's North American Electronic Security business has approximately 1100 employees. The operation includes more than 55 000 monitored customer locations and 200 000 sites serviced.

\$330 million revenue

Revenue for this business was approximately \$330 million from June 30, 2014 to June 30, 2015. Diebold is retaining all its physical and consumer transaction security businesses related to its core financial market, including automated teller machine security, anti-fraud card solutions, bank branch facility and drive-up systems, and related services.

"Given the transformation that is occurring in the self-service industry, this strategic decision will enable us to accelerate our own transformation and focus on the exciting opportunities we're seeing for growth and innovation in that market," said Andy W. Mattes, Diebold president and chief executive officer.

"Over the years, we grew the electronic security business organically into one of the leading providers in the North America commercial and financial markets through innovative software and services," Mattes continued. "As a highly capable global leader in the security industry, Securitas has the scale and resources to take electronic security to the next level for our customers. We also look forward to continuing the relationship with Securitas to provide compelling expertise that further leverages our combined capabilities in services and security



Alf Goransson, president and CEO Securitas AB.

moving forward. This will enable a smooth transition for our customers and employees alike."

Employees remain in Green

Alf Goransson, president and CEO Securitas AB, claims that "the acquisition of Diebold's electronic security business supports Securitas's global strategy and substantially strengthens their position as the global knowledge leader in security solutions and technology."

"Securitas Electronic Security – previously Diebold Electronic Security – will continue to be a leader in the North American electronic security industry. We also plan for the North America headquarters of the electronic security business and its employees to remain based in Green, Ohio. We believe that we can leverage Diebold's electronic security expertise to the existing Securitas' customer base and offer our customers possibilities of security solutions by optimising the equation between different services," he says.

Diebold will provide transitional services to Securitas during the closing phase of the agreement to help ensure a smooth integration.

BUSINESS PEOPLE



New Latin America VP at Genetec (Montreal, Canada)

Genetec Inc., has appointed Kris P. Hornung as Vice President of Sales for Latin America. In his role, Mr. Hornung is responsible for Mexico, the Andean and South Cone regions, Central America and the Caribbean. Based in Colombia, Mr. Hornung's responsibilities include developing sales strategies to further increase the company's reach in the growing Latin American markets, oversee the recruitment of regional sales managers and facilitate expansion of the company's network of certified systems integrators throughout the region.

A seasoned security industry professional with over 25 years' experience, Mr. Hornung joined Genetec Inc. after holding senior sales positions at Avigilon, Verint and Ionodes, a manufacturer of advanced IP encoding and video processing solutions.

"With Kris' experience in developing international sales strategies, and his thorough understanding of the Latin American security industry, we are better positioned than ever to further grow the business and better support our integrators and customers' needs in the region," Guy Chenard, vice president global sales & business development at Genetec Inc.



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Pendant Mount



Recessed Mount

Abus launches mechatronic Codeloxx

Muhlhausen, Germany

The recently launched Abus Mechatronic range of door cylinders use cutting edge electronic technology combined with mechanical cylinder security designed for total access control and convenience.

The innovative *Codeloxx* cylinder range offers a combination of protection against intrusion, using either an up to 6 digit combination code, an encrypted electronic key, or proximity chip. The cylinder body is completely robust and reinforced internally with anti-drill protection, plus the convenience and security that any lost key can be deprogrammed preventing

unauthorised use.

Codeloxx also has the flexibility of combination codes that can be set for different people at different times, allowing flexible but secure access control to both homes and commercial premises.

The shapely electronic double knob cylinder of the Codeloxx with Combination Code combines the advantages of a key system

with the total convenience of access using only a combination code.

“Authorised personnel can gain simple entry via the combination code entered using the numeric combination ring making the Codeloxx in terms of functionality, ease of use and design, completely unique. We have a genuine USP with Codeloxx” explains *Christian Meyers*, CEO of **Abus Seccor**. The door knob is rotated to the desired digit and confirmed with a gentle press, after entering the four to six digit code, the door can then be



opened, allowing an alternative keyless entry.

The Codeloxx can be set up as a full domestic or commercial access control system with up to 511 entry permits. Programming of keys and codes, activating and deactivating is quick and simple using the ABUS key manager software or the programming key.

 CCTV 

Geovision adds 2MP covert camera

Taipei, Taiwan

Geovision has added the covert camera Unicam series, to its product line. All models in this series are designed with small-size lens, with a separate main unit that allows compact and covert installations.

Geovision *GV-UNP2500* is the first model in this series. It is a 2MP pinhole with a super low-lux feature, ideal for variable lighting conditions indoors. The lens unit and main body can be connected by as much as 10m (32.8ft) of cable, which provide flexibility to

place the sensor unit apart from the main unit at various distances.

This model is now available in HDTV 1080p (1920 x 1080 pixels) image quality at full frame rate in H.264 and MJPEG. It comes with a fixed lens that can adjust field view from 20cm to 20m.

For easy deployment, Geovision's GV-UNP2500 can be mounted behind any wall in limited spaces with only a small opening for the lens. The camera can be conveniently powered over Ethernet. The lens body can be secured to the wall with the strong double-sided adhesive tape included in the kit.

With its discreet design and small form factor, the super low-lux capability makes the GV-

UPN2500 ideal for covert surveillance in compact environments with variable lighting, such as ATMs, banks, police stations, jails, hotels, and stores.





New Geutebruck 4K Ultra HD cameras

Windhagen, Germany

Geutebruck has been extending its 4K Ultra HD IP camera range – 30 frames per second and 8 megapixels per image ensure that users can see every detail.

Demand is high for high-resolution images that provide a maximum level of detail, whether for shops, stadiums or public spaces. As a result **Geutebruck** has been extending its 4K Ultra HD IP camera range. 30 frames per second and 8 megapixels per image ensure that users can see every detail. Hence end users can identify the driver and license plate of the vehicle that dam-

aged another car in the parking lot or when returning goods they can prove to the sender that the scratches did not happen on their premises.

But high resolutions also need to be manageable. The back-focus feature makes camera installation that much easier: The camera focuses automatically with the click of a mouse. Depending on needs and weather conditions, this

function can be repeated as often as necessary, and it can also be triggered manually. Because high-resolution images are extremely sensitive and outside influences, such as temperature fluctuations, can affect the focus, in some cases causing the images to be blurred. The back-focus feature solves this problem automatically.

With Geutebruck's 4K Ultra HD IP cameras users can see every detail. From now on there are new types available: a box camera for interior applications and a fixed dome as well as a bul-



Geutebruck 4K cameras in action.

let camera for outdoor use. With the bullet camera and fixed dome, including IR LED lighting, outdoor areas can be secured even at night, without an additional external source of light.





www.securityworldhotel.com

Airlive industrial switches aid reliability and productivity

Taipei, Taiwan

More and more IT technologies and video surveillance systems are being used in enterprise and production fields. Airlive industrial solutions offer a competitive combination of reliability and flexibility to ensure maximum uptime and minimal operation costs. The solutions are designed to drive evolutionary efficiency and manageability, and lower the cost of operation to help industrial business users stay ahead of the challenges.

Various industries, such as coal, electric power, petrochemical, and steel industries...etc., exist in harsh environments with heavy dust, high temperatures, high pressure, and more vulnerability to lightning strikes.

These types of business can benefit from a factory surveillance network solution with *Airlive* future proof performance industrial switches. For example, they can provide extreme temperature resilience without relying on a fan or heater. They also incorporate high port-density Ethernet connections and high power output to facilitate fast edge infrastructure deployment with minimal installation effort and cost; and they are

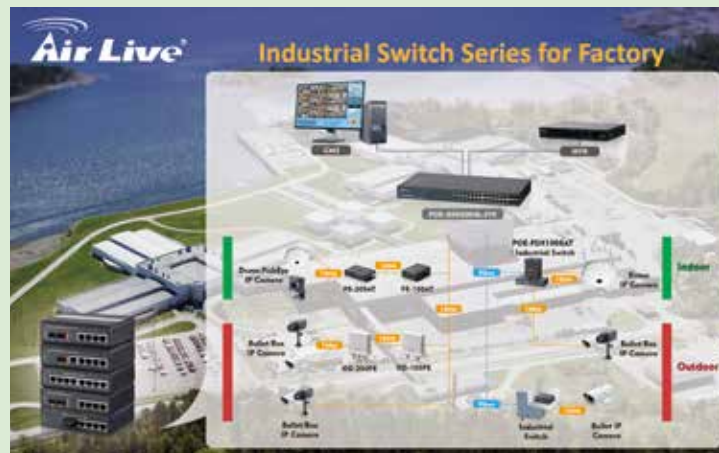
engineered to provide consistent reliability to a control room.

Airlive's Industrial Switch Series feature 802.3at in an IP31 rugged (metal) strong case with redundant power system. The Industrial Switches are equipped with dual power inputs with operating temperatures from as low as minus 40 to plus 70 degrees centigrade.

Airlive Industrial Switches provide non-blocking wire-speed performance and great flexibility for Ethernet extension in harsh industrial environments. The Airlive solution is also well suited for applications where a surveillance system is deployed, to secure control performance, and for where

there is a wireless service in climatically demanding environments,

such as factories, streets or public transport applications. 



Airlive industrial solutions offer a competitive combination of reliability and flexibility to ensure maximum uptime and minimal operation costs.

Aperio Server Cabinet lock ensures security of business data

London, UK

The Aperio KS100 Server Cabinet Lock from Assa Abloy enables security managers to integrate server cabinet doors and racks with an access control system, and to control exactly who can access the servers, and when.

With the data centre market growing fast – and colocation increasingly common – companies need to ensure more than ever that their sensitive data is protected against unauthorised access. When multiple companies share a data centre location, often even the same rack, managing physical access to servers is critical, to ensure compliance and avoid costly breaches.

