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International

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Lennart Alexandrie, Publisher

Service is the key to growth

2017 is about to end. How can we summarise it? Well a general conclusion is that the physical security technology industry is realising that it has become a part of the overall growing IT and IoT industry. The year's hottest topics within the security technology field have been the Internet of Things and cyber security. The increasing dominance by Chinese companies in the video surveillance segment has also been confirmed in 2017.

There are many challenges that the security industry faces as it becomes part of the IT industry. One is of course that the market will move towards open platform solutions and that suppliers relying on proprietary technology risk losing market share. In the video surveillance field this revolution has already been taking big leaps into the open platform world, which has given this sub-sector the credentials for meeting the demand of a wider IT-market, that for instance the access control sector does not yet have.

The market is clear, technology will serve the customers through convenience, more control of their devices and cost effective services, which will take TCO (Total Cost of Ownership) and Return on investment (ROI) to another level. The access control market is still very much dominated by local manufacturers in Europe, serving the market with products that are non-compatible with other brands. Customer demand for open solutions will open up the market for multinational companies and new players offering open IP-platform solutions. After all, we live in the age of the Internet of Things.

This new era means that the security technology industry has to face a number of challenges. One of the most important issues is cyber security, which became a major concern among video surveillance equipment manufacturers during 2017, and came to a head when many of them went public on communicating their efforts to secure their products from hacker attacks. Not least the Chinese manufacturers – often accused of having weak cyber security protection – have communicated the

action they have taken to reduce the cyber security risks.

Aside from addressing cyber security as a vital problem to solve, the video surveillance industry has also taken on Artificial Intelligence (AI) and Deep Learning (DL) as a major challenge in order to make cameras more proactive. Even in this field the Chinese manufacturers are very active in developing solutions and in communicating the value of the technology. Both Hikvision and Dahua were promoting AI and DL on their stands at the world's biggest security exhibition – CPSE in Shenzhen – which was held over the shift from October to November. AI means a great deal of opportunities and enormous investments are being made in this technology by the big Chinese vendors. They have the economic resources and a lack of laws and regulations regarding people's rights to privacy and personal integrity on their domestic market is also an advantage that serves the Chinese companies in this field. Moreover the government – the biggest customer on their domestic market – encourages companies to invest in the AI field.

The strength of the Chinese security product manufacturers is growing. In the "Physical Security Equipment & Services Report" – by IHS Markit – the value of the global market was 29.2 billion dollars in 2016. 29 percent of that market belongs to China. By 2021 China will account for 38 per cent of the global market, and be larger than the North American and Western European markets combined. The majority of this growth is being driven by significant investment in video surveillance equipment, a market where China accounted for 42 per cent in 2016. Backed up by its government, the biggest customer of security equipment in the domestic market, there are no reasons to not believe that China will lose its grip as the global superpower of production on the global market.

What Europe and North America can do to successfully contribute to its continuous growth is to focus on developing solutions for the Security as a Service market that responds to the new challenges that the era of IT and IoT represents.



Jiaqi Gao, Dahua, Joe Grillo, Vanderbilt, Thomas Lausten, Mobotix, Martin Gren, Axis, Pierre Racz, Genetec, Boudewijn Hak, Bosch, Peter Kim, Idis, William Ku, Vivotek, Tim Biddulph, Hanwha, Raziel Bareket, Milestone Systems.

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Where are all the security drones?

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Detektor International Awards 2017

The 18th Detektor International Awards prize ceremony took place at the Sectech exhibition at the International Stockholm Fair on 21st of November 2017.

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"Everyone is talking about the technology and artificial intelligence."

Michael Chen, VP, Dahua Technology, about growth.

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"Intersec in Dubai was a great success in 2017."

Intersec in Dubai opens the 2018 exhibition season.

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CPSE: China puts focus on deep learning.

The first day of China Public Security (CPSE) in Shenzhen – the biggest security show in the world – attracted so many people that the organiser had to close the entrance to the 110,000 square metres huge event.

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Best Choice for Tunnel Monitoring

NXM36 HiPoE



IP66

IP68

IP69



Ideal for highly corrosive environments the NXM36 Hi-PoE is a cost-effective housing that simplifies installation operations of the IP cameras, using the High Power PoE provided by the Ethernet cable as the sole power source for both the camera and heating/demisting system.



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Dahua Drone X820 Guarantees Public Safety



Dahua Drone X820.

As one classical Chinese poem goes, “The swallows once in mansions of the great now fly to ordinary peoples’ homes”. UAV (Unmanned Aviation Vehicle), more commonly known as drones, are just like those swallows: once only found in military applications and war films, are now widely used in daily life. Military UAVs now are vastly outnumbered by civilian UAVs, whose use is expanding to commercial, scientific and even recreational realms. What distinguishes a Dahua Drone from other Civilian UAVs is the mission it is born with: to guarantee safety from above.

What is Industry-level drone?

There are in fact two levels of drones, consumer-level and industry-level. Dahua Drones belong to the latter.

Consumer-level drones are mainly designed for use in aerial photography and personal shooting/ sharing for entertainment. Naturally they are pretty straightforward to operate and can take easily editable images/videos, often with automatic beautification and other entertainment functions.

This contrasts with industry-level drones that are built for serious public security mission such as power tower inspection, forest fire detection, public event management, security supervision over long bridges, detection aid for police forces, inspection of high speed traffic and other illegal incidents. It means that a very different set of functions are required for industry-level drones, including maintaining a high level of stability and safety, intelligent control, adaptability to different applications and environment, long distance mapping abilities, carrying capacity, and long battery life.

The current industry-level drones boast the capacity to transmit images at up to 10km, and with access to multi-VMS platforms, they can put real-time audio and video streaming on the screen

of a control center, thus providing information for police or security companies to solve the problem on site, such as directing crowds for evacuation via the correct route or sending out a medical team to the location where it is needed.

Application scenarios

Dahua Drones are easy to operate and use in situations such as the following scenarios.

Power Tower Inspections

Often located in mountainous areas, power towers are hard and risky to reach. Dahua Drones can enhance the efficiency while making it less labor-intensive.

Benefitting from x30 optical zooming ability, Dahua Drones can capture HD images at a long distance, thus avoiding the accidents that ordinary drones have encountered as a result of electromagnetic interference from high-voltage power grids and visual mistakes by people operating from afar. The thermal camera they carry can accurately locate abnormally hot spots in cables and insulation terminals, thus preventing accidents from occurring.

Forest Fire Detection and Control

Via the thermal camera it carries, Dahua Drones can detect suspicious hot spots invisible to naked eyes. At a height of 1500m, a Dahua Drone covers an area of 5km², doing the inspection work of dozens of people in just one flight.

When there is a fire, Dahua Drones can fly to the site against high temperatures and strong winds, transmitting relevant data

to ground teams, so that they can make the right move using this information. Once the fire has been extinguished, Dahua Drone’s overhead inspection can prevent a second fire. In this sense, Dahua Drone is one of the best aids to help fire fighters.

Detection for Police

Arriving swiftly and secretly at crime scenes, Dahua Drones record real-time visual information about locations, traffic and personnel using its multifunctional camera, which is capable of optical zooming x30 (allowing the drone to work from a long distance where it won’t be noticed by criminals); thermal imaging (allowing the drone to work at night) and automatic recognition of faces or wanted cars.

Using wireless transmission the information collected is accessible to all mainstream VMS platforms. In short, it is a very powerful assistant for the police.

Public Security Management

At public events like concerts, sports meetings and marathons, a Dahua Drone can provide special security surveillance from up high because of its multiple flying modes (circling around and tracking down the target), while its powerful camera can capture the whole picture as well as specific details and whilst benefiting from its long 38 minute battery life.

The beauty of a Dahua Drone lies not only in its ability to work

from afar but also its safety whilst flying. Having undergone all sorts of extreme tests, this means when in use, a Dahua Drone will not disturb the crowd below at all.

Take New York City Marathon for example. There are thousands of participants and spectators spreading over a range of over 26 miles. It is quite a challenge to set up an effective surveillance system for such a 1 day event. Dahua drone can be very useful for such scenario. If properly deployed, 8 sets of model 820 drones can deliver very good coverage for the entire marathon. Each drone could take care of 6 km range by patrolling back and forth, staying still a few minutes at each of the 6 patrol points 1 km apart to have a good look at the situation under. These drones will be flying at 100m above ground to produce sufficient clarity to effectively identify mass casualty incidents such as stampedes or a traffic accident.

Obviously similar deployment of drones can also be applied to scenarios such as music festivals, open-air concerts and important political rallies, which will not only help security companies to work more efficiently but also provide evidence if illegal incidents occur.

In conclusion, Dahua Drones can play a key role in various public security scenarios. Dahua has caught the latest technology trend and adapted to enable a Safer Society and Smarter Living. This is the future that Dahua Drones are helping us towards.

About Dahua Technology

Zhejiang Dahua Technology Co., Ltd. is a leading solution provider in the global video surveillance industry. In 2016, Dahua was ranked 4th in “Security Top 50” by a&s international. Dahua is committed to providing the highest quality solutions and products with the latest technologies to enable our end users to perform their business successfully. The company has

more than 5,000 R&D engineers and technical staff working on cutting-edge technologies in camera lens, image sensor, video encoding & transmission, embedded processor, graphic processing, video analytics, software reliability, network security and other technologies.

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Where are all the security drones?

Drones are tools that can be used for perimeter protection and for site situational awareness. These unmanned aerial vehicles offer new resources that can make a huge difference for the security industry, according to Alastair Hayfield, the Research Director of Interact Analysis.

By Alastair Hayfield, Research Director

In the early 2000s the security industry had a renaissance. The 'war on terror', a massive technology switch from analogue to network, huge cost reductions, huge technology advances and a massive public surveillance push by China all contributed to rapid growth.

In recent years, growth has slowed substantially. Falling demand, severe price pressure and competitive domination by Chinese firms has made the industry a tough place to operate.

In a recent research report, we examined the commercial unmanned aerial vehicle (UAV) market in depth. The market is growing rapidly, driven by loosening regulation, improvements in technology and several core applications such as inspection and construction. It doesn't take much imagination to see the benefits to building inspection and site situational awareness that UAVs might bring. Is this a new growth opportunity for security manufacturers and operators?

Off the RADAR

Perhaps, worryingly, our discussions with companies active in the UAV industry didn't reveal any particular focus on physical security. Applications such as building inspection and construction are far more important to the nascent industry right now.

If you focus on the physical security industry the signs, at first, don't look much better:

- IFSEC, one of the larger European security shows, has a 'drone zone' as a part of its annual event; however, it is small in scale.
- Genetec, a major video management software vendor, only features a blog post about drones.
- Axis Communications, the driving force for many years of IP cameras, has a blog about using cameras to detect drones, not integrate them.
- Prosegur announced an autonomous drone and service for security in 2015, but there has been little news since then.

However, it isn't all bad news. The largest manufacturer of video surveillance equipment – Hikvision – showcased its own drone earlier this year. Furthermore, there are several companies who are starting to offer more security focused drone services – Nightingale Security, Airobotics, Aero-vinci, Elistair, Cardinal Security, Aviatdrones, to name but a few.

Drone security should fly high

The important question is: why is now the right time for the growth of security UAV applications?

1. The commercial UAV market is maturing. Until recently, UAVs were largely confined to consumer and military applications. However, emerging commercial applications for inspection, agriculture and construction mean that professional, industrial-grade UAVs are now available as is an associated network of professional operators.
2. Commercial grade UAVs have the performance – flight time, image quality, reliability – to meet the requirements of the security industry.
3. Commercial UAV hardware, software and services are being sold into

the enterprise level of organisations. This means that there is operational experience with the technology and a desire to connect the data to other data systems. Additionally, to amortise some of the cost, companies are looking at how else they can deploy the drones – security is just one option.

