

DETEKTOR



Publisher's comment

Deep learning and other hot trends

Security technology market

Perimeter security market driven by threat of increased terrorism

Voice of the security technology market

"IoT requires an entirely different approach to security"

Business news

The 2017 security industry top influencers

Product news

World's first ever 'deep learning' embedded NVR

The interviews

• Thomas Lausten, CEO, Mobotix:

"We need to communicate better"

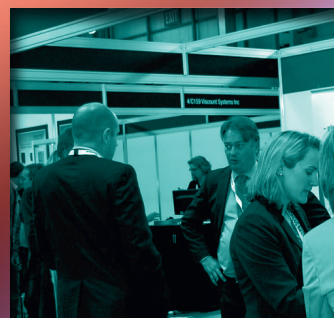
• Bjorn Gundersen, Schiphol Airport:

"Terrorism is the biggest threat"

Security events

• Review: IFSEC in London

• Preview: CPSE in Shenzhen



THE CYBER SECURITY THREAT

— HOW DO THE LEADING MANUFACTURERS RESPOND?

Everybody.



Everywhere.



Every day.



Ordinary days require extraordinary protection.

[genetec.com](https://www.genetec.com)

Find out more about the software behind the everyday at
[genetec.com/protectingeveryday](https://www.genetec.com/protectingeveryday)

Genetec™

© 2017 Genetec Inc. GENETEC and the GENETEC LOGO are trademarks of Genetec Inc., and may be registered or pending registration in several jurisdictions.



ISSN-1651-3800 published by **armedia**

Head office:

AR Media International AB
Västberga Allé 32 • S-126 30 Hägersten
SWEDEN
Tel: +46 8 556 306 80
E-mail: info@armedia.se
www.detektor.com
www.armedia.se

Asia Office

Asia office
Asha Chang
AR Media International (Asian Branch)15F,
No 55, Binhai Rd. Sec. 1,
Danshui Dist., New Taipei City 251
Taiwan
Office phone: +(886-2) 2622 1365,
+(886-2) 2622 1385
Office fax: +(886-2) 2622 1305
Mobile: +(886) 922 116272
Email: asha@armediaint.com
ashachang@gmail.com

General Information

- Detektor International is published quarterly.
- No part of this magazine may be reproduced without prior permission from the publisher.
- Detektor International welcomes manuscripts, news, releases and photographs, but cannot be held responsible for loss or damage incurred in transit or in possession.
- News releases can be sent to intnews@securityworldhotel.com

Subscriptions

Anette Friberg
Rate for four issues is Euro 50
+46 8 556 306 80

Publisher

Lennart Alexandrie
lennart.alexandrie@armediaint.com

Editorial Team

Rachel Ward Owens, Henrik Söderlund,
Jonny Sjöberg, Lennart Alexandrie
info@armedia.se

Art Director

Linn A. Mattern
linn.mattern@armedia.se

Advertisements

Carlos Cisternas
carlos.cisternas@armediaint.com

Printing

Sörmlands Printing Solutions AB, Sweden, 2017



Lennart Alexandrie, Publisher

Deep learning and other hot trends

In recent years terrorist activity in London, Brussels, Paris, Barcelona, Berlin, Copenhagen and Stockholm has played an important part in making security and safety in society a political and public high priority issue. The increasing violence and crimes conducted by more or less organised gangs has also played a role. These are all factors that create frustration and serve as fuel for loud public demand for more police officers, but rationalisation through use of modern security technology is more likely to get return on the investments. The police do need modern tools to handle today's modern criminality.

Intelligent technology can make a big contribution to a safer and more secure society – if it is used efficiently. Security technology knowledge needs to have a much higher priority among governments if crime fighting results and return on invested tax payments are of high importance. The necessity is to combine technology and human resources. For example, there are studies in New Jersey that prove that the way police interact with security camera systems is crucial for the result of the technology investment. Combining the benefits of security cameras with the police advantages of human forces (police officers or guards) is the right way, then the chances of success in both preventing crimes and bringing criminals to justice increases heavily. The installed technology by itself is not good enough; neither are human forces working alone.

Government spending will continue. An example of a technology trend in this segment is that 400,000 body worn cameras will be shipped to law enforcement agencies globally in 2017 – a new record.

With all this in mind the security industry is facing a very exciting future. New technology and trends are also creating opportunities through new business models. Investments in security systems have previously been regarded as a cost at the end of the value chain and have thus become low priority in limited budgets. But network cameras and IP-based access control systems now provide value-added services to end users, increased productivity, and reduced operating costs.

These benefits will move security further into the value chain and lead to increased demand.

With this development, which is increasingly based on combined solutions, system integrators will become more IT-oriented, and the requirements for distributor technical skills will be greater. IT skills are an important service for all vertical segments, as it is essential for the security industry to be able to deliver smart IoT solutions. Therefore, requiring competence will be a big challenge for the security industry.

The migration from analogue to digital technology into security systems has been completed. As an example, in 2017 IHS estimates the number of shipped network cameras for distribution through professional channels will exceed 98 million units.

With this IP-revolution the development towards new, more convenient and more cost-effective security solutions has increased with pace. Add on the growing opportunities offered by the Internet of Things.

What is still waiting in the wings to revolutionize the security market and thus the fight against crime is the increasingly sophisticated video analysis. The development of artificial intelligence (AI) in general - and towards "Deep learning" in particular - will have a tremendous significance in relation to proactive security systems, not least in video surveillance systems.

Digitalisation has also started a revolution in the physical access control segment, as it is on its way to be integrated with logical security. Access control in combination with identity management is becoming increasingly sought after. And access control as a service is only in its infancy. There is simply a lot of interesting things going on right now.

At the same time there is a huge challenge to face - cyber security in the increasingly connected security systems. How do we secure the products and networks against hacker attacks? That is one of the biggest challenges of the security industry.



Jiaqi Gao, Dahua, Joe Grillo, Vanderbilt, Thomas Lausten, Mobotix, Martin Gren, Axis, Pierre Racz, Genetec, Martin Gren, Axis, Keen Yao, Hikvision.

22

Industry leaders speak out about cyber security

Detektor met up with some of the leading manufacturers in the security industry to let them speak out about cyber security.

3

Publisher's Comment. Deep learning and other hot trends.

8

Voice of the Security Industry. "IoT requires an entirely different approach to security".

10

Security Technology Market. Perimeter security market driven by threat of increased terrorism.

12

Interview. Lausten wants Mobotix to reach full potential.

14

Business News. Discrete infrared lighting leaves wildlife undisturbed.

22

Trend: Cyber Security. The industry's heavyweight players on cyber security.

24

Interview. Bjorn Gunderson, Security Process Manager at Schiphol Amsterdam Airport.

25

Product News. World's first ever 'deep learning' embedded NVR.

29

Security Events. Ifsec: Focus on cyber security and analytics.

36

Security Events. China Public Security (CPSE) 29 October – 1 November 2017.

37

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

38

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



Internet of Things and security

James McHale, from Memoori, writes about how IoT requires a different approach to security.

Page 8



"We need to communicate better"

Mobotix's newly appointed CEO, Thomas Lausten, speaks out about why he left Milestone and what he wants to achieve in his new role.

Page 12



"Terrorism is the biggest threat"

Bjorn Gunderson talks about the challenges to meet as the Security Process Manager at Schiphol Amsterdam Airport.

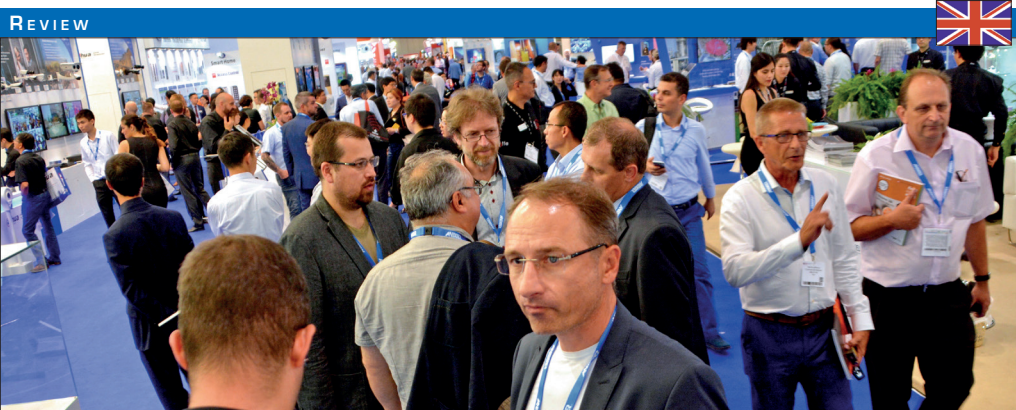
Page 24



"World's biggest security expo"

China Public Security Exhibition (CPSE) will take place in Shenzhen from 29 October to 1 November. This bi-annual event attracted 130,000 visitors in 2015.

Page 36



Ifsec report – focus on cyber security and analytics

Ifsec 2017 was held in London 20-22 June and attracted 27,658 visitors. Detektor was present to report about the trends and what the exhibitors were displaying on their stands.

Page 29

BE READY FOR AN **EXTRA**-ORDINARY NEW WORLD



FULL HD
1080P

- **Extra**-competitive
- **Extra**-light
- **Extra**-compact
- **Extra**-flexible

With the MAXIMUS MMX cameras, a new world of cost effective solutions is available for monitoring tasks in the most challenging conditions in onshore, offshore, marine and heavy industrial environments.

MAXIMUS **MMX** CAMERA



**VIDEO SECURITY
PRODUCTS**

www.videotec.com



Made in Italy



Dahua Smart City Solution

Ever expanding cities today need to pay more attention to protecting their high volumes of both people and properties. Nowadays even the most developed cities are faced with huge safety threats, ranging from terrorist attacks aimed at highly-populated areas and historically significant places to road accidents that are on the increase in line with the increase in vehicle numbers. A smart and integrated system for urban security is in urgent need, and Dahua possesses the competence to provide this technology.

Time to do it Smartly!

In the past, administration was heavily reliant on manpower, this however, no longer applies since both the population and data have exploded in the process of urbanisation. Now it takes more time for more policemen to track down a suspect in a big city, not only because there are too many people and places to check but also because the advanced transport and traffic systems enable a person to change location quickly. Not to mention all the inconveniences for ordinary citizens in such an operation.

Boasting its AI technologies and highly integrated platform, the Dahua Smart City Solution aims to address safety issues of mega-cities without dramatically expanding police forces, and with unprecedented advantages like timely and effective risk detection, faster emergency response and powerful data mining.

We use deep-learning redefines video analysis capabilities. Ranked No.1, Dahua achieved 99.78% facial recognition accuracy



in LFW (Labeled Faces in the Wild) in October, 2016. Moreover, deep-learning even allows instant classification of humans and vehicles, capturing extract detailed features such as clothing colour, gender, headwear or handbag for humans and number plate details, colour, size, model, cellphone usage, seat belt usage for vehicles.

Four Working Stages of Dahua Smart City Solution

The overall working process of the Dahua Smart City Solution can be viewed in four stages: prevention, detection, response and investigation.

Prevention means picking out and focusing on potentially dangerous factors before they really do harm to public safety. The Dahua Smart City solution has the ability to collect and analyse big data, and so provides advanced forecasting models that better predict events. For example, with comprehensive analysis of violation data collected by traffic enforcement cameras, the system can generate a watch list for the vehicles with numerous violation records.

Detection means real time surveillance in various forms, including deployment of 360-degree panoramic cameras and ultra-long range, all weather monitoring thermal cameras, etc. In addition to the multi-functional cameras mentioned above, Dahua's deep-learning empowered smart video surveillance can be used to automatically detect high-risk individuals and activities from the massive amounts of data collected. In fact, the Dahua traffic enforcement system has already helped Hangzhou city automatically detect illegal behaviour from 29,823 vehicles during the G20 Summit, which greatly reduced the burden on the police, who were then able to put more focus on protecting the key summit area.

Response means enabling key city organisations to react to security threats in real time. Dahua improves communication efficiencies through its integrated platform, allowing unified command and centralised data storage as well as cross-department information sharing. For example, if a natural disaster were to happen in a city,

then the Dahua Smart City Solution would report it on a single e-map, along with data on the available emergency response resources, to all relevant departments and agencies, while providing seamless monitoring of the site to all units approaching.

Investigation means being able to quickly analyse all data collected by different systems and provide insights to facilitate the recovery of crucial incidents. Technologies, such as video synopsis, provide a short summary, including all moving objects in a long video, and support queries on moving objects according to different characteristics like size, colour, direction and speed. In addition, there are a rich set of data mining methods like active area analysis, active target analysis and trajectory analysis. So if a criminal tried to escape with a different vehicle or clothing he would be highly unlikely to make it in a city equipped with the Dahua Smart City Solution.

Summary

With the Dahua Smart City Solution, governments can decrease expenditure and crime rates at the same time, whilst increasing citizen safety, survival rates and citizen approval rating. Citizens will be safer and will enjoy better living standards without the burden of increased public spending. By remaining ahead of the market and placing emphasis on its core value propositions of innovation, quality and service, Dahua Technology will continuously contribute to a safer society and smarter living, benefiting city dwellers worldwide.



All-in-one Design Replaces Multiple Conventional Cameras

Multi-sensor panoramic camera greatly reduces deployment costs



- Replace multiple single-sensor cameras and save on installation & maintenance costs
- Multiple image sensors and 1 IP address, superior low light performance
- Seamless splicing technology for flawless image
- 180° / 360° viewing angle without image distortion
- Smart Tracking automatically follows subjects of interest
- All models rated IP67 & IK10, designed for outdoor applications



Comprehensive line up for every job :



IPC-PFW8800-A180
4x2MP Multi-Sensor Panoramic
Network IR Bullet Camera



IPC-PDBW8800-A180
4x2MP Multi-Sensor Panoramic
Network IR Dome Camera



PSD8802-A180
4x2MP Multi-Sensor Panoramic
Network Camera+PTZ Camera



PSD81602-A360
8x2MP Multi-Sensor Panoramic
Network Camera+PTZ Camera



James Mc Hale, managing director at Memoori:

"IoT requires an entirely different approach to security"

There seems little doubt about it anymore; the Internet of Things (IoT) age is upon us. Predictions for IoT growth and adoption, from the world's biggest economic analysis agencies, range from huge to incredibly huge. Yet we are still to agree on a suitable formula to make the IoT secure from cyber attack, and if this issue is not resolved soon, it could be too late to avoid catastrophe.

By James McHale, Managing Director at Memoori

Bain calculates that by 2020 annual revenues could exceed \$470B for the IoT vendors selling the hardware, software and comprehensive solutions. General Electric estimates investment in the Industrial Internet of Things (IIoT) will top \$60 trillion during the next 15 years. IHS forecasts that the IoT market will grow from an installed base of 15.4 billion devices in 2015 to 30.7 billion devices in 2020 and 75.4 billion in 2025.

"As vendors scramble for their share of the market, they cut corners or completely ignore cyber security, exposing the rest of us to identity theft, internet downtime and privacy breaches. Some military cyber security experts believe that IoT botnets could be used as weapons, even triggering a distributed denial-of-service (DDoS) arms race," says George Corser, Assistant Professor of Computer Science and Information Systems, Saginaw Valley State University.

