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International

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Lennart Alexandrie, Publisher

More acquisitions to come in 2016

We live in the era of globalisation. The security market is no exception. What happens in Europe, Asia or in the North America has a major impact on what happens on local national markets.

The security market in 2015 was in many ways eventful and will characterise 2016, not least the many mergers and acquisitions that were conducted.

Acquisitions in the global security industry took off sharply in 2015. It started in the video surveillance subsector when Canon made a bid for Axis, worth nearly 23.6 billion Swedish Kroner (2.8 billion US-dollars). Canon has so far been content with a stake of just over 85 percent.

After the Axis/Canon deal came some truly interesting acquisitions and mergers. In the access control and electromechanical lock subsector Allegion's purchase of Simons Voss for 210 million Euros was a deal that attracted much attention as it happened simultaneously with Allegion's acquisition of Axa Stenman for 185 million Euros. Axa Stenman is a manufacturer and provider of branded bicycle locks and lights as well as a wide variety of window and door hardware.

But perhaps the biggest individual deal related to access control and locks as well as accessories for door environments was of course the merger between the Swiss company Kaba and Dorma from Germany. The combined sales of the two companies are approximately 2 billion Swiss Francs (1.8 billion Euros), and with around 16,000 employees located in 53 countries, Dorma+Kaba will move up into second biggest manufacturer position in the access control and lock segment. Only Assa Abloy is ahead.

On the video surveillance page, interesting things continued to happen. Not least in the field of video management systems. For example, the Israeli software company Nice Systems, made an agreement to sell its business unit for video surveillance to the American investment company Battery Ventures for \$ 100 million. Almost as much - \$ 92 million - was paid by Flir Systems for the acquisition of Dvtel, a company also best known for its VMS solutions and its video analysis, but in addition, is a provider of video encoders, cameras and servers.

The American VMS company On-Net

Surveillance Systems, Inc. (ONSSI) took the decision to acquire Seetec, the German vendor of VMS solutions- Seetec was another message that the VMS sector is well into its consolidation phase.

In 2015 the acquisition of Siemens Security Products was completed by Vanderbilt, although the agreement had already been signed in 2014.

Finally, we cannot fail to mention Securitas' acquisition of Diebold's security business in North America for 350 million US dollars. This acquisition should be noted in the light of the hard drive by Securitas to quickly increase the company's share of technology-based services in their security portfolio, which is still dominated by manned guarding services.

Now it is 2016 and the market has already been shaken by two major business deals. Honeywell's 480 million dollar acquisition of Xtralis is one of them. The other is Johnson Controls' merger with Tyco, where the shareholders of Johnson Controls will own 56 percent of the equity in the combined company and receive a cash payment of approximately 3.9 billion US dollars. 44 percent of the equity in the combined company will be owned by the current Tyco shareholders.

The consolidation of the security industry will continue for sure during 2016. We will see more big acquisitions. The questions are which companies are going to be acquired and which companies will be the buyers. We can only speculate about that. Will, for example, the big Chinese video surveillance product providers, like Hikvision or Dahua, make any acquisitions in Europe or North America? Will Pelco, the video surveillance product business of Schneider Electric, be acquired in 2016? Will Avigilon expand through acquisitions or will this fast growing Canadian company be acquired itself? And how satisfied is Canon after the acquisition of Milestone Systems in 2014 and Axis in 2015? Will we see this giant manufacturer of consumer electronics make another acquisition in the security industry in 2016?

Well, we can assume that 2016 will be another eventful year, characterised by acquisitions and further consolidation of the global market, which - of course - will affect the security industry locally as well.

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PREVIEW



The security exhibition Intersec 2016 attracted 31,939 visitors when it was held on January 17th to 19th in Dubai.

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Detektor visited Hikvision – the world's largest video surveillance manufacturer.

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Secured construction sites along the \$1.25 billion Eurasia Tunnel

The Eurasia Tunnel ranks amongst the world's most significant engineering projects. Costing 1.25 billion US Dollars, the Eurasia tunnel connects the European and Asian sides of Istanbul under the Bosphorus Strait, a channel linking the Aegean and Black Seas. The Project is 14.6 km long, including its service roads and entrances, with a 5 km tunnel, of which 3.34 km two-storey section extending below the sea bed to a depth of 106 meters. The tunnel is due for completion in December 2016 and construction is well under way.

The Eurasia Tunnel will provide an additional transport link between the two halves of Istanbul; reduce crossing times from 100 minutes to 15 minutes; alleviate road traffic congestion; and significantly reduce traffic-related pollution. It is located 1km south of the existing Marmaray, undersea railway tunnel, opened in October 2013.

The entire tunnel construction project is managed by YM&SK JV, a joint engineering conglomerate made up of Turkish company, Yapi Merkezi and South Korean engineering firm, SK Engineering. Yapi Merkezi has considerable expertise and experience in underground construction work and large-scale project management, with a portfolio of prestigious projects including the Dubai and İzmir Metro's and the Antalya and Istanbul Tramways.

Integral Kurumsal Teknoloji Cozumleri (Integral) provides YM&SK JV with specialist CCTV and security systems in its five main construction locations along the tunnel's path. It also provides monitoring of the Tunnel Boring Machine, TBM, which has been specifically designed and manufactured for this project. The CCTV systems protect each construction site perimeter, help with production process management and ensure staff safety at all time. Integral was chosen for its excellent reputation as an integrated technology solutions provider and for its efficient and thorough delivery of high-level and advanced projects of this type, on time and to budget.



The Eurasia Tunnel project is extremely important to the area. Total investments exceed \$1.25 billion and strict environmental requirements must be met.

24/7 surveillance

Integral has used Grundig IP cameras to provide 24/7 surveillance of the perimeter of the five construction areas. These cover feeder roads, which are being widened at both ends; the construction of a new underpass on the European side; overpasses and a bridge on the Asian side; and toll areas at both ends.

Grundig IP PTZ cameras are also positioned centrally in each construction site, looking outwards, to allow site managers to closely follow construction progress and to ensure no activity is missed. A further four temporary cameras are positioned inside the tunnel to monitor the pump stations and two further cameras have been attached to the TBM, front and back, to monitor the operation.

120 000 vehicles every day

Ercan Tas of Integral stated, "Grundig cameras offer excellent reliability, provide high quality images and operate at night in low light conditions. It was important that all the cameras, including the PTZ's, could withstand the harsh construction environment. Grundig is a brand we have used on other high-profile and demanding industrial applications and one we can trust. It is expected that an average of 120,000 cars and mini buses will use the tunnel each day, which should have a significant, positive impact on the environment of the city of Istanbul."

Connects Asia with Europe

After a period of 24 years and 5 months operation, the tunnel's owning company will transfer the

tunnel to the General Directorate of Infrastructure Investments (AYGM) of the Republic of Turkey Ministry of Transport, Maritime Affairs and Communications.

Yalcin Demirak, Area Sales Manager – Middle East, for Grundig Security added, "The Eurasia Tunnel project is extremely important to the area. Total investments exceed \$1.25 billion and strict environmental requirements must be met. It profiles Istanbul on a world stage and represents a symbolic joining of two continents. Grundig is proud to be involved in the protection and management of the tunnel during construction and to be part of the pioneering team that is delivering this exceptional engineering project."

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ANPR market to reach \$1.05B by 2020

Hadapsar, India

The Automatic Number Plate Recognition (ANPR) market is estimated to reach USD 1.05 Billion by 2020, at a CAGR of 13.25% between 2015 and 2020. This growth according to Marketsandmarkets is attributed to the adoption of ANPR systems for traffic management and law enforcement applications around the globe. Also the ANPR system market will witness demand from the commercial applications such as toll collections and dedicated parking in the forecasted period.

The new market report from Marketsandmarkets finds that the fixed ANPR system held the major share of the market in 2014. This market is expected to grow at a CAGR of 13.54% between 2015 and 2020. The growth of the fixed ANPR system is attributed to the increasing demand from applications such as traffic management, toll collection, and parking areas.

The toll collection application is expected to grow at the highest CAGR between 2015 and

2020 and is predicted to grow at 17.46% during the period covered by the research. The rapid increase in the adoption of vehicles and the increasing government regulations for the implementation of the electronic toll collection system market is expected to drive the growth of this market.

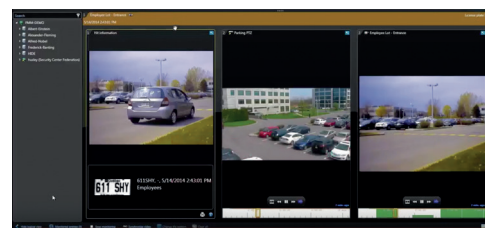
The ANPR system market in APAC is expected to grow rapidly as a solution to various issues such as traffic congestion, police enforcement, toll collection, and parking which have arisen due

to the rise in the urban population. In APAC, countries such as Japan and China have installed ANPR system in various application areas such as toll collection, parking, and traffic management. The ANPR system market in APAC is expected to grow at the highest CAGR of 18.06% during the forecast period.

The report entitled, "Automatic Number Plate Recognition System Market by Type (Mobile, Fixed, Portable), Application (Traffic Management, Law Enforcement, Toll Collection, Parking Areas), & Geography - Analysis & Forecast to 2020", finds that some of the major companies dominating the ANPR systems market include 3M Company (U.S.),

ARH Inc. (Hungary), Elsas North America LLC (U.S.), Genetec Inc. (Canada), Q-Free ASA (Norway), Vigilant Solutions Inc. (U.S.).

In this research report, the global ANPR system market is segmented on the basis of type, component, application, and geography. It describes the drivers, restraints, opportunities, and challenges for the growth of the ANPR system market. The Porter's five forces analysis has been included in the report with a description of each of its forces and their respective impact on the ANPR system market.



The Automatic Number Plate Recognition (ANPR) market is estimated to reach USD 1.05 Billion by 2020.

Home Automation – new growth area for installers and integrators

London, UK

A recent survey conducted by the Ifsec International team has found that an overwhelming majority of security installers and integrators cite home automation as a potential growth area.

At London's Excel from 21–23 June, Ifsec International 2016 will be a strategically significant platform to present current technologies and research to the market as security systems and services play an increasingly vital role in building automation. For the purpose the exhibition will host a dedicated Smart Zone, comprising a replica 'smart home' fitted out with the latest home automation.

Having polled the views of hundreds of installers, Ifsec International found that 92% saw the 'smart home' – whereby lighting, heating, alarms and other household functions are interconnected and remotely controlled via smartphone or PC – as a potential area for diversification.

The survey also revealed

that 88% of respondents would be more likely to attend Ifsec International if a dedicated home automation zone were introduced.

Gerry Dunphy, Event Director of Ifsec and Firex International says: "Although we sensed that home automation and smart buildings were on the brink of a growth surge, even we were taken aback by the enthusiasm among installers to move. It certainly seems to vindicate our decision to launch an area dedicated to home automation and smart buildings for Ifsec International 2016."

Marketsandmarkets projects global growth of 11.36% (CAGR) between 2014 and 2020 of the security specific home automation industry. Boasting knowledge of security standards



At London's Excel from 21–23 June, Ifsec International 2016 will be a strategically significant platform to present current technologies and research to the market as security systems and services play an increasingly vital role in building automation.

and regulations, commercial security installers will hope to compete well with IT companies in any foray into a still-immature market. Training and education will be essential to a smooth transition, albeit installers and integrators will bring plenty of

transferrable skills.

The new zone will also incorporate presentations on 'smart cities', a smart theatre will star leading speakers on the internet of things, home automation and the latest building automation technologies.



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Biometric access control market to exceed \$12B by 2019

Toronto, Canada

Technavio has released updated information on the biometric systems market, with the publication of its new market research report.

The global biometric access control systems market is expected to grow at a CAGR of more than 18% between 2015 and 2019, owing to the shift from non-biometrics technologies such as PINs and smart cards for controlling access to secure premises.

The research report outlines the market outlook of biometric access control systems with growth forecast until 2019 when the company predicts the market will exceed \$12B. The market study details the market segmentation by government, BFSI, transportation, and healthcare. It includes the market shares for MEA, Latin America, Europe, and North America. The leading players analysed in this report include 3M Cogent, HID Global, M2SYS Technology, NEC, and Safran.

North America is the largest

market in the global biometric access control systems, accounting for a market share of around 38%. The region is experiencing higher adoption of biometric access control systems across BFSI and government sectors.

"Of late, the market is witnessing increased demand for cloud-based biometric services as these are more secure and reliable. Also, these cloud services provide constant monitoring when compared to other biometric solutions. Cloud-based biometric services are cost effective for organisations

as they require a huge cloud database to store biometric information of individuals," says Navin Rajendra, Lead Analyst, ICT, Technavio Research.

The need for highly secure identification and personal verification systems has increased especially in the BFSI sector. To avoid security breaches and transaction frauds, several global banks and financial institutions are integrating biometrics technologies, such as voice recognition and fingerprint recognition, with access control systems in cellphone-based applications to provide customers secure access to online accounts.

The key players in the global biometric access control systems



The need for highly secure identification and personal verification systems has increased especially in the BFSI sector.

market are 3M Cogent, HID Global, M2SYS Technology, NEC, and Safran. The market is highly fragmented with a large number of multinational vendors and small local players. Intense competition, advances in technology, and frequent changes in end-user preferences constitute significant risk factors for the vendors.

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Market trends and security industry growth in 2016

Each year Memoori Research publish an annual report on the state of the Global Security Market. The report points out the major technology and commercial trends that are impacting the business. In this article for Detektor International, Jim McHale, from Memoori, reveals some of the key trends that are highlighted in the report and certainly will have an impact on 2016.



Jim McHale, from Memoori, reveals some of the key trends.