The *Aperio KS100* adds comprehensive, real-time access control capabilities to a server cabinet, drawer or rack. Mechanical key use cannot be monitored, but smartcard-operated Aperio access control can. Generating details audit trails is straightforward,

making the KS100 invaluable for incident investigation.

Installation is quick and easy, with power coming via a Power over Ethernet (PoE) connection. Once installed, KS100 locks integrate with an electronic access control system and communicate wirelessly through an Aperio Communication Hub. With online integration, when a smartcard credential is presented to the lock, access decisions are communicated from the system through the hub and wirelessly back to the lock. The KS100 is compatible with existing smartcards using all standard RFID technologies, including Iclass from HID, Seos,

Mifare and Desfire.

With Aperio, lost cabinet keys no longer compromise server security: they are simply de-authorised and a valid replacement can be quickly re-issued. The status of any individual lock can be ascertained with the click of a mouse.

“The new Aperio Server Cabinet Lock, KS100, secures your data against costly accidental downtime, unauthorised access and physical security breaches,” says *Gareth Ellams*, Aperio Business Development Director at Assa Abloy EMEA. “Thanks to this new addition to the Aperio wireless locks range, you can

affordably add access control to almost any opening in your data centre, even if the facility is shared. The KS100 significantly upgrades data centre security, providing businesses and their customers with the highest levels of assurance.” 



The Aperio KS100 adds comprehensive, real-time access control capabilities to a server cabinet, drawer or rack.

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 50

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

Intelligent thermal camera technology

Langmeil, Germany

Mobotix has launched a new series of thermal camera products, equipped with a new type of thermal sensing technology to realise automatic events, based on absolute temperature within -40°C to +550°C.

This new technology is engineered to generate automatic alarms, defined by temperatures limits or temperature ranges, which is vital to detect potential fire or heat sources. At the same time, **Mobotix** is providing a software update free of charge to upgrade existing thermal cameras with thermal spot metering in the image centre.

Within the available temperature range of -40°C to +550°C and a thermal sensitivity of 0.05°C (NETD=50mK), different temperature conditions can be easily defined within the new TR (Thermal Radiometry) window or over the whole sensor image with a typical accuracy of $\pm 10^\circ\text{C}$. Up to 20 multiple temperature events

can be defined at the same time. Spot metering, which measures temperature related to 4 pixels at the image centre, is also improved in the new thermal TR products with a typical accuracy of $\pm 10^\circ\text{C}$. These new releases will help to prevent bigger damages in industrial and commercial premises, at manufacturing and logistic sites, recycling facilities, forests, etc.

Mobotix Thermal Radiometry (TR) is available in the company's M15 models, and as a sensor module in the S15 dual camera system.



Furthermore, TR is also available as an S15 PT-mount sensor head. Both S15 thermal modules can be set up as dual thermal system for most flexible usage or as a combination of thermal and optical sensor technology to ensure the most reliable detection results and visual verification at the same time.

 CCTV 

Vertical surveillance solutions from Vivotek

Taipei, Taiwan

Vivotek showcased its latest surveillance solutions for targeted vertical markets at the International Exhibition of Security & Fire Prevention (Sicurezza 2015) taking place from November 3rd to 5th in the Fiera Milano.

Vivotek's surveillance solutions feature the three key benefits of Low-Profile Retail Protection, Real-time Traffic Monitoring, and Efficient IP Surveillance Management.

Specifically designed for the retail market, Vivotek will present the Low-Profile Retail Protection solutions, including the recessed-mount fixed dome network camera, FD816C-HF2, and the compact 3 megapixel fisheye network camera, CC8370-HV. Both models incorporate advanced features such as WDR Pro and SNV (supreme night visibility), which maintain

optimal image quality around the clock while discretely protecting visitors. For spaces where the aesthetic appeal of interior design matters, FD816C-HF2 and CC8370-HV are ideal solutions.

Also on show will be Vivotek's License Plate Capture Solution, the IP816A-LPC, for Real-time Traffic Monitoring applications. This professional 2 megapixel box network camera can provide wide-angle views of dual-lane traffic and optimise installation efficiency to ensure superb recognition results. In addition, by adopting a built-in

IR pass filter and additional IR LEDs, the camera is able to capture crystal-clear day and night license plate images from vehicles.

Leveraging abundant professional experience in and for Efficient IP Surveillance Management, Vivotek aims to make the deployment of IP surveillance systems both easier and more flexible through the successful launch of its Vivo Cam PoE switch. With a single Vivo Cam PoE switch, all Vivotek network cameras, NVR (Network Video Recorder) and CMS (Central Management Software) can be set up and configured automatically, with any troubleshooting of connection issues simply and quickly handled through the Vivo Cam PoE switch.

Diego Perissinotto, Regional



Vivotek vertical surveillance solutions debut at Sicurezza 2015.

Manager, Vivotek Inc, said, "we are pleased to introduce Vivotek's solutions for the European market at this year's Sicurezza 2015. With these dedicated vertical solutions, we look forward to satisfying the needs of many specific applications."



Dallmeier launches online Smavia tutorial

Regensburg, Germany

Smavia Viewing Client is a powerful and intuitive software for the convenient evaluation of live and recorded image material via Ethernet. In new "How-To" videos Dallmeier aims to show how easy it is to use the software and what useful features it offers.

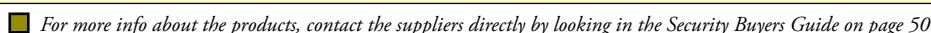
The video focuses on live viewing of video material. In the *Smavia Viewing Client* the cameras are represented in a clear camera tree structure, from which they can easily be moved by drag and drop

into various split windows. A special highlight are the "flexible split windows": In addition to predefined split views every user can adapt the software specifically to his or her requirements and

define and design split windows individually.

A corridor mode can also be set up very easily, since there are no fixed default image layouts such as 16:9 or 4:3. If several monitors

are being used it is also possible to start the Smavia Viewing Client in multiple instances. In addition, many other useful features are available to the operator, such as the integration of site maps, an



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

Hikvision's 4K total system

Hangzhou, China

Hikvision is introducing a complete range of 4K surveillance products to provide a true ultra-high-definition video solution for real world security applications. The 4K Total System features Hikvision's H.264+ Smart Codec, which reduces bandwidth and storage requirements by 50% compared to standard H.264 codecs while maximizing video resolution with its optimized high-compression technology.

The new *4K family* includes ultra-high definition network cameras and network video recorders, all equipped with a variety of Smart functions. It is ideal for applications where clear, high-resolution images and smart surveillance of large areas are required. These include city surveillance, stadiums, parking lots, and crowd management scenarios.

The launch of **Hikvision's 4K Total System** comes as concerns grow about the burden placed on the transmission system and storage when CCTV cameras and NVRs lacking dedicated 4K-compatible components are installed. This is not an issue with the 4K Total System, which incorporates H.264+ optimised compression to allow users to more efficiently manage ultra-high definition video footage. With features such as background-based predictive smart encoding, enhanced noise suppression, and optimised bitrate control, Hikvision's H.264+ compression saves bandwidth resources and decreases storage requirements. The result is a complete system designed for immediate practical use, providing customers with genuinely useful end-to-end smart high-resolution security video.

As a further refinement, the Hikvision 4K NVRs support the HDMI 2.0 output interface, allowing users to display 4K video for monitoring applications. As a result, Hikvision's 4K family offers users a true end-to-end 4K ultra-high-resolution solution, providing users with 4K monitoring, recording, and playback.



swh

easy-to-use zoom function or pixelization of moving objects.

This new video deals with the subject of search and backup. Here **Dallmeier** introduces the various search functions of the Smavia Viewing Client and explains step-by-step how to efficiently evaluate recorded image material. In addition to a simple search by date and time, other available options include a fast search with user-defined time units and step lengths, an index search for incidents

and an extended search for data from external devices such as scanners of cash registers or ATMs.

The most efficient evaluation is offered by a search using Dallmeier Smartfinder, a system for intelligent searches for movement within freely definable image areas. Dallmeier uses an example to clearly explain how Smartfinder works.

There are also demonstrations of how to create backups of relevant sequences.

swh

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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



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

Western Europe in particular, is also a big market for them.

"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 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.

Specialisation takes Merit Lilin to new markets

The Taiwanese IP camera manufacturer Merit Lilin has decided to change its strategy to specialise in order to avoid commoditisation.

"It has taken us to markets that we had no awareness of a few years ago", says Jason Hill, Vice President of Merit Lilin.

By Henrik Söderlund

Merit Lilin was founded in 1980 in Taipei, Taiwan, and must be considered as one of the veterans within the video surveillance and physical security industry. Merit Lilin is a privately held company and has some 400 employees. According to Jason Hill, there are an increasing number of manufacturers interested in volume, driving the price down. Merit Lilin has anticipated a plan for the consolidation of the market which is being driven by the big two Chinese brands according to Jason Hill.

"That means more and more standardisation. We can see where Hikvision and Dahua are trying to go with their strategies, but that is fine because it leaves a space for a manufacturer like us who has a tremendous amount of experience and all the resources and ability to be able to adapt and develop solutions that nobody else can", Jason Hill says.

New markets

Three years ago, Merit Lilin realised that they could not compete on price with the two Chinese giants. At the same time, the company started to work with American manufacturers of automation products.

"They were kind of holding a mirror at our business saying: Did you guys know that nobody else does this and that we had a conversation with you that we cannot have with any other manufacturer? And we did not know that, we had not understood", Jason Hill says.

Today, Merit Lilin is purely IP: No analogue products, no HD over coax products.

"We have recognised now that IP really means integration possible for us. It means now that we can put video in to other systems, we can put smart data and control on to networks and start doing

a lot more intelligent things as a result, rather than just thinking of IP as a way of getting video from A to B", Jason Hill says.

Therefore, most of Merit Lilin's growth is coming from markets where they integrate video with other systems and solutions.

