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Publisher's comment

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The voice of the security technology industry

Will AI video analytics add 'Real Intelligence' to video surveillance?

Business news

Siemens Building Technologies acquires Building Robotics Inc

Product news

Aperio extends electronic access with no cables

IFSEC 2018:

Cyber security, AI and Chinese dominance

Interviews:

- **Willem Ryan**, *VP, Global Marketing, Avigilon*
- **Alistair Enser**, *President for Global Products, Stanley Security*

FOCUS ON

AI – A REVOLUTION OR AN IMMATURE TECHNOLOGY?

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

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- News releases can be sent to intnews@securityworldmarket.com

Subscriptions

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Rate for four issues is Euro 51
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Printing

Sörmlands Printing Solutions AB, Sweden, 2018



Lennart Alexandrie, Publisher

What is it all about?

Things are not what they used to be in the security industry, someone told me recently. He was right. There has been a lot of change over the years and, as an owner of a local security installation company, he has experienced the changes – step by step.

“It’s hard to keep up with the development,” he said, adding that he felt a great relief from the fact that he is soon to be retired.

So what changes was he referring to? What is it all about?

The end of the cold war may have been one important trigger for the subsequent changes in the security industry, especially in Europe. The political will to create conditions with less obstacles for trade between countries are for sure another factor. Furthermore, a stunning development of communication technology has been crucial for the globalisation and the changes we have seen in the security market over the years.

Globalisation has opened up markets for exporters and increased the competition in markets where local brands were clearly dominating before. A good example of this is the intruder alarm system segment where local brands dominated in many Western European countries. Then North American brands like DSC, Ademco and Detection Systems took over in competition with Israeli brands like Visonic and Electronics Line to mention a few strong exporters. With Electronics Line as an exception, all these export-based manufacturers are today merged into multinational diversified conglomerates and contributed to a more consolidated global security technology market.

In the access control market, local brands are still relatively strong, partially through a more conservative approach to the market where proprietary solutions help to keep customers out of reach for other suppliers. However, the demand for integration with third party systems is on the rise and an increasing number of open platform

systems will create challenges for these more traditional access control suppliers.

In the video surveillance market, some Japanese and European brands were dominating the scene in Europe during the nineties and early 2000s. Among them were Philips (that became Bosch), Sanyo and Panasonic. Some Taiwanese companies – like Merit Lilin and Vivotek – were strong in the low end-market. The Chinese manufacturers were hardly present in the professional market at the time. However, with an enormous domestic market as a base and aggressive pricing on export products, Hikvision, followed by Dahua, have entered the top among manufacturers on the global video surveillance market.

Another game changer is the IP revolution, which in itself has contributed to globalisation, as it has made it far more easier to use and to integrate different technologies.

The migration from analogue technology and the trend towards open platforms has also paved the way for technology-based services in a way that was not possible before. This, in turn, has created a demand for business models where customers pay for specific functions rather than hardware products and installation hours.

Furthermore the consolidation on the market, the increasing competition and transparent offers has led to declining price margins for suppliers of products and hit traditional distributors severely.

So what else can change the security technology market? Probably politics. With the Trump administration there is a rising concern for more barriers in international trade. Not least between Europe and the United States. A trade war against China has already been initiated by the US. This may develop and also have an impact on the increasingly globalised security technology market.



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REVIEW



IFSEC – Cyber security, AI and Chinese dominance.

Ifsec in London 19–21 June attracted more than 27,350 visitors from 113 countries.

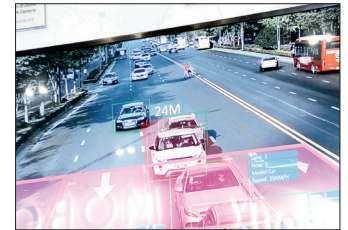
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How useful is AI video analytics?

James McHale, Managing Director of the consultancy company Memoori.

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AI – an on-going revolution or an immature technology?

Are AI security solutions ready to make a difference for end customers or will they fail to deliver what the market is promising?

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“Video and critical communications together is very powerful”

Willem Ryan, Avigilon Vice President, Global Marketing and Communications.

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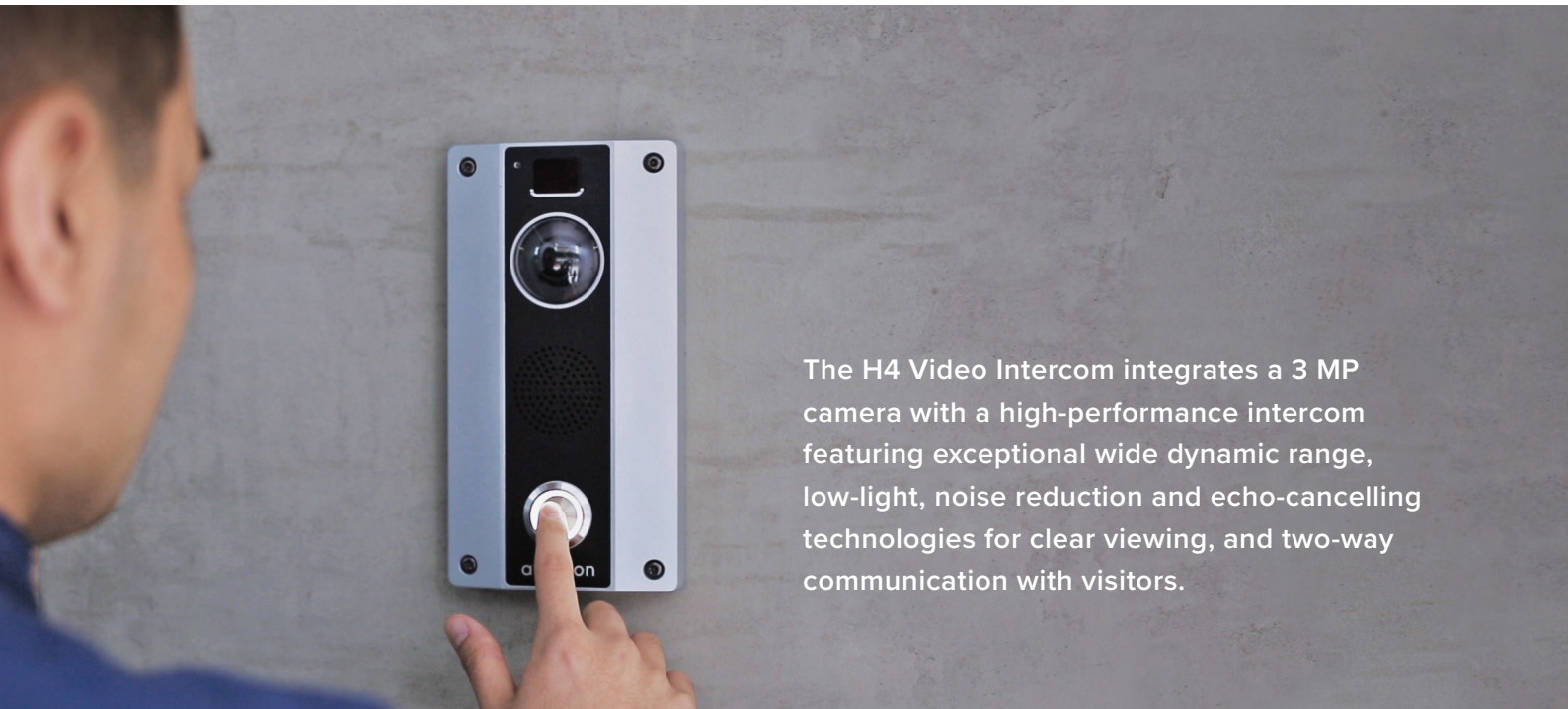
“Traditional lines will erode away”

Alistair Enser, President and General Manager, Stanley Security.

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Secured Entry, Simplified

H4 Video Intercom



The H4 Video Intercom integrates a 3 MP camera with a high-performance intercom featuring exceptional wide dynamic range, low-light, noise reduction and echo-cancelling technologies for clear viewing, and two-way communication with visitors.

Remote Entry Control

Using Avigilon Control Center (ACC) software, operators can receive, review and respond to intercom requests, and remotely grant access.

Avigilon Appearance SearchTM Technology

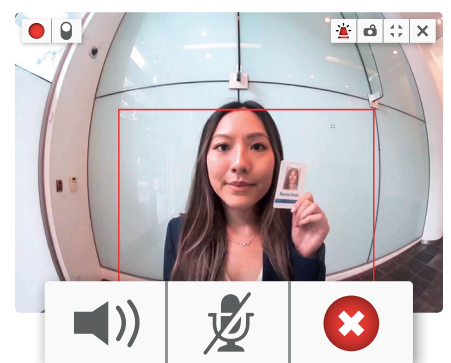
Incorporates the unique characteristics of a person's face to search for the same individual even if items such as their clothing change over time.

LightCatcherTM and Infrared Technologies

Provides clear image detail in a broad range of challenging lighting conditions, including nighttime.

Vandal- and Tamper-Resistant Housing

Aluminum construction provides reliable strength and durability in both surface and flush mount models.



See the demo at ESSEN 2018 stand C10

avigilon.com/h4-video-intercom | asksales@avigilon.com



Dahua unveils deepsense Face Detection/ Face Recognition Network Cameras

Dahua Technology, a leading solution provider in the global video surveillance industry, officially launched the deepsense series of IP cameras consisting of AI-powered face detection network cameras (DH-IPC-HDBW8242E-Z4FD, DH-IPC-HFW8242E-Z4FD-IRA-LED and DH-IPC-HFW8242E-Z20FD-IRA-LED) and face recognition network cameras (DH-IPC-HDBW8242E-Z4FR, DH-IPC-HFW8242E-Z4FR-IRA-LED, and DH-IPC-HFW8242E-Z20FR-IRA-LED). Driven by AI deep-learning algorithms, it enables accurate face capture and face attributes analysis for real-time monitoring, mainly applied for business parks, schools, airport, banks and shopping mall key areas.

AI powered face recognition

Based on Dahua's AI-powered security technology, as well as industry leading wide dynamic range (WDR) technology, deepsense series IPC offers high clarity face image snapshots, even in the most

contrasting lighting conditions. In addition, it supports six different facial attributes extraction from the video and abstracts those different attributes including gender, age, expression (happy, calm, surprised, sad, and angry), glasses, mouth masks, and beard & moustache, which makes searching and tracking subjects of interest more efficient.

Higher performance with less storage

By taking pictures instead of recording videos, Dahua's new IPC effectively cut the bandwidth requirements. And when a blurry or angled picture is detected, it will automatically be discarded, so that only the clearest and the most suitable images are sent for analysis, further saving bandwidth and storage space. Moreover, supported by advanced video encoding standards (H.265 & H.264), it saves up to 70% storage while maintaining high quality video compared to standard video compression standards, greatly

reducing the total operation cost for users.

Customized for specific needs

After exporting the information into the built-in database (up to 10,000 face images), Dahua's deepsense IPC offers a user-friendly and flexible way for data management, making face comparison more convenient. Additional functions such as black/white lists and stranger mode, those who are recognized as strangers or blacklisted people will trigger the alarm in advance, further improve

the efficiency of monitoring. It allows users to control the similarity threshold, providing targeted face comparison according to users' specific needs

Dahua Technology leverages the power of AI smart devices to help people understand the world in a better way, and Dahua Technology will continue to lead the application of AI in security industry, enabling a safer society and smarter living for customers and partners around the world.

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

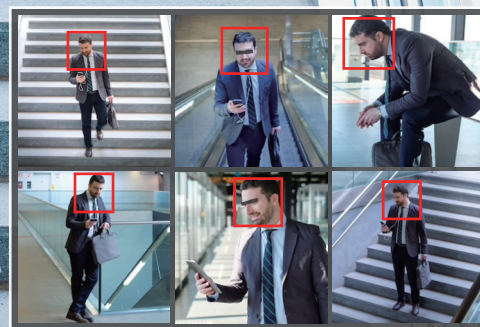
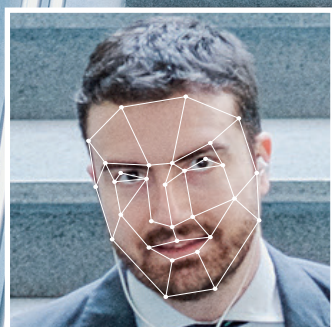
About Dahua Technology

Zhejiang Dahua Technology Co., Ltd. is a leading solution provider in the global video surveillance industry. In 2016, Dahua was ranked 4th in "Security Top 50" by A&S International. Dahua is committed to providing the highest quality product with the latest technology to enable our customers to perform their business successfully. The company has more than 6,000 R&D engineers and technical staff working on cutting-edge technologies in camera lens, image sensor, video encoding & transmission, embedded processor, graphic processing, video analytics, software reliability, network security and other technologies.