The competitive nature of the IoT market might be driving growth but makes the cyber security situation much worse. With price sensitivity so tight, cyber security considerations are often being neglected. The un-cyber-security-educated consumer is trying to justify return on investment from IoT devices with complex return characteristics, they are therefore focused on getting the lowest price to functionality ratio. This leads vendors to neglect security while striving for profit and market share.

"To add IoT to, say, utility meters, vending machines and smart-building sensors, the hardware must be as inexpensive as possible. That's typically achieved by putting just enough memory and processing power into the IoT module for it to perform its tasks, with little or no resources left to support traditional cyber security tools such as anti-malware software," explains Corser.

It is situations like this that have and will create some of the biggest and most dangerous cyber attacks in history, and these attacks not only affect the consumers and vendors at fault, they can affect anyone or everyone. In October 2016, hijacked IoT devices were used to bombard the DNS service Dyn with requests that ultimately brought the service down,

along with its clients, Twitter, Spotify, and Reddit among others.

"In a relatively short time we've taken a system built to resist destruction by nuclear weapons and made it vulnerable to toasters," tweeted Jeff Jarmoc, head of security for global business service Salesforce, referring to seemingly insignificant connected devices bringing down the internet.

With up-to-date security patches we can be much safer, but again, this is being neglected. Firstly we can't depend on the un-cyber-security-educated consumer to upgrade their firmware; these are building or car owners who never had to think about cyber security for this kind of physical asset.

Secondly, the vendors are new to this too. "The people who bring connected children's toys to market are the same people who bring normal children's toys to market. They are not taking the dangers of connectivity into account, in fact they don't even know what questions to ask," Kaspersky's David Emm told Memoori in an interview in June.

Thirdly, the low-cost requirement of the IoT means slim profit margins, hence little financial incentive for vendors to continue developing patches years after they sold the device. "Cars and utility meters are two examples of products that typically remain in use for at least a decade. How many of their IoT modules will be orphaned as their vendors stop supporting them, go out of business or are acquired?" asks Corser.

Take humans out of the equation, in fully automated systems that include automatic updates and you remove a layer of defence, as a human at the wheel could notice when things aren't as they should be. While ensuring a human layer opens us up to human error or unexpected attack vectors. The fact that PINs and passwords can be derived from the minute hand movements of someone wearing a fitness tracker wristband while typing, demonstrates the scale of the cyber security problem.

"IoT requires a different approach to security. That's why the IEEE Internet Initiative recently published a white paper with a set of best practices that anyone can use to improve the security of IoT applications. Available as a free download from the IEEE Internet Initiative, these best practices are applicable to any IoT application, regardless of the industry or whether it's autonomous.



James Mc Hale, managing director at Memoori.



Business & Product News Every Day!

www.securityworldmarket.com

A new dimension of Security:



Fujinons' first 4K Vari Focal lens



The new DV2.2x4.1SR4A-SA2L from Fujifilm

Advanced optical performance to capture security footage at the high resolution of 4K. Finest details during day and night thanks to the incorporated Day/Night technology. Scan for more or visit www.fujifilm.eu/fujinon Fujinon. To see more is to know more.

Access control market estimated to be more than 10 billion dollar by 2023

Seattle, Wa (USA)

According to new market research on the access control market, the global forecast to 2023 was valued at USD 6.39 billion in 2016 and is expected to reach USD 10.03 billion by 2023, at a CAGR of 6.48% between 2017 and 2023.

The report from MarketsandMarkets found that the major driver for the growth of the market is the high adoption of access control solutions due to growing security concerns globally. The overall access control market is driven by factors such as technological advancements and deployment of wireless technology in security systems, and the adoption of access control as a service (ACaaS) and mobile access control.

The market for card-based readers is expected to grow at the highest CAGR between 2017 and 2023. The card is used as a

credential in an access control system to authenticate a person's identity, determine the appropriate level of access, and provide access to the physical resource. It also enables the users to monitor and operate remotely and transfer the credential over the mobile phones. These additional features are driving the demand for smart cards and proximity cards in the access control market.

In the commercial vertical, various commercial areas, such as enterprises and data centres, banks and financial centres, hotels, retail stores and malls, and entertainment areas, are

considered. Protecting the infrastructure and assets from threats such as accidents, vandalism, theft, sabotage, and terrorism is a major concern for the commercial vertical. These security issues increase the demand for access control systems and solutions for this vertical.

The access control market in APAC is expected to grow at the highest CAGR between 2017 and 2023. The rising penetration of security systems in small and medium-sized enterprises, hospitality businesses, airports, ATMs, banks, residential buildings, and religious places, among others, is expected to drive the market. Commercial, military and defense, government, and industrial are the major



The access control market in APAC is expected to grow at the highest CAGR between 2017 and 2023.

verticals driving the growth of the access control market in APAC.

The key players in the ecosystem of the access control market profiled in this report include Assa Abloy, Johnson Controls, Dorma+Kaba, Allegion, Honeywell, Nedap, Suprema, Bosch, Gemalto, and OT-Morpho.

Deep learning in surveillance market set to be driven by China

London, UK

Years of double-digit growth in shipments of video surveillance cameras in China are over, giving way to future growth in deep learning video analytics.

According to the latest Video Surveillance Intelligence Service by IHS Markit, unit shipments of video surveillance cameras grew just 2.3% in China in 2016 compared to the previous year, at 58.2 million units, much lower than in 2015 (34.6%), 2014 (38.5%) and 2013 (29.6%). The lower rate of growth in security camera reflects the high installed-base of cameras in China. Demand for cameras in future will be increasingly due to replacements rather than new installations.

However, Chinese video surveillance market revenues are still forecast to grow at a compound annual growth rate (CAGR) of 12.4% between 2016 and 2021 from \$6.4billion to \$11.4 billion. The major driver is deep learning for video analytics. And much of

the future growth is forecast to come from recorders rather than cameras. The recorder market will be driven by demand for deep learning-based video analytics servers and video management platforms with integrated video analytics. This also explains why the average price of a recorder in China is forecast to rise.

With numerous large projects of surveillance camera installation and massive amounts of video data, end-users in China are eagerly seeking ways to interpret this data with video analytics. Examples of such end-users include police and traffic departments.

Deep learning is poised to revolutionise the video surveillance industry and facilitate a leap in the capabilities of video analytics. Graphics processing units (GPUs)

are currently the most common solution employed by video surveillance vendors to run video analytic applications. Facial and vehicle recognition, for example, are two applications that vendors claim have benefited from applying deep learning techniques. Not only does deep learning increase the accuracy of facial and vehicle recognition sensors, they also claim it enables faces and vehicles to be identified in larger and more crowded scenes.

In 2017, facial recognition has started to become a requirement in new city surveillance projects in China. It is often specified in tender documents for safe city projects, signaling that the shift toward deep learning-based video analytics is well underway in China.

There is also high potential for

deep learning-based video analytics to be used in the Chinese retail sector to enhance business efficiency and improve customer experience. "No-checkout" retail stores are one example where this kind of technology could be used. These stores allow customers to walk in, select products and walk out again, without them needing to stand in a checkout line. Payment is made automatically. Amazon launched a "no-checkout" store called, Amazon Go, in late 2016. Alibaba Group also recently opened an experimental cashless supermarket in China, called Tao Café. Tao Café uses face recognition and sensor fusion technologies to provide its no-checkout experience.

Deep learning is an emerging technology in the video surveillance industry. However, according to IHS findings, demand in China will grow quickly, providing the engine for future market growth.

Perimeter security market driven by threat of increased terrorism

Hadapsar, India

The perimeter security market is expected to grow from USD 110.64 Billion in 2017 to USD 196.60 Billion by 2022, at a Compound Annual Growth Rate (CAGR) of 12.2% between 2017 and 2022. This is according to the latest research by analysts from Marketsandmarkets, and they also believe that the growth of this market is primarily driven by the rise in terror attacks worldwide.

The increasing technological developments in video surveillance is said to have fuelled the demand for perimeter security systems and services. Furthermore, the increased usage of the internet of things (IoT) is also expected to be contributing to the growth of the perimeter security market.

Based on systems, the researchers have sub-segmented the perimeter security market into

perimeter intrusion detection systems, video surveillance systems, access control systems, alarms and notification systems, and others (fencing, lighting, and detection devices for metals, explosives, drugs, and chemicals).

The video surveillance systems segment is estimated to lead the perimeter security market between 2017 and 2022. The increasing use of video surveillance

systems, especially in the commercial and services, industrial, and military and defence verticals for protecting the organisation of assets is said to be enhancing the growth of the video surveillance systems segment in the perimeter security market.

The increasing incidence of crimes, such as theft of physical as well as data/information, has led to the need for security systems to protect not only the property owners, but the property as well. With this intention, corporate organisations are investing substantial amounts to protect sensitive data and their employees. The high demand for security systems in large and small retail businesses aims at reducing robbery and inventory loss.

In the commercial sector, fi-

nancial institutions and banks are greatly in need of video surveillance systems, to provide security to the buildings, maintain cash management, and monitor customer and staff activities. These factors enhance the security parameters and drive the need for video surveillance systems in the commercial sector.

The North American perimeter security market is projected to be dominating during the forecast period. The growth of this market can be attributed to the increasing need for security against terrorist activities, strict government regulations for safety and security, rising illegal immigration, technological developments in physical security solutions, and the increasing criminal activities in North America.

*MORE PRODUCTS,
MORE SOLUTIONS,
MORE FLIR.*

THE NEW PT-SERIES HD

The most powerful pan tilt security camera systems, available with a cooled or uncooled thermal camera optimized with up to a 12x optical zoom and a 30x HD visible camera.

THE NEW UNITED VMS 8.0

Versatile, ease of use performance with tough cyber security, and the largest integration of thermal cameras and third party technologies.

Learn More at flir.com/security



WINNER

Video Surveillance
Management
Systems
2017 ISC WEST



The World's Sixth Sense®

Thomas Lauster, CEO, Mobotix:

"The growth has been flat last years and it should not be"

Thomas Lausten has been appointed as CEO for Mobotix. His mission is to make the German video surveillance manufacturer take off.

By Henrik Söderlund

Mobotix, headquartered in Langmeil, Germany, was one of the first to launch IP cameras in 2000 and then launched its first VMS in 2005. The company has around 400 employees and a 70-80 million euro turnover during past years. Thomas Lausten was appointed as the new Mobotix CEO in mid June 2017. He used to be Vice President EMEA at Milestone Systems and before that a Global Sales Director at Siemens, as well as the Managing Director of the Nordic region in ADI Global Distribution. He describes the time at Milestone Systems as a fantastic journey.

What made you take the decision to leave Milestone for Mobotix?

"The short answer is the potential of Mobotix. It is a fantastic company with some absolutely outstanding technologies. The intelligence in the camera – it is not only a camera, but a computer with a lens as a colleague told me, and that is a fairly good description of what Mobotix actually is".

How will you lead Mobotix?

"What I can bring to Mobotix is a bit of Scandinavian leadership, which includes more delegation of power and authority to the great people of Mobotix all around the world. There are a lot of very clever people with a lot of great ideas, and we want to utilise that. I want to make sure Mobotix employees realise the full potential of the technology and all the fantastic competences that Mobotix have in Germany as well as around the world."

What is the difference between Mobotix and other video surveillance camera manufacturers?

"I can assure Mobotix is not seen as another camera manufacturer. It is a pioneer; a company that has a different philosophy of how to design surveillance than many other players in the market today. As I mentioned, a computer with a lens is a fairly good description of what Mobotix actually is and this fits well with the market trends and enhanced focus on cyber security. Mobotix will be more open minded moving forward and look more into integration with other companies".

Konica Minolta acquired approximately 65 per cent of the shares last year, what does that mean to you?

"The acquisition is strategically very important for Mobotix. It brings access to a lot of know-how since Konica Minolta is one of the leading manufacturers in the IT business on a global basis. We are now trying to finalise the implementation of those synergies".

Your turnover has been stagnant at around 80 million euro in recent years, why?

"That is why we are now building the strategy, and want

There will be a stronger focus on the DNA of the company".

make sure we utilise the company's competences. The growth has been flat last years and it should not be. We need to communicate better, because there is a lot of positive news to tell. We need to look back and understand the unique points of Mobotix and maybe we have not been good enough at explaining the unique selling points and the unique values of Mobotix. I think that is one of the main



Thomas Lausten has been appointed as CEO for Mobotix.

reasons for why the development has been flat."

How much of your sales are international?

"Well, without giving you the numbers, the DACH market is our home market and it is very important, we have a lot of strong partners there. But the company has developed globally and now there is a sales office based in New York, we have an office in Sydney and also in Dubai. Those are the main hubs and now we are valuating how we can take the company to the next level, based on those hubs."

What is your view on diversification and going into more product areas?

"We are an end-to-end solution provider, and we will open up our communication and work more

will most likely also see some players leaving the market. I also think that the cyber security focus will change the market quite significantly moving forward. There are demands, and through research we see that many companies in the world today know that this is a request that we as manufacturers/providers need to take extremely seriously. Companies do not accept cyber security threats. We need to take that responsibility very seriously in the development of our technologies moving forward."

What is Mobotix biggest challenge?

"The biggest challenge is to redefine our strategy in a disruptive market and make sure that the potential of the company will match the opportunities in the market today. That story needs to be told better, to make people see us as a pioneering company with intelligent cameras, focus on cyber security and less required network capacity. There are a lot of advantages that need to be communicated based on the new launches that have been made recently. There has been an increased investment in research and development and that will continue. There will be a stronger focus on the DNA of the company".

How do you think the market will look in the future?

"I think it will be even more consolidated. We will see stronger players becoming stronger and we

Footnote: This interview with Thomas Lausten took place at Ifsec, two weeks after he started working for Mobotix.

Dont miss out this report

Cyber Security

in Smart Commercial Buildings 2017 – 2021

The 2017 study from Memoori offers an objective assessment of the market for cyber security software, services & hardware in smart commercial buildings 2017 to 2021.



NEW!
160 pages

Now you can order this report for only **\$1,500**

Smart Buildings have a great future, but unless we can secure connectivity right across the building making it impregnable from cyber crimes, customers will hold back and only invest when they are convinced that the benefits outweigh the risk. This could have a negative impact on the demand for really smart buildings and other prime markets for the Internet of Things (IoT).

This brand new report "Cyber Security in Smart Commercial Buildings 2017 - 2021" is built on Memoori's portfolio of building technology related research. It presents an objective assessment of the current state of the market for Cyber Security in the Smart Buildings sector. The focus of the 160 pages is on sizing and opportunities for smart commercial buildings, providing a fresh market assessment based upon the latest information.

Market sizing and market opportunities data is provided for four regions representing the main international markets of North America, Europe, Asia Pacific and The Rest of the World. Market sizing projections are broken down in terms of hardware, software and services.

Now you can order this report directly from AR Media International for only \$1,500 USD (single user license) or \$1,750 USD (enterprise license).

