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The Interview

**Kenneth H. Pedersen,
CSMO, Milestone Systems**

The Interview

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Lennart Alexandrie, Publisher

The times, they are a-changin'

Globalisation is here and so is the new communication technology. There is no doubt that things are moving fast these days. Having been a publisher in the security industry since 1989, there has never been such a thrilling time.

The migration from analogue to digital technology has created a new world of opportunities, supported by shortened buzzwords like IoT (Internet of Things) and BYOD (Bring Your Own Device). The communication between different devices and technologies has opened up integration possibilities in a way that cannot be denied. Cost efficiency and user friendliness make these new opportunities available for an increasing number of companies and organisations and individuals. In this context the security market is about to become a sub-sector of the facility management or building automation market. Moreover, digitalisation has started a process whereby the security market is migrating slowly from being a commodity product oriented market to a service oriented one.

For sure, the security industry companies have to adapt to these new conditions in order to convert this development into beneficial opportunities rather than viewing it as a threat.

Apart from the rapid technology development there are other changes in society which are having an important impact on the security industry; namely the alarming refugee situation in Europe, the present terrorist threat and increasing cases of organised borderless criminality in the region. This, combined with the state financed police forces with limited resources to tackle the problems, is pushing society to outsource services to private players. A decreasing efficiency to prevent and solve crimes is also a driving force for the demand of technology and services from the security industry to different industry and commercial sectors.

The times, they are a-changin' is just as true as when Bob Dylan wrote the lyrics of his song, even if the context is different. Soon it will be time for Europe's biggest security exhibition to be held in Essen, Germany. This year something has changed when compared with previous editions of this bi-annual event. The most spectacular exhibitors at this show have always been Siemens and Bosch, with their enormous stands. At Security Essen 2016, neither of these two German giants will be present, which is a big disappointment for the organisers, but also for the visitors. And moreover, it is also a sign of – and a confirmation that – the times are definitely changing.

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Genetec CEO Pierre Racz

"Price pressure imposes hardware manufacturers to look towards software"

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ACCESS CONTROL IN FOCUS



Access Control. The global access control market is expected to grow 7.2 per cent in 2016 and the strong growth is primarily due to the factors like price, accuracy, aesthetics and reduction in physical cards according to IHS.

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How Brexit affects the security industry

Should the United Kingdom follow through with its plans to leave the European Union (EU), there could be a number of consequences that filter through to security industry stakeholders.

By Jim Dearing, analyst for security and building technologies, IHS Technology

In theory in the short-term the market outlook for 2016 and 2017 should be relatively unaffected, the U.K. has yet to activate Article 50, which instigates the formal procedure to leave the EU. Only the U.K. Prime Minister can invoke Article 50 to begin the negotiation process, which is expected to take around two years to complete. To further add to the uncertainty, there is also still a small chance that the new Prime Minister, Theresa May, will choose not to invoke article 50 because the referendum is not legally binding.

However, it has been just over a few months since the vote and some warning signs for the security market have already begun to appear. The British banking and finance sector, a heavy user of video surveillance and access control equipment, has taken a thrashing in the financial markets, largely over fears that it may lose access to lucrative European markets if London fails to keep its passporting rights. Some financial institutions are already taking steps to limit damage to profits by curbing expenditure; this has resulted in some facilities switching to a “fix-before-replace” approach to security equipment maintenance. Although the slowing replacement rate is bad news for equipment vendors in the short-term, maintenance service revenue for installers and monitoring companies should enjoy a small boost.

Uncertainty over Britain’s future also wreaked havoc in the currency markets, the British Pound lost around 9 percent of its value against the Euro and the U.S. Dollar within 24 hours of the vote. If this downward trend were to continue, U.K.-based manufacturers could see their cost of sales increasing, as they find importing raw materials and components

more expensive. However, they should also benefit from a small boost in demand, as their prices become more favourable to those outside the U.K.

In fact, the video surveillance equipment market should be one of the most resilient to this type of market volatility. The majority of equipment is manufactured in Asia, plus a larger portion of vendors are international companies, which are typically more experienced in dealing with changing terms of trade. IHS Markit estimates of market share indicate that less than 5 percent of the European market is supplied by U.K.-headquartered video-surveillance vendors.

In the longer-term, if formal proceedings to leave the EU are started by the U.K., it would become more certain that the security equipment market will suffer.

Intruder alarm remote-monitoring revenues are also projected to react slowly to the shakeup. Their long-term contracts lock in revenues and generally protect service providers from short-term swings in demand.

In the longer-term, if formal proceedings to leave the EU are started by the U.K., it would become more certain that the security equipment market will suffer. This would begin in 2018 with minimal effects from slowing investment and the lack of new construction projects. Access control, intruder and fire alarm markets typically track construction rates closely and are forecast



Jim Dearing, analyst for security and building technologies, IHS Technology.

to be affected most by this trend. However, a large cut to infrastructure spending would be just as damaging for the video surveillance market.

These negative influences are likely to accelerate in 2019 and 2020, if the UK fails to negotiate a “soft exit”. If a deal cannot be struck within the two-year time-frame set out by Article 50, the U.K. would have to revert to World Trade Organization (WTO) trade rules. This means that tariffs have to be imposed on trade between the U.K. and the EU, which would be a disaster for commerce in both regions -- but especially for the UK. Strenuous efforts are expected to be made to avoid it.

Once the separation is completed, other long-term effects and key points of interest for the security industry include the following:

- The EU funds many development and renovation projects across the European continent. These projects often come with the stipulation that a certain portion of the funds are to be spent with EU suppliers. U.K. security suppliers are likely to lose this business to competitors, once the Brexit process has been completed.
- The British Standards Institution (BSI) currently follows European standards fairly closely. Without EU membership it re-

mains unclear whether the BSI would feel the need to continue to follow EU standards.

■ There are five British-based access-control and intruder-alarm vendors supplying the European market in significant quantity – each with revenue exceeding \$10 million. IHS Markit estimates that these companies combined account for less than 10 percent of total European, Middle-Eastern and African (EMEA) market revenues for both industries.

Information in this Research Note is based on data from IHS Markit Video Surveillance, Access Control and Intruder Alarm Intelligence Services, which each provide comprehensive, regularly updated market data and insights on the global security market.

About the author:

Jim Dearing is an IHS market analyst specializing in security and building technologies with a heavy emphasis on intrusion, access control, residential security and the smart home. He has a large amount of analytical experience coming from an economics and finance background with previous experience as a private equity analyst specializing in commodity markets, risk management and arbitrage trading.

Jim holds an MSc Economics from the University of Warwick and a BA (Hons) Economics from the University of Leicester. Jim is currently located at the IHS Shanghai office in China.

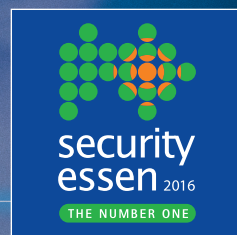
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How to deliver adequate power to



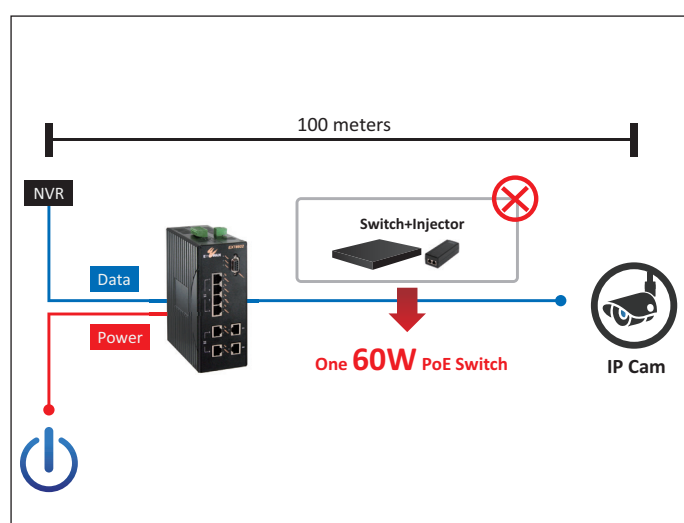
With security found in more and more industrial settings, advanced and heavy-duty network devices are needed on the edge to make implementations effective. Amid this trend, the first major challenge is to deliver enough power to these devices. Increasingly, traditional PoE standards, IEEE 802.3af/at that deliver 15.4W and 30W of power, are proving insufficient in this regard. A hardened 60W PoE switch, on the other hand, can better the power supply needs of industrial users.

Power over Ethernet (PoE) technology has become widely deployed in most urban cities, in order to support all electronics devices in stable operation and well connected over internet.

With IP technology, video surveillance systems have become smarter, and are now utilised across multiple applications and integrated with other systems. Power over Ethernet (PoE) technology has become widely deployed in order to support the high power requirements of security cameras, wireless access points, and other connected devices.

However, the problem for the current industry is when cameras or other security devices that consume 50W of power or even higher are used, the installer has to use an injector, which is a separate piece of equipment that may create

extra cost and reliability issues, not to mention the fact users often find it burdensome and inconvenient. The injector also needs an extra power source, which can be quite a hassle when space is constricted. In 2007, the IEEE introduced a new standard, 802.3at, that scales power delivery up from the 15.4W available under 802.3af to a more robust 30W. However, users are still looking for more: a cost-effective PoE solution that can deliver a full 60 watts of power. While the future 802.3bt standard promises to at least double the power available to end devices, some manufacturers have decided to move quickly to



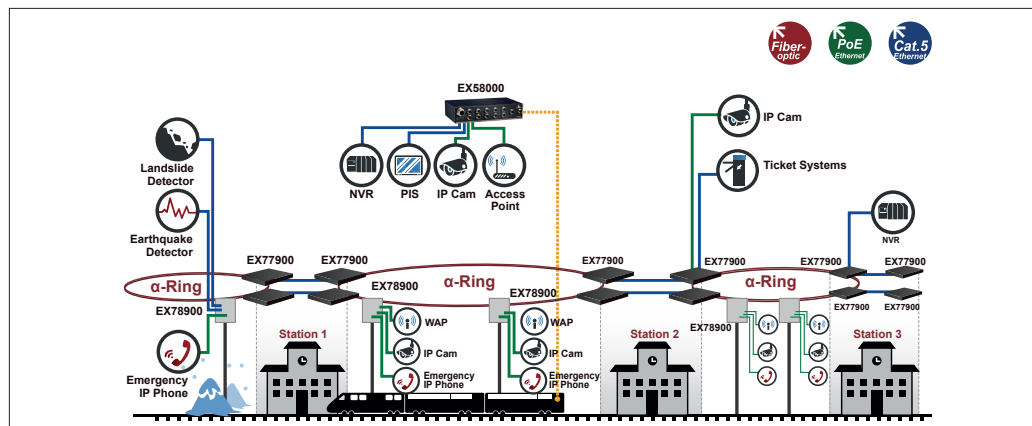
security devices in industrial sites



satisfy this new but quickly growing market demand for more power.

How to select a 60W PoE switch for security projects

To ensure the high performance of a 60W switch, the selection of high-quality key parts and components is crucial. PoE products operating in transportation, critical infrastructure, factories, and other industrial environments should be toughened up to stay functional and durable amid extreme weather, vibration, and electromagnetic interference (EMI). In harsh environments, video surveillance cameras are usually equipped with an extra heater and sometimes even IR functions, and the resulting high power consumption creates another challenge for the PoE switch. Therefore, quality assurance should begin at the product's initial design stage, with parts and components carefully selected and vetted. The printed circuit board must be



The 60W switch has applications in transportation and can be deployed in a railroad environment, allowing constant monitoring of trains and seamless communications between drivers and the command centre.

carefully designed to ensure it works well with the key parts and components. Besides meeting general requirements, the circuit board must be able to function in extreme temperatures – with circuitry meeting the comprehensive requirements of EMC standards.

In addition to the initial industrial design, extensive product testing is required in order to evaluate the quality of a PoE switch. For Etherwan, this includes multiple PDs (powered devices) being tested to guarantee flawless transmission between the devices and the 60W switch. Tests are even run in special chambers with the temperature set at 85 degrees Celsius, to verify functionality in extreme heat.

