

# DETEKTOR



International

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## *Security technology market*

**ACaaS and Mobile Access propel each other to market**

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**ACCESS CONTROL –  
A SECTOR IN TRANSITION**



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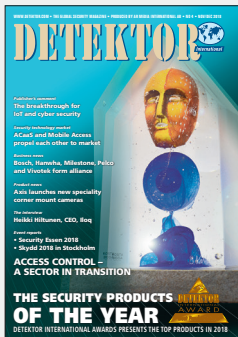


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*Lennart Alexandrie,  
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## The breakthrough for IoT and cyber security

**2**018 is soon to reach its conclusion – a year in which, more than anything else demonstrates that the suppliers of physical security technology systems have realised their important role in the overall growing IT and IoT industry. The paradigm shift from analogue technology into the digital era has carried the security industry into a new world of opportunities but also risks.

**During 2018 an increasing** number of developers of security technology solutions have launched innovations that clearly contribute to further enrich the IoT-market with opportunities, but also aim to reduce the risks that come with being network connected. Several examples of that are to be found among the 12 products that gained recognition through the recent presentation of the Detektor International Awards 2018 (see article on page xx) that took place in Copenhagen in November. Never before have so many IoT-ready solutions been awarded at this event. It represents absolute clarification that the time has come for software products, open platform-based and cloud-based solutions.

**Moreover, the physical** security industry has not just entered the booming IoT era with its technology based service solutions, but has also recognised the importance of including cyber security in its concepts. In the main, it is the video surveillance sector that has brought up cyber security as an important aspect of its products. This can be explained by some very serious network-attacks – like the large and widely-known Dyn attack in 2016 – which was partly caused by hijacked malware infected IP surveillance cameras.

**Now, IP camera** manufacturers have chosen to not just work hard on cyber security issues but also to communicate their progress in order to convince the market of their readiness for a world with very real cyber threats. A shining example of this is the concept “Security within security”, launched by the Taiwanese manufacturer Vivotek. It is based on cyber security enhanced cameras with Trend Micro’s anti-intrusion software, and featuring automatic detec-

tion, prevention of credential attacks, and the ability to block suspicious events. The concept received an Innovative Achievement Award in the IoT Security category of this year’s Detektor International Award prize ceremony.

**In the access control** segment, the awareness of cyber security is also on the rise. The focus is of course on securing the ID of a person or a thing and making it harder to hijack an identity.

**With this in mind** one could say that 2018 has been the year when the physical security industry embraced the opportunities and challenges of digitalisation. It is good, because there is no way back. Digitalisation is here, it will stay and it will change the security market more than anything else.

**So what then are** the advantages of digitalisation? For customers in the security technology market, digitalisation will have a great impact. Network-based security systems offer scalability that enables a completely different level of customisation to individual needs than ever before. Today’s cloud solutions also achieve simplicity in the management of security systems and significantly improve cost-effectiveness when sharing resources. Customers no longer need to invest in expensive technical equipment as before. Ownership of the equipment has no value for most security buyers.

**For suppliers,** digitalisation means that more and more security companies are seeing the potential for leaving the traditional business model, based on sales of technology and service hours, instead of applying a service-oriented business model where the customer pays for the features they choose to use.

**Digitalisation also means** challenges for the security industry, such as cyber security. However, cyber security is something that the entire security industry needs to take more seriously, from manufacturers and distributors to system integrators and installers, and not least end customers. Otherwise, the simplicity and cost-effectiveness of network-based security systems can turn into a very costly experience.





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## REVIEW



### Essen Security –Not as big and mighty – as it used to be.

Security Essen may still be Europe's biggest security trade exhibition, but the absence of industry heavyweights like Siemens, Bosch, Honeywell and Simons Voss takes its toll. *Page 38*



### Access Control

Pierre Racz and access control experts views on the market, trends and mobile solutions.

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### Interview with Iloq's CEO

Heikki Hiltunen, CEO for the innovative Finnish access control manufacturer Iloq.

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### Detektor International Awards 2018

The best security products of the year!

*Page 26*



### Skydd 2018

Many experts, but also celebrities, participated at the different events that took place such as the Swedish Crown Princess Victoria.

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A new dimension of Security:



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## Dahua Machine Vision Products Certified as Compatible by MVTec



With over 20 years of experience in image acquisition and processing, Dahua Technology focuses on “turning vision into productivity,” offering an extensive portfolio of cutting-edge, high-precision machine vision products. Dahua Technology’s suite of high-range and high-accuracy machine vision solutions include area scan cameras, line scan cameras, smart cameras, code reading cameras, 3D measurement cameras and industrial lenses. Further enhancing the products’ applicability, Dahua machine vision cameras are equipped with resolutions ranging from 0.3MP to 50MP and support Gigabit Ethernet, USB 3.0, CoaXPress, and Camera Link.

MVTec Software GmbH is a leading international manufacturer of software for machine vision used in all demanding areas of imaging like the semi-conductor industry, inspection, optical quality control, metrology, medicine, or surveillance. With its well-established

Image Acquisition Partner Program, MVTec demonstrates its openness to a large number of suppliers of image acquisition devices which can be seamlessly integrated with MVTec’s machine vision software.

Acknowledging the significance of MVTec’s certification, James Wang, Deputy General Manager of overseas business at Dahua Technology, stated that “It’s particularly significant to us given MVTec’s leading position within the machine vision software, as well as its German origins. Germany is where machine vision technology began, and to date, it still leads the world. MVTec’s certification further affirms Dahua’s position in machine vision industry. Moving forward, I look forward to Dahua developing in the global market, meeting and exceeding customer needs with our cutting-edge image processing products and solutions.”

Christoph Zierl, Technical Director at MVTec, also noted that “Dahua Technology has been one of the leading companies in image

capturing with an excellent technology. Through our certification, we look forward to offering our users outstanding machine vision solutions by enabling the integration of Dahua products with our software. We’re confident that our partnership will bring technology and business growth, whether it be in Germany, in China, or throughout the entire world.”

MVTec’s certification further showcases Dahua’s leading position and pioneering capabilities,

plus the software users are offered new options when choosing machine vision products. In partnership with leading companies such as MVTec, Dahua Technology will explore new synergies to accelerate growth and pioneer new technological breakthroughs. With a mission of “Enabling a safer society and smarter living”, Dahua will continue to focus on “Innovation, Quality and Service” to server partners and customers around the world.

### About Dahua Technology

Zhejiang Dahua Technology Co., Ltd. is a leading solution provider in the global video surveillance industry. In 2017, Dahua was ranked 3rd in “Security 50” by a&s international. Dahua is committed to providing the highest quality solutions and products with the latest technologies to enable our end users to perform their business successfully. The company has more than 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](http://www.dahuasecurity.com)

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# ACaaS and Mobile Access propel each other to market

London, UK

**IHS Markit estimates access-control-as-a-service (ACaaS) market revenues will increase to \$950 million by 2022; similarly strong growth is also expected for the mobile access market. The researchers also predict that around 20 percent of the current installed base of access control readers will be mobile capable by 2022.**

Demand for ACaaS has grown rapidly over the past five years, and this growth is expected to continue. While there have been relatively few attempts to combine ACaaS solutions with mobile access, despite their apparent synergies, this type of integration will become more common over the next five years.

In terms of key benefits for integrating ACaaS and mobile access a significant segment of ACaaS end users opt for fully managed solutions. Providers of managed solutions would therefore benefit from the ability to issue and decommis-

sion credentials remotely, allowing them to lower management costs.

Both mobile access and ACaaS are typically sold via subscription, or using recurring fee-based pricing models. Adding mobile credentials to an ACaaS contract would not be an issue for an integrator, and as mobile access becomes more popular in the traditional access control market, end users and installers are likely to become more familiar with the recurring-fee pricing model, which should generate additional interest in ACaaS.

Like ACaaS solutions, the ma-

jority of access control solutions are cloud-based. As both become more popular, end users are likely to become more comfortable deploying cloud-based security solutions.

ACaaS is increasing the penetration of access control systems in buildings, and many end users are owners of small and medium-sized businesses who have never owned an access control system before. This situation poses an excellent opportunity for mobile access, as providers can ensure that mobile-capable readers are installed from the outset.

So far, early adopters of each solution are based in different industries. Mobile access has seen its strongest adoption in the education and hospitality sectors, while ACaaS is gaining traction with small and medium-sized businesses and the property man-

agement segment.