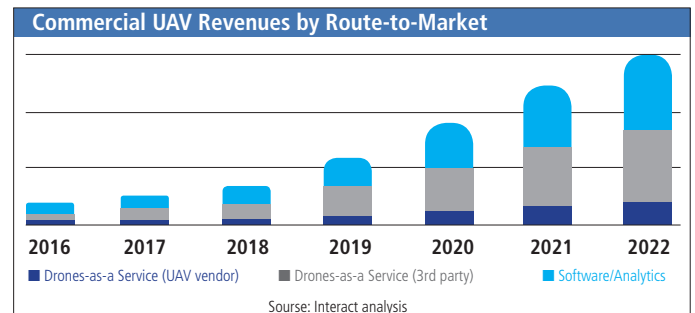
Opportunities

There are two main opportunities – one for security equipment and service providers, and one for system integrators and installers.

For system integrators and installers, UAVs may become another tool that they use to assist on projects. In many other industries, UAVs are already being used to reduce the time spent working at height – inspection, insurance, construction are a few examples. It isn't unreasonable to assume the same will happen in security. First, UAVs may be used for site inspection prior to an installation. Then, UAVs may be used for maintenance/inspection of cameras. Finally, they may be used for the installation of cameras, particularly in remote or difficult locations.

For security equipment and service providers, there is a new growth opportunity here. As shown by the following graphic, there is a move toward drones-as-a-service. For enterprise customers, they don't want to own or fly their own drones, they simply want the intelligence from them. This is a good fit for security service providers who are likely already providing managed services to many of the organisations who are interested in using UAVs..

Specifically, the following applications are likely to be a good fit for UAVs:



- Guarding and force multiplication. Security personnel can remotely operator UAVs to assess threats or run guard tours, reducing risk and cost.
- Tactical control/situational awareness: rather than replacing fixed cameras, UAVs may augment a system of cameras by providing a tactical view of an entire facility or by providing coverage in known blind spots.
- Coverage along long perimeters/areas such as borders, railways, etc. will enhance existing security systems.
- Temporary surveillance coverage at events can be achieved/bolstered with tethered drones.

Interact Analysis thinks that UAVs represent an opportunity for companies in the security space, particularly as traction in other applications occurs. Additionally, system integrators and installers should explore how they can use UAVs in their workflows to improve efficiency and safety.

Alastair Hayfield, Research Director
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Alastair Hayfield, Research Director

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CCTV camera market shows robust growth

Albany, NY (USA)

A new report prepared by Transparency Market Research and marketed by MRRSE, describes the current conditions and projections for the CCTV camera market, in terms of global industry analysis, size, share, growth, trends, and forecast to 2025.

Transparency researchers predict that the global CCTV camera market is expected to expand at a robust 12.7% CAGR over the forecast period to reach a global value of US\$23.32 billion by 2025.

The analysts observe that the global CCTV camera market is seeing consolidation on account of players banking upon mergers and acquisitions to bolster their positions. They also note that competition in the market is tough due to the numerous hardware and software providers involved. Most of the prominent players in the market are concentrating on unveiling upgraded and sophisticated systems and solutions in the CCTV camera market in order to up sales.

The mushrooming modern retail outlets and a booming hos-

pitality industry are serving to provide a major impetus to the global CCTV camera market. Besides, continued progress in technology on account of players expending money on product development is also having a positive impact on the market.

As per Transparency Market Research, the global CCTV camera market is expected to expand at a robust 12.7% CAGR during the period between 2017 and 2025 to become worth US\$23.32 billion by 2025.

The global CCTV camera market can be segmented depending upon the type of model, into PTZ camera, box camera, dome camera, bullet camera, etc. Of them, the segment of dome camera leads the market and in 2016 its leading share came to about 45%.

The segment is expected to grow at a healthy clip in the years ahead as well on account of further investments in it and on the back of technological progress.

In terms of the type of technology used, analogue CCTV camera systems accounted for maximum market share in 2016, and from a geographical standpoint, the global CCTV camera market is dominated by North America and Asia Pacific. Currently, Asia Pacific market is being powered by China which manufactures cheaper varieties of the product that are seeing widespread uptake. India is another key market in the region vis-à-vis demand. As per the TMR report, the market in Asia Pacific will likely outpace all other regions in terms of growth rate by registering a CAGR of 14.6% from

2017 to 2025 to become worth US\$9.554 billion by 2025.

North America is another prominent market which has been seeing soaring sales of CCTV cameras owing to a major thrust in public security. Terrorist attacks in the past and other security issues threatening to undermine the peaceful lives of people has resulted in enormous adoption of CCTV cameras for surveillance. Other factors serving to boost the market in the region is the investments into research and development of better products with more sophisticated technologies. Regulatory policies too have supported the sales of CCTV cameras in the region, particularly in the U.S. The market in North America is projected to clock a 10.2% CAGR in the forecast period.

The European market has seen high growth, but expectations are lower for the MEA and South American markets.

Global facial recognition market to show strong growth to 2022

Houston, Tx (USA)

The Global Facial Recognition market is projected to reach \$8.74 billion by 2022 growing at a CAGR of 17.83% during the forecast period according to a report from Research n Reports.

The growing surveillance market is a key factor fuelling the growth of this market. However, interoperability is inhibiting the growth of global facial recognition market and identifying differences among like faces or appearances poses a key challenge for the market.

Facial recognition is a biometric technology used for authentication and identification of individuals by comparing the facial features from an image with a stored facial database. It is expected to witness robust growth during the forecast period owing to its increasing usage in both law enforcement and non-law enforcement applications.

Moreover, facial recognition is widely preferred over other biometric technologies, such as voice recognition, skin texture

recognition, iris recognition, and fingerprint scanning, due to its non-contact process and easy deployment (using cameras and existing monitoring devices). Currently, this technology is majorly used for security and marketing purpose. For instance, billboards have been designed with integrated software that are used to identify gender, age, and ethnicity to deliver targeted advertising.

Facial recognition is primarily used for security purposes, such as homeland security, criminal investigation, ID management, and physical security. However, in recent years, this technology is also being increasingly used for targeted advertising and marketing purposes, particularly in the retail sector.

According to the facial

recognition market report, one driver in the market is increasing instances of identity threats. The increasing dependence of end-users on websites and web applications is giving rise to an increasing number of identity and data theft cases. The growing popularity of online gaming and social network websites is also adding to the rising number of identity theft cases. In addition, the increasing complexity of these attacks is driving end-users to implement secure authentication solutions. Thus, there is increased adoption of biometric security solutions.

Due to growing technological advancements, when compared to the 2D facial recognition technology, 3D facial recognition technology is expected to witness

much faster adoption in the near future. The government and law enforcement agencies mainly utilise facial recognition systems for security issues. Additionally, facial recognition systems are being gradually used in the BFSI sector to guarantee security and reduce crimes due to the increase in fraud in this sector. Furthermore, to figure out the age, sex, and facial expressions of the customers facial analytics systems are being used in the retail industry for marketing purposes.

Some of the key players cited in the report as being in the Global Facial Recognition market are NEC Corporation, Cross Match Technologies Inc., Animetrics, Inc., Cognitec Systems, Safran Group (Morpho S.A.), Aware Inc., Ayonix, Inc., 3M Cogent Inc., Facefirst Inc., ZK Software, DAON, Inc., Gemalto, RCG Holdings Ltd., Iris Id Systems Inc. and Avalon Biometrics.

Mobile video surveillance markets on the move

Northbrook, IL (USA)

The mobile video surveillance market was valued at USD 1.40 billion in 2017 and analysts from Market-sandmarkets expect it to reach USD 2.32 billion by 2023, at a CAGR of 8.77% between 2017 and 2023.

The increasing installation of surveillance cameras, improving infrastructure and deployment capabilities, rising demand for intelligent and scalable mobile video surveillance solutions, rising demand for cloud-based surveillance solutions, and growing adoption of IP cameras are the driving factors for the mobile video surveillance market growth. The new Mobile Video Surveillance Market report covers Hardware (Cameras, Storage Solutions), Software (Video Analytics, VMS), Service, Application (Trains, Trams, Buses, Transport Vehicles, Police Cars, Drones), Vertical, and Geography, and includes forecasts to the year 2023.

Researchers found that the hardware components are the strongest area, having become technologically more advanced and affordable. The rising safety and security concerns, increasing crime rates, and growing terror attacks are some of the factors driving the growth of the camera market. Also, the constantly falling prices of cameras helps to increase the adoption rate of surveillance cameras across the world.

The report suggests that the transportation vertical is expected to grow at the highest rate between 2017 and 2023. The demand for security systems in public transport, mass transit

systems, ports, and so on is increasing to reduce robbery and criminal activities.

And in terms of geography, North America accounted for the largest share of the mobile video surveillance market in 2016. The reason for this growth is the adoption of new technologies (cloud services and other analytics technologies) and security systems to protect its economy and infrastructure through criminal activities and terror attacks. Thus, the reduction in IP camera prices and the presence of big players are the factors, which would drive the mobile video surveillance system market growth in this region. In North America, the main focus is to boost the penetration of video surveillance system within the defence, transportation, and commercial verticals.

The major players cited by the analysts as being active in this



North America accounted for the largest share of the mobile video surveillance market in 2016.

market, include Axis Communications, Bosch Security Systems, Dahua, Hikvision, Flir, Avigilon, Pelco, Hanwha Techwin, Tyco, Dallmeier, 3xlogic, Costar, DTI, and United Technologies.

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Industry heavyweights

Is video analytics experiencing a revival? Deep learning can improve the accuracy of algorithms and some claim it will bring a revolution to the industry.

Detektor met up with a few of the leading video surveillance manufacturers to let them address what drives video analytics and what analytics are used for today.

By Henrik Söderlund

The video analytics market has previously suffered from high expectations that have not been met, but this year, it has been the centre of attention at the world's biggest security shows. The reason for that is deep learning, a training process where machines can improve the accuracy of pattern analysis or classification automatically over time by receiving massive amounts of data. The technology learns what the typical activity is in a scene and alerts the operator when non-typical activities occur. The emergence of GPUs (graph processing units), which provide the deep learning infrastructure to

cameras and recorders, has made deep learning possible. Facial and vehicle recognition are two applications that have benefitted from applying deep learning techniques according to vendors. Deep learning increases the accuracy of facial and vehicle recognition sensors, and vendors also claim it enables faces and vehicles to be identified in larger and more crowded scenes.

Growth from recorders

In some markets – like China – much of the future growth is forecast to come from recorders rather than cameras. According to



Dahua's Marketing Manager for Overseas Business, Jiaqi Gao.



William Ku, Vice President, Brand Business Division, Vivotek.

IHS Markit, the recorder market there will be driven by demand for deep learning-based video analytics servers and video management platforms with integrated video analytics. Therefore, the average price for recorders is forecasted to increase.

Dahua's Marketing Manager for Overseas Business, Jiaqi Gao, says that the industry is moving from post event evidence searching to become more proactive: "With the new video analytics technology, we are moving towards preventing the events from happening. There are things like face recognition and license plate

recognition that we can implement in the system to diagnosis suspicious vehicles in order to be more proactive and prevent things from happening."

Three to five years

William Ku, Vice President, Brand Business Division, Vivotek, says: "We see that deep learning is starting right now. Probably, it will gradually fit into real applications, I think it will take three to five years until we have good deep learning and AI in video analytics. The technology is developing very fast and keeps improving."

DEMAND AND GROWTH

IHS MARKIT CLAIMS that deep learning for video analytics will be the main driver for growth in the big Chinese video surveillance market until 2021. And most video surveillance manufacturers, not just Chinese, believe video analytics will be a big part of the future for the industry.

"We have seen over the past years that there is an increasing demand for analytics in different applications", says Thomas Lausten, who recently was appointed as the new Mobotix CEO.

See through a pile of data

Pierre Racz, CEO of Genetec, stresses that there is demand for anything that can replicate what humans do: "We are putting more and more cameras up everywhere and we do not have the people power to be able to monitor all those cameras. We do not even have the people power to do a good job looking at the forensics of those cameras. So, what we are trying to do with analytics is to be able to see through a pile of data a lot quicker than before", he says.

