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International

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Catastrophic events are changing the mass notification market

The voice of the security technology industry

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New device and network management software from Axis

Security events:

- New visitor record for Sicur
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Lennart Alexandrie, Publisher

Identity crisis for the security technology industry

In the mid-nineties, people involved in the security technology industry felt like they were working in a sector that was independent from what was happening in the rest of the business world. At the time most security technology manufacturers were entrepreneur led and the industry had its own mantra: "whatever happens in the world, the demands for security will always grow and we are the ones to satisfy these needs".

Now, different industry sectors are merging slowly together in the name of technology integration, internet of things and smart cities. Video surveillance, sensor technology, ID and access control can be used for so much more than security. Cameras offer process surveillance in the industry or heat mapping, cash point management in the retail sector to mention just a few areas. ID- and access control can also be used for several non-security tasks, like checking out how a location in an office building is occupied in order to optimise the use of available workplaces in real time.

With the development towards more integration between different technologies, the role of the security technology industry is very much to be a part of something bigger than just security related installations. At the same time, the priority for security has increased in both the governmental and the private sector, which creates a strong foundation for growth for a long time to come. So, there are no doubts that the growth will continue for a long time to come. But the identity of the security technology industry is about to change.

Over the last 20 years western security technology companies have become increasingly dependent on other industries, because they have been acquired and merged into diversified conglomerates. Leaders of the IP-video surveillance market were Axis (cameras) and Milestone Systems (VMS) – today they are both part of the Canon Group. On the analogue video surveillance market, Pelco was the market leader – now this American company is a part of Schneider

Electric. Add to this that giant companies like Tyco and Honeywell, own a number of important security technology companies and that Motorola recently acquired the Canadian video surveillance company Avigilon.

Finding a pure security technology company group with multi billions of dollars in yearly revenue is not easy. Assa Abloy, the global market leader within locks and access control is an exception.

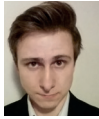
A security technology industry, which has become embedded in big diversified multinational companies, and a market striving towards integration and connectivity leads to another perspective on the business of security, especially as the features of today's security systems are increasingly about other functionalities than purely security.

The market becomes wider but also less defined. Security belongs to all verticals. It means a more diversified marketing stage for security technology companies. No wonder that they often are so well represented as exhibitors at events for the retail sector, transportation, building industry or futuristic events regarding smart cities and the Internet of Things. Security technology companies need to be where the customers are. And their customers are not necessarily only represented by security managers anymore.

This development is clearly affecting organisers of security exhibitions worldwide, as the security companies have to split their marketing budgets to accommodate different types of events. This is one reason why events like Ifsec and Security Essen are having difficulty in developing new growth. Competition from all kinds of events takes its toll.

Against this background one can say that security has become increasingly important and a vital part of all industry sectors – but also less its own business.

In this regard, the security technology industry is suffering from an identity crisis.



Thomas Schulz, Assa Abloy, HC Kim, Suprema, Ian Lowe, HID Global, Jim Dearing, IHS Markit and Adam Stroud, Paxton speak out about access control trends.

Access control – where is it heading?

Detektor has talked to some of the leading access control manufacturers to get an insight into their opinions about the following four subjects: the biggest trends, the technologies, cyber security and the future of the market.

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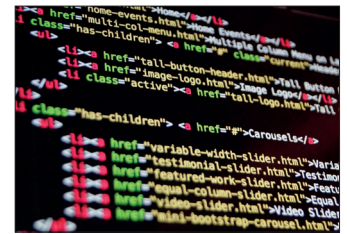
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Business News

Siemens focuses on smart tech for digitalised buildings.

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Security events

Two different security shows to be held in Scandinavia in the autumn.

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New visitor record for Sicur.

Spain's biggest security event, Sicur, took place from 20 to 23 February at Feria de Madrid, and was a great success. According to the organiser – Ifema – attracted the event 645 exhibitors and 43,732 visitors from 81 countries.

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Conquer the Dark

The H4 IR PTZ Camera



The Avigilon H4 IR PTZ camera line combines patented Avigilon self-learning video analytics, zoomable infrared (IR) technology, and precise pan-tilt-zoom capabilities to provide broad coverage and exceptional image quality in a range of lighting conditions and environments.

Powerful with up to 45x zoom lens and IR technology

Allows users to see up to 250 meters in complete darkness by illuminating the scene consistently across the field of view

Available in 1.3 MP and 2 MP resolutions

Enables exceptional quality and image detail

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IP66 environment resistance certified, with a built-in wiper

To help withstand challenging environmental conditions



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Dahua Launches Innovative HDCVI-PoC Technology

Innovating to better serve users, Dahua, a leading solution provider in the global video surveillance industry, has simplified the installation of HDCVI surveillance system with its Power over Coax (PoC) technology, which transmits both video, audio, control signal and electrical power over one single coaxial cable, eliminating the need for separate camera power supplies and minimizing operation costs.

HDCVI-PoC Product Line

Dahua has launched a whole package of new products based on PoC, including various types of HDCVI cameras: 2MP Starlight HDCVI-PoC IR Bullet Camera (DH-HAC-HFW2231R-Z-IRE6-POC), 2MP Starlight HDCVI-PoC IR Dome Camera (DH-HAC-HDBW2231R-Z-POC), 2MP/4MP HDCVI-PoC IR Bullet Cameras (DH-HAC-HFW1200S-POC & DH-HAC-HFW1400S-POC), 2MP/4MP HDCVI-PoC IR Eyeball Camera (DH-HAC-HDW1200EM-POC & DH-HAC-HDW1400EM-

POC); back-end recording devices (DHI-XVR5108H-4KL-8P & XVR5208/16AN-4KL-8/16P) and transmitters (DH-PFM811-C/DH-PFM811-4CH).

A star camera in the package, in the package, DH-HAC-HDBW2231R-Z-POC adopts 1/2.8" 2Mp STARVISTM CMOS image sensor and 2.7-13.5mm motorised lens. Boasting advanced technologies of Starlight, 120dB true WDR and 3DNR, it is able to capture vivid images in extreme low light or high contrast conditions. The PoC camera supports both PoC and DC12V power input. In order to further facilitate system deployment, this model is designed with a power output port which can supply power for a nearby device. Strong enough to withstand impact up to level IK10, It features an IP67 rating and certifications include CE, FCC and UL.

DH-HAC-HDBW2231R-Z-POC

Another stand out camera product is the DH-HAC-HFW1400S-POC. Equipped

with 2.8/3.6/6mm fixed lens, this camera supports high resolution of 4MP. It also features an IP67 rating and is certified by CE, FCC and UL. A similar model DH-HAC-HDW1400EM-POC is a long IR range (up to 50m) variation with basically all the traits of DH-HAC-HFW1400S-POC.



DH-HAC-HDBW2231R-Z-POC

DH-HAC-HFW1400S-POC

Dahua also delivers DHI-XVR5000-4KL-8P/16P, the 8/16 Channel 4K HDCVI PoC XVR. All channels of this recording device support PoC camera and HDCVI/AHD/TVI/CVBS/IP video inputs. Its PoC supplies 48W in total and 12W for each channel. It can do H.264+/H.264 dual-stream video compression

and smart search and boasts an intelligent video system transmitting signals of audio and alarm via coaxial cable.

Dedicated to serving customers and users better, Dahua keeps its high investment in R&D. The release of HDCVI-PoC products showcases that Dahua is fulfilling its mission, which is to enable a safer society and smarter living.



DH-HAC-HFW1400S-POC

**Product launch date may vary depending on country.*

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ePoE Series Products:

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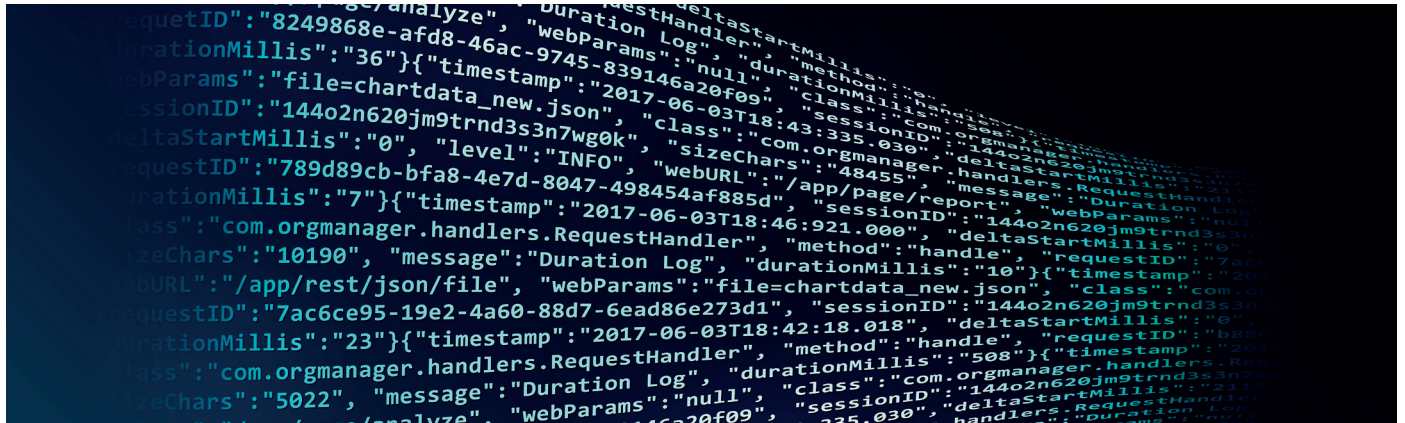


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James McHale, MD, Memoori Research:

Software is playing a major role in



Software packages that extend across the business include Video Management Software (VMS), Intelligent Video Software, Physical Identity Access Management (PIAM), Access Control Management Software, Physical Security Information Management (PSIM).

Software packages across the Physical Security industry are numerous covering many different functions; many overlapping each other causing confusion for end users and resulting in a fragmented business, writes James McHale, the Managing Director of Memoori Research.

There is a need to rationalise this business in order to meet the needs of clients, and fit into the World of the Internet of Things (IoT) and Artificial Intelligence (AI), ultimately delivering the high growth that is forecast.

TODAY

Whilst software has made a significant contribution to the growth of the Physical Security business over the last 10 years it is a relatively small part of the business accounting for no more than 10% of the total annual value, but growing its market share every year.

Software has been delivered through security hardware manufacturers for the most part and software companies that have specialised in the physical security business, unlike other Building Automation Services (BAS) where software companies external to the business have had a major influence on the business and shaping its future. However as our latest report shows this is changing as deep learning and video analytics is being introduced into initially the video surveillance industry with the major thrust coming through independent specialist software companies.

“... there are only a few commercial products with deep learning that are available today in the field of video surveillance.”