Security has in the past always been regarded as a cost centre and as such has been towards the end of the food chain for capital investment and this can be particularly crucial when budgets are restricted. However the introduction of IP Network technology to Video Surveillance and Access Control systems aligned to IT Convergence has delivered additional value add services right across the business enterprise increasing productivity and reducing operational costs,

according to Jim McHale.

– Where customers can realise these benefits the buying influence goes up the management chain and the investment is more likely to be found. However to get this message delivered to the end users and to ensure that the benefits can be achieved has required some significant changes in the distribution channel.

Furthermore Jim McHale states that the opportunities and the benefits for more joined up solutions has required system in-

tegrators to be more “IT-ised” and distributors need to shape up their technical skills.

– Shifting boxes does not win in the IP Network solutions business. This has resulted in a significant increase in value add on projects and growth in the security business, says Jim McHale.

For many manufacturers, in order to deliver the best solution they have decided that it is necessary to acquire, merge or form alliances and partnerships with

other suppliers.

– This is not just restricted to manufacturers, system integrators have also either acquired IT network installers or formed strategic partnerships with them so that they can deliver the total solution, concludes Jim McHale, who has summarized the current trends in six different categories – related to the growth of the security technology industry – all based on the Global Security Market report from Memoori.

Trend 1: Growth through specialisation

The market for physical security products has become far more competitive over the last five years and it's no longer possible for companies to maintain leadership across all three systems across the world unless they have the scale and size to deliver a constant flow of new products.

Focus on one segment of the market has benefitted the leading companies in Group B (Sales between \$1bn & \$100m) and C (Sales below \$100m), judging by their growth and profitability performance. Most are totally committed to manufacturing products and have grown organically and specialise in one or two segments of the physical security industry.

Focus can also be achieved by organising business around vertical markets and many Group A companies (Sales above \$1bn) do this rather well. Some have been very successful in growing their systems business by joining security with their other safety and control businesses and at the same time focus on specific vertical markets.

In the developed markets of

the west in order to maximize the opportunities of delivering on ROI it is vital for suppliers to have specialist knowledge and experience in vertical markets where IP Convergence is starting to take root including particularly, Retail, Transport, Health and Industrial markets. But equally important is to be able to offer plug and play solutions and interface with the other building services.

Concentrating on fast growing geographical markets has worked well for Chinese companies, because their home market is the fastest growing and now the largest single country market. There is some doubt about how

open the china market is, given that the public sector accounts for well over 50% of the business and for whatever reason this sector is proving almost impenetrable to western products.

Two Chinese companies (Hikvision and Dahua) have in the last three years built up massive scale on the basis of their home market far outstripping all other video surveillance manufacturers in the world. They now have established a strong foothold in the USA and more recently have established themselves in Europe and are growing at a pace that most western manufacturers would be very proud of. →

Order the new Global Security Market report

Each year Memoori Research publish an annual report on the state of the Global Security Market. In the report we assess the major techno / commercial trends that are impacting the business. In this article for Detektor International we discuss some of the key trends highlighted in our report.

The report can be purchased directly from AR Media International for \$999 USD for a Single User License or \$1,499 USD for an Enterprise License. Visit: http://www.armedia.se/en/products_other_physicalSecurity_info.asp

→ It is vital for leading IP Video Network surveillance manufacturers to penetrate the China market and if they can't get established now that China is moving over to IP technology gradually they will be reduced to competing only at the enterprise level across the world. This market will grow of course but commoditisation of

video cameras means you only win by building up volume. Hikvision and Dahua have now reduced their cameras prices to a level that cannot be met by western manufacturers unless they can scale up the size of their operations through a combination of reducing prices and selling hard their expertise in IP technology.

Hikvision and Dahua have now reduced their cameras prices to a level that cannot be met by western manufacturers unless they can scale up the size of their operations through a combination of reducing prices and selling hard their expertise in IP technology.

Trend 2: IoT and the Building Internet of Things (BLoT)

Most people are now quite familiar with the concept of the Internet of Things (IoT) but find it difficult to establish what impact it will have on the physical security industry because they have not yet been involved or seen a full comprehensive system.

We need to put this in the perspective of just one major application for IoT, buildings. Because most physical security systems are installed in buildings it makes more sense to apply connectivity to all the other sensors and devices in buildings in order to provide a fully automated system a Building Internet of Things (BLoT).

IoT technology can collect data from all the sensors and devices and with analytical software, usually referred to as Big Data, immediately optimises and fully

automates the buildings performance. Furthermore, it can add a further dimension through more effective convergence with the business enterprise all without the intervention of humans.

BLoT in its comprehensive form is not operating at the commercial level today but almost 50% of all video surveillance systems are IP networked and they can be connected to a BLoT and access control is following suit. There are many simple BLoT systems in operation today joining

data on a common IP platform from different BAS services but not meeting the full requirements of Big Data which is to fine tune and fully automate without human intervention.

These together with promising reports coming from Smart City projects is providing sufficient evidence to show that BLoT will eventually deliver. The semiconductor industry will need to invest \$Billions in the development of intelligent nodes and the IT software industry in artificial intelligence but the concept is built on extending the boundaries of existing technology and is achievable.

This year exhibitions on Security, Lighting and HVAC have demonstrated how these services can be properly integrated and

some promising analytical software tools to deliver a relatively simple BLoT, but much more beneficial than what has been installed over the last ten years.

So we are gradually working towards BLoT and this interim stage we have described will operate for some time to come. Before full BLoT services arrive we will see major changes on how smart buildings are designed and constructed and this will have implications for all those in the supply chain across all the BAS services. It will be necessary for some services to have software to control at the edge but all the data from all of the sensors and actuators will be manipulated by Big Data, which will optimise and fully automate the buildings performance.

Trend 3: Integrating access control, biometrics and identity management

Access control is now entering a period where integration between physical security and logical security is now practical and at the same time there is demand for integration across the other two physical security businesses.

Access control when integrated with identity management improves the performance of safety and security in buildings.

Access control sales increased

by 10% in 2015 delivering the highest growth in all three sectors of the physical security industry for the first time. The future looks bright for it is fast moving into IP

Networking and at the same time is integrating logical security.

It is only in recent years that the cost of technology to join physical and logical security has been available at the commercial level and growth is now expected to follow.

Physical access control biometrics includes everything that requires identity authentication

by scanning a person's unique physical characteristics. It is used where high security is a necessity due to its superiority compared with conventional access control methods. Hospitals, police, the military as well as the financial industry all use physical access biometrics where security is critical and this trend is moving down stream as costs reduce.

Trend 4: Access control as a service and cloud based systems

There is a growing belief by end users that both video surveillance and access control as a service can be just as secure in the cloud as on their premises. An ever increasing number of endusers are now also investigating the total cost of ownership of operating their own system as opposed to buying it as a service.

Building owners are now being made aware that they need to take into account the high cost of maintenance and support in order to make realistic appraisals and at last this is driving up demand.

With ACaaS they no longer need internal IT departments to

build up and maintain the servers and infrastructure at the business facility, and incur a very high price tag. With cloud-based solutions, onsite servers and appliances are eliminated, thus reducing the total cost of ownership while not losing any functionality.

Trend 5: Redefining business models

Whilst the introduction of IP to the video surveillance market began a decade ago it is now fast moving into access control and intruder alarms and will vastly improve performance and extend the value propositions for its customers.

Security companies that have grasped this opportunity and can demonstrate how improved ROI can be achieved through making businesses and institutions operate more efficiently are growing fast and profitably.

It is now becoming noticeable that a select group of trusted leader companies that have been operating this business model are forging ahead and equally as important is the fact that they have delivered the message at all levels in the decision making chain both direct with the customer and the distribution chain.

They have developed business models that are working well meeting head on economic austerity and are winning a bigger share for the security business.

However in the video surveillance business all is not well for the leading western manufacturers are losing market share to the Chinese suppliers and particularly two companies Hikvision and Dahua. Hikvision is now around 4 times larger than Axis Communications the No1 western manufacturer. However we are by no means sure that we are comparing apples with apples and believe Hikvision sales

includes a significant business in system sales. What is not in doubt is how fast these companies have grown since being formed within the last ten years and their ability to continue growing much faster than leading western manufacturers thanks to their dominance of the China market now the biggest single country market in the world for video surveillance systems.

Hikvision's China revenues accounted for 75% of total business and overseas sales \$660 million, 25% of that being sold into the USA. So their home market provides a protected market with almost cast iron prospects for sustained growth to at least the end of this decade. On this basis they have a very solid platform to fight off western manufacturers in their home market if they needed to and buy their way into western markets

supported by a very profitable home market.

The Achilles heel of Chinese manufacturers today is expertise and experience in IP Network cameras and their application in converging with the business enterprise in vertical markets. As we move forward into IoT this will become the major factor in winning video surveillance business. China is reported to be pressing ahead with a major programme for its Safe / Smart Cities and move into IoT not just buildings.

One thing for sure is that leading western manufacturers cannot ignore this market for it offers size and growth that could achieve sufficient scale to rapidly bring down prices but remain profitable and compete with Chinese products. Without this China remains a threat and not an opportunity.

In 2015 the value of deals increased to \$5700 million with Axis being acquired for \$2800M by Canon and the merger of Kaba Holdings and Dorma Holdings. These two mega deals accounted for more than 80% of the total value of acquisitions last year.



Trend 6: Growth through mergers and acquisitions

2015 was a very positive year for acquisition deals with volume and value increasing significantly on 2014. More important this has been the second year in succession that players from Group B and C have taken a more active role and through this the industry structure is becoming more effective in delivering customer value propositions.

For the last 15 years merger and acquisition activity has been a rollercoaster ride and if history repeats itself then we have started another upward climb in 2015. Volatility has been caused by a number of factors the first is that the industry underwent a major restructuring during the

period 2009 to 2011 after the 2008 financial crisis. The second is the lack of confidence and or interest by the major conglomerates in Group A to commit more investment to the industry, and the third reason is that there has been a lack of buyers from outside the business, particularly Defense

and IT.

The lack of interest from these two groups of wealthy buyers has in part been made up with the fact that within the last three years there has been a significant trend for medium sized specialist companies previously totally dependent on organic growth to adopt strategic acquisition to speed up growth.

These companies are much more focused within each of the three sectors and this is having a significant and beneficial impact on the structure of the market.

In 2015 the value of deals increased to \$5700 million with Axis being acquired for \$2800M

by Canon and the merger of Kaba Holdings and Dorma Holdings. These two mega deals accounted for more than 80% of the total value of acquisitions last year.

Despite the volatility in the M&A market over the last 15 years the trend shows a very significant CAGR of 7% over this period but during this time it has cycled through growth, peak and trough three times culminating with the value of M&A expenditure increasing by 32% this year. External forces have most influenced this cyclical pattern but in the last two years internal consolidation has had much more impact.

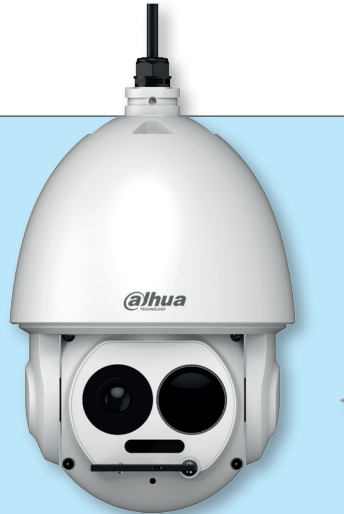
Order the new Global Security Market report

Each year Memoori Research publish an annual report on the state of the Global Security Market. In the report we assess the major techno / commercial trends that are impacting the business. In this article for Detektor International we discuss some of the key trends highlighted in our report.

The report can be purchased directly from AR Media International for \$999 USD for a Single User License or \$1,499 USD for an Enterprise License. Visit: http://www.armedia.se/en/products_other_physicalSecurity_info.asp

Dahua Introduces Smart Thermal Network Camera Series

Dahua smart thermal network camera family



Thermal Hybrid Dome Camera SD8320/8620 (-T)

- Thermal resolution: 640*512 or 336*256
- Lens optional: 25/35/50mm
- Visible camera support 30X optical zoom
- Support IVS

Thermal Hybrid PTZ Camera PT8320/8620 (-T)

- Thermal resolution: 640*512 or 336*256
- Lens optional: 35/60/100mm
- Visible camera support 40X optical zoom
- Support IVS
- IP66-rated



Thermal Dome Camera SD5300/SD5600 (-T)

- Thermal resolution: 640*512 or 336*256
- Lens optional: 13/19mm
- Tri-mode output: IP/HDCVI/Analog
- Support IVS
- IP66-rated

Thermal Bullet Camera BF5300/5600 (-T)

- Thermal resolution: 640*512 or 336*256
- Lens optional: 7/13/19/35mm
- Tri-mode output: IP/HDCVI/Analog
- Support IVS
- IP67-rated



Dahua Technology, a world-leading manufacturer of video surveillance products headquartered in Hangzhou, China, introduces the smart thermal camera series to provide superior image quality and advanced features for perimeter, electric industry, manufacture security applications. The camera series is designed to find heat sources, able to offer highly detailed images and an extensive feature set.

Dahua new smart thermal network camera family includes thermal hybrid PTZ camera, hybrid speed dome camera, thermal bullet camera and thermal dome camera, all equipped with a variety of smart functions. The smart thermal cameras adopted top-notch sensor that is capable of detecting tiny differences in temperature. Those camera series can achieve higher detection accuracy and it is able to function in complete darkness and adverse weather conditions. Furthermore, the cameras combined intelligence, efficiency and high performance such as smart detection, smart analyze, smart perception, smart

tracking and smart control.