Order the report on www.armediaint.com
or email to: info@armedia.se

armedia

Connecting Security Buyers and Suppliers

AR Media International AB, Västberga Allé 32, S 126 30 Hägersten, Sweden
Phone: +46 8 556 306 80, www.armediaint.com

BUSINESS PEOPLE



Mr Kichul (K.C.) Kim, new President, HTA.

New President at Hanwha USA

(Teaneck, NJ (USA))

Hanwha Techwin America (HTA), has appointed company veteran Mr. Kichul (K.C.) Kim as the new president for the Americas. He replaces Mr. Soon Hong Ahn, who was promoted to Head of Global Sales and Strategic Marketing at the company's headquarters in South Korea. Both appointments are effective immediately.

Mr. Kim played an instrumental role in sales and corporate management since joining Hanwha Corporation in 1995. He served as Director of Corporate Business Planning at Hanwha Techwin's Security Division in South Korea since 2015 and began working in the U.S. in January of this year to ensure a smooth transition of the president's role.

"Our speed to market and commitment to developing leading edge technology has allowed us to experience rapid growth and tremendous progress over the past several years. My mission is to support HTA's business through continued investments, partnerships, technology development and expansion throughout the Americas", says Mr. Kim, who will be based in Hanwha Techwin America's headquarters in Teaneck, New Jersey.

Discrete infrared lighting leaves wildlife undisturbed

Kruger National Park, South Africa

When it comes to filming at night, ethics plays the most important role in how the images are captured. Raytec Vario2 illuminators have been installed in the greater Kruger National Park in South Africa to capture amazing footage of some rather large and wild animals.

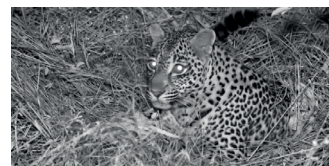
Raytec illuminators have been used in some of the most challenging and exciting environments globally, everywhere from the Arctic Circle to the jungles of Borneo, and when specialist wildlife film makers Wildearth were looking for a solution for their live night time filming needs they turned to Raytec for support.

In the film and TV industry where picture quality is everything, outstanding illumination was essential for producing the best images. Wildearth deployed state of the art 4k cameras to capture high definition images of elephants, lions and leopards. But when it comes to filming at night, ethics plays the most important role in how the images are captured. Using visible white-light would disturb or temporarily blind the animals, or even affect the outcome of their hunts. Therefore powerful infrared lighting was chosen which would

have no negative effect on the wildlife, but would help the cameras perform over long distances in the dead of night.

Highly recommended by other wildlife journalists, Wildearth looked to Raytec infrared lighting as a powerful yet invisible solution which would allow the cameras to generate outstanding black and white images at night. They chose the 'Vario2 i8-3' which delivers distances up to 600m+ with 5 different angle options that can be changed on site – giving them the flexibility to adapt the illumination at each location. With Vario holographic lensing, the illuminators produce a highly even spread of light, which allowed Wildearth to capture consistent images of the animals anywhere in the scene with no bright or dark spots.

"We've been so impressed by the Raytec IR lighting" comments Jeandre Gerding, Head of Camera



Raytec Vario2 illuminators have been installed in the greater Kruger National Park in South Africa.

Operations for Wildearth. "Not only have the illuminators allowed us to film incredible footage in zero light conditions, but the fact that they are low voltage means that we can conveniently power them via battery from our mobile camera vehicles".

The IR needed to guarantee exactly how much light it would deliver on scene because higher megapixel cameras generally require more light to generate the resolutions they are capable of, and the film crew wanted to guarantee perfect pictures of the animals. Raytec scientifically measure the performance of all their illuminators, and guarantee a recommended 0.35 µW/cm2 of lighting power at the maximum distance of all of their infrared illuminators – reassuring Wildearth that they would achieve suitably high quality images every time.

Kuala Lumpur tackles parking challenges with Nedap

Kuala Lumpur, Malaysia

In Malaysia's capital Kuala Lumpur, **Cale and Nedap** are offering a combined solution for efficient parking guidance.

The combined solution is based on Nedap's Sensit system, that uses bay-mounted sensors in individual parking space to detect whether it is occupied. This real-time occupancy information of each individual parking spaces is planned to be soon integrated in Cale's Web Office, which is used to easily guide drivers to the nearest available parking space.

In Taman Tun Dr. Ismail, an affluent major township in Kuala Lumpur, the first combined Nedap and Cale installation has

been realised. Kuala Lumpur is the national capital of Malaysia as well as its largest city. With an estimated population of 1.73 million people, finding an available parking space in the city centre is a real challenge.

Nedap's Sensit system consists of smart parking sensors that detect in real-time whether or not a single parking bay is occupied and how long it has been occupied. This real-time occupancy information of each individual parking space is integrated in Cale's Web Office software.

Thanks to this integration, drivers can locate available parking spaces on-street via the



Kuala Lumpur deploys Smart Parking provided by Nedap and Cale.

mobile app of Cale. This enables them to find a space to park near their destination easy and quickly. Besides offering this efficient guidance service, the solution helps reducing the CO2 emissions in the city, as vehicles are not driving around unnecessarily anymore. Furthermore, both the parking revenue and enforcement are improved.

The 2017 security industry top influencers

London, UK

Just prior to the Ifsec 2017 exhibition, and after extensive consultation with a panel of judges from across the industry, the Ifsec Global team revealed the Top 50 influencers in security & fire 2017: security manufacturers/service providers. Heading the list for 2017 is *Martin Gren*, co-founder and director of Axis Communications in Sweden.

Martin Gren topped the list in 2013 and has never been outside the top 10 since, finishing second in 2016. As influential as ever 23 years after co-founding Axis Communications, Martin Gren attracted huge volume of nominations from people within Axis and across the supply chain. Gren also helped invent the world's first network camera in 1996 when few people used the internet and those that did used dial-up access.

The judging panel affirmation

for placing Gren at the head of the list for 2017. "Always one step ahead in terms of vision, innovation and investment [...] Martin continues to be the opinion maker and influencer in the field of security and video surveillance."

Taking the number two spot for 2017 is *Dr Mahesh Saptharishi*, chief technology officer at Avigilon. With 18 years' experience in developing smart video analytics technology and network camera software/hardware Dr Mahesh Saptharishi leads the company's engineering team and recently-announced Centers of Excellence R&D initiative. As CTO he is responsible for driving innovation in Avigilon's product and intellectual property portfolios, identifying strategic technology capabilities and exploring new business opportunities.

The number three influencer for 2017 is *Joseph Grillo*, CEO Vanderbilt Industries, and head of the list in 2016. Joe Grillo is a 30-year veteran of the electronic security and identification industries with a track record of successfully growing, acquiring and restructuring businesses. In 2012 Mr. Grillo founded Acre, LLC as a platform to consolidate acquisitions in the electronic security industry.

The complete list of those in the top 10 spots are:

1. Martin Gren, Co-founder, Axis Communications.
2. Dr Mahesh Saptharishi, CTO, Avigilon.
3. Joseph Grillo, CEO, Vanderbilt Industries.
4. Benji Hutchison, senior director, NEC and Adjunct Professor at GMU.



Martin Gren named as the Security Industry's Top Influencer 2017.

5. Simon Banks, Group managing director, CSL.
6. Adam Stroud, CEO, Paxton.
7. Alf Goransson, President and CEO, Securitas AB.
8. Keith Bloodworth, CEO, CNL Software.
9. Lars Thinggaard, president & CEO, Milestone Systems.
10. Jason Towse, MD, people services, Mitie TSM.



THE POWER OF DIGITAL IN 2 WIRES



WIRING FLEXIBILITY



SIMPLICITY OF INSTALLATION



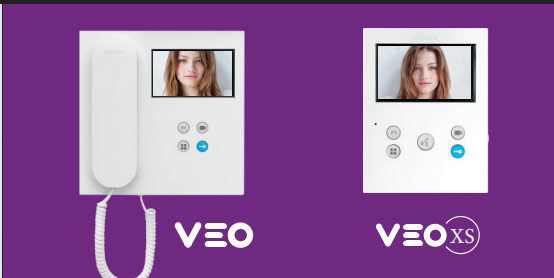
SCALABLE SYSTEM



FULL DIGITAL



EASY PROGRAMMING



INDOOR SOLUTIONS WITH IMAGES CAPTURE FUNCTION



FERMAX
BUILDING COMMUNICATIONS
www.fermax.com

BUSINESS PEOPLE



Joe Morgan.

Critical infrastructure manager at Axis

Chelmsford, Ma (USA)

Joe Morgan has joined as the Business Development Manager for Critical Infrastructure at Axis Communications Inc. to further develop its growing portfolio in the segment. Morgan has more than 32 years of experience building market share in the critical infrastructure industry.

He has also completed course work to become specialised in Optical Imaging and Optical Security. Additionally, Morgan maintains a membership with ASIS and has also earned a certificate from the US Department of Homeland Security, Chemical-terrorism Vulnerability Information.

"I look forward to working with the team at Axis to further build the expertise in the critical infrastructure segment," says Joe Morgan.

In his new role, Morgan's primary responsibilities include generating awareness about Axis and its solutions within the critical infrastructure segment, cultivating partner relationships, and identifying new markets and innovative solutions in the critical infrastructure space.

Hikvision thermal cameras secure the Danish waterfront

Hangzhou, China

When someone exhibits dangerous behaviour along the waterfront, either on land or in the water, the emergency services will be notified.

Hikvision and **Milestone Systems** are supporting a project to find an innovative solution for improving safety and security along the waterfront in Aalborg, Denmark. They teamed up with Aalborg Municipality, the North Jutland Emergency Services, Aalborg University's Faculty of Engineering and Science, and security company Actas A/S to find a solution that utilises Hikvision thermal cameras.

The system works with a combination of thermal cameras (which will be set up between Limfjordsbroen and Honnørkajen during the trial period) and one controllable camera for use in active searches. Aalborg University is mapping risk areas and developing a groundbreaking programme that can "recognise" accidents and raise an alarm.

When someone exhibits dangerous behaviour along the waterfront, either on land or in

the water, the emergency services will be notified. A camera on Limfjordsbroen will be activated at the same time to record what is happening. This can also be used as an aid if a rescue operation is required. This means that the emergency services will be notified immediately if there is an accident, and live footage from the site can be streamed to their control centre using the existing video platform. The control centre can then call out a lifeboat if required.

Hans Henrik Henriksen, Councilor for the Planning and Landscape Department, says: "Aalborg is very proud of its waterfront. The city has built up around the water, but this also means we need to ensure our water safety measures are the best they can be. We are working continuously to improve safety along the waterfront, and we have taken a number of initiatives towards this such as adding more lighting, more rescue stations, new ladders, and so on. Despite this, we have found that accidents are still happening, which is why I look forward to the opportunity to think outside the box during this trial and to be innovative in this



When someone exhibits dangerous behaviour along the waterfront, either on land or in the water, the emergency services will be notified.

area in collaboration with Aalborg University and the North Jutland Emergency Services."

"If things go well, it's likely the project will also be adopted and used in other port cities in Denmark and perhaps also abroad," concludes Hans Henrik Henriksen, in March.

Now, with the test phase a success, Aalborg is almost ready to go live with the system. The municipality is also planning an expansion with more cameras, due to the high levels of confidence they have in the system's success.

Flir re-structures business – COO resigns

Wilsonville, Or (USA)

Flir Systems, Inc. realigns its business operations into three principle business units: Government and Defense, Industrial, and Commercial.

With this consolidation, Flir intends to reduce complexity, realise greater operating synergies, and enhance management focus. Flir expects to report its financial results in accordance with this new operating structure beginning with its first quarter 2018 operating results. Flir's new business units will operate as follows:

The Government and Defense unit will consist of the current Surveillance and Detection segments, excluding the Outdoor and Tactical Systems (OTS) business. The

Government and Defense BU will be led by Flir President and CEO, **Jim Cannon**, until a permanent President is appointed.

The Industrial unit will consist of the current Instruments and OEM and Emerging segments, excluding the Intelligent Traffic Systems (ITS) business. **Frank Pennisi**, who joined Flir in 2017 as Vice President and General Manager of the OEM and Emerging operating segment, will serve as President of the Industrial Business Unit.

The Commercial Business Unit will consist of the current Maritime and Security segments, along with the ITS and OTS businesses. **Travis Merrill**, currently Flir's Senior Vice President and Chief Marketing Of-

ficer, will serve as President of the Commercial BU.

"Streamlining our operations will enable growth and enhanced value creation across all of our businesses," says Jim Cannon, President and CEO of Flir.

With this realignment, **Tom Surran**, Senior Vice President and Chief Operating Officer, has announced his resignation, effective September 30, 2017.

"Since joining Flir in 2004 through our acquisition of Indigo Systems, Tom has had an outsized impact on virtually all facets of the company's operations and I would like to thank him for his extraordinary contributions to Flir," says Jim Cannon.

THE WORLD'S BIGGEST SECURITY TRADESHOW

28th
YEAR
CPSE - CHINA PUBLIC SECURITY EXPO

BPA
WORLDWIDE™



THE 16TH CHINA PUBLIC SECURITY EXPO

Oct 29-Nov 1, 2017 | Shenzhen Convention & Exhibition Center

The 14th China Public Security Forum

The CPSE Golden Excellence Award 2017

GSIA Gold Shield Award 2017

CPSE 2017
10/29-11/1 SHENZHEN CHINA

Exhibition Area (m²)

110,000

Exhibitors

1,100

Visitors

130,000

Booths

6,000



GJD acquires Radiovisor

Heywood, Lancashire (UK)

GJD, the manufacturer and designer of professional external detector equipment and LED illuminators, has acquired from Radiovisor Limited t/a Lazer Systems all of their infrared beam and barrier technology plus all related intellectual property rights.

Radiovisor's Predator range of dual, quad and tower active IR beam sets plus the ATEX approved GS100 beam for use in hazardous areas will be manufactured at GJD's factory in Heywood and will undoubtedly enhance GJD's perimeter security product range.

Radiovisor Parent Limited was established over 90 years ago and were the innovators of the Active Infra-Red beam.

The innovative high security Predator system has been accessed by the CPNI panel and has met their requirements to be included within the Catalogue of Security Equipment (CSE), "Approved for UK Government Use, for details contact CPNI". The integral MM100 beam sets additionally hold NATO codification.

Radiovisor's IR beam technology will complement GJD's product

range instantly. It will provide installers, specifiers and consultants with a 'one stop shop' for IP connected detectors, active infrared beams, alarm devices and CCTV LED illuminators for all aspects of external security detection and illumination.

Mark Tibbenham, Managing Director of GJD commented: "We are extremely proud to make this announcement. A strategic acquisition of this nature will enable the company to substantially develop and grow in terms of security technology innovation. There is a



The ATEX approved GS100 beam for use in hazardous areas will be manufactured at GJD's factory.

huge demand for high-end and intelligent IR beam sets as well as reliable detectors that can be used in hazardous areas.

Salto completes acquisition of Clay

Oiartzun, Spain

Salto Systems S.L., has acquired the remainder of the shares in Clay, to become sole owner of the company; and the purchase of a significant equity share in Poly-Control, the manufacturer of Danalock.

With these important steps, Salto Systems, market leader in electronic locking, executes on its strategy by strengthening its leading position in both cloud technology and mobile access, as well as electronic locks for the residential market.