Software packages that extend across the business include Video Management Software (VMS), Intelligent Video Software, Physical Identity Access Management (PIAM), Access Control Management Software, Physical Security Information Management (PSIM), which is now often termed Converged Security and Information Management (CISM). In addition there are software platforms to integrate across all 3 branches of the physical security business and beyond into other BAS services.

Whilst almost all of these packages overlap one another, there are few suppliers that offer more than one service. There has been some rationalisation

over the last five years within these services and more importantly between them, particularly PIAM and Access Control Management and VMS and Intelligent Video through merger and acquisition and strategic alliance.

Physical Identity Access Management (PIAM) is a software product that can weld together Physical Access Management with Identity Management and makes the system much more secure, delivering many other valuable features. Now that IP is becoming standard in Access Control it's relatively simple to link these services together. Almost all Fortunes top 500 have installed PIAM systems. The key benefit from PIAM solutions is operational cost reduction that can be delivered through this platform, providing a bridge between the disparate systems, without stripping out and starting again.

However connectivity between PIAM and Physical Access Control in the mainstream market has been a relatively slow process but developments this year are moving this along. HID Global is one of the leading PIAM suppliers and acquired Mercury Security this year. This strategic acquisition will put them in a strong position to provide this service to the mainstream business.

Physical Security Information Management (PSIM) is a category of software that provides a platform and applications created by middleware developers, designed to integrate multiple unconnected security applications and devices and control them through one comprehensive user interface.

A decade ago, PSIM was the 'next big thing', but demand has been restricted to large complex sites, most in public ownership where safety is critical. Whilst the cost and complexity of installing a PSIM has improved it is still too high for most commercial buildings and for this reason PSIM will remain a niche offering. Given time the IoT will deliver a much more eloquent solution and a cheaper one. But the push to go for Smart Cities right across the globe could open up a window of opportunity for PSIM to extend its life.

However much of the security industry believe the principal of joining all the different services through a top-end software solution through bespoke software is proving to be fragile causing high maintenance and does not deliver all the intelligence that is available. Big Data and IoT could solve these problems, be a better proposition but its probably three years away from commercial acceptance.

the growth of physical security



Analytics in general is becoming an important driver and deep learning will add more momentum to its importance, states James McHale in this article.

TOMORROW

In the last two years we have witnessed some significant changes in the structure and product performance of the physical security software business and much of this has come through merger and acquisition. In particular PIAM, Access Control Software and VMS have been in the top five places when benchmarked on number of acquisitions and this year five deals involved the acquisition of Artificial Intelligence Software companies.

While deep learning is rapidly becoming the new star of video analytics actual commercial implementations are rare and there are only a few commercial products with deep learning that are available today in the field of video surveillance.

Machine learning encompasses a range of algorithms to enable a trend or pattern recognition over time. It can be supervised, i.e. with expert training, or unsupervised, with no inputs from humans. Deep learning is a subset of machine learning and has applications in today's world, from speech recognition to image recognition to even biomedical informatics. In general, one can think of it as a cascade, many layers of nonlinear processing units for feature extraction and transformation. Each successive layer, uses the output from the previous layer as input. Deep learning when perfected should be much more accurate tool than traditional video analytics.

Neural networks are loosely designed based on the biology of our brain. It tries to simulate how humans think. All the interconnects between the neurons, where the neurons can connect to any other neurons within a certain physical distance. So artificial neural networks have several layers of connections and directions of data propagations. Their applications include pattern analysis, classification etc. which are all based on the learning of multiple layers of features or representations of data. The higher level features are divided from the lower layer features to form hierarchical representations.

Nvidia and Neurala are relatively new start chip manufacturers developing deep neural network frameworks designed for use in low-power GPU's. Their aim was to give devices like drones, security cameras, and consumer electronics some decision-making capabilities previously unavailable in these categories due to size, cost, or power restraints.

Motorola is among Neurala's investors and has invested an undisclosed sum in Neurala's \$14M Series A as part of the partnership between the two companies. Motorola's Si500 Advanced Bodycam was designed to take advantage of AI/DNN technologies, enabling Neurala's software to run within their bodycam.

“Various predictions forecasts that the volume of data captured by IoT connected devices will grow nearly six-fold and top over 2,000 exabytes (2.0 zettabytes) in 2021.”

While Neurala also offers edge-based analytics capabilities for object classification, a number of manufacturers such as Avigilon, Axis Communications, Hanwha, Hikvision, and others, have already begun releasing products with edge-based analytics, making Neurala's offering in this regard of lower interest for the surveillance market.

The analytics market today is processed in the cloud but it will move to the edge of the network as advances in compute capabilities and lower cost of communications hardware make it cost effective to apply analytics closer to where data is generated or collected. Various predictions forecasts that the volume of data captured by IoT connected devices will grow nearly six-fold and top over 2,000 exabytes (2.0 zettabytes) in 2021.

Having previously had its fingers burned, the security industry in general is a little skeptical that new deep learning products are as practical and robust as manufacturers say they are. However analytics in general is becoming an important driver and deep learning will add more momentum to its importance.

James McHale,
Managing Director, Memoori Research

***Note:** This article is based on *The Physical Security Business 2017 – 2022* which is available to buy for only \$1,500 USD for a single user license through www.armedia.se*

Catastrophic events are changing the mass notification market

London, UK

Mass-notification system (MNS) software used in emergency communication, the primary segment used during a catastrophic event, is expected to grow in the Americas at a compound annual growth rate (CAGR) of 6.8 percent from 2017 to 2021, reaching \$293.1 million in 2021.

According to the latest insight from Robert Brooks, analyst, security and building technologies at IHS Markit, due to heightened terrorist activity in Europe, and with US-based multinational companies moving to Western Europe, the MNS software emergency communication market in EMEA is expected to grow at a CAGR of 11.4 percent from 2017 to 2021, reaching \$41.6 million in 2021.

Less need for MNS software in Europe

In the Americas, hurricanes, tornadoes and earthquakes are occurring more frequently, so unimpeded mass communication during these events is critical. MNS software is often employed so companies can communicate with their employees, federal agencies, university students and the general public. More channels of communication available in these types of events, means more people can reach safety faster and more lives can be saved.

In Western Europe, the second-largest market for MNS software, weather-related incidents occur less often, so the need for MNS software is lower than in the Americas. While individual

countries might deal with specific weather threats – like blizzards and freezes in Sweden and flooding in the UK – in 2017 the United States alone experienced four major hurricanes.

New US standard will boost MNS software sales

The Federal Risk and Authorization Management Program (FedRAMP) is a US government programme providing a new standardised approach to security assessment, authorisation and continuous monitoring for cloud products and services. The IHS Markit research suggests that while this certification is not mandated by law, it will certainly affect how software-as-a-service (SaaS) and cloud vendors perform business with federal government agencies — increasing MNS software sales by the federal government, because nearly all vendors in this industry will switch to cloud-based solutions.

Once a company is certified by FedRAMP, additional measures to buy or maintain vendors' solutions is required. This cost savings will appeal to many government agencies as they look at the total cost to own a system.



In Western Europe, the second-largest market for MNS software, weather-related incidents occur less often, so the need for MNS software is lower than in the Americas.

Local laws influence the local European markets

Western European governments will continue to use on-premises or hybrid solutions, because they are constrained by local laws and regulations surrounding the use of personal information and privacy. A majority of cloud-based MNS software market leaders are located in the US, which creates additional lag time for cloud systems to be purchased in European countries.

User-friendly interfaces needed

There is an obvious and growing need for more user-friendly system interfaces. For example, during a regulated standard test of Hawaii's emergency missile warning system in January 2018, an employee selected the option to send out a full missile-defense alert, instead of choosing the test-cycle option. While this is a dramatic example of human error, there is a continuing need to improve the user interfaces of these systems to avoid unnecessary public panic in the future.

Terrorism increases the demand for MNS Software

Increasing acts of terrorism across

Western Europe and North Africa over the past two years have forced central governments to investigate new and innovative ways to keep the general public safe. While most investment goes toward security cameras, access control, security doors and tough perimeter security, some governments will also choose to buy MNS software to facilitate communication between first responders and security teams.

Privacy issues differ in Europe

Privacy issues also need to be addressed on a country-by-country basis, including the location of servers hosting cloud-based platforms. In Germany for example, MNS software providers must comply with the "German work first" rule. This rule was implemented by the German government, because it did not want any German citizen's information to be contained outside the country. Each country in the European market has different rules about hosted systems, which adds another layer of complexity to selling cloud-based systems in Europe.

Aircraft fire protection market to grow to 1,1571.7 million USD by 2022

Northbrook, IL (USA)

According to a new research report on the aircraft fire protection systems market from MarketsandMarkets this sector is projected to grow from an estimated USD 911.6 million in 2017 to USD 1,157.7 million by 2022, at a CAGR of 4.90% between 2017 and 2022.

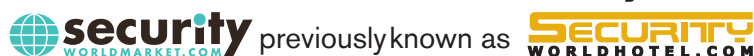
Increasing demand for aircraft, modernisation of the existing aircraft, and the replacement of old aircraft with new aircraft which are more fuel efficient and lighter in weight are the few major factors driving the aircraft fire protection systems market.



The market for aircraft fire protection systems is estimated to 911,6 million dollars in 2017.



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Bank Rolls Out Secure Access by Smartphone

Caisse d'épargne ile-de-France wins the BPCE "Make it simple" Award with STid MOBILE ID®!

The "Mobile Pass Badge Virtuel 3.0" project integrating STid Mobile ID®, STid's user-friendly high-security access control solution, has received a "Make it Simple" award from the BPCE Banking Group.

STid Mobile ID® is a solution developed by STid, pioneering leader in the design of secure solutions. It has reinvented access control by integrating the functions of a secure access card within a smartphone. This user-friendly solution has considerably improved the life of the 5,000 employees and visitors at Caisse d'Épargne Ile-de-France. They can now use their smartphone for all company applications, including building access, printing management and food services payments.

"We needed an innovative,

practical and user-friendly access control system. STid Mobile ID® is used for building security, to manage the flow of thousands of staff and integrate all our applications into a single system," explains Guillaume MARTIN, Project Manager for the Caisse d'Épargne Ile-de-France Security Department.

Security has also been simplified and improved, facilitating the management of different branches without keys or physical RFID cards. STid Mobile ID® prevents the fraudulent use of data stored in the application through strong

dual authentication with the reader and data encryption mechanisms that establish a single-use, hidden exchange.