The smart thermal network cameras can precisely determine the object temperature and the temperature distribution even on small and fast moving objects. Those cameras are excellent for detecting water leak behind a wall, a person hidden in the bushes at night, or identify passengers with a fever passing through a checkpoint.

Dahua thermal hybrid network PTZ camera is a professional combination of a visual camera with integrated max 40x optical zoom lens and a thermal camera, perfectly synchronized in pan and tilt movements. The network camera can capture images in full

scale without the need to step back or frame the shot. The thermal camera is for whether night-vision missions or precise thermographic surveys. The special lens focuses the infrared light emitted by all of the objects in view. It can deliver several independent H.264 streams for different quality needs and bandwidth constraints simultaneously.

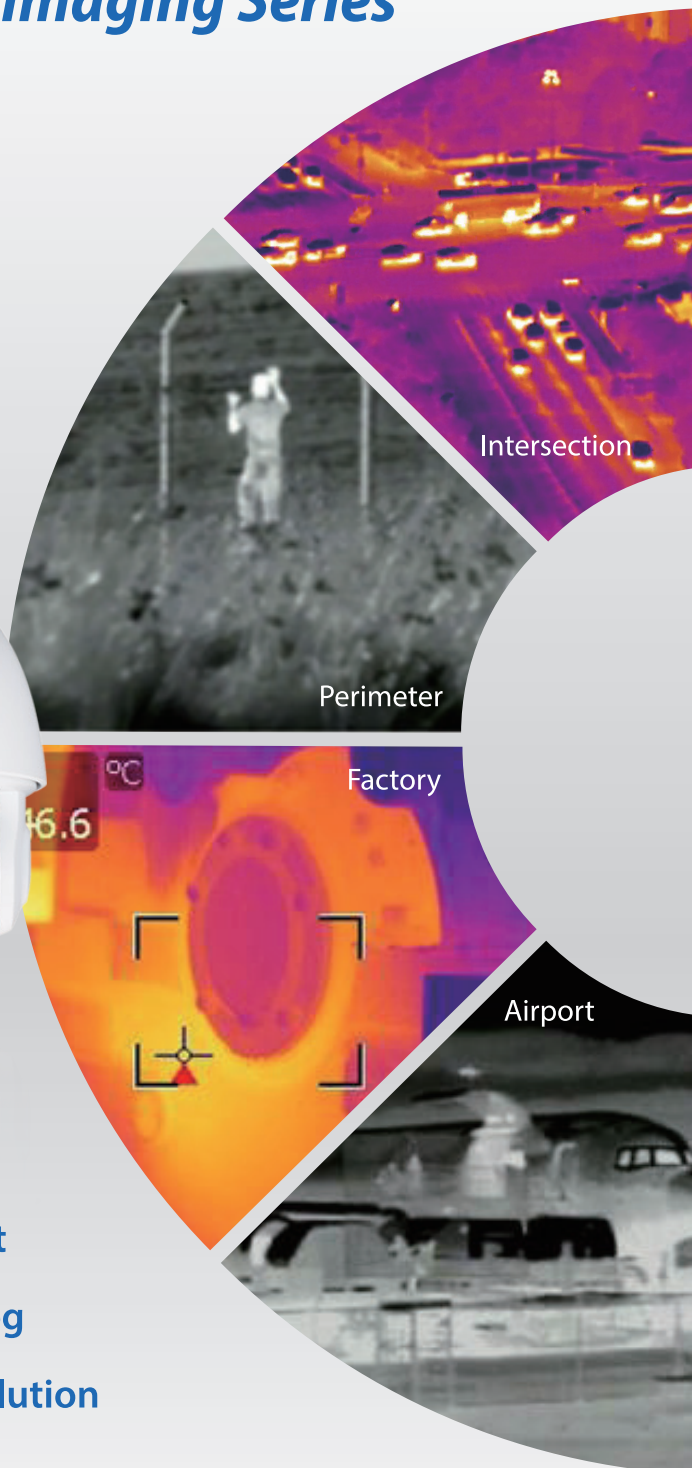
Dahua also provides software and accessories include smart PSS, NVR and DMSS to work together to meet the individual requirements of transportation industry, energy industry, border and coastal surveillance, etc and other special applications.

About Dahua Technology

Dahua Technology Co., Ltd. is a world-leading manufacturer of professional security and surveillance equipment. Over the past 15 years, Dahua Technology has invested heavily into the Research and Development of innovative solutions that improve public safety. Dahua's solutions are designed to be scalable and modular to provide flexible configuration options. The company is ranked 5th in the Security 50 rankings from A&S International for 2015. Dahua enjoys the world's second largest market share according to the IHS 2015 report. Visit <http://www.dahuasecurity.com> to learn more.

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— Thermal Imaging Series



• Intelligent Video Analysis



• Temperature Measurement Support



• Tri-mode Output: IP / HDCVI / Analog



• Complete Thermal Monitoring & Solution





the reliability and security with the user experience and of course price, to become a fundamental part of the access control market.

Smartphones – a potential key to access control?

London, UK

Smartphones are set to replace all biometrics hardware in the coming years, that's according to Hector Hoyos, CEO of Hoyos Labs. Jim McHale, CEO of the research company, Memoori, believes that the prediction has serious implications for the proprietary biometric hardware sector, notably access control.

"Proprietary biometrics-based hardware will go away in the next three to five years", Hoyos says. "You don't need a proprietary sensor with smart phones getting more sophisticated. The time for proprietary hardware for biometrics is over – killed by the mobile industry. The technology is obsolete", states Jim McHale.

Instead of biometric readers costing "thousands of dollars," capabilities of smart phones will continue to develop to provide the same level of security, says Hoyos. However, despite the smartphone revolution across society over the past decade, not everyone has a smartphone and not everyone wants a smartphone. Yet for systems like access control, anyone might need to have access regardless of their choice of phone.

Manual or non-smartphone based overrides clearly have to be implemented as a safeguard, this would suggest that a non-smartphone user option could easily be added. Albeit one of those options that ensures the non-smartphone user takes significantly longer to unlock a door than a smartphone user.

Two key drawbacks

So eventually everyone has a smartphone, and single-finger identification systems are already

available on mobile devices such as Apple's iPhone and Samsung's S series. However, according to Jim McHale, while these companies have effectively integrated a single-print hardware-based scanner into these phones, there are still two key drawbacks of not only this system but all individual forms of biometrics: reliability and security.

Dell Inc. has integrated its larger fingerprint sensors into a range of its 2016 notebook and tablet products.

The iPhone 5S's Touch ID fingerprint technology, for example, was hacked less than 48 hours after its release, and according to a poll shortly after its release, 40% of users found that single-finger ID systems do not always work reliably. What's more, several articles showing how the system can be hacked, further demonstrating that this tech is far from ideal for important applications, not least access control.

"So if we are to use fingerprint technology for access control it needs to be a lot better," suggests McHale.

Larger fingerprint sensors in notebooks and tablets

In late October 2015 Next Biometrics Group announced that, hardware giant, Dell Inc. has integrated its larger fingerprint sensors into a range of its 2016 notebook and tablet products.

"An extensive comparative test executed by the University Carlos III of Madrid, a leader in biometric research, recently documented Next sensor performance quality and that size is key to fingerprint sensor system performance", says Tore Etholm-Idsoe, CEO of Next.

"Suppliers targeting to offer security and convenience for close to 100% of a population can simply not compromise on sensor size. Nor, can they offer the old swipe sensor format".

More capability to come

The move makes Dell the first top-tier notebook and tablet manufacturer to implement larger fingerprint sensors into its devices for secure, convenient and consistently accurate fingerprint readings.

However, smartphones are biometrically capable of much more than just larger fingerprint technology.

Hoyos Labs has also introduced a proprietary four-finger authentication technology "4F ID" that uses a smartphone's rear camera and LED flash light, without additional hardware, to capture a person's four fingerprints to increase reliability and security for the user.

Iris scanner and facial recognition

In fact, Memoori research shows that Hoyos Labs has enabled every major biometric – face, iris, voice and fingerprint – to be captured with a smart phone and applied across a myriad of industries. In addition to physical access control, the technologies can be used for financial services, healthcare, and telecommunications. Hoyos says Microsoft's three new Lumia smart phones will feature an iris scanner and facial recognition capabilities right on the device.

"On the consumer side, the reality is that all you need is an electronic lock, and your smart phone device becomes the biometric," says Hoyos. "If greater security is required, applications can deploy hybrid, multi-authentication systems, such as fingerprint combined with a facial or iris scan".

Indeed, "growth in the sales of Access Control has increased to 10% as it moves into IP Network systems and biometric and identity management systems" according to a new Memoori report on access control and video surveillance.

A fundamental part of the access control market

McHale concludes. "Access control systems are certainly undergoing an IP driven evolution, and the coming years will certainly show if smartphones can balance the reliability and security with the user experience and of course price, to become a fundamental part of the access control market."

Tough conditions in Latin American video surveillance market

Wellingborough, Northamptonshire (UK)

An economic downturn and exchange rate volatility are making business conditions tough for vendors of video surveillance equipment in a number of Latin American countries. As a result, IHS researchers have forecasted the Latin American market to decline by 7.7% to \$580 million in 2015.

Brazil is the largest market in Latin America. Its economy has been suffering as lower demand from China has led to plunging commodity prices and a shrinking market for Brazilian commodity exports. At the same time, the average exchange rate of the Brazilian Real was almost 37% lower versus the US Dollar in the first 10 months of 2015 than it was in 2014.

Brazil is not alone. The average exchange rate of most currencies in Latin America have also fallen sharply against the Dollar. Even

Mexico, which is enjoying comparatively good economic performance, has seen its currency slide.

According to Jon Cropley, Principal Analyst, Video Surveillance and Security Services at IHS Technology, most video surveillance equipment sold in Latin America is imported by overseas vendors rather than manufactured in the region. Even if these vendors have managed to grow their revenues in Latin American currencies, their revenues have often declined once converted back into their home currencies. IHS estimates that



IHS forecast that the Latin American video surveillance market will grow by 10% in 2016.

just two of the top fifteen vendors of video surveillance equipment in Latin America in 2014 were headquartered in the region.

Prospects for the future of the Latin American market look

brighter. IHS forecasts that the market will grow by over 10% in 2016. However, exchange rates could have a big effect again. Their role in the market should not be underestimated.

Electronic locking market sees steady growth

Shanghai, China

Despite stagnant and slowing construction rates in Europe and China, the global market for mechanical locks and door hardware is expected to continue along a path of steady growth. Locking device sales are forecast to grow at a compound annual growth rate (CAGR) of 5 percent, from \$7.2 billion in 2014 to more than \$9 billion in 2019.

The main driver of industry growth in the market for locking devices is construction; it creates a demand for new locks that are installed directly into new buildings whilst also creating an additional indirect demand for retrofit business due to the increased amount of people/companies that move to new premises as a result of others moving into the newly constructed buildings.

Jim Dearing, analyst in the Security & Building Technologies Division at IHS finds that the total construction spending in North America is expected to grow by barely 2 percent between 2014 and 2015, due mainly to

a decline in residential construction that had experienced double-digit growth as recently as 2013. In South America currency fluctuation and the Brazilian depression have negatively affected construction spending. Eastern European growth has been constrained by political instability and heavy economic sanctions imposed on Russia by the United Nations. The Asian market is also experiencing some turbulence, because of the economic slowdown in China.

However, according to the latest Mechanical and Peripheral Locking Devices – 2015 report from IHS Technology, despite

these economic constraints the market continues to advance. Growth is spurred on by the adoption of electronic locking devices in the mature markets of Western Europe and the US whereas legislation and building code changes in the drive growth in Eastern Europe, the Middle East and Asia.

Increasing use of some of the electric door locking systems is partly caused by the growing popularity of access control systems. After all electronic access control systems provide stronger security than mechanical locks and also allow for the flexible integration of time-management and building-automation systems -- something that numerous companies require, as they seek out better economies of scale and ways to improve workflow management.

The Asian market's move towards more widespread adoption of emergency-exit

hardware is also driven in part by the growth of access control, however, another interesting factor is Japanese market's recent u-turn on the use of such products. With Tokyo chosen to host the 2020 Olympics, plans for construction of new sporting stadia and supporting infrastructure have already been implemented. With the expected influx of tourism, it is perhaps no surprise that Japanese legislators have finally ruled in favour of installing emergency-exit device hardware in a number of these projects.

Staggering regional differences were also found in the popularity of various lockset types. In Europe and Asia, for example, mortise locks account for the majority of total market revenues; however, in the Americas they are almost exclusively reserved for high-traffic commercial installations, where their superior durability can offer better value for end-users.

Automated fingerprint ID market to grow to \$8.49B by 2020

Hadapsar, India

The latest market research released by Marketsandmarkets on Automated Fingerprint Identification Systems (AFIS) shows that the market is expected to be worth USD 8.49 Billion by 2020 at an estimated CAGR of 21.0% between 2015 and 2020.

The transformation and technology evolution from the manual process to digital process and the growing investments in the government and enterprise sectors to support e-governance applications should help drive the AFIS market during the forecast period.

Digitalisation drives the market

Research analysts found that the major forces driving the automated fingerprint identification system market are the transformation and technology evolution from the manual process to digital process. As the numbers of criminal records keeps on increasing, the need for the digitalisation of the data through the use of AFISs would drive the market for law enforcement applications in the government sector. The need for secure transactions in the banking & finance sector would

be another major driver in the AFIS market.

Mobile payments – another driver

In addition, the increasing preference for the mobile payments will also help to drive the AFIS market to ensure safe transactions instead of using passwords as a safety tool. The use of fingerprint identification is expected to play a key role in changing the security landscape for transactions and would grow at a high rate during the forecast period.

High growth within the government sector

The government and transportation sectors are expected to hold the significant share of the automated fingerprint identification system market. The AFIS market for the government sector is expected to grow at the highest

rate between 2015 and 2020.