Due to the large number of smaller projects, a significant portion of ACaaS end users value affordability over advanced feature sets and functionality. ACaaS providers may struggle to convince end users to install readers that are mobile-capable but also more expensive.

Despite both solutions typically being billed on a monthly or annual basis, the pricing models vary slightly. ACaaS solutions are priced according to the number of doors, while mobile access is priced according to the number of credentials or users. Creating an intuitive but optimal pricing model for the combined solution could prove tricky for suppliers. If both original metrics are kept, suppliers are likely to encounter difficulty as end users scale their solutions.

# Huge opportunities for home security market-AI and Deep Learning

Northbrook, IL (USA)

**A new market research report on the Home Security System Market to 2023, shows that this sector is expected to reach USD 74.75 billion by 2023 from USD 45.58 billion in 2018, at a CAGR of 10.40% during the forecast period.**

The growth is attributed to the emergence of IoT and wireless technologies, and increasing customer awareness. Moreover, the researchers found that the integration of AI and deep learning in home security systems and worldwide proliferation of "smart cities" initiatives are creating huge growth opportunities for players in the market.

There is an increasing concern about security among independent homeowners and the number of independent households is high in the economically developed countries, such as the US, Canada, UK, Germany, etc. and those who own

these homes generally have a high total household income. Individual homes can often be built in isolated locations, and in case of medical emergencies or emergencies such as burglary/theft, the necessary help may not be available locally. Considering these factors, the adoption of home security systems among independent homeowners is high.

Researchers, MarketsandMarkets predict that the home security system market for do-it-yourself security systems will grow at the highest CAGR during the forecast period. One of the major factors contributing to the projected high

growth of the market for DIY security systems is the cost optimisation ensured by these systems. Some of the products offer integrated alarm triggers and other smart features during a break-in or security cameras for the monitoring purposes.

The penetration of home security systems is still low, and the customers from economically developing countries prefer deploying DIY systems for security within their budgets. Also, some companies help customers with user manuals and guidance tools for system installation and integration. Although the systems do not provide a connection with a professional monitoring station, the customers can remotely monitor the home using their own smartphones. Therefore, with the growing adoption of home security systems, the DIY systems

become an attractive alternative for the newer customers with average disposable incomes.

The sheer size of the American market is attributed to the early adoption of home security systems in this region. Moreover, the region is home to major companies functional in the market, such as Johnson Controls, Honeywell, and UTC. Also, the prominent monitoring security service providers such as ADT, Vivint, and Protect America generate the majority of their revenues in this region itself. Moreover, economically and technically developed countries, such as the US and Canada, hold a large number of households with high disposable incomes. Additionally, the introduction of IoT and the development of smart cities have given a boost to the home security system market in the region.

# Growth in body-worn cameras fuels digital evidence market

London, UK

**The global installed base for law enforcement and police body-worn cameras is forecast to increase by nearly 30 percent in 2018, exceeding 1.5 million body-worn cameras in use worldwide. This is according to the latest findings from Josh Woodhouse, principal analyst, video surveillance at IHS Markit.**

With a greater number of body-worn cameras in use, and an associated increase in potential evidence collection, the capabilities of underlying digital evidence-management systems are becoming an increasingly critical factor in the ability of law enforcement to effectively manage and interpret huge repositories of digital evidence.

## Digital evidence-management software

IHS Markit describes digital evidence-management software as

software used to manage multimedia digital evidence. At the entry level, this software must be able to manage the storage of video captured through a body-worn camera or an in-car video surveillance system. However, the initial ingest of media from the recording device does not need to be within the digital evidence-management software. The software can act as a platform to connect existing repositories and device configuration applications. Digital evidence software can be bundled with

body-worn cameras or in-car systems or sold separately.

## Growing US market

The market for digital evidence-management software has evolved rapidly, since federal funding programmes in the United States for law enforcement body-worn cameras were announced in 2014. This funding and subsequent initiatives stimulated and accelerated increases in shipments of body-worn cameras in the United States and globally, setting the current trajectory toward increasingly sophisticated digital evidence-management solutions.

## Quicker evidence availability

The capabilities of digital evidence-management software can range from simple media storage to



Photo: West Midlands Police (CC BY-SA 2.0).

*UK police officers using body-worn cameras.*

sophisticated investigation and case-building tools. The evolution of the ecosystem and integrations with records management systems and other existing law enforcement workflows allow law enforcement to gain additional efficiencies and insights from digital multimedia evidence. These workflows offer the potential for quicker evidence availability and wider-reaching investigations.

The "Body Worn Cameras & Digital Evidence Management Report" from IHS Markit focuses on the global market for body-worn cameras, digital evidence-management software and in-car video surveillance systems used by police and law enforcement.

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# Access control, a sector in transition

Detektor has met up with access control professionals from Assa Abloy, Acre, HID and Genetec to talk about current access control trends, market drivers and ID and access management.

By Henrik Söderlund

## Major trends: Wireless, seamless integration and ID management

Access control has become a natural way to gather information and the access control system can be a crucial part of a building's IT system.

**"Access control is now beyond just the security", says Thomas Schulz, EMEA Marketing & Communications Director, Assa Abloy.**

A lot is happening in the access control market. During the last couple of years, there has been integration between logical and physical access. At the same time, the access control market has slowly started to open up, although slower than the video surveillance market. Cloud service and Access Control (ACaaS) as a Service are becoming more popular and access control is a very interesting area for IoT since it can tell who is where and when and what authority they have.

### Many market drivers

**Joe Grillo**, industry veteran and CEO of Acre believes that the market drivers in security continue to be concerns about workplace violence, school violence – particularly in the US where it has been a bigger issue than elsewhere – but also terrorism. Thomas Schulz, Assa Abloy, claims efficiency is the biggest driver in the access control market. He says: "Access control is now beyond just the security, what we can do with our software solutions and with our solutions for work flow management is really to bring benefit towards the efficiency in the building and the security."

### Wireless, mobile and seamless integration

Joe Grillo acknowledges a few main trends that have been around for the last years and continue to grow. He says: "I think cloud-based solutions are a huge trend and that is part of what we are doing, and we are continuing to see

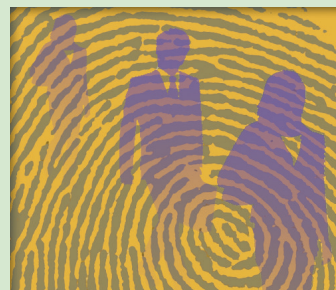
the trend of wireless locks growing and making a greater penetration of door openings within facilities, and also of course mobile – everything has to be interfaced by the users through a mobile device as opposed to a keyboard and computers."

**Thomas Schulz** thinks that one of the biggest trends is wireless access control. He says: "We see a big demand from facility managers but also from manufacturers of access control systems to integrate wireless access technology. And here we see different applications, for the commercial sector, facility and building managers can benefit from wireless installation of access control so there is no disruption around the door – with this kind of technology that can seamlessly integrate into their building management system. And for the residential part we see a big trend towards smart door solutions which is part of home systems and smart home solutions."

**Dahn Sadarangani**, Regional Sales Manager, HID, says HID gets more and more questions regarding seamless access and how to use a mobile phone in a more convenient way. He considers mobile solutions as an important trend and a matter that customers ask about.

### ID and access management

The identity and access management market is driven by the growing expansion of data theft and according to a new research report by Global Market Insights, stolen employee access identification is a leading parameter of data



breach and system hacking is projected to cost businesses around 2 trillion dollars by 2019.

Genetec CEO **Pierre Racz** stresses that physical security is being merged with logical security and that big companies like Google are implementing a zero trust model – and other companies are following. He says: "What it means is that we do not have this magical thinking that you have a perimeter that is protected by a firewall and everything inside does not have to be safe anymore, because with bring your own device and people connecting all kinds of rogue devices on the network, that model does not work. With the new zero trust model both the computers and the people that are using computers on the network have different levels of trust and these levels of trust vary with time and with all the knowledge we can have about them."

For example, if a person physically uses a badge to enter a building, the level of trust will be higher than if that person was operating from somewhere else and it might not be possible to sign checks above a certain amount if they have not entered the building with an ID badge, whereas a person can electronically sign lower value checks from all over the world. This model shows that there is an on-going integration between logical and physical access and that it can be very useful.