Visit: www.dahuasecurity.com

Blacklist

Age:30



AI Creates Value - Face Recognition

Dahua AI technology enables high performing face recognition applications

- **Blacklist Alarm:** Accurately match the suspect's face and trigger the emergency alarm. Match from multiple cameras can trace suspect's path.
- **VIP Recognition:** Rapid identification of VIP clients in the system. Assist operators to provide accurate and timely value-added services for VIP clients to improve customers' satisfaction.
- **Face Metadata:** Feature attribute information extracted from the targeted face which includes gender, age, glasses, expressions, etc. It is helpful to narrow down a query based on the feature search.
- **Face Search:** Exact searching by face image on massive database can instantly show the result.

Recommended Models



IPC-HF8242F-FR

2MP Starlight Face Recognition
Box AI Network Camera



SDT5A404VA-2F

2MP+4MP 4x AI Network
Smart Capture Camera



IVSS7008-1T

2U 8HDD AI Network
Video Recorder



IVS-F7500-P

2U 12HDD AI Face
Recognition Server

CE FC CCC UL RoHS ISO 9001:2000



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James McHale, Managing Director of the consultancy company Memoori.

Will AI video analytics add 'Real Intelligence' to video surveillance?

How useful is AI video analytics – does it add Real Intelligence to video surveillance? That is the question, James McHale, Managing Director of the consultancy company Memoori, reflects on the subject in this article.

Video analytics has eaten a few free lunches over the last 15 years. Whilst it has certainly added some value to video installations, there has been much debate about exactly 'how intelligent' the technology really is and whether it provides satisfactory ROI.

But in 2018, there is now a growing belief that video analytics could finally move beyond what has been achieved through conventional rule based systems.

Our new report *The Global Market for AI Video Analytics 2018 to 2023* identifies a number of reasons why we think video analytics is about to cross the Rubicon. The first is that major advances in semiconductor architecture are now enabling much faster processing, empowering deep

"...new tools and processes have opened up the opportunity to bring AI products to the video analytics market, potentially revolutionising its performance and capability."

learning and machine learning algorithms to analyse data many times faster than was previously possible.

GPU chip manufacturers like Nvidia have found that these semiconductor architectures can deliver much better performance for AI chip applications. This initiative has come from relatively smaller manufacturers that are now developing AI chips and analytic software products. Indeed the venture capital industry are now busy pouring billions of dollars into financing these companies. While researching this report, we identified 128 companies across the world that are now in some way helping (hardware & software) to deliver AI video analytic solutions.

There is still much to be done in perfecting the technology and getting

it to market, but new tools and processes have opened up the opportunity to bring AI products to the video analytics market, potentially revolutionising its performance and capability.

"The practical aspects of getting AI solutions to market will be challenging and it will require more than a little tinkering with the established routes of distribution and installation."

In 2018, there is now a strong belief that video analytics is moving well beyond what can be achieved through conventional rule based systems. New AI platforms have the capacity and capability to deliver video surveillance solutions that are intelligent. This will further drive demand for AI video analytics not just for new projects but open up a vast latent potential for retrofitting millions of existing video surveillance installations.

The practical aspects of getting AI solutions to market will be challenging and it will require more than a little tinkering with the established routes of distribution and installation.

Video surveillance systems generate vast amounts of useful data but sadly most of it is not being utilized. So there is huge potential to maximize the value of this data by converting it from "dumb to actionable". The material is already out there just waiting to be mined.

The enterprise sector, across a number of the most important vertical markets for the video surveillance business is now making its first investments in AI video analytics solutions. The point of inflexion on the growth curve could be reached within the next 18 months. There are challenges that need to be overcome on both the supply and demand side but the potential rewards are massive for both.

New chip architectures combined with intelligent video analytics software when put to work on the gargantuan volumes of data should improve the security, safety and performance of people, buildings and the business enterprise and at the same time provide a major boost to the video surveillance ecosystem.

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a new 32x
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2 megapixels resolution for
excellent Full HD quality across the entire
zoom range and imagine it to be smaller and smaller and smaller



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September 25-28
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AI – an on-going revolution

The market, the believers and the scepticism

Are AI security solutions ready to make a difference for end customers or will they fail to deliver what the market is promising? Detektor has talked to some of the biggest players in the security industry about AI. Most of them are AI believers, but there is also scepticism.

“My suggestion is to be very guardedly optimistic about what is happening, but not betting the farm on it”, says Genetec CEO Pierre Racz.

By Henrik Söderlund

The market research company Marketsandmarkets estimates that the market for artificial intelligence in security was worth 3.92 billion dollars in 2017. From then, it is forecasted to grow with a 31.38 per cent CAGR until 2025 when it will be valued at 34.81 billion dollars. Software constitutes for a major share of the overall AI in the security market. Marketsandmarkets stresses that AI systems require many kinds of software, not just machine learning algorithms. One of the major factors driving the demand for AI security solutions is the lack of cyber security professionals. When AI-based solutions for cyber security are used, it covers a lot of the need for cyber security professionals, according to Marketsandmarkets.

Hot topic

AI has been the hottest concept at security shows this year– whether at ISC West in Las Vegas, CPSE in Shenzhen or Ifsec in London – everyone has been talking about it.

Harry Hu, Managing Director, Vivotek says: “All people believe AI will be the future and it is. I think it will be a big thing for security and for many other industries. Maybe AI is just a hot topic, but AI for security really reduces a lot of labour, and saves a lot of money for the customers, so I believe there is a significant benefit for the end user.”

Business intelligence

Dahua Technology Overseas Marketing Director **Daniel Chau**, says Dahua sees AI as an enabler.

“AI is not solving any problems by itself. We are looking for various application scenarios and we are focusing very much on face recognition and structured data for human attributions, which can help improve business intelligence for a retail store for example.”

He continues: “We see that artificial intelligence can help improve operations, like enforcing traffic regulations, like running a red light, and also reduce threats for the public without adding personnel to police forces. There are many application areas and we are still looking for more and more.”

Hikvision and its UK Sales Director, **Gary Harmer**, have a similar view on AI:

“From an end user perspective, artificial intelligence enables them to derive management information and business intelligence that makes their operations more efficient and drives the customer experience.”

Video – an enabler of AI

Malou Moustén Dyhr Toft, Vice President for EMEA, Milestone Systems, says: “We see video very much as an enabler of AI to speed things up, and to also create a bridge between human beings and the robotics and all of the AI that we can see becoming more mature, and being introduced in many of the companies and the areas where we are working.”

Alistair Enser, President and General Manager, Stanley Security, stresses that collected data can add value to the customer when used correctly.



Artificial intelligence has been at the centre of the hype at all major security exhibitions during 2018.

“The best way to add value is to try to automate it. For example, watching traffic move around a building, whether via video or access control, or looking at the behaviours of the people in the building – are they doing something suspicious – just understanding how they normally behave on a normal given day, versus how they might be behaving today. Is it different? Should that create an alarm event, which then designates that someone take a closer look?”, he says.

Willem Ryan, Vice President, Global Marketing and Communications, Avigilon, believes the growth of AI is the biggest trend on the market for physical security.

“It is the disrupting technology that is going to continue to change and shape the industry both near term and long term. We have been developing AI for a number of years now and a year ago we launched our first AI based technology. AI will continue to evolve over time and really enhance the way people use and interact with their security system”, he says.

“Everyone thinks it is magic”

Genetec founder and CEO **Pierre Racz** has a somewhat different, and much more sceptical approach to AI compared to the other industry professionals that Detektor has talked to.

“We are right now at the peak of an irrational exuberance in what they call AI. Everyone thinks it is magic, but certainly what we have is an increasing performance in self-learning systems and self trained

classifiers, however, we are starting to see the limits of this technology”, he says.

Pierre Racz points out self-driving car crashes where the computer logs have shown how confused the AI system has been as an example.

He says: “AI can do a lot of things to improve our lives but it is not as versatile yet, and it will not be for the next 10 years, as people are dreaming it will be. But it will be useful.”

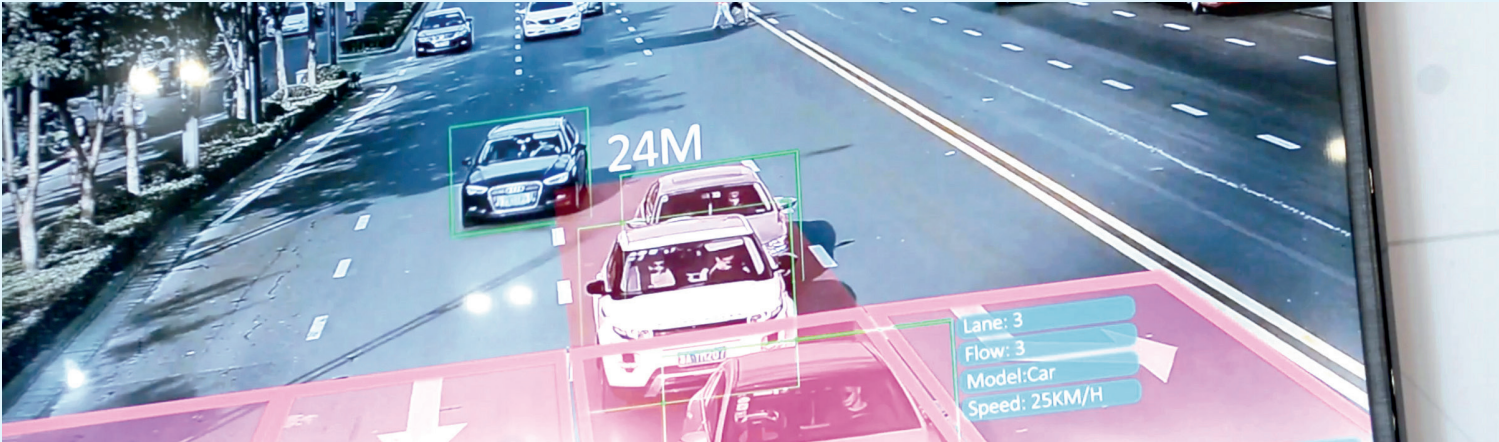
“AI will continue to evolve over time and really enhance the way people use and interact with their security system”.

The hype circle

Pierre Racz also refers to something called the Hype cycle, which is a graphical presentation of the maturity of emerging technologies. According to the Hype cycle, technologies will go through five phases. The second phase is called peak of inflated expectations and the third one trough of disillusionment.

Pierre Racz says: “We are going to fall into the trough of disillusionment, where we say: “well it was not as good as we first thought”, but after that we get to the plateau of productivity. We are not even at the trough of disillusionment today, artificial intelligence has gone through this cycle at least eight times since it started in the 1960’s.”

or an immature technology?



In China, a major share of video surveillance is used for city surveillance.

End user demands, business intelligence and city surveillance

There is no doubt that the security industry has started to promote AI and deep learning solutions extensively, but how big is the demand from end users?

Quite big, according to the industry professionals.

By Henrik Söderlund

Hartmut Sprave, CTO, Mobotix, argues there is a clear end customer demand for AI solutions.

“Definitely. They want more and more intelligence in the cameras. The possibilities we have in the future are tremendous”, he says.

Malou Moustén Dyhr Toft from Milestone thinks that end customers are very important in driving the demand and in specifying the requirements. She says: “It is basically through understanding human behaviour and figuring out what are the patterns that we are looking for, so that is driven primarily by the end users because this is where the specific requirements are being articulated. So, that makes it so much more easy for us and the entire community to work with those needs, to try to solve these problems.”

Increased efficiency

Aaron Chao, Marketing Director, International Business Department, Uniview, thinks there is an end customer demand.

“We are beginning to tell AI stories and introduce new features to end users, and I believe it is quite usable and valuable for all end users. For example, before if

we wanted to check something we needed to use humans, and humans are not perfect at reading, seeing and registering a lot of data, but now, the machine can do it for them. That has changed. Not only the way it is done, but the efficiency. So, the main purpose of AI is to bring easier systems with more efficiency to humans.”

Increased productivity

Alistair Enser from Stanley Security believes the demand for AI is increasing but hard to quantify, however, the amount of intelligence the customers want to be built into their system is increasing year on year.

“What we can also see is an increasing trend from customers to drive productivity within their own businesses as well as security needs, and whether that means reduced costs, a better use of integrating systems, or whether it means increased productivity, it all amounts to the same thing”, he says.

Solving problems is crucial

Willem Ryan, Avigilon, says: “We know AI is going to be practical to people if it solves real problems; that is the key. And we know video searching is one of the main items

that a security operator does on a day-to-day basis – looking through video to find the things that they need to find. So they are really excited, and the demand is quite high.”

Again, Genetec CEO Pierre Racz is sceptical and does not think that end customers and integrators demand AI solutions. He says: “As humans we are all excited about AI because we project ourselves into the machine. Now, if customers are subject to sales people that do not really tell them about the bad stuff, only the good stuff, and they put the technology in situations where the AI works and the flaws do not show, people get excited.”

Different kinds of AI

AI is used for different purposes in China compared to Europe and the US. In China, a major share of video surveillance is used for city surveillance in big governmental projects with a huge amount of cameras. Aaron Chao from Uniview says: “If we are talking about international markets like Western Europe and the US market, the biggest business for surveillance is commercial projects, such as shopping malls, office buildings, hotels

and more. So there are two different project types and sizes and they require different kind of AI.”