As an example, the EX78900 switch from Etherwan provides up to 60W from each of the four ports. During testing, each port is connected to a PD. The switch passes the test only if it is functioning normally at full capacity ($60 \times 4 = 240W$) over a temperature range between -40 degrees Celsius and 85 degrees.

Compliance with general industrial standards is not enough – customers need to have full confidence that a supplier's products and accessories are tested and approved to reach or even surpass the mean time between failure (MTBF) threshold, guaranteeing reliability while running in the most rugged conditions.

Suggestions for finding a value-added partner

From time to time, there are complaints in the industry about sub-

standard quality found in industrial networking solutions. Some suppliers use commercial-grade parts and components for industrial devices, and then skip the extensive testing that is required. To avoid these quality issues, customers should request that suppliers provide professional test reports along with their marketing materials.

Additionally, stadiums, large buildings, and other large projects, require careful selection of equipment, including components and accessories. Resistance to fire and electromagnetic interference needs to be taken into account.

What's driving the future PoE market

The rise of the Internet of Things means that the launch of 60W switches has arrived amid PoE's growing importance as a method for delivering power, not only to security devices, but also to a huge range of other devices as well. More and more, streetlights, interior lights, and building automa-

tion systems are all connected to the internet for improved control and efficiency. At the centre of this is PoE technology, which not only serves as an exchange point for data, but also plays a key role in delivering power. As the advantages of PoE in delivering power to edge devices become more widely recognised, adoption will continue to increase for the foreseeable future.

Future applications may include:

- Intelligent lighting system: for applications at stadiums, streets and intersections, as well as where the lighting devices require higher watts power supply.
- Surveillance system (with PTZ and remote-controlling): To drive the pan, tilt and zoom movements on the PTZ cameras requires power higher than 30W.
- Outdoor digital signage: Embedded Systems (As hardened 60W PoE switch can satisfy higher power requirements).

About the sponsor

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Multi-criteria detectors shake up fire market

Engelwood, Co (USA)

The introduction of multi-criteria detectors has given purchasers increased flexibility and functionality in their fire detection systems. According to the latest IHS Fire Detection & Suppression Report, the global multi-criteria detectors market was worth \$264.8 million in 2015. The market is expected to grow by a compound annual growth rate (CAGR) of 6.6 percent between 2015 to 2020.

IHS found that multi-criteria detectors, which combine multiple detection technologies, have become more common in the fire detectors market for three main reasons.

Firstly, the increasing number of mixed-use facilities has created demand for detectors that can function in complex environments, while meeting the demand of multiple customers. For example, the increasing number of facilities that combine retail, restaurants, and lodging create unique challenges for building owners and fire detector manufacturers. IHS found that the risk of fire varies in each environment – each requiring a different type of detector. Combining multiple technologies into a single unit means that fire detectors

will be able to meet the needs of various clients.

Secondly, IHS found that the trend to multi-criteria detectors is mainly caused by customers desire to reduce the number of detection devices installed in their facilities. The fact that fire systems in most instances continue to be a “must” purchase by law, means some end users want to see fewer detectors installed in their facilities. Because of this situation, multi-criteria detectors are more often being specified in projects where aesthetics are a concern.

Additionally, the price of multi-criteria detectors continues to decline, as more systems are installed and competition in the fire detection market increases. IHS found that declining prices are contributing to more rapid adoption of multi-criteria detectors, as some customers that were once priced out of this market have now started to realize the value of this detector type.

In conclusion, IHS expects that the increased adoption of multi-criteria detectors will continue, increasing the opportunity for

fire detection product manufacturers.

Currently, these detectors are viewed as a premium product mostly installed in high-end projects. As the price of multi-criteria detectors becomes more competitive, their use is expected to become more mainstream and manufacturers will find new opportunities to sell these detectors within medium-sized projects.



Niall Jenkins.

Market Share estimate (combined) for the top 15 suppliers of video surveillance equipment



The year 2013 was a pivotal one for the video surveillance industry, because it was when predictions of market concentration started to become a reality. It was also when the estimated market share of the top 15 video surveillance equipment suppliers jumped 10 percentage points over the previous year's share. In short, 2013 was when the video surveillance market finally started to mature. But, according to Niall Jenkins, senior manager, video surveillance at IHS research, that is not the whole story.

Boom times ahead for European smoke detector market

Hadapsar, India

A new report from Marketsandmarkets indicates that the smoke detector market is expected to grow from USD 1.31 Billion in 2015 to USD 2.52 Billion by 2022, at a CAGR of 9.2% during the forecast period. The smoke detector market is driven by factors such as increasing support and initiatives from government bodies, and technological advancements and innovations in smoke detectors and their networking.

In the report Marketsandmarkets have segmented the market into product subsectors including photoelectric smoke detectors, ionisation smoke detectors, dual sensor smoke detectors, and others. The cause of fire deaths in the commercial and residential sectors is mostly from smoldering

fires, which can only be detected by these photoelectric or the dual sensors and as a result the market of both smoke detectors is booming. The market for ionisation smoke detectors has a low growth rate because of their false alarm rate, which have led consumers to disable their smoke alarms and also the disposal of ionisation smoke detectors causes an additional problem as they contain radioactive materials. The research analysts estimate that the commercial sector holds the largest market size, whilst the residential sector is to experience the highest growth rate over the forecast period.

The end-user field within the smoke detector market has been broken down into subsectors made up of the commercial sector, the

residential sector, oil, gas, and the mining industry, plus the manufacturing sector, telecommunication sector, transportation and logistics, and others. The commercial sector was found to hold the largest portion of the smoke alarm market in 2015 as it is a highly regulated sector for smoke detectors. The smoke detectors installed in commercial space are regulated by EN54, UL268, CCCF, and other similar standards. The increase in the number of government mandate policies in developed economies to install smoke alarms in homes and the rapid development in residential construction across many parts of the world is attributing to the high growth of the smoke alarms market for the residential sector according to the analysts.

The market in Europe is expected to grow at the highest CAGR during the forecast period. Under the influence of government mandate policies, countries in the European region such as Austria, France, and Germany are installing smoke alarms in their homes and this is the main reason offered for the growth of the smoke detector market in this region. Also, North America was found to hold the largest market portion of the smoke detector market in 2015. The high demand for smoke alarms from this region is mainly attributed to the rising number of deaths by fire, especially in the residential sector, along with the rise in residential construction in key U.S. states such as Texas, Florida, and California.



Security Tech Germany



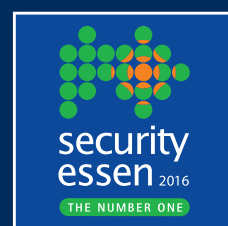
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New market data from IHS estimates the global remote monitoring market was worth \$24.7 billion in 2015.

IoT drives remote monitoring market

Engelwood, Co (USA)

The internet of things (IoT) is driving advances in technology and functionality in many industries, and the remote monitoring industry is no exception. New market data from IHS estimates the global remote monitoring market was worth \$24.7 billion in 2015. Connected systems and services are expected to play a large role in the growth of this industry in the coming years.

The American market for remote monitoring services is the largest regional market – in fact, according to IHS, nearly as large as the entire European and Asian remote monitoring markets combined. This region is expected to experience high penetration in the residential sector, which will increase still further through the year 2020.

There is wide agreement in the industry that connected systems and services will lead growth in this market. However, there are vast differences in opinion when it comes to the magnitude of growth that connected systems will provide. Some industry experts believe market penetration for monitored security will only increase a little, and the connected market will offer growth through increased revenue opportunities within the existing customer base. Others are expecting a surge of new customers, caused by new functions and better technology, resulting in penetration increasing by double digits by 2020.

Important factors

There are numerous factors to consider when assessing the effects of the IoT on the monitoring industry, both in terms of the number of accounts and total revenue. For example, as they become more accessible, available and functional, connected system technologies are bringing monitored security to more consumers. In addition, Telecommunications companies are continuing to put pressure on the North American remote-monitoring market -- the solutions these companies offer are connected systems, providing additional functions including remote notification and alarm system control. The telecommunications companies have also increased market awareness of monitoring and smart-home solutions, through large marketing and advertising campaigns.

In addition, smart-home services and devices are often offered alongside monitored security solutions. Video devices are one of the most successful products in this regard, with cloud storage

and other associated services offering additional recurring revenue opportunities. These options allow providers to increase their average revenue per user. Couple this with the fact that the market for do-it-yourself (DIY) installed and self-monitored connected systems is growing. These systems offer lower ongoing costs and often provide enough consumer peace of mind for the reduced cost. As the reliability and accessibility of these systems increases, they will become increasingly competitive with the residential remote-monitoring market.

Strong growth to 2020

In 2015 the connected residential monitored security market in the Americas was worth \$3.1 billion – about one-third of the size of the traditional monitored security market, valued at \$9.4 billion. The traditional market is expected to decline, as services transition over to connected systems, resulting in the two markets reaching equivalent sizes by 2020.

The industry is expected to grow strongly into 2020, but much of this growth is due to increasing revenue generated by each user, rather than an increased number of accounts. While the number of smart-home systems will indeed increase the penetration rate of monitored security products, the market is only expected to grow 1 percent by 2020.

European market starts to gain traction

The European market has also begun the transition to connected services and systems. However, this transition is happening slower than in North America. The slower transition is due to more fragmented markets and a lower penetration of security solutions in the residential market. Adoption is strongest in the Nordic region of Europe, where a relatively high penetration rate for monitored security and high technology adoption provides ideal market conditions for service providers to make the transition earlier. More opportunities for energy management solutions are expected in the European market, than in the Americas, due to rising energy costs in many countries.

The commercial market is also gaining the benefits of increasing technology adoption. The video-monitoring market is a key growth area for the large commercial sector, driven by improving broadband infrastructure, increases in video analytics capabilities and decreasing costs of equipment.

IHS expects that existing service providers will need to keep up with technology adoption within the industry, as service providers look to differentiate their products and increase their revenue per user within an increasingly competitive and widening market.

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Where is the access control market

Experts reveal the trends, expectations and the growth figures

The global access control market is expected to grow 7.2 per cent in 2016 and the strong growth is primarily due to the factors like price, accuracy, aesthetics and reduction in physical cards according to IHS.

By Henrik Söderlund

Some of the most important findings in this analysis are that electronic locks continue to be strong and finally the growth in biometrics is taking off. Principal analyst at IHS, Blake Kozak, suggests that as physical and logical (IT) threats to corporations evolve, so must electronic access control. Additional deployments of logical and physical access control, mobile credentials, biometrics and cloud-based services are expected during 2016. Kozak believes that to ensure success – and speed growth – access control companies need to keep pace with the ever-changing market environment.

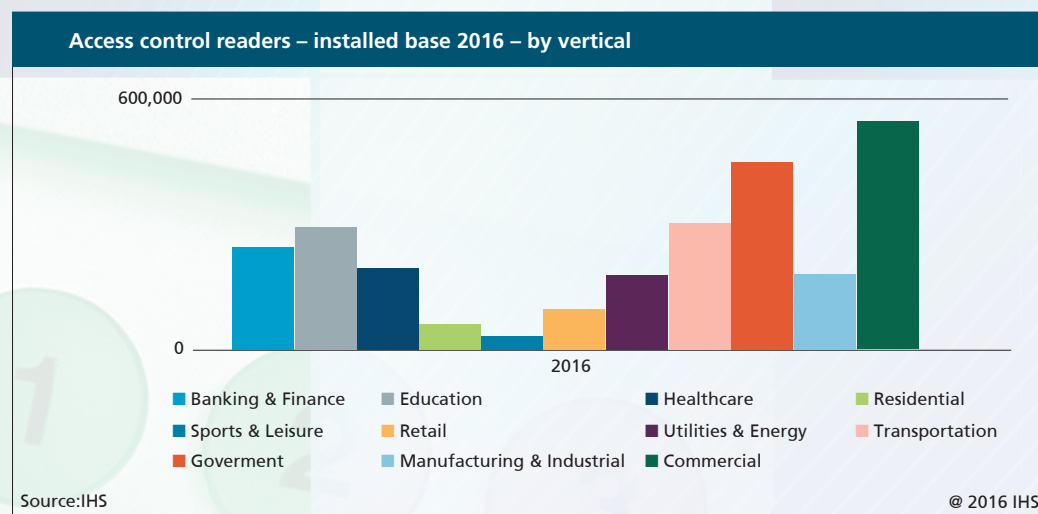


Blake Kozak, analyst at IHS.