The CEIDE, systems integrator Synchronic and STid worked together to quickly roll out the smart solution with "test" installations of hundreds of compact Architect® One Blue readers. By 2019, this solution will be rolled out definitively to all bank sites, including its head office in the 13th arrondissement of Paris and its 455 bank branches. "Innovation is in our DNA and the large-scale roll-out of over 1500 card readers with centralized management gave us extra motivation to ensure this project was a complete success," explained Yves CLOUSIER, Director of Technology and Sales at Synchronic.

According to Vincent DU-PART, CEO of STid, this new project is the result of the increasing use of smartphones, including in more regulated environments, such as banking, which require higher levels of security. "STid Mobile ID® leverages on the benefits of smartphones to create a unique user experience based on intuitive identification methods that do not compromise user safety. Taking part in the "Make it Simple" contest organised by the BPCE Group and winning this award has helped improve the visibility of digital access cards on the market. We are convinced that smartphones will simplify identification and significantly improve employee compliance with corporate security policies!"



STid
Electronic Identification



MY RULE? TRUST WHAT SETS YOU FREE. FOR MY ACCESS CONTROL READERS? SAME.



Security Meetings
Trophées de la sécurité
Exoprotection
ISC West
APS

STid is the leading French manufacturer of instinctive, contactless security technology—serving the world's most competitive businesses. There's no higher level of security available to protect your most valuable assets: your people, property and data. Everything we create makes life easy for your users. And our open technologies free you to adopt any future solutions you choose.

STid. Lock Down Peace of Mind.

www.stid-security.com

STid
Electronic Identification

BUSINESS PEOPLE



Daniel Vázquez, newly appointed to the KBC Americas team.

Solutions architect strengthens KBC

Aliso Viejo, Ca (USA)

KBC Networks, manufacturer of transmission equipment for industrial security and networking solutions, has appointed Daniel Vázquez as their Solutions Architect for the Latin American and Caribbean markets.

Daniel is based in Guadalajara, Mexico and joins the KBC team to expand the company's local presence and demonstrate KBC's commitment to meeting the needs of customers while continuing to provide quality, innovative products to the marketplace.

Daniel holds degrees in computer science and electrical engineering and brings 13 years of technical sales and support experience to the KBC team. He brings direct experience with key distributors, integrators and manufacturers throughout the Latin American markets.

Luis Angulo, KBC's Chief Commercial Officer commented: "We are pleased to have Daniel on our team; building and maintaining long-term channel partnerships and managing our growing solutions portfolio are some of his key roles. Daniel's experience providing technology solutions in the telecommunications and security industries will assist him in providing world-class support to our KBC customers."

Securitas makes acquisitions on both sides of the Atlantic

Stockholm, Sweden

Securitas has announced two new acquisitions, one either side of the Atlantic, the first being the division Kratos Public Safety and Security from Kratos Defense & Security Solutions, Inc. in the States, and the other, Alpatron Security Systems, further strengthening the company's technology capabilities in the Netherlands. These transactions mean that Securitas has now already made five acquisitions before the completion of the first quarter of 2018.

In the case of Kratos Public Safety and Security or KPSS, the purchase price is cited as being approximately MSEK 550 (MUSD 69) on a cash and debt-free basis. The acquisition is expected to be neutral to Securitas earnings per share in 2018 and 2019, and accretive as of 2020.

KPSS is ranked as a top 10 system integrator in the United States. The operation has annual sales of approximately MSEK 1 100 (MUSD 135) and includes 400 employees. The primary focus is electronic security projects for commercial customers with special expertise in transportation, petrochemical, healthcare, and education vertical markets. The business provides design, engineering, installation and service of advanced integrated security technology and systems. KPSS has a wide breadth of capabilities including access, video, intrusion, and fire solutions supported by on-going maintenance, inspections, and monitoring services.

KPSS, which is to be combined with Securitas Electronic Security, Inc., aligns well with Securitas Elec-

tronic Security's current operations and strategic focus. The acquisition will expand Securitas' electronic security platform in the United States by strengthening field operation capabilities and adding local branch infrastructure with highly skilled employees. It supports Securitas' strategy of providing protective services across the entire Securitas North American customer base, and brings increased value to our customers.

"This acquisition supports Securitas' global strategy and strengthens our position as the global knowledge leader in protective services," says Alf Göransson, President and CEO Securitas AB.

"The market dynamics in the United States are strong and Securitas is growing faster than the US security market. The marketplace is rewarding Securitas' focus on offering a complete range of protective services that includes on-site, mobile and remote guarding, electronic security, fire and safety, and corporate risk management. This acquisition will further strengthen our position as the leader in protective services in the United States,"



Securitas President and CEO Alf Göransson.

says Santiago Galaz, Divisional President Securitas Security Services North America.

Closing of the acquisition is subject to regulatory approval, and is expected during second quarter of 2018, from which point it will be consolidated in Securitas.

As for the acquisition in the Netherlands the enterprise value is estimated at MSEK 120 (MEUR 12.3). Alpatron Security Systems offers video solutions, access control systems and security management systems to industrial, public, aviation, construction and real estate customers. The company, with 48 employees and country-wide operations, has annual sales of approximately MSEK 102 (MEUR 10.4). The acquisition of Alpatron Security Systems makes Securitas the market leader within security solutions and electronic security in the Netherlands. The acquisition has already been consolidated in Securitas as of March 1, 2018.

Hikvision opens new office in Prague

Hoofddorp, the Netherlands

Hikvision has opened a new Czech branch office in Prague's 4th district, BETA Building, Vyskočilova 1481/4.

With the new office, Hikvision aims to strengthen its services to all partners in and around the Czech Republic. To this end, the new branch office houses training and showroom facilities focusing on both products and vertical solutions as well as the Czech-speaking after

sales department. These will give improved opportunities for training and trying out various products.

Liz Wang, Area Sales Manager at Hikvision Europe, says: "We are very excited about the new branch office. We value our distribution partners in the Central Eastern markets very much and want to strengthen the relationships we have developed with them. The new office will allow us to better



support both them and the security system integrators and installers on the ground".

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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Colin Harding.

Cathexis appoints new EU business development manager

Derby, UK

Following on from a very successful 2017 Cathexis EU has appointed a new Business Development Manager, Colin Harding.

Colin has a substantial background in CCTV and allied technologies having worked both in the UK and abroad for a number of years. With an excellent technical background Colin will bolster the sales ranks of Cathexis EU ensuring they continue to offer the very best solutions and support for their growing client base.

Colin said "I see the Cathexis as a great opportunity, they have a fantastic solution matched with a great team, offering a very personal and flexible service. I am excited and ready to get out there and spread the word on what I see as the best kept secret in the industry."

Mark said "Cathexis prides itself in supporting our clients with quality well thought out solutions. We expect all our sales staff to be competent in answering the most complex of questions with regards the client's desired outcomes. Colin, with a solid technical background and wealth of industry experience, will fit very nicely into our team. We welcome him to the Cathexis family and wish him a long and successful stay."

Dahua opens innovative IoT industrial park

Hangzhou, China

In order to grasp the current manufacturing trends and seize the zeitgeist of Industry 4.0, a new smart IoT industrial park in Hangzhou has been put to use in June, 2017 by Dahua Technology, a leading solution provider in the global video surveillance industry.

The **Dahua Smart (IoT) Industrial Park** occupies in total 512 acres in the Fuyang district of Hangzhou, about 20 minutes' drive from Dahua's headquarters, and is designed to host 6000 staff (by 2017, 4500 people have been working/living in the 262 acres of phase one area).

The automatic production solution based on integrated information system not only grants a higher productivity that significantly shortens the delivery cycle time for Dahua customers, but also a greater flexibility to specialised requests and ever-changing reality.

Enormous production capability

The employment of software such as ERP, PLM, PDM, MES, APS and WMS helps to achieve information integration, which, combined with industrial cameras, RFID sensory technologies and automation technologies, can integrate personnel, logistics, works, engineering projects and finance from respective sections of production (preparation, assembly, testing, packaging, inspection, shipment), rendering the whole process visible, traceable and digital.

The surface mount equipment alone illustrates the incredible efficiency of the whole production system. The high-end devices (including mounter, printer, automated optical inspection equip-

ment, Ersu reflow soldering tools, etc) provided by ASM (originally Siemens) achieve a speed among the fastest in the world. According to IPC standard, X4iS, the latest high-speed mounter can process 125,000 components per hour, or 35 per second. The X35 multifunctional mounter can place 54000 components per hour, or 15 per second. A production line in the X series can enhance productivity by 2.7 times while reducing the consumption of energy by 52%, compared to the original production line in the D series under the same conditions.

Latest technology

The faster speed also applies to the development of new molding, as the Dahua smart industrial park provides great benefit of internal synergy, allowing the end-to-end vertical supply chain with marketing, R&D and manufacturing efficiently integrated. The advanced organising system is supported

by top notch equipment, such as the Makino high-speed graphite processing machine, GF CNC, GF WEDM-LS machine, Hexagon 3D Nikon projectors and electronic displays. With a processing accuracy of ± 0.002 to ± 0.005 MM, while also supporting CAD / CAM / CAE collaborative development and simultaneous manufacturing, these machines enable Dahua to develop new mechanical molding in as short as 7 days.

Only in phase one

By far, this development system has already produced high precision moldings for Lechange Robots, monitoring cameras in the TP1-TC6 series, G20 intelligent head-gear, smoke alarms for fire detectors, etc., all of which demonstrate the effectiveness of the system in shortening the development cycle and maintaining a competitive edge with new products.

There is still great potential to this new smart industrial park. It is literally only in its phase one. And in the future phase, it is expected to be more intelligent, to realise client-centered flexible production and to enable a safer society and smarter living.



Allegion acquires door manufacturer

Dublin, Ireland and Everett, Wa (USA)

Allegion plc, a global security products and solutions provider, has agreed to acquire Aurora Systems, Inc. (AD Systems) through one of its subsidiaries. The transaction is expected to close in the first quarter of 2018, subject to customary closing conditions.

AD Systems – founded in 2013 – designs and manufactures interior and storefront door systems, specialising in sliding and acoustic solutions. AD Systems' portfolio includes sliding and swinging doors, perimeter frames, door hardware, gasketing, seals and

sidelite panels under its Examslide, Officeslide and Insetslide product brands. The company is based in Everett, Wa (USA).

AD Systems generated approximately \$18 million in net sales in 2017. Terms of the transaction were not disclosed.

Optex integrates with Genetec surveillance module

Maidenhead, Berkshire (UK) & Montreal, Canada

Innovative laser scanning technology from Optex, can now be integrated with the Genetec Restricted Security Area (RSA) Surveillance module, and is designed to deliver a new era in security and detection in outdoor and indoor environments for airports and other critical infrastructure sites.

Via the RSA Surveillance module, the Optex award-winning *Redscan* laser sensors can now send real-time events and alarm data to the Genetec unified security platform, Security Center, alerting control room operators to any intrusion in the surveillance area. Intrusions can be tracked on site maps to enable operators to respond to threats even more quickly and accurately.