### Open platforms

Slowly, the access control market has started to open up, for example, the open industry forum Onvif has released an access control profile in order to promote more open standards. But there is still a long way to go. Thomas Schulz says: "The benefit for the professional end user, the security and facility manager, is that he or her can select manufacturer independently; the access control devices and for offline system and this brings efficiency and drives standardisation."

There are still a lot of small, local and regional players in the access control market. Joe Grillo stresses that the market is consolidating, but it is still very fragmented. He says: "Most of the products tend to be proprietary and the customer base tends to be very sticky and does not tend to change their system as often as enterprises change other IT related equipment. So I think the consolidation is happening slow but surely and eventually there will probably be less smaller players that are able to thrive in the marketplace."

# – moves towards mobility and ACaaS

## Mobile solutions and Access control as a Service on the rise

**Around 20 per cent of the current installed base of access control readers will be mobile capable by 2022 according to the market research company IHS Markit.**

**“People are used to bringing their phone everywhere nowadays, so of course adding your access control virtually to the mobile phone brings a lot of convenience”, says Dahn Sadarangani, Regional Sales Manager, HID.**

According to an IHS Markit report, the demand for Access Control as a Service has grown rapidly over the past five years and that will continue. While Access Control as a Service is gaining traction within small and medium-sized businesses and the property management segment, IHS stresses that mobile access has seen its strongest adoption in the education and hospitality sectors. These two concepts are propelling each other to market according to IHS.

Access Control as a Service is increasing the presence of access control in buildings, and IHS claims that many end users are owners of small and medium-sized businesses and have never

had an access control system before. This provides a great opportunity for mobile access solutions and providers of managed solutions to benefit from the ability to issue and decommission

credentials remotely, lowering management costs.

However, IHS stresses that Access Control as a Service and mobile solutions pricing models vary: Access Control as a Service solutions are usually priced according to the number of doors while mobile access is priced according to the number of credentials or users.

### Manage access rights 24/7

Thomas Schulz, EMEA Marketing & Communications Director, Assa Abloy, thinks mobile solutions are very interesting. He says: “What we are seeing is that there is a demand from security and facility managers to manage the mobile workforce. Mobile access control requires mainly connection to the cloud. It is a big advantage that you have the access rights and the access management 24 hours per day.”

He also stresses that companies

like Assa Abloy provide cloud based software service solutions but the customers can also host it on their own. He says: “The security and facility managers really have the advantage to manage the access rights in real time.”

### Increasing interest for mobile solutions

**Dahn Sadarangani**, Regional Sales Manager, HID, also acknowledge a growing interest for mobile solutions among the end customers. He says: “We see more and more need for mobile solutions, we see that people and companies have been a bit slow in adopting it in the first place, but we see now it is kicking off and definitely more and more customers are looking for that.”

He considers the fact that people are used to bringing their phone everywhere as one of the main benefits with mobile access solutions. He says: “Of course adding your access control virtually to the mobile phone brings a lot of convenience, but also we start to see an improvement in efficiency as well, because you send out the mobile ID in an efficient way and now when our partners are integrating more towards our mobile access solutions, it is getting easier and easier to administer this solution.”

However, there are also challenges with mobile solutions. Dahn Sadarangani thinks it is a challenge to change the end customers mind-set. He says: “The fact that companies are not used to using a mobile phone to open a door is the main challenge, but it is really about testing it out and those of our customers that have done that has been very positive.”

### More cloud solutions

Dahn Sadarangani also believes that cloud solutions – which are interconnected to mobile solutions – are gaining more and more traction. He says: “We can see that mobile solutions are based on cloud solutions and we see an increasing demand for that and we are ramping up for more and more cloud solutions.”

Joe Grillo stresses that the trend for cloud solutions is not very different if comparing North America to Europe. He says: “I think that they are very similar but it depends on which market segment you are talking about. I think that a lot of the trends on the market are more towards small to medium enterprise, sold through maybe a different channel, but we see similarities in both sides of the Atlantic in terms of product acceptance and what the users are asking for in terms of product requirements.”



**The access control expert panel:** This article is based on interviews with Thomas Schulz, EMEA Marketing and Communication Director, Assa Abloy, Dahn Sadarangani, Regional Sales Manager, HID Global, Pierre Racz, CEO, Genetec and Joe Grillo, CEO of Acre.



## STid Mobile ID® - Smartphone-based Access Control

# Make your access control both secure and much more instinctive!

**American technology research firm Gartner predicts that in three years' time, more than 20% of organisations will use smartphones instead of physical access cards.**

Mobile access control is not just about a more user-friendly way of opening doors. The connectivity of smartphones opens the way to new real time solutions for managing mobile identity. Vincent Dupart, CEO of STid, a leading manufacturer of secure access control solutions, tells us why the right management tools are required to roll out this type of solution.

**Since its launch in early 2017, your STid Mobile ID® badge virtualisation solution has been highly successful. How do you explain this success?**

Vincent Dupart: Our solution is extremely user-friendly, with a range of different identification methods available – your hand becomes a card that you always have on you, even while you are making a phone call and without needing to take out your smartphone. Beyond this, we have chosen a virtualisation solution that requires no compromises to the philosophy undergirding your organisation's security policy. Why would you outsource your data to a third party and where is the data stored? Are you independent in managing your security?



Vincent Dupart.

No technical or technological constraints should prevent Directors of Security from managing their systems independently, with the freedom to host sensitive data in-house if that's what they want. We offer our clients an Offline & Online management tool, which keeps them in control of their security. That's a key issue in our line of work!

**Can you tell us a bit more about the Online management platform that you have launched in April?**

Vincent Dupart: Innovation is the cornerstone of STid's strategy. We've continued to work to develop a secure Web platform which will revolutionise the way we manage user virtual access cards and configure readers. Access rights can be assigned, revoked and updated in real time, meaning you can quickly create a short-term visitor access card, and later recover the credits to create another virtual access card. It's so cost-effective and easy to use. We offer additional web services to connect our client access control systems and applications to our platform. It ensures an enhanced and transparent management of virtual cards.

**How does this platform meet clients' aspirations to manage their systems independently?**

Vincent Dupart: Unlike many solutions on the market and most people's preconceptions about cloud technology, STid is not looking to tie its clients into a particular technology. Independence operates at many different levels. First and foremost, we have



always wanted to respect our clients' value chain. Anyone will be able to create an account and associate accounts for their own clients (dealers and end customers), without any involvement on our part. STid has no access to sensitive data in the reseller and end customer accounts – that would be a major security vulnerability. Our clients will remain totally independent in managing their security after security.

**How do you secure the data stored in your Web platform?**

Vincent Dupart: Today's businesses work in an ever-more mobile world, with a continually increasing threat of cyberattacks. Security is a major challenge. In addition to the security benefits of the client's independence in management, all data is stored in our server in France, in accordance with the tightest data protection. Our Online architectures comply with new European regulations on personal data protection (GDPR) and French CNIL recommendations. The information is stored in encrypted formats and all server connections use the secure HTTPS