Clay, in which Salto already held a 60% stake, is a provider of

Cloud technology for Smart locks through its Clay Locking Platform. Since its founding in 2012, the Clay Locking Platform has been the core of products such as; Salto KS (Keys as a Service), Prosecur Control de Accesos and very recently Regus, the world's largest provider of flexible workspace solutions. Clay is based in Amsterdam, currently employs 22 people, mainly software developers.

Poly-Control/Danalock, founded in 2003 is a technology and thought leader in residential smart locks; recently launched

the 3rd version of their motorised Smartlock adapted to European, including Scandinavia, North American and Asian markets, Danalock V3 is tapping into the drive of keyless and connected locking solutions for residential properties on a global scale. The company works out of Harlev, Denmark and employs 20 people.

"We believe that electronic locks over time will fully replace mechanical locks. We have seen this happening significantly in commercial markets in the last decade, but now it is time to extend our focus

to residential markets and integration with Cloud technology" says Marc Handels, Chief Marketing & Sales Officer of Salto Systems. "We are extremely happy to announce today these investments in two great teams that lead their fields; and like Salto, both are founded by teams of talented entrepreneurs".

While both Clay and Poly-Control will continue to operate independently and run their services as they do now, Salto says they look forward to combining their competencies and leverage the technical knowledge of both companies.

Assa Abloy acquires in France and in India

Stockholm, Sweden

In a short period of time **Assa Abloy** has acquired **Arjo Systems SAS**, a French identity solution company in France and SMI, an OEM manufacturer of architectural hardware in India.

Arjo Systems SAS, is a provider of physical and digital identity solutions for secure government ID applications.

"Our acquisition of Arjo significantly advances our Government ID business, broadening our geographical reach and giving us

critical mass," says *Stefan Widling*, Executive Vice President Assa Abloy and Head of business unit HID Global. "Arjo is a strong fit for HID Global, complementing our existing government ID offerings with an expanded range of capabilities for government agencies, state printers and local integrators."

Arjo was founded in 2011 and has some 100 employees with operations in France, Italy and Hong Kong.

Sales for 2017 are expected to reach EUR 56 million (approx. SEK 550 million) with a good EBIT margin. The acquisition will be accretive to EPS from start.

The other acquired company, SMI (Shree Mahavir Metalcraft), is an OEM manufacturer of architectural hardware in India.

"The acquisition of SMI delivers on our strategy to grow our presence in emerging markets", says *Johan Molin*, President and CEO of Assa Abloy.

SMI was established in 1984. It is headquartered in Jamnagar, West coast of India and has some

960 employees. Sales for 2017 are expected to reach INR 1,080 million (approx. SEK 140 million) and the acquisition will be accretive to EPS from start.



Johan Molin, President and CEO Assa Abloy OEM.

Addsecure acquires Chiron

London, UK

Addsecure, a Swedish supplier of secure communication solutions, has acquired the British provider of advanced Alarms over IP systems, Chiron Security Communications. "With Chiron's access to more than 200 alarm receiving centres in more than 45 countries, this is a good ticket to international expansion", says Addsecure's CEO *Stefan Albertsson*.

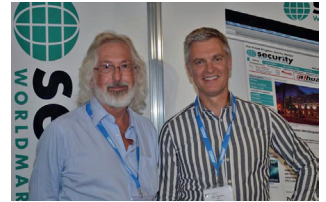
Addsecure consists of the three former companies Multicom Security, Safetel and Securinet, and has some 130 employees. "With

the acquisition of Chiron Security Communications we will not just have a broad and unique offer to our customers in the Nordics but also realise our plan to establish ourselves globally", says Stefan Albertsson. He claims that Addsecure and Chiron together will have two thirds of the market share in Scandinavia and that Addsecure now takes a big step towards its goal, which is to be the leading supplier of secure communication for alarm and IoT solutions in Europe.

Chiron has designed and

developed communication systems for the security industry for over 27 years, has around 25 employees and a 7 million Euro turnover. According to Ian Tredinnick, co-founder of Chiron, 98 per cent of its business is located outside of the UK.

He says: "A lot of people have been looking to buy Chiron, but I believe Addsecure provides the right technology, the right understanding of the business and the wish to get outside of Scandinavia, which makes a match



Ian Tredinnick, co-founder of Chiron, and Addsecure's CEO, Stefan Albertsson.

between the two."

The companies see a significant synergy, both through market base and new technologies. Most importantly, both Chiron's customer base and Addsecure's customer base will be able to use Chiron's new interactive services, which will be launched soon.

Securitas acquires Australian security services firm

Stockholm, Sweden and Sydney, Australia

Securitas has signed an agreement to acquire the Australian security services company PSGA. The enterprise value is estimated at MSEK 36 (MAUD 5.5).

PSGA has been a partner to

Securitas in Australia for many years, providing consulting and investigation services and guarding services to Securitas' global customers mainly in Sydney and Melbourne. The company has

120 employees and annual sales of approximately MSEK 81 (MAUD 12).

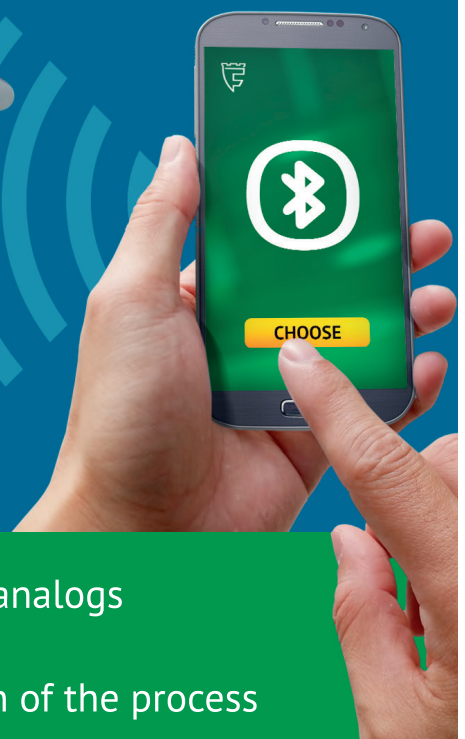
"We see opportunities to grow with our global customers in Australia, to establish a solid local

business in the country, and at the same time develop the market over time into more electronic security-based solutions", says *Alf Göransson*, Securitas' President and CEO.

UP-TO-DATE security technologies



CONFIGURATION
VIA BLUETOOTH



www.FORTEZA-EU.com

- ✓ Unique character and no analogs
- ✓ One person configuration
- ✓ Accuracy and visualization of the process

BUSINESS PEOPLE



Maciej Polak, new intrusion Product Marketing Manager, EMEA, Tyco Security Products.

Tyco appoints new EMEA Manager

London, UK

Maciej Polak has been appointed the new Product Marketing Manager for Tyco Security Products Intrusion brands for the EMEA region.

Maciej, who holds an M.A in Administration as well as an MBA from the University of Warsaw, is a seasoned sales and marketing professional. He has worked within the electronic security industry since 2002 during which he has performed application engineering and sales roles for Tyco Security Products and Visonic in Central and Eastern Europe. Most recently he has been responsible for presentations and technical training of the Tyco Security Products' DSC, Bentel and Visonic intrusion brands.

"Maciej will be working closely with colleagues throughout the region to ensure we continue to deliver the right products and solutions at the right price, together with the highest possible levels of pre and post sales support for our customers in the region," comments Peter Ainsworth, Director of Product Management and Marketing EMEA.

Genetec holds unique position in security industry

Montreal, Canada

Genetec Inc. has emerged as the only security and public safety solutions developer to hold a place in the top-10 global rankings for video management software (VMS), access control software, and automatic license plate recognition (ANPR) software, according to recently published market research reports by IHS Markit.

The IHS Markit reports include 2017 Video Surveillance Market Share Database, 2017 Access Control Intelligence Database, and 2017 ANPR & Detection Sensors Report.

In the Americas, the world's largest market for VMS products, **Genetec** remains the leading software developer by a wide margin, with a 14.5% share of this \$477.6M market. Additionally, this year, IHS Markit introduced a new category which measures market share for back-end video surveillance equipment including VMS, network recording appliances, and encoders. According to IHS findings, in a worldwide category, dominated by end-to-end hardware manufacturers, Genetec

was the sole open platform VMS software developer to achieve a top-5 ranking in this \$3.27B USD market. This ranking was achieved through the combined strength of its unified VMS software, Omnicast, and its popular Streamvault (SV) line of network security appliances according to data from Genetec.

With its open platform Synergis line of software, Genetec entered into the top-5 ranking for access control software developers in the Americas, and achieved a global top-7 rank. The Synergis software grew its market share in the Americas from 4.5% to 6.1%, while all other traditional access control incumbents in the top-5 reported either <1% or nega-

tive year over year market share growth. The same holds true for global rankings, with Genetec showing stronger market share growth than the entire top-5 access control vendors combined.

"We are especially thrilled to see the strength and growth of our access control products as they challenge legacy proprietary offerings. Today, customers are seeking flexible, open, and modern solutions that can unify all of the core activities of a customer's physical security system without locking them into a single-supplier solution," comments *Andrew Elvish*, Vice President at Genetec.

Taking a strong position in the top-5 rank of the Americas ANPR market, and debuting in the top-10 globally, Genetec is continuing to gain market share with its Auto VuT software. With the introduction of innovative new ANPR cameras like the Sharp V, and new mobile offerings like the scooter-mounted Motoscan system, Genetec expects to see its rank rise quickly in this market.

Dahua opens subsidiary in Moscow

Moscow, Russia

Dahua Technology has established its first subsidiary in the CIS market, Dahua Technology Rus, in Moscow where all future activities regarding sales, marketing and other services within the region will be managed. The Minister of the Embassy of the People's Republic of China in Russia, Mr. *Zhang Xiao*, and the President of the Russian-Asian Union of Industrials and Entrepreneurs, Mr. *Vitaly Monkevich* were invited to participate at the opening ceremony of the Dahua

Technology Rus offices.

Taking one step further in Dahua's path to globalisation, Dahua Technology Rus will offer all Dahua video surveillance solutions and services to the Commonwealth of Independent States (CIS) Market, including advanced video surveillance systems, intelligent transportation solutions, smart building solutions, access control, video intercom, alarms, smart locks, etc.

"The main objectives are to

create awareness of the company's advent into the CIS market and to demonstrate its technological prowess in the video surveillance field by providing an attractive and enjoyable viewing and 'hands-on' experience of its products", said Mr. *Michael Chen* after cutting the ribbon at the opening ceremony in the Northern Tower (a business centre) in Moscow, unveiling the company's broad vision.

Dahua has been serving the CIS market since 2008.

Business & Product News Every Day!

www.securityworldmarket.com

He will replace Alf Göransson as the President and CEO of Securitas

Stockholm, Sweden

The Board of Directors of Securitas AB has appointed Magnus Ahlqvist as the new President and CEO of Securitas AB, effective from March 2018. He will replace Alf Göransson, who has requested to leave his position after having led Securitas successfully for 11 years.

Since September 1, 2015, *Magnus Ahlqvist*, 43 years old, has been Divisional President of Securitas' **Security Services Europe** and a member of Securitas' Group Management. Magnus came to Securitas from Motorola Mobility, where he was Corporate Vice President of EMEA and India. Before that, he was, among others, President of Sony Mobile Communications in China for three years, Vice President and General Manager Spain & Portugal at Telefónica and General Manager in Canada.

Magnus Ahlqvist holds a Master of Science in Economics and Business Administration from the

Stockholm School of Economics and a leadership exam from Harvard Business School.

"It is a great honour and I am very excited about working with all the great people in the Securitas team around the world during this new phase, when we will be driving an even stronger focus on new digital technology in security. Delivering the best engagement and service to our customers is of highest priority during this journey", says Magnus Ahlqvist.

Alf Göransson will continue his position as President and CEO of Securitas until March 2018. He will then during two years be an



Magnus Ahlqvist will replace Alf Göransson and become the new President and CEO of Securitas AB, effective from March 2018.

advisor to Securitas' new President and CEO and will in this role among other things support in some customer relations activities, acquisition related matters and industry specific topics.

"Now is the time to do something else in my career and in my life. It has been a fantastic privilege to lead this great company for 11 years, a company that today is leading the development of the security industry thanks to the strong culture and all the engaged employees", says Alf Göransson.

BUSINESS PEOPLE



Jim Cannon, new President and CEO.

New President and CEO at Flir

Wilsonville, Or (USA)

Flir Systems has appointed James J. ("Jim") Cannon as President and Chief Executive Officer (CEO). Mr. Cannon succeeds Andy Teich, whose retirement after 33 years of service was previously announced in February. Cannon previously served for more than 16 years in a variety of senior leadership positions at Stanley Black & Decker, Inc., most recently as President of Stanley Security North America & Emerging Markets.

vario2 Go The Distance



VARIO2 Next Generation LED Illuminators

Up to Double the Power Output - Greater Illumination Distances - Outstanding Surveillance Images at night
Standardised Specification Data - Advanced Security Settings

rayTEC
www.rayteccctv.com

The industry's heavyweigh

The extent of the threat

The awareness of cyber security in the physical security industry has increased significantly. Detektor met up with some of the leading manufacturers to let them address this hot topic.

"From the end user, to the installers and manufacturers, every link has its significance in cyber security", says Jiaqi Gao from Dahua.

By Henrik Söderlund

In the last few years, hackers have started to use the Internet of Things to launch hacker attacks and not least, they have used security cameras. Therefore, cyber security has become a huge concern for the physical security industry. According to the new Memoori report "Cyber Security in Smart Commercial Buildings 2017 to 2021", by 2018, 20 per cent of all smart buildings will have suffered some kind of digital vandalism. The sources of potential threat are many: hacktivists, nation states, competitors, individuals, malicious insiders and criminals. There are numerous possible impacts and consequences, such as loss of confidential data, identity theft, fraud, lost productivity, brand and reputational damage, loss of customer trust and decreased revenue.

“There is an important penetration of the physical security market by state players and the risk that we are facing, is the risk of weakening our cyber infrastructure.”

Weakening the cyber infrastructure

Genetec is one of the manufacturers in the physical security industry that has warned for cyber security threats. The company's CEO Pierre Racz stresses that cyber criminal activity has reached 1.5 trillion dollars this year, which is at the same level as physical crime.

Pierre Racz says: "There is an important penetration of the physical security market by state players and the risk that we are facing, is the risk of weakening our cyber infrastructure. We have seen

that Ukraine was hit last December by state sponsored malware that shut down the electricity and that malware is now propagating around the world: it is not having as much success as in Ukraine, but it is hitting power generation facilities around the world and that is an example of the risk that cyber insecurity is posing to our physical critical infrastructure."

Vanderbilt's CEO Joe Grillo believes that the industry should be concerned about cyber security. He says: "I think there is a greater trend for all manufacturers, for testing the products regularly to make sure that they are hardened and not able to be easily hacked, because of the stories over the past years, where security equipment and other types of building automation equipment has been

used to gain access to a company's network."

End customer responsibilities

Axis co-founder Martin Gren says cyber security can be a great opportunity for the industry, if it is just taken seriously and end customers understand the danger.