Focus on many segments

The global access control market grew 6.6 per cent in 2015 and is expected to grow 7.2 per cent in 2016. Global gross domestic product (GDP) is forecast to grow 2.6 per cent, and total construction spending is increasing by 3.3 per cent, which will have a positive impact on the access control market, according to the market research company IHS.

Access control suppliers that



grew the fastest in 2015 did not focus on only one segment of the total available market. Instead, these companies deployed IP-based solutions with remote, web-enabled features, while others expanded on existing customer contracts by adding wireless electronic locks. These types of solutions are scalable to any organisation, no matter its size.

Double digits biometrics growth

The industry's strong growth is primarily due to the following factors: price, accuracy, aesthetics and reduction in physical cards. Depending on a country's privacy laws and the level of security required, biometrics offer card-free access-control capabilities that can greatly reduce cost over time. In addition to web-based solutions with remote management functionality and wireless electronic locks, biometrics also experienced strong growth in 2015. The global market for biometrics will grow by 9 per cent in 2016 – with double-digit growth expected in 2017 according to IHS. Although biometrics-enabled products have been available in the market for over a decade, only recently has growth been consistent enough to meet market expectations.

The growth of credentials is slowing

The total installed base of access control readers, panels, credentials

and electronic locks is expected to reach 2.3 billion by 2016, up from 1.8 billion in 2012. Alexander Derricot, analyst at IHS. About 95 per cent of the installed base calculated for 2016 credentials, which is not surprising due to the requirement that each user should have a card or pass. However, the growth of credentials is slowing, even though it makes up a majority of the market, because the turnover of credentials is much higher, as employees move jobs and people accidentally misplace them.

Panels make up the smallest portion of hardware, with less than 1 per cent share, but this category is expected to comprise 32 per cent of revenue in 2016. Due to the ability for panels to cover a large number of readers, the quantity required is far lower than the number of readers, which are needed at each entry point. If credentials are removed from the installed base, panels make up 18.8 per cent of all installed hardware and 38.3 per cent of revenue, claims Alexander Derricot.

Positive trend for electronic locks

The continued growth of electronic locks has started to affect the overall access control market. Previously, readers made up the second-largest segment of hardware, but in 2016 they have finally been overtaken by electronic locks. Electronic locks will make up

16.7 per cent of the installed base, while readers will make up 16.6 per cent. The growth of electronic locks, especially in the residential and utilities sector, will continue its upward trend, says IHS. The installed base growth may start to slow, as the mechanical nature of the locks shorten their life cycles, in comparison to readers.

Within the various vertical markets examined by IHS, the commercial sector holds the largest portion of the installed base in 2016, with 495 million units or 21.6 per cent share. The governmental sector is the second largest, with 17.1 per cent of the total installed base in 2016. These two vertical markets have been the earliest adopters of access-control products, since they share a growing need to secure their premises and properly audit entry and exit.

Still a proprietary market

Access control open standards, software and integration will improve during this year according to IHS' Principal Analyst Blake Kozak. Although open standards have been discussed for several years, progress has been slow. Many companies continue to deploy and promote their own forms of open standards and open application programme interfaces, while the Physical Security Interoperability Alliance (PSIA), Open Network Video Interface Forum (ONVIF) and other industry groups work to

arket heading?

bring the industry together.

Despite these efforts, the access control market remains mostly proprietary and is now one of the last of the security industry sectors to fully embrace open standards. For example, the intruder alarm market took big steps toward creating open standards in 2015, and this year will prove to be even more exciting with the Z-Wave becoming UL certified in the fourth quarter. Software and integrations are also focal points, as suppliers look to differentiate themselves from competitors.

Positive results expected

Today's customers expect access control to provide security beyond the door. Access control can be used to collect data on building efficiencies or joined with compliance standards to maintain a safe work environment. Access control software can also monitor anomalies in daily habits and schedules, to detect potentially malicious behaviour that can cause network

and computer downtime.

"We expect continued positive results for the access control market for the remainder of the year, as end-users look to protect their assets in an uncertain marketplace. Thanks to innovations and technology improvements, access control suppliers, integrators and dealers are well positioned to offer customised and turnkey solutions, with the opportunity for upselling and repeat business from electronic locks, mobile credentials and professional monitoring services," concludes Blake Kozak.



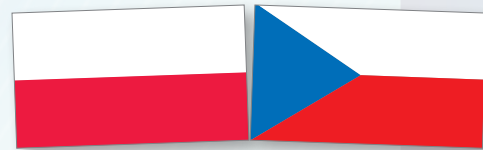
Alexander Derricott, analyst at IHS.

Summary:

- ✓ The global access control market is expected to grow 7.2 per cent this year.
- ✓ The most successful and fast growing access control companies in 2015 did not focus on only one segment of the total available market.
- ✓ The growth of credentials is slowing down.
- ✓ Access control hardware installed base expected to reach 2.3 billion units in 2016.



The global access control market grew 6.6 per cent in 2015.



Eastern Europe – a bright spot on the European market

Although the overall European market for electronic physical access control devices grew only by 5.5 per cent in 2015, according to IHS analysts, Eastern Europe has been a bright spot for the industry. Between 2015 and 2020, the Polish market is forecast to grow at a 13.1 per cent compound annual growth rate (CAGR) and the Czech Republic will grow at a CAGR of 9 per cent from 2015 to 2020.

Alexander Derricott, access control & fire analyst at IHS has found that there have been substantial changes in end user outlook in Eastern Europe surrounding the need for access control systems. Now end users have decided that the investment in high-quality electronic locks, advanced reader types (such as Mifare Desfire and Iclass SE) and other advanced access control systems is worthwhile.

Concerns over Russia have led to investment

Rising security concerns in the region causes this shift in end user perceptions. Poland has not been affected directly by the territorial disputes occurring farther east in Ukraine, but the Poles are acutely aware that the region could become more unsettled if the situation were to escalate. Security concerns over Russia have led to investment in governmental access control, and government policy on access control is causing a similar impact on the private sector as well. Investment was initially focused on critical infrastructure and government markets, but now manufacturing, commercial and financial markets are experiencing big upticks in growth. Investment is also spread through each of these vertical markets, with suppliers reporting that both new construction and the retrofit markets are benefiting from the surge in available money funds.

Czech Republic slowing down

The Czech Republic is also interested in better higher quality access

control products, and security concerns have played a major role in driving the market forward, but to a lesser extent than in Poland. The Czech economy has also been performing far better than previous expectations. The economic outlook for the country peaked in 2015 with gross domestic product (GDP) growth at 4.3 per cent, supported by strong industrial production. IHS Economic Country Risk forecasts show industry production will continue to be strong, but with risks mounting, a slowdown in GDP back to the 3 per cent range will occur in 2016.

9.5 per cent growth

Due to the growth experienced in these countries, a variety of small local manufacturers have started to appear – both on the hardware side and the software side. The growth of local companies should help develop end-user confidence in the whole market, which should lead to more long-term projects. These local companies will have an added advantage in regional markets, as they are better able to tailor their products to local tastes and can also be more reactive to end user demands.

Recent success in Poland and the Czech Republic is starting to encourage development in adjacent countries – including increased growth in Hungary, Serbia and the Baltic region. Companies based in Poland and the Czech Republic will likely play a big role in shaping the market in the rest of Eastern Europe, which is forecast to grow at a CAGR of 9.5 per cent from 2015 to 2020.



Genetec President and CEO Pierre Racz emphasises a continuous and accelerating move towards a more software centric physical security industry where every company becomes a software company.

Genetec CEO Pierre Racz:

“Price pressure imposes hardware manufacturers to look towards software”

Genetec President and CEO Pierre Racz emphasises a continuous and accelerating move towards a more software centric physical security industry where every company becomes a software company. Also, Genetec has recently launched a pay-as-you-go payment model.

“The cloud is the next big thing in security. It is inevitable, to quote the words of Matrix”, Pierre Racz says.

By Henrik Söderlund

With headquarters in Montréal, Québec Canada, Genetec Inc. is a global provider of IP video surveillance, access control and automatic license plate recognition (ALPR) solutions all unified into a single, open-architecture software platform. The company was founded in 1997, is privately owned, and has been growing faster than the physical security market.

“We have a very ambitious growth plan, but this growth plan is not necessarily driven so much by our choice to grow, but rather the market is pushing us there by such a strong demand for our products. We are organised as a series of small companies within a big company,” Pierre Racz says.

Genetec also has a team, whose job it is to ensure that the custo-

mer experience commercially and the customer experience technically is as close to uniform as possible across the organisation. According to Pierre Racz, the company still has a small village atmosphere in-

“The cloud is the next big thing in security. It is inevitable, to quote the words of Matrix.

ternally and a small company feel to their customers externally.

“We have the energy of a small company, and we will continue to have that. We are here to stay. One of our goals is to continue to offer

a “knock your socks off customer service” to our customers”, he says.

How are you doing in the European market compared to North America?

“The US market is 28 billion dollars and EMEA is about half of that. We are experiencing a lot of growth in the European market. Since 2008, Europe has slowed compared to the US market where we have grown more than 50 per cent per year. But now, especially this year, Europe is growing quite fast. Since we are a totally private company, we can grow at a rate where we can generate profits to reinvest into that growth. And right now we are reinvesting a great deal in Europe by opening a new office in Germany; and last year we started up a team in Sweden as we grow in the Nordics; our British team also has quite a strong growth rate. We continue to have a big software development team in Paris and we now have some software development in Austria as well.”

Last year, you said that the industry is moving to become more software centric and less hardware centric. How fast is that happening?

“The pace is a little faster than I thought. There are multiple pressures behind that, one of them is the flood of cheap cameras from Asia and this is putting downward price pressure on the hardware, so a lot of the hardware manufacturers need to make their devices smarter and they are looking towards software to actually differentiate themselves and create value.”

What other pressures are there?

“The other pressure is just on the scale of the systems. People are still putting in more and more cameras because cameras are actually bringing value to them by either, moderating unwanted behaviour or helping them to discover operational flaws that they can then solve. And this increasing quantity of cameras is in turn, increasing the necessity to be able to efficiently manage them; it means more software, not hardware, to manage hardware.”

Is the industry finally adopting Security-as-a Service?

“The adoption of Security-as-a Service is coming but it is coming slowly. Once again there are market forces that are pushing people

to use cloud technology. For example there is regulatory pressure that video must be stored for 730 days instead of the traditional 30 days of video. This would multiply their data centres by 24 and the cost of cooling and the cost of electricity is such that they are increasingly turning towards the data centres. When you are talking of such long term storage, because the cost of storage over two years will fall by at least 40 per cent, it does not make sense to buy it outright up front, and so being able to pay as you go is quite appealing to the companies that have to do that.”

You have introduced a “pay-as-you-go” payment model.

“Yes, nowadays, more and more, even for standard IT, people are adopting pay as you go, and so we offer a pay as you go license called ‘Genetec Subscription and Genetec Compact’, for our own software. It lets our customers try the software and typically, when they try it, they will keep it permanently. It is a good advantage for them if they want to have this as an operating expense rather than a capital expense. The adoption is slow, but it is growing and we have implemented billing systems so we can manage it, as this will be quite a dominant way of managing your security system in the year 2020.”

“The adoption is slow, but it is growing and we have implemented billing systems so we can manage it, as this will be quite a dominant way of managing your security system in the year 2020

What is the top trend of the security industry today?

“The top trend as we see it is the adoption and the interest we have in the cloud. So I will point you to the city of Detroit, and their operation Green Light. As you know, the city of Detroit went through some really hard financial times a few years ago, and criminality started to lurk at the edges

“So this is, I think, the tip of the iceberg in terms of the adoption of cloud computing, and how you can have enhanced public private cooperation.

and even inside of the city. What they decided to do, was to have a government sponsored security system - and they chose Stratocast, our cloud offering. And if you go on Youtube you can find some very interesting cases and videos that have been solved because of this initiative. So this is, I think, the tip of the iceberg in terms of the adoption of cloud computing, and how you can have enhanced public private cooperation.”

What is your view on the Internet of Things?