He stresses that Uniview develops a lot of unique applications in China to help the police with the management of cities and to control criminals. Overseas, it is much more about applications for commercial customers and enhancing business intelligence.

Machine intelligence

Gary Harmer from Hikvision sees applications for business intelligence as very important.

“It is playing an ever increasing part in the decision making processes in terms of what to invest in, what technology to invest in, and if they can use sensor devices connected to the IoT – it does not have to be cameras – then they can drive intelligence from the collection of data. It is like human intelligence, we collect data from our five senses, and then we process that information and make a decision. So now we have machines providing us with the data, collecting the data, analysing the data and making the decisions for us, so it is machine intelligence, which is another word for artificial intelligence”, he says.

Fast-Track your Security Management at your Vehicle Access Gates

Queues, congestion and miscommunication can cause delay and have a negative impact on business and the wellbeing of employees. STid – trailblazer and market leader in the design of secure & instinctive solutions – introduces SPECTRE, the first born of a new generation of long-range ultra-high-frequency (UHF) readers enabling fast vehicle identification process at the gate with the highest security levels.

The most important reasons to embrace AVI solutions are the convenience, traffic fluidity and the security they bring. Vehicle access control based on traditional proximity, remote control or barcode, often results in people leaning uncomfortably out of their windows towards the reader to show their access credentials.

Combining high security levels based on the latest industry standards, modularity making it adaptable to any field scenario and uncommon design, SPECTRE is the solution for all AVI applications. "This secure and smart solution has been designed in close collaboration with our customers to ensure SPECTRE reader meets the myriad of security requirements of a fast, automatic vehicle identification," commented Vincent Dupart, STid CEO. "We are committed to make cutting-edge security solutions much easier for corporations and their employees, so instinctive and convenient that user adoption is guaranteed."



Instinctive Vehicle identification

Based on the EPC1 Gen 2 standard and UHF passive technologies, SPECTRE rewrites traditional rules of security, making it more instinctive. The long-range reader offers unmatched reading distances up to 43 ft / 13 m* and reliability for smooth vehicle access. Its outstanding performances makes SPECTRE the fastest reader on the AVI market.

Smart and Upgradable

Fully scalable and modular, SPECTRE enables you to cover all security issues and all configurations, even in highly challenging environments. This evolutive reader is built to manage up to 4 driveways handling access of a mixed fleet of vehicles (light, heavy and motorcycles), the identification on wide lanes or even distinct access control for 4 lanes of vehicles. The solution can be tailored to your needs, offering the optimum solution for any situation and ensuring that all features and security levels can be upgraded at any time. Supporting a large variety of standard communication interfaces (Wiegand, Clock & Data, RS232 and RS485),

it enables seamless integration into any existing or new access control systems.



it enables seamless integration into any existing or new access control systems.

The Highest Levels of Security

The reader provides proven and unprecedented security, allowing users to sign UHF credentials, using encryption methods recognised by independent certification bodies in information security. The FastID™ function enables faster authentication and prevents UHF credential cloning without compromising performance.

Standing the Test of Time

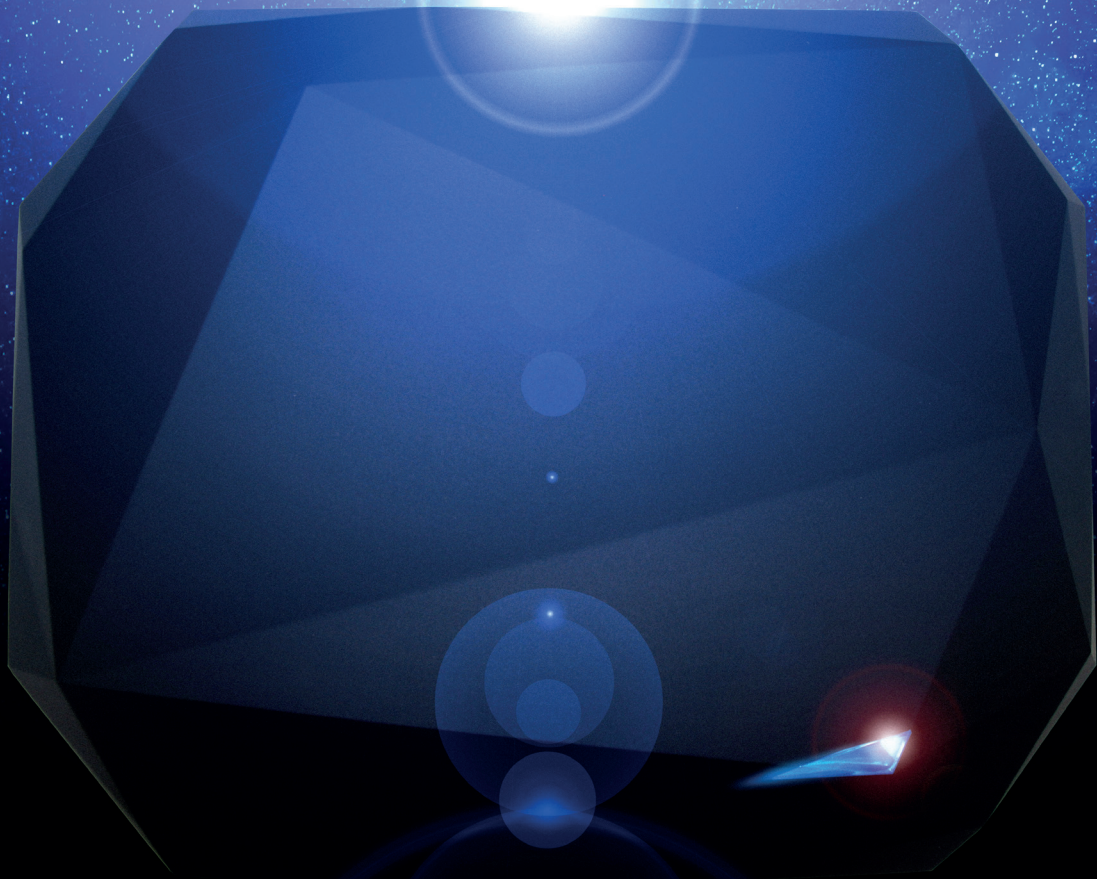
The enhanced vandal-proof structure withstands knocks and malicious acts. This weather-resistant reader is IP66-rated and designed for outdoor uses in harsh environments: vibration, dust, heavy rain, sea air... "It's the most robust reader on the market, yet intuitively easy to use and set up. We have developed user-friendly and free tools to configure the readers in few seconds via USB/micro, USB cable or UHF card", adds Maé Tholoni, Security Product Manager.

Its stealth design with strong lines ensures it integrates easily into the corporate environment for swift adoption. The wide range of customisation options enables our clients to truly get the most out of this powerful communication tool. SPECTRE offers many smart features which make it the perfect solution for gates that require a combination of high security and convenience. "SPECTRE is the perfect blend of security, performance, reliability, flexibility and a unique design all in a simple solution. Reaching excellence to deliver best-in-class products is always a goal for STid. The continuous improvement and innovation are strong and shared values in our company. We have pushed our 22-years of know-how and expertise in SPECTRE", concludes Vincent Dupart.

During GSX Las Vegas (September 26-28), STid will present its new SPECTRE reader at booth #2877.

STid
Electronic Identification

Smart Vehicle Identification



New Spectre reader: Let the good go, kick the bad out. Without delay.

Accept the challenge of fast-track security at your vehicle gates. Spectre's UHF-based vehicle ID reader is the first of a new generation: discreet by design, flexible in its configuration, secure and encrypted in its communication. Our new long-range reader is built to perform for up to 4 driveways, even in highly challenging environments. It's the most robust reader on the market, yet intuitively easy to use. Welcome to speed and security - in a single solution.

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Fire detection and suppression market to reach \$179M by 2022

London, UK

According to latest analysis, the market for fire detection equipment in data centres is forecast to grow at a compound annual growth rate (CAGR) of 4.4 percent from 2017 to 2022, reaching \$117.4 million in 2022. Fire suppression equipment in data centres is forecast to grow at a CAGR of 4.6 percent from 2017 to 2022, reaching \$61.6 million in 2022.

As data centre construction continues to mount due to increasing demand from the Internet of Things (IoT), data centre architecture is evolving, finds Robert Brooks, Analyst, Security & Building Technologies at IHS Markit. For example, data centres are becoming smaller, thanks to increased efficiencies within each data rack resulting in the cost of the building itself superseding the cost of the racks and internal components. This shift in priority for data center managers has had a profound effect on protecting these structures, especially fire detection and fire suppression.

Air-sampling smoke detection on the rise

Typically, data centres were being protected with a traditional spot detector, such as multi-sensor detectors or optical detectors, and a gaseous suppression system over the area containing the racks. For fire detection, there has been a shift to using more air-sampling smoke detection (ASD) within data centres, because of their ability to detect the threat of a fire much faster than traditional spot detectors. The use of ASD leads to early detection, allowing operators to either shut down overheating equipment or use portable extinguishers, rather than relying on damaging water or other suppression technology that can increase costs. Due to the shift toward early-detection sensors, ASD is forecasted to be the fastest-growing detector type through 2022, with a CAGR of 7.8 percent globally from 2017 to 2022.

Suppression technology

While ASD has changed how data centres detect a fire, suppression technology is also changing.



Since the value of racks, servers and other equipment within data centres has been steadily declining, the focus of data centre managers has shifted from racks and equipment, toward protecting the structural integrity of the building itself. Thanks to server redundancy, there are fewer ramifications to the business continuity of companies using these servers, if a data centre were to be shut down due to a fire.

Prevent sprinklers from discharging

Considering all these factors, data centre managers have opted to purchase pre-action wet sprinklers to cover the area containing racks, because they are a much less expensive solution. While it might

damage equipment with water, it will still maintain the structural integrity of the data centre. By coupling ASDs and pre-action wet sprinklers in data centres, building managers are presented with an opportunity to prevent sprinklers from discharging, if the fire can be mitigated by other means, resulting in fewer losses and unnecessary downtime for the data centre.

The research suggests that this shift to pre-action sprinkler systems within data centres now has gaseous system manufacturers pushing a new, less-expensive solution, so they can continue to compete within the data centre sector. These pre-engineered gaseous solutions are built to cover individual racks (or multiple racks lined up together), to better address early detected fire

threats. These systems complement pre-action sprinklers, because they can be discharged directly into the racks without doing any damage to the components. They can also be activated before the sprinkler systems discharge.

Fewer detectors needed

The evolution of data centres has slowed the growth of fire equipment for this sector, but the market outlook remains positive, due to the growing numbers of smaller data centres that require smaller overall systems. The positive market outlook is also supported by the shift from gaseous-suppression systems to pre-action sprinklers and the use of ASD, which requires fewer detectors throughout the area that needs protection.

Perimeter intrusion market to reach USD 21.75 B by 2023

Northbrook, IL (USA)

The latest report on the perimeter intrusion detection systems market to 2023 shows a growth from USD 10.73 billion in 2018 to USD 21.75 billion by 2023, at a CAGR of 15.2% during the forecast period.

This growth, according to research analysts, Marketandmarkets, can be attributed to the increasing installations of video surveillance for security systems and rising demand for remote access through the cloud and wireless technology in security systems.

Based on deployment type, the open area segment of the perimeter intrusion detection systems market is projected to witness the highest growth during the forecast period. Open area perimeter intrusion detection systems are equipped with volumetric sensors, such as

microwave, active infrared, passive infrared, radar, and acoustic sensors. These sensors usually cover large areas and offer volumetric protection by detecting the motion of the intruder within the protected space.

In terms of size of organisation, the small and medium-sized enterprises segment of the perimeter intrusion detection systems market is expected to grow at a higher CAGR as compared to the large enterprises segment during the forecast period. Cost-effectiveness is essential for SMEs as they have

limited budgets. Hence, these enterprises face a greater resource crunch as compared to large enterprises, and require improved methods to secure boundaries or critical infrastructures. The implementation of perimeter intrusion detection systems is expected to result in increased revenues, desired business outcomes, and improved business efficiency for SMEs.

The North American region is expected to lead the perimeter intrusion detection systems market in 2018. The growth of the North America perimeter intrusion detection systems market can be attributed to the presence of various key players, such as Honeywell, Johnson Controls, Anixter, Rbtec Perimeter Security Systems, and Flir Systems in this region.



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BUSINESS PEOPLE



Uri Guterman.

Head of product and marketing at Hanwha
Chertsey, Surrey (UK)

Hanwha Techwin Europe has recruited Uri Guterman to take on the newly created role of Head of Product and Marketing.

Uri will be working closely with Hanwha Techwin Europe's Country Managers and other key stakeholders to drive the implementation of the company's B2B channel programme. He will also be responsible for developing strategies and driving programmes to help win additional new business across Europe.