The Redscan laser sensors provide highly customisable virtual walls and ceilings which can be used to protect a perimeter line, but also specific areas. In the case of an airport, this might include

entrances to hangars, gates and other restricted areas including baggage halls.

The virtual ceiling or panes can protect rooftops and open areas (to create 'sterile zones'), as well as being able to detect objects thrown over partition walls between secured and non-secured areas, such as passports and contraband.

Perfect for airports

Optex Redscan is offered as an extremely reliable system, whatever the internal lighting or external weather conditions. The target object can be defined by its size and the speed it is moving; when

used in outdoor applications, it can ignore most wildlife such as rabbits, birds, and rodents.

"We are pleased to welcome Optex as a partner," says *Georges Tannous*, Director of Strategic Alliances at Genetec. "The technology and detection precision provided by their Lidar devices can help benefit airport, mass transit and critical infrastructure customers."

These sentiments were echoed by *Ryosuke Miwa*, Senior General Manager of Global Security Division from Optex Japan. "We are delighted with the integration of our laser detection sensor within the Genetec RSA Surveillance module. Intrusion detection along the perimeter, or a controlled area inside a building, can play a critical role in an overall security solution, especially for airports and other high security sites that Genetec software is often specified for. The



This new integration means that Intrusions can be tracked on site maps to enable operators to respond to threats even more quickly and accurately.

integration adds another layer of awareness and control to the system's operator."

Licence required

To add a Redscan laser on a Genetec RSA Surveillance module, a device licence will be required. It will be supported on any Security Center Pro or Enterprise version 5.6 SR1 and later releases.

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Flir achieves highest annual revenue in company history

Wilsonville, Or (USA)

Flir Systems, Inc. has announced its financial results for the full year ended December 31, 2017. The revenue was \$1,800.4 million, up 8% compared to \$1,662.2 million for the year ended December 31, 2016. Organic revenue growth was 2% with prior year acquisitions

contributing approximately 6% of revenue growth in 2017.

The revenue from the Surveillance segment was \$545.8 million, an increase of 2% over last year. The Instruments segment contributed \$357.8 million of revenue during 2017, up 6% over 2016. The

Security segment recorded revenue of \$231.5 million in 2017, down 4% from the prior year. Flir's OEM & Emerging Markets segment had \$347.2 million of revenue, an increase of 42% over the prior year, which was driven by the addition of the Integrated Imaging Solutions

line of business acquired late in the fourth quarter of 2016. Revenue from the Maritime segment was \$189.7 million in 2017, which was 2% higher than the prior year. The Detection segment contributed \$128.5 million of revenue, an increase of 4% over the prior year.

Panasonic looks to sell Chinese camera factory

Tokyo, Japan

Latest reports suggest that **Panasonic** is looking to sell its security camera manufacturing business in Southeast China for over 50 billion Yen (approx. 470 million USD).

Information cited by Nikkei says that with 40 per cent of the market share, Panasonic appears to control its home market, but the company's global share is very small in comparison with its Chinese rivals that dominate internationally. Hence the cost cutting exercise which

may result in Panasonic procuring its cameras from other sources, which may include the buyer of the factory that is the subject of the potential sale.

The Nikkei report also said that Panasonic Group's security camera operation is positioned within an internal company dedicated to corporate systems. Their report suggests that Panasonic is planning to raise that company's operating margin by shifting from hardware

to software, such as facial recognition technology.

The report states that the Japanese manufacturer has already contacted investment funds and other potential buyers and speculates that candidates for the purchase may include U.S. equity fund Carlyle Group and British funds Permira and CVC Capital Partners.

Reuters says that Carlyle and CVC were unavailable for comment and that Permira did not want to

comment. Reuters also confirmed, that after contacting a spokesperson from Panasonic they were able to report that "the firm was considering various options to strengthen its security systems business, but that nothing has been decided."

Both agencies suggest that Panasonic wants to close first-round bidding on the sale in early April, but that any discussions could be terminated if the company's target price is not met.



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Siemens focuses on smart tech for digitalised buildings

Dubai, U.A.E

In January, at Intersec 2018 in Dubai, Siemens concentrated on how buildings can be designed, operated and controlled digitally to boost safety, security, comfort and energy efficiency.

Buildings account for some 40 percent of global energy usage, and with people spending around 90 percent of their lives in buildings Siemens brings to the market a full range of total building solutions, digital tools and data analytics for intelligent infrastructure.

Focus on fire security

With a focus on fire safety and security at Intersec 2018, Siemens was showing a suite of products, systems and solutions for the protection of people, property and assets including Cerberus Pro, a fire safety system for fire detection, alarm signaling and control and Sinorix, an intelligent extinguishing solution. Also on display was the Cerberus DMS for customisable danger management, and Cerberus Modular for fire detection and communication,

able to broadcast life-saving messages and automatically perform emergency operations such as fire door closure and elevator capture. Siemens was also showing the new FC360, a fire safety system - a part of Cerberus FIT and developed specifically for use in smaller buildings and facilities.

"Middle Eastern cities are becoming increasingly smarter, and it's crucial that we are able to capture and analyse the data they produce to boost fire safety, security and energy efficiency," said Markus Strohmeier, Senior Executive Vice President, Building Technologies, Siemens Middle East. "Through digitalisation we are developing intelligent infrastructure as an integral part of our future cities, optimising the performance of our buildings, transport and energy systems and

creating perfect places for us to live and work."

New approach to PSIM

The company's Siveillance Viewpoint and Access Control were also on show, taking a new approach to Physical Security Information Management (PSIM). The solution merges danger management and command and control functions for fully georeferenced system intelligence, advanced alarm correlation and workflows and interactive visualisation.

Integrating and coordinating building functions is Desigo CC, a digital building management platform which consolidates a wide range of disciplines including heating, ventilation and air conditioning to security, fire safety, lighting and energy management, into a single user interface.

Energy analytics platform

The company's cloud-based energy and sustainability analytics platform Navigator was also



Siemens targets the Middle East with digitalised buildings.

demonstrated at Intersec 2018, with a customisable suite of applications to effectively manage a building's system performance, energy supply and demand. Providing transparency, Navigator uses a central platform which is able to maintain total control over a single building, campus or an entire portfolio.

Siemens is a leader in digital buildings in the Middle East, with key landmarks using the company's technology including Abu Dhabi's Sheikh Zayed Grand Mosque, Dubai's Atlantis Hotel and 3D-printed Office of the Future, and the recently-launched Dubai Opera.

Cemtrex acquires stake in Vicon Industries

Farmingdale, NY (USA)

Cemtrex Inc. a global diversified industrial and manufacturing company, has entered into an agreement to acquire ownership of approximately 46% of the outstanding common stock of Vicon Industries Inc., a New York based leading provider of mission critical security and video surveillance systems.

Cemtrex's CEO and Chairman, *Saagar Govil*, commented, "This transaction represents a strategic investment for the company as we continue to expand our operations

into long term growth markets. Vicon is a strong brand in the security and surveillance market, with a great new product, Valerus, in an expanding market that is ripe for continued innovation. We are looking forward to leading Vicon to long term success."

Since 1967, Vicon has been a leading manufacturer of mission-critical security surveillance systems. Vicon is focused on providing solutions that are engineered not just for performance and features, but for simplicity

in deployment, operation and maintenance. Vicon's mission is to serve as a valued security technology partner to their customers by reducing security solution complexity, ensuring a superior experience.

According to Marketsandmarkets, the video surveillance market was valued at USD 30.37 Billion in 2016 and is projected to reach USD 75.64 Billion by 2022, at a CAGR of 15.4% between 2017 and 2022. The market is segmented on the basis

of ecosystem (cameras, monitors, storage and software), application areas and geographical regions. The rising security concerns, along with the need for highly efficient, time-saving surveillance systems at affordable costs, is one of the pressing matters to be looked upon in the industry. The effort to deliver such solutions, along with the growing application across various verticals, is acting as one of the major drivers for the video surveillance industry.



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Johnson Controls acquires Smartvue

Milwaukee, WI (USA)

Johnson Controls has acquired **Smartvue**, a leading IoT and video provider which empowers cloud video surveillance and IoT video services. The addition of the Smartvue cloud-based video platform will enhance Johnson Controls' offering of an end-to-end, smart cloud based solution that can provide superior business data and intelligence to customers and added value to partners.

Nashville-based Smartvue's global video surveillance and IoT video cloud platform is supported

today in 140 countries and serves customers such as telcos, cable companies, security firms, storage providers, device manufacturers, and other organisations. The platform supports IoT technologies that enable secure video in almost any device to connect with a robust global cloud, accessed through an intuitive interface. Smartvue boasts an industry defining intellectual property portfolio, including more than 800 granted utility patent claims from its nearly 20-year history.

"The addition of Smartvue's open API cloud architecture to the Johnson Controls portfolio bolsters our ability to provide scalable video as a service in a highly cost effective, fast and secure way," said *David Grinstead*, vice president and general manager, Security Products, Building Technologies & Solutions, Johnson Controls. "This acquisition will only strengthen our potential to more fully harness the power of cloud-based video and provide opportunities for our partners

to derive new revenue streams as the industry's adoption of cloud increases."

"Smartvue is a trusted name that has made buildings and homes secure, infrastructure more effective, and cities smarter for more than 20 years," said *Martin Renkis*, Founder and CEO of Smartvue Corporation. "Integrating our technology and innovation with Johnson Control's leadership and global reach will deliver exponential new value to the IoT and security industries."

EET Europarts acquires UK security distributor

Gerrards Cross, Buckinghamshire (UK)

EET Europarts is acquiring Pro-Vision Distribution Ltd. distributor of CCTV and access control equipment in the UK.

Provision is an authorised distributor for over 60 brands from manufacturers that are highly respected throughout the industry.

"I am very excited to announce the acquisition of Pro-Vision, the company has an excellent reputation in the CCTV and Security market place with vendors such as Bosch, Pelco, Panasonic, Idis and Hanwha Samsung" says *Simon*

Smith, Managing Director at EET Europarts in the UK.

With the acquisition, EET Europarts will take over a team of over 20 dedicated and experienced employees from Pro-Vision.

Commenting on the acquisition *Peter Ford*, Managing Director at Pro-Vision said: "since 2005 when *Brian Munday* and I started the company we have endeav-



Bo Ørbjerg, Business Line Director, Surveillance & Security at EET Group.

oured to grow the business in a professional manner with a level of service that complemented the world class manufacturers we represent. We look forward to bringing to EET Europarts our market knowledge, experience and sales skills. We will, of course, keep the same partnership relationships with our suppliers and I feel confident that jointly, we are ready to gain significant market

share going forward as an integral part of an ambitious and successful company".