Joe Grillo, CEO of Vanderbilt, is not surprised that video analytics is growing.

"Now that there are so many more applications with cameras and VMS systems, I think it is a natural outcome of that to have end users look for what type of things they can gather in terms of information from all that video data being gathered up and stored", he says.

Unrealistic requests

Tim Biddulph, Head of Product Management at Hanwha stresses the importance of video analytics at the edge: "A few years ago, video analytics seemed like a black art. People did not understand how to use them and quite often when they did implement them, they would never really get the result they wanted. Today video analytics are often freely available within the cameras, people are using tripwires and standard video analytics and have been doing that for some time."

Martin Gren, co-founder of Axis, says: "Unfortunately you



Pierre Racz, CEO of Genetec.



Joe Grillo, CEO of Vanderbilt.

Unfortunately you get a lot of requests from people that have been watching CSI too much.

get a lot of requests from people that have been watching CSI too much, who have unrealistic demands, but we also see a lot of mature applications like parking with license plate recognition. It can be used in many areas and is quite a standard application these days."

Find new ways

Raziel Bareket, Director North & South Europe, Milestone Systems, believes that there are many things that drive the demand for video analytics today: "I would say that the main drivers are probably more about how people understand and find new ways of driving business. We see integrators and distributors that can

not just live on commoditisation products. The profit goes down, the margin is being stretched, so new opportunities need to be used", he says.

Idis Head of Global Technical Support Center, Peter Kim, says that the demand for video analytics is huge, but he questions whether the industry has the solutions that really deliver what the customer wants.

"I think price point is going to be an issue. There is a lot of talk of products and new technology coming, but let's face it: video security always adopts what is available in the market in terms of technology. So the price point is going to be very important", he says.

discuss video analytics

VERTICALS

SOME PEOPLE CLAIM the customer base for video analytics will change moving forward. One of them is Thomas Lausten: “In the beginning it was the companies that could afford it, but we see today that the analytics customers come from all vertical markets. It goes from retail, banking and industrial, to city surveillance applications”, he says.

Used for intelligence

Boudewijn Hak, Regional BU Marketing, Bosch, also believes the customer base is changing.

“In the past, analytics was mainly used in high-end security projects, but nowadays it is also used in other branches. In retail, it can be used for people counting at the entrance, and this is also a reason for us to bring video analytics to our mid-range portfolio, it can be used in a broader aspect, not just for high-end security”, he says.

Peter Kim, Idis, identifies two main video analytics application scenarios: “One is about accuracy and that is for intruder detection or monitoring applications. The

other side of it is the trend that we call business intelligence. How many people are there? It does not have to be perfectly accurate but it has to deliver a statistical trend”, he says.

Popular in retail

Martin Gren says retailers want video surveillance for operational purposes and that they are getting more and more usage of their video surveillance systems: “The main vertical I have seen for video analytics is retail, because in retail, if results are not a hundred per cent right it is still okay, but for physical security you typically need very high reliability. However, we have some partner applications which are really reliable, such as our perimeter defender. We have also seen that video analytics with thermal cameras creates a really reliable result and this is partially the reason for why we developed the network radar”, he says.

Boudewijn Hak, Bosch, stresses that Bosch receive more requests about video analytics applications beyond security, for ex-



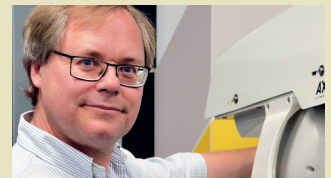
Thomas Lausten, recently was appointed as the new Mobotix CEO.



Peter Kim, Idis Head of Global Technical Support Center.



Boudewijn Hak, Regional BU Marketing, Bosch.



Martin Gren, co-founder of Axis.

“We have also seen that video analytics with thermal cameras creates a really reliable result.”

ample gathering business statistics and providing shop optimisation in order for retailers to know how customers move in a store.

More reliable

“On top of that we see that the demand for security is also increasing and we expect more and more from the systems. And this is now possible, because they get more and more reliable”,

Boudewijn Hak says.

William Ku, Vivotek, has similar experiences: “Retail applications and transportation request intelligent features. In the future, there will be more deep learning. That means if you install a camera in some scenarios, that camera will be trying to learn and become more and more smart to fit the application”, he says.

FUNCTIONS

WHICH ARE THE MOST common video analytics functions? Tim Biddulph, Hanwha, says almost anyone can use video analytics and says: “We have been talking about this for a long time. Typically it needs expensive servers to implement and people have not been using it because the cost outweighs the benefits. Today we can accomplish good quality, reliable analytics in the camera and that brings the cost down.”

Quick results

He believes retail analytics like people counting, heat mapping and queue management are the most popular video analytics functions today.

“These are practical analytic functions that people can imple-

ment really quickly and make a difference to their business tomorrow”, he says.

Raziel Bareket, Milestone Systems, considers face recognition as one of the most interesting applications. Before, he claims, it has been seen more as a nice interesting concept that no one really believed was doable, and for good reasons. However, now that has changed.

Face recognition

“We see face recognition becoming an expected solution, today it is being embedded into cameras, and we will see face recognition being something that is quite important, partly because it ties very nicely into access control integration, but also because without it,

it is impossible to know who actually goes in and out”, he says.

Boudewijn Hak, Bosch, considers perimeter protection to be the application where video analytics is still used the most. Finally, William Ku, Vivotek,

stresses that retail customers want to calculate the convergence rate or other specific scenarios while the transportation vertical requires video analytics in order to know for example the speed of vehicles and to read license plates.

“These are practical analytic functions that people can implement really quickly and make a difference to their business tomorrow.”



Tim Biddulph, Head of Product Management at Hanwha.



Raziel Bareket, Director North & South Europe, Milestone Systems.

BUSINESS PEOPLE



Carol P. Lowe named as Executive Vice President and Chief Financial Officer at Flir.

New Executive Vice President and CFO of Flir Systems

Wilsonville, Or (USA)

Flir Systems, Inc. has confirmed that Carol P. Lowe will join the company as Executive Vice President and Chief Financial Officer, effective November 27, 2017. Reporting to Flir President and CEO Jim Cannon, Lowe will lead Flir's global finance organisation with responsibility over all financial operations, including reporting, controls, planning, and strategy.

Since 2012, Ms. Lowe served as Senior Vice President and Chief Financial Officer at Sealed Air Corporation, where she led all global finance functions. Previously, she worked for Carlisle Companies Inc. for over ten years in numerous executive leadership positions, including President of two business units and Chief Financial Officer.

"I look forward to Carol making a lasting impact on Flir's financial and operational performance. I also want to thank Shane Harrison for his extraordinary contributions as Interim CFO during this period of transition and am excited for his continued leadership in our corporate development and investor relations functions," comments Jim Cannon, President and CEO of Flir.

Assa Abloy acquires US smart door company

Stockholm, Sweden and San Francisco, Ca (USA)

Assa Abloy has signed an agreement to acquire **August Home**, a leading provider of smart locks for smart home access products and services.

With primary focus on the DIY channel, August offers smart locks, which now feature Doorsense, the first intelligent integrated sensor that tells users if their door is open or closed, and doorbell cameras.

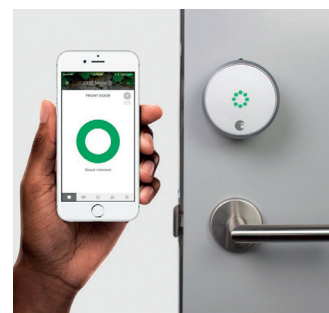
"August Home strengthens our residential smart door strategy with complementary smart locks, expansion into video doorbells and comprehensive solutions for home delivery," says *Thanasis Molokotos*, Executive Vice President of Assa Abloy and Head of the Americas division.

Based in San Francisco, California, founded by tech entrepreneur

Jason Johnson and industrial designer Yves Behar, August Home has developed three generations of smart door locks and two generations of digital doorbells, making the company among the industry leaders in technology, partnerships and retail sales.

"August has created a fantastic consumer experience through differentiated features and software," states Molokotos. "We look forward to the opportunity to draw from the 180 years of cumulative experience of the Yale team plus the technology expertise of the August team to create the future of smart residential doors."

"We have always admired the design and quality of Yale locks," said *Jason Johnson*, CEO of August, "This is a great opportunity for us



Assa Abloy has signed an agreement to acquire August Home.

to work with the world's largest lock and access company."

Assa Abloy's acquisition is subject to regulatory approval and customary closing conditions. The acquisition is expected during Q4 2017. Financial terms of the agreement are not being disclosed.

Added focus on sales growth at Geutebrück

Windhagen, Germany

Christoph Hoffmann (52) is the new head of the national and international sales team at **Geutebrück GmbH** — this is in addition to his role as managing director — a responsibility he has shared with his wife *Katharina Geutebrück* for the past five years.

In addition to video surveillance, logistics processes are of crucial importance for medium-sized German companies because the systems are also used to optimise processes and improve efficiency — a business area known as "Value Imaging."

As well as focusing on partners in video security, Hoffmann is therefore also adapting the sales structure to enable a greater focus to be placed on end customers in courier, express and package services, in contract logistics and in land transportation. Due to the increased need for information and advice, the end customer in the logistics industry in particular is to be approached with more focus, presence and visibility.

"Many existing video security customers and logistics managers



Christoph Hoffmann and Katharina Geutebrück joint MDs at Geutebrück.

are not aware of just how much they can optimise and save by visualising processes, and how quickly these investments will pay for themselves," says Hoffmann. The delivery route via operator partners remains an integral part of the project process. Hoffmann explains: "We need our operator partners for the implementation of projects on site. The combination of our services provides end customers with optimum complete solutions that deliver expertise, technology and service."

Using agile interfaces, Geutebrück solutions combine customer-specific metadata such as time codes, automatically recognised number plate data or process data with the relevant images. In this way, for instance, intruders can be detected on the premises and proof of damage, errors or misuse can be provided at any point along the supply chain. This enables the appropriate action to be taken, causes to be analysed and processes to be documented in a conclusive manner.

Tagmaster set to acquire French ITS company

Stockholm, Sweden

Tagmaster, a leading supplier of advanced RFID, traffic sensor products and ANPR cameras for vehicle identification within traffic and rail solutions, has signed a Letter of Intent to acquire **SA Magsys** in France.

Magsys was established in 2003 and is the leading added value ITS (intelligent transportation solutions) distributor in France with a strong foothold in vehicle counting, travel time management and on-street parking monitoring. Magsys are selling towards the French road administrations in cit-

ies, departments and to highways (toll roads). Sales for 2018 are expected to reach 2,5M€ with a good EBITDA margin.

The consideration will be funded from the existing bank facilities and the acquisition is expected to be earnings enhancing to Tagmaster in the first full financial year following the transaction.

The transaction is conditional upon a successful due diligence and is expected to close before end of 2017.

"Tagmaster is excited about this important step in our growth

strategy and we will together with Magsys become a stronger player in the traffic solutions market in France. Following this acquisition we will continue to establish ourselves as an important player in smart city solutions. There are clear and immediate synergies between Magsys and CA Traffic and Citysync. With the combined expertise at Magsys and CA Traffic and Citysync we believe we have an excellent opportunity to become one of the main players in the fast growing French ITS market. We will also take full

advantage of CA Traffic's technical expertise in traffic monitoring products and start distribute them through Magsys strong client base in France." says *Jonas Svensson*, CEO, Tagmaster.

Commenting on the acquisition, *Jean-Marc Coutellier* Magsys MD, said "We are very pleased to be joining the Tagmaster Group. We recognise and welcome the strength that the union will bring to both brands and the synergies that are immediately apparent with the other Tagmaster companies."

Johnson Controls completes 2 billion dollar sale to 3M

Cork, Eire

Johnson Controls has completed the sale of its Scott Safety business to 3M for approximately \$2.0 billion.

Scott Safety is a leader in high performance respiratory protection, gas and flame detection, thermal

imaging and other critical products and is expected to generate sales of approximately \$575 million and earnings before interest, taxes, depreciation and amortisation (EBITDA) of approximately \$160 million in fiscal 2017.