The use of AFIS in e-governance applications and by the law enforcement agencies would drive the AFIS market for the government sector. The market is also estimated to witness growth in banking & finance and hospitality sectors during the forecast period.

The government and transportation sectors are expected to hold the significant share of the automated fingerprint identification system market.

North American market dominates

North America is expected to have the largest market share and dominate the automated fingerprint identification system market between 2015 and 2020 due to the presence of several players in the region. The North American

AFIS market has offered several opportunities in various sectors, such as the law enforcement agencies like Federal Bureau of Investigation (FBI) (U.S.), using AFISs for criminal investigations.

The market leaders

The major vendors in the automated fingerprint identification system market identified within the research include 3M Cogent Inc. (U.S.), Morpho SA (France), and NEC Corporation (Japan) among others.

The scope of the report, from Marketsandmarkets, covers detailed information regarding the major factors influencing the growth of the automated fingerprint identification system market such as drivers, restraints, challenges, and opportunities. A detailed analysis of the key industry players has been done to provide insights into their business overview, products & services, key strategies, new product launches, mergers & acquisitions, partnerships, agreements, collaborations, and recent developments associated with the automated fingerprint identification system market.

Night vision device market to grow to \$7.73Bn by 2020

Hadapsar, India

Night vision devices are used for various purposes in military, surveillance, security, hunting, navigation, hidden object detection, and paranormal research. As the frequency of sophisticated attacks is gaining importance, the market is expected to gain traction between 2015 and 2020, and is forecast to hit \$7.73B by 2020 with a compound annual growth rate of 8.8% during the forecast period.

This is according to a new report entitled, "Night Vision Device Market by Device Type (Camera, Scope, Goggle), Technology, By Application (Military, Surveillance, Security, Hunting, Navigation, Hidden Object Detection, Paranormal Research, and Others) and by Geography – Global Forecast to

2020", from Marketsandmarkets.

Important military sector

Night vision device play a key role in the military segment and this area is expected to have a large market share according to researchers due to the increasing arms conflicts and modernisation

programmes worldwide. The surveillance segment is expected to grow at a high CAGR, followed by the military segment, as the devices are used on a large-scale to facilitate tracing of unwanted or suspicious movements of humans or vehicles at night.

The Global night camera segment was found to account for a large share in the market in 2015. The night vision goggle sector is expected to grow at the second highest CAGR, owing once again to the increasing demand from the military and defense sector.

Asia – a growth market

North America is expected

to have a large market share from 2015 to 2020, due to the presence of a large number of vendors. APAC (Asia Pacific) offers potential growth opportunities, as there is a need for a constant upgrade in technology as well as an increase in the use of night vision devices for civil and commercial applications.

The major vendors in the night vision market according to the report were found to be Flir systems, Exelis Inc., L-3 communications, American technologies network corp., Elbit systems, Rockwell Collins Inc., BAE systems and Thales group S.A.



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Simon Harris, Research Director,
IMS Research

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New HD TV network cameras from Axis

Lund, Sweden

Axis Communications is launching two new bullet-style HDTV network cameras for day and night 24/7 video surveillance. The Axis P1435-E and Axis P1435-LE feature the Axis Zipstream technology that lowers bandwidth and storage requirements by an average 50% or more compared to standard H.264 compression.

Lightfinder technology enables the Axis P1435-E and Axis P1435-LE to capture colour video even in very low-light conditions. The cameras also feature Wide Dynamic Range (WDR) – Forensic Capture technology allowing them to handle complex scenes with high contrasts for example when sunlight creates both very bright zones as well as dark shadow areas.

“With Axis P1435-E and Axis

P1435-LE we are introducing two compact and cost-effective bullet-style IP cameras offering the latest image processing technologies for clear identification even in the most challenging light conditions,” says Erik Frännlid, Director of Product Management, **Axis Communications**. “Both cameras can be installed indoors as well as outdoors, preferably with our new weather shield, designed to protect

the camera against heavy rain.”

Axis P1435-E and Axis P1435-LE feature a compact low-weight casing and integrated bracket for wall or ceiling mount. To further simplify installation, a wide range of mounting accessories are available. These two new models offer easy installation with remote zoom and focus for fine-tuning the picture from a computer as opposed to at the camera itself. Furthermore, a pixel counter assures that the required pixel resolution is met.

Axis’ Corridor Format allows for full use of the 16:9 aspect ratio when monitoring narrow view areas such as staircases, hallways, aisles or tunnels. P-Iris control ensures optimal depth of field, resolution, image contrast and

clarity. They also offer an I/O port that can be used for simple notification to an alarm panel or control of a relay

or similar. Power over Ethernet supplies power to the cameras via the network, which eliminates the need for power cables and reduces installation costs. The Axis P1435-LE additionally features Axis’ Optimised IR, a power-efficient IR LED technology, automatically illuminating any scene taking place in complete darkness and is perfect for discovering objects at a range of up to 30 metres (100 ft). 



Dahua unveils smart thermal cameras

Hangzhou, China

Dahua is introducing a smart thermal camera series designed to provide superior image quality and advanced features for perimeter, electric industry, and manufacturing, security applications. The camera series has been engineered to find heat sources, and to offer highly detailed images and an extensive feature set.



The **Dahua** new smart thermal network camera family includes a thermal hybrid PTZ camera, hybrid speed dome camera, thermal bullet camera and thermal dome camera, all equipped with a variety of smart functions.

The smart thermal cameras

incorporate a high performance sensor that is capable of detecting tiny differences in temperature allowing the cameras to achieve higher detection accuracy and to function in complete darkness and adverse weather conditions. Furthermore, the cameras combine intelligence, efficiency and high performance such as smart detection, smart analysis, smart perception, smart

tracking and smart control.

The smart thermal network cameras can precisely determine the temperature of an object and the temperature distribution even on small and fast moving objects. This range with these kinds of features will be effective for detecting water leakages behind a wall, or a person hidden in the bushes at night, or even to identify a passenger with a fever passing through a particular checkpoint, for example.

The Dahua thermal hybrid network PTZ camera is a professional combination of a visual camera with an integrated max 40x optical zoom lens and a thermal camera, perfectly synchronised in both pan and tilt movements. The network

camera can capture images in full scale without the need to step back or frame the shot. It could be used in night-vision applications or precise thermographic surveys. The special lens focuses in on the infrared light emitted by all of the objects in view. It can deliver several independent H.264 streams for different quality needs and bandwidth constraints simultaneously.

Dahua also provides software and accessories including the smart PSS, NVR and DMSS to work together to meet the individual requirements of the transportation industry, energy industry, border and coastal surveillance, etc and other special applications. 

Police see further in the dark with Flir

West Malling, Kent (UK)

Flir was recently exhibiting the HS-X Command 320, PAL, 9Hz, monocular camera, as well as the HS-XR Command 640, PAL, 9Hz, monocular camera at Intersec 2016 Dubai. The recently released Scout II 640 was also on show.

The *Scout II 640* is a small compact, ruggedised and affordable monocular camera equipped with recording/capture capabilities with high image advantages and resolution options.

An exciting new feature is the interchangeable lenses that can be used both on the HS X series as on the BHS X/XR bi-ocular camera models. The lens options include the 322-0181-12 QD35 -35mm

Quick Disconnect Lens, allowing you to detect a man size target up to 1.2 miles away, the 322-0195-12 QD65 -65mm Quick Disconnect Lens, allowing for the detection of a man size target up to 1.1 miles away and the 322-0196-12 QD100 – 100mm Quick Disconnect Lens, for detection of a man size target up to 1.5 miles away.

The HS-X and HS-XR monocular camera gives law enforcement



officers the ability to see more and see further in infrared than with other low-light night vision goggles. Featuring a full coverage eyepiece, inter-ocular adjustment, ergonomic comfort, straightforward controls, and performance the Flir BHS-Series monocular is effective for extended patrols, covert surveillance, critical infrastructure protection, and high-threat security missions. 

Dallmeier enhances admin and configuration tool

Regensburg, Germany

With Pservice3 Dallmeier presents a new version of its configuration and administration tool which is now even more powerful, structured and flexible.

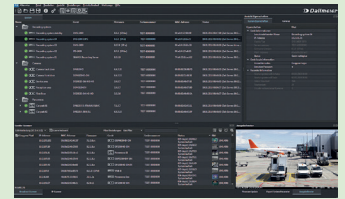
Pservice3 is a powerful application for the convenient configuration and administration of comprehensive Dallmeier video IP systems. Pservice3 scans the video network for Dallmeier devices, automatically detects them and displays them in an overview. If desired, Pservice3 provides a list of camera previews, filtered according to various criteria. Recording systems and cameras can thus be administered conveniently. The comprehensive functions range from changing of IP addresses and updates of the integrated

software to the direct opening of the configuration dialogues.

Pservice3 is more flexible than its predecessor version, and more readily adaptable to the specific requirements of any user. The user interface has been revised extensively and is characterised by a completely modernised and clearly structured design which provides more clarity. It can also be adapted individually to the user's needs: Depending on the work environment, the user interface can be switched between a dark and a bright design and

particular functions and views can be summarised and arranged individually within the programme window. Furthermore the users are able to add and arrange tools according to individual needs, always keeping an eye on the essentials.

The appearance of Panomera multifocal sensor systems has been expanded extensively in the current version of the Pservice3 software. Detailed information can now be viewed for each module of a Panomera camera. Furthermore, extensive tools for the convenient maintenance and configuration of MFS systems are available. With the Panomera Autocalibration software tool (to



be installed separately), module transitions can quickly and easily be automatically calibrated.

Pservice3 is compatible with all Dallmeier network cameras, including the Panomera multifocal sensor systems as well as all Dallmeier recording systems as of generation 4. The wide variety of integrated tools makes Pservice3 a central and complete service instrument. 

Grundig launches TVI line-up

Remscheid, Germany

Grundig Security is launching its new TVI cameras and recorders. The range is split into the Connect, Professional and Top Line ranges, each offering effective quality and design, with levels of functionality and pricing to suit all budgets.

Grundig's TVI technology allows full HD resolution video to be transmitted up to 500m over coaxial cable, with little or no loss of image quality. It is a simple, 'plug and play' network solution for sites using new or existing coax cable infrastructures. No integration is necessary and no network knowledge is needed to use TVI technology. It presents an effective solution to installers with specialist analogue expertise wishing to use full HD cameras and recorders.

Grundig's TVI cameras are compact, IP66 rated and contain built-in IR LEDs for night time operation. They are set up using the camera on-screen display (OSD) menu, which can be remotely accessed, via the coax, from Grundig's TVI recorders. The Connect range comprises eye-ball and bullet cameras with fixed lens options of 2.8 or 3.6mm with a DSP and sensor combination designed for accurate colour reproduction. The Professional range

comprises eye-ball, fixed dome and bullet cameras with a 2.8 ~12mm vari-focal lens, WDR functionality and 60 FPS dual shutter operation. The Top Line TVI range comprises fixed dome and bullet cameras with 2.8 ~12 mm, DC iris, vari-focal lens with precision adjustment and a motorised zoom lens option. They use Exmor, CMOS sensors designed to achieve exceptional, low light sensitivity, clear night time vision and minimal noise. They also include long life, black LEDs and offer 16 privacy zones.

Grundig's TVI recorders have Tri-Brid functionality where TVI, analogue and IP cameras can be auto-detected and set up on the same unit. The 4 and 8 channel recorders allow 2 extra IP cameras



to be added, 4Tb of storage, support NAS and enable comprehensive alarm management. The 16 channel unit has up to 16Tb and eSATA support. The recorders offer intuitive set up, user management, event management, play back, search and back up functionality.

The TVI range comes with a wide variety of brackets, mounts and accessories to suit all applications. 

Panasonic releases new outdoor 4K cameras

Dubai, U.A.E

At the recent Intersec show in Dubai, Panasonic introduced additions to the True 4K line of cameras – the WV-SFV781L outdoor vandal and WV-SPV781L outdoor box cameras.

To experience the full benefits of 4K surveillance, a camera platform that can meet the demanding resolution, optical and low-light performance standards that 4K imaging requires is essential.

Panasonic has engineered its new True 4K line of cameras - including the WV-SFV781L outdoor vandal and WV-SPV781L outdoor box cameras, with the aim of setting a new benchmark in the surveil-

lance category. These cameras are produced to deliver true 4K resolution, true 4K optics and true 4K wide coverage for unmatched image quality in their class.

Panasonic's True 4K cameras utilise the company's new 4K ultra HD engine featuring a sensitive, 12MP 4K imager that delivers both crisp, high-resolution images and outstanding low-light perfor-

mance of less than 0.3 lux in colour. Coupled to a purpose-built 6X zoom optical system, True 4K lenses are custom designed to pass the full optical bandwidth needed to produce exemplary 4K class images delivering highly consistent sharpness across the entire frame. 

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 38

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

Pelco Genetec integration creates industry first

Clovis, Ca (USA)

The Pelco by Schneider Electric Optera range of panoramic cameras and the Spectra Enhanced high-speed PTZ domes are now compatible with the latest version of the Genetec, Inc. Security Center, 5.3 (SR3). The company believes this collaboration reflects Pelco's continuing commitment to provide fully integrated, robust solutions.

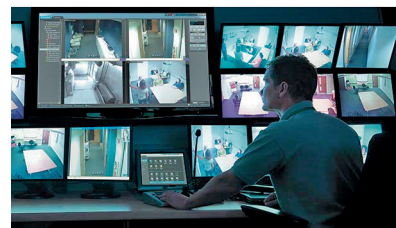
"This certification and integration gives our joint customers two more options for clear, state-of-the-art video images," said *Jonathan Lewit*, Director of Business Application at **Pelco by Schneider Electric**. "These integrations provide security professionals

with better situational awareness by leveraging the panomersive experience and the full analytics capabilities in both Optera and Spectra Enhanced cameras."