"With the acquisition of Pro-Vision we strengthen our position within the surveillance & security area significantly. We will now be able to provide our customers with an even better product portfolio and achieve our ambition of being the preferred distribution partner in Europe," says *Bo Ørbjerg*, Business Line Director, Surveillance & Security at EET Group.

Konica Minolta commits to spend 3 million Euros with Mobotix

Langmeil, Germany

Following the recent news of an agreement that **Konica Minolta** will allocate an initial amount of 1.5 million Euros in Mobotix's technology development, the company has now confirmed plans to purchase a minimum of 3 million Euros worth of Mobotix products during its fiscal year 2018/19, starting April 2018.

"Mobotix provides several unique digital IP video technologies that are critical in the creation

of innovative solutions for areas such as smart cities, healthcare and process optimisation," says *Yoshiki Fukai*, General Manager, Konica Minolta, Inc. "Our purchase of a significant volume of Mobotix products will be used to fulfil major Konica Minolta projects across the globe during 2018."

The purchase agreement is part of an ongoing partnership between Konica Minolta and Mobotix that includes deployment of Mobotix

cameras for Konica Minolta global accounts. Konica Minolta has also appointed a large inside-sales teams to focus on promoting the use of Mobotix technology through end-customers and channel partners.

Thomas Lausten, Chief Executive Officer of Mobotix said: "This significant purchase agreement by Konica Minolta highlights the strength of our ongoing relationship and will help deliver state-



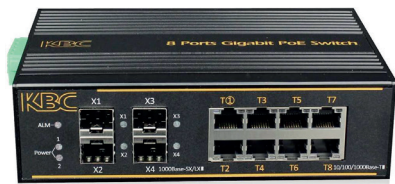
Thomas Lausten, Chief Executive Officer of Mobotix.

of-the-art solutions to customers within a growing number of business sectors."

Konica Minolta became a strategic investor in Mobotix in 2016 with the stated aim of helping Mobotix to improve its leading camera technology through innovations such as new high-resolution imaging sensors and high-grade lenses.

KBC releases new line of PoE switches

London, UK



KBC Networks has expanded its industrial Ethernet switch range with a series of Power over Ethernet (PoE) switches.

With the PoE data ports on the switch supplying power directly to the attached networked device, the new additions to the KBC IP transmission range make new installations and system additions faster, easier and more flexible. The new hardened units are designed for a wide range of industrial, non-conditioned and outdoor applications with extended operating temperature ranges.

Depending on the model selected, the switches are either IEEE 802.3af or, the higher powered, IEEE 802.3at compliant, which is suitable for most PTZ cameras. Some models even have PoE++ ports.

These new switches are video optimised for high resolution 4K video, managing high traffic jumbo frames. In CCTV mode, these switches support 250m cable runs with PoE.

Luis Angulo, CCO of KBC Networks EMEA commented on the new product range, "Our new PoE switches will provide customers with the additional features and flexibility needed for added security and peace of mind, but at a price point that can even be used in commercial applications."

The available switch types include a range of fixed RJ45, SFP and combo ports (10/100 and Gigabit) which are MDI/MDIX compliant for automatic configuration. For greater system reliability and straightforward maintenance, the switches feature dual redundant power inputs as well as power failure alarm outputs and ring topology. The units have operating temperature ranges of between -40 and +75°C and no fans or forced-air cooling required. 

Vicon releases VAX access control version 2.9

Hauppauge, NY (USA)

Vicon Industries Inc has released VAX 2.9, the latest update to its powerful and versatile IP access control solution, VAX Access Control. The system provides centralised monitoring and management of access to doors, elevators and other protected spaces located throughout facilities of any size, including multi-site installations. A web-based interface with responsive design provides users with complete and secure control from PCs, laptops, tablets and smartphones.

New to version 2.9 is the ability to create custom map-based interfaces that display physical placement of VAX devices, through which users can immediately call up associated data and video. Map images can be imported as PNG, GIF or JPEG files, and then populated with icons representing doors, elevators, inputs, outputs and cameras. Clicking on an icon provides real-time status of the device (i.e., door open) and other information, such as related live and recorded video (if integrated with a VMS solution) and reporting of activity at that location over a specified period of time. VAX supports an unlimited number of maps, and maps can be linked to provide intuitive navigation between

rooms or buildings using the arrow keys. Monitoring the system via the map interface provides the simplest and most natural way for users to engage with the system.

Additionally, VAX 2.9 has a User Time Tracking Report that provides a summary of total hours that specific individuals spent within a defined area. This tool is useful for identifying anomalies in employee behaviour and can help identify employees or work areas that should be subjected to more comprehensive monitoring.

Seamless integration with Vicon's VMS solutions, both Valerus 1.2 and Viconnet 8.0 or later is also supported. These integrations are free and simple to activate. Vicon customers using earlier versions of VAX should immediately upgrade to version 2.9, which is available for download from Vicon's website. Integration is also available for Milestone, Exacq and Digital Watchdog VMS systems.

"We're confident that our customers will find that the new features of Vicon's VAX 2.9 further enhance the simplicity of their user experience and will help them to use the system even more effectively," explained Bret McGowan, Vicon's Senior V.P. of Sales and Marketing.



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Hikcentral VMS streamlines surveillance management

Hoofddorp, The Netherlands

Hikvision has released Hikcentral, the company's latest video surveillance management system (VMS). It provides a raft of robust and scalable video surveillance solutions for all types of application scenarios and is easy to use for seamless management of multiple devices.

Hikcentral gives users a number of operational functions, including live view and playback management, smart video search and alarm management. With two options to choose from – a server-based solution and a software solution – Hikcentral can be adapted to fit any need or infrastructure.

To give users the maximum flexibility to connect to their surveillance data, Hikcentral can be used by three clients. A control client is most comprehensive, making it ideal for daily opera-

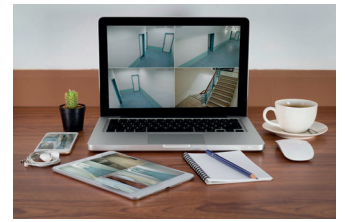
tion; a web client is designed to give access through other devices; and a mobile client delivers live remote access anywhere. This means that users can always stay updated.

Features like pre-loaded software and pre-activated license means that the system can be set up very quickly. In fact, the lightweight installation package reduces the installation time to minutes. After that, one-step configuration automatically detects devices, synchronises camera names and recording schedules

from devices.

Hikcentral is a unified platform that has been designed to blend video surveillance, ALPR, POS and 3rd party system integration within one solution.

The system is designed with a high level of scalability and can scale up to a centralised management application – in HQ for example – and can in turn scale down to regional or branch level. This is made possible using RSM servers. With both single-spot and multi-spot storage backup, using RAID and hybrid SAN, the system has a large amount of contingency. It is also integrated with technology from high availability solution provider, Rose Replicator Plus, to give the solution a high level of reliability. These work to give users peace of mind in times of crisis.



Hikcentral provides a raft of robust and scalable video surveillance solutions for all types of application scenarios.

Replacing Hikvision's iVMS 5200, Hikcentral has been designed as an effective management tool for all kinds of applications in multiple industries, supporting a large range of channels. Examples range from a group of Catholic Schools in Edmonton, Canada, with 850 surveillance channels to a US-based bank upgrading its 450-camera security network across all its branches.

New device and network management software from Axis

Lund, Sweden

The newly launched Axis Device Manager is a comprehensive on-premise device management tool that offers an easy, cost-effective and secure way to manage all major installation and operational device management tasks.

Moreover, in a world where security threats are becoming more common, Axis Device Manager facilitates proactive device and network protection. It is suitable for managing up to a couple of thousand Axis network cameras, access control and audio devices on one site — or several thousand devices across multiple sites.

A further development of its popular Axis Camera Management software platform, Axis Device Manager demonstrates Axis commitment to helping customers attain ease-of-installation, cost-effective operations as well

as proactively protecting their devices and networks against cyber security risks.

The software tool incorporates a broad range of device management functions including automatic assignment of IP addresses; installation and configuration, replacement and upgrade of any single device; copying configurations between thousands of devices; connection to multiple servers/systems; restore points and factory default settings; upgrading of device firmware; management and update of user accounts and passwords; deployment and re-

newal for HTTPS & IEEE 802.1x certificates and supports cyber security.

Importantly, in an environment where technology is in a state of constant change and evolution, and threats from cyber criminals become more sophisticated, it is essential that any infrastructure related to safety and security is managed dynamically day-to-day. New Axis Device Manager delivers significant enhancements to device security by enabling centralised account, password and certificate management well as hardening device according to Axis hardening guide. This makes it easier and more cost efficient for system installers and administrators to proactively manage and implement important security management features.

“Being able to access and ef-

ficiently install, adapt and secure all of the devices on your network saves a tremendous amount of time and effort. Axis Device Manager is the go-to tool for reaching all Axis devices — whatever stage of their lifecycle — and make needed adjustments,” commented *Ola Lennartsson*, Global Product Manager, System Management at Axis Communications. “In today's fast-paced world, any device or network that is static is not only old-fashioned, it is potentially prone to cyber threats. Therefore it is important we ensure our customers can use a tool that allows them to easily, rapidly and decisively manage all of the devices on their network. Axis Device Manager is that tool.”

Axis Device Manager will replace Axis Camera management and is available as a free download. 

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

Mobotix raises focus on cyber security

Langmeil, Germany

The new Mobotix Cactus Concept aims to deliver a comprehensive approach to protecting Mobotix products against the threat of cyber attacks along with education and tools to help customers and partners build and maintain secure video surveillance and access control environments.

The objective of the *Cactus Concept* is to implement a multimedia cyber security campaign in order to raise awareness among potential and existing **Mobotix** customers of the importance of data security in network-based video security systems and how organisations can protect themselves through cost-efficient and intelligent solutions. End-to-end encryption with no blind spots is required, from the image source via the data cables and the data storage through to the video management system on the user's computer.

Like a cactus, whose every limb is covered in thorns, all of the modules (camera, storage, cables, VMS) in the Mobotix system have digital thorns that protect them from unauthorised access.

"Modern video surveillance and access control technologies help protect people, places and property across the world but they are increasingly targeted by criminals aiming to infiltrate, take-over or disable these vital systems," says *Thomas Lausten*, Chief Executive Officer of Mobotix. "With the internet of

things trend adding billions of IP connected devices each year, our industry must lead the way in creating secure platforms that can reduce the risk posed by these damaging attacks."

As an industry leader within digital video surveillance, Mobotix believes in its "Cactus Concept" that protects every element of the design, manufacture and operation of each device along with end-to-end encryption across the entire usage and management cycle.