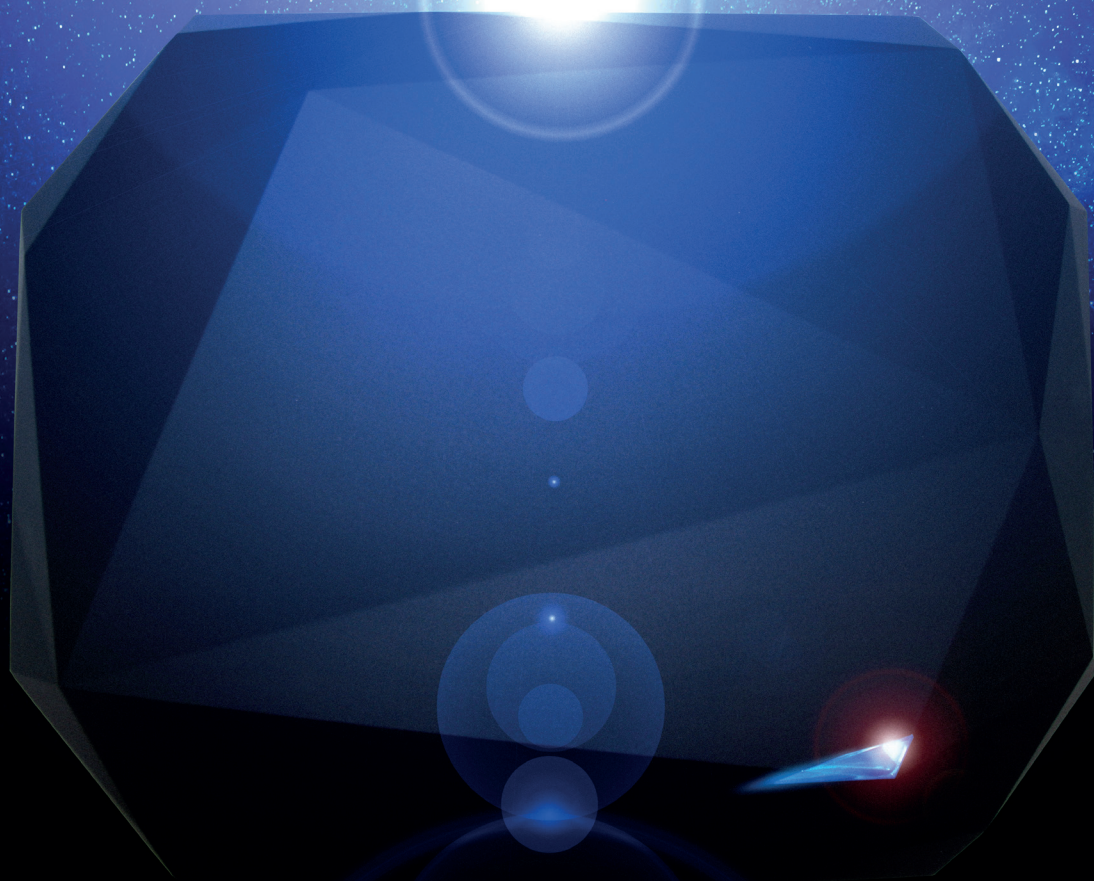
TLS v1.2 protocol. The virtual access cards are managed in real time so if an employee reports the loss of a smartphone, the mobile access rights can immediately be revoked, before the device ends up in the wrong hands.

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## BUSINESS PEOPLE



*Guy Chenard has been promoted to Chief Commercial Officer at Genetec.*

### Top appointment at Genetec

Montreal, Canada

Genetec has promoted Guy Chenard to Chief Commercial Officer from his previous role of Vice President of Sales. He is based in North America and will travel throughout all geographic regions to set commercial strategy and organisational trajectory for the Genetec physical IP security solutions and operations software business.

An executive with Genetec for 13 years, Mr. Chenard oversaw the sales group as they quadrupled the size of the global business in the last seven years. Mr. Chenard replaces Mr. Georges Karam, who will remain in a senior advisory capacity focused on internal corporate growth initiatives. In his new role, Mr. Chenard will lead sales, marketing, and customer experience departments across the organisation as they scale the business with new software and appliance offerings focused on intelligence, operations and security.

Pierre Raczy, President and CEO of Genetec, comments:

"Guy embodies the skill, dedication, and passion that we prize at Genetec, qualities that will enable him to drive our business forward and support our ambitious vision for the future."

## Bomgar completes Beyondtrust acquisition

Atlanta, Ga (USA)

**Bomgar**, a leader in Privileged Access Management (PAM) solutions, has completed the previously announced acquisition of Beyondtrust, a global leader in Privilege-Centric Security.

On September 13, 2018, Bomgar announced a definitive agreement to acquire Beyondtrust. The companies will operate as a combined entity under

the name Beyondtrust. It will be headquartered in Atlanta, Ga and led by Matt Dircks, current CEO of Bomgar.

The joint product portfolio delivers the complete spectrum of capabilities required of a best-in-class PAM solution to protect and secure privileged access: credential discovery and rotation, privileged session management, endpoint

privilege management, secure remote access, and vulnerability management.

More than 19,000 organisations worldwide currently use the companies' combined solutions to discover and secure privileged credentials, remove excessive admin rights on endpoints, and protect remote access pathways.

## Arecont Vision Costar sets out a plan for the future

Glendale, Ca (USA)

Following the initial launch of the business in July 2018, **Arecont Vision Costar**, has now made public its key product portfolio, business plans, and executive leadership team. The new company is a business unit of Costar Technologies, Inc, a Coppel, Texas-based corporation that designs, develops, manufactures, and distributes a wide range of proven products for the video surveillance and machine vision markets.

Arecont Vision Costar continues to base its headquarters, R&D, manufacturing, and support facilities in Glendale, California in Los Angeles county, taking over the building formerly occupied by

its predecessor business, Arecont Vision, LLC. The majority of employees and the executive leadership team transitioned to the new business, as did all existing products, technologies, patents, and trademarks of the original company.

"We're very excited to have a new beginning for Arecont Vision Costar, with a great strategic fit that builds on our predecessor's pioneering legacy of megapixel camera technology leadership, while leveraging the resources and expertise of Costar Technologies," states *Raul Calderon*, President, Arecont Vision Costar. "The result is that our customers can be

confident not only of our financial health and long-term future, but also in purchasing our new Arecont Vision Total Video Solution to meet their surveillance system needs."

The original Arecont Vision, LLC was founded in 2003 and announced a reorganisation under voluntary Chapter 11 on May 14, 2018. This was undertaken to clear the company of outstanding debt and to simplify the sale of the entire business in order to secure new investment. Costar was the winning bidder, and the transaction was completed on July 13th, 2018 with the launch of Arecont Vision Costar, LLC.

## Covergint acquires Integrated Security Solutions

Chicago, Il (USA)

**Convergent Technologies** is acquiring **Integrated Security Solutions**, a single-source provider of electronic and physical security solutions in Wisconsin and northern Michigan.

Founded in 1993, Integrated Security Solutions services and supports the majority of financial institutions in Wisconsin. Integrated Security Solutions' 48-person team will join Convergent and continue serving customers in the upper Midwest.

"Convergent has become a market leader within the financial

industry, and Integrated Security Solutions has over 25 years of their own experience in this space," said *Ken Lochiatto*, Chief Executive Officer of Convergent Technologies. "This acquisition brings us a team of highly skilled security professionals and expands our geographic coverage into Wisconsin and Michigan."

Convergent Technologies was founded in 2001 on a set of principles that remain unchanged today, and at the centre of these values is a dedication to service. It is this commitment that drives

Convergent's growth organically and via acquisition, in order to continually increase service capabilities for customers, Lochiatto says. Integrated Security Solutions shares in Convergent's cultural focus on service.

"Integrated Security Solutions has earned the reputation of being the best service provider to our customers," said *Joel Anders*, Chief Executive Officer of Integrated Security Solutions. "By partnering with Convergent Technologies, we will have more resources to expand on that reputation."



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## BUSINESS PEOPLE



*Stephanie Ordan takes on her new role at Assa Abloy EMEA.*

### **Assa Abloy appoints new EMEA VP digital and access solutions** Stockholm, Sweden

*Stephanie Ordan has joined Assa Abloy as Vice President, Digital and Access Solutions EMEA. She succeeds Chris Bone in the post, who became Assa Abloy Group Chief Technical Officer earlier this year.*

*Stephanie's role will focus on continuing to strengthen Assa Abloy's position as the leader in access control solutions across EMEA. She will oversee continued efforts in market education and exciting product developments from Assa Abloy's stable of leading brands across Europe, the Middle East and Africa.*

*Stephanie brings with her extensive international experience from leading technology companies. She previously worked at power management multinational Eaton, where she was Head of Energy Storage business EMEA prior to joining Assa Abloy. She has also worked at General Electric and ST Microelectronics.*

*"I'm thrilled to be joining Assa Abloy EMEA at such a pivotal time for the industry," says Stephanie.*

## Flir Systems acquires Acyclica

Wilsonville, Or (USA)

**Flir Systems, Inc.** has acquired **Acyclica, Inc.**, a leading developer of software for automotive roadway and intersection data generation and analysis.

Acyclica's solutions provide high-resolution, real-time traffic information to transportation department end-users to make roads safer, reduce congestion, and improve overall efficiency and performance of thoroughfares.

Based in Denver, Colorado, Acyclica delivers cloud-based analytics of data generated from proprietary technology and from other sensing sources, such as visible and thermal cameras, roadway sensors, radars, and

intersection signals. The Acyclica solution is utilised by transportation departments across the globe to get a clear, accurate, and actionable view of their roadway infrastructure to improve traffic flow and safety. Acyclica's APIs allow for easy integration into third-party Intelligent Transportation Systems (ITS) systems, including Flir ITS cameras, which are currently offered with Acyclica technology on board.