Uri brings to Hanwha Techwin a wealth of product management expertise accrued over 20 years at a European level and 10 years experience of the video surveillance industry. With a proven track record of being a high energy team player and with the ability to lead and simultaneously manage multiple projects, Bob (H.Y.) Hwang, the Managing Director of Hanwha Techwin Europe, believes Uri could not be joining the company at a better time.

"We will be able to put Uri's talents to good use as we look to focus on future growth opportunities made possible by our investment in outstanding new products and technology partnership based solutions, which incorporate cutting edge technologies".

Siemens Building Technologies acquires Building Robotics Inc

Zug, Switzerland and Oakland, Ca (USA)

Siemens Building Technologies Division is setting a further milestone in smart building solutions by acquiring Building Robotics Inc., a market leader in the fast growing digital workplace experience app domain.

Headquartered in Oakland, California, the start-up achieved its leadership position by developing a simple-to use app that enables people to take control of their environment. **Building Robotics, Inc.** is best known by the name of its core product, Comfy.

Building Robotics Inc. will be a wholly-owned subsidiary of Siemens Industry Inc. and continue to operate as a vendor-agnostic platform provider. The two co-founders CEO *Andrew Krioukov* and CTO *Stephen Dawson-Hag-*

gerty will remain in their current position in the management team of Building Robotics Inc.

Both parties have agreed not to disclose any figures. Closing is expected in the third quarter of 2018.

"This move further strengthens our leadership position in smart buildings," said *Matthias Rebellius*, CEO of Siemens Building Technologies. "With the Comfy app we will bring a consumer-like experience to commercial buildings that simplifies the interaction with

buildings to increase employee productivity and engagement."

Through the Comfy app, Siemens Building Technologies will connect people, places and systems" to create amazing workplace experiences – putting people in the centre of a building."

Comfy directly integrates with existing building automation, IT networks and IoT systems to provide on-demand control and smart automation, all within a single intuitive app. At a time when smart technology is becoming a must have in the office, employees can use the app to make immediate changes in temperature and lighting, book rooms and desks, and provide feedback on their space.

Milestone accelerates innovation capacity

Copenhagen, Denmark

Milestone Systems aims to increase innovation capacity by 45% by 2019 year-end and deliver on its promise to develop unique innovations that will meet future market demands in six key long-term innovation areas. These innovation investments will take place in multiple locations between Copenhagen, Sofia and Barcelona.

The objectives of this investment are to increase development capacity of disruptive innovations within deep driver integration, advanced rendering, IoT and metadata sources, online services, advanced data management and Milestone Systems' platform software development kit (SDK). The results of which, the company says, will accelerate Milestone System's leading position in enabling the processing of video and data from solution partners who use neural networks, deep learning and AI technologies.

"Market trends are changing at accelerated rates towards device aggregation, artificial intelligence and visual intelligence augmentation. We believe that by increasing our development capacity within

these disruptive innovation areas, **Milestone Systems** will be able to enable our partners with new market growth opportunities," said President & CEO *Lars Thinggaard*, Milestone Systems.

According to The World Economic Forum, more than one trillion sensors will be connected to the Internet by 2022. Alongside the development of these market trends, the demands for smart solutions and machine learning technologies increase. Executives expect Internet of Things (IoT) and AI to bring about the biggest change; 73% say they are investing in IoT and 54% in AI (PwC Global Digital IQ Survey). As part of the long-term innovation investment, Milestone Systems will



Milestone Head Office building in Denmark.

partner with leading technology companies on the development of Imaging of Things frameworks to connect, aggregate and secure the ecosystem of IoT devices and frameworks.

"Milestone Systems wants to be part of every video installation in the world. To do this, we must be able to offer the most innovative video technology platform which can enable our partners to address the wide range of challenges that our end-customers are facing. We want to push our technology beyond security in areas such as smart buildings and cities where our video technology can play a vital role," says Chief Technology Officer *Bjørn Skou Eilertsen*, Milestone Systems.

Argentinian designer wins Fermax Art Factory competition

Valencia, Spain

Pastel, an internationally-renowned architect and mural artist from Buenos Aires (Argentina), has won **Art Factory**, the second Fermax Street Art Contest. His project will adorn the façade of the headquarters of the door entry systems and control access systems manufacturer, from September 2018 onwards.

The location of the **Fermax** building on a popular street corner of Valencia has long been a legendary area for fans of street art. Now, the artist's contribution to the 1,600m² façade of the building will take this area to a whole new level.

As an artist, *Pastel* has travelled the world and amazed international fans with his productions, invading the edges of buildings, façades, boundary walls and corners with enormous natural elements (usually flowers). However, these plants and flowers represent more

than just decoration: they constitute the symbols and the memory of the spirit of all things local, and they aim to create a space for dialogue between humans and the urban environment.

Pastel began to produce his street art in Buenos Aires in 2009, fast becoming an internationally sought-after artist that has now produced work across all five continents of the world: Paris, Ostende, Albuquerque, Buenos Aires, Oslo, Azores, Ho Chi Minh, Helsinki and Manila.

The choice of Pastel has been



An example of the winning artist's work in Paris, France.

the responsibility of the same jury that made the previous selection. The jury was composed of a representation from the organising brand, with two representatives of Fermax (*Alberto Maestre*, corporate development director, and *Silvia Dolón*, responsible for branding at Fermax Spain and Portugal) and *Ramón Benedito*, the designer of most of the Fermax products.

The technical part of the jury was represented by *Anna Dimitrova*, cultural manager and outstanding gallerist who promotes the work of graffiti artists from all latitudes, together with *Juan Canales* and *Juan Bautista Peiró López*, professors from the Polytechnic University of Valencia who are directly involved in the development of urban art.

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Martin Harvey.

New President elected at Euralarm Zug, Switzerland

During the 50th General Assembly of Euralarm, the European association representing the fire safety and security Industry, the members selected Mr. Martin Harvey as new the President of Euralarm.

He succeeds Enzo Peduzzi who was President for the past three years. Following the election of the new President a new Board and Managing Director were introduced. Delegates from national associations and blue-chip companies acknowledged that the Industry is more unified, better integrated into European decision-making processes.

Martin Harvey is a consultant, with focus in the fire and security sector in Europe.. From 1974 to 2017 Martin Harvey worked for Tyco. His last years at Tyco International, from 2011 to 2017, he was the head of the European Regulatory Affairs.

The 2018 General Assembly of Euralarm was hosted for the second time in Bucharest, by Euralarm's Romanian Member ARTS, a body representing the security Industry in the country. The event coincided with the end of the Euralarm Board's three-year mandate and offered a review of the work achieved during that three-year period under the presidency of Enzo Peduzzi, from Siemens.

Assa Abloy acquires companies in the USA and in Switzerland

Stockholm, Sweden and Chicago, IL (USA), Zurich, Switzerland

Assa Abloy has acquired the Chicago-based company Door Systems and Planet GDZ from Switzerland.

Door Systems is a distributor of commercial doors, residential sectional doors, high speed doors and docking solutions, based in Chicago.

"I am very pleased that Door Systems is joining the Assa Abloy Group. I welcome this addition that further reinforces Assa Abloy's leadership in entrance automation, where our sales have grown from SEK 3 billion in 2008 to SEK 22 billion in 2017," says Nico Delvaux, President and CEO of Assa Abloy.

"Door Systems has a proud history and a talented workforce. Their know-how is a good addition to the Assa Abloy Entrance Systems team. I look forward to welcoming our new colleagues

and together keep strengthening our commercial door and docking solutions," says Mogens Jensen, Executive Vice President of Assa Abloy and Head of Division Entrance Systems.

Door Systems was established in 1954 and has some 100 employees and the sales figures for the company 2018 are expected to reach 27 million dollars.

Planet GDZ is a supplier of door drop down seals and finger protection covers, based in Zürich.

"This acquisition delivers on our strategy to strengthen our position in the mature markets through adding complementary products and solutions", says Nico Delvaux,

"Planet GDZ stands for innovative drop down seals and finger protection for all types of doors and will fill in a gap in our product portfolio in the important DACH (Germany, Austria



Nico Delvaux, President and CEO, Assa Abloy.

and Switzerland) markets and beyond, making Assa Abloy even more relevant to our current and future customers."

Planet GDZ was established in 1945 and has some 55 employees. The sales for 2018 are expected to reach some CHF 18 million (approx. SEK 160 million)

The acquisition is conditional upon regulatory approval and is expected to close during the third quarter of 2018.

Avigilon President wins national award

Vancouver, Canada

Avigilon's President and Chief Operating Officer, has been selected as a recipient of Canada's Top 40 Under 40 Award for 2018.

Considered the country's most coveted award for young business leaders, Canada's Top 40 Under 40 annually recognises the exceptional achievements of 40 outstanding Canadian leaders and innovators under the age of 40 who are making significant impacts on their organizations and in their communities.

James Henderson was selected from over 800 nominees by an independent, cross-national Advisory Board, based on four key criteria: Vision & Innovation; Leadership; Impact & Influence; and Social Responsibility.

Since joining Avigilon in 2011, James has been instrumental in



James Henderson President and COO of Avigilon.

the company's rapid growth and continued success. Under his leadership, Avigilon has expanded its market presence, brand awareness, and corporate profile, to become a globally recognised leader in the security industry. He provides the strategic vision that has successfully driven Avigilon's topline revenue growth and profitability. Recently, he led the sale process resulting in the \$1



A Caldwell Award

Billion acquisition of Avigilon by Motorola Solutions – one of only three acquisitions of its size in Canada in the last decade. With his tremendous drive and focus on innovation, James is a recognised leader in the security industry.

The 2018 Top 40 recipients will be celebrated on the 21st of November at the Top 40 Awards Night Gala at the Metro Toronto Convention Centre.

Bosch acquires stake in AI start-up company

Grasbrunn, Germany and Tel Aviv, Israel

The Bosch Building Technologies division is partnering with Anyvision Interactive Technologies Ltd. and acquiring a 9 percent stake in the Israeli AI-based person- and object-recognition start-up.

It has been agreed that the purchase price will not be disclosed. The agreement, signed on June 18, 2018, provides both for the acquisition of a stake by **Bosch** and a sales and technology partnership.

"In the market for IP video surveillance, one of the main USPs of Bosch Building Technologies is Intelligent Video Analytics, which allows video data to be interpreted quickly and simply. Anyvision's innovative technology, which makes it possible to identify persons and objects from various angles, will be a significant addition to the portfolio of solutions we already offer as a

result of IP partnerships in this area," says *Bernhard Schuster*, whose responsibilities within the executive management of Bosch Building Technologies include marketing and sales, as well as the global Security and Safety Systems business.

"This three-part agreement is an important step in our mission to shape the future of AI, and we are proud to have the Bosch Building Technologies division as our partner as we aim to create a safer and better tomorrow," says *Eylon Etshtain*, the Anyvision co-founder and CEO.

Set up in 2015 and headquar-

tered in Tel Aviv, with offices in New York, USA and Belfast, UK. Anyvision currently employs 100 associates globally, and is a leading provider of self-learning, AI-based person- and object-recognition software. Unlike conventional solutions in this field, Anyvision's software is a plug and play solution for new and existing systems that overcomes challenges such as occlusions, different angles of view, and poor light conditions.

Among other things, it can be used to find and identify missing or wanted objects or persons in large crowds, to support the work of authorities such as the police, and to optimise processes. Use cases can also be found in locations such as hotels, casinos, airports, sports venues, and retail outlets, where the technology is used to identify VIPs and enhance

customer experience with special offers, services, and seamless access.

As part of the agreed sales partnership, video security solutions offered by Bosch in the future will include the Anyvision software as an option. "Our customers around the world are increasingly asking for ways of integrating person- and object-recognition software into our video security systems. Collaboration with Anyvision will allow us to fulfill this customer wish even better and offer an enhanced package of solutions," Schuster says.

Over the medium term, the two companies aim to work together to add further features to this technical solution. For this purpose, the agreement they have signed also includes a technology partnership.



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Wayne Hurd.

VP of Sales at Dahua USA
Irvine, Ca (USA) and
Hangzhou, China

Wayne Hurd has been appointed as the Vice President of Sales of Dahua Technology USA Inc. the North American subsidiary of Zhejiang Dahua Technology Co., Ltd.

In the new executive management role as VP of Sales, Hurd will be responsible for leading the North American sales team at a time of record growth for the company in the U.S. and Canada.

Wayne Hurd is an experienced veteran of the security industry. He most recently served as VP of Distribution Sales for the security products division of Flir Systems Inc. Prior to joining Flir in 2012 as part of a business acquisition, he had served as Executive VP of Sales and Marketing for Digimerge Technologies, a division of Lorex Technology, offering commercial security solutions for small to mid-sized businesses.

Wayne was a founding member of the Digimerge division in 2003 and instrumental to its growth and development.

He joined Dahua in February 2018 as part of Dahua Technology's acquisition of Flir's Digimerge and Lorex businesses.

Nice extends global presence with Fibaro acquisition

Oderzo, Italy and Poznan, Poland

Nice continues along its path of international growth and expands in the Smart Home sector acquiring Fibaro, a leading brand in the field.