Net cash proceeds from the transaction were \$1.9 billion, and will be used to repay a portion of Tyco International Holding Sarl's \$4.0 billion of merger related debt.

For fiscal 2018, dilution

related to the sale of Scott Safety is expected to be fully offset by lower net financing charges, a lower effective tax rate resulting from the transaction, as well as the benefit of share repurchases completed in fiscal 2017.



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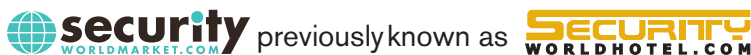

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Honeywell to spin off ADI distribution business

Morris Plains, NJ (USA)

After much hype and speculation by Reuters and the business pages of the press, Honeywell's comprehensive portfolio review shows that it intends to separately spin off its Homes product portfolio and ADI global distribution business, as well as its Transportation Systems business, into two stand-alone, publicly-traded companies.

As a result of these changes, effective immediately, *Gary Michel*, after 32 years at Ingersoll-Rand, is to serve as president and CEO of **Honeywell's Home and Building Technologies** (HBT) strategic business group.

The planned separation transactions are intended to be tax-free spins to Honeywell shareowners for U.S. federal income tax purposes and are expected to be completed by the end of 2018.

"Today's announcement marks the culmination of a rigorous portfolio review involving a detailed assessment of every Honeywell business. As part of that review, we analysed numerous criteria, including growth outlook, financial performance, market dynamics, potential for disruption, and, most importantly, assessment of fit as a Honeywell business," said Honeywell President and CEO *Darius Adamczyk*.

"The remaining Honeywell portfolio will consist of high-growth businesses in six attractive industrial end markets, each aligned to global mega trends including energy efficiency, infrastructure investment, urbanisation and safety. These businesses are best positioned

to leverage Honeywell synergies from our technologies, financial and business models, and talent. Our simplified portfolio will offer multiple platforms for organic growth and margin expansion through further deployment of our world-class HOS Gold operating system and the Honeywell Sentience Platform. Honeywell will also have multiple levers for continuing to execute an aggressive capital deployment strategy, including a vigorous and disciplined M&A programme.

"The spun businesses will be better positioned to maximize shareowner value through focused strategic decision making and capital allocation tailored for their end markets," Adamczyk said. "At Honeywell, we will continue our track record of execution, delivering growth, margin expansion, and aggressive capital allocation for our shareowners."

The new Homes and Global Distribution business will be a leader in the home heating, ventilation and air conditioning (HVAC) controls and security markets, and a leading global distributor of security and fire protection products. The business is expected to have annualised

revenue of approximately \$4.5 billion, a high-yield credit rating, approximately 13,000 employees, and financial responsibility for certain Honeywell legacy liabilities.

Effective immediately, Gary Michel will serve as president and CEO of Honeywell's Home and Building Technologies (HBT) strategic business group. Michel will report to Adamczyk and serve as a company officer. Michel succeeds Terrence Hahn, who will move to a leadership role reporting to Adamczyk and will help prepare the Homes and ADI businesses for the spin.

Michel joins Honeywell from Ingersoll-Rand Company, where he has held a series of large leadership roles over the past 32 years. Most recently, he served as senior vice president and president, Residential HVAC and Supply, which he transformed to deliver substantial improvements in revenue and market share, operating income, commercialisation processes, and technology platforms.

"Gary has proven himself to be an innovative and energetic leader with a deep understanding of his customers and end markets and the ability to translate this knowledge into technology-differentiated offerings that bring value to customers," Adamczyk said. "Gary is a welcome addition to our team and will help Honeywell continue to be a leader in connected technologies, building on our great positions in growing industries."

BUSINESS PEOPLE



Didier Faure, CFO at CSL.

CSL appoints new CFO

Harefield, Middlesex (UK)

CSL, leading providers of Secure Connectivity for M2M/IoT devices, has appointed *Didier Faure* as Chief Financial Officer.

Didier joins CSL from Alix Partners LLP – a private equity portfolio restructuring consultancy where he was EMEA CFO. Prior to Alix Partners, Didier was EMEA CFO of WPP-owned Grey Healthcare Group, a 250 employee strong Communication Agency in the Healthcare Sector.

Ed Heale, CSL's CEO, commented: "In addition to expertise in the Finance function, Didier brings a wealth of experience in business consulting and strategy which will be invaluable to CSL as we look to support our customers more effectively."

Formerly CSL Dualcom, CSL invented simple and reliable Dualcom alarm signalling units to facilitate the delivery of alarms and data from the premises to the monitoring centre. The latest innovations from CSL include CSL Connected which offers ARC Monitoring plus an end-user App. CSL Routers for rapid deployment of CCTV. Dualcom MiniAir – the smallest communicator on the market, plus the latest brand to join the CSL Group – Emizon.

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Flir wins 74 million dollar contract for US army

Wilsonville, Or (USA)

Flir Systems, Inc. has been awarded a \$74.7 million firm-fixed-price order to deliver Tac Flir surveillance cameras in support of the U.S. Army EO/IR-Force Protection (FP) programme. The U.S. Army will purchase the systems through Army Contracting Command, Redstone.

The units delivered under this contract will support the ongoing

U.S. Army EO/IR-FP programme, which provides enhanced perimeter security and force protection for U.S. troops stationed around the world, such as Iraq and Afghanistan. As part of the same programme, Flir was also awarded an \$8.8 million contract in the third quarter 2017 to deliver other Flir Ranger radars.

"We are honoured to continue

our long-standing support of the U.S. Army," said *Jim Cannon*, CEO and President of Flir. "This programme highlights our ability to rapidly deploy our technology for critical missions and underscores Flir's commercially developed, military qualified approach."

The contract expands the use of Flir stabilised surveillance systems for the U.S. Army's EO/IR-FP

programmes. Flir has delivered over a thousand EO/IR sensors to the U.S. Army as part of this programme to support the safety of U.S. forces and those of U.S. allies, including a variety of systems.

Flir will manufacture the systems in Wilsonville, Oregon, and deliveries will begin during 2017 and be completed within one year.

Johan Molin may leave Assa Abloy

Stockholm, Sweden

President and CEO *Johan Molin* is considering leaving **Assa Abloy** during 2018.

Although nothing official has been announced, the company has released the following statement:

"Due to rumours in the market, we clarify that Johan Molin, President and CEO of Assa Abloy has informed the Board of Directors that he is considering to resign as President and CEO during 2018. Against this background, the Board has begun the work on evaluating potential successors to Johan Molin and has also appointed an external recruitment consultant."

Johan Molin succeeded *Bo Dankis* as CEO for the Swedish access solutions company Assa Abloy in December 2005. Previously he led a successful turnaround as CEO of the Danish industrial group Nilfisk-Advance, world leader in industrial and commercial cleaning machinery.

During his 12 years so far as



Johan Molin, President and CEO, Assa Abloy is considering his position.

CEO, Assa Abloy has acquired over 80 companies, and the offensive acquisition strategy is continuing with the acquisition of Mercury from ACRE last month and the acquisition of SMI in India in August 2017.

will continue to grow steadily.

"While we stay committed to R&D in the traditional surveillance industry with video technology as our core business, the planned facilities will promote Hikvision's technology innovations on i.e. the development of artificial intelligence applications, the Internet of Things, smart cities and more," says *Derek Yang*, General Manager of

Nest expands into Home Security market

San Francisco, Ca (USA)

Nest Labs Inc has entered the domestic market with a home security solution that includes the Nest Secure alarm system, Nest Hello video doorbell, Nest Cam IQ outdoor security camera, and corresponding software and services.

With the introduction of these six new products, Nest doubles its hardware portfolio for the second time in a year.

Nest Secure alarm system is a home security system designed for ease of use. The Nest Secure starter pack includes:

Nest Guard, an all-in-one security base that provides the alarm, keypad and a motion sensor, and a voice.

Nest Detect is being marketed as a category first: a sensor that detects both motion and open or close movement in one compact, battery-powered product. Put it on a window and it will know when it opens. Stick it on a wall and it senses motion in a room. Place it on a door and it can do both.

Nest Tag is a convenient foot

that can attach to a keychain, allowing you to easily arm and disarm Nest Secure without a passcode.

Nest Hello video doorbell and Nest Cam IQ outdoor security camera, a purpose-built outdoor security camera that protects homes with best-in-class imaging and intelligence, and tamper resistant, weatherproof components.

"Today, Nest is delivering on the next phase of our strategy to create the thoughtful home," said Marwan Fawaz, chief executive officer of Nest. "We've had quite a year so far, expanding into 11 more countries, growing our product portfolio with the successful launches of Nest Cam IQ indoor and the Nest Thermostat E, and today we're disrupting yet another product industry: home security. By building product experiences our customers love, Nest has experienced more than 60% growth on devices shipped in recent years and continues to expand to millions of homes around the world."

Hikvision commits to 1.28 billion Euro R&D investment

Hangzhou, China

Hikvision Corporate has confirmed a €1.28 billion investment plan to construct four new R&D centres and two new industrial bases to expand surveillance equipment manufacturing and general R&D in various Chinese cities.

As security concerns and cyber security risks increase worldwide, Hikvision anticipates demand for its conventional security business

Hikvision Europe.

Hikvision will use accumulated profits to fund the project and may seek additional financing methods from traditional sources such as loans. Hikvision's fixed asset ratios will remain low and operational cash flow will continue to be robust.

Hikvision's new R&D Centres will be constructed in the Chinese

cities of Xi'an, Wuhan, Chengdu and Hangzhou. Industrial bases planned for the Chinese cities of Chongqing and Wuhan will improve Hikvision's manufacturing capacity and production scale for security and innovative new technologies.

Hikvision's planned investment project is expected to be completed by the end of 2021.



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OT-Morpho becomes IDEMIA

Paris, France

The result of the merger of **Oberthur Technologies** (OT) and **Safran Identity & Security** (Morpho), the OT-Morpho group this week became IDEMIA. The group's ambition is to empower citizens and consumers to interact, pay, connect, travel and even vote securely while taking advantage of the opportunities of an increasingly connected world.

At an event that brought together nearly 2,000 guests at the Seine musicale (an iconic cultural venue in the west of Paris, France, Didier Lamouche, Chairman CEO of OT-Morpho, officially renamed the group IDEMIA. In a world directly impacted by the exponential growth of connected objects, the increasing globalisation of exchanges, the digitalisation of the economy and the consumerisation of technology, IDEMIA presents itself as the new

leader in trusted identities placing "Augmented Identity" at the heart of its actions. As an expression of this innovative strategy, the group has been renamed IDEMIA in reference to powerful terms: Identity, Idea and the Latin word idem, reflecting its mission to guarantee everyone a safer world thanks to its expertise in trusted identities.

This event furthermore provided an opportunity to discover all of the group's latest innovations. These include the automated air passenger boarding process, the new generation biometric payment card, and embedded security systems to equip the connected cars of tomorrow.

Supported by a workforce of 14,000 employees from all over the world, including 2,000 in the Research and Development department, IDEMIA is the result of the merger between OT and

Morpho completed on 31 March 2017. Today a leading player in the identification and authentication sector, the group serves clients in 180 countries and provides services to five main customer segments: Financial Institutions, Mobile Operators, Connected Objects, Citizen Identity, and Public Security.

"Our future will be built through innovation and disruption which will revolutionise our daily lives. Our vision when we merged OT and Morpho was to build a new offer capable of revisiting the world of digital security. And this is what the creation of IDEMIA has achieved. Thanks to our talented people and the solutions they invent, citizens and consumers can now connect, interact, exchange, pay, travel or even vote in total confidence, drawing on the benefits of a connected world,"



Didier Lamouche is the CEO of the newly named IDEMIA.

explained *Didier Lamouche*, CEO of IDEMIA.