"It is very important that you read your hardening guide, that you put in place the right hardening, so no open ports, use good, safe passwords, and if the devices are exposed, you should have additional authentication. It can be



Jiaqi Gao from Dahua believes cyber security is the biggest challenge for the physical security industry.



CEO Pierre Racz stresses that cyber criminal activity has reached 1.5 trillion dollars this year.



Axis co-founder Martin Gren says cyber security can be a great opportunity for the industry, if it is just taken seriously.



Thomas Lausten, Mobotix CEO, believes that the cyber security focus will change the market significantly.

cumbersome sometimes but it gives you the same security as you have on your corporate network", he says.

Idis Head of Global Technical Support Centre, Peter Kim, stresses that people often forget one thing about cyber security that it is not about encryption: a lot of it has to do with the human factor.

He says: "A system has to be designed in such a way that it minimises the faults caused by the human factor. People make mistakes, and how you prevent that is going to be very crucial in terms of not only having a very strong encryption technology, but also about practical security."

Changing the market

Thomas Lausten, who recently was appointed as the new Mobotix CEO, believes that the cyber security focus will change the market significantly. He says: "There are demands, and through research we see that many companies in the world today know that this is a request that we as manufacturers/providers need to take extremely seriously. Companies do not accept cyber security threats. We need to take that responsibility very seriously in the development of our technologies moving forward."

Dahua's Marketing Manager

for Overseas Business, Jiaqi Gao, believes cyber security is the biggest challenge for the physical security industry and should be seen as an ecosystem where

every component in the value chain is crucial for the whole system and must be strengthened.

He says: "From the end user, to the installers and manufacturers, every link has its significance in cyber security. The end users need to be aware of cyber security, to change the passwords and to update the firmware. As an installer you need to educate end users about the necessary steps to be taken to keep the network secure. As a manufacturer, we understand the importance of cyber security and we are taking every step to make the network secure."

Anthony Petrucci, Director of Corporate Communications and Global Public Relations at HID, says a lot of responsibility should be put on the manufacturers. He does not consider access control products to be more safe than video surveillance products.

He says: "Let me flip that around, I would not say one is more safe than the other, but combined we provide a much higher level of security. I think they need to work together to provide that extra level of protection that our customers are looking for."

t players on cyber security

How manufacturers secure their products

Many companies conduct third-party tests and hire experts (hackers) to try to break into their own products. Another important measure to make the products safer is to have clear procedures for what to do when a bug is detected.

By Henrik Söderlund

According to the new Memoori report "Cyber Security in Smart Commercial Buildings 2017 to 2021", the increased number of smart devices, combined with concerns over cyber-risk and data privacy and more cyber attacks, will drive the demand for new cyber security hardware, software and services in the market. Memoori estimates that global revenues only for smart building cyber security will reach 8.65 billion dollars by 2021, which means a CAGR of over 15 per cent.

Try to hack the software

Bosch is one of the companies that has emphasised its work on data security and has equipped its cameras with a trusted platform module to safely store certificates needed for authentication and encryption.

Boudewijn Hak, Regional BU Marketing at Bosch says: "I think cyber security is a big concern because everything is connected – and things that are connected are vulnerable if you do not take the correct measures. We focus on data security in everything we bring to the market. We have a company called Escrypt and they do tests on all our products and software before we launch it. There is a very good test procedure for that and they do all penetration tests on our products."

Suprema also stresses they do penetration tests.

HC Kim, Director of Global Sales at Suprema says: "We have learned to be prepared for cyber attacks and we go through various penetration tests with all products we build today and we hire experts to actually go into our hardware, trying to break into our software to protect and to build walls so these devices are protected from any external attacks."

HC Kim, says the reasons for

using penetration tests are obvious:

"Because we have software devices that are connected to IP connections, and any time you have an IP connection, you have to be aware that there are hackers that will try to get into the system, so we are very cautious of this."

Third party testing

Tim Biddulph, Head of Product Management at Hanwha says Hanwha updated and reinvented its cyber security strategy in 2012.

– We closed all back doors and removed all vulnerabilities that we could find. At that point we also implemented third party testing, we publish our testing criteria and our policy on cyber security and we have a dedicated response team so when we find any vulnerabilities, we respond within 7 days to those and get those fixed as soon as possible."

Tim Biddulph stresses that if you do not have that kind of response, things go wrong rapidly and when they go wrong it means that vulnerabilities can be really broad.

He says: "They can be across the business, they can be across the nation, so we will have to be aware of cyber security and everybody has to do their part."

Genetec uses a multi front approach.

Pierre Raczy says: "It starts off by securing our own infrastructure, and going through all kinds of certifications and audits to make sure that we are doing the most cyber responsible things to be secure. The second thing is that we are teaching our customers the things that we have learned and helping them to do something similar. We have done a lot of work hardening our software, but also trying to harden the system design, because our software



Vanderbilt CEO Joe Grillo says they regularly have all of their products checked by independent third parties, to make sure that they are secure.



Keen Yao, Vice President for Hikvision International Business Centre stresses that Hikvision started to use more complex passwords for their products in 2014.

is just one component in a larger system and of course, the criminals will go after the weakest link."

Genetec also has a cyber emergency response team that can be used by its customers if they get attacked.

they regularly have all of their products checked by independent third parties, to make sure that they are secure. Anthony Petrucci, says IID has an identity in access management group that is very focused on cyber security.

Keen Yao, Vice President for

“We try to educate the end users and bring them these hardening guides, that is something we have done for a long time, and we also have policies when we detect cyber issues in our products.”

Axis co-founder Martin Gren says that the main way in which Axis works with cyber security is by educating its partners: "We try to educate the end users and bring them these hardening guides, that is something we have done for a long time, and we also have policies when we detect cyber issues in our products, because like anyone who designs big software with a lot of code, there will be some bugs. And what matters is to have procedures when you find one of those bugs", he says.

Everyone has taken action

Vanderbilt CEO Joe Grillo says

Hikvision International Business Centre stresses that Hikvision started to use more complex passwords for their products in 2014 and that even though there will always be bugs, you need to enhance research and development investment to secure products.

Mobotix CEO Thomas Lausten says cyber security is a very important part for all development at Mobotix.

"It is something that is reflected in all our development and testing and it is done in a very solid German way. All test and manufacturing is done in Germany and that enables us to secure a quality control", he says.

Bjorn Gundersen, Schiphol Amsterdam Airport

"Terrorism is the biggest threat"

Airport security has become an increasingly debated topic after the terrorist attack at Brussels airport last year. "If you have no information and no intelligence about those guys, it is quite easy for them to get into a public area", says Bjorn Gundersen, Security Process Manager at Schiphol Amsterdam Airport.

Some 10,000 flights depart from Schiphol Airport every week and there are around 3,000 IP cameras installed at the airport.

Bjorn Gundersen, who has been in the aviation industry since 1985, says there are 10–15 incidents with left luggage every day. However, it is not just the passengers that are being checked. All the employees at the airport have something called a Schiphol pass, which consists of two chips, one that gives access to restricted areas, and one containing personal information. When entering a restricted area, the iris is scanned and his or her weight is measured in a lock so that the person cannot accompany an unauthorised person into the restricted area, says Bjorn Gundersen.

What is the main security concern at airports?

"The main security concern is terrorist attacks. We have to prevent that and we use all means within the legislation to do that".

Which are the most efficient means?

"We have the camera system, security checks for the passengers

airport security restricted areas. Before they start working at the airport they need to go through a background screening in order to get the Schiphol pass, which allows them in to certain areas. And we have a very good cooperation with different entities, like customs and the military police. The military police is responsible for the police tasks, immigration and armed high risk security at Schiphol airport."

After the attacks in Brussels, how do you prevent something like that from happening at Schiphol?

"The attack in Brussels was very hard to prevent. If you have no information and no intelligence about those guys, it is quite easy for them to get into a public area. What we do in the public areas is profiling suspicious behaviour, approaching people for assistance and just showing them that we are there."

How proactive can you be?

"In security, you try to be ahead of the terrorists, but you do not know what they are going to do or which means they are going to use. We never expected they were



Schiphol Amsterdam Airport.

"At the moment it is intelligence and intelligent systems and sensors. We use an intelligent camera system, but it does not live up to the standards that we require. Suppliers and manufacturers claim to have the solution for us, but it might work in a conditioned environment, but not in an airport: there are too many variables."

Surveillance cameras, thermal cameras and radars, which are most common in airports?

"Well, just the normal daylight cameras. We do have Starlight cameras from Bosch, which work in limited light conditions. They are better and cheaper than thermal cameras. However, we use thermal cameras at a few spots, but that is mainly because we need a good view during all weather conditions like snow or fog. Most cameras are normal cameras."

What about radars?

"We use radars for detecting movement on the airfield in case of a periphery breach. But if technicians or airport authorities have to work in the landing area, we can also track and trace them automatically with radar connected to cameras."

How can you control passenger flows at an airport?

"We can do that with cameras, and use intelligence, like heat maps: if the crowd is getting dense and there is a (safety) hazard, we can redirect them. We use both cameras and staff on the ground in order to maintain the flow so the passengers can reach their gates in time."



Bjorn Gundersen, Security Process Manager.

What will airport security look like in the future?

"I think there will be a system where the passenger is not aware of undergoing a security check as they are walking through some kind of security tunnel. If we detect items they cannot bring, we just take them out of the flow. The goal is that the passengers will not be obstructed by security, they will just keep on going to the gate without any hassle."

Are drones a big problem for airport security?

"There is a risk because they can bring items into the airport, but drones are a problem for more than just security. They are a safety problem – in the USA there have been quite a lot of incidents at airports and it happens here in Europe as well. There are solutions, you can detect drones but you have to deal with them as well and that is hard to do. However, airports can use drones as well, for example surveillance and especially in big areas."

"I think there will be a system where the passenger is not aware of undergoing a security check as they are walking through some kind of security tunnel."

and their hand carried bags and an inline security system for the checked bags which complies to the latest and highest standards. We have biometric access control for the staff because the staff could be a risk as well."

How do you check them?

"We check them the same way as we check passengers with their belongings before they enter the

going to use trucks to crash into people. Today, security is mostly reactive, you react to things that have happened, but you want to be proactive, and the only thing you can do in order to be proactive is to have good intelligence. But it requires funding, cooperation and amended legislation."

What is the biggest technical trend in airport security?

Optex wins innovation award

Maidenhead, Berkshire (UK)

The Optex RLS 2020S recently won an award at Benchmark magazines Innovation Awards 2017 in the site protection, hardware category.

Optex have offered laser detection in the form of its Redscan products for some years. Previously many laser detectors were costly and bulky, making them suitable only for high risk industrial applications. The RLS-2020S laser detector, however, makes the technology more accessible for mainstream applications, delivers a small and discreet cost-effective option and also provides an enhanced level of performance in terms of catch performance and reliability.

The RLS-2020S can be used for both outdoor and indoor applications, giving it a good degree of flexibility with regard to system design. It delivers a 20 x 20 metre

detection range and allows a number of set-up configurations to provide highly accurate sensing which can be adjusted to suit a variety of site needs, including many that traditional sensors would struggle with.

Because laser-based sensors can accurately detect objects and map them using X and Y coordinates, people or objects detected passing through the protected area can trigger linked PTZ-enabled cameras which can not only pinpoint the intruders but can also track them in real-time across detection zones.

Laser sensors are very accurate, and when deployed in internal spaces, objects as small as 2cm can be detected by the RLS-2020S. Additionally, thrown objects can also be sensed, making it ideal for a wider range of high security applications.

The sensor features an enhanced microprocessor that provides powerful detection capabilities. Designed to integrate with a wide range of security or safety systems, the fully customisable detection area has a high degree of flexibility and can be used to create virtual walls or panes of detection. It can also be deployed to protect perimeters, flat roofs, skylights, etc.

The sensor is PoE compliant, and can send alarms via traditional relay outputs or by using its IP-based Redwall event code that is integrated with all of the major VMS platforms.

The RLS-2020S has a number of environmental resistance features to minimise false alarms which might be caused by hostile weather conditions. In external applications a mounting height of four metres or more is recom-



The Optex RLS 2020S recently won an award at Benchmark magazines Innovation Awards 2017.

mended; this falls to two metres when used indoors.

The sensor can be configured for vertical and horizontal detection modes, with four adjustable detection areas when the detector is used with an IP-based connection. Three outputs can be assigned, with selectable anti-rotation, anti-masking, soiling, trouble, tamper or DQ (environmental disqualification circuit) outputs.

Axis integrates with Simonsvoss Smartintego

London, UK

Axis Communications has partnered with Simonsvoss Technologies GmbH to launch a fully integrated, IP-based digital locking and access control system. The integration represents an advanced, cost-effective wireless lock and access control solution that is ideal for replacing physical keys in buildings.

Smartintego battery-powered digital locks in the form of either cylinders, padlocks or door handles connect wirelessly via their Gatewaynode to the Axis A1001 door controller and Axis Entry Manager software. The solution represents a complete, scalable, fully integrated and future-proofed access control system without limitation.

Each Simonsvoss Gatewaynode has a 16-wireless digital lock capacity and each A1001 manages one Gatewaynode. This means that each Axis A1001 door controller can manage up to sixteen Simonsvoss wireless locks and one

hard-wired door reader.

Axis and Simonsvoss solutions can be stand-alone (no server) or fully integrated solutions using an Axis software partner for enterprise installations and together they create a quick and easy way to integrate wireless locks and access control.

Online integration between the Axis A1001 door controller and Smartintego wireless lock components via Axis Entry Manager is seamless as all products are built on open, IP-based architecture. IT administrators can setup and manage the entire integration via a single Axis Entry Manager interface. The integrated solution allows for management of wired and wireless doors, with real-time monitored access and detailed audit trails. Smartintego locks are compatible with European and Scandinavian door profiles.

Wireless lock technology has been enjoying strong growth globally in recent years as it

begins to replace traditional physical keys. This is not only because physical keys provide very low security levels, but wireless keys are cost-effective, too. Wireless locks also enable multiple functionalities, previously only available through wired doors, for a much lower cost

"A door with wireless locks typically reduces life cycle costs by 60% when compared to a wired door. This is thanks to simple, cable-free installation as well as the high costs of key re-suited when a physical key is lost," says John Allen, Business Development Manager, Access Control in Northern Europe for Axis Communications. "Compared to physical keys, Axis' integration with Smartintego offers superior security and convenience."

"The integration of our Smart-



Axis Communications has partnered with Simonsvoss Technologies GmbH to launch a fully integrated, IP-based digital locking and access control system.

intego wireless locks will enable a scalable access control solution that meets today's needs," states Larissa Kaiser, Head of System Integration at Simonsvoss Technologies GmbH.

Smartintego wireless locks are embedded with integrated RFID-readers, so there's no need for expensive or time-consuming cabling during installation. And just as importantly, the Axis A1001 eliminates the need for power cables to wired doors and the door controller as it is a Power over Ethernet system.

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 37

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

World's first ever 'deep learning' embedded NVR

Hangzhou, China

Hikvision has launched its 'Deepinmind network video recorder (NVR)' – the world's first embedded NVR benefiting from 'deep learning' functionality.