“I love the term IoT, but actually (at Genetec) we have had it for many years except we did not have a name for it. So, if you go back, we used to say that every light bulb is going to have an IP address and now, this is actually what is happening. We have been integrating with all kinds of strange sensors, from baggage sorting machines to different alarm and temperature points for some time. We did not anticipate the name, but we knew this was a logical progression for the industry. One of our devices is called the Cloud Link and is designed to manage these devices and make that transition easy because not all these Internet of Things devices are ready for the type of security and the type of communications that are required, to be able to be centrally managed from the cloud.”

What is your biggest challenge as a company?”

“Our biggest challenge is managing the growth and keeping the culture. We are hiring a lot of people every year and we have to teach them about the way we think and the way we want to serve our customers. This has been a challenge that we so far seem to have been able to manage successfully. It is a fun challenge but it is a lot of work nevertheless.”

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Dahua Introduces Eco-Savvy 3.0 Series Product Portfolio



Dahua Technology, a world-leading manufacturer and supplier of video surveillance products headquartered in Hangzhou, China has introduced its Eco-Savvy 3.0 series products portfolio.

Like the Eco-savvy 2.0 series launched last year, all of the new 3.0 series models feature the enhanced, performance-boosting chip which combines intelligence, efficiency, and ease-of-use into modern video surveillance.

The Dahua Eco-savvy 3.0 camera is capable of delivering real-time 1080p video streams at 60 fps, 4Mp video streams at 30fps and 4K video streams at 15fps. The real-time high resolution can be especially suited to applications requiring highly detailed surveillance. The latest H.265 compression technology to cut bandwidth in half also features further lowering bandwidth.

The Eco-Savvy 3.0 series

includes an impressive range of smart detection features, including face detection, tripwire detection, and intrusion detection. These features mean that users are equipped with more precise video analysis and, as a result, greater security efficiency.

The series also boasts starlight technology, WDR image enhancement technology, triple video streams, and Intelligent Video Surveillance (IVS). The starlight technology ensures the camera shows excellent performance in difficult lighting conditions. Class-leading wide dynamic range (120dB) can easily handle the most challenging lighting conditions.



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 www.dahuasecurity.com to learn more.

Eco-savvy 3.0

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✓ **Higher** Performance

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- Image quality upgrade, Starlight technology to view clearly even at night



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Growing the Milestone Community

Two years have passed since Canon acquired Milestone Systems. Detektor magazine met up with Kenneth H Pedersen, Chief Sales and Marketing Officer at Milestone to discuss the company's new path and technology trends.

"The biggest trend on the market is definitely that the end users are now demanding a solution and we must help them create it", he says.

By Henrik Söderlund

Danish Milestone Systems is the acknowledged global market leader in video management software. In 2014, it was acquired by Canon and this year, Milestone has been highlighting its Milestone Partner Community. Kenneth H Pedersen claims that Canon's acquisition of Milestone has strengthened the company's position in the market.

"Milestone is actually in the strongest position we have ever been in. Previously, we called ourselves "Milestone – the open platform company" but now we have gone further to articulate Milestone as "the open platform community". Instead of Milestone being the central focus, we want to make sure that we embrace our community of integration partners, and the ecosystem of technology partners that surround them, even more to help push the market to the next level. That is our expectation and we are beginning to see the benefits of this new approach."

And technology-wise?

"I think we are the first company in the industry to release three software versions in one year, and they are not just patches, there are actually three full new finished versions. We are not just investing in the community, but in our backbone – our video management software. Earlier this year we launched the biggest software release we have ever issued, with more new features and functions than ever seen in a Milestone release before."

How have things changed since you were acquired by Canon?

"Not much actually. We are a standalone company in the Canon Group and we are still the Milestone

that you know from years back. However, we have experienced some very positive effects by being owned by Canon: financially we are much stronger than we were before, we now have very, very solid cash reserves and well-financed R&D plans. When we go into big projects, we see that the fact that we are not only Milestone, but also being backed up by the Canon Group helps us. And from a legal perspective, we have the support of Canon – for example when trolls come and claim that we have violated their patents in the US or anywhere else in the world."

And from a legal perspective, we have the support of Canon – for example when trolls come and claim that we have violated their patents in the US or anywhere else in the world."

How do you work together with Canon?

"We see Canon as a partner. They own us, but as we are a standalone company in the Canon Group, we are working with them as a partner just as we are working with all our other technology partners."

In which markets do you have the biggest potential to grow?

"Right now we are experiencing a lot of growth in the European market. The UK is doing very well, same with Germany and on our home turf in the Nordic region. So



Kenneth H Pedersen, Chief Sales and Marketing Officer at Milestone.

from a European perspective we see really good growth all over the place. And then of course we have the US, which is the biggest market and where we also see very strong growth."

What about Asia?

"I think Asia is a big future market for us because we did not hard-target the Asia-Pacific region until last year. We do have business there, but few people on the ground today. The potential in this region is huge."

What is the top trend in the physical security industry today?

"The biggest trend on the market is definitely that the end users are demanding a complete security solution. And that is also one of the reasons for why we have started the Milestone community, because right now, as an end user, you do not want to buy storage, then software and then analytics – you expect that we will work together as an united front and solve your problems on all levels."

And what about technology trends?

"We see a lot of robust video analytics coming through now. In the good old days a picture was a picture, now there are a lot of analytics, heat mapping and a lot of other fancy apps to turn video images into actionable intelligence. In the past, when analytics was admittedly less mature, many users saw analytics as an add-on but now they see it as a part of the solution. So from a technology perspective, the trend right now is towards delivering intelligent solutions which deliver real efficiencies while securing corporate assets and people."

Which video analytics features will become the next big thing?

"We see a lot of features like door control, perimeter control, heat mapping and vertical sector specific offerings designed to deliver productivity gains. Today, you can do so much with the pictures, I think people are only aware of half of the stuff that we are able to do."

In an interview with Detektor a couple of years ago, your CEO Lars Thinggaard said he wanted Milestone to become the Microsoft of VMS. How is that going?

"Well, you can say that we are still moving in that direction although we are slightly smaller than Microsoft... But this is what we are trying to do with our community. If you look at Microsoft, they have a community and now that is what we are setting up and putting a lot of emphasis on. In the future we want our partners to be gathered on our website so customers can go to the Milestone online marketplace and buy new functionality and capabilities from within an ever-expanding Milestone community."

What is your biggest challenge as a company?

"One of the biggest challenges is what to choose from all the innovative software applications and hardware on offer. We almost feel like a child in a candy store, because there are so many things that we can do. There are so many potentially great partnerships. With all the analytics you can apply to the pictures, and then if you add the cloud and the Internet of Things on top of that – our biggest challenge is to choose the best possible partners."

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Canon hands over sales and marketing of their network video portfolio to Axis

In August Securityworldhotel.com reported about Canon's plans to hand over sales and marketing of their network video products to Axis. Now, it is confirmed. The two companies have announced an agreement regarding their sales and marketing efforts in major regional markets worldwide.

In Europe, the Middle East and Africa (EMEA) and North America, Axis will assume responsibility for the marketing and sales of Canon's entire network video product portfolio, starting in EMEA from September 1 and in North America from October 1.

"The network video surveillance market continues to show great potential. As a leader in the industry, Axis is in an excellent position to include the sales of Canon network video products to our broad portfolio of products and solutions in EMEA and North America. These changes show Canon's strong commitment to build a long term presence for Axis on the market," says Ray Maurits-

son, president of Axis Communications.

Since Axis became a part of the Canon Group in 2015, both companies have discussed various options for leveraging their network video product and solution offerings. This new sales and marketing framework provides an effective means of maximizing the synergies of the Canon-Axis combination.

In the Japanese market Canon (Canon Marketing Japan) will continue to sell Canon's network video product portfolio and will in addition become a partner for Axis to sell the Axis product portfolio. This will be in addition to Axis' existing partner network.



Ray Mauritsson, president of Axis Communications.

As for the rest of the Asia-Pacific region, options for the handling of Canon's network video product and solution portfolio are still being explored.

Under the new framework, Canon partners and customers will benefit from Axis's marketing, sales and technical expertise and will have access to a wider range of products and solutions from the

leading company in the network video market.

“The network video surveillance market continues to show great potential”

Bosch opens new development centre in Israel

Tel Aviv, Israel and Stuttgart, Germany

The Bosch Group wants to step up its operations in Israel. The supplier of technology and services recently established a research and technology office in Tel Aviv, the leading start-up metropolis. Its associates aim to work more closely with scientific institutions and universities and, at an early stage, to identify innovative start-ups working in fields such as machine learning (deep learning), robotics, cybersecurity, connectivity, and the Internet of Things.

There are thousands of start-ups in Israel, most of them in

Tel Aviv and its environs. With more than 400,000 inhabitants, Israel's second largest city is also the country's business and economic hub. Many companies and research institutes have offices there. "Pioneering spirit, world-class universities, and creative ideas – they're all here. It's just the right environment for groundbreaking innovations, and thus for Bosch as well," says the Bosch CEO Volkmar Denner. "The country has a lot of scientific and technological potential in many areas that are important for our

company's future, and we want to take advantage of that."

Denner is especially enthusiastic about the innovative strength of this small country with its roughly nine million inhabitants. "Israel is a highly developed business location. Relative to its population, no other country is as innovative. Few cities can match Tel Aviv for the number of start-ups set up there. Lots of things are possible here," Denner says.

"Israel is also a very attractive market for our products. Thanks not least to open trade and its

innovative start-up scene, the market is developing dynamically," Denner says.

He adds that the country's per capita gross domestic product is among the highest in the region, and that its population is young, with an average age of 30. A strong middle class, high purchasing power, and a high level of education also play a role in Israel's positive development. Last year, Bosch generated sales of more than 120 million euros in Israel, with prospects for further growth in the years ahead.

The Global Security News Portal

www.securityworldhotel.com

 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

Assa Abloy acquires three companies

Stockholm, Sweden and Dallas, Tx (USA)

Assa Abloy has acquired Demoteller, a leading provider of instant issuance solutions for the financial market in North America, Nassau in Denmark, an important European supplier of industrial overhead sectional doors, and Mauer, a leading manufacturer of cylinders and locks and a leading supplier of locking products in Bulgaria.

Demoteller was established in 1983 and has some 32 employees. The company is headquartered in Dallas, Texas. Sales in the next year are expected to reach USD 10 million with a good EBIT margin. The acquisition will be accretive to EPS from start.

"Demoteller is an exciting technological addition to the Assa Abloy Group. The

company complements our current offering within secure issuance solutions. The acquisition of Demoteller considerably enhances the Group's position within secure issuance and will provide complementary growth opportunities", says Johan Molin, President and CEO of Assa Abloy.

Nassau was established in 1970 and has some 360 employees. The company is headquartered in Ringe, Denmark. Sales for 2016 are expected to reach DKK 440 M. The transaction is subject to regulatory approval and is expected to close during Q3 2016.

"I welcome this addition that further reinforces the Assa Abloy Group's leadership in entrance automation,

where our sales have grown from SEK 3 billion in 2008 to SEK 18 billion in 2015", says Johan Molin, President and CEO of Assa Abloy.

Mauer was established in 1989, with the company's main production facilities located in Varna and sales offices located in Plovdiv, Sofia and Pleven. The Group has approximately 200 employees. Sales for 2016 are expected to reach EUR 11 million and the acquisition will be accretive to EPS from start.

"Mauer is an innovative business, especially in relation to cylinders, with a strong track record and a leading position in the Bulgarian market", says Tzachi Wiesenfeld, Executive Vice President of Assa Abloy and Head of the EMEA division. 

Axis acquires Cognimatics and 2N

Lund, Sweden

Axis Communications has acquired Cognimatics, a Swedish company offering a suite of video analytics applications and the Czech company 2N, the number one company in IP intercom, according to IHS.

Cognimatics is a privately owned Swedish company, headquartered in Lund, with 12 employees. The company offers a suite of video analytics applications that can be used to provide retailers with insightful behavioural intelligence that helps optimise their operations, improve customer experience, and enhance security and safety. Axis Communications and Cognimatics have cooperated for several years on both engineering and sales to provide integrated solutions to a number of mutual customers. Cognimatics serves customers in more than 70 countries via a global distributor and system integrator network.