"And often they are not the traditional things that you might think of. We are not talking about integration with VMS or access control, we are integrating with much more complex systems and actually in order for us to do that, the end user or our technology partners require us to achieve a level of customisation. That may be software or firmware or hardware, and actually this is now where we really recognise that we have some strength", Jason Hill says.

"Today, Merit Lilin is purely IP: No analogue products, no HD over coax products."

Home automation

He is a little reluctant to talk in detail about the company's new markets.

"This has taken us to markets that we had no awareness of a few years ago. And this is where it gets sensitive because I do not want our successes to be publicised so that our competitors read the publication and say: Oh lets go and talk to these guys".

However, he says that many solutions that the company is working with now are coming from businesses outside of the security sector, and one of the areas is the home automation market.

"There are other companies that have the same ability to make



"It has taken us to markets that we had no awareness of a few years ago", says Jason Hill, Vice President of Merit Lilin.

IP products as we do and there may be other companies that have 35 years experience, but when you look at these key differentiators and you add them all up there is no other company that has the same set of skills and capabilities that we have", says Jason Hill.

Educating sales people

Merit Lilin's biggest challenge is to change its selling strategy throughout the business.

"People have been working for us for a long time and they are good at selling, but now they need to change and become much more consultative, and be much more of an investigator or a researcher to identify solutions with less of an emphasis on pure product sales", Jason Hill says.

He stresses that they do not know who their significant customers or partners are going to be next year or even exactly where this new strategy is going to take the company or to which market verticals – perhaps closer to the banking sector or more and more towards the automation market.

"Because our sales people do not really know who they will be talking to, we have to educate them and then we have to develop a message on the market that says: If you want to talk to an agile manufacturer, who is willing to listen, talk to us".

Few SDKs

Merit Lilin's video and camera end products only have two SDKs, one for all the cameras and encoders, and another for the recording systems (i.e. NVRs) and decoders. According to Jason Hill, it is very important when you are looking into integration because many competitors will have a dozen different SDKs and that means a lot of development time.

"For us, every product we release fits into that SDK, so it adds a lot of value to some people, but if you talk to an installer about that, he does not care", Jason Hill says.

The future market

Jason Hill believes that there is going to be a knock on effect in the market. The consolidation is a result of more commoditisation of the products and he anticipates that there we will be less competitors in the video surveillance industry within a few years as the market consolidates further.

He says: "There is going to be more of the traditional security market buying on price and devaluing the sector as a result. So for us it becomes a little less attractive. We have a strategy now, which is taking us more and more into specialisation and we are doing that on the back of integration".



Suprema focuses on quality of growth

Suprema, the South Korean biometrics and security provider, has been demonstrating strong growth throughout the 15 years of its existence.

“We want to become a trend setter in IP based security solutions and biometrics within the next five years,” says Vice President Young S. Moon.

By Henrik Söderlund

Suprema was founded in 2000, publicly listed in 2008 and has had a CAGR (Compound Annual Growth Rate) of 26 per cent from 2008 to 2014. Last year, the company increased its turnover by 26 per cent to 65.5 million dollars, which was the best ever and its market capital increased to 357 million dollars. And the company is doing well.

“Our profit is in the range of 20–25 per cent of the turnover”, says Young S. Moon.

Suprema focuses on three product groups: access control, public ID solutions and embedded fingerprint modules. Access control is the major business and the proportion of sales is about 5-3-2. During last couple of years, Suprema has doubled the number of employees, from 100 to 200, mainly focusing on R&D to extend the company's offerings further into integrated security platform.

“The major challenge we face with growth is to maintain our ability to meet market needs quickly, and we are doing so by minimising the decision process to compete with start-ups as well as large corporations”, states Young S. Moon.

Fingerprint boom

Young S. Moon stresses that facial recognition and fingerprint recognition technologies compliment each other and he does not want to predict which one of the two might have the best opportunities in the future.

“Fingerprints dominate the biometric market but we see a lot of potential in face recognition. It did take some time but about two years after we launched face recognition, we started to experience a lot of growth”, he says and continues:

“They are similar in terms of

the security level. What matters is user acceptance, which is based on the user experience. The advantage of facial recognition is that it is very natural. You do not need to do anything for recognition, just watch the device”.

Boosted by smart phones

There is no doubt that the introduction of fingerprint recognition in smart phones has increased the acceptance and knowledge about fingerprint readers.

“Before, we had to spend a lot of time stressing the reliability and safety of our biometric products. We do not need to do that anymore”, explains Young S. Moon, who admits that on the other hand, people's expectations of the recognition performance is higher now than before.

“Yes, people experience how fast and easy it works on their phones and they expect the same from security products”.

Europe is key

Suprema is targeting the mid-to-high end segment of the commercial security market. The company's biggest market is Europe, which constitutes about 40 per cent of the revenues and then the Americas, the Middle East and Africa and Asia including the Pacific, constitute about 20 per cent each.

“Our major growth can be attributed to our growth internationally. We currently have authorised distribution channels across 60 countries worldwide and our products are represented in more than 100 countries”, states Moon. “But there are still regions where we are in an early phase of business development. So, we have a lot more work to do and feel that there are a lot of opportunities for future growth”.



“We want to become a trend setter in IP based security solutions and biometrics within the next five years,” says Vice President Young S. Moon.

BRIC – strong growth

Europe has been a key market for Suprema's recent growth. Young S. Moon stresses that the European market appreciates the value of quality over price and is quick to adopt new technologies. But Suprema is also targeting the BRIC countries, which are now showing the biggest growth. Now wonder that Suprema is establishing offices in both China and Russia. Young S. Moon assures that the expansion will continue.

Integration – the trend

According to Young S. Moon, integration is currently the biggest trend on the market. There has been a lot of demand to incorporate Suprema biometrics technology in other systems in Europe. As a response, Suprema has released integrations with big players in security such as Axis, Genetec, Milestone and Paxton. He feels that the integration will add another dimension to the world class security solutions. It will offer benefits of biometrics such as convenience and security not just to the European market but across markets globally.

Security-as-a-Service

Suprema wants to create an ecosystem where integrators and installers can provide their own Security-as-a-Service based business. Young S. Moon believes that Security-as-a-Service is a natural

result of a world with more cloud and mobile technologies. “Looking at the security industry, I do not think pure SaaS based services will be available in the near future, but providing added value like remote monitoring and control by SaaS makes sense for the time being”, states Young S. Moon.

Biometric readers and IoT

He believes that biometric readers for identification can be one of the most important and useful sensors within the Internet of Things, although IOT will come to the home automation market first.

“If you know who is in then you can think of tons of different applications that can be automatically triggered. There is a huge potential there. Our readers are all IP based and they can easily be integrated with existing IoT devices, using our web based API”.

Focused on organic growth

Taking a glance at the future, Suprema has always focused on organic growth rather than acquisitions. Young S. Moon says that acquiring companies just in order to increase revenues is not interesting for Suprema. Acquisitions require companies that have people and/or technology that can help accelerate Suprema's organic growth.

“The quality of growth is more important than just the size of the revenue”, he concludes.



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Vivotek aims to renew growth via services

The Taiwanese IP video surveillance manufacturer Vivotek has been growing rapidly during the last couple of years. However, tough price competition and industry consolidation slowed down the growth in 2014. Vivotek had a better start this year and its main target now is to put more focus on services and adding value for its customers.

By Henrik Söderlund

Vivotek was founded in 2000, publicly listed in 2011 and has experienced 15 successful years. Headquartered in Taipei, Taiwan, Vivotek today has some 656 employees. From 2008 to 2013, the company increased its revenues from 37,3 million US dollars to 126 million dollars. But in 2014, revenues fell to 121 million and profit was halved to 11,8 million dollars. During the first six months 2015, Vivotek's turnover was 63,5 million dollars.

Small domestic market

Vivotek is truly an international player with offices in USA, the Netherlands, India and Dubai. More than 95 per cent of its revenues are international.

"United States is our biggest market. The whole of the Americas constitutes about 30-35 per cent of all our revenues, EMEA about 40-45 per cent and the rest is Asia", says William Ku, Vice President, Brand Business Division, Vivotek.

Vivotek's strongest countries in Europe are France and Poland.

William Ku says that Vivotek is growing fast in many Asian countries, i.e. Taiwan, China and Singapore. He stresses that growth rates are not just about prices and technology, rather about a company's reputation on the market.

"We will embrace this trend, using our cameras to capture more information and trying to interact with other devices. Then we can really understand what is happening in the field and try to provide more value added to the users."

Price competition

There is no secret that big Chinese players like Hikvision and Dahua

have been growing rapidly in recent years, offering surveillance cameras at lower prices than most of their competitors. This has affected the whole industry.

"Last year was quite tough because we faced price competition from Chinese vendors and we had to adjust our strategy to compete with them", says William Ku and continues:

"Right now there is lot of consolidation going on. Canon acquired Axis and Milestone, Panasonic acquired Video Insight and the two biggest Chinese vendors are trying to offer everything".

What is Vivotek's position on this maturing and increasingly competitive market? According to William Ku, it is clear.

"We are the most independent and friendly camera manufacturer trying to work with all our partners together to provide a solution and try to add value to all of the value chain", he says.

Expansion of services

An opportunity for Vivotek to get back to growth is to focus more on services. This is also one of Vivotek's biggest challenges. In the beginning of 2015, the company announced the expansion of its global service hub and branches to establish local network and warranty policy on a range of its network cameras.

"Because the industry is consolidating, more and more vendors will try to provide more value to their customers. We want to provide more local services to our customers – not only selling products. We also increased the cooperation and alliance with video management software (VMS) companies to leverage strength from each other. Our goal for the future is to add more value for our customers and this will encourage them to stay loyal to us", says William Ku.

He stresses there will always be tough competition and although Vivotek is competing on price,



"United States is our biggest market. The whole of the Americas constitutes about 30-35 per cent of all our revenues, EMEA about 40-45 per cent and the rest is Asia", says William Ku, Vice President, Brand Business Division, Vivotek.

that is not its focus.