"Acquiring Acyclica is a key step for our ITS business in that it adds a new sensing platform and a data analytics software element to our mission to provide complete and valuable traffic

optimisation solutions for our global transportation system customers," says *James Cannon*, President and CEO of Flir. "The great efficiencies that are created with these ITS systems fits our mission of improving livelihoods and adds to our broader smart and safe city solutions. Additionally, we feel the capabilities of the Acyclica team in data analytics and software platforms is scalable across numerous other Flir businesses."

The Acyclica business will be part of Flir's ITS division within Flir's Commercial Business Unit. Flir anticipates this transaction to be neutral to 2018 net earnings.

## Chiron becomes Addsecure

Stockholm, Sweden and London, UK

Addsecure-owned **Chiron Security Communications**, a leading provider of solutions for alarm transmissions via IP (Alarm over IP – AoIP), has changed its name to **Addsecure**.

Founded in the early 1990s, Chiron is at the forefront of communication systems for the security industry and has become the preferred supplier of alarm manufacturers and monitoring centres around the world. The name change to Addsecure is a

natural consequence of the fact that Chiron has been part of the Addsecure Group since June 2017.

"The name change to Addsecure is a logical step forward towards Chiron's integration into the Addsecure Group", says *Willem L. Harthoorn*, Chief International Sales Officer. "This integration will give our customers access to exciting new products and services."

"The decision is part of our global growth strategy and business consolidation," says *Stefan Alberts-*



*Addsecure-owned Chiron Security Communications has changed its name to Addsecure.*

*son*, CEO of Addsecure. "Chiron's established position in the European market is a solid foundation for strengthening the Addsecure brand in Europe."

## Tagmaster ANPR simplifies Norwegian parking project

Stockholm, Sweden

Citysync ANPR cameras from **Tagmaster** have been delivered for use in 30 airports in Norway in cooperation with APCOA Parking Norway. In total 400 ANPR cameras have been deployed in order to facilitate entry and exit of numerous parking facilities at the airports.

The cameras were installed as part of the APCOA CPMS (Car Park Management System) which is using ANPR cameras

to identify vehicles entering and exiting the car parking facilities at the airports.

The goal with the project is to digitalise the traffic flow and parking at the airports. There are high demands on system functionality, as many of the airports are located at the coastline of Norway, with rough weather conditions and the North Sea almost hitting the runways. Projects cater for multifaceted solutions, with many different

car parks used for several purposes and intricate demands.

"We are proud of having been chosen by APCOA as supplier for this new and exciting installation of our Citysync ANPR cameras. The use of ANPR technology for vehicle identification provides new and interesting features for the parking industry and we are happy to be part of this large and complex project", says *Jonas Svensson*, CEO, Tagmaster.

## UTC set to acquire S2 Security

Palm Beach Gardens, FL (USA)

**UTC Climate, Controls & Security** has agreed to acquire S2 Security, a leading developer of unified security and video management solutions. UTC Climate, Controls & Security is a leading provider of fire safety, security, building automation, heating, ventilating, air condi-

tioning (HVAC) and refrigeration systems, and is a unit of United Technologies Corp.

"This move is well aligned with our strategic focus to grow our core business and increase innovation," said *Alex Housten*, VP & General Manager, Fire & Security Products, a part of UTC Climate,

Controls & Security. "We look forward to providing enhanced service capabilities and offerings for our customers, and accelerating our access control and video-centric solutions for intelligent buildings across the globe."

*John Moss*, Founder and Chief Executive Officer, S2 Security

said, "Considering the complementary customer bases and product portfolios of our two companies, this is a natural step that will benefit our customers, employees, and channel partners."

The acquisition is subject to customary closing conditions and regulatory approvals.

## Hikvision and Seetec optimise surveillance feed management

Hoofddorp, The Netherlands

**Hikvision** has entered into a technological partnership with **Seetec**, a seasoned European pioneer in IP-based video security, and this relationship will be celebrated and showcased on the Hikvision stand at Security Essen this year.

The Seetec Cayuga VMS manages all feeds generated by surveillance cameras, enabling holistic video monitoring at a glance

- centrally on site or remotely via different client options.

Seetec Cayuga offers support for the 3D positioning on Hikvision's PanoVu camera models, so users can focus the cameras directly onto an area of interest. They do this by simply creating a rectangle on the area on one of the fixed camera streams. The connected PTZ camera will automatically move to that

area and zoom into the focus of the rectangle, showing the desired video footage at full resolution and frame rate. Seetec Cayuga can manage all of the nine streams from the Panovu camera individually, but the real value of the integration is the stitching of four fixed camera streams to provide a 180° field of view.

These integrated technologies are particularly relevant to solutions

in finance, logistics, retail and city surveillance scenarios.

Seetec has developed a 'Smart Driver' based on Hikvision's native ISAPI interface. This means that users can easily add any new Hikvision camera immediately without the need to wait for any new driver packages or software updates.

The two companies are also working on further integrations.



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## BUSINESS PEOPLE



*Henning Sandfort takes up his new position at Siemens this month.*

### Changes at the top at Siemens

Zug, Switzerland

Effective from the beginning of October, and coinciding with the beginning of the next fiscal year, Henning Sandfort (42) will be the new CEO of the Control Products and Systems (CPS) business unit at Siemens Building Technologies division.

Sandfort will succeed Uwe Frank, the current head of the product business of Building Technologies. Frank will retire at the end of 2018. Until now, Sandfort has been in charge of the Systems and Room Automation product segment within CPS.

"Henning Sandfort has successfully prepared the building product portfolio to meet the requirements of digitalisation in building technology. He will continue to systematically expand our offerings in this direction, thus strengthening our leadership in the Smart Buildings sector," says Matthias Rebellius, CEO of the Siemens Building Technologies Division.

Sandfort joined Building Technologies in 2015 after positions at Siemens Management Consulting and what today is the Digital Factory Division.

## Bosch, Hanwha, Milestone, Pelco and Vivotek form alliance

Vancouver, Canada

**Bosch Building Technologies, Hanwha Techwin, Milestone Systems, Pelco by Schneider Electric and Vivotek Inc. are founding members supporting the launch of The Open Security & Safety Alliance. This alliance represents leading companies in the security, safety, building automation solutions and associated industries.**

The Open Security & Safety Alliance ('the Alliance') is a non-profit, non-stock corporation that brings together like-minded organisations in order to outline specifications for a common standardised platform for security and safety solutions which are accessible for everyone.

The Alliance was formed in reaction to today's market characterised by the continued evolution of the Internet of Things and the aggregation of data. Security and safety solutions are fragmented due to a lack of collaborative approach to common challenges including cyber security and common operating systems. This is holding back innovation and seamless integration, writes the newly founded alliance in a press release.

"Many market players are competing on technical topics that do not necessarily make a significant difference for customers. The market needs a new direction, a framework that will enable the industry to focus on innovation and developments that add real value for customers."

### Purpose

The Alliance brings together organisations that recognise the need for a new market direction and who are willing to contribute to the framework, providing standards and specifications for common components including an industry specific operating system, IoT infrastructure, collective approach for data security and privacy, and a drive for improved levels of performance.

### The key tasks of the Alliance are:

- Create and promote the use of commonly-agreed standards, best practice and specifications.
- Address commonly-agreed challenges shared by the players in the industry, like data security and privacy.
- Enable market players to focus on innovative solutions which their customers find of higher value.

Starting off with the five founding members Bosch Building Technologies, Hanwha Techwin, Milestone Systems, Pelco by Schneider Electric and Vivotek and early adopters including Ambarella, Anixter, Androvideo, Kings Security Systems, and Net-app, the global alliance will focus on building standards, specifications, best practices, references and implementation guidelines. Together, the members of the Alliance can combine knowledge, expertise and experience in order to achieve mutual goals and create a new approach to the market.

## Dahua opens regional supply centre in Europe

Hangzhou, China

**Dahua Technology** recently opened its European Supply Centre in Zalaegerszeg, Hungary.

The official opening ceremony was kicked off by Dr. Petra Ponevács-Pana, Deputy State Secretary for Foreign Economic Relations at Ministry of Foreign Affairs and Trade, Hungary, with the participation of prominent government representatives, including Mr. Zhou Xinjian, Counselor, Economic and Commercial Affairs, Chinese Embassy in Hungary, and Mr. Zoltán Balaicz, Mayor of Zalaegerszeg.