In this suite, the new version of Security Center will benefit those with a need for improved motion

detection responses, with motion indicator bars now visible in the Security Desk timeline. *Security Center 5.3* also features simplified tools for security investigations that promote collaboration between operators and external organisations, such as support of presets, the ability to display multiple cameras simultaneously, and sharing of select Automatic License Plate Recognition (ALPR) data.

In turn, Security Center 5.3 users will be able to enjoy the advanced image quality delivered



by the award-winning Optera and Spectra Enhanced range of cameras. The Security Center 5.3 integration with Optera enables a separate view of a continuous panorama in a single cell, this technique is believed to be a first in the industry. swb

Milestone releases Xprotect 2016

Copenhagen, Denmark

Milestone Systems has released a new version of the Xprotect VMS product suite for partners and customers. In response to feedback from the Milestone partner community, extensive enhancements have been made to the software to allow for frequent product releases.

Three core VMS product releases will be delivered every year in addition to the bi-monthly device pack releases for supporting third-party cameras. The multiple yearly release schedule will ensure that **Milestone** can rapidly respond to market demands, with a more frequent timetable enabling implementation of new features and enhancements to existing product capabilities within a very short lead time. *The Xprotect 2016* release is the largest-ever development effort for Milestone.

Milestone has also created new beta-lab testing for Milestone Solution Partners (MSPs). This gives developers a first look at new integration options, new features in the VMS product suite and the possibility to engage directly with the Milestone development teams. This feedback contributes to further enhance the VMS and MSP integrations.

"We are really excited to put even more focus on our open platform development partners, as we transition our product development to a partner and market-driven process," says *Bjørn Eilertsen*, Vice President

of Corporate Products at Milestone Systems.

The new release includes many benefits for both users and partners. For example, improved system performance with hardware decoding which enables use of the latest 4K/UHD camera technology and improves video rendering performance dramatically. An extended system monitor gives real-time overview of system status to enable proactive service. New functions let users move devices between servers for seamless system expansions.

Optimised incident handling via the Rich Smart Wall provides content from alarms, images, bookmarks, maps and more improve incident response time and operational focus. Xprotect 2016 is introducing Push Notification that notifies a remote user of an alarm (including instructions and video). Video can also be pushed from the mobile device's own camera to Xprotect, to share and document incidents wherever they are.

Milestone XProtect LPR and Xprotect Access (formerly called Xprotect Access Control Module) have been further improved.

Xprotect Transact 2016 for retail solutions has been further integrated with the Xprotect Smart Client to make investigation of incidents more efficient.

For partners license handling has been simplified to facilitate faster installation and easier updates. Off-line systems now have far more elasticity in licensing without needing to be online. Smart Connect makes it easy to set up mobile users. The Customer Dashboard online remote system monitoring enables proactive service by Milestone partners to ensure optimum operations, and this has been extended in Xprotect 2016 with the ability to document maintenance history and system performance.

"The numerous enhancements to Xprotect 2016 let users harvest all the benefits of an easy-to-use, efficient video system that is able to upgrade for any future needs," says *Janne Jacobsen*, Vice President of Professional Products at Milestone Systems.

As one of the first VMS vendors, Milestone is introducing an open ONVIF interface to access cameras and recordings



in Xprotect VMS and Milestone Husky systems. ONVIF Bridge makes an Xprotect system look like a collection of ONVIF cameras to another VMS. This gives seamless private-to-public video integration, simplifying large-scale, multi-vendor security deployments. The ONVIF Bridge gives a standardised interface for alarm centres and monitoring stations for a unified operator experience across systems. This is another confirmation of the power of true open platform technology.

"We have strengthened our open platform technology and show market leadership with features like the ONVIF Bridge and two-way push in mobile clients. We are demonstrating to our partner community that they are an integral part of the Milestone experience, enabling our mutual customers to freely choose the best hardware, the best applications and the best partners for their needs," says *Bjørn Eilertsen*, Vice President of Corporate Products at Milestone Systems. swb

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 38

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

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Raytec takes initiative with first ever surveillance lighting standard

Northumberland (UK)

Raytec is presenting the industry's first ever lighting standard for video surveillance applications called Powers. It is designed to enable consultants, installers and end-users to more easily specify and compare the performance of different illuminators and the company is hosting a webinar on the history, theory and practice of the new standard.

Historically, there has been no standard way to specify and compare different lighting products designed for video surveillance and their performance claims – particularly infrared lighting. This ultimately causes confusion and potential disappointment for customers.

Poor information

Lighting manufacturers currently publish very limited information – in the majority of cases they merely quote a maximum lighting performance distance. With the absence of standardisation, one manufacturer could claim a significantly different performance distance when compared to another manufacturer for a product that delivers exactly the same output. Security professionals are therefore unable to safely rely on the lighting performance claims of the manufacturer.

Definitions of levels

Raytec maintains that calculating accurate lighting distances should be based around achieving a

standardised level of light power on scene at your required distance – which in turn helps to ensure a standardised quality of image every time. But what is classed as acceptable light power on scene and what technique has been used to measure and calculate this?

First ever lightning standard

Distance is only one area of lighting performance to consider. Determining angle output is another vitally important area which is currently left open to wildly different interpretation by manufacturers. In addition, there are other criteria to consider which all affect the true performance and overall 'cost' of your illuminator. These include: flexibility and adaptability, integration capability, consumption, environmental impact, reliability, lifetime, warranty, customer support and lighting partner credentials.

After facing this challenge almost daily for the last 25 years, the Directors at Raytec have taken the initiative to launch the first ever lighting standard for video

surveillance applications called Powers which addresses all of the above issues and more.

Will help customers make the right choice

Tony Whiting, Raytec's Managing Director (joint) and one of the pioneers of the Powers standard shares his thoughts on its launch:

"We are delighted to be the first manufacturer to tackle this head on by publishing an easy to use guide which outlines key criteria for you to consider when choosing and comparing any lighting product and partner. The standard provides security professionals with an understanding as to how their chosen lighting product will perform and sets a lighting quality benchmark to help customers make an informed choice".

Existing lighting standards

Industries such as the traditional white light industry (street lighting/urban/commercial lighting etc) have long established standard testing methods which all manufacturers adhere to, meaning that all illuminators can be accurately compared.

All major lighting manufacturers invited

Raytec say that they have invited all the major lighting manufacturers to play an active role in



*Tony Whiting,
Raytec's
Managing
Director.*

helping to formulate this new standard and are delighted to advise that they have generally agreed with the proposed Powers standard. Hopefully, in time, all reputable manufacturers will commit to measuring their lighting performance in accordance with the standard and publish the proposed information so that customers can have consistent and reliable information on which to base their choices.

Tony goes on to say "We can also guarantee that at Raytec we are working hard to ensure that the standard becomes widely adopted and used for the benefit of everyone across the industry".

Testing of third party products

In addition, Raytec will offer testing of third party products in accordance with the standard, so where there is no published information available, Raytec will measure the product and provide the relevant information.

Suprema DM-20 secures multiple doors

Seoul, Korea

Suprema has released the DM-20, a secure door control module designed to provide secure connection to multiple peripherals from Suprema devices.

The DM-20 provides Biostar 2 with versatility and expandability for system designers to design and deploy centralised access control systems.

The module, combined with any **Suprema** access control terminal, can function as a secure central controller. It allows a simple and easy upgrade to a smart access control system and utilises existing RS485 or Wiegand networks

without the need of establishing a new IP-based network. Additional **DM-20** units can be connected via a daisy chain configuration to support up to 32 doors in combination with wiegand readers or Suprema devices.

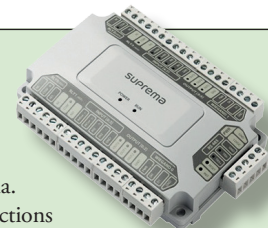
Each module features a RS485 connection, 2 wiegand in/out ports and up to 4 relay ports for a wide array of installation applications. The 2 wiegand ports can be used to connect 3rd party readers that can be set up as doors within Biostar 2. The module supports 4 TTL inputs and an additional 4 supervised inputs that detect the voltage flow on the circuit and allow the system to monitor input devices.

"DM-20 delivers ultimate flexibility to system designers and installers," said Young S Moon,

VP of Suprema.

"Its functions expand the ability of Suprema terminals to accommodate mid to enterprise level access control needs, and enhance security by replacing the conventional systems with biometrics or smart reader controllers."

DM-20 is a Biostar 2 exclusive accessory and will support all Biostar 2 compatible devices and accessories; it is now available worldwide.



Improved Smile from Fermax

Valencia, Spain

Fermax is bringing a new generation of its Smile monitor to the market. This new version maintains its successful award-winning design and captures interesting functional changes.

It seems to be the same Smile monitor but it is not. On the outside, a small but significant change means that the product is now framed in white. But, there have been major improvements on the inside. This generation of monitors offers greater responsiveness compared with its previous version as well as a better and simpler configurator with reduced power consumption.

According to **Fermax**,

the Smile video door entry monitor has been, since its market launch, acclaimed by the market for its impeccable aesthetics. For this reason, the company's best-selling monitor was chosen for recognition among the high-quality designs by two prestigious international institutions: ADI-FAD from Barcelona in 2013 and the iF Hanover in 2014. Now, with these new improvements, which have



been tested both in the laboratory and on-field installations, this monitor potentially has all the ingredients to set a trend across international markets. The product range for the new Smile Monitors offers two versions: one with a 3.5" screen and the other one with a large format 7" screen. And it is also available in kit format.

swb

Brickcom 6MP surround mini dome

Hsinchu, Taiwan

Brickcom Corporation is releasing the MD-H600Np-360 DN, a 6 megapixel surround day and night high performance mini dome camera, designed as a solution for both indoor and outdoor applications, even in completely dark environments.

The MD-H600Np-360 DN provides 6 megapixel resolution and high video quality and is also equipped with back-illuminated pixel technology as well as **Brickcom** 3D-DNR technology which enables the mini dome to display clear images with smooth streaming quality and also provides a solution for performance in extremely low-lux environments. In addition, with built-in IR illuminators, this camera is capable of producing effective clear images for the users in true day and

night, indoor/outdoor surveillance applications.

The MD-H600Np-360 DN is equipped with a lens for 180° panoramic views (wall mount) and 360° surround view (ceiling/floor/table mount) to fit in with different surveillance needs. The camera allows a wide open view for maximum coverage, which could be used for various surveillance applications, such as airports, shopping malls, car parks, retail stores, offices and more.

The MD-H600Np-360



DN has been designed with durability and flexibility in mind, it has a temperature range of -25 °C to 50°C (-13°F to 122°F) and an IP67 dustproof and waterproof rating allowing the camera to deliver stable and reliable images in the most challenging weather conditions. On the other hand, as it is IK10 vandal-proof rated, this camera can be effectively deployed in areas where it might be subject to violence and will still provide a high level performance.

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 38

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



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Johnson Controls merges with Tyco

Milwaukee, Wi (USA) and Cork, Ireland

Johnson Controls and Tyco have entered into a definitive merger agreement under which Johnson Controls, a global multi-industrial company, will combine with Tyco, a global fire and security provider, to create the leader in building products and technology, integrated solutions and energy storage. The new company will be operated under the name of Johnson Controls signalling the end of the Tyco brand.

Under the terms of the agreement, **Johnson Controls** shareholders will own approximately 56 percent of the equity of the combined company and receive aggregate cash consideration of approximately \$3.9 billion. Current Tyco shareholders will own approximately 44 percent of the equity of the combined company.

"The proposed combination of Johnson Controls and Tyco represents the next phase of our transformation to become a leading global multi-industrial company," states *Alex Molinaroli*, chairman and chief executive officer, Johnson Controls. "With its world-class fire and security businesses, Tyco aligns with and enhances the Johnson Controls buildings platform and further positions all of our businesses for global growth. Through this transaction, we will also expand our ability to further invest globally, develop new innovative solutions for customers and return capital to shareholders."

Unique strength

George R. Oliver, CEO for Tyco, claims that the combination of Tyco and Johnson Controls is a highly strategic, value-enhancing step.

"We believe this transaction will allow us to better capture opportunities created by increased connectivity in homes, buildings and cities. Joining forces with Johnson Controls pairs our leading established businesses with robust innovation pipelines and extensive global footprints to deliver greater value to customers, shareholders and employees of both companies."

Headquarters in Ireland

The businesses of Johnson Controls and Tyco will be combined under Tyco International plc, which will be renamed "Johnson Controls plc." The combined company is expected to maintain Tyco's Irish legal domicile and global headquarters in Cork, Ireland. The primary operational headquarters in North



Johnson Controls and Tyco merges. The combined company is expected to maintain Tyco's Irish legal domicile and global headquarters in Cork, Ireland.

America will be in Milwaukee, where Johnson Controls has been based.

\$32 billion of revenue

Pro forma for the transaction and separation of Adient (Johnson Controls Automotive Experience), Johnson Controls is expected to have approximately \$32 billion of revenue in fiscal year 2016 and \$4.5 billion of EBITDA before synergies. Adient is expected to have approximately \$16.6 billion of revenue in fiscal year 2016 and \$1.6 billion of EBITDA. In addition, Adient is expected to distribute between \$2.5 to \$3.5 billion to Johnson Controls in conjunction with the spin-off.

\$500 million in operational synergies

The new company expects to deliver at least \$500 million in operational synergies over the first three years after closing. In addition,

the transaction is expected to create at least \$150 million in annual tax synergies.