"It is just like smart phones, you do not always buy the cheapest smart phone. You will choose the one you want to use".

SaaS and IOT

The Security-as-a-Service business model has become more prominent within the security industry lately and William Ku believes that an increasing number of services will be offered – not least in countries where labour costs are high, such as in the USA and in certain dedicated verticals.

"The security service companies or Telecom companies will be trying to provide more services to their customers. This is happening in Europe too, although a little later than in the US. It is not always limited by the solution but rather the infrastructure", he says.

Another hyped trend is Internet of Things.

"Frankly speaking the concept about IoT is the transmission between devices and problem solving. In the past, a camera has been a passive device just trying to capture what is happening. In the future, cameras will be integrated with many other sensors to provide better services like intelligent analysis and business intelligence".

He believes IoT will bring

opportunities to the market and it will make it important to find good partners.

"We will embrace this trend, using our cameras to capture more information and trying to interact with other devices. Then we can really understand what is happening in the field and try to provide more value added to the users", William Ku says.

Vivotek increased its spending on research and development from 6 million dollars in 2008 to 14 million dollars in 2014. Research and development remains an important part of the company. Broadening the camera portfolio and more focus on integrated solutions rather than just on products is also core to Vivotek's strategy.

Many companies have been interested in acquiring Vivotek. William Ku says there are interested companies coming to them every year. He believes the increase in acquisition activity is a result of the security industry becoming more mature.

Finally, what is Vivotek's biggest challenge? According to William Ku, it is all about looking beyond price competition.

"The biggest challenge for our company is to provide differentiated solutions and values to our customers", he says.

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Idis looks West for growth

Idis is the biggest video surveillance manufacturer in South Korea but is not one of the most well-known brands in the global arena – except when it comes to DVRs. With a 30 per cent year-on-year growth since 2001, Idis now delivers a 400 million dollar turnover and plans to increase its business in North America and Europe.

By Henrik Söderlund

Idis was established in 1997 and is headquartered in Seoul, South Korea where the R&D centre is also located. In addition, however, the company has European headquarters in Brentford, London and distribution operations in the Netherlands and offices in both the US and Middle East. Idis offers IP cameras, NVRs and DVRs, HD-TVI, monitors, video management software solutions and more. Previously it has been named as one of the biggest DVR manufacturers in the world, but today Idis focuses on being a complete surveillance solution manufacturer rather than delivering only individual products.

Wide product range

“We are a manufacturer who provides end-to-end solutions for the customers. We are one company and one solution,” says Idis CEO and founder Young Dal Kim.

With one company – one solution he means that Idis design, develop and manufacture their products themselves.

“It is all from one company, so you know it is going to work together and you know that it will have the same level of quality and commitment all the time. I think that distinguishes us in the market,” Young Dal Kim explains.

Strong focus on R&D

Idis was publicly listed on the South Korean stock exchange market Kosdaq in 2001. Today Idis has about 900 employees, of which around 400 are actively engaged in R&D and product development and 60 per cent are software engineers developing new technology for the video surveillance industry. Profits are about 10 per cent of the turnover and that is also the approximate sum of R&D investment.

“We consider R&D as a core strength of the Idis business and that is why we have a large portion of our employees working with

R&D,” says Young Dal Kim.

He has a doctor’s degree in Computer Science and started the company together with four colleagues. He was a student at the time and after just a few years Idis experienced major success with its DVRs.

“We wanted to be the game changer in the security business, but I could not imagine how big we were going to be,” Young Dal Kim says, and stresses that if you set out to make money you will run into problems, but if you set out to make the best products you will make money.

Focus on Europe and North America

Today half of the Idis revenue comes from South Korea and the other half is from international sales. The biggest overseas market for Idis is America, followed by Europe and Japan, but the growth rate is higher in Europe than in Japan. Idis launched their American sales team at ISC West in April 2015 and it was expanded in August.

“I hope we can expand further, and in the future, I believe our international sales can be 80 per cent of the total turnover,” says Young Dal Kim.

How long do you think it will take until you reach 80 per cent?

“I expect to achieve that by 2020”.

Another offensive goal for 2020 is to increase the turnover to 1 billion dollars and there is no doubt that Idis is aiming for North America and Europe to make that happen.

Integration and 4K

Idis believes that cloud based solutions and integration are the biggest trends on the market right now. An additional trend is 4K network cameras, however, what Idis keeps coming back to is the importance of single source, end-



“We consider R&D as a core strength of the Idis business and that is why we have a large portion of our employees working with R&D,” says Young Dal Kim.

to-end solutions.

“End-to-end, and, the fact that it is all done under one roof by one company – these things are traditionally done by many. This is really the big differentiator, and means our customers can get support from the same single company,” says Young Dal Kim.

He stresses that the end customers want good quality and cost effective solutions at the same time and that total cost of ownership is a very important factor today.

“We wanted to be the game changer in the security business.”

Internet of Things

Idis believes that many companies are just at the beginning of the process of understanding the potential of Internet of Things, but claims that the Internet of Things is something that Idis has been

doing for a long time.

“The Internet of Things is not a shiny new toy and it is not just a way in which devices will discover devices, it is where devices will auto configure themselves and save the user from carrying out a lot of steps. For us this is business as usual.”

The Idis flagship is a solution called Direct IP, which is a non-server HD solution that includes IP cameras, NVRs, monitors, software and more.

“Direct IP is probably the best example of how Idis is a pioneer of the Internet of Things. It is not just plug and play where devices can discover each other, it is plug and play where devices can think automatically and make life easier for the end user and the installer,” says Young Dal Kim.

The idea behind the concept is that not just large enterprises and organisations with big IT divisions should be able to use a more sophisticated HD solution, but also small businesses.



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Efficiency management

Pierre Racz has steered Genetec since 1997 and he has no plans to quit or to sell the company. In this interview with Detektor, he compares security software with the human brain and expresses his views on why he believes the market will consolidate.

“Every company will be a software company in the future, he says”

By Henrik Söderlund

Canadian Genetec is a global provider of IP video surveillance, access control and license plate recognition solutions all unified into a single software platform. The company has more than 650 employees, of which 400 are located in Canada. It is a private company and more than 20 per cent of revenues are spent on research and development. Pierre Racz says Genetec has a healthy turnover and that the growth rate is above the growth rate that is quoted in market surveys.

You have said that the industry is moving from being hardware centric to become software centric.

“When we started it was very hard to convince the industry to actually pay for software. Today, the industry understands where the value is. A good indicator of this is that in projects, we represent anywhere between 5 and 15 per cent of the total value. It is just like the human body where the brain by weight is 3 per cent – the legs are about 40 per cent – but you can still live with your leg cut off. Software is very strategic and it does create value for the users.”

Can you give an example?

“What we are doing is that we are codifying repetitive human actions so that humans can concentrate on doing better things. Just as we have seen how the introduction of calculators in classroom has enabled younger children to work at a higher level of abstraction. Instead of having to learn repetitive algorithms to do multiplications and additions, in the same way, more and more, the technology is enabling the security professionals to concentrate on the security job and ignore the technology. So there is real value in the software, and our planet

as a whole is getting much more software centric than it has ever been before. And this is true even in the security industry.”

You deal with IP video surveillance, access control and license plate recognition. Which is the biggest?

“More and more, what Genetec is about is helping our customers to achieve operational efficiency. When we say video is most important, it is more general than that. What we do is we marry structured information, like point of sale data, access control data etc. with unstructured information such as video and by combining the two we are able to help our customers gain insight into their operations, or even gain operational efficiency. Insight into your operations will let you find operational mistakes that can be avoided but are hard to figure out. But also, decision support lets you plan ahead of time how you go from an undesirable situation to a desirable outcome.”

” It is just like the human body where the brain by weight is 3 per cent – the legs are about 40 per cent – but you can still live with your leg cut off.

Is the US your biggest market?

“Yes it is, although Europe is substantially close to it. They were almost equal before the 2008 crisis, and after that it took about two months for the Americans to brush off the dust and get back on the horse; Europe has got back up, but was a lot slower to do so. We have had a growth rate of 55 per cent in the US, where as in Europe



Pierre Racz has steered Genetec since 1997 and he has no plans to quit or to sell the company.

the growth rates are more in line with the market and the market is growing at anywhere between 20 to 30 per cent a year. We were smelling that something was going to be wrong before 2008 but we thought it was going to be North America so we invested heavily in Europe only to be surprised about how slowly this was in coming, but now we see that it is picking up again.”

Are you targeting high end or low end?

“We do not view that in the same way as the industry does. When they say high end or low end, they count the number of cameras and we think this is wrong. We are democratising the enterprise way of managing distributed computing systems. An enterprise needs central policy and local execution. Take Starbucks as an example – they are really a forward thinking company; they have a small amount of cameras in each of their stores. But what is so amazing is the low number of people that are required for them to manage. They are able to set policies centrally but with local executions. You would not believe the savings that they have.”

You have said that inventing new technology is what you are aiming at. What will be your next step?

“We are focusing on a few things; one is producing a continuous stream of clever innovations. But we want to deliver this with excellence of execution and with the enhanced cooperation with the best of breed of our ecosystem. So, the continuous stream of clever innovations is that our customers want us to not only to fulfill their needs now but to anticipate their needs in the future, and this is our pledge to them – we are working hard to anticipate what they are going to need in the future.”

What is your view on the cloud?

“If you ask security people today they say that the cloud is for the future. But the fact that we have it now – and of course some of our customers are already adopting it – means that we are future prepared for our customers. And when they want to adopt the cloud, we are ready. And I can tell you everyone will adopt the cloud. Just imagine a hundred years ago; every manufacturing plant had its own team of engineers to produce electricity to

nt is key for Genetec

run the plant. Today, we are using cloud electricity.”