"Cognimatics' products are well-known with a suc-

cessful track record in the retail sector, and complement our solutions in that market. Their commitment to developing innovative and easy-to-use products is consistent with Axis' approach to provide the highest value solution for a range of customer needs. We are excited to be able to offer our partners and end users solutions that act as a natural complement to their existing Axis solutions," says Ray Mauritsson, CEO at Axis Communications.

Axis has also acquired 2N from Czech Republic. 2N is the number one player in the field of IP intercom, and also operates in other areas, for example IP audio and IP lift intercom. The company has about 200 employees.

"There is an increased customer demand for integrated solutions with open standards that deliver enhanced security. Together with 2N we can meet that demand", says Peter Lindström, Vice President New Business at



Peter Lindström, Vice President
New Business at Axis Communications.

Axis Communications.

Axis believes 2N will benefit from Axis' strong market position and R&D resources.

The 2N brand will remain, and the company will operate as a subsidiary within the Axis group. The joint operations will concern knowledge sharing and assisting each other in R&D and market access. An important joint task is to accelerate the convergence from analogue systems towards IP intercom and develop new opportunities. 



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Dahua meets complex wireless surveillance challenge

Bahrain

Dahua Technology has provided and applied innovative wireless solutions to achieve extensive surveillance coverage for the Durrat Al Bahrain luxury artificial island chain.

Durrat Al Bahrain features a total of 15 large islands that hold an 18-hole golf course, marina, restaurants and shops, and over 1000 villas in a 21 square kilometre area. As the area became more popular and drew increasing numbers of tourists, the resort owner needed a high-security surveillance solution that would cover all main areas, including points of access and the holiday villas.

Dahua and local system integrator, Absolute Electronic Technology solved this complex surveillance issue for the island chain by providing a number of weather-resistant HD network cameras and video transmitters, as well as high-speed, HD DVRs as part of this customised solution.

An important condition while implementing this solution was that since Durrat Al Bahrain is an island chain, traditional wired or simple wireless transmission methods would not suffice to sup-

port live video feeds over the large remote area. Instead, an innovative solution was required in order to ensure reliable long-range wireless video transmission throughout the area.

Cameras not only needed to support wireless transmission, but also withstand various outdoor conditions such as rain, storms, and relatively hot summer temperatures. In order to supply high-quality, wireless video feeds over the entire resort, Dahua employed a comprehensive solution entailing the use of 5.2GHz WLAN AP wireless HD camera products and the versatile, long-range 5.8GHz wireless video transmission device (PFM881). High-speed preview and playback digital video recorders (DVR) were also integrated into this solution, allowing workers to view live video feeds in up to 4K resolution, while supporting the recording of video onto high-capacity HDDs. Multiple 5.8GHz

wireless video transmission devices (PFM880/881) were installed, ensuring full live HD video transmission. The 3-5km range of the video transmission device ensures that live HD video feeds from the HD network cameras can be sent throughout the islands, thus cutting down on network infrastructure costs while resolving the issue of high-security coverage in remote areas.

The main camera used in this project was the 2MP full HD network IR bullet camera (IPC-HFW2220R-Z). Its enhanced wireless transmission abilities and high-quality image ensure complete coverage. In order to protect against versatile weather conditions, namely rain and seawater, Dahua enclosed the connections for each HD network camera in its waterproof junction box (PFA135). 32 channel super 4K network video recorders (NVR608-32-4K) were installed to collect the various HD video feeds sent wirelessly from transmitters. Along with being able to record and playback 4K video, the recorders also supports 32-channel IP camera inputs, 384Mbps



incoming bandwidth, SATA III ports (for up to 48TB), and VGA/ HDMI display outputs.

The wireless network infrastructure used in this solution has significantly improved the efficiency in placing surveillance around the islands. Project manager Ian Bessly gave his feedback on the results of this project, stating: "Thanks to Dahua advanced wireless transmission solution and all kinds of HD dome and fixed cameras, which completely solve the challenge of network infrastructure shortage and meet the requirement from our customer."

Remarkable ROI for UK logistics company

Copenhagen, Denmark

Milestone Systems has collaborated with Oncam and Aspro Security to deliver an almost immediate return on investment and providing a cost effective security solution to one of the UK's leading logistics companies.

The solution combines Milestone Xprotect Professional software and BCD video storage with Oncam 360° cameras that provide comprehensive coverage of the site, resulting in full situational awareness. The previous video management system at the international logistics and supply-chain company could no longer provide all the coverage and information needed for their UK site. Specialising in surface transportation,

freight brokerage, warehousing and distribution, ample coverage and image clarity were vital for verifying compensation claims and for reinforcing health and safety policies.

Independent security consultant Aspro Security redesigned the site's video monitoring system, incorporating Milestone Xprotect Professional software with Oncam's 360° camera technology.

"The ROI of the upgraded video monitoring system has been remarkable," says Aspro's Technical Manager, Nick Sergeant. "Within the first three months, the site saved approximately 65,000 US dollars in false and erroneous claims, which paid for the upgra-

ded system almost twice over."

Video monitoring has not only helped the company with saving money but also prevented incidents and injuries to maintain an excellent safety culture. Extremely detailed footage retrieved from Oncam 360° cameras has been incorporated into safety training at the site to help communicate health and safety policies, as well procedural guidelines, more effectively. As a result, staff have gained a better understanding of how they make the working environment safer for everyone.

The new system has improved adherence to safety policies and guidelines and saved approximately \$65,000 in the first three months of the installation.



Euralarm members represent approx \$67B market revenue

Zug, Switzerland

Euralarm, the association representing the European electronic fire and security industry, has released its Annual Report 2015-2016. The report features in depth information on the association and the markets it represents, based on a study published by the European Commission on the 'Development of statistical data on the European Security and Technological Industrial Base'.

Euralarm believes that the electronic fire safety and security industry's voice is stronger than ever, sustained by the increasing

strategic and economic importance of the sector for the EU. Statistics mentioned in the Euralarm Annual Report 2015-2016 notably relate to the current state of the production, workforce and size of the industry, its strengths and weaknesses.

The total market value of the fire safety and security sector represented by Euralarm reaches this year €67 billion. Systems represent 48 per cent of the market, services 32 per cent and products 20 per cent. The expected market growth in the

electronic fire safety and security sector over the next five years is 11 per cent. Although this figure follows natural inflation, it places the security and fire safety industry as one of the leading sectors in the European Union in terms of growth.

Euralarm itself represent over 5000 companies within the electronic fire safety and security industry sector. In terms of employment, companies involved in industrial sectors covered by Euralarm's activities represent nearly 700,000 jobs.

AFFÄRSFOLK



Chris Valentino – recently appointed as head of business development at Xvision.

New head of business development at Xvision

Chris Valentino has joined Xvision as Head of Business Development. Xvision designs CCTV, networking, access control and door entry products from its Surrey headquarters. He comes to Xvision after performing a similar role for Florida-based IC Realtime, where he led a UK start-up and created routes to market that quadrupled European revenue.



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Hikvision on the Pyronix acquisition: “It was a very natural progression”

Hikvision has acquired the UK-based intrusion alarm security firm Pyronix. This marks the first Chinese acquisition of a substantial European security company.

Detektor met up with Hikvision's International Marketing Director Keen Yao to discuss the acquisition.

“Overseas business has become much more important for us. We were looking for this kind of experience with a local expert”, he says.

On May 19th it was announced that Hikvision, the world's largest video surveillance manufacturer, is acquiring Pyronix. The British intrusion alarm company is based in Rotherham, has about 200 employees and a 25 million pound turnover. For many people in the security industry, the acquisition came as a big surprise, but Hikvision has partnered with Pyronix for a couple of years.

Keen Yao says: “We have worked in a special project together for two years, so we know each other well and then the owner of Pyronix came up with this idea and it was a very natural thing.”

Dramatic expansion plans

Julie Kenny founded Pyronix 30 years ago and will continue in a consultancy role. She commented on the acquisition: “This acquisition represents a huge opportunity for Pyronix, Rotherham, and the region. The foreign direct investment that this will bring to the UK will be huge. Hikvision has big plans for the growth of Pyronix and the continued development globally. In the last 15 years Hikvision has demonstrated what can be achieved in the video surveillance market. With this guidance, Pyronix can achieve great things in the global market place.” She continues: “For the business it's a big, big plus, it's the right thing for the future. Technology is moving so quickly with the cloud and apps and so many large companies getting involved. We needed to be able to scale up quickly.”

Keen Yao does not yet want to reveal exactly what kind of plan

Hikvision has for Pyronix and which synergy effects the acquisition will bring. Jiang Feng Zhi, President of Hikvision Europe, and now chairman of Pyronix, said Hikvision has plans for significant investment in the UK and particularly in its UK-based manufacturing, with plans to dramatically expand operations.

“The technology trend moves towards total solutions or combined systems. We think it is important to have different technologies.”

Looking for total solutions

Hikvision is looking forward to growing the business through the introduction of intruder products to the global market and plans to apply the Pyronix expertise and know-how in intrusion detection systems to its video surveillance products.

Sebastian Herrera, managing director of Pyronix, says: “Hikvision and Pyronix combined know-how will bring new advancements and innovative products to the market, converging two security technologies in video surveillance and intrusions detection.”

Why the acquisition of Pyronix and why now? Keen Yao indicates it is about differentiation.

“The technology trend moves towards total solutions or combined systems. We think it is important to have different technologies”, he says.



Detektor met up with Hikvision's International Marketing Director Keen Yao to discuss the acquisition.

Some video surveillance manufacturers, for example Axis Communications, have entered the physical access control market in order to differentiate. According to Keen Yao, the reason why Hikvision decided to acquire an intrusion alarm company rather than an access control firm has to do with opportunities.

“Yes, it was all about the opportunity. Now, we had this opportunity as we already enjoyed a good relationship with Pyronix. Similarly, if there is a good opportunity arising in the access control segment, we will consider it as well”, he says.

Started to expand internationally 2006-2007

Pyronix will be the first Hikvision manufacturing factory outside of China. However, in an interview with Detektor magazine earlier this year, Hikvision stated that it would increase its international expansion, establishing a total of 25 branch offices and 3-5 local factories in the overseas market within a couple of years. Hikvision started to expand internationally in 2006-2007 and today, the international business is growing a little faster than that of the domestic market. Between 2009 and 2014, Hikvision had a CAGR of 53 per cent overseas and its overseas busi-

ness constitutes for 26.5 per cent of the total revenue. From this perspective, it is not so surprising that Hikvision has acquired a European company. The Hikvision CEO and President, Yangzhong Hu, has stated that although Hikvision has always focused more on the technology and marketing rather than mergers and acquisitions, they will make the move when a good opportunity arises.

Rapid growth in video surveillance

Hikvision's main focus will continue to be video surveillance. A report from IHS recently showed that Hikvision occupies 19.5 per cent market share for the global CCTV & video surveillance equipment market in 2015. Three years ago, Hikvision's market share was 8 per cent – numbers that clearly illustrate the company's rapid growth.

Keen Yao believes growth will continue and he considers intelligent functions to be the biggest trend on the video surveillance market.

“I think we have very good chances to continue to grow in the next five years. Not least thanks to the traditional security business and the convergence of intelligent technology that makes surveillance a natural part of the daily management for end users”.

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GJD launches new Laser-Watch

Heywood, Greater Manchester (UK)

GJD has recently launched the *Laser-Watch*, a long range IP connected laser surveillance sensor. At the core of the Laser-Watch's design is functionality and ease of use.

The Laser-Watch is a powerful sensor for detecting objects and humans with great accuracy up to 500 metres away and without the need for lights, reflectors or separate transmitters/receivers as used by other systems. *Mark Tibbenham*, Managing Director at GJD commented: "The Laser-Watch uses innovative technology to ensure utmost precision, regardless of lighting or weather conditions for a wide range of sectors."

At the core of the Laser-Watch's design is functionality and ease of use. With this approach, the customer will find many advantages including quick and easy installation, effective outdoor surveillance for a variety of sectors and adjustable settings such as programmable detection range and twenty fully adaptable alarm zones.