The completion of the transaction, which is expected by the end of fiscal year 2016, is subject to customary closing conditions, including regulatory approvals and approval by both Johnson Controls and Tyco shareholders.

Olivier becomes COO

Following closing of the transaction, the board of directors of the combined company is expected to have 11 directors, consisting of six directors from Johnson Controls and five directors from Tyco. Alex Molinaroli will be the chairman and CEO of the combined company.

George Oliver will serve as president and COO and serve as a director on the new board, with responsibility for the operating businesses and leading the integration.

Further acquisitions ahead

London, UK

Following the Johnson Controls and Tyco International plan to merge – research specialists IHS predict that we may see more acquisitions within the security system integration market.

Johnson Controls, with 130,000 employees in 150 countries, is a provider of products, solutions and services in three main areas: building efficiency, batteries and energy storage, and automotive. Tyco, with 57,000 employees, is a pure-play provider of products, solutions and services across the security and fire industry.

This merger brings together the largest security system integration business, Tyco Fire & Security, under the control of a smaller security

integrator, but overall larger company, Johnson Controls. Johnson Controls has already announced that it is divesting its automotive business, stating that it is working to become "a building-technology, building-automation giant".

Paul Bremner, Senior analyst, Security Services at IHS, says that this acquisition will solidify that position, bringing together Johnson Controls' building automation products, solutions and services with Tyco's fire safety and security

products and integration business.

After the automotive business is sold, the new Johnson Controls plc will get 70% of its revenue from physical products and 30% from services, according to Tyco's CEO *George Oliver*. As well as the \$150 million tax savings from shifting Johnson Controls headquarters to Cork, Ireland, the company expects \$500 million potential savings by eliminating duplication in the new business.

Johnson Controls has an existing security system integration business which IHS estimates to be the 10th largest in the world. Meanwhile, Tyco Fire & Security is estimated to be the world's largest

security integrator. The two companies would have a combined share greater than 5% of a global market worth around \$62 billion. Despite this, the security integration supply base would remain highly fragmented, with the top 15 integrators accounting for only around 20% of revenues.

As price, brand and channel strategy continue to gain importance, IHS analysts expect this to drive further consolidation in the security system integration market and that larger players are likely to acquire smaller companies in a bid to expand their footprint in complementary geographic regions.

Axis acquires video analytics firm

Lund, Sweden

Axis Communications has acquired Citilog, a provider of intelligent real-time video monitoring for traffic and transportation security and safety. The addition of their advanced surveillance technology and experienced personnel strengthens the Axis solution offering and further expands its opportunities in the fast-growing traffic analytics market.

"Citilog's proven products are well known to the traffic sector, and complement our solutions for the most demanding requirements in that market. Their commitment to developing quality, innovative and easy-to-use products is consistent with Axis' approach to provide the most competitive, highest value solution for a range of customer needs," said *Ray Mauritsson*, CEO

at Axis. "We are excited to be able to offer our channel partners and end users state-of-the-art analytics tools that work with their existing Axis network video solutions."

Citilog is a privately held company with 30 employees, headquartered in Paris, France and with offices in the USA, Hong Kong and Spain. The company offers a suite of video analytics

tools and sensors for transportation monitoring, such as automatic incident detection, traffic data collection and intersection control. Its products improve road safety, limit risks and help reduce travel time. Axis and Citilog have worked together for several years on both engineering and sales to provide integrated solutions to a number of mutual customers.

Citilog's advanced video analytics and surveillance products are used to identify traffic incidents and deviations in real time to help traffic management centres improve the traffic flows and shortening response times. Further, Citilog offers solutions to analyse advanced traffic statistics and pro-



Ray Mauritsson, CEO of Axis.

vide solutions for traffic lights and intersection control. Its products are used worldwide to monitor roadways, tunnels, bridges and other infrastructure, as well as city traffic operations. Alarms can be generated for numerous incidents and traffic saturation detection and enables traffic operators to redirect traffic and thereby adjust efficiency on the fly.

Dakota Security sold to Convergent

Schaumburg, IL (USA)

Convergent Technologies has acquired Dakota Security Systems as part of a strategy to expand its US business. Founded in 1976, Dakota Security Systems is a premier security integration company based in Sioux Falls, SD and has offices in Arizona, New Jersey and throughout the upper Midwest.

"We are very excited to have *Eric Yunag* and his entire team join the Convergent Technologies family," said *Dan Mocer*, Executive Chairman of Convergent Technologies. "They have built a strong business. The addition of **Dakota Security Systems** continues Convergent's aggressive

growth in building out a world-class systems integrator"

Dakota Security Systems strengthens Convergent's position in North America with an expanded geographical reach and access to new vertical markets. Together they now form one of the most robust physical security and fire

solution providers in the industry.

"Combining with Convergent is the perfect strategic and cultural fit for Dakota Security," said *Eric Yunag*, President & CEO of Dakota Security Systems. "I am confident that the talents of the combined companies will strengthen our ability to meet the evolving security needs of our customers for years to come."

Convergent Technologies and Dakota Security Systems share in a cultural dedication to customer service. The joint organisation provides a diverse range of service-focused security and

fire solutions, including system design, integration, installation, training and support services with a highly experienced workforce throughout the nation.

"2015 was another year of double digit growth for Convergent, and we are very excited to start 2016 with the addition of Dakota Security Systems," said *Ken Lochi*, President & CEO of Convergent Technologies. "Our focus on being our customer's best service provider is fueling this growth, and Dakota Security's capabilities further strengthen that focus."

Morpho purchases Airtag

Paris, France

Morpho (Safran) has finalised its acquisition of Airtag, a French startup specialised in innovative mobile payment solutions. This latest acquisition further reinforces Morpho's growth strategy in the digital security market.

Airtag develops secure mobile transaction solutions for banks, payment networks and retail. The company developed *Airpass*, a "virtual bank card" solution using HCE (Host Card Emulation) technology that facilitate the use of contactless mobile payment systems and based on a proprietary

tokenisation platform (involving a single-use payment token), now being deployed by major players in the e-payment sector. Airtag also offers retail customers an innovative e-wallet service called *Airshop*, providing payment, loyalty and other smartphone-based services.

For the payment market,

Morpho offers identification, digital signature and multi-factor authentication solutions, including biometric authentication, to ensure the security of online transactions from a smartphone or online. By combining their areas of expertise, the two companies will be able to manage the multiple security aspects involved in mobile payments.

"The complementary capabilities of our two companies in this strategic sector will enable us to offer more security and convenience to our bank and retail clients, from

customer acquisition to mobile payment," states *Anne Bouverot*, CEO of Morpho.

Jérémie Leroy, co-founder and CEO of Airtag, adds:

"Our combined solutions perfectly match the requirements of banks and retailers, who seek to optimize the customer experience, while also guaranteeing maximum smartphone transaction security."



Anne Bouverot, CEO of Morpho.

BUSINESS PEOPLE



Albert Unterberger appointed to the new role of Director Strategic Alliances, Seetec

Seetec aims for growth with industry veteran

(Bruchsal, Germany)

Albert Unterberger joins Seetec as a designated specialist looking back on nearly 30 years of experience in the video management and analytics industry and one who has taken an active role in establishing IP video in the German-speaking markets. Before joining Seetec Albert Unterberger was in a leadership position at IPS, a manufacturer of video management and analytics solutions based in Munich and a business unit of Securiton GmbH. As Director Strategic Alliances he now reports directly to the Seetec management board.

Andreas Beerbaum, managing director of Seetec GmbH and responsible for sales and product management, is happy about the new team member: "In order to prevail in the concentration process, which is currently taking place in the security industry, stable and sustainable partnerships on a commercial as well as on a technical level are of major importance. With Albert Unterberger we succeeded in winning an experienced specialist with the required background and with a wide professional network all over the industry."

Avigilon prepares for take-over bids

Vancouver, Canada

Avigilon Corporation has adopted a shareholder rights plan that will help maximize shareholder value in the event of an unsolicited take-over bid by providing additional time for Avigilon's shareholders to consider the bid, and for its Board of Directors to explore, solicit, and consider strategic alternatives. The Company maintains that it is not aware of any proposed take-over bid at this time.

Under the rights plan, one right will be issued for each Avigilon common share. The rights will only become exercisable in the event that any person or group acquires, or announces an intention to acquire, Shares that would take their Shareholdings to at least 20% of the Company's outstan-

ding Share capital. The rights will permit shareholders other than the acquirer to purchase additional shares at a substantial discount. A permitted take-over bid, however, will not trigger the operation of the rights; such bid would need to, among other things, be made by way of a circular to all sharehol-

ders, remain open for acceptance for at least 120 days, and not close unless more than 50% of the non-acquirer's shares have been tendered thereto. The permitted bid criteria is based on the proposal put forward by the Canadian Securities Administrators for amendments to the Canadian take-over bid rules published in March 2015.

The rights plan will require shareholder approval within six months, and has been accepted by the Toronto Stock Exchange subject to such shareholder approval. The Company intends to present the rights plan to shareholders at its 2016 Annual General Meeting.

Bosch sets up new company for the Smart Home

Stuttgart, Germany

Bosch is strengthening its business in solutions for the smart home. From January 1, 2016 the newly founded subsidiary Robert Bosch Smart Home GmbH has brought together the company's smart-home activities, including related software and sensor-system expertise.

The new company will offer many products and services for connected homes from a single source: for example a new solution that can report break-ins and help control the heating to save energy. From January 2016, customers will be able to order the first Bosch products in this field online. These include the Bosch smart home controller, a smart thermostat, and a contact for doors or windows.

Bosch's smart-home solutions are aimed at a giant market: according to market experts, by 2020 alone some 230 million homes worldwide – almost 15 percent of all households – will feature smart-home technologies.

"Setting up the Bosch smart-home subsidiary is an important strategic step toward pooling and expanding on our range of solutions for the smart home. Smart homes facilitate new services that make their occupants' lives easier, and they offer major

business potential," says Dr. Stefan Hartung, the member of the board of management of Robert Bosch GmbH responsible for the Energy and Building Technology business sector.

Bosch smart-home solutions are designed to meet the highest standards of data protection and data security. These standards are taken into account right from the start of the product development process. To this end, Bosch has also set up a center of competence for product security. Customers and users have full transparency and decide for themselves how their data are used.

Bosch smart-home system solutions mean that a single platform is sufficient to interconnect the heating, lighting, smoke alarms, and appliances in a home. All these can then be operated simply using a smartphone or tablet. The core of the system is the Bosch smart-home controller, a central control unit that

connects the components with each other and to the internet. In the future, users will be able to use the Bosch smart-home app to combine the basic functions of unrelated devices.

For example, the door and window contact solution reports whether a window is open. When this happens, the system can automatically turn down the heating in the relevant room, in line with the user's preference settings.

What is more, users can check their smartphone anytime, anywhere to see whether doors and windows are open or closed. In future versions of the door and window contact solution, the system will sound the alarm if a window or door is broken open when the occupant is absent – meaning, according to Bosch that there will no longer be any need for a separate alarm system.

When it comes to connectivity, Bosch believes open standards and open platforms will make the technology as user-friendly as possible. For this reason, the Bosch smart-home system is modular and expandable, and it is easy to connect compatible devices made by other manufacturers to it.

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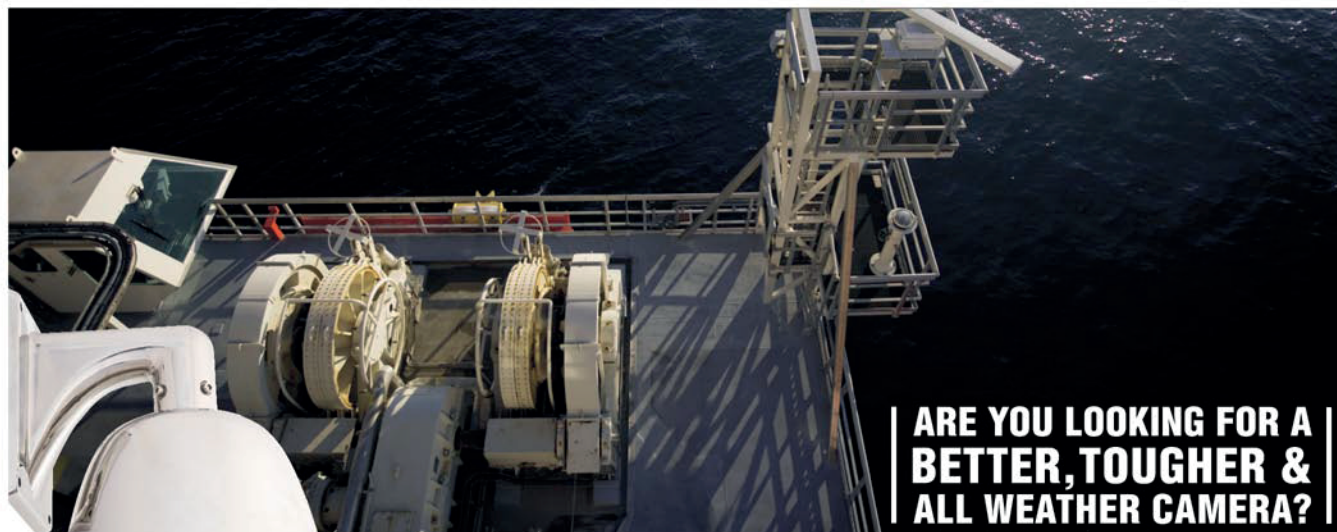


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BUSINESS PEOPLE



Laura Freeny Architect & Engineer Partner Program Manager.

Arecont appoints new partner manager

(Los Angeles, Ca (USA))

Arecont Vision, has appointed Laura Freeny, as the Architect & Engineer Partner Program Manager of the company.

Freeny brings more than 11 years of security industry experience to her new position with Arecont Vision.