"The accomplishment of this promise is what we call Augmented Identity. It is about using the biometric characteristics of each person as a unique signature of individual identity, thus facilitating exchanges. It fosters confidentiality and trust and guarantees secure, authenticated and verifiable transactions. This is a decisive step towards a more frictionless, safer world." Lamouche concluded.

First commercially available biometric payment card

Oslo, Norway

Zwipe has just made the first shipment of its biometric technology products, for use in commercial contactless biometric payment card pilots by leading card manufacturers and banks.

Kim Humborstad, founder and CEO of Zwipe commented "We now have extensive agreements in place with some of the world's leading card manufacturers, paving the way for commercial deployment with banks over the course of 2018."

In total, Zwipe's card manufacturing partners represent over 40% of the global smart card market, per volume shipped per the Nilson Report. Zwipe has entered into seven new agreements with both

card manufacturers and payments ecosystem partners with a focus on meeting escalating commercial demand for biometric smartcard solutions.

Zwipe received their first commercial orders for their contactless biometric payment card inlay in June of this year. Providing further insight, *Pascal Dufour*, SVP of Payment at Zwipe said "we have received additional orders based on progress made this summer for our solution which is fully market ready. Upon successful completion of pilots, commencing in the fourth quarter this year, our partners have communicated expected volume roll-outs numbering in the several hundred thousand range in 2018."

The rapid growth of contactless payment is a key driver for the integration of biometric technology on conventional payment cards. Contactless payment card adoption throughout the world has seen double digit growth globally, and with that, contactless transaction fraud has also grown equally as fast. Additionally, new regulation is seeking to address these challenges by mandating much stronger consumer authentication, as seen in the European Commission's Payments Services Directive, PSD2. Biometric enabled contactless payment cards directly address these issues.

Zwipe's biometric contactless payment card is the only

smartcard solution commercially available, and the only solution capable of operating without the need for a battery or fixed power supply. Other biometric card concepts are most commonly capable of contact-only payment, or operate with the support of a battery.

Addressing the market and Zwipe's position, Kim Humborstad added "The industry's biggest movers, card brands, card manufacturers and key technology stakeholders across the ecosystem are investing heavily to gain an advantageous position in a market segment that is here now, with Zwipe being the leading technology provider."



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Detektor International Awards 2017

Celebrating winners from three continents

Stockholm, Sweden

The 18th Detektor International Awards prize ceremony took place at the security industry banquet, held after the first day of the Sectech exhibition at the International Stockholm Fair on 21st of November 2017.

Twelve manufacturers from three continents were awarded and four of them were chosen as the overall winner in their respective

product category.

Considered to be one of the most prestigious accolades within the security industry the finalists each collected their awards in their respective categories, including the brand new IoT Security category, introduced this year, in addition to

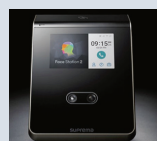
the original ID & Access Control, Alarm & Detection, and Video Surveillance categories, to reflect the new trends and fast changing pace of the industry today.

All receivers of the Detektor International Awards 2018 are presented below.

ID & Access Control

The overall winner 2017

FaceStation 2 from Suprema (Korea)



FaceStation 2, features the Suprema's latest new face recognition technology, multcard RFID standards support, and it is the first face terminal to support Bluetooth.

Suprema's enhanced biometrics technology now overcomes sources of interference and has improved matching speeds by 300% and performs at 3,000 matches per second, making FaceStation 2 the world's fastest facial recognition terminal to date.

The jury's motivation: "The world's fastest facial recognition terminal and the first one to support Bluetooth – shows Suprema's commitment to maintaining its leadership in the global biometric access control market."

The Innovative Achievement Awards 2017

Salto KS from Salto Systems (Spain)

iClass SE Biometric Reader from HID Global (USA)



Salto KS makes access control a smarter way to manage business access as it uses Salto Systems' Keys as a Service (KaaS) technology. This advanced, scalable and flexible cloud locking access control solution requiring only an internet

connection,

Salto KS negates the need for complex IT infrastructures and provides strong functionality and performance, whilst at the same time reducing costs and almost eliminating the need for maintenance.

The jury's motivation: "This excellent example of a contemporary access control system responds perfectly to the increasing demand for time saving and cost effective solutions."



The iClass SE Biometric display reader

and enrollment device features selectable multi-factor authentication access control capabilities; supports Seos and iClass card

technologies and the most recent biometric template standards. OSDP ensures it can be integrated into communications, cashless vending and time & attendance applications. Convenient built-in field enrollment capabilities support both access control verification and biometric templates.

The jury's motivation: "With this convincing multi-factor authentication solution HID continues to prove their important role as a world class innovator within the access control field."

Alarm & Detection

The overall winner 2017

Axis D2050-VE from Axis Communications (Sweden)



Axis' first outdoor network detector with radar technology compliments surveillance systems and provides robust cost-efficient perimeter protection and decreased false alarms. Ideal for smaller outdoor areas,

it can be used as a standalone product or its open interface means it can be used as part of a wider surveillance system. It delivers real-time information about the position, speed, angle, and size of a moving object and covers a longer range than traditional passive infrared sensors.

The jury's motivation: "With this IP-based radar technology product Axis has once again introduced a true game changer – this time for the perimeter protection market."

The Innovative Achievement Awards 2017

SPC Connect 2.4 from Vanderbilt Industries (USA)

Avigilon Presence Detector APD from Avigilon (Canada)



SPC Connect 2.4 is a flexible, cloud-based control solution, designed for installers to monitor, manage, and maintain SPC intruder alarm systems remotely from any location. This scalable, security system remote management tool includes new innovative features for

both the installer and user, such as push notification, improved user management facilities and advanced verifications, all designed to help to save time and money.

The jury's motivation: "Vanderbilt shows solid commitment to the cloud concept with this advanced, scalable and flexible management software."



Avigilon Presence Detector APD

– a small and discrete IoT radar sensor with presence detection – combines self-learning analytics with impulse radar

technology scans and learns the environment to accurately detect the presence of a person at up to 9 metres away, even if they have stopped moving or are hidden. Continually adapting to reduce false alarms, it is designed for indoor locations.

The jury's motivation:

"Through this intelligent concept Avigilon has enriched the market with an invaluable, highly accurate, sophisticated and discrete indoor detection technology."



The Overall winners in the four product categories celebrates with the editor of Detektor International. From left: Lennart Alexandrie (Detektor International), Jimmie Ek (Axis), Joakim Lagerström (Genetec), Niklas Lindgren (Suprema) and Anders Karlsson (Bosch Security Systems).

Video Surveillance

The overall winner 2017

MIC IP Fusion 9000i from Bosch (Germany)



This camera incorporates built-in intelligent video analytics while moving, metadata fusion and intelligent tracking for demanding environments. It is a solution that improves situational awareness and the ability to distinguish false triggers from real threats. The rugged design means it performs in extreme conditions. Metadata fusion fuses the metadata of the camera's built-in optical and thermal lens and helps users to focus on things that need attention.

The jury's motivation: "With this ruggedised camera – offering video analytics while moving – Bosch is taking surveillance to new heights and demonstrating their brilliance in product development."

The Innovative Achievement Awards 2017

iDS-2PT9122IX-D/S DeepInview IP network camera from Hikvision (China)

Vario2 IP Hybrid 8 Network Illuminator from Raytec (UK)



iDS-2PT9122IX-D/S DeepInview IP network camera – the world's first ever smart outdoor dual sensor "Deep Learning" camera. The DeepInview Series 2MP + 2MP 10x network PTZ camera is integrated with the

Movidius Myriad 2 video processing unit, able to capture distant view images as well as close-up images. DeepInview cameras can accurately detect, recognise, and analyse human, vehicle, and object features and behaviour. Detection range reaches up to 50 metres with an accuracy level of around 99%.

The jury's motivation: "With this new network security camera – Hikvision takes technology beyond Smart and proves its impressive innovation capability."



Vario2 IP Hybrid 8 Network Illuminator is the only IP-enabled hybrid illuminator on the market. It delivers the right light, for any situation at any time. The universal illuminator combines 4 key technologies - infrared, white-light, IP connectivity and PoE technology into a single package, it reaches up to 290 metres IR, and 144 metres white light. New high performance LEDs provide the facility to power both infrared and white-light illuminators in a single, smaller hybrid platform.

The jury's motivation: "Through the introduction of the world's first IP-enabled hybrid illuminator Raytec has created the path for others to follow."

IoT Security Products

The overall winner 2017

Mission Control from Genetec (Canada)



The **Genetec Mission Control** is a collaborative decision-making software solution that brings together information from various sources into one single complete and comprehensive visual platform to improve situational awareness and

incident management levels. It empowers and prepares organisations to move beyond event and alarm management and to spot, address and plan for more discrete or complex situations, and allows personnel to respond with guided precision and confidence.

The jury's motivation: "This incredible solution for incident management shows the brilliance of Genetec's creativity in security related software design."

The Innovative Achievement Awards 2017

Nexus GO from Nexus (Sweden)

AddSecure Link from AddSecure (Sweden)



Nexus GO is an online portal for easy access to Nexus services for physical and digital access. Nexus GO is protected with two-factor authentication (2FA) with the mobile app Nexus Personal. This online cloud service management tool provides simple, secure physical and digital access using Authentication as a Service, Signing as a Service and Cards as a Service. The on-demand services enable organisations to focus on core business, without having to worry about hardware, dedicated staff or maintenance.

The jury's motivation: "This user-friendly on-demand service for physical and digital access is not just a cleverly devised concept – but a convincing response to the market's demand for ROI in security investment."



AddSecure Link is a secure IoT communications platform, connecting devices via mobile networks and the internet. It ensures that the devices are invisible for anyone without the correct access creating a secure environment. One of the greatest challenges for anyone who wants to create an IoT solution is to build the security around it. With AddSecure Link and via the Link Manager web based portal customers can quickly and easily create the necessary IoT networks.

The jury's motivation: "Creating a secure in-house IoT communications system has never been easier – AddSecure Link offers the complete package."



THE OVERALL **WINNER** VIDEO SURVEILLANCE



MIC IP Fusion 9000i

The jury's comment:

"With this ruggedised camera – offering video analytics while moving – Bosch is taking surveillance to new heights and demonstrating their brilliance in product development."



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INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
VIDEO SURVEILLANCE



iDS-2PT9122IX-D/S
DeepinView IP network camera

The jury's comment:

*"With this new network security camera
– Hikvision takes technology beyond Smart
and proves its impressive innovation capability."*

HIKVISION

www.hikvision.com



INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
VIDEO SURVEILLANCE



VARIO2 IP Hybrid 8 Series
Network Illuminator

The jury's comment:

*"Through the introduction of the world's first
IP-enabled hybrid illuminator Raytec has created
the path for others to follow."*

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THE OVERALL **WINNER**

ID & ACCESS CONTROL



The jury's comment:

"The world's fastest facial recognition terminal and the first one to support Bluetooth – shows Suprema's commitment to maintaining its leadership in the global biometric access control market."



FaceStation 2





INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
ID & ACCESS CONTROL



SALTO KS

The jury's comment:

"This excellent example of a contemporary access control system responds perfectly to the increasing demand for time saving and cost effective solutions."

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**THE OVERALL
WINNER**
ALARM & DETECTION



AXIS D2050-VE Network Radar Detector

The jury's comment:

"With this IP-based radar technology product Axis has once again introduced a true game changer – this time for the perimeter protection market."





**INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
ALARM & DETECTION**



SPC Connect 2.4

The jury's comment:

"Vanderbilt shows solid commitment to the cloud concept with this advanced, scalable and flexible management software."