And what is your view on the Internet of Things?

“Like I said earlier, we are in the business of marrying structured information with unstructured information. We have already integrated all kinds of stuff, like baggage sorting machines, escalators and all kinds of subsystems at airports. So, the Internet of Things is something that we in the security industry have been doing for a while, before we came up with that name. This is happening more and more; we are gathering sensor data from all

kinds of remote locations and then correlating it with the video.”

Software is quite a fragmented market within the security industry even though Canon has bought Milestone. Will we see a consolidation?

“I recently met with Kevin Turner, he is the Chief Operating Officer of Microsoft, and he said that every company will be a software company in the future. I said this is so true. Our end users are writing software and our integrators are writing software. So there are more and more people that are writing software and the

challenge is going to be to be able to exchange information and have clear interfaces with boundaries. I do not see it as consolidated at all.”

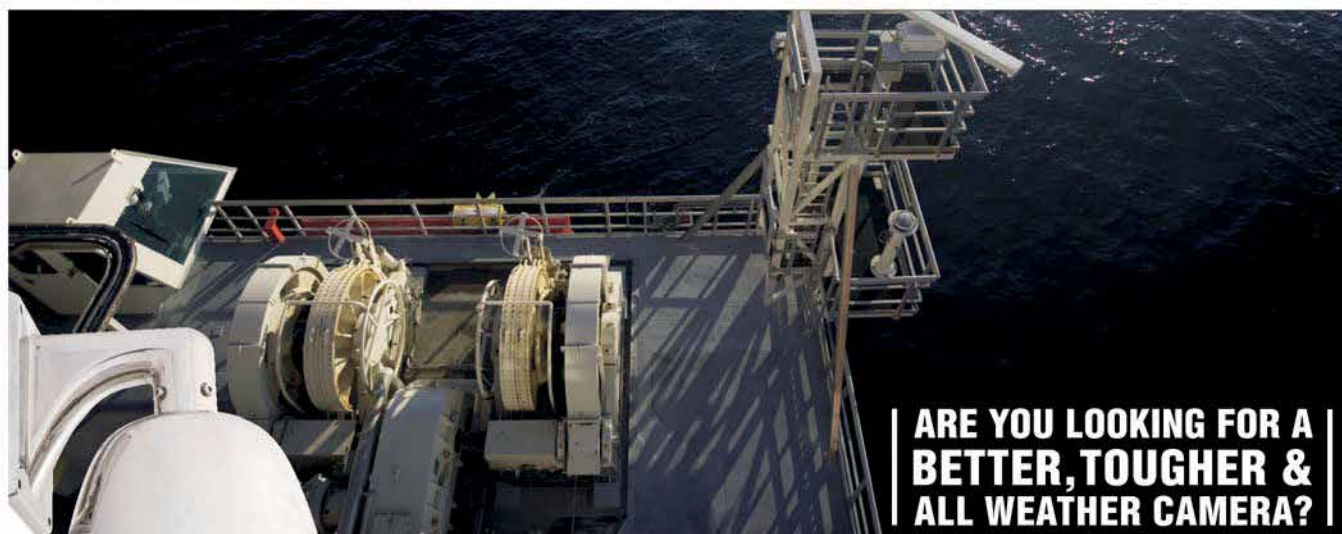
What is your biggest challenge?

“Our biggest challenge is to manage our growth. We have a high rate of growth and we have a family culture, which we are trying to keep. This is a huge challenge, especially now when we have facilities in Europe and our main research and development facility in Montreal, and there are cultural differences in the way the engineers approach problems. I am spending a third of my time making sure

that the teams remain effective.”

You own the company together with your kindergarten friend. Will you still be the owner five years from now?

“Yes, most likely. Private equity always has exits – they have bio clocks. We are not at the end of streaming ideas and it is not just about one person. We have a great deal of trust in our key employees. If a bus hits me, there are several people that are ready to take over. We are much more interested in selling products than selling stocks. We are having fun and we are good at it.”



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Intersec 2016 – a real kick off event for the security industry

In 2016, from the 17th to 19th of January, the yearly security exhibition Intersec will take place at the Dubai International Convention and Exhibition Centre. The organiser, Messe Frankfurt, will be launching some new highlights to further add value for the visitors.

Intersec is by far the most international security event in the Middle East region. In 2015 the security exhibition attracted 27,303 visitors from 118 countries and featured 1,234 exhibitors showing the industry's latest trends, cutting-edge innovations, new products and solutions.

As at any international show these days, video surveillance products and solutions will have a strong representation at Intersec 2016. Around 400 of the exhibitors are related to video surveillance and the market leaders, like Axis and Hikvision, are among them.

Access control, alarm products and other security systems will also be a strong feature at the show. In addition to that Intersec will launch a number of new pavilions and concepts to highlight certain specific areas of the security and safety market.

Smart & Safe Home Automation

Intersec 2016 will for the first time present the concept of Smart & Safe Home Automation through its international platform. The technology has seen rampant growth and development. The market in the *GCC has not only begun to realise the benefits in terms of comfort, security, and luxury, but also in terms of energy saving and increasing property value, thus all these realisations will continue to lead to a booming market in the GCC.

According to a Kipp Report the Middle East is approximately ten per cent of the expected Smart home market, which is expected to grow to more than \$55.8 billion by 2020.

The smart homes market has been segmented by product into energy management systems,

HVAC control, entertainment control, security and access control. The energy management system sector is further segmented into smart devices and lighting control solutions. Different security & access control product solutions included are intrusion detection systems, video surveillance, motion sensors, touch screen, and keypads.

Industry leaders like Schneider Electric, Fermax, Assa Abloy, Honeywell, Xtralis, CP Plus are already on board with the new concept and will showcase razor edge technology at Intersec 2016, according to Frankfurter Messe.

 **The global perimeter security market is estimated to grow from \$11.6 billion in 2013 to \$17.7 billion in 2018, according to business analyst firm Markets and Markets.**

Safety Design in Buildings

Intersec is introducing the Safety Design in Buildings Pavilion where visitors can find products and concepts within life safety design, building construction, fire protection, fire rated building materials, fire alarm systems and smoke ventilation systems.

Physical & Perimeter Security

Following the swift growth in global and regional perimeter and physical security markets, Intersec 2016 will feature a new stand-alone section for Perimeter & Physical Security.



Intersec is by far the most international security event in the Middle East region.

The global perimeter security

market is estimated to grow from \$11.6 billion in 2013 to \$17.7 billion in 2018, according to business analyst firm Markets and Markets. The physical security market, which has been valued at \$55.59 billion in 2013, is estimated to be worth \$87.95 billion by 2019.

Job Pavilion

Intersec will also launch a job pavilion for people looking for a job opportunity within the security & safety industry. They will have the chance to meet with recruitment companies, headhunters and HR departments from more than 1,200 security and safety companies.

The pavilion will offer a complete range of employment solutions and it will put you face-to-face with leading employers in the region that are looking for quality candidates across the security and safety industry.

Hot market

There is no doubting the popularity of Intersec is no wonder. The demand for security and safety solutions in the Gulf region is huge. For example the fire safety market is estimated as having a 15 per cent annual growth rate and will be valued at 3.15 billion US-

dollars by 2020, predominantly driven by industrial and commercial investments, while segments such as retail, institutional buildings, and public infrastructure are also contributing to new demand.

Growing fire safety market

Fuelled by a residential construction boom, Saudi Arabia currently holds a 46 per cent share (US\$644 million) of the US\$1.4 billion Gulf's fire safety market, while the UAE, with a 34 per cent share (US\$476 million) is also ramping up demand with the help of developments planned for the Dubai Expo 2020.

Increasing penetration of environment friendly fire suppression agents and advanced fire detection technologies are playing a critical role in shaping the market, all of which will be on display by more than 350 international fire and rescue companies at Intersec 2016, one of the world's largest security, safety, and fire protection trade shows.

Note: *GCC stands for the Cooperation Council for the Arab States of the Gulf and is a political and economic union consisting of all Arab states in the Persian Gulf area, including Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and the United Arab Emirates.

More than 3000 visitors at Security User Expo

With 3,109 registered security professionals visiting Security User Expo, the event lived up to expectations when it was held at the Bella Center in Copenhagen on 22-24 September.

The third edition of Security User Expo was held for the first time at the Bella Center. There were both TV and radio teams in place at the show to report on the security market trends and news. In addition, the conferences attracted the press, not least the half-day conference on Terrorism, which included the subject of both Islamist and right-wing groups posing a serious threat.

Denmark's biggest event

Security User Expo is Denmark's first and Scandinavia's second largest security exhibition and fills a great need.

– Security User Expo is a very important forum for the Danish security industry. When you walk around here, you notice very clearly

how important it is to have a forum like this, said Thomas Lausten, Vice President of Milestone Systems' sales in EMEA.

– An overall trend at this exhibition is integration and an increasing need for security systems that communicate with one another. This also includes using IP as a permanent communication hub in modern security systems.

Milestone was one of a total of 75 companies exhibiting at the show.

Trends – IP, VCA and open platforms

It was not only Thomas Lausten that had views on the current trends being shown at Security User Expo. Jens-Otto Buur,

Managing Director of ADI Global in Denmark, the security product distributor and the main sponsor of Security User Expo, had his view on the subject as well.

– It is still very much about IP video surveillance and in this field the trend is an increasing interest for video analysis. Video analysis is also very exciting and has great potential, commented Jens-Otto Buur.

– A clear trend is that customers are increasingly keen on going for systems based on open platforms, stated Jens Möller, Business Unit Manager for the the Assa Abloy product division Aperio in Scandinavia.

Great product mix

In general visitors at security exhibitions have become used to the domination of video surveillance related companies on the exhibition floor. That was not the case at Security User Expo, although there was a big representation



Security User Expo is Denmark's first and Scandinavia's second largest security exhibition and fills a great need.

present. Access control, gates, lock solutions, fog generators, alarm systems and DNA forensic marking solutions were all areas of attraction for the visitors to Denmark's most popular security trade event.