In her new position, Freeny will oversee Arecont Vision's A&E Partner Program, ensuring that the industry's leading architects, engineers and consultants are equipped with the necessary tools and education to design the best possible megapixel camera system and infrastructure. These tools enable A&E Partner Program members to more effectively provide project specifications and system designs for Arecont Vision's megapixel camera products.

Prior to joining Arecont Vision, Freeny was Consultant Support Manager for Tyco Security Products. She has also held sales positions with Schneider Electric and Johnson Controls, Inc. She earned an M.B.A. from Loyola University of Chicago's Graduate School of Business, and a B.S. in Mechanical Engineering from the University of Michigan.

Hectic Christmas shopping by Assa Abloy

Stockholm, Sweden

Assa Abloy has been shopping for companies like no other player in the security industry for a long time.

The very last month of 2015 ended with four acquisitions: a Swiss and a Dutch company, followed up by a purchase of two Brazilian companies.

In December 2015 Assa Abloy entered into a definitive agreement with Docdata N.V. to acquire IAI industrial systems B.V. and its subsidiaries ("IAI"), a leading Dutch company specialising in security printing solutions for government ID, bank notes and other security solutions.

"IAI is an important technological addition to the Assa Abloy Group. The company complements our current offering within secure identity solutions. The acquisition of IAI considerably enhances the Group's position within government ID and will provide complementary growth opportunities," said Johan Molin, President and CEO of Assa Abloy.

HID becomes unique

Stefan Widing, Executive Vice President Assa Abloy and Head of business unit HID Global, explained also the importance of the acquisition

"The addition of the IAI portfolio to HID's expertise in the field of secure identity documents sets HID apart in the industry as the only company offering a full range of both identity card and passport personalisation solutions coupled with the production of high-quality, high-security documents," he said.

IAI was established in 1990 and has some 85 employees. The company is headquartered in Veldhoven, Netherlands, where it will maintain its operations.

Sales for 2016 are expected to reach EUR 20 million.

Sensor technology company

Assa Abloy followed up the acquisition of IAI through an agreement to acquire the Swiss company Cedes, a leading company in sensor technology to the door and elevator industry.

"Cedes represents an important step in the strategy of adding more intelligence within entrance automation. Our entrance automation business has grown from SEK 3 billion in 2008 to more than SEK 18 billion proforma in 2015", said Johan Molin, President and CEO of Assa Abloy.

Cedes was established in 1986 and has some 340 employees. The company is headquartered in Landquart, Switzerland.

Cedes's sales for 2016 are expected to reach CHF 60 million (approx. SEK 510 million) with a good EBIT margin.

The transaction is expected to close during Q1 2016.

Two Brazilian company

Just days before the shift to 2016 Assa Abloy signed agreements to acquire the lock company Papaiz and Udinese, a manufacturer of hardware for sliding doors and windows in Brazil. The acquisitions will significantly increase the Group's footprint in Brazil.

Strategic acquisition

"Papaiz and Udinese represent for the Group two major acquisitions



Johan Molin, President and CEO of Assa Abloy.

in the Brazilian market. This constitutes an important next step in our strategy to grow market leadership in emerging markets", said Johan Molin this time.

"We welcome to Assa Abloy Papaiz, the most well-known Brazilian lock brand and Udinese, the leading window hardware producer in the Brazilian market. These acquisitions will significantly increase our product range in Brazil", says Thanasis Molokotos, Executive Vice President of Assa Abloy and Head of the Americas Division.

Papaiz, established in 1952, is located in Salvador, in northeastern Brazil. Udinese, established in 1966, is located in Diadema, near Sao Paulo. Together they add approximately 1,300 employees.

Combined sales are expected to reach BRL 200 M (approx SEK 450 M) in 2016.

Digital Barriers to acquire Brimtek

London, UK

Digital Barriers, a specialist provider of advanced surveillance technologies to the security, defence and commercial sectors, has confirmed the proposed acquisition of Brimtek, Inc.

According to **Digital Barriers**, it has conditionally agreed to acquire the entire issued share capital of **Brimtek, Inc.**, a provider of state-of-the-art technical surveil-

lance solutions to the US defence, homeland security, federal law enforcement and intelligence communities, for a maximum aggregate consideration of up to

\$45 million (£29.6 million).

Digital Barriers has identified Brimtek as an attractive target for the Group, given its breadth of offerings to the US defence, national security and law enforcement communities which present significant sales synergies with Digital Barriers in the US market.

Flir acquires Dvtel for \$92M cash

Wilsonville, Or and Ridgefield Park, NJ (USA)

Flir Systems, Inc. has acquired Dvtel, Inc, a leader in software and hardware technologies for advanced video surveillance, for approximately \$92 million in cash.

Dvtel, based in Ridgefield Park, New Jersey, is a global provider of enterprise-class security and surveillance solutions. The company develops and distributes integrated video management system (VMS) software, advanced video analytics software, visible and thermal security cameras, and related servers and encoders. The combination enables Flir, with its existing Flir-branded thermal and visible cameras as well as its Lorex-branded security systems, to be a full-spectrum end-to-end security system provider, serving the consumer, small and medium business, enterprise, and infrastructure-level markets.

"Flir's strong position in

thermal imaging together with Dvtel's extensive video analytics and VMS capability will position us well to offer differentiated and highly accurate perimeter security solutions for the upper corner of our security segment's product value ladder," states *Andy Teich*, President and CEO of Flir.

"Dvtel adds a suite of professional-grade security software and hardware that is very complementary to our current solutions and fits very well with our strategy to offer end-to-end solutions in the enterprise and infrastructure segments of the security market."

Jon Cropley, Principal Analyst, Video Surveillance and Security Services at IHS Technology,

claims that this move follows Flir's acquisition of another video surveillance equipment vendor, Lorex, back in 2012.

"This allowed Flir to enter the market for consumer and DIY video surveillance equipment and, at the same time, expand its presence in the market for professional video surveillance equipment. The acquisition of Dvtel means that Flir is expanding its presence in the professional market yet further, a market which IHS forecasts will be worth \$15.7 billion in 2015," comments Jon Cropley.

Cropley also says that, despite a number of mergers and acquisitions in this market in recent years, the supply base remains fragmented. IHS estimates that the largest fifteen vendors accounted for just 52% of market revenues in 2014. Combined together, IHS estimates that FLIR/Dvtel would



Jon Cropley, Principal Analyst, Video Surveillance and Security Services at IHS Technology.

have still been outside the largest fifteen.

Flir anticipates this transaction will be neutral to 2015 net earnings and accretive thereafter.

CHANGING THE GAME AGAIN...



dvtel IS NOW **FLIR**

FLIR's unparalleled thermal security cameras combined with DVTEL's acclaimed video management system has changed the security game.

FLIR now provides:

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- The widest range of thermal and visible products that can be used with any system

flir.com/dvtel



The World's **Sixth Sense**™

Canon aims to mirror



Ray Mauritsson, CEO of Axis Communications, interviewed by Detektor.

Detektor magazine met up with Axis CEO Ray Mauritsson to discuss Canon, challenges in the emerging markets and new products.

He is enjoying the fact that Canon has taken over in the boardroom.

"There have not been any dramatic changes", says Ray Mauritsson.

By Henrik Söderlund

What was your reaction when it became clear that Canon would bid on Axis?

"My reaction was that there was much logic to it. Historically, it has been important for Axis to have owners who prioritise long-term growth rather than short-term quarterly results. Canon has a very strong reputation for being long-term, and they differ from some of their Japanese competitors in that they have not sold technology components to third parties. As we have come into the group, we get access to those components and that broadens our base of available sensors and lenses, which is attractive for us. All listed companies have a price

tag, and you need to be prepared for that. For me it has not been dramatic."

How has your job changed?

"Not much to be honest. We have a new majority owner and there are some new people on the board and that means new interaction for me, but for Axis as a company really nothing has changed."

Axis founder Martin Gren has described the acquisition as rational, but very sad. It seems like you do not agree?

"Both yes and no. I agree that there is much rationality in the acquisition, but for me it is

not sad – I like change. But as the founder of the company, the situation is of course different for Martin."

There are political problems, currency challenges and in China two large competitors have performed amazingly well.

Canon has promised that things will remain as they are.

"Yes, and not only promised, they have guaranteed it, I would say. It is very logical – if you look at it from Canon's point of view, they have bought a company that has been very successful in an area, which they want to succeed in, and so they will not use their own methods or structures to manage it. The logic is that they want to mirror the approach we have used in order to succeed in the same way."

How do you cooperate with Canon?

"We have different product portfolios and are competitors on the market. However, how it will develop long term, I cannot really

Axis' winning formula

I would like to see innovations from our New Business division that are related to our video surveillance offering.

speculate about today. Canon has a big presence in the Japanese market, but generally, they are not very large compared with our competitors around the world and we do not focus on them. If we look at the technology, we believe that we can benefit from Canon's development of lenses and sensors in the future."

Will the consolidation process in the physical security industry continue with more major acquisitions?

"It is difficult to say. But if you look at consolidation in general, there should not be as many brands in ten years from now, at least not those who manufacture the products themselves."

In what markets does Axis have the biggest potential to grow?

"There are no major changes, but the BRIC countries – that are the natural strongholds for growth potential – have recently been challenging in various ways. There are political problems, currency challenges and in China two large competitors have performed amazingly well. At the same time, we see sound development in the more mature markets."

What is your strategy in China, where Hikvision and Dahua are very strong?

"It is obviously a tougher market – it is their domestic mar-

ket although no market can be owned by one single player. There is space to compete even though the competition is very hard. Customers in that market perhaps prefer Chinese brands rather than foreign ones to some extent, but there are exceptions and it is important to find areas where we can sharpen our offering."

Axis continues to do very well. What is your view on future growth?

"It depends a lot on how the emerging markets develop. If we look at estimates from IHS and others, the global video surveillance market is forecasted to grow about 10 per cent annually and the network camera market will grow somewhere between 12-14 per cent in Western Europe and in the Americas, where the majority of our sales are to be found. Then, the growth rate is higher in emerging markets, particularly in China."

But you aim higher?

"Given our market position, we should be close to the growth rate in the mature markets. But of course, we have a clear ambition to grow faster than the market and we also have an ambition to broaden our offer, not only by taking a more comprehensive view of how much of a video surveillance solution we deliver, but also to look for complementary products that we can produce in a division we have named "New Business". It can be completely different products but they might be used adjacent to, or by systems integrators who also sell video surveillance solutions."

What kind of products do you mean and what are their sales prospects?

"Both our access control solution, the Axis video door station and network connected loudspeaker are examples of things that we have launched recently. They represent a small portion of our businesses today compared with our video surveillance offering, but we will aim to expand on that so that they make a significant contribution to our overall growth eventually."

How much can they grow?

"A lot! We are starting at low sales levels and it is a challenge. If you want to succeed with innovation in new areas while you already have a very large, dominant and successful business like we have in video surveillance – then I think one must redirect resources very deliberately in that direction, otherwise it will drop down the priority list. The ambition is of course that the growth should be significant within a number of years."

How much is significant?

"It should be two-digit percentages or at least close to that. But this is just speculation, it all depends on what kind of product areas you find; it may well be innovations that are connected to cameras and it might be difficult to discern, and draw a line between what is really "new" and what is a development of our business. I would like to see innovations from our New Business division that are related to our video surveillance offering."

Do you think network cameras will be your main source of revenue in the long term – let us say 10 years?

"I think that video and the use of images and various types of sensors will be very important for

a long time to come. There will be space to have it as a major part of our business even if we succeed in other areas as well."

What will the market look like in the future?

"The penetration of network video has primarily happened on the business side and for big solutions. I think we will see more specialised solutions for smaller installations and for different end customer verticals, more differentiation and gradually more and more video analysis."

They believe our business area can grow as a part of the Canon Group and it will be a new challenge for us to live up to that.

Finally, you have been CEO of Axis since 2003. Quite a few CEOs quit once their company has been acquired. How do you see your own future?

"If you do not think it is fun to go to work, it is natural to quit. But I do, and I cannot imagine anything else that would attract me more. For me, this change actually means some new interaction, although as I said, it has not been a very big change for Axis as a company. And I enjoy it. Plus, it is a fun challenge that Canon considers Axis as a very strategic investment. They believe our business area can grow as a part of the Canon Group and it will be a new challenge for us to live up to that."

How the world's biggest video surveillance product manufacturer plans to get bigger: **Hikvision – ready for acquisitions**

Hikvision now has the capability to produce more than 160,000 security cameras per day. Detektor Magazine visited the world's largest video surveillance manufacturer in Hangzhou, China, to find out about the company's strategy for the future.

"Within the next years, we will have more than 25 international branch offices and we are also preparing to locate 3–5 local factories in overseas markets", says Keen Yao, International Marketing Director.

By Henrik Söderlund

Hikvision was founded in 2001 and brought a compression card to the market as the company's first offering. Since then, much has happened: Headquartered in Hangzhou, the company has expanded to become the world's largest video surveillance manufacturer with a turnover of more than 3 billion US dollars.

14,500 employees

The Hikvision headquarters is located in two towers in Hangzhou. The company moved in two years ago, accommodating up to 4,000 employees. However, only in 2015, the company hired 2,500 people and the office is just not big enough anymore and another office is being built across the road. In total, Hikvision has 14,500 employees, among which 5,400 are engineers.

Hikvision started to expand internationally in 2006–2007 and the development of camera products started in 2008–2009. Today, the international business grows a little faster than the domestic and the growth rate in North America is higher than in Europe.

"Our overseas business is still very young, but the growth rate is very fast", says Keen Yao, International Marketing Director at Hikvision.