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**INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
ALARM & DETECTION**



Avigilon Presence Detector (APD)

The jury's comment:

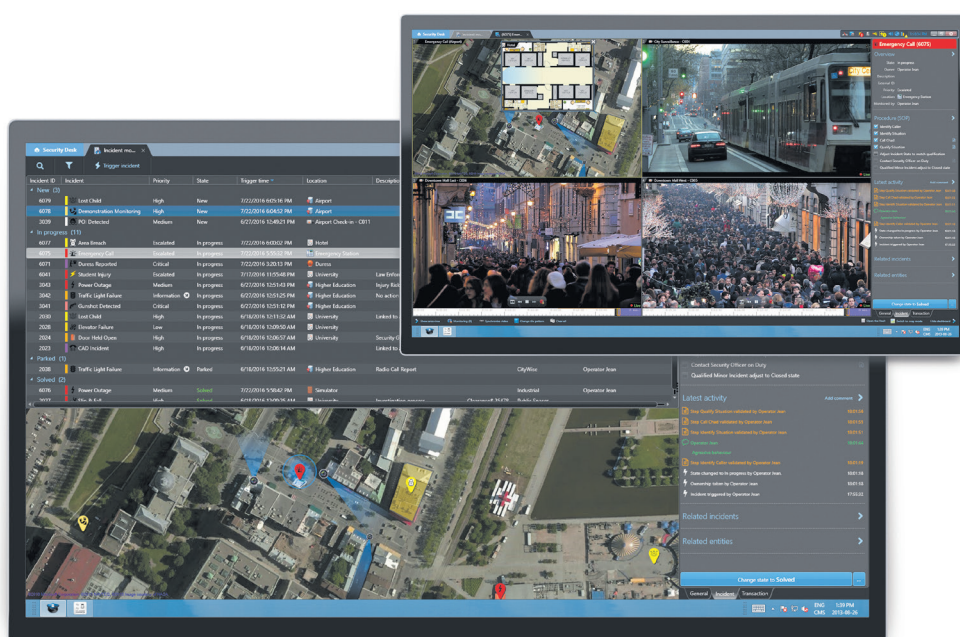
"Through this intelligent concept Avigilon has enriched the market with an invaluable, highly accurate, sophisticated and discrete indoor detection technology."

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THE OVERALL
WINNER
IoT SECURITY



Genetec Mission Control™

The jury's comment:

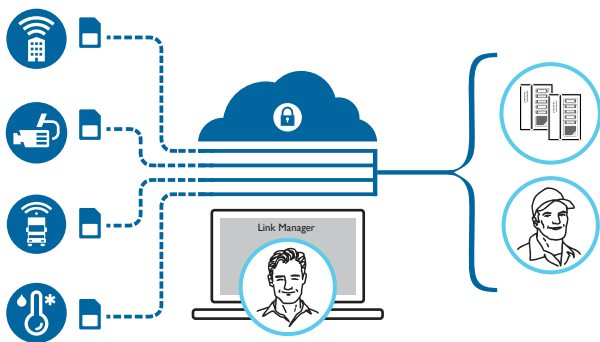
"This incredible solution for incident management shows the brilliance of Genetec's creativity in security related software design."

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INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF IoT SECURITY



AddSecure Link

The jury's comment:

"Creating a secure in-house IoT communications system has never been easier – AddSecure Link offers the complete package."

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INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF IoT SECURITY



Nexus GO

The jury's comment:

"This user-friendly on-demand service for physical and digital access is not just a cleverly devised concept – but a convincing response to the market's demand for ROI in security investment."

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GJD launches new Clarius Plus IP illuminators

Heywood, Greater Manchester (UK)

GJD is launching its new *Clarius Plus IP* Infrared and white-light LED lighting range for networked based security applications.

The range provides dedicated lighting for IP cameras via Power over Ethernet (PoE), providing a smart and integrated lighting solution. All models feature the latest dual core surface mount LED's with enhanced optical output and an interchangeable lens diffuser system to deliver extremely clear night time images with no hot spots.

Clarius Plus IP offers performance and seamless integration

with third party VMS providers. Keith Fenwick, CCTV Lighting Director commented: "We are pleased to announce our new range of network illuminators.

The Clarius Plus IP range provides all the advantages of the standard Clarius, but with added secure IP technology for smart integration and easy installation with remote setup".

In addition to the comprehensive features of existing Clarius illuminators, the IP models provide real time remote monitoring access via a user-friendly secure web-based interface. Adjustable settings

include temporary power boost, light pulsing mode for intruder deterrent, and timer functions for energy and cost savings.

Each Clarius IP is built with a unique anti-vandal shock sensor to ensure optimal intruder deterrent. For example, if an intruder attempts to vandalise the illuminator by throwing a brick at the unit, the illuminator will automatically detect and alarm.

Designed with flexibility in mind, it comes with an interchangeable lens kit as standard. This useful installation feature allows the user to quickly and easily



GJD is launching its new Clarius Plus IP Infrared and white-light LED lighting.

change the angle of illumination when on site.

The versatility of Clarius Plus IP makes it perfect for a wide range of applications including protecting residential properties, commercial buildings and industrial sites, as well as rural and isolated areas. 

Hikvision Panovu 24MP camera for 180° vision

Hoofddorp, The Netherlands

Hikvision has launched a new *24MP Panovu camera*, delivering panoramic views, effective night time images and easy installation.

The camera has four 6MP lenses taking separate images, which it then stitches together to make one panoramic image with one stream. This has a wide coverage of 180° horizontally and 80° vertically.

The output can be viewed in a multiple window display, using five separate customisable windows to give a clear display of the area. With a 5.5mm lens, a human face – or a number plate detail – can be seen clearly at a range of 20 metres.

A wide-angle IR light gives the full 180° range, even at night, with details picked out in colour at 50 metres.

These features make the camera very useful in a solution that requires monitoring and tracking in large areas where limited view angle is a problem. Combined technologies means that security personnel can track the flow of people in the area, and recognise number plates using the same camera. This makes managing areas much more efficient and cost effective.

The cameras also support Hikvision's unique H.265+ codec,

dramatically improving encoding efficiency and reducing bandwidth requirements by up to 75% compared to H.264, and taking up half as much storage space for the same amount of video footage.

Peter Guan, Hikvision's EU Channel and Sales Director, said: "Our new Panovu product gives unparalleled high resolution images covering a much wider range than traditional cameras. It can be used in outdoor scenarios like stadiums, squares, intersections or car parks. It can also be great for use indoors in scenarios like train stations, metro stations and airports.



With a 5.5mm lens, a human face – or a number plate detail – can be seen clearly at a range of 20 metres.

Another use would be in critical infrastructure, public buildings and even perimeter security."

Installers will benefit from the easy installation of the camera, with its various installation types and accessories to facilitate a seamless integration. 

Synergis SaaS – a turnkey access control solution

Montreal, Canada

Security Center Synergis SaaS edition is the latest proposition from **Genetec** offering a turnkey access control solution for easier deployment and maintenance. Synergis SaaS edition removes the need to purchase and install costly on-premises servers and streamlines maintenance, allowing the corporate IT staff to focus on other business-critical projects. Synergis SaaS edition is expected to be available in November 2017, and will be demonstrated at ASIS 2017 later this month.

Synergis is the access control so-

lution in Genetec Security Center, an open-architecture, IP security platform that combines video surveillance, access control, automatic license plate recognition (ALPR), communications, and analytics. All Synergis access control software editions integrate with a wide selection of access control hardware from leading manufacturers.

The new Synergis SaaS edition will give customers the flexibility to adjust their system usage as their needs change, reducing budget requirements for access control capital expenditures.

Customers will also be able to quickly and efficiently deploy their access control system, and benefit from automated update notifications. Multi-site organisations will be able to centrally manage their access control systems more efficiently.

"When we introduced Synergis Cloud Link a few years ago, our forward-looking strategy was to offer a future-proof gateway appliance that is cloud-ready," said *Derek Arcuri*, Product Marketing Manager for Access Control, Genetec Inc. "Today, we



Genetec Synergis Cloudlink.

take great pride in announcing Synergis SaaS edition, which will allow customers to leverage all the benefits of Access Control as a service (ACaaS), as they renew their legacy access control systems, while retaining elements of their existing infrastructure," added Arcuri. 

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 41

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

Dahua launches H.265 Wifi cameras for consumer market

Hangzhou, China

Dahua Technology has released its H.265 Consumer Series, now available to most markets globally.

The A26/C26 from the series was released to provide a way for people to stay connected to their homes when they are out. C26 supports intelligent Human Detection and instant alert, keeping consumers aware of what is going on at home any time they want. Smart Tracking on the A26/A46 automatically tracks and keeps tracking any moving object around the camera.

These Wifi cameras feature fluent high-resolution video based upon H.265. With a 2MP image sensor, A26/C26 delivers crystal clear images. The latest H.265 compression saves up to 50% bandwidth and storage, eliminating network bandwidth or storage worries while enjoying improved video quality. Both support cloud

service through the Easy4ip App; thus, users will be able to access the wifi camera through a smart phone as long as the internet is available. Users can record daily or even motion videos on the Easy4ip Cloud and playback anytime anywhere. Also, the Dahua Easy4ip platform supports IFTTT, which enables Dahua cameras to interact with other smart home applications, such as Philippe Hue, Amazon Alexa, etc.

With a home surveillance camera that supports motion detection users will receive a message when an alert is triggered. With high quality IR LEDs and Dahua Smart IR algorithms, these wifi cameras automatically switch to night mode, and they can adjust the brightness of the IR LEDs automatically when the light conditions change. So, they support 24/7 protection with Dahua Smart

IR LEDs, so even in complete darkness users can still see the video clearly.

Dahua indoor Wifi cameras have been designed with built-in microphone and speaker functionality (two-way audio), so all footage or daily videos are recorded with vivid audio in duplex. When someone breaks in, users will receive an alarm alert in real time, and so can remotely tell the unwelcome guest to leave. In addition users can communicate with family or pets while looking at them.

Other than the common functions, A26 supports 355° pan and 90° tilt, so can be rotated in all directions with no blind points. Smart tracking based upon advanced tracking algorithms enables the camera to automatically focus on and follow moving objects in both horizontal and vertical directions, even when the camera is

installed on the ceiling. C26, with super wide 130° horizontal field of view, enables users to see a whole room through a single camera. And with the magnetic base the camera can be applied to any metal surface. With human detection based upon powerful image processing technology, C26 detects people by recognising human heads, greatly reducing false alerts to situations such as falling leaves and light change. These cameras are designed for applications in homes, shops, and stores.



H.265 Wi-Fi Cameras A26

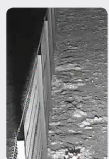
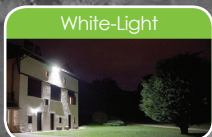


H.265 Wi-Fi Cameras C26

Dahua Technology released its H.265 Consumer Series are now available to most markets globally.

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Quality lenses

London, UK

Fujinon has launched a number of zoom lenses, including the full HD zoom lens series with 32x and 60x optical magnification. 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 impress with 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 $f = 500$ mm (FH32x15.6SR4A). To respond to increasing market demands for colour images even in low light, the lenses are designed for large

sensor sizes of 1/1.8" and 2/3". 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.

The 60x telezoom lens series D60x16.7 and FH60x20 feature 2 megapixel / full HD resolution. The D60x16.7 lenses are designed for a maximum sensor size of 1/1.8" and cover a focal length range of $f = 16.7 - 1000$ mm while the FH60x20 lenses offer

a focal length range of $f = 20 - 1200$ mm on 2/3" sensors. Thanks to the built-in 2x extender the focal length can be doubled, giving clear identification and recognition of objects at 4 km distance.

Additional features include anti-vibration technology which is achieved through built-in optical image stabilisation due to moving glass elements inside the lens. This unique optical image stabilisation technology compensates for image vibration; the result is a stable picture even at long focal lengths.

The built-in filter systems are controllable via a remote control feature. There are 2 types of ND



The built-in visible-light-cut filter enables reliable performance even in fog, rain and snow.

filter selections for observation suitable in most lighting conditions. A visible-light-cut filter gives advantages in most critical weather conditions such as fog and rain. Additionally, the one-shot autofocus system enables accurate and reliable focusing based on contrast measurement within the scene and precise lens control can be achieved via the PC to adjust zoom, focus and iris through an RS232C interface.