Sicurezza: The Italian market is recovering

Sicurezza was held from 3–5 November at Fiera Milano and really demonstrated that the Italian security market is on the rise. This year's biggest trend was home automation and smart home products, which dominated the show together with alarms and perimeter protection. Video surveillance products were standing in the background, except for Hikvision and Dahua.

By Henrik Söderlund

In 2014, Sicurezza attracted some 20,301 visitors. This year's number was not official when this magazine was printed, however, aisles were very crowded, especially on the second day.

There were 333 companies from 30 countries exhibiting throughout the 32,000 square metres at Fiera Milano.

Focus on home automation

Video surveillance products are usually the dominant sector at international security shows, but not at Sicurezza.

“Italy has historically been a market that has invested in a great deal of research in security tech-

nologies; both perimeter protection and indoor security. So, we have many companies producing these kinds of devices and Sicurezza is a reflection of society”, says Fabrizio Leonardi, Managing Director for Cias Elettronica.

He stresses that the biggest trend in the Italian security market today is residential home security, a sector that continued to grow throughout the financial crisis, from which Italy has been suffering severely. GPS Standard's Marketing Director Luca Capula also believes that solutions for the smart home industry is the biggest trend right now and that many companies are trying to find out what kind of

added value they could bring to this sector. Inim Electronics and Urmet were two of the domestic companies that were showing a whole range of connected home automation and smart living products.

Intrusion and alarms

Intrusion and fire alarm equipment were also featured strongly at the show through the two halls as well as perimeter protection and access control.

For example, Ksenia was showing the wireless fire detection system Src 4000 and Jablotron was showcasing its Jablotron 100 alarm system. Vanderbilt, Assa Abloy, Simons Voss and Salto were some of the international access control companies present.

Aggressive Chinese giants

Two companies had booths that were much bigger than all the oth-



Sicurezza was held 3–5 November at Fiera Milano.

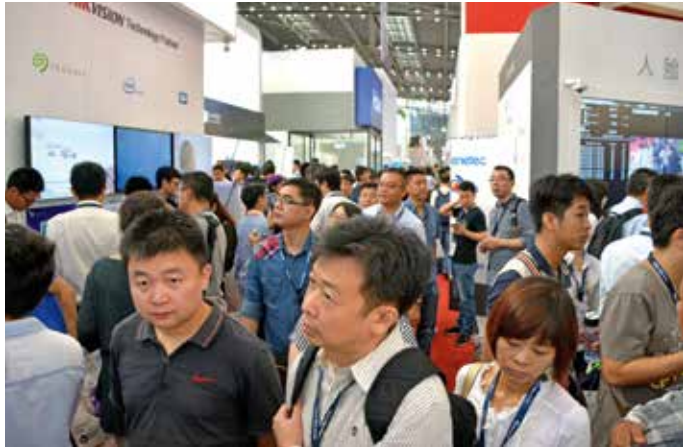
ers – Dahua and Hikvision. Dahua was showing its fish eye camera and HDCVI pro and Hikvision had a giant area where market verticals had been dedicated their own stands. That aggressive marketing is part of Hikvision's target of getting 50 per cent market share in 2017. Today their market share is 23 to 24 per cent according to Hikvision's South Europe Director, Massimiliano Troilo.

CPSE: China's power continues to grow

This year has been somewhat unstable for the Chinese economy, but at the CPSE security show in Shenzhen, stagnation and recession seemed far away.

"This year we see more newcomers than before. There are a lot of IT and Internet companies joining this industry", says Michael Yang, CEO of the show organiser.

By Henrik Söderlund



CPSE, the most crowded security exhibition in the world.

CPSE in Shenzhen is hard to summarise. The show is huge – last time there were 138,000 visitors according to the organiser. That seems like a very large number, however, there is no doubt it is bigger than both Ifsec in London and Security Essen in Germany. The show floor is 110,000 square metres and somewhere between 10 to 15 per cent of the exhibiting companies and about 8 to 10 per cent of the visitors were international according to the organiser.

A forecast

Walking around the giant Hall 1 in Shenzhen, the most striking observation is the great number of companies that are displaying video surveillance products. Video surveillance really dominated the main hall and almost all the big Western brands were there; Sony, Samsung, Axis, Bosch, Schneider, Panasonic and more. However, there were also a huge number of Chinese brands that did not only exhibit, but also had big stands with many products and a multitude of visitors.

"CPSE is like a forecast for the industry. Now China is the manufacturing and trading centre for the whole security industry and at every CPSE, you will see the future of the industry. This year, many people have said that the market has been quiet, but when you look at the crowd here, I am

very confident about the future", Michael Yang says.

4K and total solutions

4K has been around for some time now and cannot really be considered as a new trend, but it was obvious that many companies were putting a lot of effort into marketing their 4K cameras and almost every booth in Hall 1 seemed to have a 4K sign, including a great deal of Chinese manufacturers. Sony was one of the companies really displaying the difference between 4K and lower resolution cameras by comparing live recordings of a toy model.

Another current trend is the focus on total solutions. It could be seen in Shenzhen, and not least among the Chinese companies.

"In China we have a national promotion of internet plus, that means everything has to be connected. Many companies are releasing home automation products with internet connectivity. You can monitor everything in your house from mobile apps," says Michael Yang.

He also stresses that there were more video analytics at the show than before. Of course there were also access control solutions and alarms on display at CPSE, but not so much in Hall 1 – instead they were mostly to be found in the smaller Hall 6.

IT companies more interested

Michael Yang noted that there were many new companies exhibiting and some of these come from the IT and the internet industry.

He says: "For example Seagate and Toshiba would normally not exhibit by themselves, they would join a partner, but this year they exhibit alone and this means that the security industry is becoming more and more important for them."

Huawei is one example of the big and well-known companies do not traditionally have their roots in the security industry but was exhibiting at the show. The Huawei booth was actually one of the biggest at CPSE and the company was displaying its network cameras (including 4K), a video content management platform and a few of its partner products, such as Axis and Intel.

The Chinese giants

The two largest and most crowded stands were Hikvision and Dahua. Hikvision had mounted one of its cameras on a drone, recording the surrounding crowd and displaying the images on a big screen. When the drone was launched, it attracted a crowd of people to the booth. Except for a huge array of cameras, amongst other things, Hikvision was showcasing its IVMS-5200 VMS platform, a centralised and open surveillance management system, designed to target a broad range of vertical markets.

Uniview is one of the largest Chinese video surveillance manufacturers and the company's technical director, Aaron Chao, was happy with the show. He said he could see two major trends. "I think that branding has become much more important. A few years ago, many companies focused on OEMs, but now everyone knows it is more important to build your own brand channel and brand name. The other trend is that more and more players in the Chinese se-

curity industry are paying attention to total solutions, not only to single products", he explained.

The future of the Chinese market

This year has seen increased worry about the Chinese economy and growth, and as the show was taking place, it was reported that Chinese manufacturing had shrunk for the third consecutive month in October. However, all of the Chinese manufacturers that Detektor magazine spoke to at the show were positive and confident about the future.

Michael Yang says: "I think this high growth will continue for at least 3 to 5 years, because there are still tons of opportunities in China, and there remains a massive scope to grow internationally, for example in Africa, the Middle East and Latin America. There are so many opportunities."

Uniview's Technical Director Aaron Chao agreed:

"The big Chinese players still have a very small portion of the international market share. We think in the future, let's say within 3 to 5 years, Chinese companies will gain more and more market share. There are really some golden opportunities."



AR Media had its own stand and promoted the magazine Detektor.

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Security Events Calendar

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 center
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 SFITEX 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



18-20 November FinnSec – Helsinki, Finland

Venue: Messukeskus
Organiser: The Finnish Fair Corporation
Tel: +358 40 450 3250, **Fax:** +358 9 142 358
Email: customer.service@finnexpo.fi
Website: www.messukeskus.com

2016



12-14 January Perimeter Protection 2016 – Nürnberg, Germany

Venue: Messezentrum
Organiser: NürnbergMesse GmbH
Tel: +49 (0) 9 11 / 86 06-80 00
Fax: +49 (0) 9 11 / 86 06-80 01
Website: www.perimeter-protection.de



17-19 January Intersec – Dubai, United Arab Emirates

Venue: Trade Centre Arena and Sheikh Saeed Halls 1-3
Organiser: Messe Frankfurt Middle East GmbH
Tel: +971 4 389 4500, **Fax:** +971 4 358 55 33
Email: intersec@uae.messefrankfurt.com
Website: www.intersecexpo.com

February



23-26 February Sicur – Madrid, Spain

Venue: Madrid Exhibition Centre
Organiser: Ifema
Tel: +34 91 722 3000
Email: sigur@ifema.es
Website: www.sicur.ifema.es



24-27 February SIPS South Russia 2016 – Krasnodar, Russia

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

March



15-17 March ISNR 2016 – Abu Dhabi, United Arab Emirates

Venue: Adnec
Organiser: Reed Exhibitions Middle East
Tel: +971 2 4917615, **Fax:** +971 2 4917612
Email: info@isnrabudhabi.com
Website: www.isnrabudhabi.com



15-17 March 2016 Infosecurity – Abu Dhabi, United Arab Emirates

Venue: Adnec
Organiser: Reedexpo
Tel: +87124090346
Email: nehme.shehab@reedexpo.ae
Website: www.isnrabudhabi.com



15-16 March connect:ID – Washington, DC, United States

Venue: Walter E. Washington Convention Center
Organiser: Science media partners

Tel: +4401189844932

Email: j.bill@sciencemediapartners.com

Website: www.connecidexpo.co

April



13 April Trygghetskamerans dag – Stockholm, Sweden

Venue: Clarion Hotel Stockholm
Organiser: AR Media International AB
Tel: 46 73-987 53 33
Email: deniz.baykal@armedia.se
Website: www.securityuser.com/
TrygghetskameransDag