To ensure the highest levels of security, Mobotix uses the services of SySS, a highly regarded and independent third party security testing company that examines the security of both software and hardware elements. SySS customers include Basler Versicherungen, Bundeswehr, CreditPlus Bank

AG, Daimler, Deutsche Bank, Deutsche Flugsicherung, Festo, Hewlett Packard, Innenministerium/LKA Niedersachsen, SAP, Schaeffler, Schufa, T-Systems and Union Investment.

Sebastian Schreiber, SySS CEO said: "Mobotix has a contract with us to provide further penetration testing of its technology elements. The initial platform testing on a current camera model revealed very positive results and we will continue security testing as an ongoing process."

"Cyber security has been and will continue to be a core focus for Mobotix," adds Lausten, "and we look forward to working with our peers in the industry, customers and government agencies to protect the very technologies and systems that help make society safer for all." 

Arecont unveils all-in-one NVR series

Los Angeles, Ca (USA)

Arecont Vision has recently released the AV NVR all-in-one network video recorder series.

The *AV NVR* offers the choice of 8 or 16 channel models (one channel = one camera sensor), each with built in PoE network switch, customer-replaceable hard drives, and Arecont Vision GUI interface. Smart Plug-and-Play technology simplifies setup with both Auto Discover and Auto Configuration. Camera licenses are included for a complete all-in-one solution. A free mobile app is

available for remote viewing and playback. A power status utility and instant playback capability round out the AV NVR series capabilities.

Both the AV NVR AV800 and AV1600 models offer H.264, H.265, and MJPEG compression. Arecont Vision Snapstream (Smart Noise Adaptation and Processing) technology reduces bandwidth without impacting image quality.

The 8 channel AV800 model offers up to 10MP resolution recording per sensor, including 4K

resolution and 40MP panoramic cameras. The AV1600 offers 16 channels and up to 5MP resolution recording per sensor.

For maximum video recording reliability, WD Purple Surveillance Hard Drives from Western Digital are included in with-drive configurations. No-drive configurations are available for customers wishing to install their own hard disk drives within Arecont Vision recommendations.

The series has been designed for use with Arecont Vision-brand single and multi-sensor cameras, and ONVIF type S cameras are also supported. 



The AV NVR offers the choice of 8 or 16 channel models.

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Abus enhances offering with new image sensor

Affing, Germany

Abus have launched their new IPCA camera series, which update their *TVIP92* cameras, providing high quality night vision thanks to its new image sensor.

True WDR function also ensures backlight compensation, and together with the already proven quality Abus camera design, incredibly simple project planning and the promise of German service quality, this series represents an all-round package that meets some of the highest requirements.

IPCA stands for Internet Protocol Camera Advanced. The "A" stands for "Advanced" and designates this as the camera segment for exacting demands in project business.

The IPCA series is equipped for challenging applications, with high-quality components for difficult lighting conditions; the new Sony Starvis Exmor R image sensor and integrated IR LEDs enable a pin-sharp image, even in absolute darkness. This makes the IPCA series ideal for day and night monitoring of outdoor areas, such as car parks. Even in poor lighting conditions in indoor areas, for example in darkened corners or corridors, it has been designed to impress with a high-contrast camera image. With its superior True WDR function, provided by Sony Xarina DSP, the IP cameras in the series provide optimum monitoring, even in

backlit situations such as the entrance areas of hotels or retail outlets.

All camera models in the series are also available as outdoor cameras. Their IP67 protection class thus qualifies them for use in all weather conditions and temperatures. This means video installation companies do not have to spend a long time planning which cameras can be used in the project – the IPCA series is suitable for all-round use. Integrated mounts and covered cabling are part of the functional Abus design, which is a distinctive feature of the entire IP camera series.

With its three camera product lines, "Basic", "Advanced" and



Abus has launched their new IPCA camera series.

"Special", Abus offers three clearly differentiated segments in the area of video surveillance, in line with customer requirements and their intended purpose. Alongside the "Basic Line" for basic video project equipment and the "Special Line", the camera segment for special requirements, the "Advanced Line" covers all-round solutions for exacting requirements. 

Industrial fast Ethernet to fibre media converter

Taipei, Taiwan

Korenix Technology, a Beijer group company and a global manufacturer of industrial wired and wireless networking solutions, has released its new industrial fast Ethernet to fibre media converter, the *Jetcon 2301S Slim Media Converter*.

With only 30mm width, this industrial media converter can be deployed flexibly while providing high performance under heavy machinery industrial use and applications such as power substation environments with electromagnetic

interference potential.

Korenix Jetcon 2301S is a single port 10/100 TX to 100 FX media converter. It fulfills extreme low latency requirements with invariant forwarding latency from 64 to 1600 bytes packet length by supporting Multi-forwarding mode-switch mode, modify cut-through, pure converter and converter with auto-change mode. It provides extreme low data forwarding latency-1.6 x 10⁻⁶ S and supports system fault relay output, auto MDI/MDI-X, auto negotiation,

and multi-mode 2KM, single-mode 30KM. The auto link loss forwarding technology allows fault detection in a short time, which largely improve the efficiency on maintenance.

By supporting 1.5KV Hi-pot isolation protection and the design of -40~70°C wide operating temperature as well as IP-31 grade protection, it is ideal for hazardous environment applications. The redundant wide range 10~60V DC power inputs with DC polarity protection largely improve the

reliability of the product. Moreover, as compliant with EN61000-6-4, EN50121-1, and EN 50121-4 Railway standards, it is able to provide excellent performance under harsh environments including intensive vibration/shock and severe electromagnetic interference. 

Korenix Technology has released its converter, the Jetcon 2301S Slim Media Converter.



Highway toll solution from Civintec smart card reader

Shenzhen, China

Civintec, a designer and manufacturer of smart card terminals and devices, has recently launched its brand-new *CN670* USB smart card reader solution that has been specially designed and developed for Highway Toll collection with smart card payment and e-ticket management.

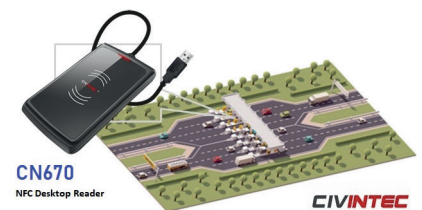
The CN670 NFC Desktop Reader features the latest technology RFID contactless cards and ISO18092 NFC mobile phone

at its entrance to check visitor badges and authorised mobile phones. It is a 13.56MHz smart card reader writer, offers compatibility with ISO18092 Near Field Communication (NFC), and Mifare, Mifare Desfire EV1, Mifare Plus, ISO14443B, ISO15693 and Felica, even NFC 1-4 type N-tags.

More than a traditional PC-linked reader, it can be also integrated into other terminals such as kiosks or turnstiles etc.

To enhance security, it is offered with added protection embedded SAM ideal for various smart card applications such as access control, personal identification, payment, e-ticket, with contactless cards or mobile phone solutions.

The solution was on display for the first time at the previously held ISC West show in Las Vegas. 



Civintec has recently launched its brand-new CN670 USB smart card reader solution.

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

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As of 2018, it is IFSEC's commitment to become the place to facilitate every member of the security profession in creating a safer world.

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Hammerglass provides anti-vandal reader solution

Stockholm, Sweden



Unbreakable clear glass protection for access readers.

Hammerglass AB have developed a functioning anti-vandal protection device for entrance readers for schools and other properties.

Expensive entrance readers which are subject to repeated vandalism may prove a costly business for property owners, local authorities and schools – with the continual purchase of new readers and associated problems involving access to properties as a consequence.

Hammerglass anti-vandal protection for readers in property access systems prevents vandals from removing the reader from the wall.

Providing unbreakable clear-glass reader protection, the product can be customised to suit individual requirements and the type of reader involved. Bevelled edges around the reader protection provide extra impact strength, as

there are no sharp edges where a vandal could get a purchase. The reader protection device is mounted on the front of the property and may be supplemented by a cover plate at the rear, if the reader is fitted above an electrical connection box.

The device can be individually adjusted to the type of reader and installation with one-way screws is recommended. 

New H.265 flagship cameras from Vivotek

Taipei, Taiwan

Vivotek is adding five new flagship H.265/HEVC cameras to expand its H.265 product line. The new line includes three 2 megapixel fixed dome cameras, FD9165-HT, FD9365-HTV and FD9365-EHTV and two 2 megapixel bullet cameras, IB9365-EHT and IB9365-HT, all are cyber security protection enhanced and include superior night vision.

The series of cameras are embedded with Trend Micro's anti-intrusion software, empowering them to automatically detect and prevent credential-based attacks as well as block suspicious events, and enabling users to enjoy

higher levels of network security. Moreover, the newly added H.265 cameras are equipped with the new generation of technology, including Smart Stream III and SNVII (Supreme Night Visibility II), making these cameras capable of optimising both bandwidth and storage efficiency by up to 90% while ensuring safety and security around the clock.

"Cyber attacks have recently become a serious issue for many different industries and of course to the IP surveillance industry as well" said Shengfu Cheng, Director of Vivotek Marketing and Product Development Division.

"As the global leading IP surveillance provider, Vivotek places enormous importance on this issue. We aim to provide our users with products of the highest levels of reliability and quality. With this goal in mind, Vivotek is proud to launch this new H.265 series of cameras, and to continue to provide our users the experience of a safer and better solution."

These latest flagship cameras have employed Vivotek's Smart Stream III technology to maximize bandwidth and storage efficiency. By adopting Smart Stream III and H.265 technology, users will benefit from reduced bandwidth

and data storage demands by up to 90% over systems employing traditional H.264

without smart stream functionality. In addition, the five 2 megapixel cameras feature SNV II, WDR Pro II and Smart IR II, providing users the best quality image during night by reducing IR hotspots and optimising IR intensity control. Furthermore, the built-in IR illuminators are now effective up to 50 metres, placing Vivotek at the forefront of H.265 IP surveillance solutions. 



FD9365-EHTV, fixed dome camera from Vivotek.

New Assa Abloy Aperio H100

London, UK

The new *Aperio H100* combines the power and flexibility of wireless access control into one slim, cleverly designed door handle. With easy retrofitting to almost any interior door and comprehensive RFID compatibility, the new Aperio H100 handle makes extending access control to more doors cost-effective by integrating with a vast range of third-party systems.

The Aperio H100's stylish design is ideally designed for indoor office and facility doors. The Aperio H100 can work within an online access control system or offline as a standalone device. A battery fits inside the handle, ensuring a

minimal footprint and a discreet look to gel with any contemporary door style. The Aperio H100 is easy to retrofit on existing doors, with no drilling and no wiring required. Any existing mechanical cylinder can still be used.