Founded in 2010 with headquarters in Poznan, Poland, in just a few years **Fibaro** has established itself on 6 continents and in over 100 countries as one of the most advanced wireless systems for the Smart Home, designing and producing devices with Z-Wave and Homekit protocols in its facilities and research centres, with a view to utmost simplicity in installation, plug & play, the possibility of remote access and compatibility with third-party systems such as Apple Homekit, Z-Wave, Google Assistant, Amazon Alexa and Apple's Siri.

Fibaro's competences will expand the Nice offering in the area of home automation systems, to turn the vision of a completely connected home into reality, everywhere in the world. This will be



Nice consolidates position in Home Automation with Fibaro.

possible thanks to the complementary offers of the two companies, which have in common the international strategy, the design thinking approach, the constant push towards technological innovation and, most importantly, the willingness of putting people at the center stage, developing solutions that are easy to implement and use.

Fibaro offers a complete range of integrated Smart Home products: from its "Home Center" gateways, which are the heart of the home and building management system, to the most advanced design awarded multi-function sensors, which monitor the indoor environment for factors

such as flooding, fumes and presence of CO, including sensors that detect whether doors and windows are open, acoustic alarms and cameras. It also offers innovative heat controllers that optimise the temperature of the house and allow significant energy savings.

"We are pleased to announce this important new deal for the Group. Nice and Fibaro are united by a drive for innovation and digitalisation, as well as by a shared mission: to simplify the daily lives of people by offering an extraordinary, simple, friendly and secure user experience, in a domestic space for maximum comfort," commented *Lauro Buoro*, founder and Chairman of Nice S.p.A.

Costar acquires Arecont Vision assets

Los Angeles, Ca (USA)

Following the reports in May that **Arecont Vision** was executing an asset purchase agreement with an affiliate of Turnspire Capital Partners, LLC under which Turnspire was to acquire substantially all of the company's assets. Arecont Vision has now confirmed that after a more lucrative offer, reported to be around \$12 million, an acquisition by Costar Technologies, Inc. of its assets has been approved by the bankruptcy court.

As previously announced, Arecont Vision initiated proceedings under chapter 11 of the United States Bankruptcy Code in the District of Delaware in May, 2018 and has achieved its goal of moving through this process quickly.

After the closing of the sale, upon emergence the assets formerly operated by Arecont Vision

will begin operating as Arecont Vision Costar, LLC and be part of Costar, a US corporation that designs, develops, manufactures, and distributes a full range of proven products for the video surveillance and machine vision markets.

"Costar's family of companies, composed of CohuHD Costar, Costar Video Systems, Innotech, and IVS Imaging, is a strategic fit for Arecont Vision providing synergies that can be leveraged to grow our business in new market verticals and product areas. Costar provides resources that will enable Arecont Vision to continue to innovate and lead the market," states *Raul Calderon*, Chief Operating Officer and General Manager, Arecont Vision.

Costar's leadership, substantially all of Arecont's employees

will be hired by Costar, customer programmes and services will continue, and investments will be made into the development of new, industry-leading products.

"The acquisition of the assets of Arecont Vision expands Costar Technologies' video surveillance platform by strengthening our product line," says *James Pritchett*, Costar President and Chief Executive Officer. "It supports Costar's strategy to become a leader in the video surveillance industry, transitioning from a value-added OEM product company to a manufacturing based and design company. Along with our other recent acquisitions, the Arecont acquisition increases our manufacturing and design from approximately 50% to 75% of our revenue."

New US Law bans Hikvision and Dahua products

Stockholm, Sweden

President *Trump* has signed the John S. McCain National Defense Authorization Act for fiscal year 2019. It contains details of a new law, which will ban the use of **Dahua** and **Hikvision** products and their OEMs in US government and US government-funded contracts, becomes effective from August 2019.

The ban includes also specifically telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation, or video surveillance equipment produced by Hytera Communications Corporation.

There is also wording that suggests the barring of the purchase of any such equipment produced by an entity believed to be owned or controlled by the Chinese government.

Additionally, beginning in August 2020, these government agencies will also be barred from entering into, extending, or renew-

ing a contract with an entity that uses any of the above-mentioned telecommunication and video surveillance equipment.

This second provision is most concerning to the specified firms, uncertain about how broadly the ban will be interpreted.

The South China Morning Post reported that both Dahua and Hikvision share prices took a dive on the basis of this news, and that Hikvision stated: "The ban itself will not have substantial impact on the company's business. But due to its unclear points and semantic ambiguity in some terms, the bill might generate broader interpretations, which could extend the ban from federal agencies to non-federal installations [from using our products]."

According to *Jennifer Mapes-Christ*, Senior Analyst and Manager of the Consumer & Commercial Goods group at the Freedonia Group, will the US



President Trump has signed the John S. McCain National Defense Authorization Act for fiscal year 2019. It means that a new law which will ban the use of Dahua and Hikvision products and their OEMs in US government and US government-funded contracts becomes effective from August 2019.

government market for video surveillance systems exceed \$700 million by 2021.

The wider impact in terms of the confidence of international markets has to be a further consideration, as the bill will almost certainly make other authorities consider the question of the integrity of these products.

Dahua's main and public response has so far been based around the fact that the company

is not a "government owned entity" as it is publicly traded on the Shenzhen stock exchange.

Hikvision, on the other hand, according to Freedonia, is said to be setting up a team to provide a more accurate interpretation of the bill and determine possible ramifications. The report also says that Hikvision claims the bill's ban is based on insufficient evidence, review or investigation.

Source: Freedonia

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Ready to Adopt Edge Storage in Your Surveillance Project?

Rarely has there been a more exciting and dynamic time to be in the video surveillance industry. Technological innovations, real-time access, video analytics and affordability are all driving rapid market growth. Many of the same technology advances are also enabling unprecedented possibilities and flexibility in system design – not only from a single device perspective, but also in end-to-end topology deployment. Advanced video storage technology, specifically surveillance-grade edge storage, will play a critical role as a smart, reliable and secure choice in video surveillance applications.

Edge Storage is not Just for Data Backup

Today, most edge storage deployments are for enterprise projects and function mainly in one of two use cases: as backup to enhance system reliability (Figure 1), or caching to optimize network traffic and cost (Figure 2).

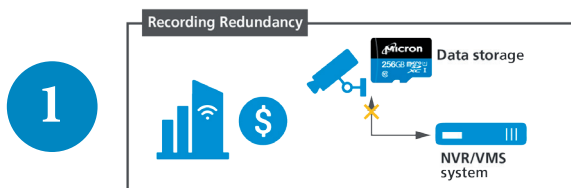


Figure 1: Edge Storage as Backup

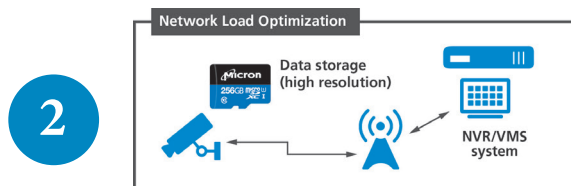


Figure 2: Edge Storage as Caching

One of the reasons edge storage is limited to these two use cases is a lack of capacity and high-density storage solutions. If a surveillance device is performing continuous monitoring and recording, a 32GB or 64GB storage device can only hold a few days of video storage before being overwritten. Only when higher density edge storage devices become available and affordable will it become possible to retain multiple weeks of high-resolution video storage¹.

A New Use Case: Primary Storage

Recently, higher-density edge storage solutions have been introduced that can store weeks – or even a month – of full-motion, high-resolution video storage under continuous monitoring, enabling a new use case: primary storage.

In a small/medium business (SMB), a typical topology relies on a local network video recorder (NVR) for data storage and management. However, with infrastructure readiness (cloud management and a VMS app on a phone), a system designer can now use edge storage as primary storage – replacing or eliminating the local NVR. In this use case, edge storage lowers TCO by eliminating the need for a local NVR. It also enhances solution scalability by eliminating the need to upgrade a local NVR and storage when adding new cameras to the system (Figure 3).

Looking forward, smart camera deployments and video surveillance as a service (VSaaS) will be the next mega trends in the video surveillance

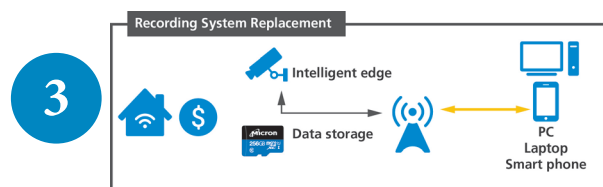


Figure 3: Edge Storage as Primary Storage

industry. Machine vision and advanced analytics in smart cameras go beyond traditional video capture and transmission. Equipping intelligent features such as analytics on sensory device input and storage capability in front-end IP cameras will enable a transformation of workloads from back-end to front-end, and, as a result, create headroom on back-end systems to handle more advanced multi-camera/footage analytics. Off-loading AI-related functions and storage to front-end smart cameras will lower latency while minimizing network resources (Figure 4). Thus, equipment with edge storage capability could become a mandatory feature in smart cameras.

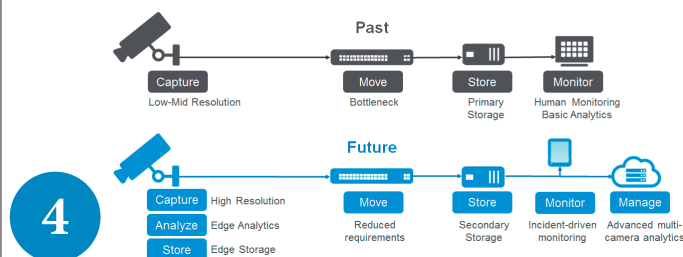


Figure 4: Edge Storage in Smart Cameras

Challenges

As edge storage evolves from a backup use case to a primary storage use case, some challenges can arise when selecting a solution:

- **Storage Capacity** – Is your edge storage solution able to store up to 2 weeks, or even 1 month, of video archives at the target resolution, with the chosen compression techniques? In today's video surveillance industry, 1080p resolution is a basic requirement for an IP camera, and 4K will likely be so in the future. With continuous recording of high-quality surveillance video, you will need a higher density storage device to meet basic data storage and archiving requirements.
- **Endurance and Quality** – Will your edge storage solution have the rigor and design longevity to last 3 or more years in the field? The typical surveillance solution needs to be ruggedized, near all-weather resistant. To reduce maintenance and decommission costs during service years and



to control TCO, a high-endurance device with surveillance-grade edge storage is essential.

- **Recording Performance** – Does your edge storage solution meet your service level agreement (SLA) for data quality? Continuous video recording into a storage device can cause frame drop issues. Your edge storage device must optimize its recording performance for surveillance usage to reduce the risk of data loss.

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5

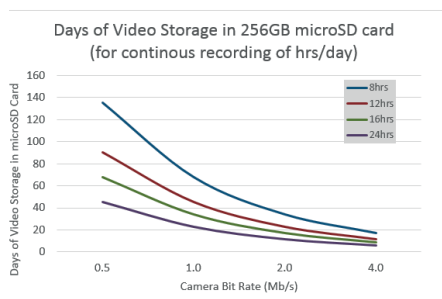


Figure 5: Days of Video Storage in a 256GB microSD Card

Surveillance-Grade Edge Storage

Specifically designed for IP video surveillance workloads, Micron's industrial microSD cards feature:

- Storage densities of 32GB, 64GB, 128GB and 256GB, enabling more video to be stored at the edge and giving system designers increased flexibility
- Three years of high-quality, continuous, 24x7 video recording in a wide range of temperatures and environments
- Two million hours mean-time-to-failure (MTTF), or 0.44% annualized failure rate (AFR), which is equal to or better than most surveillance hard disk drives²
- Special firmware designed for continuous video recording that minimizes frame drops and video capture
- Technology to self-monitor and provide usage information and expected useful life remaining

How to Select a Suitable microSD Card

Micron has developed a storage calculator tool that enables you to select the best surveillance-grade microSD card for your project. By entering four key parameters, we provide you with our recommendation for a best-fit solution³:

- Average recording bit rate (for example, 4 Mb/s)
- Average recording hours per day (for example, 8 hours)
- Minimum required video storage in days (for example, 14 days)
- Expected project / contract life time in years (for example, 3 years)

1. Micron Edge Storage Capacity Estimator (<https://www.micron.com/solutions/video-surveillance>).

2. WD Purple hard drive and Seagate Skyhawk HDD specifications.



Scan the code to learn more about Micron.



Turn your camera into an NVR with 30+ days of storage

Introducing Micron's new 256GB surveillance-grade microSD card

- Designed to minimize frame drops
- Smart tools for lifetime monitoring
- 3-year warranty for 24x7 recording
- 2 million hours MTTF



Willem Ryan, Avigilon on being a part of Motorola:

“The combination of video and critical communications together is very powerful”

By Henrik Söderlund

2018 has been an intense year for Avigilon. Motorola Solutions completed its 1 billion dollar acquisition of Avigilon in March and Alexander Fernandes – founder, CEO and Chairman of the board – has retired. “What Motorola and Avigilon really offer is the opportunity of growth into new markets”, says Willem Ryan, Avigilon Vice President, Global Marketing and Communications.