19-21 April Secutech – Taipei, Taiwan

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



19-20 April Security & Counter Terror Expo – London, United Kingdom

Venue: Olympia
Organiser: Clarion Events
Tel: +44 (0) 20 7384 7778
Email: david.thompson@clarionevents.com
Website: www.counterterrorexpo.com

May



5-7 May 2016 Cartes – Washinton DC, United States

Organiser: Comexposium
Tel: +33 (0)1 76 77 11 07
Email: isabelle.alfano@comexposium.com
Website: www.cartes-america.com

June



31 may – 2 June Eliaden 2016 – Lillestrøm, Norway

Venue: Norges Varemesse
Organiser: Eliaden
Tel: +47 23 08 77 00
Fax: +47 22 56 82 12
Email: post@eliaden.no
Website: www.eliaden.no



21-23 June Ifsec – London, United Kingdom

Venue: Excel Exhibition ground
Organiser: UBM
Tel: +44 20 7921 5000
Email: info@ubm.com
Website: www.ifsec.co.uk

November



SKYDD – Stockholm, Sweden 25-27 November

Venue: Stockholmsmässan
Organiser: Stockholmsmässan
Tel: 08 749 41 00
Fax: 08 99 20 44
Email: info@stockholmsmassan.se
Website: www.skydd.net
Visit AR Media at SKYDD

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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Detektor International Award winners 2015

At an exclusive celebratory gala dinner event during the Sectech show in Stockholm, industry professionals gathered together with the finalists in each category to hear the results of the most prestigious awards in the security industry.

By Rachel Ward Owen

The award winners, once announced, were to join an elite list of companies that have won the Detektor International Award since its original inception in the year 2000.

The Detektor International Awards were introduced to highlight and reward the providers of security products and concepts that has launched the most genuine 21st century technology in terms of innovation and customer orientation.

As an independent award, an intentionally specific and unique criteria means that companies are not able to apply or enter their products for consideration as an award winner. Instead, over the 18 months prior to the awards ceremony, the panel of Detektor International judges scrutinise the industry to identify potential candidates for each of the three categories – Access Control, Alarm & Detection and CCTV.

And so now, after much deliberation, the three overall winners have been revealed – **HID Global** in the Access Control category, **Dualtech IT** in the Alarm & Detection category and **Axis Communications** for CCTV.

Access Control winners

The winner of the *Best Access Control Product 2015* is **HID Global** from the USA for the mobile access control solution, HID Mobile Access.

The *Highly Commended Access Control Product Award* was presented to **Axis Communications** from Sweden – for the A8004-VE Network Video Door Station.

Finally, the *Innovative Achievement Award* for the access control category is shared by **Salto Systems** from Spain – for the smart-phone access control app enabling JustIn Technology, and Assa Abloy



The overall Detektor International Awards-winners Dahn Sadarangan, HID Global, Carl Staël von Holstein, Axis and Johan Holmström, Dualtech IT at the prize ceremony in Stockholm.

from Sweden – for the Aperio KS100 Server Cabinet Lock.

Alarm & Detection winners

The overall winner in the Alarm & Detection category and the receiver of the *Best Alarm Product 2015* is **Dualtech IT** from Sweden – for the software platform and cloud service solution – EWM 2.0 with Eagle Eye Cloud Service.

The *Highly Commended Alarm & Detection Product Award* was awarded to **GJD Manufacturing** from the UK – for the IP PoE detection device – the D-Tect 2 IP. The runners up in this category, and so awarded with the *Innovative Achievement Award* were **Protect** from Denmark – for the PoE IP fog generating solution – the IP Fog Cannon with Intellibox and **Sensitive** from Sweden – for the ultra-thin radio, magnetic and heat sensor – Strip.

CCTV Winners

The ultimate winner in the CCTV Category and the receiver of the *Best CCTV Product 2015* is **Axis Communications** from Sweden

– for the camera solution that reduces bandwidth and storage requirements – Axis P32 Network Camera Series with Zipstream Technology.

In this category the *Highly Commended CCTV Product Award* was presented to **Avigilon** from Canada – for the single sensor 7K HD surveillance camera – the 7K HD Pro (30M).

The *Innovative Achievement Award*, in the CCTV category, was shared equally by **Merit Lilin** from Taiwan – for the 120 frames per second 1080P Ultra series camera – the UFG1122, and **Hikvision** from China – for the All in One NVR – the DS 7600NI-E1/A.

Tough decisions

Lennart Alexandrie, publisher of Detektor International and CEO at AR Media International said, “We really had a tough decision this year when narrowing down the shortlist to just four finalists in each of the three categories. The security market and technology in general is moving at such a fast pace, and differing sectors

of the industry are moving in different directions. So on the one hand we have complete new technology to consider within a sector and on another hand we have companies that are embracing change and really entering into a new era for their sector. In addition, there is a great deal of niche market specialisation and customisation emerging that aims to cater for particular vertical markets, which is also very interesting.”

“In spite of all of this really complex mix of ideas and technologies, when the results of our ballot were counted it was fairly obvious that HID, Dualtech IT and Axis were the resounding first prize winners this year.”

“Whatever happens in the security industry, it is absolutely certain that next year’s 17th Detektor International Awards 2016 will bring a whole new set of parameters for us to consider – and we are pretty sure that everyone else looks forward to it with as much anticipation and interest as we do!” concluded Lennart Alexandrie.



A unique glass sculpture, designed by the world famous artist Bertil Vallien, was received by the overall winner in each product category.

Foto: Andreas L Eriksson

• The Access Control Product Category

Best Access Control Product



HID Mobile Access.

HID Mobile Access from HID Global (USA)



The **HID Mobile Access**, powered by Seos, is a dynamic solution that merges security and convenience to allow users to open perimeter gates, doors and interior locks with a mobile device, a card or both. Choose from a simple "tap" experience or open doors from an impressive distance with HID Global's patented "Twist and Go" gesture technology. The solution consists of a technology download in the form of the HID Mobile Access App in conjunction with the robust HID Secure Identity Services portal. It supports both NFC and Bluetooth Smart, and so al-

lows for functionality with a broad range of iOS- and Android-based smartphones and other smart devices without requiring handset sleeves or other accessories.

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

"HID Mobile access seamlessly merges security and convenience for a dynamic access solution with the innovative "Twist and Go" technology. A truly winning formula!"

Highly Commended Product Award

The A8004-VE Network Video Door Station from Axis Communications (Sweden)



For the first time in the video entry market, the Axis **A8004-VE Network Video Door Station** delivers an open platform technology, non-proprietary IP-based door station providing two-way communication, HD video identification and remote entry control. The robust A8004-VE is suitable for outdoor use and includes an HDTV camera with WDR. It has been designed to complement any surveillance installation with new levels of security for effective identification and entry control and allows users to quickly and easily identify and communicate with persons at the door and securely allow them to gain

access. The A8004-VE connects to an existing IP network and PoE connection allows for installation with one single network cable whilst providing enough power to also support standard door-locks to enable remote entry from a mobile device or a PC.

The motivation expressed by the panel of DIA judges:

"The first open network IP-based video entry solution boasts two-way communication, HD video and remote control. Axis is certainly determined to make a difference in the access control market."

A8004-VE Network Video Door Station.

Innovative Achievement Award

JustIn Technology from Salto Systems (Spain)



The Salto in-house designed **JustIn Technology** is an app based technology that brings flexibility and practicality to access control making it easy and secure to use smartphones as a part of an access control solution. Designed for various vertical markets the Justin

mobile key app allows users to use their BLE-enabled smartphone to securely receive keys online via the cloud, anytime and anywhere. Users can then access doors directly using only their phone. JustIn Technology combines Ultralight C, Desfire EV1, Mifare Plus, Bluetooth and NFC technologies into one secure package and no special software is required. The solution works across the Salto product range including the XS4 and AEElement electronic locks collections.

The motivation expressed by the panel of DIA judges:

"Innovative in-house designed Justin apps from Salto cleverly bring the flexibility of BLE or NFC enabled smartphones to vertical markets in access control solutions."

The Aperio KS100 Server Cabinet Lock from Assa Abloy (Sweden)



The **Aperio KS100 Server Cabinet Lock** adds comprehensive, real-time access control capabilities to a server cabinet, drawer or rack without the complexity and expense of changing or adding an additional access control system. The KS100 integrates with any access control system and communicates wirelessly

with it through the communication hub. The communication hub connects to the access control system with Wiegand or RS-485 wiring. When a credential card is presented to the reader on the lock, the request for access is sent wirelessly to the communication hub. The communication hub then communicates through Wiegand or RS-485 to the access control system where the decision is made to grant or deny access.

The motivation expressed by the panel of DIA judges:

"This access control solution not only ensures that corporate IT and data are secure, but it also impressively re-confirms the innovative power of Assa Abloy."



THE OVERALL **WINNER** BEST CCTV PRODUCT



P32 Network Camera Series

The jury's comment:

"Truly leading from the front with this radical Zipstream technology these cameras offer drastic reductions in both bandwidth and storage for surveillance applications."



- The Alarm and Detection Product Category



Best Alarm and Detection Product

The EWM 2.0 with Eagle Eye Cloud Service from Dualtech IT (Sweden)



Easy Web Manager EWM 2.0.



The **EWM 2.0 platform** combined with the **Eagle Eye Cloud** service allows the security installer to upgrade existing analogue clients to a digital based surveillance system and at the same time provide them with a faster more flexible security system, plus an optional new range of additional services via the cloud. The solution package consists of the Easy Web Manager EWM 2.0 software platform paired up with the Eagle Eye cloud service subscription, and the DALM certified digital to analogue security router. This innovative solution provides a vehicle for installers to move away from a product based business

towards a recurring monthly revenue customised service based business. Dualtech also provides the installer with a dedicated end user targeted marketing campaign package.