Between 2004 and 2014, Hikvision had a CAGR of 53 per cent overseas. In 2012, the international turnover was 179 million US dollars, in 2015, it was 752 million dollars only after the first three quarters. The overseas business constitutes for 26.5 per cent of the total revenue.

Ready for acquisitions

The Hikvision CEO and Pre-

sident, Yangzhong Hu, who is one of 28 people who founded Hikvision, talked to a group of trade media reporters, including Detektor Magazine, through an interpreter, in Hangzhou at the end of 2015.

"One of the key reasons for why we can do what we do today is because the Chinese economy has been very strong during the last decade. It gives us a very strong foundation and we have been lucky to have that strong base. And we are also lucky to have a lot of engineering resources in China", Yangzhong Hu says.

He was also asked to comment on Canon's acquisition of Axis and Milestone.

"It was a bit of a shock to everyone in the industry, but early on, the alarm industry saw some major acquisitions and now the focus is on CCTV. For Hikvision, there have always been three elements: the technology, marketing and mergers and acquisitions. Our focus has been on the first

One of the key reasons for why we can do what we do today is because the Chinese economy has been very strong during the last decade. It gives us a very strong foundation and we have been lucky to have that strong base. And we are also lucky to have a lot of engineering resources in China



The Hikvision CEO and President, Yangzhong Hu, who is one of 28 people who founded Hikvision

two. But of course, when a good opportunity comes, we will take that opportunity".

Yangzhong Hu believes that the demand for security and safety is always a driver in the market but also stresses that video surveillance has moved from monitoring to become a management tool.

"Now it is more related to local operations. And it will continue to be a driver for this industry as well".

Hikvision has different strategies for software in China and in the international market.

"In China we are leading the trend of providing video management platforms for different verticals. In the international market, it is different. There, we are more focused on hardware and for software, our strategy is to focus on partnerships with companies like Milestone, Genetec etc", Yangzhong Hu says.

He also said it would be easier for users to have one single supplier that can provide both hardware and software.

Hacking attacks

In mid 2014, hacking attacks were reported on Hikvision products and Yangzhong Hu spoke surprisingly openly about this issue. He claims that users had chosen weak passwords and that Hikvision notified its partners to advise the end customers to change their passwords. In March 2015 a new structure was devised meaning that anyone setting up a Hikvision device now has to use more complicated software when launching the product.

"Since May 2014, Hikvision has established Hikvision Security Response Center (HSRC) to take feedbacks, handle and announce the security flaws of Hikvision products and solutions. Apart from that we also partner with international cyber security companies to help us design a more complete system in order to prevent cyber attacks in the future. We are open-minded about this even though it is an annoying issue", Yangzhong Hu says.

Keen Yao, International Marketing Director of Hikvision:

"Video surveillance will not only be used for security"

Detektor met up with Keen Yao, International Marketing Director at Hikvision for an interview about the future of the video surveillance industry in general and Hikvision in particular.

By Henrik Söderlund

In China, the quantity of IP is much bigger than analogue, says Keen Yao to Detektor. However, about 60 per cent of Hikvision's revenue comes from IP products and 40 per cent from analogue, which leads Detektor to ask the first question.

How long will it take until Hikvision is totally IP?

"We have not thought about that. There are different needs in different areas and the knowledge of IP varies. Hikvision do business only according to the market needs."

Smart home and smart cities... they will all be connected to the Internet. I think they have a huge potential for the future.

You say globalisation is your core strategy for the international business. Explain what you mean by globalisation?

"We are much closer to the market today and we are empowering our mid-level management teams, as a result, they will make more decisions and in turn local people will make more decisions. Thus, the decision making will come down closer to the market and the local teams have all the power to take the decisions they want to in order to achieve the goals that have been set by the company."

How much do you expect to grow in the coming years? Will it continue to be 40–50 per cent?

"We hope we can continue to grow like that and we think it is

possible. Our relationship with our partners in different areas is much stronger now and that gives us a great potential."

What is your view on the Chinese video surveillance market?

"Hikvision can do many things in the overseas market because we have a strong base in the Chinese market. Because of safety problems, the Chinese government and companies invest greatly into the security sector and surveillance is the most important branch together with alarms and integrated systems. There are a lot of opportunities in the Chinese market."

There are signs of the Chinese economy slowing down. Do you think the government will decrease its spending?

"During 2015, the investment from the government has not decreased, but neither is it growing so fast. We think that the Chinese market will continue grow, not only for video but for the whole security business and not least when it comes to daily management applications."

Which is the biggest tech trend on the market today?

"It is intelligent functions. In the future, and already today, video surveillance will not only be used for security but will work as a management platform for the end user's daily business."

What is your view on the Internet of Things?

"Smart home and smart cities... they will all be connected to the Internet. I think they have a huge potential for the future."

What is your biggest challenge?

"It is internal management. We

have more than 14,000 employees and it is much more difficult to coach the different departments compared to when the company was young. This is why we do empower the middle management team to make them take many more decisions by themselves."

You hired more than 2,500 people in 2015, are you planning to hire as many in 2016?

"I hope so. We will continue to invest and there is a big potential in video as a sensor. A huge number of students graduate every year and in 2015, we had more than 800 students who graduated and then directly started to work for Hikvision. In 2016 there might be even more."



"In China, the quantity of IP is much bigger than analogue", says Keen Yao.



The Hikvision headquarters is located in two towers in Hangzhou. The company moved in two years ago, accommodating up to 4,000 employees.

Intersec attracted more than 30,000 visitors

Dubai, (U.A.E) Intersec 2016, the leading trade fair for Security, Safety and Fire protection in the Middle East attracted 31,939 visitors, when it was held on January 17th to 19th in Dubai.

The number of security professionals present at the event showed a 17 per cent growth compared with the 2015 exhibition. The size of the exhibitor space also created a new record, reaching an area 50,000 square metres.

The success of Intersec builds on growing demand in the region for enhanced safety and security systems spurred by huge on-going investments in new commercial and civil infrastructure.

1,290 exhibitors from 55 countries

Leading international safety and security brands were all present in strength at the event, which saw 2,400 brands being showcased by 1,290 exhibitors from 55 countries.

– Intersec continues to showcase the latest global trends and developments to regional buyers as well as facilitating invaluable interaction through an on-going exchange of ideas and knowledge dissemination, says Ahmed

Pauwels, CEO of organiser, Messe Frankfurt Middle East.

Growing number of UAE exhibitors

With 83 per cent of participating exhibitors being international, Intersec 2016 has been the most internationally representative edition yet, at the same time the exhibition also witnessed the highest level of participation by UAE exhibitors, whose numbers were up by 8% over the previous year.

Expanded Fire and Recue area

Fire and Rescue, which was 27 per cent larger than the previous year, recorded the fastest growth at Intersec 2016. The section witnessed huge interest from trade visitors, given the number of high-profile fire incidents across the region recently. Also attracting considerable interest was the Information Security section, with buyers searching for the latest in cyber protection systems to safeguard from the growing spectre of cyber threats.



Intersec i Dubai gathered more than 30,000 visitors.

Smart home automation

Debuting this year was the Smart Home Automation section, which attracted huge attention from trade visitors and industry professionals.

With the Middle East expected to constitute as much as ten per cent of the global Smart Home market, the section drew strong interest from leading international brands. Industry leaders including: Schneider, Fermax, Assa Abloy, Honeywell, Xtralis and CP Plus were all on hand demonstrating their latest products and systems such as energy management systems, HVAC control, entertainment control, security and access control.

100 new products launched

Over the three days, Intersec 2016 witnessed a wide range of exhibitors debuting new products and services to the region. As many as 100 new product launches this time around, underlined the show's premium position as the launch vehicle of choice for the regional safety and security industry.

Smart home section

Buzzing with activity from the very beginning was the new Smart Home section – where a live demonstration area of a 'simulated villa' offered visitors a real-time showcase of smart home products in action ranging from Digital Door Locks and home video cameras, to Roller Shutters, Door Video Phone Panels / TV Controller/ Ipad to Monitor & Controls.

Different pavilions

Other new additions this year at Intersec 2016 included a Safety Design in Buildings Pavilion in the Fire & Rescue section, along with a dedicated Jobs & Careers Pavilion. Alongside the event was a busy schedule of industry conferences which were held in cooperation with the Dubai Police and Dubai Civil Defence: the Occupational Health & Safety Conference, the Middle East Fire Conference and the Critical Infrastructure Security Conference.



Genetec, a world market leader within IP-based VMS solutions exhibited at Intersec. Firas Jadalla, Regional Director for Middle East and Simon Barnes, Business Development Director, were both present at the show.



CQR had Andrew Jackson, Business Development Director, and Paul Bennet, International Sales Manager at their stand.



TBS was represented by Philippe Niederhauser, Marketing Manager and the chairman of the company, Daniel Kohler.



Intrusion alarm provider Takex Europe Limited had the Export Sales Manager, John Angell, presenting their latest products.



Marc McNicholl and the Marketing Program Manager, René Fusco made sure that CEM Systems' solutions were on show for Intersec visitors.



The President and the Marketing Manager of the Italian video surveillance company Videotec, Alessio Grotto and Alessandro Franchini enjoyed the show.

Mäss- & Konferensguiden

Messe- & Konferanseguiden / Messe- & Conferenceguiden

March

 **1-3 March**
Securex West Africa – Lagos, Nigeria
Venue: Landmark Centre
Organiser: Montex
Tel: +44 207 886 3048
Email: kieran.oliver@montex.co.uk
Website: www.securexwestafrica.com

 **8-11 March**
Security Show 2013 – Tokyo, Japan
Venue: Tokyo Big Sight
Organiser: Nikkei Messe
Tel: +81-3-512- 5670
Fax: +81-3-3512-5680
Email: tradefairs2016@smj.co.jp
Website: www.messe.nikkei.co.jp/en

 **14-17 March**
Mips / Securika – MOSCOW, Russia
Venue: Expocentre Fairgrounds
Organiser: ITE Group plc
Tel: +44 (0)20 7596 5009
Email: marina.moiseeva@ite-exhibitions.com
Website: www.securika-moscow.ru/en-GB

 **15-17 March 2016**
Infosecurity – 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/

 **15-16 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.connectidexpo.com

 **15-17 March 2016**
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

 **23-25 March**
UzSecureExpo-2016 – Tashkent, Uzbekistan
Venue: Uzexpocentre
Organiser: IEG
Tel: +(998-71) 238-59-82
Fax: +(998-71) 238-59-87/88
Email: sales2@ieg.uz
Website: www.ieg.uz

 **24-27 March**
SecuriTex – Ankara, Turkey
Venue: Congressum Ankara
Organiser: CYF Trade Fairs Inc
Tel: +90 312 442 28 20
Fax: +90 312 442 26 96
Email: info@cyffuar.com.tr
Website: www.securitexurasia.com.tr

April

 **4-6 April**
Milipol Asia-Pacific – Singapore, Singapore
Venue: Sands Expo and Convention Centre
Organiser: Comexposium Singapore
Tel: +65 6392 5328
Fax: +65 6392 3098
Email: andrew.marriott@comexposium-sg.com
Website: www.milipolasiapacific.com

 **6-8 April**
ISC WEST 2016 – Las Vegas, United States
Venue: Sand Expo
Organiser: SIA
Tel: +1 301-804-4700
Fax: +1 301-804-4701
Email: info@siaonline.org
Website: www.iscwest.com
Visit AR Media at ISC WEST 2016

 **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.trygghetskameransdag.com
Visit AR Media at Trygghetskamerans dag

 **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

 **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

 **25-28 April**
Securex – Poznan, Poland
Venue: MTP
Organiser: Poznań International Fair Ltd
Tel: +48 61869 23 40
Email: joanna.jasinska@mtp.pl
Website: www.securex.pl/en

May

 **16-18 May**
Saudi Safety & Security – Dammam, Saudi Arabia
Venue: Dhahran International Exhibitions Center
Organiser: BME Global Ltd
Tel: +44 203 463 1097
Email: mostapha@bme-global.com
Website: www.bmesecurity.com

 **24-26 May**
Securex – Johannesburg, South Africa
Venue: Gallagher Convention Centre
Organiser: Montgomery
Email: joshual@specialised.com
Website: www.securex.co.za

 **25-26 May**
Security Forum – Barcelona, Spain
Venue: Centro de Convenciones Int. de Barcelona
Organiser: Peldaño
Tel: +34 91 476 80 00
Fax: +34 91 476 60 57
Email: info@securityforum.es
Website: www.securityforum.es

 **26-28 May**
Seguritec Peru – Lima, Peru
Venue: Centro de Exposiciones Jockey
Santiago de Surco
Organiser: Thais
Tel: +51 1201 7820
Email: thais@thaiscorporation.com
Website: www.thaiscorp.com/seguritec/ingles

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

 **13-15 June**
CSPE 2016 – Guangzhou, China
Venue: Guangzhou Pazhou Poly World Trade Center Expo
Organiser: Guangzhou ESH Safety Technology Co., Ltd.
Tel: +86 20 3902 9096
Fax: +86 20 85640459
Email: davidleelion@cish.cc
Website: www.cish.cc

 **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

Visit AR Media at Ifsec

July

 **6-7 July**
Sicherheits EXPO – München, Germany
Venue: MOC München
Organiser: NETCOMM GmbH
Tel: +49 (0)89-88 94 93 70
Fax: +49 (0)89-88 94 93 79
Email: info@SicherheitsExpo.de
Website: www.sicherheitsexpo.de

 **12-14 July**
Secprotec East Africa – Nairobi, Kenya
Venue: KICC
Organiser: Planetfair GmbH + Co. KG
Tel: +49 40 710070-51
Fax: +49 40 710070-59
Email: secprotec@planetfair.de
Website: www.secproteceastafrica.com

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