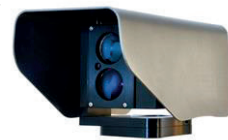
One of the major benefits is that it can be used as a standalone unit or as part of a security system with multiple IP surveillance sensors and IP cameras connected to a server. Another benefit is the twenty fully adjustable alarm zones, each with their own sensitivity settings and

alarm actions. Additionally, the Laser-Watch has an intuitive web based user interface for fine tuning sensor settings and configuring network alarms for integration with all network based surveillance software.

Designed from the ground up the Laser-Watch not only detects an intrusion, but it also knows the exact position of an object or human. Another key benefit is pinpoint precision. For example, the sensor can be set to react only to cars in a specific lane, to alarm only if an object has stopped or if a door opens, whilst all other activities are ignored.

Typical applications include perimeter

control as the sensor can detect all objects crossing a virtual fence, which is especially useful when a physical fence is not desirable. The Laser-Watch is also good for spot surveillance in an exact area, for example an entrance to a house or along a wall. The innovative sensor can be used to detect if an object moves, as it can be located anywhere with a clear line of sight to the object.



swh

Simonsvoss introduces intelligent door monitoring feature

Unterfoehrung, Germany

Simonsvoss has enhanced its door fitting *Smarthandle* for the digital locking and access control system 3060 and included a feature which makes it smarter. Its intelligent doormonitoring now allows doors to be monitored 24 hours a day. This new function is integrated into the fitting and ensures that the door status is perfectly clear at all times: Is the door open or closed? Is the lock secured or not?

The digital Smarthandle with doormonitoring uses a contact-

less system to communicate with identification media via the reader integrated into the fitting. All information is continuously transmitted wirelessly to the digital locking and access control system control panel, raising the alert when a door is open for longer than it should be or someone tries to force open a door.

There are three intelligent sensors providing the technology behind this intelligent door monitoring system: the fastening screw sensor checks whether the

door is open or closed, while the deadbolt sensor verifies whether the door is locked or not. The inside handle contact sensor establishes whether the handle may be used from the inside, ensuring that there is no forced entry from the outside and that no connected alarm system has been triggered.

The Simonsvoss Digital Locking System 3060 is an electronic version of a mechanical locking system with the functions of a typical access control system. Active transponders, passive smart cards,

smartphones or PIN code keypads replace mechanical keys. Digital locking cylinders and digital fittings are used instead of mechanical locking cylinders while wireless communication replaces the mechanical authentication of a key.



swh

Videotec unveils Ulisse2 portfolio

Schio, Italy

Videotec have launched the *Ulisse2*, a new full-IP generation of the renowned Ulisse PTZ range for outdoor surveillance, a range which has been available in the video surveillance market for more than ten years.

The new Ulisse2 PTZ offers complete management of all IP Onvif-S third-party cameras, both visible and thermal imaging, with direct access via a browser to the camera's interface for setup and diagnostics, as a single IP address. The full-IP connectivity, with Onvif-S protocol, allows users to

control P&T positioning plus all camera functions, including the wiper, washer pump, presets, illuminators activation and setup through the network using the most popular VMS on the market.

Ulisse2 offers 60 Mbit/s video streaming for 4K cameras and is probably one of the most robust and effective outdoor PTZ systems on the market, having successfully passed stringent quality tests and shown an impressive operational range, even in the harshest conditions.

The technology used for

Ulisse2's development has allowed certain characteristics of the system to be enhanced, such as the temperature range of -40°C (-40°F) to +65°C (+149°F). The demisting and temperature control functions are always active, thus preventing condensation and guaranteeing an ideal operating temperature range for the camera. For extreme environmental conditions there is also the added option of temperature controlled, self-heating, de-icing glass. Ulisse2 is quieter and more fluid in its movement, with accurate positioning.

The new, intelligent LED lights management means that they can be fitted post-PTZ installation, with any power supply and without the need for additional power sources. The automatic self-test rapidly detects the state of the system and all reported events are stored in the internal log. A complete system backup is possible via a designated Micro SD slot.

New Ulisse2 line – completely re-engineered



Vivotek launches 3D people counting solution

Taipei, Taiwan

Vivotek has recently launched a new stereo network camera, the *SC8131*, for retail solutions and featuring dual lens design with Vivotek's self-developed 3D depth technology.

The *SC8131* is engineered to provide precise tracking and a high counting accuracy of up to 98 per cent. This stereo camera is set to offer three key benefits to the retail business sector, firstly, accurate traffic analysis, secondly improved staff management and finally optimised operational decisions.

When retailers recruit security staff or part-time employees to manually count traffic, they tend

to produce a less than satisfactory result. With *SC8131*, these valuable human resources now can be managed more efficiently while producing far higher levels of accuracy, according to Vivotek. The *SC8131* is designed to equip a dual lens to mimic the operation of human eyes. Thanks to its 3D depth technology with high accuracy, the camera can distinguish individuals or groups, adult or children, and filter out carts, and strollers. It obtains bi-directional counting on a definable flow and tracking a moving path, avoiding double counting caused by u-turns.

The *SC8131* enhances business intelligence via Vivotek's central management software, *Vast*, which produces dedicated counting reports. These real-time reports can be exported by schedule or for areas in a line chart, bar graph or pie chart and directly exported into Snapshot. And all the data can also be exported to Microsoft Excel for analysis. With *Vast* this solution provides a seamless counting function, which secures counting data all the time, even during unexpected network or power disruption ensuring that



information is always to hand.

The *SC8131* has already been implemented in many Asian and Latin American shopping centres and fully integrated with Wavestore video management software (VMS). swih

New service for EN54-16 voice alarms from Bosch

London, UK

To meet the increasing demand for *EN 54-16* compliant voice alarm systems in the UK and Eire markets, *Bosch* has introduced a new service to deliver complete, certified equipment racks built to client specifications.

The service is ideal for companies who have an occasional need to supply *EN 54-16* compliant systems, and it can also be used to increase overall capacity for companies more regularly involved in providing systems.

"The process to design and build a fully-compliant *EN 54-16* voice alarm system can be very complicated," said *Adam Osborne*,

Communications Sales Manager at Bosch Security Systems. "If a company is not engaged in this process on a regular basis then it makes sense to take advantage of another company's expertise."

The new service is available across the full portfolio of voice alarm systems available from Bosch. The fully digital Praesideo Public Address and Emergency Sound system is ideal for enterprise-class public address and voice alarm applications. The new Paviro Public Address and Voice Evacuation system features a highly adaptable system architecture that makes it ideal for small-

to mid-sized systems, while the Plena Voice Alarm System (VAS) is ideal for small-sized projects.

The service is available via Audomation Software Limited, based near Cannock. *David Howe*, Managing Director and founder of Audomation, is a former employee of the Bosch Security Systems professional audio division.

"Audomation's attention to detail will ensure that those using the service get a first-class rack built, accompanied by all the necessary manuals and certificates. We also have the capabilities to add any bespoke components that may be required, such as specialist

microphones and other accessories. Additional services such as onsite commissioning, training and checking of sound pressure levels once the system is installed are available on request", he says.



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

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

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New Axis cameras for challenging light conditions

Lund, Sweden

Axis Communications introduces six new models to its *Axis Q60 PTZ* dome network camera series, bringing a new range of performance and efficiency features for demanding video surveillance applications.

The cameras, which are engineered to provide effective coverage of wide areas, high detail when zooming in, and outstanding light sensitivity and dynamics, are ideal for city surveillance, airports, train stations, harbours, warehouses and indoor or outdoor arenas and stadiums.

The focus recall feature, available in the *Axis Q6052/-E* and *Axis Q6054/-E*, provides instant focus in predefined areas, making it easier to use a PTZ camera optimally

in challenging light conditions. With focus recall, there is no need to manually focus or wait for the autofocus to adjust, a step that can take several seconds. Focus recall is especially beneficial in scenes with low contrast and point-shaped light sources, for example, strong headlights from oncoming traffic. It is also useful in scenarios that require a lot of manual operation using a joystick.

The new cameras are the first cameras in the *Axis Q60* series to offer Zipstream, an H.264 compatible compression technology that reduces bandwidth and storage requirements by up to 50 per cent even during camera movements. Zipstream provides control over bandwidth peaks, allows users to

preserve more forensic detail where needed and lowers installation and maintenance costs significantly.

Axis Q6055/-E comes with several built-in Axis video analytic applications for greater efficiency or added business value. Detection of security incidents through automatic monitoring of the video feed makes it possible to prevent crime, and integration of video data into other systems contributes to business insights. In addition, the cameras also have substantial capacity for third-party applications from Axis partners.

The new *Q60* cameras deliver up to 36x optical zoom and up to 1080p resolution, depending on model. They all include day/night functionality, WDR, and a memory

The focus recall feature provides instant focus in predefined areas.



card slot. The indoor models all offer two-way audio, audio detection, I/O ports, and 24 V AC/DC power and IP52-rated protection against dust and dripping water. The rugged outdoor models are vandal resistant (IK10 rating) and have IP66- and NEMA 4X-rated protection against dust, rain and snow. They also feature arctic temperature control, which ensures safe start-up at temperatures down to -40 °C/°F, even after a power failure.

swh

Flir launches airborne thermal imaging system

Wilsonville, Or (USA)

Flir Systems has released the new *Star Safire 380-HLDC* high-definition, compact airborne electro-optical/infrared (EO/IR) targeting system.

Featuring industry-leading size, weight, power and cost (SWAP-c) specifications, the *Star Safire 380-HLDC* combines Flir's latest sensor technology with precision laser designation

to give light combat helicopters and similar platforms true next-generation performance.

With high-definition, multi-spectral imaging and precision laser designation integrated into a single compact system, the *Star Safire 380-HLDC* eliminates the need to choose between system size, weight and targeting performance. Its compact design, ideal

for smaller aircraft with limited ground clearance, provides a good solution for locating, identifying and laser marking targets at maximum range.

Leveraging Flir-designed and produced thermal and laser technologies, the *Star Safire 380-HLDC* delivers significantly longer range Positive ID (PID) than previous systems of this

size and weight, making it an invaluable surveillance and intelligence-gathering force multiplier. Incorporating a long-range laser designator for precision engagements, and advanced laser spot-tracking and decoding, the *Star Safire 380-HLDC* is the latest innovation driven by Flir's Commercially Developed, Military Qualified (CDMQ) model.

swh

Abus enhances 83 padlock series

Bristol, UK

Abus has upgraded the 83/55, 83CS/55 and 83WP/63s to a 6 pin keyway offering greater keyed alike and master keyed flexibility through significantly more differs and further anti-pick security.

These mid security 83 models have consequently gained the coveted silver sold secure approval, complementing the existing 83 bronze and gold sold secure models. Abus' 83 range offers a

complete security spectrum from 45mm aluminium to 80mm hardened steel bodies.

According to the company, an Abus 83WP/IB Submariner (bronze sold secure status and completely water proof and corrosion resistant) proved its salt recently by thwarting a determined theft attack.

Exclusive to the 83 range is the patented z-bar which enables

converting the padlock from key retaining to non-key retaining. This unique feature allows the consumer to choose between key retained security or snap shut convenience in each application.

The Abus 83 range is completely serviceable, allowing distributors to offer the 83 range of padlocks either keyed alike or part of a complete master key suite, with additions to these suits



The recently upgraded Abus 83 Padlock series.

across all the range easily keyed up. Lock distributors can provide proven Abus padlock security at the appropriate level as part of a total security solution.

CCTV swh

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

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



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Vicon launches new VMS software

Hauptpage, NY (USA)

Vicon Industries is set to launch an online reveal of its next-generation video management software, *Vicon Valerus*. During the month, slides will be added to the company's homepage banner revealing the main features and benefits of the new software. The reveal will be based around a countdown to a live webinar on the 8th of September which will debut

the entire system.

The launch will centre on the major pillars of the software, ease-of-installation, easy-to-use web-based interface and a standards based true open platform philosophy. Valerus has been designed to offer advanced simplicity for sophisticated live monitoring, centralised management and high-performance video recording.

Beyond video, Valerus is designed to be a proactive business tool with health monitoring features ready to evolve into Cloud environments.

Bret McGowan, Vicon's Sr. VP Sales & Marketing states, "We are all very excited about Vicon's Valerus, a totally new video management software that underscores our commitment to offer true standards-based products. This re-



volutionary software brings a whole new level of ease of installation and user experience. We are looking forward to sharing Valerus with our partners and customers." 