This intelligent NVR effectively 'learns' to identify people captured by video surveillance cameras. The NVR will also learn to filter out false alarms that would have previously been triggered by non-threatening moving objects. This new 32-channel *iDS-9632NXI-I8/16S* NVR will be the first in Hikvision's new range of Deepinmind products. **Hikvision** is taking the 'Deep Learning' concept and applying it to the security industry, yielding a series of completely new products. Imitating human beings' synaptic learning and memory processes, the Deepinmind Series NVR incorporates advanced algorithms to achieve accurate and consistent video content analytics (VCA) performance.

The launch of the innova-

tive *iDS-9632NXI-I8/16S* NVR is set to establish new levels of alarm-activated monitoring. False alarms triggered by animals, leaves, shadows, changes in lighting, and other insignificant objects regularly plague security personnel, costing too many man-hours and monetary resources. But with its ability to detect human bodies, the *iDS-9632NXI-I8/16S* NVR effectively filters out such false alarms.

And, according to Hikvision, the Deepinmind NVR identifies and triggers human activity with an unprecedented accuracy—exceeding 90%. Its high-speed graphics processing unit (GPU) performs accelerated computing while Deep Learning algorithms improve accuracy against current NVR models that still rely on conven-

tional CPUs. Moreover, these features enable authorised users to search recorded footage and find targets far more quickly than with a traditional NVR.

"With traditional edge-based VCAs employed in camera heads, alarm activation accuracy relies on strict requirements for a scene's background. To date, the accuracy of their intelligent recognition and analysis in comparable scenarios can be inconsistent" says Keen Yao, VP at Hikvision International Business Centre. "With the introduction of the Deepinmind embedded NVR, Hikvision is offering installers and end-users a whole new level of alarm activation accuracy, and with that, more efficient surveillance systems management." The *iDS-9632NXI-I8/16S* Deepinmind embedded NVR can simply substitute an existing DVR or NVR, introducing intelligent learning previously



Hikvision has launched its 'Deep in Mind Network Video Recorder (NVR)'.

unavailable with traditional surveillance systems in just one step. Such an upgrade enhances conventional video surveillance performance for markedly more efficient security.

The Deepinmind embedded NVR also features up to 32 channels of video input for IP cameras (up to 12 MP), HD video output & decoding, hard drive hot-swapping, RAID (0, 1, 5, 6, and 10) configurations for up to eight 8-TB HDDs, and dual-NICs. In addition to this, Hikvision has also taken the deep learning technology and innovated a family of products to maximize its use, including the Deepinview IP camera range and Deepinmind video analytics server.



Raytec brings unique combination to illumination

Ashington, Northumberland (UK)

Each illuminator combines 4 key technologies – infrared, white-light, IP connectivity and PoE technology – into a single networked package.

According to **Raytec**, the new *Vario2 IP Hybrid* range of illuminators represents an evolution of the company's award-winning Vario IP range, becoming the only IP-enabled Hybrid illuminator in the market. Each illuminator combines 4 key technologies - infrared, white-light, IP connectivity and PoE technology - into a single networked package, designed to deliver the right light for any situation, at any time.

Vario2 IP Hybrid utilises Raytec's latest Platinum Elite twin-core SMT LEDs which are individu-

ally over 200% more powerful than previous generation LEDs. This allows Raytec to integrate all the performance of two full size illuminators (one infrared and one white-light) into one much smaller hybrid platform. Now security professionals get all the performance of two illuminators from a single package whilst reducing capital outlay, infrastructure and running costs.

Fully IP addressable, Vario2 IP Hybrid allows you to stay connected with your site at all times. Operated remotely via a user friendly GUI, you can take control of your lighting at any time to respond to live events or make easy remote adjustments. Vario2 IP Hybrid can also be fully integrated with your VMS, BMS or other 3rd party devices, and you can automate it to respond to any incident,

there and then, even if your site is unmanned.

"We are exceptionally proud of Vario2 IP Hybrid" comments *David Lambert*, Raytec's Managing Director (Joint). "It represents all of the best Raytec technology in a single platform that can deliver the right amount of light, and the right type of light, where and when the situation demands. Whether the goal is covert infrared, close range facial recognition or white-light as a visual deterrent, one illuminator can now do it all. We believe that Hybrid IP is the future of lighting in the security market. No longer will security professionals have to choose between infrared or white-light, they will choose Hybrid IP lighting that can be easily integrated into the wider security system and deliver any light that is required."



According to Raytec, the new Vario2 IP Hybrid range of illuminators represents an evolution of the company's award-winning Vario IP range.

■ For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 37

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

Lynx management system offers unlimited integration

Valencia, Spain

Lynx, the new management system from Fermax is easily extendible, allowing users to manage communication, security and comfort in residential or commercial buildings, starting from a single-family home, to medium and large buildings and condominiums, without limits.

Thanks to its configuration via SD card, the installation of the Lynx system is easy and simple. There is no need for specific training. There are other aspects that further facilitate this installation and programming of the devices, for example, the point-to-point network structure allows an independent operation, all managed

by a central server.

Lynx is a combination of some of the most advanced technology based on TCP/IP protocols, design and product engineering with the needs of system integrators, real estate developers and tenants in mind. A technology developed by Fermax which is compatible with home automation systems, allowing an efficient control and automation of different home services. The new generation of Lynx, the Fermax technology based on TCP/IP protocols, allows users to manage an unlimited number of door entry monitors, channels for conversations and data transmis-

sion through the installation. It is a system capable of providing unlimited distances between different installation points.

Lynx provides total freedom through solutions that adapt to other existing home automation technologies and systems, by generating synergy through unlimited solutions. In addition, it allows integration, interaction and compatibility with other systems.

For example, with Lynx it is also possible to enjoy home auto-



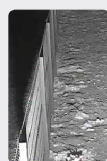
One 57 building in Central Park integrates Lynx by Fermax.

mation in a residence through the Fermax Vivo door entry monitor. The various combinations of systems allows the user to control home automation solutions for the residential environment.

Business & Product News Every Day!

www.securityworldmarket.com

Complete Clarity with **Clarius® PLUS** LED Illuminators



Next generation Dual Core LEDs for powerful illumination, long life and low running costs

Interchangeable lens diffusers deliver angles from 10° to 120°

Infra-Red and White-Light LED options

Enhanced optics provide ultra clear images

Lighting design service now available



AWARD WINNING
BRITISH MANUFACTURER

Unit 2, Birch Business Park, Whittle Lane, Heywood, Greater Manchester, OL10 2SX, UK
gjd.co.uk | info@gjd.co.uk | +44 (0) 1706 363 998



SAVE THE DATE

January 21 – 23, 2018

Dubai, UAE

**The leading trade fair for Safety,
Security and Fire Protection with more
than 1,300 exhibitors and 35,000 visitors.**

7 Show Sections

Commercial Security
Cyber / Information Security
Fire & Rescue
Safety & Health
Homeland Security & Policing
Smart Home & Building Automation
Perimeter & Physical Security

Register now to avoid the queues upon arrival!

www.IntersecExpo.com/Fair



messe frankfurt

Ifsec: Focus on cyber security and analytics

This year Ifsec International attracted some 27,658 visitors to Excel in London 20-22 June. Some of the most noticeable trends were an increased concern for cyber security, multi imaging cameras and deep learning video analytics.

"There are many trends, but if you look at the debate, the biggest is probably the importance and understanding of cyber security, says Axis co-founder Martin Gren, who was named the top influencer in the industry by the Ifsec organisers.

By Henrik Söderlund

Ifsec had slightly more visitors this year compared to 2016. 65 per cent of the visitors were domestic and 35 per cent were international. The organisers post show report claims that 63 per cent were end users and 3,514 of the visitors had a budget of over a million pounds. In total, there were 578 exhibiting companies, representing 39 countries.

Analytics and cyber security

Detektor met up with many of the leading companies in the security industry at Ifsec and they gave their views on the current market trends. Axis co-founder Martin Gren stressed cyber security while Genetec CEO Pierre Racz believes there are two main trends, video analytics and an increasing awareness of cyber security.

"Unfortunately in that segment of the market, there is an increase in disinformation with respect to cyber security", Pierre Racz said.

Boudewijn Hak, Regional BU Marketing, Bosch, stressed that systems and devices are getting more connected to each other, and the systems are becoming more intelligent. Tim Biddulph, Head of Product Management at Hanwha said: "We see more video analytics, audio analytics and in the long term we see the next generation of deep learning analytics coming in as well in the next couple of years."

Deep learning and artificial intelligence

Keen Yao, Vice President for Hikvisions International Business Centre agreed: "Video analytics is the biggest trend today and the new technology with deep learning brings a new generation of video analytics", he said.



This year Ifsec International attracted some 27,658 visitors to Excel in London 20-22 June.

The industry veteran Joe Grillo, CEO of Vanderbilt, believes the biggest trend is companies trying to understand how they might use cloud-based solutions as opposed to own network protected or installed systems for various types of security applications. He also said there will be more integration with intelligence.

Idis Head of Global Technical Support Center, Peter Kim, said:

"Artificial intelligence is the biggest trend not only in the security industry but in other industries as well and it will change the security industry in a rather fundamental way."

Jiaqi Gao, Marketing Manager Overseas Business Center at Dahua, also pointed out artificial intelligence as one of the main trends: "We think things will change quite significantly in the security industry in the next few years", he said.

Cloud-based solutions and body worn cameras

Anthony Petrucci, Director of Global Public Relations and Corporate Communications at HID identified three trends that are driving change in the access control market:

"The first is cloud and mobile and the movement to cloud

deployment as well as mobile user experiences. The second is that physical access identities are becoming more intelligent and they need more intelligence behind them. The third trend is IOT, more and more of our devices – whether it is a reader or a controller, or a video management camera – are online and connected and there are security concerns around those."

Finally. Mobotix new CEO Thomas Lausten stressed that body worn cameras are being used in many different ways and not only by the police.

He said: "The physical security industry is moving from static surveillance to mobile surveillance, that is the main driver that we will see in the future."

The next Ifsec International will take place 19th-21st June 2018 at Excel London.



The launch of the re-branded online news portal Securityworldmarket.com (previously Securityworldhotel.com) was the focus in AR Media International's stand. Present in the stand were Marika Thelenius, Deniz Baykal, Asha Chang, Kelly Yang and Carlos Cisternas.

Prominent products at Ifsec

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

VIDEO SURVEILLANCE



Hikvision showed a wide range of solutions and products, among them the new generation of its *Darkfighter* series with full HD1080p video. The visitors were able to look into a very dark room and then compare that with all the details and colours that the Darkfighter camera was able to register. It uses dual sensors to make the picture more colourful. Hikvision also displayed its new Turbo 4.0 series, H.265+ codec, thermal cameras and the deep learning series of cameras and NVRs.

Dahua also displayed a wide range of surveillance products and much focus was put on the *4K HDCVI* camera series. The Dahua 4K HDCVI offering includes a 4K box camera, a 4K IR bullet & dome camera, a 4K fish-eye panoramic camera and a 4K multi-sensor 180 degree panoramic camera. The Dahua 4K Ultra HD solution transmits 4K video signal up to 700 metres. Dahua was also showing its deep learning solutions. Its *DeepSense advanced high-capacity video analytics* server provides capabilities of analysing up to 192 channels 1080P video streams simultaneously.

Genetec displayed the latest release of its unified security platform, *Secu-*

rity Center 5.6 and *Mission Control*. Mission Control is a Mission Decision Support System (DSS) that, according to Genetec, gives security personnel a more intelligent view of an incident so they can make informed decisions. This is achieved by ingesting data from thousands of sensors and associated real-time information and qualifying them more intelligently based on the end-user's operational environment. Once triggered, incidents launch workflows that drive system behaviour and guide operator responses through the entire life cycle of the incident using SOPs.



Panasonic introduced *The Secure Communication system* at Ifsec, which is a secure platform and package of data protection elements that work with Panasonic's IP CCTV camera systems to protect against video tampering and altering, spoofing and snooping. It features several data protection elements including IP communication encryption and verification as well as data encryption, ensuring the integrity of video evidence within Panasonic IP video streams. Available on Panasonic's Ipro Extreme and the Elite range, material is fully encrypted end-to-end, including the communication information between devices.

Panasonic also showed its ROI calculator, which compares the lifetime cost of security cameras from

leading manufacturers to determine which provides best long term value. The calculator examines the cost of data storage and transmission, maintenance and cleaning, the potential risks associated with poor cyber security as well as the revenue generative potential of people counting and age and gender recognition technology.



The **Fujinon** full HD zoom lens series with 32x and 60x optical magnification were displayed

at the Fujifilm stand. Both lens series combine large optical zoom ratios with high resolutions and large sensor formats of 1/1.8" and 2/3". The 32x zoom lenses have full HD image quality across the entire zoom range with maximum focal lengths of up to f = 400 mm (FD32x12.5SR4A) on 1/1.8" sensors and f = 500mm (FH32x15.6SR4A). The built-in visible-light-cut filter enables reliable performance even in fog, rain and snow. Analogue control for zoom, focus and iris is supported as well as serial control via RS232C interface for operation by PC. In addition the lenses support the widely used Pelco-D protocol.

Axis showed its upgraded *Zipstream* technology for 360 degree cameras. Zipstream ensures that important forensic details of video footage are maintained, while minimising

bandwidth and storage requirements by an average of 50 per cent or more. According to Axis, Zipstream delivers a cost-effective solution for customers, providing comprehensive coverage while ensuring the detail of that panoramic view is not lost when streaming and storing data.

Tranwo showed its latest WVS (wireless video surveillance)



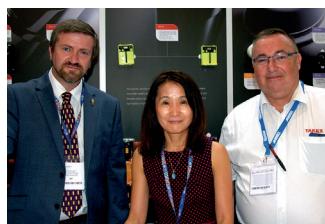
system *D8796 WVS*. It supports up to 4 cameras and is paired with a 10.1 inch monitor via RF proprietary connectivity. The D8796 camera has a built-in LED and PIR sensor with Full HD 1080p resolution. It is paired with secure proprietary RF transmission technology and the video is processed through the H.264 compression format for both live/remote viewing and recording.

The 10.1" capacitive touch screen monitor is equipped with Full HD 1080p resolution, HDMI output for viewing on a 50" living room TV, and the RJ45 Internet slot enables remote access/viewing and firmware updates, the Micro-SD slot and USB ports are for memory sticks and external HDD storage. Users are free to programme their own recording mode whether it be manual, scheduled or motion activated recording.

PEOPLE AT IFSEC 2017



The French perimeter system manufacturer Sorbea was present at Ifsec 2017: Martin Rodellas, Export Manager, Morgane Beauvais, Marketing and Mathias Bertrand, Sales Director.



The perimeter security provider Takex was represented by Mike Burges, Tomoko Aves and John Angel.



Moir Kennedy, Head of Design, Murray Bothwell, Marketing Manager, and Peter McKee, Business Development, Veracity, were happy to be at the show.



Pyronix had a large team ready to meet up with visitors in their stand.