Dahua Technology European Supply Centre aims to supply European markets with better customer service and faster delivery through local assembling and cen-

tralised logistics services. The plant is operated by a Dahua partner, who will be responsible for warehousing, production and logistics.

In the first phase, the project will start with 3000 sqm and increase by 30-50% within the next two years based on Dahua Technology's business growth expectations for the future. According to the plan, the production of recorders will go up from the initial 300 pcs to 500 pcs per day, and the cameras with an average 700-900 pcs per day. By 2020 it plans to set up a distribution service capable of managing 150,000 to 250,000 shipments of devices per month.

This project will go live in various phases.

"The Dahua Technology Euro-



*Jason Zheng (Left) & Dr. Petra Ponevács-Pana (Right) giving a speech at the opening ceremony.*

pean Supply Centre has a key role in Dahua Technology's European growth plans. The company sees huge opportunities for further growth in these markets and establishing a local assembly line and logistics centre is a key step to serve these markets in a very competitive way," says Jason Zheng, Director of Overseas Supply Centre Operations Management at Dahua Technology.

## Assa Abloy acquires U.S biometric ID company

Stockholm, Sweden and Palm Beach Gardens, FL (USA)

Assa Abloy has acquired Crossmatch, a leader in biometric identity management and secure authentication solutions.

“Crossmatch is a strategic technological addition to the Assa Abloy Group. The company reinforces our current offering within biometric identity management. The acquisition of Crossmatch considerably enhances the Group’s position as one of the world’s leading biometric companies and will provide complementary growth opportunities,” says Nico Delvaux, President and CEO of Assa Abloy.

“Our acquisition of Crossmatch strengthens HID Global’s ability to offer innovative

biometric identity solutions to hundreds of millions of users worldwide,” says Stefan Widing, Executive Vice President and Head of HID Global. “Adding Crossmatch to our company will extend HID’s market leadership in the trusted identity space and allow us to fulfill the promise of biometrics in critical identity applications.”

Crossmatch was founded in 1996. It is headquartered in Palm Beach Gardens, Florida and has some 270 employees. Sales for 2018 are expected to reach USD 125 million (approx. SEK 1,150 million) with a good EBIT margin. The acquisition will be accretive to EPS from start.

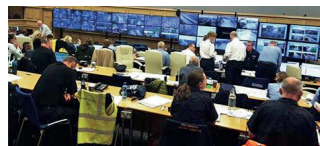
## Cathexis helps ensure security during papal visit

Dublin, Republic of Ireland

The South African video management developer Cathexis Technologies played an important security role when Pope Francis’ visited Ireland towards the end of August. Cathexis worked alongside its Dublin-based, Gold Channel Partner, Mongey Communications, and the Irish Garda, to facilitate the critical role of surveillance management.

With an official itinerary that was jam-packed with meetings, visits and official engagements, all within a two-day schedule, the Pope had a whirlwind visit through Dublin, which included the World Meeting of Families and Festival of Families at Croke Park on Saturday 25 August.

The Cathexisvision IP video management software suite provided an around the clock CCTV surveillance solution, which supported three linked control rooms to ensure an immediate response to any situation of potential security threats.



*A three way partnership provided high level security surveillance during the papal visit to the Republic of Ireland in August.*

Cathexis is headquartered in Durban, South Africa, with operations spread throughout the UK, Europe, and the Middle East.

“We are exceptionally proud to have played a role in the Pope’s World Meeting of Families visit,” says Mark Ross, managing director of Cathexis Europe.

The Cathexis Europe Technical team worked alongside Mongey throughout the design, build up and operations over the weekend to ensure that Cathexisvision was providing optimal performance, and to provide additional cameras and surveillance management to the police service of the Republic of Ireland (Garda).

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Heikki Hiltunen, CEO, Iloq:

# "We have to move forward with an open mind"

**Heikki Hiltunen has been CEO and President for the innovative Finnish access control manufacturer Iloq since August 2017. His mission is to grow and transform Iloq from a Scandinavian to an European player.**

By Henrik Söderlund

Iloq has 110 employees (the manufacturing has been outsourced) and it had a 40.3 million euro turnover in 2017. This year, revenue is expected to grow around 25 per cent to 50 million euro. Iloq recently released its S50 NFC-enabled mobile access technology, which is the first lock cylinder in the world to harvest energy for unlocking from a smartphone.

Heikki Hiltunen has 30 years of experience from industrial automation in a global business environment and after one year in the security industry, he finds it attractive. He says: "I think there is a big disruption in the market. We can see that mechanic locks are going to be replaced by digital and mechatronic locks. This is a very interesting phase driven by digitalisation."

## When will mechanic locks be replaced?

"If you look at market data, the mechanical lock market is growing steadily at 3.3 to 3.5 per cent while the mechatronic and digital locks have an annual growth rate of 13–14 per cent. I think it will happen in the next 5 to 10 years. Why use mechanical locks in new buildings anymore when you have digital and mechatronic locks that are as good or better and you can integrate them with more services and make them safer? In Finland today, 40–50 per cent are already digital/mechatronic and Scandinavia is leading this development."

**You target residential housing, educational buildings, hospitals and commercial buildings and now – with the NFC-powered lock cylinder S50 – also the utilities industry, do you plan to add more segments?**

"We estimate that the address-

able market for us is around 12.5 billion euro and today 90 per cent of that is mechanic locks. So the market is big enough for us just trying to replace the mechanical locks. But of course we are open to new segments although I prefer to be big in existing segments rather than being scattered."

## Where is the access control market heading?

"Towards open platforms. If you look at what is happening with smart homes and smart cities, I believe that big players like Google, Amazon and Apple could enter the market with their own smart home concepts. It could cause some disruption for traditional players. With IoT, connectivity and the new services that you can provide for citizens to make their lives easier and more accessible, you basically invite bigger players. Home automation, security and access can be combined and this is still a very fragmented market. Smart homes are developing, but there must be more standards in the future."

## Will there be room for traditional players?

"Yes, I still believe there is good space for traditional and mechanical players but we have to move forward with an open mind. The traditional players have been conservative, and newcomers like IT people are coming more and more. They are buying smart home components to build new platforms, so it is a big disruption. They will not accept proprietary products. Also, Industry 4.0 and IoT are driving open standards."

## What has been your focus during your first year as the Iloq CEO?



*Heikki Hiltunen, CEO & President for Iloq, believes the biggest challenge is to manage the growth. Iloq are close to 30 per cent market share in Finland and in Sweden it is around 10 per cent.*

"We have reviewed and redesigned the global strategy: I spent probably 8 to 9 months on that. I have visited a lot of investors as we look for different alternatives for Iloq to increase the growth and to internationalise the company faster. We have also upgraded the management team with a CMO, a head of HR and a new CFO. We have split the sales organisation into two regions: Northern Europe and Central Europe."

## How will you internationalise?

"Today we have offices in Finland, Sweden, Denmark, Norway,

present in Asia, the Pacific and North America. Step by step we try to make Iloq a global player but right now the focus is in Europe."

## One way to grow is to get publicly listed.

"Yes, in May this year we announced that we are looking for different strategy alternatives for boosting our growth and one option is to get listed at the Helsinki stock exchange, but there are also other options. We recently announced that we will extend the process to next year, and there are

**Big players like Google, Amazon and Apple could enter the market with their own smart home concepts. It could cause some disruption for traditional players.**

Benelux, Germany and we have added France this year. We are currently adding Spain and looking at Italy and the UK. We hope to accelerate the growth to 30–35 per cent going forward. Currently we export to 20 countries although almost 80 per cent of our revenue is located in Scandinavia."

## Where do you plan to grow?

"We will see more and more growth in central Europe. Within a couple of years I expect us to be

a lot of good options on the table. One of them is to continue as we do today: the company is healthy and profitable, we have no debts and a good growth."

## Have other companies tried to acquire you?

"There are approaches, but I have not seen any serious attempts. We are one of the fastest growing Scandinavian companies in this industry, so we are very interesting for investors."



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# Face-recognition apartment station from Dahua

Hangzhou, China



*Dahua Technology has launched a new apartment outdoor station VTO9341D*

**Dahua Technology** has launched a new apartment outdoor station VTO9341D, providing new access control solutions to gates and lobby entrances with a cutting-edge face recognition technology.