Dallmeier releases VMC-2

Regensburg, Germany

The latest VMC-2 from Dallmeier offers a new video management centre with touch screen for the convenient and intuitive control of video systems.

The Video Management Centre VMC-2 has an ergonomic and intelligent design. It is made up of a touch screen, a joystick and a jog-shuttle. The individual components are modular and flexible, so they can be used by

left- or right-handed operators, or used independently as stand-alone devices.

The VMC-2 is compatible with Semsy III video management systems and is DIN EN 50130-4 compliant.

By using the VMC joystick, which can also be used as a mouse, the operator is able to intuitively carry out PTZ movements. With a single click

the camera returns to its home position.

The VMC touch screen enables a simple and convenient multi-touch control. The intuitive user interface allows the security operator for instance to activate live streams or to control PTZ cameras precisely.

Furthermore, the playback of recordings and the initiation of backups can be controlled conve-

niently. In addition, an enhanced snapshot function can be used for individual marks and comments directly in the image.

Certain frames in a video sequence can be found quickly using the jog-shuttle. Rotation of the central jog dial allows the user to move through individual frames, and the shuttle ring allows for scenes to be played forwards or backwards at different speeds. 

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Smart homes in focus at Security Essen

In 2014, Security Essen celebrated its 40th anniversary and attracted about 40,000 people from more than 110 countries. This year, the biennial show will be held on 27–30 September at Messe Essen and smart home and cyber security are some of the new focus areas.

From smart video surveillance via the safeguarding of properties and companies right up to protected data transport, as the global fair for civil security, Security Essen plans to give answers to current challenges facing the economy and the society. From September 27 to 30, 2016, more than 1,000 companies from around 40 nations will exhibit at Messe Essen.

In the six pavilions (Mechanical Security Systems, Cyber Security, CCTV, Fire Prevention, Services as well as Perimeter Security), the exhibitors will present their newest products and services. The video surveillance and perimeter security exhibition areas have grown. On September 27, the fair will honour particularly pioneering products with the Security Innovation Award.

Smart home and cyber security

A large number of manufacturers and system suppliers will show innovations in the field of security technology. No matter whether it is access control, locking technology or video surveillance – the increasing networking of these systems is demanding new solutions. Together with the Federal Association for Security Technology (BHE), Security Essen is planning to make it possible to experience home applications in a completely equipped house.

Cyber security will be another main focal point of the fair. Whether from cyber attacks or economic espionage – there has been a substantial rise in crime in the digital field. Under the “Cyber Security” title in Fair Hall 7, exhibitors will show how companies and users can protect themselves. Additional specialist support will be offered by the specialist conference called “Networked Security / Industry 4.0”, which will take place for the first

time. IT subjects will also play a great role in the Security Forum in Hall 7.

Products and solutions on display

Products and solutions for video surveillance are expected to dominate the show, however, there will also be a good selection of access control products, alarms and more. Here are some of the products that will be displayed at Essen.

Pelco will be showcasing its Optera series panoramic IP camera line which includes 180, 270-and 360-degree panoramic cameras. The advanced imaging technology optimises live and recorded images from four sensors, and then seamlessly stitches and blends images at the boundaries to present users with a continuous panoramic view. The camera utilises anti-bloom technology and proprietary image processing, while Surevision 2.0 technology produces high-quality images in extreme low-light conditions without leaving wide dynamic range (WDR) mode.



Optera.



Simonsvoss will be presenting the digital Smarthandle 3062 with its Door-monitoring function – and the universal control unit Smartrelay 3 3063 Advanced. The digital Smarthandle 3062 with Doormonitoring function can manage access and access authorisations for up to 64,000 users – and the new Doormonitoring function turns it



In 2014, Security Essen celebrated its 40th anniversary and attracted about 40,000 people from more than 110 countries.

into an ultra-compact monitoring system. Three integrated sensors constantly check the status of the door and report their results in real time to the access control system. Installation is very easy: No cables, no drilling, no exchanging locks. The integrated button cells for power supply last approx. ten years, which is equivalent to about 150,000 locking actions.

Hikvision will be showing its Darkfighter series 2MP 23X anti-corrosion PTZ network camera DS-2DT6223-AELY. It has a 1/1.9” HD CMOS sensor, 120dB WDR, a 316L stainless steel housing and the Darkfighter ultra-low illumination technology. The cameras are vandal proof (IK10) and have smart features like smart tracking.

Dahua will show the DH-SD6AL230F-HNI PTZ network camera with 30x optical zoom and laser detection. It delivers 720p video at 60 frames per second or 1080p resolution at 30 frames per second. Dahua promotes the camera as an ultra-low light star light camera and it supports intelligent 3D positioning with DH-SD protocol, max 240 degrees pan speed and 360 degrees endless pan rotation and it has 120dB WDR



DH-SD6AL230F-HNI PTZ.

Nedap launches Mace, a new platform that enables people identification with the use of smartphones as containers of virtual access cards. It consists of readers, apps and



Mace.

a cloud based server that enable the use of smartphones to identify people. Mace is an acronym for mobile access control entities. It supports Bluetooth, NFC and QR-codes to identify people using virtual credentials, which are stored in a Mace app. Mace can be used in combination with any access control system or any other system that requires the swift identification of people, such as parking management systems or registration systems.

Optex will be staging a number of live demos to showcase how its range of presence and intrusion detection sensors integrates with third party security systems. A whole range is available: from connecting Optex battery powered PIRS to a wireless alarm panel, to integrating IP intrusion detectors to CCTV systems. For building and asset protection, Optex's new high-resolution laser sensors can precisely detect and locate people or objects in all lighting conditions.

Ifsec 2016:

Drones, lowering bandwidth and panoramic cameras in the spotlight

In line with last year's show, Ifsec 2016 attracted some 27,000 visitors to the Excel centre in London, June 21st-23rd.

Some of the most noticeable trends were panoramic cameras, cloud solutions and the Internet of Things solutions and drone and anti-drone technology.



In total, some 27,052 people visited the show.

Ifsec was back in London for the third time and according to the organisers, even on day three – despite the UK EU referendum and severe flooding in London – there were more than 7,000 visitors. In total, some 27,052 people visited the show and 34 per cent of them came from overseas. The organisers claim that key audiences grew, with an increase of 7 per cent within the installer and integrator professions.

Gerry Dunphy, Event Director for Ifsec & Firex International, said:

"Ifsec 2016 was another seismic experience for all concerned, a fantastic display of the very best in world class security products and solutions. The new areas this year such as home automation successfully showcased a whole new range of technologies available to security professionals and the Drone zone was an absolute floor filler proving that Ifsec can always provide exciting spectacles for the visiting audience."

Video surveillance and drones

There were more than 20,000 different security solutions on offer at this year's event and many of them were video surveillance solutions. All the top brands were displayed and compared with a few years ago, it is obvious that Asian manufacturers in general and Chinese manufacturers in particular, have grown rapidly and

have also increased the size of their booths at the show.

The organisers also report that there was an enhanced focus on the Physical & Perimeter Protection area, and the show saw a growth to 22 per cent of the audience who attended to view products across perimeter protection, locking systems, safes and more.

The new drone zone was a centre of attraction at the Excel and the industry was showcasing both drone and anti-drone solutions. The drone market is expected to be worth 80 billion US dollars by 2025 and it will be interesting to follow the development, as the drones can be both a security tool and a threat.

Home automation in focus

A further growing trend is that of home automation and for the first time, a complete home environment was created within Ifsec in the form of a purpose-built, smart house. Many companies displayed their solutions in the house and Lilin was one of them.

According to the organisers, the seminar programme saw over 11,000 security professionals attend sessions from tactical training through to security leadership techniques and the Inspirational Speaker Series continued to attract a lot of people to the 400 capacity theatre each day. The next Ifsec will take place from the 20-22 June 2017, again at the Excel London.

Detektor had a closer look at some of the products that were shown during the exhibition. Here is a selection of them:

Video Surveillance

Avigilon displayed its new *Avigilon Appearance Search* video analytics technology. It is a sophisticated search engine for video data which can answer who, what, where and when questions from security personnel. It automatically analyses video data from multiple sources to quickly locate persons, vehicles and objects of interest. Avigilon also showed its *H4 edge solution camera line* with embedded VMS and the *Megapixel Pano 48MP 180 degrees view camera* with four 12 megapixel sensors configured for 180 degree panoramic views and which delivers video streams at up to 30 frames per second using a single network connection.

Genetec displayed its *Security Center 5.5* unified security platform. To ensure the highest levels of privacy, users can now automatically anonymise the identity of people on camera by employing a new foreground-masking feature. The software streams a redacted version of the video with encrypted and locked access to the original, ensuring security operators in the control room cannot personally identify individuals unless a valid security issue requires them to do so.

Panasonic showcased its *Aero-PTZ (WV-SUD638)*, the most rugged security camera in the world in full-HD and it delivers 1080p with 60 frames per second and 30x optical zoom capabilities. It has a 360-degree sphere vision 3D viewing, which provides 360-degree continuous panning and +/- 90-degree tilt range. The camera features hybrid image stabilisation technology and gyro-sensors, to minimise the impact of external vibrations. It is designed for applications at height, at sea and on ports, piers and bridges and is equipped with 'active sense' technology, responding to external conditions to initiate built-in wipers to keep the lens clear in rain and snow, a heater to ensure internal electronics are operating at the optimal temperature and a defroster to keep the viewing lens clear.



Sony displayed many products but the one creating most interest was the *SNC-VB770 4K camera*. It is an ultra-high sensitivity camera and according to Sony, its full-frame Exmor CMOS sensor, captures crisp, clear 4K video in conditions with extremely low-light. It also has analytic functions like intel-



ligent tracking and multi tracking, which can follow multiple subjects.

Hanwha Techwin had divided its stand into various vertical market zones and displayed a wide range of products. Among them was the *Wisestream* complementary compression technology, which controls encoding, balancing quality and compression according to movement in the image. Combined with H.265 compression, bandwidth efficiency can be improved by up to 75 per cent compared to current H.264 technology, according to the company. Hanwha also showcased the *Wisenet Q 4MP and 2MP cameras* and *Wisenet P 4K cameras featuring 265 compression and Wisestream*.



Axis put a lot of focus on solutions for small and medium sized enterprises, such as the new *Axis Companion line* with an 8-channel network video recorder with a built-in PoE switch for cost savings and ease of installation. It includes a USB port in order to ease export of video and it has a wireless access point for direct access to the system with mobile devices. The cameras in the Axis Companion line deliver video quality in full-HD or up to 2 megapixel resolutions. The Axis' Zipstream technology is supported and can lower bandwidth and storage requirements by 50 per cent or more.

Hikvision had a huge stand and displayed its latest *16MP Pano-Vu series camera*. It is designed for wide-area security monitoring applications and combines 8 x sensors with a high-powered PTZ camera, delivering a panoramic display. Hikvision also showed its new thermal camera range which capture moving objects at resolutions up to 640 x 512 pixels. The cameras features auto gain control, digital detail enhancement and 3D digital noise reduction.



Milestone highlighted their partnerships on their stand, focusing on solutions for smart buildings and safe cities/law enforcement, but emphasis was also put on *Milestone XProtect 2016* and the *Milestone Husky NVRs*. One of the features in XProtect 2016 is the Milestone *ONVIF Bridge*, which makes the system look like a collection of ONVIF cameras to another VMS. It gives private-to-public video integration and simplifies large-scale, multi-vendor security deployments according to Milestone.

Access control

Assa Abloy's Aperio wireless lock technology was demonstrated alongside Axis A1001 Network Door Controller. According to the companies, the new integration makes use of Aperio battery-powered cylinders, escutcheons, locks and server rack solutions and enables IT administrators to manage an entire Axis management system from a single, easy-to-use interface. It allows for management of wired and wireless doors, with real-time monitored access and detailed audit trails. Assa Abloy also displayed its web-based security management solution *Protec2 Cliq*. It is a one key solution where Cliq keys are able to operate both the electromechanical and mechanical cylinders. It delivers electronic access control without wiring and audit trails are stored in both keys and cylinders.