Hammerglass provides unique explosion protection

Förlöv, Sweden

With the growing threat and risk of attacks and explosions in densely populated urban environments Hammerglass Explosion Protection offers a unique, explosion-resistant solution compatible with the façade of the building concerned, comprising a steel frame that will hold the glazing panes firmly in position even in a powerful explosion.

The need for advanced security glass in windows, doors and glass partitions is also increasing. In a powerful explosion, conventional glass panes will splinter even at a great distance from the explosion, often with serious splinter injuries as a consequence. In properties

located in the immediate vicinity of the explosion even splinter-free panes will be forced in, despite being made from toughened or laminated glass. In sensitive urban locations, in government buildings, embassies, banks and the like, Hammerglass offers highly

effective protection which will not fragment or splinter in a blast.

Explosion protection panels are available in a number of different configurations and thicknesses, depending on the required level of protection. Hammerglass Explosion Protection is a glazing solution compatible with the building façade, comprising a 12mm Hammerglass glazing pane mounted in a sturdy steel frame. The steel frame holds the whole package in place even in a powerful explosion. This splinter-free solution is thinner, and weighs substantially less, than comparable

solutions based on normal glass.

Hammerglass offers customers confidential advice at the planning stage. In order to guarantee workmanship of the highest quality, Hammerglass Explosion Protection is installed exclusively by certified installers. Installation does not entail any damage to existing architecture. All Hammerglass glazing panes are laser marked with the company's logotype and production number, thus ensuring traceability for internal quality assurance and safety in the event of any warranty issues.

Milestone extends audio support in latest release

Copenhagen, Denmark

Milestone has released device pack 9.3 for *Milestone Xprotect* video management software (VMS) preparing the Milestone community for using audio to increase safety. In addition, more than 300 cameras have received updated or new support.

In preparation for the soon-to-come Xprotect 2017 R3 version, audio support has been enhanced for selected Axis, Hanwha and Sony cameras, in addition to sup-

port for AAC (Advanced Audio Codec) in cameras. This audio compression format is designed to deliver superior quality compared to formats traditionally used in VMS.

Using audio as an integrated part of a video surveillance system can be a valuable addition to a system's ability to deliver operational awareness. Audio can also be used in analytics applications to alert and direct attention

to incidents not covered by the system's cameras.

Additionally, within the new device pack, firmware has been updated for more than 230 Axis cameras in addition to adding 16 new models. Twelve models from the new Mx6 line from Mobotix are also included in this device pack. There are updates to support for Hikvision, Hanwha and Panasonic cameras, as well. Support for the intelligent video

compression technology called Snapstream has been added for selected Arecont Vision cameras.

Smokecatcher from Araani is an early warning system for smoke detection in critical environments which offers superfast smoke detection in places where traditional smoke detection systems fail due to slow response or poor accuracy. Smokecatcher has been certified to be used with Xprotect.

 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 41

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

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HD IR network camera for 24/7 video surveillance

Regensburg, Germany

With the DF5210HD-DN/IR Dallmeier introduces a new high definition IR network camera.

The infrared camera has been developed with special attention to changing lighting conditions for 24-hour-video surveillance.

Excellent Low-Light characteristics

The extremely high light sensitivity of the sensor and the sophisticated image processing ensure crisp colour images even in the dark. In night mode, the camera also provides outstanding results due to the excellent infrared sensitivity.

Automatic switching of presets

The camera is equipped with an ambient light sensor and a removable IR cut filter and can automatically switch between day and night mode. In addition, different day and night presets for the exposure settings can be defined and adjusted.

Integrated homogeneous IR illumination

The automatic Day/Night operation is supported by a uniform IR illumination by means of semi-covert 850 nm high power LEDs. In the IR mode at night, the camera provides excellent results due to the high infrared sensitivity and thus meets the most demanding requirements in a 24-hour operation.

Motor-driven varifocal lens with P-Iris

The camera has a motor-driven megapixel varifocal lens that is perfectly tuned to the image sensor. The adjustment of zoom, focus and iris is made conveniently using

a web browser, and so manual lens setting directly at the installation site of the camera is not required.

Digital Image Shift

The Digital Image Shift function allows a comfortable fine adjustment of the captured image section (horizontal and vertical at 16:9 resolutions, horizontal at 4:3 resolutions) via a web browser ensuring a quick and easy installation of the camera. Depending on the selected resolution, the used area on the image sensor can be moved and adapted to the local conditions. Again, any manual fine alignments of the camera directly at the installation site are no longer necessary.

Video Content Analysis (VCA)

The integrated Video Content Analysis (VCA) detects movements and objects in the uncompressed image and analyses them in real-time (depending on the

analysis resolution) with highly developed analysis functions such as Intrusion Detection or Line Crossing. The detected events can be used to trigger the recording of a SMAVIA recording system. Together with the detected objects and the corresponding metadata, they are stored in a database. This allows the targeted search and evaluation of the recordings by SMAVIA Viewing Client with the function SmartFinder.

EdgeStorage

The camera is equipped with a RAM memory that is used by the EdgeStorage function for storing the video stream in case of a network failure. When the network is restored, the Smartbackfill function ensures a fast transmission to the SMAVIA recording system. This stores the video stream with high speed and then continues the recording of the live stream seamlessly.

Axis adds network radar technology to portfolio

Lund, Sweden

Axis adds network radar technology to its extensive product portfolio. The area detection technology ignores many common triggers that result in false alarms, and has been designed for easy installation and integration with existing systems.

The new Axis D2050-VE network radar detector uses radar technology for accurate and reliable area detection of moving objects in a variety of light and weather conditions. It is a good complement to cameras with video motion detection and can be used to track moving objects with PTZ cameras. Radar also allows for a wide area to be covered whilst thermal cameras are more suitable for long perimeter protection. Developed primarily for medium-sized industrial installations, the product

is designed to integrate with Axis cameras and video management systems (VMS) – in addition to surveillance systems and VMS from other major vendors.

Vandal-proof and suitable for outdoor use, Axis D2050-VE can deliver real-time information about the position, speed, angle, and size of a moving object. With a longer range than passive infrared sensors, it covers a wide field of detection, while minimizing the number of false alarms triggered by spiders, small animals, moving shadows and light reflections. The radar motion detector, available this month, can be set to trigger camera recording, activate a horn speaker, or switch on a light for deterrence and improved visibility on camera.

Axis' network radar detector can be used as a standalone prod-

uct or as part of a surveillance system. Thanks to its open interface, it is compatible with Axis cameras and can be easily integrated with Axis Camera Station and Axis Camera Management software – as well as other video management systems – for straightforward management and maintenance.

"Radar closes a gap as it offers good area coverage, detects movement with high accuracy, and reduces false alarms" explains Andres Vigen, Global Product Manager, Axis Communications. "Compared to simple motion detectors, the Axis D2050-VE provides additional information of detected objects which allows for auto tracking with Axis PTZ cameras. Customers can now easily add proven radar technology to their existing or new surveillance



Axis adds network radar technology to its extensive product portfolio.

systems to protect their premises".

As Axis' first detector with network radar technology, the Axis D2050-VE is an affordable wall-mounted detector primarily designed for outdoor use with a wide detection coverage of 120 degrees and 50 metres (164 feet). It is powered by Power over Ethernet Plus (PoE+) for simple installation and has IP66, IK08 and NEMA 4X ratings for tough environments. The detector can be operated in temperatures ranging from -40°C to 60°C (-40 to 140°F).



 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 41

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



Business & Product News Every Day!

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Michael Chen, VP, Dahua Technology, about growth:

A sales revenue increase of ten times in five to seven years

Dahua Technology Vice President Michael Chen hopes the company will be able to increase its sales revenue by tenfold in five to seven years. In this interview with Detektor, he declares how deep learning and artificial intelligence will change the physical security industry and why other countries should get inspired by China's investments in city surveillance.

By Henrik Söderlund

Zhejiang Dahua Technology is the world's second biggest video surveillance manufacturer and has around 13,000 employees. The company turnover reached 1.93 billion US dollars in 2016 and it continues to grow very fast. According to a recent report from IHS Markit, in 2016, China accounted for 42 per cent of the global video surveillance market. And looking at the whole physical security equipment market, by 2021 China will be larger than the North American and Western European markets combined, and account for 38 per cent of the global market. Most of this growth will come from video surveillance equipment.

Detektor met up with Dahua's Vice President Michael Chen to let him give his view on the market, the biggest trends and challenges ahead.

What is your view on the global surveillance market? How is it changing?

"Everyone is talking about the technology and artificial intelligence, but it will take some time for them to be integrated into security. Security is still quite different from other industries. We are expanding our business scope, for example we have intelligent locks for the consumer market, but it will all be centered around video technology. It will take some time for this industry to change."

What can other countries learn from China?

"I hope governments will spend more time thinking about what China is doing. Because China has

got more than 1.3 billion people and you can feel safe to walk on the streets in the middle of the night here. The crime rate has greatly decreased in China because of this technology. Video surveillance technology is changing and will be integrated with artificial intelligence. I think it should be widely adopted in other countries too, that would protect people's lives."

Dahua has been growing very fast, how long can that fast growth continue?

"In 2015, our sales revenue reached 10 billion RMB, which is a very good number for a Chinese company and last year we reached 13.3 billion RMB. In the first half of this year, our growth rate remains at 50 per cent. In five to seven years, we hope to reach ten times that of last year, which means around 100 billion RMB. The growth rate of the sales revenue will be very high."

Do you think that is possible?

"Yes, I do. We have the technology, we have the products, we have solutions and even more important: we have a lot of customers and a lot of end users that are fans of Dahua products."

Will the growth mainly derive from China?

"The Chinese market is very big and we have one sixth of the global population. And population always means market, at least to me. The Chinese economy is booming but there is also great demand elsewhere due to political and economic situations. If you want to maintain and keep a peace-



Michael Chen,
Dahua's Vice President.

ful society, you need some kind of technology to protect the people. I think the growth rate in China will be very fast, but this industry is also booming in other places. I am optimistic; there is great demand in this market."

What is the biggest trend on the market?

"I think that the artificial intelligence will be a popular technology and it will be integrated into the security industry. It will make people's lives more secure and they can enjoy a smarter and more intelligent life than before."

How will deep learning and artificial intelligence change the physical security industry?

"Deep learning and artificial intelligence will make the technology more advanced. Before you could only recognise the face, now you can see facial expressions and

judge whether the teacher is a good teacher or a bad teacher. I think that is very good."

Other than deep learning, cyber security is a major buzzword in the industry. How do you work with cyber security?

"Our company pays great attention to the cyber security issue, actually we have established a special engineering team to set and enforce a high standard for cyber security. That is also the reason for why we delay the launching of some products, because we put more time into improving the cyber security. We really pay a lot of attention to this issue."

What is your biggest challenge?

"Of course there are several challenges. One is the technology; we are not sure in which direction the technology will lead us. We have made significant investment

"Deep learning and artificial intelligence will make the technology more advanced."

how old the person is. Some day I even think it will be possible to say where you come from. Deep learning and artificial intelligence will make the data more exact. An example is a classroom: students sit there listening to the teacher and with deep learning, you can see how many of them that are smiling, feeling sad and how many students that do not understand what the teacher is saying. Based on that, you can

in research and development, but a disruptive change in technology at some point might make it difficult for us to catch up. Sometimes, something suddenly happens in a market, a new technology can be launched and change the whole industry, like what happened with the Iphone. Nokia used to be number one, but when the Iphone came, it changed totally. These are the challenges I think we are facing."



According to the organiser, some 75,000 people visited the show during only the first day and the entrance had to be closed down during the afternoon for security reasons.

CPSE: China puts focus on deep learning

The first day of China Public Security (CPSE) in Shenzhen – the biggest security show in the world – attracted so many people that the organiser had to close the entrance to the 110,000 square metres huge event.

“Deep learning is the biggest trend and this year is the beginning of the era. It will take another one or two years until it is used in wider applications”, says Niko Xie, Sales Director for Tiandy.