The apartment outdoor station elevates the safety and convenience

of a residents security system to a new level with an up to the minute non-touch face-recognition entry system, whilst still preserving conventional unlocking operation for emergencies. The product's working temperature is between -20°C to 60°C, meaning it can operate smoothly across a variety of weather conditions and geographical areas. With a shell made of aluminum alloy plate, it meets IP55 standards for water and dust ingress, and IK07 standards for impact resistance. Further enhanced by an Intrusion Prevention System, the product effectively offers ideal ingress protection to property owners and facilitates the work of security guards.

The high efficiency facial recognition feature on the VTO9341D

means that the induction process begins as soon as the person steps into the 0.5-metre range. The 2MP CMOS image sensor will capture the face in a high-definition colour image for identification. Then, within as quickly as 0.5 second, it is able to complete the recognition process and open the door for the resident. With a comprehensive storage capacity of up to 20000 faces, the system would suffice the demands of a large housing estate or commercial premises. The auto gain control supplements white light to cope with poorly-lit conditions, enabling night vision for outdoor installations.

The VTO9341D is also equipped with a Mifare card reader, fingerprint recognition (with a memory of 3000 fingerprints), and

touch screen keypad, which provide multiple unlocking approaches via card, fingerprint and password. Working together with the VTS5240B Master Station images can be forwarded to mobile devices, and owners can even deploy a remote unlock function whilst away from home. Additionally, the audio system supports bidirectional communication, which assists visitors and owners in addition to facial identification.

As a high-end product with unique features and full market potential, and with DSS Express monitoring access control and other Dahua exclusive technologies, this apartment outdoor station could also effectively lower the time and cost of integration and maintenance.



# Axis launches new speciality corner mount cameras

Lund, Sweden

**Axis** has launched two specialty camera models for corner-mount usage, with specific design features to meet particular use cases. The Axis P9106-V network camera brushed steel model has been designed to blend into the aesthetics in elevators, whereas the Axis P9106-V network camera white model is ligature-resistant (also known as anti-ligature), and is ideal for the healthcare sector and other applications.

The 3 MP cameras are specially designed for out-of-the-box optimised corner-to-corner coverage. They can cover up to 130 degrees horizontally and 95 degrees vertically, without blind spots.

"For niche applications such as surveillance in elevators, interview rooms, and psychiatric wards, our clients face very specific challenges and seek to achieve specific benefits that are not commonly addressed by standard products available in the market" said Michael Chen,

Global Product Manager at Axis Communications.

The white ligature-resistant model eliminates the chances for vulnerable people, such as those in mental health care or police custody, to use the device for self-harm. Network audio can be added by pairing Axis P9106-V with Axis T6112 audio and I/O interface and its portcast technology, so it can also record dialogue, which is very useful in applications such as police interview rooms. Additionally, the camera can be re-painted to match any environment, decreasing the chances of it standing out and upsetting or irritating vulnerable persons. If the camera is defaced, its abrasion- and chemical-resistant front window is easy to clean with the help of detergents or simple graffiti remover.

The brushed steel model is designed to blend in with elegant elevator environments, such as in high-class establishments in com-

mercial environments. The camera benefits from no visible screws, adding to its elegant design feature. If the camera has been affected or targeted by vandalism, the durable front window is easy to clean or replace, as per the white model.

Michael adds, "Specifically in the elevator application, customers expressed the cumbersome procedures involved if any camera maintenance would require access inside the elevator shaft. To address this, we have designed the camera to be fully accessible from inside the elevator, reducing maintenance time and costs, while keeping the camera compact and discreet, to blend into elegant spaces."

These new corner cameras are easy to install alone, thanks to innovative screw gaskets. They also come pre-focused, helping installers complete the set-up quickly and correctly, which decreases installation costs.

Both models are IK10- and



*The Axis P9106-V network camera brushed steel model.*

IP66-rated for protection against impact, dirt and water ingress. The hardened cameras are compatible with multiple connectivity options to allow installation in environments where infrastructure requirements are unique. Choose between: PoE, PoE over Coax, and PoE over 2-wire connections (separate connectivity devices required). The latter of these is common, e.g. in travelling cables along elevator shafts. According to Axis, the cameras will be available in Q4 2018.



## Business & Product News Every Day!

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## Raytec releases new surveillance lighting options

Ashington, Northumberland (UK)

**Raytec** is launching *Urban-X*; a new range of general area lighting solutions designed for applications including perimeter fence lines, pathways, car parks and other industrial applications

All Urban-X luminaires combine the performance of a commercial light fitting with the durability and quality of a security luminaire. The Mini represents the first product in the Urban-X range and is available now.

Urban-X Mini is available

with a choice of three standard beam angles to suit a wide range of applications. Raytec is also offering a free 3D lighting design service, to ensure the correct specification for the project which provides a visual representation of the final solution and indicates the light levels on scene.

The white-light luminaires are according to Raytec, designed to security market standards. The arrival of the Urban-X range gives security specifiers a more com-

plete range of products to meet all the lighting requirements of any site. The Urban-X Mini offers extreme levels of durability and protection while also delivering significant energy and cost savings to the end user. In addition to being tough, Urban-X luminaires are also Smart with the ability to be programmed and controlled remotely as a network.

Visitors to Security Essen, from 25th–28th September 2018 were able to see the company's



*Raytec is launching Urban-X – a new range of general area lighting solutions.*

latest innovations and discuss any surveillance lighting needs.

## Fujinon innovates to improve anti-shock performance

Kleve, Germany

The new mechanical design of the latest *Fujinon Machine Vision lenses* allows the lenses to maintain their high optical performance despite the shocks and vibrations that unavoidably occur in industrial imaging systems.

Industrial imaging systems are frequently subject to strong accelerations, shocks, and vibrations. This is especially true for mobile systems, like robot-guided 3D scanners, but also for fixed installations. Such mechanical stress often causes a significant reduction of the resolution and a shift of the optical axis – severe problems for machine vision, optical metrology applications

and optically calibrated systems.

**Fujifilm** has investigated the impact of shocks and vibrations on industrial fixed focal lenses via a dedicated test procedure. They found that depending on focal length and model the optical axis is shifted up to 26 µm, which corresponds to approx. 7 pixels with 2nd generation Sony Pregius sensors. According to the company, this kind of specification is not presented in most datasheets, but crucial in the selection process of lenses for optical metrology.

Further investigations led to the development of the Fujinon Anti-Shock & Vibration technology.

The new lens design is based on an elastic and patent pending fixation of the internal lens arrangement. With this new technology incorporated into several Fujinon Machine Vision lenses the shift of the optical axis can be reduced down to just 4 µm and the resolution degradation is minimized. The new mechanical design makes lenses maintain their high optical performance despite the shocks and vibrations that unavoidably occur in industrial imaging systems.

Lenses already equipped with the Fujinon Anti-Shock & Vibration design include all lenses from the HF-12M series for pixel sizes



*The new Fujinon Anti-Shock and Vibration technology.*

from 2.1 µm and sensors up to 1" and the HF-5M series for pixel sizes from 3.45 µm and sensors up to 1.1": 6mm and 50mm focal length.

Fujinon will be presenting the company's new lenses at the Vision event, November 06–08 2018, at the Messe Stuttgart centre in Germany. 

## Intrusion detection with vision from Hikvision

Hangzhou, China

**Hikvision** has introduced a new range of intrusion alarm solutions to the security market. Combining Hikvision's market-leading position and world-class capabilities with over 30 years of Pyronix' intrusion expertise, the new range of alarm solutions has been designed to supply professional installers with innovative and reliable security systems for every requirement.

The extensive range provides advanced alarm solutions which support all market segments, in-

cluding residential, commercial and industrial applications.

Compatible with the entire Hikvision video portfolio, the range integrates via IVMS and the Hik-Connect smart device application, with Cloud connectivity as standard. This new and innovative combination offers highly reliable and proven alarm and video capabilities, alongside full remote control and monitoring with IVaaS (Intruder Verification as a Service) for video verification of events.

A synergy of intrusion and surveillance technologies enables end users to arm, disarm, view, record and interact with their security like never before via one platform; helping security professionals target new market applications to grow and maximise their business potential.

Comprising both wireless and wired systems, each support multiple communication paths to enhance flexibility and security. These can then be fitted with the



*The new range combines Hikvision's capabilities with the Pyronix intrusion detection expertise*

extensive portfolio of wireless and wired Hikvision peripherals, to deliver security and life safety solutions across multiple markets. 