Idis unveiled three solutions/products at Ifsec. First, a complete line-up of *H.265 IP* cameras including the new Idis 12MP Super Fisheye and network video recorders (NVRs) among them the Idis DR-8364 NVR, which features 900Mbps throughput, dual PSU for redundancy, Idis Smart Failover technology, and showcases the Idis Intelligent Codec H.265/H.264 performance, which provides up to a 90 per cent saving in storage capability. Secondly, the Idis Lightmaster, a low-light camera that provides enhanced visibility using innovative defogging and light-enhancing settings through Idis Center. Thirdly, Idis Smart UX Controls v2.0, a new and improved offering, adding "Quick Controls" to its "Rubberband" and "Slingshot" PTZ tracking, allowing for intuitive control and rapid dewarping.



Indigovision showcased the company's new *BX Panoramic dome camera*. It has four ultra-low

light HD sensors, built-in IR and WDR and displays 180 degree panoramic video in all scenarios. Sensor locations are pre-set so the user only need to adjust the tilt and it is ready to go. Installed with a single PoE+ cable the BX Panoramic camera is IK10 compliant and suitable for both internal and external installations according to Indigovision. Powerful analytics including motion detection, hooded, tripwire, intrusion, abandoned and missing are available across the entire 180 degree panoramic scene which is seamlessly stitched

together. Integrated with Control Center, Indigovision's open software management solution, footage is viewed and exported in a single seamlessly stitched together image direct from the camera.



Edesix showcased the *VT-100* and *VT-50*, Edesix's smallest, lightest and most discreet incident recorders. Designed for less frequent

use than Edesix's Videobadge body worn cameras, both the Videotag VT-100 and VT-50 are lightweight, unobtrusive, cost-effective and easy to use according to Edesix. Both require no extra training, stream live footage, and have a standby battery-life of up to three months meaning users do not need to worry about charging the device frequently. The VT Series also provides complementary audio and video capture of incidents when utilised as part of a larger body worn camera and CCTV security function. The VT-50 has been designed mainly for indoor use, and is aimed at sectors such as airlines, indoor retail or education. The VT-100 is a more robust, weatherproof camera and has room for an ID badge. It is ideal for lone workers, debt collectors, supermarket workers and areas of the police. The VT-50 can record up to one hour of footage, while the VT-100 records up to 2 hours.

Arecont Vision displayed its multi-sensor panoramic and adjustable-view multi-megapixel multi-sensor camera series *Omni 3G*. It offers no-touch, remote setup in the

multi-sensor adjustable-view product category. With *Omni G3*, the installer can dismount from the ladder or lift at this point, and then connect to the camera's integrated webpage over the network. 180o, 270o, or 360o preset views can be selected, or the installer can adjust and position each of the sensors remotely, including focus, tilt, and zoom. New presets can be saved, allowing modified views for different times of the day or for other changing conditions.

ACCESS CONTROL



Suprema showed its *Facestation 2*, a face recognition terminal which is designed for use in access control and time

& attendance applications. It performs at a matching speed of 3,000 matches per second, which the company says makes it the world's fastest facial recognition technology in its class. Suprema also claims it now overcomes possible interference from dynamic lighting conditions including sunlight and ambient light. Facestation 2 allows for an operating illuminance from zero lux to 25,000 lux.

Paxton showcased its new *Net2 Entry Touch panel*, which has a 7-inch colour touch screen and personalisation options. The touch panel is available in three variations, flush-mount, surface-mount and rain hood. It has an IK7 impact protection rating with an easy to read anti-glare screen for daytime viewing. Additional features also include a line-out for use with a

T-Loop antenna for users with hearing aids and a sound processor for clearer sound quality in busy, high traffic areas.

Civintec displayed its Android-based *Utouch terminal*. Utouch Android 5.1 quad-core is an all-in-one general purpose management terminal, that comes with an SDK complete source code for third party systems integration, and software developer to build innovative applications, such as time attendance, access control, visitor management, club/ membership management, e-payment, kiosk services. It supports 13.56MHz smart card CSN or encrypted protected data from RFID smart cards utilising key diversification and mutual authentication routines, with one or more SAM for secure data encryption. It also supports BLE (Bluetooth Low Energy) and NFC technology ISO18092 NFC tags and NFC smart phones in Peer to Peer mode to build effective keyless mobile applications.



Salto Systems showcased *XS4 One*, the latest

evolution of the XS4 Original model and part of the new XS4 2.0 platform design line. The XS4 One electronic escutcheon sets need no hard wiring and provide a wire-free networked electronic locking solution. It integrates the latest technology in mobile access and wireless locks including BLE + NFC mobile technologies. It features new generation micro



Just stay analouge. Digitise with DALM.

Analogue alarm systems need not become outdated. By digitising existing installations using our DALM security router, opportunities can be created for more security solutions with even greater flexibility.

In other words, alarm communication via the Internet opens up a world of completely new opportunities. Without any expensive investments.

Read more about next generation alarm communication at dualtech.se



→ controllers, increased memory capacity and according to Salto, its new built-in reader design makes it suitable for indoor and outdoor installation (IP56 Certified) and clearly indicates if access is granted or denied. Salto also showed its Salto KS 'Keys as a Service', which provides a flexible access control management system that requires no software installation or the added expense of a fully-wired electronic product. All that is needed is an online device with an Internet connection.



Comelit launched the *Maxi Android* door entry

solution, featuring high-end technology in a 7-inch tablet-style panoramic monitor. Compatible with Comelit's VIP system, it features a capacitive touchscreen and swipe functions. The monitor is able to be loaded with 3rd party Android Apps. Also on show was the recently launched ultra-thin Mini-series of door entry monitors – the new Mini VIP hands free and Mini 2-wire models. The series features a 4.3-inch 16:9 colour screen, contrast, colour and ring-tone volume control and melody customisation. The units also have soft-touch buttons for lock release, self-ignition, switchboard call and privacy function management, integrated hearing loops and full duplex audio.



Avigilon showed a preview of the new *Avigilon Access Control Manager*

(ACM) system integration with Viridi's biometric fingerprint

reader technology. According to Avigilon, the integration of ACM with Viridi's biometric authentication adds an additional form of identification to high security environments. This enhanced level of verification is supported by Viridi's patented Live and Fake Fingerprint Detection Technology, which uses human capacitance, infrared light and advanced algorithms, to deliver advanced accuracy and speed at access points. The Viridi USB fingerprint reader can be connected to a client machine for quick and easy enrollment, while users can configure and manage biometric identities directly from Avigilon's ACM software.



Aurora unveiled its *Facesentinel LR*, a long range sensor that extends Aurora's near infrared capabilities

ties to a wider range of distances, making it suitable for applications such as queue management, surveillance, and VIP identification. Facesentinel LR uses high speed global shutter technology and a high brightness near IR ceramic flash to deliver a series of HDR still frames to Aurora's facial recognition engine. Dynamic image analysis provides for adjustment of the illumination to optimise the clarity of a subject's face in the next frame, repeatable at up to 40fps.



Axis showed the integration of *HID Global's Mobile Access*

with its *Axis A1001* network door controller and Axis Entry Manager software. The new Axis HID Global combined solution,

thought to be the first IP-based, end-to-end solution, enables mobile devices such as smartphones to function as credentials. The solution stores secure identities on smartphones for opening doors and locks instead of managing traditional printed identity credentials. The integration features Axis Entry Manager software to manage all connected Axis A1001 network door controllers as well as the HID cloud-based portal to manage users and mobile IDs. Other third-party software can also be used for integrating more advanced access management functionalities.



Civintec launched its new USB NFC desktop reader, *CN670*. It is a desktop reader for personal identification, logical security

control and cashless payment with advanced encryption and secure access module. The NFC USB desktop reader can fully support ISO18092 NFC technology such as a Smartphone can be your ID credentials for cashless payment, to work with all brands of smart phone by ISO 18092 NFC; equipped with SAM module for secure data encryption. It is also designed with high level command to work with terminals such as POS terminals, vending machines etc., and the user controllable bio-colour LED, buzzer can easily be visible on payment indication. It is compatible with proximity Mifare Classic, Mifare Plus, Desfire with AES encryption and random ID, NXP original chip with good reading distance and fast speed up to 848kbps making it ideal for professional card issuance for secure access control authentication.

INTEGRATED SOLUTIONS

Vanderbilt displayed a wide range of



products, for example *SPC Connect*, which allows installers to monitor, manage, and maintain Vanderbilt's SPC panels remotely, and ACT365, an integrated access control and video management solution, which offers remote setup, servicing and support. Both solutions are cloud-based. ACT365 allows users to remotely verify a building's visitor from real-time video images captured at the point of entry. Access can then be granted remotely. In the event of a forced door or an alarm activation, ACT365 gives users immediate recall and easy location of recorded footage of the incident, allowing them to review and respond to the situation accordingly.



Advancis showed the most recent version of its vendor-neutral

physical security information management (PSIM) platform *Winguard X3*. It includes numerous innovations in event handling, camera visualisation, network functionality and more. It is also possible to group or completely hide events, either manually or depending on pre-defined criteria. The use of column definitions enables to freely define content, display and sorting of the event list. The event list can be filtered individually by the user. With the help of timers, procedures within the scope of event processing can be monitored with regard to time and notifications can be pre-

PEOPLE AT IFSEC 2017



Raytec, a provider of LED lighting for security and safety, always exhibits at Ifsec.



The Dutch access control provider Nedap had some busy days at the show. Here represented by Nora Roebbers, Evelien O'sullivan, and Milou Post.



The Japanese camera lens provider Fujinon had some intense days at the show.



The team from Herta Security: Wenbin Yang, Technical Manager, Laura Blanc, Marketing, Javier Rodriguez, CEO, Diego Saenz Herce, Business Manager.



Be Part of Korea Leading Security Exhibition!

Member of the Global **IFSEC** Group

SECON 2018
International Security Exhibition & Conference

10%

Early Bird Discount
Until 29th Sept 2017

14-16 March 2018 | KINTEX, Seoul, KOREA

- Meet 45,000+ entire security buying chain under one roof
- The most cost effective way to establish new business relationships in Korean market
- Grow your network with selected buyers worldwide at Face to Face Meetings



Video Surveillance



Access Control



IT Security



Homeland/Industry Security



Social Security System



IoT Security

400+ Exhibitors
From 10+ Countries

45,000+ Visitors
From 20+ Countries

22,000 sqm
Exhibition Area

15 Conferences
With 100+ Sessions



BOOK YOUR SPACE TODAY!

Tel: +82 2 6715 5406

Fax: + 82 2 432 5885

www.seconexpo.com

E-mail: global@seconexpo.com



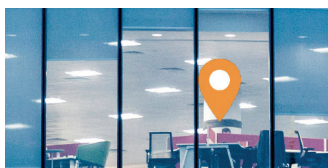
→ defined. For creation of texts and workflows as well as for selected entry fields, automatic spellchecking is available.

ALARM AND DETECTION



Axis launched its new *D2050-VE Network Radar Detector*

earlier this year and showcased it at Ifsec. The radar is a complement to existing surveillance solutions in smaller outdoor areas, for example warehouse perimeters and construction sites and provides day and night detection. According to Axis, the radar can provide cost-efficient perimeter protection and decrease false alarms.



HID showed its *Location Services* platform which allows companies and organisations to see where assets and people are in real time and making it possible to analyse room usage for better building management and increased operational efficiency. The solution leverages Bluetooth Low Energy (BLE) and delivers, according to HID, unprecedented accuracy, even in large, open spaces and areas in which it has historically been challenging to implement RFID technologies. The Location Services includes a cloud service, portals and Bluetooth beacons in the form of HID smart cards, providing a one-card solution for both indoor positioning services and physical access control and eliminating the expensive infra-

structure setup of antennas, servers and wired infrastructure. The installation simply entails plugging in AC-powered BLE/WiFi gateways and providing personnel with the smart card beacon.

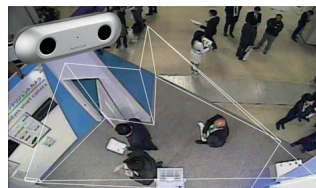
PERIMETER SECURITY

Avigilon showed a preview of its new *H4 thermal camera line*. It is designed to detect the movement of people and vehicles even in areas with poor visibility, challenging lighting conditions, absolute darkness and partly camouflaged objects. Through Avigilon self-learning video analytics, operators receive notification of detected activity that may require further investigation, helping them take decisive action when needed. The bullet-style, all-environment design is outdoor ready and well suited for a wide range of applications including critical infrastructure, transportation and government.

Flir showcased five new products: the *Flir United VMS 8.0*, the latest version of the company's video management solution (VMS), the *Flir Cameleon Tactical* perimeter intrusion detection software, the *Flir PT-Series HD* thermal and visible camera system, the *Flir Quasar 4K* fixed box camera, and the *Flir Ariel 3MP* corner camera.

The PT-Series HD is Flir's most advanced dual-sensor security system, combining a cooled or uncooled 640x480 resolution thermal sensor, a 1080p high-definition visible-light imaging sensor, and a high speed, precision pan/tilt system. The PT-Series HD integrates easily with *Flir United VMS 8.0*, as well as other major third party video management systems. It is suited for critical infrastructure

protection in total darkness, bright sun, and adverse conditions.



Huperlab showed its 3D video surveillance solutions. *Huperlab's proprietary 3D Stereo Vision technology* integrates Huper-Eyes dual-lens stereo camera to analyse moving objects in stereo vision, bringing high tolerance to both day time and night time, rain and snow, light and shadow changes, and crowded places with over 98 per cent high accuracy. The 3D video surveillance solutions are available as 3D anti-tailgating, 3D area counter, 3D people counter, 3D virtual fence, 3D secure zone, and 3D fall & stop detection to fully reduce false alarms and missing alarms when applied in sophisticated environments.

Yoda Communication launched its *PoE Anywire*. It supports transmission over Cat5E, Cat6, 2-wire, coaxial and fibre link up to a distance of 2,000 metres away. Networking devices maybe require a wiring and connection distance that exceeds 100 metres. This is particularly problematic when there are no power inputs for a distance of, for example, 300–500 metres, or when there is project completion time pressure – often this power supply shortfall can go unresolved. Yoda argues that *PoE Anywire* solves these problems. Yoda *PoE Anywire* has an outdoor model and a wide-temperature model as an option to fulfill applications with various environmental conditions.

COMMUNICATIONS

Gainwise showed its 3G Door Phone/Audio Intercom, *SS1603-12*. It is a new entrance intercom system over the GSM/3G network and works independently so that it does not need the support and communication from the home main-deck and station. The SS1603-12 supports up to 200 residents and calls up to 3 numbers via landline or mobile. As it works on a GSM/3G network, there is no wiring on installation. It is designed to be easily setup by PC, SMS or APP. Gainwise 3G Audio Intercom system allows users to answer a door-phone call to visitors their mobile phone and open a door or gate if any family or company members can not get in to a building, room, or home. The SS1603 can also act as an access control system to control and manage access for up to 1152 users.

OTHER PRODUCTS AND SOLUTIONS



AR Media International launched the new *Securityworldmarket.com* brand at its stand. The security trade publication *Securityworld-hotel.com* has been one of the most important online security industry information sources since its inception in 1998 – and the first commercial online-based media with daily security industry news. At Ifsec the website was launched with its new name – *Securityworldmarket.com* – and a new design.