The 16th edition of CPSE took place in the Shenzhen Convention and Exhibition Center from 29 October – 1 November. According to the organiser, some 75,000 people visited the show during only the first day and the entrance had to be closed down during the afternoon for security reasons. There were more than 6,000 booths and 1,100 exhibitors from 53 countries in the 11 halls.

Video analytics everywhere

“The Chinese security industry is very dynamic and interesting at the moment. The show is so crowded; there is no other like it. There are crowds of people coming here from the IT industry to see what the security industry is up to”, said Lennart Alexandrie, publisher of Detektor and CEO of AR Media International.

Michael Yang is CEO of the show organiser and stresses that CPSE

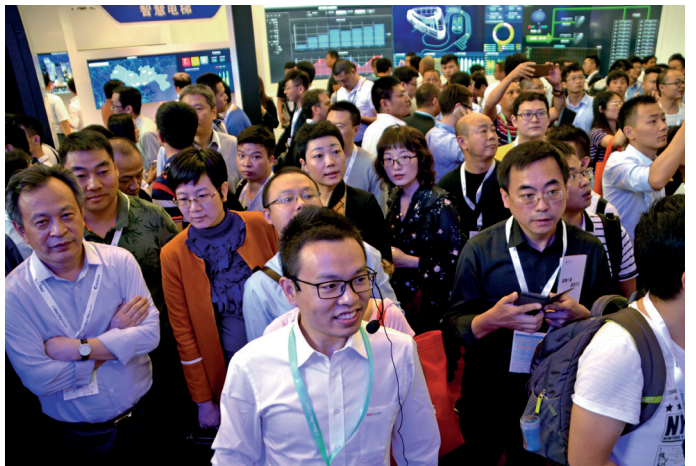
has gradually become an industry forecast for the whole security world, especially when it comes to artificial intelligence, deep learning and big data technologies: “Video analytics has been an important technology at the past CPSE shows, but this year, it is much bigger. Video analytics combined with artificial intelligence improves the security systems”, he stated and continued: “The Chinese physical security market has been growing by at least 20 per cent every year during the last ten years. In the next five to ten years, we are expecting 10–15 per cent growth.”

More IT companies

Other than the crowds of visitors, the giant Hall 1 in Shenzhen had a great number of companies that were displaying primarily video surveillance products. Access control, intruder and fire alarms, integrated solutions, IoT solutions and numerous home automation products



Lennart Alexandrie, publisher of AR media International, held a speech at the CPSE Forum regarding video surveillance's effect on crime prevention.



So crowded! CPSE attracted people to the outdoor opening ceremony as well as to the enormous exhibition halls.

were also on display at the show. There were a lot of western companies exhibiting, but Chinese giants like Hikvision, Dahua and Uniview had the biggest booths and the most visitors on their stands. It was also clear that there were a lot of companies exhibiting that do not traditionally have their roots in the security industry, and especially IT companies. No doubt, the security industry is becoming more and more important for them.

Trends

Detektor met up with many of the leading companies in the physical security industry at CPSE and they gave their views on the current market trends. Almost all of them stressed that deep learning was the biggest technological trend at the show.

"This is the first year for deep learning technology in China. It is the

"The Chinese security industry is very dynamic and interesting at the moment. The show is so crowded; there is no one other like it."

hottest trend", said Keen Yao, Vice President for Hikvision International Business Centre.

Uniview Technical Director Aaron Chao was impressed by the number of visitors and also considered deep learning and artificial intelligence as the biggest trend: "Super ultra low light cameras are another trend", he said.

Michael Chen, Dahua's Vice President, was also very impressed by the show: "I think CPSE is a great show and there is a lot of people here. This means that the industry is booming. CPSE is the greatest security show in the world"



The 19th edition of Intersec saw a participation of 1,304 exhibitors from 58 countries and welcomed 32,750 visitors coming from all over the world.

Intersec in Dubai opens the 2018 exhibition season

With more than 1,300 exhibitors from 58 countries and almost 33,000 visitors from 129 countries, Intersec in Dubai was a great success in 2017.

There is reason to believe that this success will be repeated when the event opens again on January 21st.

It is the 20th edition of Intersec Dubai that will take place at the Dubai International Convention and Exhibition Centre from January 21st – 23rd, 2018. As the industry's largest and most diverse event in the region, the show's influence has spread not only across the Middle East and Africa plus the Indian subcontinent, but has also gone well beyond, offering thousands of influential trade buyers the latest security & safety solutions and exciting new opportunities from the world's best brands.

56,000 square metres

The 19th edition of Intersec saw a participation of 1,304 exhibitors from 58 countries and welcomed 32,750 visitors coming from all over the world.

The event took place over

"With more than 1,300 exhibitors from 58 countries and almost 33,000 visitors from 129 countries, Intersec in Dubai was a great success in 2017."

56,000 square metres in the Dubai International Convention and Exhibition Centre – a huge area – and most of the large companies in the field of physical security were represented.

UAE and China top the statistics

According to organiser Messe Frankfurt Middle East GmbH, almost half of the visitors came from the United Arab Emirates. Saudi Arabia was second with more than 3,000 visitors, followed by Iran and India with close to 1,800 and more than 1,000 visitors

respectively. Other countries with large representation were Pakistan, Qatar, Kuwait, Egypt, United Kingdom and Oman.

Regarding exhibitors, China dominated with 241 exhibitors, followed by the United Arab

like previous years there will be several pavilions at the exhibition dedicated to different themes.

There will be specialised pavilions for the following areas :

- Safety Design in Buildings
- Smart Home Pavilion
- Drone Pavilion
- Wearable Security Pavilion
- Job & Career Pavilion

Drone Zone

Furthermore, the exhibition will host 15 country pavilions which will include Canada, China, Czech Republic, France, Germany, Hong Kong, India, Italy, Korea, Pakistan, Russia, Singapore, Taiwan, UK and USA. Add to this a Drone Zone with live demonstrations of UAVs.

Lots of pavilions

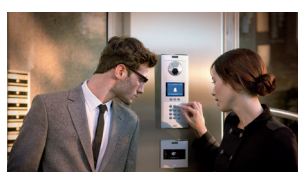
Intersec 2018 is expected to be bigger and more comprehensive according to the organiser. Just



According to organiser Messe Frankfurt Middle East GmbH, almost half of the visitors came from the United Arab Emirates.



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Security Events Calendar

2018

January

 **16–18 January**
Perimeter Protection – Nurnberg, Germany
Venue: Exhibition Centre Nuremberg
Organiser: Nurnberg Messe GmbH
Tel: +49 911 8606 – 8386
Email: pririmeter-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

 **31 January – 2 February**
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.securexpoeastafrica.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

 **6–9 March**
Security Show 2018 – Tokyo, Japan
Venue: Tokyo Int. Exhibition Center
Organiser: Nikkei Inc.
Tel: +81 3 3512 5670
Email: tradefairs2018@smj.co.jp
Website: www.securityshow.jp/en/

 **7–10 March**
Security Expo – Sofia, Bulgaria
Venue: Inter Expo Center
Organiser: Bulgarian Chamber of Commerce and the Inter Expo Center
Tel: +359 (2) 9655220
Email: iec@iec.bg
Website: www.securityexpo.bg

 **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: Pagasus Consultancy Ltd
Tel: +92-21-111-734-266
Email: safia@pagasus.com.pk
Website: www.safesecurepakistan.com

April

 **11–13 April**
ISC West 2018 – Las Vegas, United States
Venue: Sands Expo
Organiser: Reed Exhibitions
Tel: +1 203.840.5602
E-mail: inquiry@isc.reedexpo.com
Website: www.iscwest.com

 **23–26 April**
Securex 2018 – Poznan, Poland
Venue: Int. Security Fair
Organiser: Poznan Int. Fair
Tel: +48 61 869 2000
E-mail: info@mtp.pl
Website: www.securex.pl/en/

 **25–27 April**
Secutech 2018 – Taipei, Taiwan
Venue: Taipei Nangang Exhibition Center
Organiser: Messe Frankfurt New Era Business Media Ltd.
Tel: +886 2 8729 1099
Email: Kirstin.Wu@newera.messefrankfurt.com
Website: http://secutech.tw.messefrankfurt.com/ taipei/en/visitors/welcome.html

May

 **22–24 May**
Exposec 2018 – Sao Paulo, Brazil
Venue: Sao Paulo Expo
Organiser: Cipa Fiera Milano
Tel: +55 11 5585.4355
Email: info@fieramilano.com.br
Website: http://exposec.tmp.br/16/en/

June

 **19–21 June**
Ifsec 2018 – London, United Kingdom
Venue: Excel Exhibition Ground
Organiser: UBM
E-mail: info@ubm.com
Website: www.ifsec.co.uk

Visit AR Media at Ifsec 2018

September

 **25–28 September**
Security Essen 2018 – Essen, Germany
Venue: Essen Fair venue
Organiser: Messe Essen
Tel: +49 201 7244 528
E-mail: franziska.goldammer@messe-essen.de
Website: www.security-essen.de/impetus_provider/

October

 **23–25 October**
SKYDD 2018 – Stockholm, Sweden
Venue: Stockholm Fair Ground (Stockholmsmässan)
Organiser: Stockholm Fair
Tel: +46 8 749 41 00
E-mail: info@stockholmsmassan.se
Website: www.skydd.net

Visit AR Media at SKYDD 2018 - A06:28'

2019

March

 **6–7 March**
Sectech Norge – Oslo, Norway
Venue: Norges Varemesse, Lillestrøm
Organiser: AR Media International AB
Tel: +46 8 556 306 80
E-mail: deniz.baykal@armedia.se
Website: www.sectech.no

Visit AR Media at Sectech Norge

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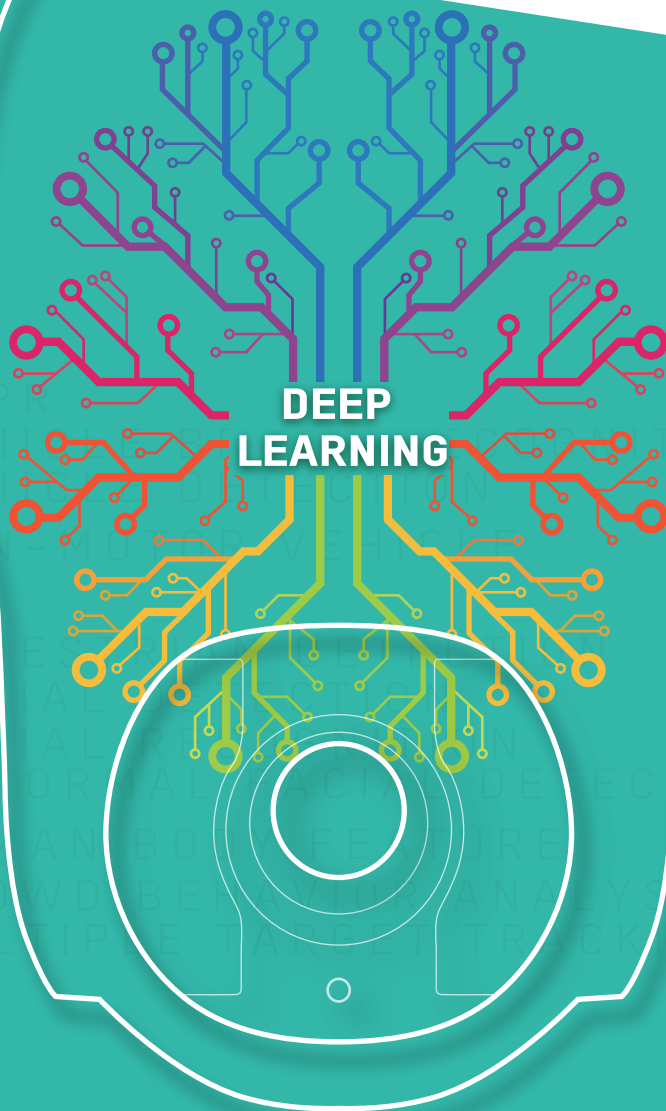
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