HID displayed its *HID Mobile Access solution*, powered by Seos. It supports bluetooth smart and NFC and enables smartphones to be used for opening doors and future applications. HID also showcased its recently launched long-range access control portfolio with long-range Iclass SE readers. It enables users to open doors and parking gates without opening the window or stopping the vehicle.

South Korean **Suprema** displayed *Bioentry W2*, an outdoor fingerprint access control device. It blends many industry-leading technologies and innovations and is packed in a rugged IP67/IK08 housing. According to Suprema, it provides best-in-class matching performance (150,000 match/sec),



34 percent of the Ifsec visitors came from overseas.

live fingerprint detection technology and dual-band multi RFID reading technology compatible to HID multiclass.

Vanderbilt was showing a preview of *Aliro 2*, the latest generation of its industry access control solution. It is suitable for small to medium sized commercial applications, utilising the Mercury firmware platform, which provides effective control, monitoring and data manipulation, it supports up to 512 doors, 10,000 users and 100,000 access cards.

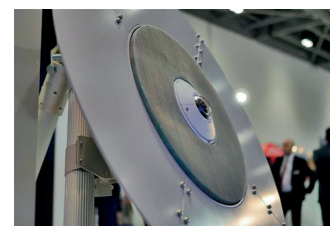
Alarm and detection

Bosch was focusing on cloud-based monitoring services but also showed its new *Avioteq camera solution* with



video based fire detection and intelligent video analysis for reliable and early fire detection in challenging environments. It can supplement fire detection technologies and enables early detection of smoke and flames in environments where these cannot offer satisfactory reaction times such as buildings with high ceilings or dusty and humid areas. It can also secure environments where no other solutions exist, for example saw mills or paper factories, hangars or other extremely large monitoring areas.

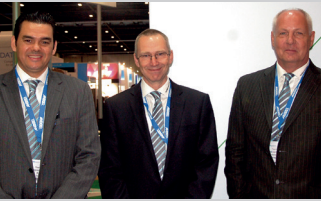
Panasonic displayed its *Drone finder* prototype, which is develop-



ped in order to reduce the threat of drone accidents and terrorism. Using 32 array microphones and a *PTZ CCTV camera*, each sensor can detect a drone at distances of up to 300 metres through a 150 degrees field of view according to Panasonic. The drone finder analyses neighbouring noises to eliminate them from the detection.

Optex displayed the *Redscan RLS2020I series* – a mini short range laser detector for indoor applications like museums & art galleries. It is equipped with the same functionality as its predecessors but is lighter, more compact and boasts a range of additional control and power features usually associated with IP dome cameras according to Optex. It protects areas from intrusion, theft or unauthorised access and boosts the reliability of video-based motion detection and surveillance. It has a new generation of laser with a customisable 'virtual' wall or pane with detection area up to 20 metres x 20 metres to identify presence of people or objects.



Ifsec people


The UK entrance control provider Fastlane and its employees Stephen Short, Shane Naish and Tony Smith had some good days at Excel.



Justin Hollis, Head of Marketing at Hamwha Techwin Europe, showed Wisenet cameras and more.



The Spanish access control manufacturer Herta Security showcased its products at Ifsec. Baba Ersin, Pre-Sales & Operations Manager, Diego Sáenz, International Business Development Manager, Laura Blanc, Marketing Executive and Javier Rodríguez, CEO, were all happy to be there.



Erica Deri and Meda Casunean from Genetec's marketing department.



Alastair McLeod, CEO, and Peter McKee, Business Development Europe, displayed storage solutions from Veracity.



The Dutch access control manufacturer Nedap and its representatives Michiel Rijssenius, Milou Post and Evelien O'Sullivan were present at the show.



Assa Abloy had some intensive days at Ifsec.



The thermal camera manufacturer Flir and its EMEA Sales Director David Montague (in the middle) had Scandinavian visitors: Johan Rosdahl, CEO of Corepixel, and Mikael Borbély, Sales Manager, Corepixel.



The camera lens manufacturer Fujifilm was represented by Nine Kurten, Yukihide Nakazato and Betty Fort.



Catherine McKelroy, Marketing Executive, David Lambert, Managing Director, and Sarah Shires, Sales Manager, displayed products from the British lighting manufacturer Raytec.



Zoleikha Mian, Export Sales Manager, and Ashley Brennan, Marketing Manager, from the security alarm specialist Texecom were happy about the show.



The 360-degree video technology provider Oncam was busy during the show. Here represented by Therese Hume, Digital & Social Media Marketing Manager, Richard Morgans, Marketing Officer and Claudia Barosso, Product Marketing Manager.



The access control provider Paxton was exhibiting at Ifsec. Dan Drayton, International Sales Manager, Rhian Spurrier, Marketing & PR Coordinator and Lars Sjögren, Regional Sales Manager, in front of the company's stand.



Patrik Frimat, Honeywell and Cyrielle Klein, Marketing & Communication Manager, RSI Video Technologies, in front of Honeywell's stand.



Joe Sheppard, Marketing Coordinator and Vicki Smith, Marketing Manager, both from CSL, enjoyed Ifsec.



Silvia Dreide, Product Manager and Karen Snangha, Field Marketing Specialist at Panasonic were satisfied with the show.



Alex Wood, PR Specialist, and Julian Rutland, Marketing Director, Canon, were happy to display the company's new products at Ifsec.



Tyco Security Products with Paul Mildon, Senior Marketing Manager and Aitor Gauna, Product Marketing Manager, were happy to be at the event.



The intrusion alarm provider Optex attracted many visitors to their stand.

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Security Events Calendar

September



12-15 September
ASIS 2016

Venue: Orlando, Florida
Land: USA
Venue: Orange County Convention Center
Organisers: ASIS International
Email: asis@asisonline.org
Tel: +1.703.519.6200
Fax: +1.703.519.6299
Web: www.asisonline.org



20-24 September
Prague Fire & Security Days 2016 –
Prague, Czech Republic

Venue: PVA Expo
Organiser: Mascotte Ltd.
Tel: +420 777 700 205
Email: a.benes@mascotte.cz
Website: www.fsdays.cz



21-23 September
Secure World – Astana, Kazakhstan

Venue: Krome
Organiser: Central Asia Trade Exhibitions
Tel: +7 727 266 36 80
Fax: +7 727 266 36 84
Email: info@secureworld.kz
Website: www.industryplatform.kz



27-29 September
Security Asia – Karachi, Pakistan

Venue: Karachi Expo Centre
Organiser: Security Asia Secretariat
Tel: (9221) 111222444
Fax: (9221) 3563 6330, 34860830
Email: info@securityasia.com.pk
Website: www.securityasia.com.pk



27-30 September
Security Essen – Essen, Germany

Venue: Essen fair venue
Organiser: Messe Essen
Tel: +49 (0)201 72 44-528
Email: franziska.goldammer@messe-essen.de
Website: www.security-essen.de/impetus_provider/

Visit AR Media at – Hall 4 stand C 17



28-30 September
Infrasec Philippines 2016 –
Manila, Philippines

Venue: World Trade Centre
Organiser: APAC EXPO PTE LTD
Tel: +65 6291 4128
Fax: +65 6291 4129
Email: teikchaiooi@infrasec.ph
Website: www.infrasec.ph/exhibition.html



29 September – 02 Oktober
ISAF Safety & Health – Istanbul, Turkey

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

October



18-21 October
Interpolitex 2016 – Moscow, Russia

Venue: Exhibition Center, Pavilion 75
Organiser: Interpolitex
Tel: +7 (495) 663-67-12
Email: nataliagsigma@gmail.com
Website: www.interpolitex.ru/en/



21-22 October
NEFSEC 2016 – Colombo, Sri Lanka

Venue: Pico, Sri Lanka Exhibition
Organiser: Nexgenex Exhibition
Tel: 91-11-41536990
Fax: 91-11-45636990
Email: ashish@nexgenexhibitions.com
Website: www.nefsec.in/



25-27 October
SKYDD – Stockholm, Sweden

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

November



7-9 November
Expoprotection – Paris, France

Venue: Paris Porte de Versailles - Pavillon 1
Organiser: Reed Expositions France
Tel: +33 (0)1 47 56 50 45
Email: www.expoprotection.com/



8-10 November
Securexpo – Nairobi, Kenya

Venue: Visa Oshwal Centre
Organiser: Montex
Tel: +44 (0) 20 7886 3048
Email: kieran.oliver@montex.co.uk
Website: www.securexpoeastafrica.com



16-17 November
Sectech Denmark –
Copenhagen, Denmark

Venue: Scandic Copenhagen
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Fax: +46 8 19 10 11
Email: deniz.baykal@armedia.se
Website: www.sectech.nu
Visit AR Media at Sectech Denmark



23-24 November
ALL-OVER-IP EXPO 2016 –
Moscow, Russia

Venue: Sokolniki Expo
Organiser: Groteck
Tel: +7 495 647 0442
Email: aldushina@groteck.ru
Website: www.all-over-ip.ru



30 Nov-1 Dec
UK Security Expo 2016 – London,
United Kingdom

Venue: Olympia London
Organiser: Nineteen Events
Tel: +44 (0) 20 8947 9177
Email: pjones@nineteen-events.com
Website: www.uksecurityexpo.com

December



5-7 December
Algeria Fire, Safety & Security
Expo 2016 – Algiers, Algeria

Venue: SAFEX
Organiser: New Fields Exhibitions
Tel: +971 (4) 268-6870
Email: katie.garcia@new-fields.net
Website: www.new-fields.com

January 2017



22-24 January
Intersec – Dubai, United Arab Emirates

Venue: Trade Centre Arena
Organiser: Messe Frankfurt Middle East GmbH
Tel: +971 4 389 4500
Fax: +971 4 358 5533
Email: intersec@uae.messefrankfurt.com
Website: www.intersecexpo.com

March 2017



15-16 March
Sectech Norge –
Lillestrøm, Norway

Venue: Norges Varemesse
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Fax: +46 8 19 10 11
Email: deniz.baykal@armedia.se
Website: www.sectech.nu

Visit AR Media at Sectech Norge



21 – 23 March
Securex West Africa 2017 – Lagos, Nige-
ria

Venue: Landmark Centre
Organiser: Montex
Tel: +44 207 886 3048
Email: joleen.sibley@montex.co.uk
Website: www.securexwestafrica.com

April 2017



4 April-4 June
Milipol Asia-Pacific –
Singapore, Singapore

Utställningsplats: Sands Expo and Convention Centre
Arrangör: Comexposium Singapore
Telefon: +65 6392 5328
Fax: +65 6392 3098
E-post: andrew.marriott@comexposium-sg.com
Webbplats: www.milipolasiapacific.com



26 April
Trygghetskamerans dag – Stockholm,
Sweden

Venue: Clarion Hotel Stockholm
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Email: deniz.baykal@armedia.se
Website: www.trygghetskameransdag.se
Visit AR Media at Trygghetskamerans dag

September 2017



27-28 September
SecurityUserExpo 2017 – Copenhagen,
Denmark

Venue: Bella Center
Organiser: Ar Media International
Tel: +46 8 556 30 680
Fax: +46 8 19 10 11
Email: info@securityuserexpo.com
Website: www.securityuserexpo.com

Detektor International takes no responsibility for any changes to the details of the above mentioned events. Please always contact the organisers in each case to confirm the dates and venues.
www.securityworldhotel.com/int/Security-Events

Security buyers guide

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sales@csldual.com
www.csldual.com

Access Control



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Tel: 0302 680 600
Fax: 0302 680 640
Epost: info@cardkeep.se
Webb: www.cardkeep.se



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Parallelweg 2, 7141 DC, Groenlo
PO BOX 103, 7140 AC, Groenlo
The Netherlands
Tel +31 544 471 111
www.nedapsecurity.com
info@nedapsecurity.com

CCTV



Security Tech Germany
ABUS Security-Center GmbH & Co. KG
Linker Kreuthweg 5
86444 Affing (Germany)
Tel +49 82 07 959 90-833
Fax +49 82 07 959 90-180
export@abus-sc.com
www.abus.com

Security-Vision-Systems



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D-67722 LANGMEL, GERMANY
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Fax +49 (6302) 9816-190
info@mobotix.com
www.mobotix.com

Integrated Systems



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