Founded in 2004 in Vancouver, Avigilon has been growing rapidly. The company designs, develops, and manufactures video analytics, network video management software and hardware, surveillance cameras and access control solutions, and in 2017, the revenue was more than 400 million dollars. Willem Ryan is excited about the completion of the acquisition.

“Motorola is an industry leader in critical communications, especially in industries around public safety, federal law enforcement, where communication is key. In some of the most critical moments, whether it be an emergency disaster, or even just day to day operations for business, communications provide that connection, and video provides eyes that can verify information on what is happening in real time, so the combination of video and critical communications together is very powerful”, he says.

What is the biggest trend in the market right now?

“We see the growth of AI. It is the disrupting technology that is going to continue to change and shape the industry both near term and long term. We have been developing AI for a number of years now and a year ago we launched our first AI based technology called Avigilon Appearance Search technology. It is all about searching video very quickly, using AI to aggregate data, so that you can find a person or a vehicle across an entire site very fast. We have been continuing to develop and enhance that feature. AI will continue to evolve over time and really enhance the way people use

and interact with their security system.”

How interested are the end customers in AI?

“One of the things that we have seen is that people love the way that Appearance Search helps them find things a lot faster. People may not necessarily understand all that is behind the AI technology, but we help to explain how it works. We know AI is going to be practical to people if it solves real problems; that is the key. And we know video searching is one of the main items that a security operator does on a day-to-day basis – looking through video to find the things that they need to find. So they are really excited, and the demand is quite high. So now, based on that, there is a healthy curiosity of what could happen next. What could AI also solve?”

Is there a difference between how AI is used in North America and in Europe?

“Not that I have seen up to date. It would be interesting to see over time how it can be applied. Now, each country in Europe has its own regulations in terms of use of video surveillance. So that may dictate how AI can be used in those countries. Different regulations may influence the way that you use it. The implementation of GDPR in the EU has required an adjustment of how people will manage their video surveillance system, and AI actually has a role to play in that. AI can help to find, for example, if someone requests to see the video that was recorded in the system. A great thing about AI is



Willem Ryan, Avigilon Vice President, Global Marketing and Communications.

that it can quickly and accurately find that information.”

How do you work with cyber security?

“Cyber security is key. As our data becomes more rich and powerful in terms of what we are describing, securing that data is key. For us it is about allowing our customers to apply their processes around data protection and our system to be able to enable that, and so we have a number of tools within our

and keep them at the most current, which includes security patches. We are also excited about cloud technology because it allows deploying the latest updates as well.”

You also manufacture access control solutions.

“Access control is one of the fastest growing segments of our product portfolio and for us, access control, independently continues to grow, but we also see the unification of access control and video as

” Cyber security is key. As our data becomes more rich and powerful in terms of what we are describing, securing that data is key.

system that supports cyber security. We also have processes within our own development cycle that allow us to address vulnerabilities as they come in to the market and be able to quickly address that, and allow our customers to update as they go along. Keeping your system current and up to date is very important. We create packages for our firmware and software updates that will at the same time update your software, update firmware for cameras,

the key philosophy and strategy. We are continuing to bring more access control information into our video surveillance range, for example being able to verify and identify people’s credentials as they go in and out of a door. We can also grant access to a door through our video system. So we are continuing to evolve that, so people can have one unified system for their security, access control and video, all together in a very powerful way.”

deLux
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Technology by Videotec for
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Physical security and cyber security are converging and today, it is also data that people are trying to steal as well as physical assets, according to Alistair Enser, President and General Manager for Global Products and Technology Group, Stanley Security. Detektor met up with him for a chat.

By Henrik Söderlund



Alistair Enser, President and General Manager for Global Products and Technology Group, Stanley Security.

Alistair Enser, Stanley Security

"Traditional lines will erode away"

It has been seven years since Stanley Black & Decker acquired Niscayah. Today, Stanley Security Products has coverage in 12 European countries and calls itself the largest electronic security provider in Europe.

"Stanley Products is doing very well. In the last year, we have seen a lot of growth across Europe, Asia and US, well into double digits", says Alistair Enser.

What is the most important thing happening in the market right now?

"We see a real convergence between cyber and physical security. If we go back 20 years, we were all intent on protecting our buildings and the contents of those buildings, but now, the contents have changed: it is data that people are trying to steal as well as some physical stuff, and the threat does not always come through the front door or the window but might come up the internet pipe. It is unavoidable for us as an industry and for us as a security business to differentiate between cyber and physical security."

What are the biggest trends in the market right now?

"With that sort of convergence, we are seeing a lot more acceptance of cloud and we are seeing many of our corporate customers and key end users now really embracing cloud technology because the installation and adoption of certain services are easier for them. The risks and concerns that they may have had over previous years regarding the security of cloud are still there, but they are being answered, as it becomes more of an accepted technology. And at the same time, a big trend is business

intelligence or AI. There are many ways that we see business intelligence and analytics or AI – or whatever you want to call it – as a really important factor."

Can you give an example?

"We are constantly looking at how we can add value to the customers in the marketplace, and certainly with all of the security systems on the market today, we collect and process a lot of data, and that data when used correctly, can add value to the system. The best way to add value is to try to automate it. For example, watching traffic move around a building, whether via video or access control, or looking at the behaviours of the people in the building – are they doing something suspicious – just understanding how they normally behave on a normal given day, versus how they might be behaving today. Is it different? Should that create an alarm event, which then designates that someone take a closer look?"

How big is the demand for AI among end customers?

"I would say it is increasing, but it is very difficult to quantify. We do various surveys and when we talk to customers, the amount of intelligence they want to be built into their system is just increasing year on year. What we can also see is an increasing trend from customers to drive productivity within their own businesses as well as security needs, and whether that means reduced costs, a better use of integrating systems, or whether it means increased productivity, it all amounts to the same thing."

Is there any particular market

It is unavoidable for us as an industry and for us as a security business to differentiate between cyber and physical security.

where the demand for AI is bigger?

"I do not think there is, I mean we can look at key verticals that we are in. We are arguably the leader in banking security globally; we have got over 80,000 sites. And if we are looking at our banking customers, they are already asking questions about how we can tie disparate systems together, how we can tie different events together. To understand how people behave and use that AI to drive different outputs in that building all comes back to improving business management e.g. measuring effective use of floor space via security sensors and access control, electronic security, or even just HR and people management."

How interested are the end users in cyber security?

"I think they are increasingly interested. It can be very harmful to a company if not dealt with correctly and within our industry we are seeing more and more companies focusing on that and building tools, processes and systems link the traditional security with cyber. This is a really serious matter, and I think that it is only in the last year or so that, the security industry has realised we have a very important part to play in this."

How will the industry look in the future?

"We are seeing a convergence at the top end with integrators – companies buying other companies – and that will continue. I do

not think that an end user is going to be saying "I just want a video system". They want a system that helps them with their daily lives in their building and that might be security, or it might be security with IoT, BMS and other kinds of management disciplines built in. Ultimately it is about managing risk, adding value to their business and answering concerns or improved business opportunities for them. So I think these traditional lines that have been built up over the last 20-25 years will continue to erode away, and it will become much more of a technological space."

What is your biggest challenge?

"I think the biggest challenge is to understand the world that we are working in, whether we talk about connected cities, about all these big changes that are happening in the world, whether we are looking at threats or technology – it is about really understanding where we are going to be. We can build products for tomorrow, we can build services and solutions for tomorrow, but actually, we want to answer the questions for today, tomorrow, ten years, twenty years time, and it is always tough to really focus in on the right things. There is always a knowledge and skills gap when things change, so technology is one hurdle, but finding and developing the right people and organisation will also be significant for us all. This is where we now focus a lot of our efforts."

Videotec brings Delux technology to the marine, oil & gas sectors

Schio, Italy

The new *Videotec Delux* technology significantly improves the day and night vision and competitiveness of these products.

Videotec has extended the range of cameras that include the new Delux imaging and encoding technology. It can now be found in models designed for surveillance in the marine and oil & gas sectors, and significantly improves the day and night vision and competitiveness of these products.

After recently being integrated

into the *Ulisse Compact PTZ*, Delux technology is now available across the IP, PTZ and fixed cameras of the ex-proof and marine lines, namely the *Maximus MPX*, *MVX* and *NXPTZ*. According to Videotec, these models are already well regarded on the market for their high performance levels and operational efficiency in extreme environments and where there is a risk of explosion.

Delux technology brings increased light sensitivity, which

means the cameras deliver very high-quality vision day or night, with clear high-definition images and incredibly well-defined colours – even in very low light conditions.

The improved precision and image clarity provides immediate added value to outdoor surveillance applications, especially in sensitive areas where the need to identify people, objects, moving vehicles and other events, day or night, is crucial.

In addition to improved colour



The new Videotec Delux technology significantly improves the day and night vision and competitiveness of these products.

rendering and greater noise reduction, Delux technology has brought new advanced PTZ performance, namely in the control of speed proportional to zoom and the management of privacy masking.

The Delux technology has been developed end to end by Videotec's R&D team and this has led to considerable reductions to the costs of these new camera models. **swn**

Aperio extends electronic access with no cables

London, UK

Extending the coverage of traditional access control can be expensive and intrusive, but a faster, easier and more cost-effective alternative is offered by upgrading to Assa Abloy's **Aperio** wireless locks, where users can forget about keys and key management.

Battery-powered Aperio RFID-equipped cylinders, escutcheons, handles and locks can be fitted as part of a new access control system, or extend an existing installation by linking new doors to the same system wirelessly. There is no need for staff to change their access key-cards, nor for anyone to carry more than one credential.

Aperio locks work within almost every major access control system on the market, from over 100 different manufacturers. And they

are energy-efficient. Aperio wireless locks run on standard batteries and only "wake up" when presented with a credential. They are not connected to the mains, and use no power when inactive. The only maintenance needed is a new standard battery on average every 40,000 cycles (typically 2 years).

Aperio adds access control painlessly. Installing wireless locks is more cost-effective than hard-wiring more doors, because there is no cabling or invasive building work around the door. Faster installation also means less disruption to everyday business — a key advantage in fast-moving sectors.

"With Aperio we were able to quickly and easily install a complete online system," adds *Magnus Svensson*, Infrastructure Manager at

Lund University. The transition at Lund was practically invisible. The university's existing Mifare smart cards were retained, so there was no need for 42,000 students and 7,500 staff to return their cards for reprogramming, or even to reactivate their permissions via updaters.

Changing doors is unnecessary when a user selects to go wireless, as no drilling is required when an Aperio cylinder is installed, just a single screw and 2 minutes' work. It is also fast and easy to switch a traditional mechanical handle for an Aperio H100 wireless handle with integrated RFID reader, to bring more doors into the access system.

Aperio devices with built-in RFID readers fit almost any opening or security level. Aperio locks protect both exterior and interior



Aperio wireless locks.

doors, from fire and escape route doors to meeting rooms, labs and offices; wooden, glass or aluminium doors are all suitable. The portfolio includes cylinders, escutcheons, handles and complete locks for security doors. Aperio locks are compatible with all common lock profiles: Euro, French, Finnish, Scandinavian and Swiss. And integration with an existing system can be online or offline. **swn**

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

Just stay analouge. Digitise with DALM.

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

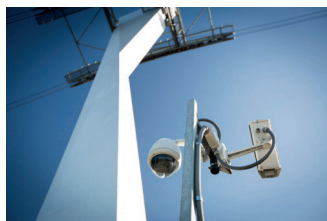
In other words, alarm communication via the Internet opens up a world of completely new opportunities. Without any expensive investments.

Read more about next generation alarm communication at dualtech.se



Latest Milestone upgrade makes mobile safety smarter

Copenhagen, Denmark



Milestone Systems has released Device Pack 9.8 for partners and customers using Milestone Xprotect video solutions.

Milestone Systems has released *Device Pack 9.8* for partners and customers using Milestone Xprotect video solutions, this bi-monthly device pack contains software updates for Xprotect video management to support new hardware, and includes next level support for highly mobile and body-worn cameras.

Use of body-worn cameras enables wireless documentation of events not totally covered by fixed cameras. This can improve situational awareness for safety related incidents, but also increase safety for lone workers or document maintenance and construction work, since the camera sends a real-time video feed to the Milestone VMS giving instant alert on a situation. However, bandwidth restrictions can affect the quality of the transmitted video, limiting the investigational possibilities.

Internal storage in the cameras can be a way to bypass this restriction as high-quality video can be recorded internally while lower quality video is transmitted in real time to the Milestone software. When the body-worn camera

is later connected to a higher bandwidth network, the recording on the device will be transferred to the Xprotect System and synchronised with the recording sent in real-time. The ONVIF profile G standard enables this and has now been implemented in Xprotect in Device Pack 9.8 for selected models from the Milestone Camera Partners Edesix and Zepcam.