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

"This alarm communication solution offers an outstanding cloud based risk management service AND new revenue opportunities for security providers. An undisputed winner for 2015!"

Highly Commended Product Award

The D-Tect 2 IP from GJD Manufacturing (UK)



D-Tect 2 IP.



The **D-Tect 2 IP** is an IP passive infrared detector for use with VMS systems and is programmable remotely over a web based interface for adjustments, including LUX level trigger, sensitivity and detection range as well as setting activation for specific times. It is a highly sophisticated IP-based detection device that harnesses the power of IP with Power over Ethernet connectivity, advanced signal processing, quad pyro scanning and unique optical systems to provide state-of-the-art alarm capture. The detection beam range can be programmed for up to 30 metres, avoiding boundary overspill and making it par-

ticularly effective for perimeter detection. Installation is just as easy as setting up an IP camera, so low installation costs, low maintenance costs and quick deployment.

The motivation expressed by the panel of DIA judges:

"GJD accelerates into a new era with this user friendly yet highly innovative, versatile and remotely programmable PoE IP intrusion sensor for use with VMS systems."

Innovative Achievement Award

The IP Fog Cannon with Intellibox from Protect (Denmark)



On activation the **IP Fog Cannon with Intellibox** obscures everything from view with a thick dense harmless fog. The new IP remote functionalities save time and money and include monitoring, analysis and control of the fog cannon. Functions and features can now be accessed and operated remotely such as, monitoring and analysing working state and fault conditions, debugging, service checks, firing of

the fog, setup and control of the fog cannon, and remote software updates. Access is now also provided to the substantial volumes of data about the fog cannon in real-time and also to legacy stored data. A multicard expansion board allows for 9 independent outputs making it possible to separate the signalling of various fault conditions.

The motivation expressed by the panel of DIA judges:

"The world's first IP fog generator solution saves time and money and enables previously unavailable remote functions – a real step forward for this sector of the industry".

Strips from Sensitive (Sweden)

Strips by SENSATIVE



The **Strips Series** is a set of ultra-thin radio magnetic/heat contacts connected through a smart network Z-Wave gateway. The device consists of a plastic Strip with a magnetic sensor, temperature sensor and built-in battery with an adhesive backing and is only 3mm thick. Marketed as, the "invisible door/window sensors", these products are designed to protect the perimeter of a smart home or office when attached to windows, doors and other valuables. Users can be notified if

a door or window is left open and a built in temperature sensor can also help to control energy costs. The long life mercury free battery ensures up to ten years usage and is better for the environment.

The motivation expressed by the panel of DIA judges:

"The Strips series of ultra-thin sensors, connected through a smart network Z-wave gateway, delivers a stunning response to security demands in contemporary smart homes."



THE OVERALL **WINNER**

BEST ALARM & DETECTION PRODUCT

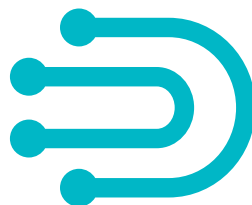


Easy Web Manager 2.0 PRO

The jury's comment:

"This alarm communication solution offers an outstanding cloud based risk management service and new revenue opportunities for security providers.

An undisputed winner for 2015!"



DUALTECH

www.dualtech.se



• The CCTV Product Category

Best CCTV Product

Axis P32 Network Cameras with Zipstream Technology from Axis Communications (Sweden)



Axis P32.



The **Axis Zipstream Technology** within the **Axis P32** series network cameras has been developed specifically for video surveillance applications and lowers bandwidth and storage requirements by an average 50% or more, and it is H.264 compression standard compatible. Axis Zipstream technology is a collection of algorithms in the camera that analyses the video stream in real-time and filters out unimportant details. The result is that scenes containing interesting or important forensic details, like faces, tattoos or license plates, are recorded in full image quality and resolution while other less important areas, such as white walls, are

filtered out, to optimally use available bandwidth and storage.

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

"Truly leading from the front with this radical Zipstream technology these cameras offer drastic reductions in both bandwidth and storage for surveillance applications."

Highly Commended Product Award

The 7K HD Pro (30M) from Avigilon (Canada)



7K HD Pro.



The **7K HD Pro (30M)** surveillance camera from Avigilon is the security industry's first single sensor 7K camera offering horizontal resolution exceeding 7,000 pixels and more than 30 million total pixels (7360 x 4128) for super clear image quality. This camera is capable of providing the coverage of over 99 traditional VGA resolution cameras and delivers detailed images even in extreme lighting conditions. Storage and bandwidth requirements are kept low through seamless integration with Avigilon's patented High Definition Stream Management (HDSM)

2.0 technology. High resolution imaging provides clear, sharp HD images to maximize situational awareness over a larger area while at the same time enabling detailed image capture to zoom in on critical items.

The motivation expressed by the panel of DIA judges:

"Avigilon drives the security industry forward with the first single sensor 7K camera with more than 30 million pixels in total to produce super smooth images."

Innovative Achievement Award

The UFG1122 from Merit Lilin (Taiwan)



The UFG1122 120FPS full HD 1080P network camera from Merit Lilin is the first camera to operate at the ultra-high 120 frames per second, giving absolute clear resolution action capture - particularly effective for play-back, record and review within the casino and banking industries. The UFG1122 camera supports digital PTZ, 3D noise reduction and two way audio. It features a high dynamic range (HDR) mode and IR-cut filter, and is able to put images together into one shot that

brings out details in both the shadows and the highlights. The 120FPS frame rate allows the footage to be conformed to typical video playback speeds of 30FPS for 4X slow motion with a definite smooth effect.

The motivation expressed by the panel of DIA judges:

"The world's first surveillance camera with an impressive 120 FPS capturing absolutely clear HD resolution action – priceless for banks and casinos."

The DS 7600NI-E1/A from Hikvision (China)



The **DS 7600NI-E1/A** is an all-in-one NVR with the appearance of a simple monitor that integrates video viewing, recording, storage and display with monitor and NVR in one single compact unit. It is designed to provide an ideal solution for home surveillance and the SME sector, such as retail stores, hotels and hospitals, wherever the environment demands a neat and unobtrusive unit. It features a 22" surveillance-level LCD monitor, designed to offer maximum reliability with double the operational life span of traditional LCD units and supports up to 8 network camera connections at resolution levels of up to 6MP for synchronised video preview and playback. The small size of the combined unit also means users can easily set the unit on the table top or mount it on the wall.

The motivation expressed by the panel of DIA judges:

"Cleverly compact and deceptive in appearance – this fully featured simple to deploy All in One NVR has the look of a simple monitor."





THE OVERALL **WINNER**

BEST ACCESS CONTROL PRODUCT



HID Mobile Access

The jury's comment:

"HID Mobile Access seamlessly merges security and convenience for a dynamic access solution with the innovative Twist and Go technology. A truly winning formula!"



www.hidglobal.com



HIGHLY COMMENDED ACCESS CONTROL PRODUCT



A8004-VE Network Video Door Station

The jury's comment:

"The first open network IP-based video entry solution boasts two-way communication, HD video and remote control.

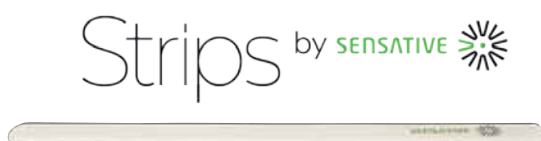
Axis is certainly determined to make a difference in the access control market."



www.axis.com



INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF ALARM & DETECTION PRODUCTS



Strips

The jury's comment:

"The Strips series of ultra-thin sensors, connected through a smart network Z-wave gateway, delivers a stunning response to security demands in contemporary smart homes."



www.sensative.com



INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
ACCESS CONTROL PRODUCTS



Aperio KS100 Server Cabinet Lock

The jury's comment:

"This access control solution not only ensures that corporate IT and data are secure, but it also impressively re-confirms the innovative power of Assa Abloy."

ASSA ABLOY

www.assaabloy.com



HIGHLY COMMENDED
CCTV PRODUCT



7K HD Pro (30M)

The jury's comment:

"Avigilon drives the security industry forward with the first single sensor 7K camera with more than 30 million pixels in total to produce super smooth images."

avigilon
THE BEST EVIDENCE™

avigilon.com



INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF ACCESS CONTROL PRODUCTS



JustIn Mobile Key

The jury's comment:

"Innovative in-house designed JustIn apps from Salto cleverly bring the flexibility of BLE or NFC enabled smartphones to vertical markets in access control solutions."

SALTO
inspired **access**
www.saltosystems.com



HIGHLY COMMENDED ALARM & DETECTION PRODUCT



D-Tect2 IP

The jury's comment:

"GJD accelerates into a new era with this user friendly yet highly innovative, versatile and remotely programmable PoE IP intrusion sensor for use with VMS systems."

GJD
DETECT & SECURE

www.gjd.co.uk



**INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
CCTV PRODUCTS**



DS-7600NI-E1/A

The jury's comment:

*"Cleverly compact and deceptive in appearance
– this fully featured simple to deploy All in One
NVR has the look of a simple monitor."*

HIKVISION

www.hikvision.com



**INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
CCTV PRODUCTS**



UFG1122

The jury's comment:

*"The world's first surveillance camera
with an impressive 120 FPS capturing
absolutely clear HD resolution action
– priceless for banks and casinos."*

LILIN

www.meritlilin.com

Security buyers guide

Access Control

ExpoGraf CardKeep International AB

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Webb: www.cardkeep.se

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 www.forteza.com



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 www.nedapsecurity.com
 info@nedapsecurity.com

CCTV



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The system integrates Smart IP cameras, NVRs, and video management software, featuring Smart detection, Low-Light performance and comprehensive management, to provide reliable, scalable, around-the-clock protection for parking lots.



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