PEOPLE AT IFSEC 2017



Okhrannaya Technika, a Russian manufacturer of perimeter security systems, were represented by *Grachik Navasardyan*, Marketing, *Katerian Emelyanova*, Marketing, and *Aleksey Nikolaev*, Head of Marketing.



Janene Tucker, Marketing, and *Craig Kennedy*, Sales, from *KBC*, a manufacturer of transmission equipment for security related applications.



The UK-based access control provider *Paxton* had a big stand at the show. Here represented by *Jon Younghusband*, Commercial Sales, and *Ian Miller*, Field Training Engineer.



Genetec CEO *Pierre Racz* was attending Ifsec, here together with *Erica Deri*, Event Coordinator at *Genetec*.

SECTECH

EXPO & CONFERENCES / SWEDEN

Sectech Sweden 21–22 November, 2017
Stockholmsmässan/Stockholm

Welcome to Sweden's most
important security event 2017
– free entrance if you pre-register today: www.sectech.nu

Welcome to the most important event in 2017 for the Swedish security industry. Sectech takes place at Stockholmsmässan 21–22 November 2017.

With 92 exhibitors, the compact Sectech show will be bigger than ever before. The event focuses on solutions and services based on modern security technology. During two intense days, the latest solutions and pro-

ducts in video surveillance, access control, alarms and integrated solutions will be presented by world leading players as well as by niched Swedish specialists.

The seminars cover both technical and civil society trends like Internet of Things, cyber security, video analytics, video surveillance and data storage legislation and the terrorist threat.

• EXHIBITION • SEMINARS • SECURITY BANQUET •



FREE ENTRANCE IF YOU REGISTER AT WWW.SECTECH.NU

An event by:

armedia
Connecting Security Buyers and Suppliers



Stockholmsmässan

Media partners:

DETEKTOR
SÄKERHET

security
WORLDMARKET.COM

Entrance sponsor:

nexus
Enabling trusted identities



According to the organiser, CPSE attracted some 1 600 exhibitors and 130 000 visitors in 2015.

China Public Security (CPSE) 29 October – 1 November 2017

The world's largest security show will attract 130,000 visitors to Shenzhen

The 15th edition of China Public Security (CPSE) takes place in the Shenzhen Convention and Exhibition Center from 29 October – 1 November. It is a huge event with 11 halls (110,000 square meters) and companies from more than 50 countries will showcase their security products and solutions.

According to the organiser, CPSE 2015 attracted some 130,000 visitors from 150 countries and regions. This year, there will be more than 6,000 booths and there is no doubt CPSE is bigger than both Ifsec in London and Security Essen in Germany. The show floor is 110,000 square metres and in 2015, somewhere between 10 to 15 per cent of the exhibiting companies and about 8 to 10 per cent of the visitors were international according to the organiser.

Broader range of exhibitors

Most of the exhibiting companies will be displaying products and

solutions for physical security, everything from locks, alarms, access control to video surveillance. However, already in 2015, there seemed to be a broader range of exhibitors with a lot of newcomers and a lot of IT and Internet companies were present.

“One can expect that trend to continue”, says Detektor publisher and AR Media International CEO Lennart Alexandrie, who has visited the last three CPSE events.

Internet of Things is big

China is at the forefront technology-wise and the development towards IoT solutions in China's major cities is very apparent. The number of connected devices are increasing swiftly, including systems and products for physical security, and Lennart Alexandrie stresses that the need for IT security solutions is greater than ever before.

He says: “At CPSE 2017, I expect to see many examples of both IoT and IT security solutions, just as in 2015. I also want to know more about how Chinese manufacturers work with cyber security today, since it is something they have been heavily criticised for lately.”

Shenzhen – China's security capital

The main organiser of CPSE is CPSE Exhibition Co., Ltd and

fastest growing and largest physical security fair is located in Shenzhen is not that notable. Since the city started to develop some 30 years

“At CPSE 2017, I expect to see many examples of both IoT and IT security solutions.”

the co-organisers are Shenzhen Security & Protection Industry Association and CPS Media Group. Ministry of Commerce and the Shenzhen municipal government have approved the show. There is no doubt that the focus on China and Chinese manufacturers of physical security products have increased during the last years. Hikvision is the world's largest video surveillance manufacturer and Dahua has the world's second biggest market share of video surveillance products.

After CPSE 2015, Michael Yang, CEO of the show organiser said:

“CPSE is like a forecast for the industry. Now China is the manufacturing and trading centre for the whole security industry and at every CPSE, you will see the future of the industry”.

And the fact that the world's

ago, it has grown from a small city to a centre for many industries, not least manufacturers of electronics-based security products in general and manufacturers of video surveillance products in particular.



AR Media International at CPSE.

Sectech in Stockholm 21 – 22 November 2017

Focus on IoT, IVA, cyber security and terror threats

The Internet of Things (IoT), Intelligent Video Analysis, cyber security and terror threats are the subjects in focus at the conferences to be held in conjunction with the Sectech exhibition in Stockholm from the 21st – 22nd of November at the International Stockholm Fair.

The Scandinavian security exhibition Sectech has been a success since its inception in 2001. Last year the event took place in Copenhagen and the Norwegian version was held in April 2017. Now it is time for Sweden to host Sectech. On the 21st-22nd November 2017 Sectech Sweden will take place at the International Stockholm Fair.

The Swedish edition of this compact event is the most well-attended – with over 2,200 security professionals. Just like the sister-events in Denmark and Norway the Swedish event is centred around an exhibition with small standard stands of 6 square metres

and a few alternative stands of 12 square metres.

As a forum for promoting security solutions the strength of the Sectech exhibition is confirmed by the fact that all 92 stands were booked three months prior to the opening of the event.

– Sectech was created as an alternative event to the big security exhibitions where small and large suppliers of security technology products and services can meet and compete without being visually divided by the size of their stands on the exhibition floor, says Lennart Alexandrie, publisher at AR Media International and the

founder of the event.

– Sectech is simply a meeting point for all kinds of suppliers of products and service solutions for physical security applications and their existing and potential customers. It is a tight event where the content and the personal appearance on the stands matters more than anything else, states Lennart Alexandrie.

– That's why we have not been so keen on expanding the event. We want it to be perfectly dimensioned for the numbers and character of the attendees. We always take into consideration how to maintain that tight and close-knit atmosphere that has always been the mark of the event.

A main attraction for the exhibition is the conference programme. A key focus at the conference is modern technology and how to use it: Internet of Things (IoT), video



analysis, artificial intelligence (AI) and cyber security are in focus as is the terror threat.

– Sectech is not just an exhibition and a meeting place to do business. It's also an important source for knowledge about the market and what drives it forward, says Lennart Alexandrie.

This is the 9th time that Sectech will be organised in Stockholm and the 25th time that the event will take place at one of the three Scandinavian capitals.

Security buyers guide

Alarm Communication



Tel +44 (0)1895 474474

sales@csldual.com

www.csldual.com

Access Control



Box: 3042, 443 03 Stenkullen
Tel: 0302 680 600
Fax: 0302 680 640
Epost: info@cardkeep.se
Webb: www.cardkeep.se



Nedap Security Management

Parallelweg 2, 7141 DC, Groenlo
 PO BOX 103, 7140 AC, Groenlo

The Netherlands

Tel + 31 544 471 111

www.nedapsecurity.com

info@nedapsecurity.com



Touchless Biometric Systems AG

Rietbrunnen 2, Pfaffikon SZ,
 CH 8808, Switzerland

Tel +41 (0)55 533 20 00

tbs@tbs-biometrics.com

www.tbs-biometrics.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

Perimeter Protection



Forteza, JSC

Tilzes str. 38, 91112 Klaipeda
 Lithuania

Phone +370 46 441195

Fax +370 46 412231

forteza@forteza.com

www.forteza.com



Manufacturer of perimeter protection systems

Tel +7 967 445 0161

Tel +7 967 445 0162

info@forteza-eu.com

www.FORTEZA-EU.com



outdoor protection our profession

Via Gadames 91, 20151 Milan, ITALY

Tel +39 02 380 701

Fax +39 02 308 80 67

www.sicurit.com, export@sicurit.it



TAKEX Europe Ltd.

Aviary Court, Wade Rd, Basings-
 toke, Hampshire RG24 8PE, UK

Tel +44 1256 475555

Fax +44 1256 466268

sales@takex.com • www.takex.com

Security Events Calendar

September



25–28 September Asis 2017 – Dallas, Texas, United States

Venue: Kay Bailey Hutchinson Center
Organiser: Asis International
Tel: +1.703.519.6200
E-mail: asis@asisonline.org
Website: www.asisonline.org



26–28 September APS 2017 – Paris, France

Venue: Porte de Versailles - PAV. 5.2 / 5.3
Organiser: Reed Expositions
E-mail: visiter@salon-aps.com
Website: www.salon-aps.com



27–28 September SecurityUserExpo 2017 – Copenhagen, Denmark

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

Visit AR Media at SecurityUser Expo 2017

October



9–11 October OFSEC Expo – Oman Fire, Safety and Security Exhibition. – Muscat, Oman

Venue: New Oman Convention and Exhibition Centre
Organiser: Muscat EXPO
Tel: +968 24 788 476
Email: marketing@muscat-expo.com
Website: www.muscat-expo.com



24–26 October Nigeria Security Expo 2017 – Abuja, Nigeria

Venue: Shreaton Abuja Hotel
Organiser: Nigeria Security
Tel: +234 809 159 9004
Email: info@nigeriasecurity.com
Website: www.nigeriasecurityexpo.com



29 Okt – 1 Nov CPSE 2017 – Shenzhen, China

Venue: Shenzhen Convention & Exhibition Center
Organiser: Shenzhen CPSE Exhibition co.,ltd
Tel: +86-755-88309123
Email: overseas_market@cps.com.cn
Website: www.cps.com.cn

November



6–8 November Fire, Safety & Security Expo – Algiers, Algeria

Venue: Palais Des Expositions D' Alger
Organiser: New Fields
Tel: +971 (04) 268-6870
Email: jia.matthew@new-fields.net
Website: www.new-fields.com



6 Nov–9 November Defense & Security 2017 – Bangkok, Thailand

Venue: Impact Exhibition and Convention Center
Organiser: GML Co., Ltd
Tel: +66 (0) 2642 6911
Email: yaowalak@asiandefense.com
Website: www.asiandefense.com



7–9 November Securex Expo 2017 – Nairobi, Kenya

Venue: Visa Oshwall Centre
Organiser: Montex
Tel: +44 (0) 20 7886 3048
Email: joleen.sibley@montex.co.uk
Website: www.securexpoeastfrica.com



8–10 November Fire Expo 2017 – Shanghai, China

Venue: Shanghai New International Expo Center
Organiser: Lisheng Exhibition Co.,Ltd.
Tel: +86 20 31056395
Email: viviyang21@163.com
Website: www.cfe.cn.com



15–16 November ISC East 2017 – New York, United States

Venue: Javits Center
Organiser: Reedexpo
Tel: +1 203 840-5602
E-mail: inquiry@isc.reedexpo.com
Website: www.isceast.com



15–17 November CAIPS/Securika 2017 Central Asia – Tashkent, Uzbekistan

Venue: Uzexpocentre
Organiser: ITE Uzbekistan
Tel: +998 71 205 18 18
E-mail: aziza.alimova@ite-uzbekistan.uz
Website: www.caips.uz



15–17 November Sicurezza 2017 – Milano, Italy

Venue: Fiera Milano (RHO)
Organiser: Fiera Milano
Tel: +39 02 4997.6241
Fax: +39 02.4997.6252
Email: areatecnica1@fieramilano.it
Website: www.sicurezza.it



16–18 November Secutech Thailand 2017 – Bangkok, Thailand

Venue: Bangkok International Trade and Exhibition Center
Organiser: Messe Frankfurt New Era Business Media Ltd, Taiwan Branch
Tel: +886 2 8729 1099
Email: info@newera.messefrankfurt.com
Website: http://secutechthailand.tw.messefrankfurt.com/bangkok/en/exhibitors/welcome



21–22 November Sectech Sverige – Stockholm, Sweden

Venue: Stockholmsmässan
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Email: deniz.baykal@armedia.se
Website: www.sectech.nu

Visit AR Media at Sectech Sverige



22–24 November ALL- OVER- IP Expo 2017 – Moscow, Russia

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



29–30 November UK SECURITY EXPO – London, United Kingdom

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

2018

January



16–18 January Perimeter Protection – Nurnberg, Germany

Venue: Exhibition Centre Nuremberg
Organiser: Nurnberg Messe GmbH
Tel: +49 911 8606 – 8386
Email: perimeter-protection@nuernbergmesse.de
Website: www.perimeter-protection.de



21–23 January Intersec – Dubai, United Arab Emirates

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

February



20–23 February Sicur 2018 – Madrid, Spain

Venue: Parque Ferial de Juan Carlos
Organiser: Ifema
Tel: +(34) 91 722 30 00
E-mail: convenciones@ifema.es
Website: http://www.ifema.es/sicur_06/

March



14–16 March SECON 2018 – Seoul, South Korea

Venue: Hall 4 & 5, KINTEX
Organiser: SECON 2018 Organising Committee
Tel: +82-2-6715-5400
Email: global@seconexpo.com
Website: www.seconexpo.com



20–21 March Securex West Africa – Lagos, Nigeria

Venue: Landmark Centre
Organiser: Montex
Tel: +44 (0) 207 886 3046
E-mail: jamie.pearson@montex.co.uk
Website: www.securex africa.com



20–23 March Securika 2018 – Moscow, Russia

Venue: Expocentre Fairgrounds Pavilions, 2, 8
Organiser: ITE Moscow
Tel: +7 (499) 750-08-28
Email: security@ite-expo.ru
Website: https://www.securika-moscow.ru/en-GB/



27–29 March SafeSecure Pakistan 2018 – Islamabad, Pakistan

Venue: Pak-China Friendship Centre
Organiser: Pegasus Consultancy Ltd
Tel: +92-21-111-734-266
Email: safia@pegasus.com.pk
Website: www.safesecurepakistan.com



THE WORLD'S BEST

WISeNET X series

WE MOVE with trust that our products will perform best in the most challenging light conditions

- The world's best wide dynamic range – WDR 150dB
- The world's best low light performance in a motorised varifocal lens (Low Light F0.94 lens)
- The most powerful chipset ever in a full range of cameras



eXperience it now at WisenetX.com



HIKVISION®

24 HOURS IN BRIGHT COLOUR
ALL DAY, ALL NIGHT



DarkFighterX

Hikvision DarkFighterX Using Dual-Sensor Imaging to Provide Full Colour Images

Hikvision has taken its DarkFighter technology up to the next level with the DarkFighterX Series PTZ and Bullet Cameras. Using single-lens, dual-sensor technology, each 2 MP DarkFighterX Camera mimics human eyes to render bright, full-colour images. How? By fusing two discrete light spectra: an IR sensor captures brightness, and a visible light sensor captures colour – even under 0.001 lux.

Install Hikvision's DarkFighterX in city streets, public spaces, and critical travel nodes for the most critical protection. In colour – all day, all night.



Hikvision Headquarters
No.555 Qianmo Road, Binjiang District
Hangzhou 310052, China
T +86 571 88075998
F +86 571 89935635
overseasbusiness@hikvision.com

www.hikvision.com