The Aperio H100 is specified with maximum flexibility and designed to fit almost any format of interior door. The Aperio H100 is compatible with most common European (DIN) and Scandinavian mortise locks, in wooden, steel, tubular frame



The Aperio H100 can work within an online access control system or offline as a standalone device.

or glass doors with standard lock cases. It comes in left- and right-hand versions for a door between 35mm and 80mm thickness, with optional U-handle and USB adaptor.

The Aperio H100 is compatible with multiple RFID technologies, including Iclass/ISO14443B, Iclass SE, Seos, Mifare Classic, Plus and EV1, and Desfire SE.

"Like all Aperio devices, our new handle can upgrade site security for a very affordable price," says

Matthias Weiß, Product Manager Aperio at Assa Abloy EMEA. "The Aperio H100 further extends a range which adds access control wirelessly to exterior and interior doors, from fire and safety doors with regulatory requirements to meeting rooms, labs and offices."

The new Aperio H100 handle completes a comprehensive range of Aperio wireless access control devices that already includes online and offline Aperio cylinders (C100/C900) and escutcheons (E100/E900); an online and offline lock (L100/L900); and a wireless lock for bringing server racks and cabinets (KS100) into the same access control system as doors. 

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

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Access control market a

Detektor has talked to some of the leading access control manufacturers to get an insight into their opinions about the following four subjects: the biggest trends, the technologies, cyber security and the future of the market.

By Henrik Söderlund

Trends: More integration, wireless an mobile solutions



Ian Lowe, Director of Product Marketing, HID Global.

THERE IS MUCH happening in the access control market right now and there are many on-going trends. Ian Lowe, Director of Product Marketing, HID Global, stresses that the market is becoming

a lot more integrated and the devices are becoming more connected – which makes buildings smarter and much more connected. HC Kim, Director of Global Sales at Suprema, stresses that physical and logical security is converging. He says: “I think customers are becoming more aware of the dangers of the old proximity and Mifare solutions. You can go to Youtube and see how to duplicate these cards very easily. Customers are trying to find secure smart cards with algorithms, with specific encryp-

tion algorithms. And of course, this brings challenges to the customers since it means additional costs for small offices and large customers have to think about how to deploy this in different sites.”

Thomas Schulz, EMEA Marketing & Communications Director, Assa Abloy, stresses the major shift from traditional wired locking to wireless access solutions in recent years. “Interconnectivity and interoperability between different systems and products made by multiple manufacturers is also driv-

ing the market”, he says.

Another trend is that access control is getting more mobile – there is a growing demand from users to manage their access control on the move. Thomas Schulz also sees a move towards having access control on more than just doors: wireless access control solutions for server racks, medicine cabinets, sports lockers, padlocks and more are becoming increasingly popular. And everything can be overwiewed and managed from one single interface.

Access control technologies: RFID, biometrics and cloud solutions

BIOMETRIC SOLUTIONS like finger print and face recognition readers are quite popular at security shows but they are still expensive compared to smart cards. Adam Stroud, CEO for Paxton Access, believes the biometric technology has its place, but also says: “The predominant technology that is actually used in the vast majority of cases is still RFID, and I think it will stay that way. These things tend to change fairly slowly.”

However, HC Kim from Suprema thinks that the demand for biometrics, and especially for fingerprint and facial recognition, will rise due to security concerns for the smart cards and identities.

Thomas Schulz claims that the

residential access control sector shows strong demand for fingerprint authentication and major phone manufacturers are moving towards face recognition for mobile device unlocking. “So of course this is relevant to us, too”, he says.

HC Kim links mobile solutions with the importance of the cloud. He says: “In order to do anything with mobile, you have to have a cloud based solution. So I think it just comes by nature that cloud is a key feature of security going forward.”

Ian Lowe also stresses the importance of the cloud and says it is pivotal to the HID strategy going forward. “As we see more and more opportunity in cloud, it makes our customers lives easier in

terms of deployment, and it allows us to build in intelligence that our customers need in order to have smarter buildings.”

Adam Stroud on the other hand is a bit more sceptical and believes cloud should not be presented as a feature in itself. He says: “It is a bit of boring architecture really, but what it does is to facilitate certain things – it facilitates a different revenue model, like selling services. Again, at this stage, I think it has its place, but there are a number of reasons why you would not use cloud and where it is not appropriate, and then there are some reasons why you might use it. And I think it is important for manufacturers like us to provide choices.”



HC Kim, Director of Global Sales at Suprema.

Thomas Schulz believes it makes sense for smaller businesses to use a cloud solution if they do not want to buy, maintain and manage their own IT infrastructure. He says: “For some larger businesses with remote sites, and where the security managers need 24/7 access from anywhere, a cloud solution also makes sense.”

Cyber security – hot topic for the security industry

CYBER SECURITY is the hottest topic in the physical security industry. Ian Lowe does not consider access control products to be safer than video surveillance products.

“Let me flip that around, I would not say one is more safe than the other, but combined we provide a much higher level of security. I think they need to work

together to provide that extra level of protection”, he says.

Thomas Schulz stresses that access control and smart home devices, including smart door locks, are often controlled by software and apps – just like video surveillance technology – and therefore it is essential that all device manufacturers in the market follow industry standards for encryption

and other security protocols.

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



Thomas Schulz, EMEA Marketing & Communications Director, Assa Abloy.

and where it is heading

The future – more connected, intelligent and a single platform

THE ACCESS CONTROL market has not undergone the same kind of consolidation as the video surveillance market – it is still a quite fragmented market with local and regional players providing proprietary solutions. Thomas Schulz thinks standards are a major driver for integration and interoperability but he also says that proprietary solutions will continue for as long as users demand them.

Ian Lowe thinks that everything will be much more connected and that physical access systems will be much more

intelligent – and provide a more mobile-oriented user experience.

Thomas Schulz forecasts promising growth for the market. He says: "Smart door locks will become an essential part of the smart home, initially for those famous "early adopters" but also already for the mass market. Companies that specialise in residential services — parcel companies, home care services, vacation rentals providers, and many more — are already integrating smart door locks and other smart home technologies into an improved

service offering."

He also stresses the continued success of wireless solutions in the commercial field.

Finally, Adam Stroud points out the future: "We will see security systems consolidated into a single platform, I think we will see building automation coming under the umbrella of the main building system, which will be a merge of the building automation market and the security market. And in the same way as we have seen home automation starting to gain traction, I think that level



Adam Stroud, CEO for Paxton Access.

of automation and that level of convenience and efficiency will be in great demand in office premises and other work places and shops – all sorts of buildings like that."

Jim Dearing, IHS Markit:

The biggest trend is the integration between logical and physical access

The access control market is opening up and face recognition has long term potential to succeed where other biometrics have failed, according to

Jim Dearing, Senior Analyst Security & Building Technologies at IHS Markit.

Jim Dearing believes the biggest trend on the access control market is the integration between logical and physical access. He says biometric reader revenue sales have developed well over the last five to ten years, but they have not grown to the point where they are actually replacing physical credentials across the entirety access control installations – like many predicted when biometric technology came to the market. A big reason is that they are much more expensive than card readers.

Which has bigger potential, fingerprint or face recognition?

"Fingerprint is much larger in terms of sales, mainly because fingerprint readers are used fairly often in conjunction with time and attendance systems. They are also cheaper and at the moment, more reliable when it comes to securing a door. However, face recognition has far more potential because it covers quite a few of

the weaknesses that the adoption of fingerprint has suffered from during the past decade. Face recognition is frictionless; technically it can identify a person before he or she get close to the door. It proposes a tremendous value proposition in terms of convenience and it can be linked to other security systems. There is a lot of potential there."

And fingerprint has not?

"In my opinion, fingerprint will not ever fully replace physical credentials, but there is still a chance that face recognition could do that. However, it will take a very long time, barring an extraordinary lead forward; there is no chance within the next five years. Physical credentials are good at what they do and they are very cheap."

What is your view on cloud solutions and access control as a service?

"The adoption of access control

as a service and cloud solutions in general varies a lot by geographic region. The US market is by far the market leader in adoption of cloud solutions. Selling a service is always more profitable than selling equipment in the long run. So you will see more convergence around that sort of business model in this market in the future."

Is the access control market becoming more open?

"Yes, there is a trend towards open standards even though it is a little bit behind the video surveillance market. But many of the suppliers of access control that are doing well are working with open standards. Access control systems are being required to integrate with other systems more than before."

How important is access control within IoT?

"Access control is a really interesting area for IoT because access control can tell IoT building system managers exactly who is where and when, what authority they have and what level they are on in the corporate structure. It can be leveraged, but it has not been leveraged yet. The providers have access to large amounts of data but they



Jim Dearing, Senior Analyst Security & Building Technologies at IHS Markit.

do not know what to do to make money out of it yet."

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

"There will probably be a wider adoption of mobile credentials, being able to open doors with your phone. It is getting a lot of attention in trend shows.

Will that be the next technology like biometrics in terms of not being able to replace physical credentials? Maybe. I also think we will see more adoption of electronic access systems in schools and universities."



Spain's biggest security event, Sicur, took place from 20 to 23 February at Feria de Madrid.

New visitor record for Sicur

Spain's biggest security event, Sicur, took place from 20 to 23 February at Feria de Madrid, and was a great success. According to the organiser – Ifema – attracted the event 645 exhibitors and 43,732 visitors from 81 countries. These figures represent an increase of 12 percent and 3.4 percent, respectively.

More statistics – 55 percent of professionals registered for the event were from outside Madrid and 8.5 percent were international visitors. European professionals accounted for the majority of international attendees, especially those from Portugal, Italy, France and United Kingdom, in addition to visitors

from the Ibero-American area.

The conference programme of technical seminars, attracted 2,500 participants.

Differentiated show

The high number of visitors should be viewed in the light that Sicur 2018 is a differentiated

trade show representing Security and Defence, Fire Prevention and Emergencies and Safety at Work.

The event also displayed a new area for exhibitors and seminars, dedicated to Cyber Security (Sicur Cyber) which brought together 400 professionals.

New Product Gallery

Innovation was the key element shared by the products and services offered at Sicur's various stands. In the New Products Gallery, 45 highly innovative products and solutions were displayed, where 16 corresponded to Security, 24

to Safety at Work, and 5 to Fire Prevention and Emergencies.

Sicur 2018 was opened on the morning of 20 February by the Minister of the Interior, Juan Ignacio Zoido. The opening ceremony was also attended by the Government Delegate in Madrid, Concepción Dancausa Treviño, as well as representatives from the Directorate General for Civil Protection and Emergencies at the Ministry of the Interior, the Directorate General for Safety, Civil Protection and Training of the Community of Madrid, and the State security forces.



Camera lens manufacturer Fujifilm visited Ar Media stand. Fr left Rob van der Spank and Manuela Schmitz-Muno.