Support for SRTP has been added for selected Axis cameras. Secure Real-Time Protocol (Secure RTP or SRTP) is an extension of the RTP protocol with an enhanced security mechanism. It provides encryption, authentication and integrity verification of data and messages passed through the RTP-based communication protocol.

The possibility to use SRTP has been implemented across all Axis drivers for Milestone Xprotect. The implementation utilises the smart configuration abilities of the supported Axis cameras to make it easy to activate the extra level of security.

Xprotect support for Bosch cameras with edge storage has been increased: media status can now be accessed by the VMS. Support for Mobotix Mxactivity-sensor in camera analytics has also been added to handle alarms like motion detection from the intelligent cameras. Several models of Hanwha thermal cameras are now fully supported as well, providing the Milestone community with the broadest range of thermal cameras to use. 

World's first quad 4K multi sensor camera

Bracknell, Berkshire (UK)

Panasonic Business has unveiled the world's first quad 4K security camera promising 33MP image resolution.

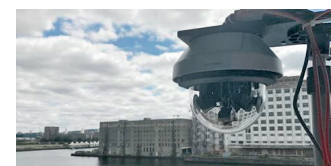
The *I-Pro Extreme* multi-sensor cameras have four repositionable lenses each with 4K image sensors, offering sharp and clear images of fast moving vehicles.

The cameras are available in both full HD at 30fps and 4K (3840x2160) at 15fps and are equipped with IA (intelligent Auto)

and ClearSight Coating – making them suitable for capturing evidential grade images even under the most challenging of conditions, such as use in city surveillance and traffic applications.

Thanks to H.265 compression, alongside smart coding and self-learning ROI (Region of Interest) technology, the cameras promise Extreme image performance whilst minimising the network requirements.

“When combined with smart coding and H.265 compression we are able to deliver a lower bit rate from the four cameras than a standard 4K camera at H.264,” said Gerard Figols, European Category Manager at Panasonic Security Solutions. “What’s more, the four repositionable lenses minimise blind spots and allow the cameras to adjust to various shaped intersections and monitoring areas found in city centres. This is a game



Panasonic Business has unveiled the world's first quad 4K security camera promising 33MP image resolution.

changer for the transition to 4K in security.”

The Panasonic Multi Sensor Camera is available from July 2018. 

H4 Multisensor camera line from Avigilon

Vancouver, Canada

The new *H4 Multisensor* camera line from **Avigilon** is being launched as the company's most advanced multisensor camera yet. Recently previewed at Ifsec in London, it has been designed to provide exceptional coverage, with three or four individually configurable camera sensors that can be positioned for monitoring virtually any area.

Each camera sensor incorporates patented Avigilon self-learning video analytics and works with the award-winning AI video search

engine Avigilon Appearance Search technology. Combined with Avigilon Control Center (ACC) video management software, the H4 Multisensor camera helps operators effectively monitor and accurately verify surveillance video, minimizing blind spots and saving time during critical investigations.

With 9 to 32 MP total resolution, the H4 Multisensor camera delivers broad scene coverage and high image detail. It uses H.265 compression technology to signifi-

cantly reduce bandwidth and storage requirements, while maintaining clear, detailed images.

The H4 Multisensor camera offers an optional 360 degree content adaptive infrared (IR) module, providing up to 30 metres (100 feet) of consistent lighting and exceptional imaging in low light conditions.

“Our customers choose the Avigilon multisensor platform for its remarkable versatility and performance,” said Sergio Parise, Senior Vice President, Product Develop-



Avigilon previews new line of multisensor cameras due to be released later this year.

ment. “Adding video analytics and integrating with our AI technology will provide even more value for our customers and their systems.”

The H4 Multisensor camera is expected to be available for order in the third quarter of this year. 

Vivotek launches four UHD cameras

Taipei, Taiwan

Vivotek has recently released four 4K cameras. These new ultra-HD cameras provide 3840 x 2160 resolution at 30 frames per second and 1920 x 1080 resolution at 120 frames per second.

Compared to other devices with standard 1080p resolution, the video quality in these cameras has seen significant advancement, delivering images of four times the resolution to viewers. Taking into account security as well as image quality, these four flagship cameras have Trend Micro's anti-

intrusion software embedded to provide users with higher levels of network protection. The resultant combination means that this series of cameras are well suited for city surveillance, transportation and industrial monitoring due to their image quality and ability to accurately render fine detail.

Thanks to the unique combination of H.265 compression and Smart Stream III, video compression of these four cameras has been brought into a new generation, enabling savings on both band-

width and storage consumption of up to 90%. This means that users can enjoy engaging and detailed imagery while compression technology reduces the size of recorded data to a level below that of a 2 megapixel camera. Moreover, Vivotek has launched four network video recorders capable of supporting outstanding 4K imagery to offer a total solution for users.

Under the strategy of "See More in Smarter Ways", the FD9391-EHTV and IB9391-EHT include Vivotek's latest

technology - Smart Motion Detection. Smart Motion Detection is able to recognise human activities with precise accuracy, without being affected by a change of lighting or other factors. In addition, the technology reduces time spent on configuration and fine tuning, thanks to its intuitive configuration panel and clear visual confirmation. Smart Motion Detection results in a significant reduction of false alarms and the continued protection of people in smarter ways. 

Updated ALPR solution from Genetec

Montreal, Canada

Marketed as an industry first, **Genetec** Security Center *Autovu Automated License Plate Recognition (ALPR)* solution now enables parking enforcement organisations to view video evidence taken by a body-worn camera and automatically correlate it with the license plate data associated with an infraction or altercation.

"Parking enforcement officers are frequently threatened and harassed during their day-to-day duties," explains Robert Amante, Autovu Product Manager. "These altercations can lead to officer injuries, staff demoralisation, and

increased turnover. By equipping their officers with body-worn cameras-rather than more threatening tools such as batons or pepper spray-parking organisations can help protect their staff without escalating confrontations. Should an altercation occur, organisations now have access to both video and ALPR evidence for ensuing investigations."

With the simple press of a button on a body-worn camera, an officer can trigger a video recording. Autovu associates ALPR-equipped vehicles with specific body-worn cameras, and ties video

clips to ALPR metadata such as plate reads, GPS coordinates and timestamps. When video evidence from body-worn cameras needs to be retrieved, users can easily search based on plate number, time range or by using maps.

Through this integration, parking enforcement organisations can deploy body-worn cameras as an addition to their existing Genetec ALPR system. Previously, customers had to deploy a standalone solution to equip their officers with body-worn cameras, a process that was time-consuming and costly. Support for body-worn cameras in

parking enforcement will be available from Genetec Autovu channel partners by August 2018.

Building on one of the industry's biggest ecosystems of parking partners, Genetec has added support for two new companies to further enhance access to its parking systems: Netpark, a cloud-based point of sale and revenue management software service used to manage valet or self-park operations; and Yourparkingspace a web-based service that matches drivers to available privately and commercially owned car parking spaces. 

Gigabit media converter from Etherwan

Taipei, Taiwan

Etherwan Systems' EL8000 Series of hardened 1000BASE-TX to 1000BASE-SX/LX/BX/SFP media converters provides media conversion between 1000BASE-TX and 1000BASE-SX/LX/BX/SFP fibre. It is especially suitable for industrial applications, with hardened features including high shock and vibration resistance,

electrical noise immunity, wide operating temperature range from -40 to 75°C (-40 to 167°F), and optimised thermal dissipation.

The series supports link-fault-pass-through (LFPT), which provides constant monitoring of the links connected to the media converters. It ensures that if a copper link fails, the media converter

will pass the fail state on through-out the link, disabling the fibre link and the copper link on the opposite end. Jumbo frames up to 10K bytes are supported, increasing throughput and transmission efficiency.

A relay alarm configured by DIP switch sends notification in case of power failure or downed

link. With Redundant power inputs on terminal block connector, link down alarming, and a wide range of fibre connectivity options. 





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Deep learning NVR IVSS from Dahua

Hangzhou, China

Dahua Technology has launched its first deep-learning powered network video recorder (NVR), offering advanced Artificial Intelligence features for a variety of applications.

Dahua's powerful Artificial Intelligence technology enables fast video content inquiry and rapid discovery of target objects. This opens up new possibilities for danger prevention, along with real-time alerts for the video surveillance industry.

IVSS combines deep-learning algorithms, industrial grade GPUs, and advanced network video recorder into an all-in-one Artificial Intelligence server. The integrated GPU module and advanced deep-learning algorithms perform powerful video structure analysis using metadata, achieving precise facial analysis. Powered by a dual-core Intel processor, IVSS supports up to 4 channels of real-time facial recognition based on 20 face libraries with 100,000 face images each.

IVSS supports a stranger detection mode to identify intruders which triggers alarms when a face not stored in the database is detected. IVSS also supports a similarity threshold, which triggers an alarm when a face does not meet the minimum similarity level. The stranger mode and the similarity threshold were designed for critical infrastructure sites, where access control is of vital importance.

The IVSS NVR is ideal for applications that require entry/exit



Dahua deep-learning powered NVR - IVSS.

management, where knowing who is coming and going is a valuable asset, such as business parks, schools, banks, prisons and so on. 

Nedap introduces key to mobile access

Groenlo, The Netherlands

Nedap has created significant new possibilities for its Mace platform to seamlessly fit it into the technical and organisational environment of the client. Mace is used to send and revoke virtual access control cards to smartphones in any security or parking application. This expansion and enhancement of the mobile access control platform offers almost unlimited potential for integration and effective use.

The newly announced features of the Mace platform offer improved credential management and user communication, and include the new *Mace App SDK* that is used to develop a Mace compatible

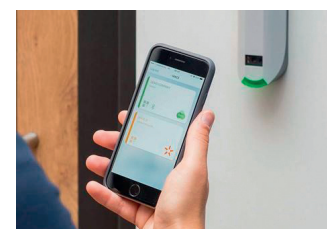
app with custom look and feel and potential integration with client specific functionality.

The Mace Rest API is also incorporated which is used to exchange commands between the cloud based Mace Admin Portal and third party access control systems. Access control administrators now can send and revoke virtual access cards to their users from within the application that they are used to.

The new Mace Admin Portal offers additional possibilities to automate the process of allocating and revoking virtual cards and the communication related to that. In addition, the newest version of the

Mace Apps for Google Android phones and Apple iPhones offer enhanced BLE performance and additional security features.

The number of companies offering mobile access control is increasing, but according to Nedap, the Mace platform leads the way because it is a platform that truly matches the clients' demands. Not only do the new features enable a seamless integration into any access control or parking management system, they also complement their processes. With the introduction of the Mace platform, Nedap responds to the global shift of smartphone credentials replacing physical cards.



Mace can be used in combination with any access control system or any other system that requires the swift identification of people.

Mace can be used in combination with any access control system or any other system that requires the swift identification of people, such as building or parking management systems. 

Mobotix Move family extends portfolio

Langmeil, Germany

The newly launched *Mobotix Move* is a new video surveillance camera family that supplements the company's current portfolio allowing end customers to benefit from additional features to meet a wider range of indoor and outdoor use cases.

The new Mobotix Move series are the first Mobotix cameras to support both the ONVIF S and G profiles with video streaming at 3 and 4 MP resolution up to 30

frames per second. Available in 4 models including bullet, vandal proof bullet and fixed dome and two speed domes; all models are PoE powered and IP66/IK10 rated for flexible deployment.

Mobotix Move also is the first Mobotix camera range with motorised varifocal lenses, high speed mechanical pan-tilt-zoom, speed domes and wide dynamic range sensors at up to 4MP resolution. The built-in software offers smart

event functions, remote zoom and focus plus iris control on autofocus lens. Each device includes a built-in SD card slot and certain models have integrated IR LED illumination. The true day/night feature with integrated movable IR cut filter technology provides colour images at day time and monochrome infrared sensitive images at night. With full ONVIF support, Mobotix Move cameras can natively support the widest range



The newly launched Mobotix Move is a new video surveillance camera family.

of video management software and NVR devices including PTZ control, audio, multicasting and relay outputs. 



Ifsec in London 19–21 June attracted more than 27,350 visitors from 113 countries.

Cyber security, AI and Chinese dominance

Ifsec in London 19–21 June attracted more than 27,350 visitors from 113 countries. Some of the most striking observations were that the industry is becoming more solutions oriented with clear verticals, cyber security and AI are at the centre of attention and the Chinese manufacturers are taking up more and more of the show floor.

By Henrik Söderlund

The number of visitors was the same as last year, but there were fewer companies exhibiting: 528 compared to 578 in 2017. A majority of the visitors came from the UK (almost 70 per cent), while 20 per cent had travelled from other parts of Europe and 6.5 per cent from Asia and 1 per cent from North America.

According to the organisers, 56.5 per cent of the visitors were end users, 19.2 per cent manufacturers/distributors, 14.8 per cent installers and 8.9 per cent integrators. One third of the visitors had an annual purchasing budget of over 1 million pounds.

Focus on solutions

Hikvision had the biggest stand and other Chinese manufacturers like Dahua and Uniview also covered a lot of space. Compared to a few years back, companies are showcasing solutions for different verticals rather than just showing

a lot of products.

"Ifsec has been a great show as usual. We have met a lot of customers, both existing customers and new ones, so it has been very fruitful", said Dahn Sadarangani, Regional Sales Manager, HID.

Dahua Overseas Marketing Director, Daniel Chau said: "This exhibition is very interactive. It is not just one way: we show what we have, but we also get feedback from our audience about how they want to use our technology to really enhance their daily business."

Many big trends

Detektor met up with many of the biggest players in the physical security industry at Ifsec and they gave their view on the biggest trends at the show and in the market.

"Cyber security and artificial intelligence are some of the main trends that we see in the market right now. Cyber security has ob-

viously been there for a few years, but we see a significant increased focus on cyber security from both distributors, re-sellers and end users in all markets", said Mobotix CEO Thomas Lausten.

Genetec CEO Pierre Racz argued that security of security is one of the biggest trends.

"The ancient way of doing security where we thought that we could have a firewall that would protect the soft interior does not work anymore because people are putting all kinds of devices inside the firewall, some of them which are not even worthy of trust", he said.

Malou Moustén Dyhr Toft, Vice President for EMEA, Milestone Systems, pointed out how fast the hardware is developing. She said: "The market is driven more and more by end user requirements, video technology is expanding in a massive way, so we are seeing a pull from the end users, more and more driving the development towards specific verticals, specific industries, because the needs are specialised, and the requirements are there, both because of what we can see and do with the technology but also because of the potential cost savings."

Daniel Chao from Dahua said

that security has become bigger than security.

"Anti-theft or property protection – traditional security applications are kind of mature now in terms of growth. However, driven by AI, cloud computing and Internet of Things, there are a lot of new applications like business intelligence, operation improvement and improving how we live, how we can get peace of mind while we are travelling away from home and being on vacation. Actually, there are a lot of new opportunities, and we are seeing that the biggest trend in the security industry, as you can see on the show floor, is not traditional anti-theft or property protection. I think this is where we are seeing the momentum and the growth opportunity", he said.

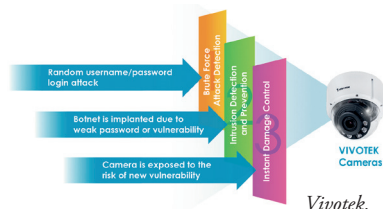
Finally, industry veteran and ACRE CEO Joe Grillo stressed that cloud-based solutions, wireless locks and mobile solutions are big trends. He said: "I think cloud-based solutions are a big trend, and we are continuing to see the trend of wireless locks growing and making a greater penetration of door openings within facilities, and also of course mobile – everything has to be interfaced by the users through a mobile device as opposed to a keyboard and computers."



Some products at the show ...

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

Video surveillance



Vivotek was highlighting its new cyber security enhanced cameras, which has been launched after cooperation with the cyber security software partner, Trend Micro Incorporated. The cameras feature automatic detection, prevent credential attacks, and block suspicious events, which adds an extra layer of defence according to Vivotek. If the system detects brute-force attacks, it will automatically block that IP address. If there is an unknown attack, the system will automatically patch and transfer all data to the anti-intrusion team. The cameras are marketed as the world's first enhanced cyber security IP cameras.



Hikvision.

Hikvision had a huge booth and were showing a lot of solutions and products. Among them were the new *Deepinview* series of IP cameras, which include face capture, flow analysis and automatic number plate recognition capabilities. The facial recognition cameras provide face tracking and face picture grading as well as face detection and face capture. According to Hikvision, they can provide a better-captured picture, with a better angle, better quality and a higher matching score. Flow analysis allows the camera to track how people move through an area. The enhanced ANPR camera can identify first whether an object is a car or something else. Then, it can go on to recognising the number

plate and identifying it, not wasting resources applying number plate recognition algorithms to something that is not a vehicle.



Axis.

Axis displayed a few new products and the *P1448-LE* network camera was one of them. It supports 4K at 25/30 frames per second, has Axis OptimizedIR, which illuminates completely dark scenes for up to 25 metres and the Axis Forensic WDR for clarity when there are both dark and light areas in the scene. It also has extra capacity for onboard analytics as well as Axis Zipstream. According to Axis, it's a very allround camera, ideal for a multitude of purposes both indoors and outdoors.



Dahua.

Dahua was showing a lot of products including *HDCVI 4.0*, ePoE and consumer products, all under the theme "Creating Value with AI". The DH-IPC-HFW8242F-2M Starlight face recognition box network camera is marketed as an AI-driven camera that provides excellent face detection, which can capture 16 images in one frame, and extract various face attributes such as gender, age, and personal emotion from the image. After uploading the image to the cloud, it enables efficient real-time image comparison, with the false positive rate proved to be lower than 0.0002 per cent, according to Dahua.

ID- and access control

Iloq was showing its Iloq S50, a keyless, NFC-enabled mobile access technology and secure cloud-based access sharing – which, according to the company, is the first and



Iloq.

only lock cylinder to harvest energy for unlocking from a smartphone. There is no need for either batteries or cables, you open the Iloq S50 by holding up the mobile phone to the lock cylinder and it harvests the needed power for unlocking from the phone. The technology is designed to solve difficult issues facing the utilities industry and simplify daily operations. According to Iloq, it is an ideal solution for consolidating multiple (and remote) location management, saving businesses time and resources.



Assa Abloy.

Assa Abloy showcased the *Aperiio H100*, which packs the power and flexibility of wireless access control into a door handle. It can work both within an online access control system or offline as a standalone device. A battery fits inside the handle and H100 is compatible with multiple RFID technologies, including Iclass/ISO14443B, Iclass SE, Seos, Mifare Classic, Plus and EV1, and Desfire SE. According to Assa Abloy, it is easy to retrofit on existing doors, with no drilling and no wiring is required. And any existing mechanical cylinder can still be used.



S2 Security.

S2 Security showcased its *S2 Magic Monitor*, which unifies access control, video surveillance, forensics, digital signage and live internet feeds in a single client. It provides plug-and-go client solution options ranging from single displays to

command centre workstations and expansive video walls. Some of S2 Magic Monitor's most significant features are that it enables instant people search as well as addition and management of person records, it displays live access control and event monitoring activity log with active controls, supports real time surveillance and allows for live video tours and on-screen PTZ controls and the user can conduct a forensic search, locate video of interest and save it.

Alarm and detection



Vanderbilt.

Vanderbilt was showcasing a preview of its latest version of *ACT Enterprise*. It features integration with Vanderbilt's SPC intrusion system, a rules mapping engine, and a smartphone app. With the app, the user can manage real-time monitoring and administration including enable and disable alarms, lock and unlock doors, authorise users and check who is in and who is out. On top of ACT Enterprise's integration with SPC, it also integrates with Assa Abloy Aperiio wireless components.



Panasonic.

Panasonic was showcasing its *Facepro facial recognition system* with deep learning technology. It has a real-time processing capacity of up to 20 cameras per server and can execute high-speed searches of up to 30,000 registered reference faces. According to Panasonic, it can identify faces that are difficult to recognise with conventional technologies, including faces at an angle of up to 45 degrees to the left or right or 30 degrees up or down, and those partially hidden by sunglasses. With an intelligent auto

feature, the camera automatically adjusts settings to shoot optimal images best suited for facial recognition. Using Facepro with cameras like Panasonic's i-PRO Extreme series equipped with the intelligent auto function enables image analysis to be performed on the camera instead of the server.

Flir launched its new *Saros line* of security cameras, which is an outdoor security product line that combines multiple traditional perimeter protection technologies, including multiple Flir Lepton thermal sensors, which provide the ability to deliver wide-area monitoring regardless of unfavour-



Flir.

able lighting or weather conditions. They also include high-definition optical cameras with the option of 1080p or 4K resolution. The IR and visible LED illuminators provide the ability to deter intruders with white light illumination and according to Flir, on-board analytics offer accurate target detection and classification, to help reduce false alarms. Two-way audio and digital input/outputs enable real-time audio response.

Genetec presented its Security Center *Autovu Automated License Plate Recognition* (ALPR) solution that enables parking enforcement organisations to view video recorded by a body-worn camera and automatically correlate it with the license plate data associated with an



Genetec.

infraction or altercation. This will help them to better protect their officers. By pressing a button on a body-worn camera, an officer can trigger a video recording. Autovu associates ALPR-equipped vehicles with specific body-worn cameras, and ties video clips to ALPR metadata such as plate reads, GPS coordinates and timestamps. When video evidence from body-worn cameras needs to be retrieved, users can search based on plate number, time range or by using maps.

PSIM

Advancis introduced its functional module *Control Operations* – a concept for control management of security-technology systems (arm/disarm, disablements/re-enablements, revision on/off, etc.). If, for example, fire detectors are not disabled during welding works, false alarms might be triggered. And it is even worse if re-enablement of the detectors is forgotten after completing the job. This process can be digitalised through Advancis' module: the disablement and re-enablement can be requested via web forms and all involved parties have online access anytime to the control operations planning or the current detector status.

... and some people at the show

Ifsec is not just about showing product and solutions. It is – more than anything – a meeting place for security professionals.

Here are some of the people that represented the exhibitors at Ifsec 2018.



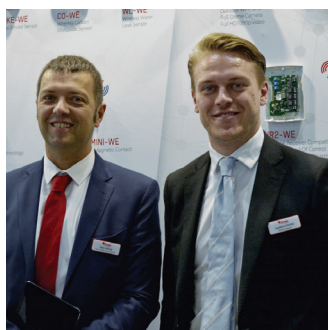
Genetec's Erica Deri, Marketing Communication Manager Europe, and marketing specialist Florence Le were present in London.



Vit Kovarik from 2N introduced their latest products within access control at Ifsec.



Fredrik Wallberg, Director of Marketing, at FLIR Systems Security division was present in the stand.



Aitor Gauna and Laurence Kenny from Pyronix, displayed perimeter intrusion systems and other innovations.



Nora Roebbers, product manager at Nedap, was happy to present their latest access control products at Ifsec.



Jan Meiswinkel and Andre Meiswinkel from Advancis were presenting their PSIM solutions at Ifsec.

Security Events Calendar

September



17-19 September InfraSec Egypt 2018 – Cairo, Egypt

Venue:
Organiser: Messe Frankfurt Middle East GmbH
Tel: +971 4 389 45 00
Email: Conference@uae.messefrankfurt.com
Website: www.infraseceg.com



24-27 September ASIS International 2018 – Las Vegas, United States

Venue: Las Vegas Convention Center
Organiser: ASIS International
Tel: +1.703.519.6200
Email: asis@asisonline.org
Website: www.asisonline.org



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/
Besök AR Media at Security Essen 2018 - 3G64

October



1-3 October Ofsec 2018 – Muscat, Oman

Venue: Hall No. 5, New Oman Convention and Exhibition Centre
Organiser: Muscat Expo LLC
Tel: +968 24 788 476
Email: sales@muscat-expo.com
Website: www.muscat-expo.com/ofsec



2 October IFSS - International Fire & Safety Standard Summit – Oman, United Arab Emirates

Venue: Oman Convention & Exhibition Centre
Organiser: White Paper Summits LLC
Tel: +968 24 788 476
Email: project@wpsummits.com
Website: www.ifss-summit.com



11-14 October Isaf 2018 – Istanbul, Turkey

Venue: Istanbul Expo Center
Organiser: Marmara Fair Organisation
Tel: +90 212 503 3232
Email: marmara@marmarafuar.com.tr
Website: www.isaffurari.com



23-25 October SKYDD 2018 – Stockholm, Sweden

Venue: Stockholm Fair Ground (Stockholmsmässan)
Organiser: Stockholm Fair
Tel: + 46 8 749 41 00
E-mail: info@stockholmsmassan.se
Website: www.skydd.net
Besök AR Media på SKYDD 2018 - A06:28



30 October – 1 November Securika 2018 – St. Petersburg, Russia

Venue: Lenexpo,
Organiser: PRIMEXPO / ITE St. Petersburg
Tel: +7 (812) 380 6000
Email: stefag@primexpo.ru
Website: www.securika-spb.ru/en-GB/

November



6-8 November Expoprotection 2018 – Paris, France

Venue: Porte de Versailles, Pavilion
Organiser: Reed Exhibitions
Tel: + 33(0)1 47 56 50 45
Email: patricia.jacquot@reedexpo.fr
Website: www.expoprotection.com



7-8 November Sectech Denmark – Copenhagen, Denmark

Venue: Bella Center, entrance B
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Email: deniz.baykal@armedia.se
Website: www.sectech.nu
Besök AR Media at Sectech Denmark



8-10 November Secutech Thailand – Bangkok, Thailand

Venue: Bangkok International Trade and Exhibition Center
Organiser: Messe Frankfurt
Tel: +886 2 8729 1099
Email: stth@newera.messefrankfurt.com
Website: www.secutechthailand.com

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

Security buyers guide

Access Control



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www.nedapsecurity.com
info@nedapsecurity.com



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www.tbs-biometrics.com

CCTV



Security Tech Germany

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