Spanish Salto Systems had busy days during the exhibition. Fr left Carlos Elosequi, marketing and Javier Roquero, CEO.



The team from perimeter solution provider Optex were present during the event.



Fr left Glen Fletcher and Antonio Pérez from NVT Phybridge presented their solution products within IP connection.



Spanish intrusion system provider Jr Sistemas presented new products at the show.



The team from Access Control manufacturer Nedap were happy with the visitors at Sicur.



Spanish security provider Bunker Seguridad exhibited together with a large group of partners. KBC, Takex, Optex, GJD and Cias.

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Two security exhibitions in Scandinavia

The Scandinavian security markets are among the most developed in terms of technology adoption. With world leading companies, like Axis, Assa Abloy and Securitas the private security sector is very strong in Sweden while Denmark's pride on the international security market

scene is Milestone Systems – the global leader within VMS.

With this in mind it will be interesting to see what the two security exhibitions – Skydd in Sweden and Sectech in Denmark – have to offer in the late autumn.

SKYDD 2018 23–25 October in Stockholm

High expectations for the biggest security event in the Nordics

Skydd 2018 takes place in Stockholm on the 23–25 October. It is a highly awaited event after the success in 2016, when 10, 576 visitors gathered to witness seminars and the latest products and services offered by the 235 exhibitors present.

The increasing interest for Skydd 2018 is of course related to the general rising awareness of security and safety issues, not least caused by recent terror acts in Europe and in particular the incident in central Stockholm when a terrorist conducted a mass killing through driving a truck into people on the city's most crowded shopping street.

"Another issue that has caused a lot of attention in Sweden is an increasing number of gun shootings with deadly outcome conducted by criminal gangs, fighting each other to protect their business interests, mainly drug trade in certain areas.

Security – important issue

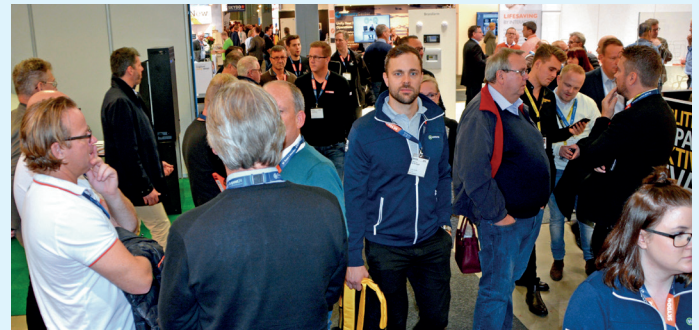
Terrorism and gang criminality has

made security a prime issue in the on going political campaign for the parliament election to take place in September.

"The importance of security has been expressed by all major political parties. The social democratic government is for instance in the process of changing the restricted laws to make it much easier to use video surveillance for crime fighting issues which wouldn't have been possible five years ago," states Lennart Alexandrie, Publisher of AR Media International.

Smart city – seminar topic

AR Media International is working closely with the organiser of Skydd – the International Stockholm Fair – to make sure Skydd is



also a success in 2018. Apart from managing the sales of the dominating Security exhibition area (Fire and Safety are other exhibition areas at Skydd), AR Media is working with some special seminar projects. One focuses on the Smart City and the other on perimeter security, including the threat and the crime fighting use of drones.

"Perimeter Security has become increasingly complex, mainly because of technology achievement over the last five years. Thermal cameras, radar and night vision IP- cameras plus improved

perimeter alarm systems have all contributed to an increasing array of opportunities to not just create re-active but also proactive solutions", says Lennart Alexandrie, who explains why drones are part of the perimeter security concept at Skydd.

"Drones are possible threats, the perimeter security is not just a matter of protecting horizontal areas but also vertically. And drones can also be used to detect threats, which I hope can be demonstrated at Skydd", concludes Lennart Alexandrie.

Sectech Denmark 7–8 November in Copenhagen

Event checks out of hotel to be held at convention and exhibition centre

Sectech 2018 in Denmark will be held at Bella Center in Copenhagen on the 7–8 November. This means that this compact event leaves the hotel environment that has become part of its trademark.

Sectech was founded in 2001, and is organised in Sweden, Norway and Denmark bi-annually. Focus at these events is on video surveillance, intruder alarms, ID- and access control plus different types

of integrated solutions.

This year it is Denmark's turn to be the host of this technology oriented security event.

Bella Center – many advantages

Deniz Baykal, project manager for Sectech, is very optimistic about the outcome as the show moves out from the hotel environment into a venue adapted for exhibitions.

"We have successfully made the same shift from hotels to exhibition halls in both Sweden and Norway," she says.

"Scandic Copenhagen Hotel

was working well for the event in Denmark, but as the number of visitors has doubled, our success has created a logistics problem. One such issue is the lack of parking spaces, which has had a negative effect on our potential to further increase visitor numbers."

"The move to Bella Center means easy access to Sectech by car or train. The short distance from the airport is another advantage."

Sectech remains compact

Even though Bella Center offers great opportunities for expansion for the Sectech event, the organisers

are sticking to the original idea of the Sectech concept.

"Sectech will remain a small and compact event. It may continue to grow, but our priority is not to make a huge security exhibition. The compact nature of the show, and the tight distance between the stands and the aisles really brings people together. This is essential for the concept."

Technology seminars

Sectech 2018 will also host a number of seminars which will include topics like artificial intelligence, cyber security, electronic perimeter security and Internet of Things.

Ifsec 19-21 June, London

Challenging year

Ifsec in London may still be a security show of world class, but it is not the one and only international event in Europe as it used to be. However, UBM continue to strive on to make a security event that makes a whole lot of difference.

At the Excel Exhibition Ground in London, on the 19th to the 21st of June, we will see if they once again can prove their relevance for exhibitors and visitors.

With 578 exhibitors and 27 658 visitors from 116 countries in 2017 Ifsec confirmed it's international status. This year will be tougher. The organiser UBM has to face competition from Security Essen in Germany, which will be held in October. It means that they will miss out some important exhibitors that have chosen the German event. Another war zone is about international visitors between these European heavyweight security exhibitions. Time is a precious asset in today's slimmed organisations and the content of a security show has become increasingly more important. Visitors need strong incitement to go overseas for an event.

New keynote arena

UBM have responded with a security seminar and conference programme, drastically re-vamped for 2018 with the launch of a brand new, keynote arena taking place in the centre of the event. It will host everything from long term global security strategy from senior government officials, to 'what not to do' case studies from private sector end-users.

World Tavcom Training

The Installer World Tavcom Training theatre makes a return to Ifsec 2018, giving security installers, integrators and technicians a behind the scenes look at security's technology trends and what the latest security products actually take to install and maintain. With free education on fast developing areas such as cyber convergence, smart IoT enabled solutions, fully integrated build-

ing management systems and Li-Fi, the organiser believe this feature will contribute to another successful year for Ifsec.

Cityforum

Cityforum and London First will also co-host security summits and masterclasses for Ifsec 2018. The two half-day security summits will add further authoritative impetus to Europe's largest annual security trade show.

Solutions oriented

Ifsec or any other security exhibition nowadays is getting increasingly more oriented towards showing solutions and how to deliver technology based services than to deliver commodity products to distributors as it use to be in the old days, although it still exists.

Challenging year

To organise a yearly security event on the same venue year after year is tough. Especially as technology systems becomes increasingly more integrated and security systems suppliers need to be visible at different types of exhibitions to meet their buyers. A year like this, when the bi-annually organised German show Security Essen is held, will of course make the competition even harder.

No wonder that the numbers of exhibitors seem to be less 2018 than last year. With 360 companies and organisations listed as exhibitors on the Ifsec website (2 april) it will be hard to reach up to last year's figure of 578 exhibitors, even if it is more than two month left before the show opens.



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on-the-go
and in
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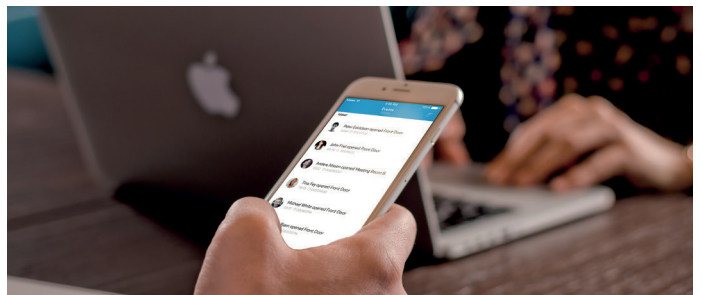
IFSEC
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SALTO SYSTEMS: Arkotz 9, Poligono Lanbarren 20180 Oiarzun - Spain
www.saltosystems.com

Security Events Calendar

April

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

8-13 May **Expo Algeria 2018 – Algiers, Algeria**

Venue: Palais des Expositions d' Alger
Organiser: Prime Connect
Tel:
Email: sales@prime-exhibitions.ae
Website: www.prime-exhibitions.ae/event/expo-algeria-2018/

22-24 May **Securex South Africa 2018 – Johannesburg, South Africa**

Venue: Gallagher Convention Centre
Organiser: Specialised Exhibitions
Tel: +27 (0)11 835 1565
Email: zeldaj@specialised.com
Website: www.securex.co.za

23-25 May **SEGURITEC PERU – Lima, Peru**

Venue: Centro de Exposiciones Jockey
Organiser: THAIS CORPORATION S.A.C.
Tel: (511) 201-7820 (202)
Email: thais@amauta.rcp.net.pe
Website: www.thaiscorp.com/seguritec/ingles

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/

29-31 May **Eliaden – Lilleström, Norway**

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

30-31 May **SecurityForum 2018 – Barcelona, Spain**

Venue: Barcelona International Conference Centre
Organiser: Peldaño
Tel: +34 914 768 000
Email: info@securityforum.es
Website: www.securityforum.es

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

July

25-26 June **Security Exhibition and Conference – Melbourne, Australia**

Venue: Melbourne Convention and Exhibition Centre
Organiser: Diversified Communications
Tel: +61 3 9261 4662
Email: mclendinen@divcom.net.au
Website: www.securityexpo.com.au

September

25-27 September **Fire & Safety Asia 2018 – Karachi, Pakistan**

Venue: Expo Centre
Organiser: Security Asia Secretariat
Tel: (+9221) 111222444
Email: info@securityasia.com.pk
Website: www.securityasia.com.pk

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/
Visit AR Media at Security Essen 2018 – 3G64

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

Security buyers guide

Alarm Communication



Tel +44 (0)1895 474474
sales@csldual.com
www.csldual.com

Access Control



Nedap Security Management

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



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tbs@tbs-biometrics.com
www.tbs-biometrics.com

CCTV



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