## Civintec biometric access control terminal supports Dual OS

Shenzhen, China



*Civintec Global has released its IP web-based ID/mobile biometric terminal to build a turn-key access control solution.*

The intelligent *Utouch X* terminal, is designed with a 7" touch screen, Android 5.1/Linux OS, and quad-core processor. It supports biometric, encrypted RFID

tag, BLE/NFC mobile credential and innovative technologies and is ideal for security access control, daily attendance, workforce and membership management. The *Utouch X* is fully configurable and customisable on a friendly GUI to meet extendable applications with improved speed and high compatibility. For additional security it also features Mifare Plus, Desfire EV1/EV2, Ultralight C with one or more ISO7816 SAM slots for secure data encryption.

The *Utouch X* is able to check mobile credentials through ISO18092 NFC and BLE 4.0, and it can also receive online credentials via mobile phones (workable for both Android and IOS phones). Using ISO19794-2 and ANSI 378 templates, the 256-bit AES fingerprint data encryption ensures the authenticity of authorised entities in the *Utouch X* system.

The terminal offers embedded Open Supervised Device Protocol (OSDP), TCP/IP, Wifi 4G which

offers the benefit to develop a customised system featuring advanced, flexible, and highly-secured in-system communication. The *Crystal Touch* allows users to programme pin codes in a fixed, one-time or random setting for user friendly operation and easy management. It is possible to use the system with an auto-focus high resolution camera to record an image on every access. In the case of attempted tampering, the reader will activate a real time SMS message alarm. 

## Umbo launches new Webhook API for light video AI

Taipei, Taiwan

**Umbo Computer Vision**, an artificial intelligence company building autonomous video security systems, offers now a *Webhook API* to allow monitoring and viewing of events via the user's own applications and making Umbo Light more powerful than ever before.

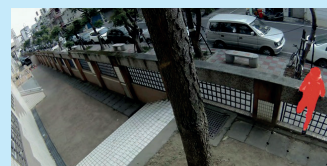
With this new feature, Light customers can receive Light's human intrusion accurate alerts on their

own systems at the same time as they receive them within the Smart Cloud platform.

A *Webhook* is a user defined HTTP callback method for retrieving information from a web application in real time. Once released, the *Webhook* can be easily set up within the settings screen inside current Smart Cloud accounts. Utilising the easy-to-understand

documentation, customers can now integrate Light human intrusion and behaviour alerts into their own internal systems, handling notifications the way they want them. For Umbo learning Camera owners, *Webhooks* can be received for not only all of Light's Event types but also camera statuses.

Light subscribers who are interested in using the API can



*Umbo Computer Vision now offers a Webhook API to allow monitoring and viewing of events.*

contact their account managers for trial access.

## Mobotix highlights the importance of cyber security

Langmeil, Germany

In addition to the existing technologies and the innovations demonstrated by Mobotix at the recent Security Essen show, cyber security was one of the most important topics at the trade fair. In line with this trend, Mobotix has developed the *Cactus Concept* for an end-to-end video system that is reliable and fully protected from hacker attacks.

The effectiveness of the system has now also been verified by a "Certificate: Penetration Test," which is carried out by experts from SySS GmbH – the German market leader in the field of penetration tests. During testing, according to the company, Mobotix

cameras successfully withstood extensive cyber attacks.

With the latest version of Mobotix' own VMS solution, *Mxmanagementcenter* Version 2.0, it is now possible to combine into a unique, compatible hybrid solution not only the intelligent decentralised Mobotix IoT cameras but also the non-decentralised Mobotix Move cameras and third-party ONVIF S-cameras plus the new Mobotix NAS devices. *Mxmc* 2.0 also reduces the time needed to configure the entire video system since now a large part of the all settings can be adapted for up to 80 IoT cameras simultaneously

and within seconds. The basic version of *Mxmc* 2.0 with extended standard features is available free of charge. The additional features for the integration of ONVIF S cameras and access to advanced levels of service and support can be added any time within an attractive licensing model.

According to the company, the new release, *Mxmc* 2.0, with its new look will be ready for download from November 2018. At the show, Mobotix also presented the company's own networked attached storage (NAS) solutions, new firmware for all *Mx6* camera and a new platform for *T26* door station.



*Mobotix has developed the Cactus Concept for an end-to-end video system that is reliable and fully protected from hacker attacks.*

Alongside sector-specific solutions, such as thermal cameras for manufacturing or the new cash register system solution, which was developed in partnership with Vectron, Mobotix also presented a range of partner solutions. Technology partners Genetec, Konica Minolta, Sedi, Tectrade and Uniserve were represented on the company's stand alongside Mobotix integration partners like Encom, IBC, ITES, Nexcom, Peter Communication, Schirra IT and Valeo IT. 



## Sectech Norway, 6th and 7th March 2019–Norway Trade Fairs/Lillestrøm

- Exhibition
- Open forum
- Seminars



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## Detektor International Awards 2018

# The best security products of the year!

Stockholm, Sweden

The 19th Detektor International Awards prize ceremony took place at the security industry banquet, held after the first day of the Sectech exhibition in Copenhagen on 7th of November 2018.

Twelve manufacturers from three continents were awarded and four of them were chosen as the overall winner in their respective product category: ID & Access Control,

Alarm & Detection, Video Surveillance and IoT Security

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

### ID & Access Control

#### The overall winner 2018

##### Iloq S50 from Iloq (Finland)



With keyless, NFC-enabled mobile access technology and secure cloud-based access sharing – *Iloq S50* is the first lock cylinder in the world to harvest energy for unlocking from a smartphone. The technology is designed to solve difficult issues facing the utilities industry and simplify daily operations. Security risks related to physical keys are eliminated completely.

**THE JURY'S MOTIVATION:** *"With this impressive solution, Iloq has created a clearly winning concept and truly strengthened its position as an innovation leader in the security industry."*

#### The Innovative Achievement Awards 2018

##### Aperio H100 from Assa Abloy (Sweden)

##### SVN-Flex from Salto Systems (Spain)



**Aperio H100** is a wireless, battery powered handle with built in reader for indoor office and facility doors. It can work both within an online access control system or offline as a standalone device. It is a very easy way to add access control to a mechanical lock without drilling or wiring and any existing mechanical cylinder can still be used.

**THE JURY'S MOTIVATION:** *"Smooth and smart – the Aperio H100 access control door handle is a brilliant example of excellent product design by Assa Abloy."*



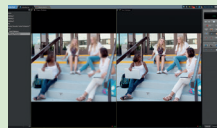
**SVN-Flex** is a wire-free, data-on-card technology that allows any stand-alone electronic locks to read and update card access information. Since any door lock can be an updating point for any user, building infrastructure can be organised freely and wirelessly. The communication between devices flows in real-time on wireless online access points and much faster on offline points.

**THE JURY'S MOTIVATION:** *"With SVN-Flex Salto Systems has launched an access control solution that genuinely responds to market demands for increased security, control, effectiveness and convenience."*

### Video Surveillance

#### The overall winner 2018

##### Genetec Privacy Protector from Genetec (Canada)



A software application that automatically obscures persons and vehicles in surveillance videos in real-time through pixelisation.

Using permissions, it is easy to control which operator can review the original footage. The ideal pixelisation level can be chosen for every situation and camera, up to complete colouring to ensure that the identity of individuals is not recognizable in any scene.

**THE JURY'S MOTIVATION:** *"This powerful response to the video surveillance market demands for privacy protection solutions proves Genetec's outstanding leadership in security technology software design."*

#### The Innovative Achievement Awards 2018

##### The Flexidome Starlight 8000i from Bosch Building Technologies (Germany)

##### Axis Q6125-LE from Axis Communications (Sweden)



**Flexidome Starlight 8000i** is a camera series (4K, 6MP and Full HD) with wireless configuration and ability to commission multiple cameras by connecting to the camera's built in WiFi-module, which enables a very fast installation. All aiming

and setting is done remotely including optical pan, tilt, roll (horizon levelling), zoom and focus.

**THE JURY'S MOTIVATION:** *"The advancements on the Flexidome Starlight 8000i show Bosch's contribution, of a remarkable video surveillance concept, to the increasing demand for time saving and cost effective solutions."*



**Axis Q6125-LE** is the first PTZ camera with built-in IR in a compact dome design. The IR illumination enables unobtrusive surveillance in total darkness up to 200 metres and it adjusts automatically to suit the precise degree of zoom, so you see exactly what you want to see. The camera is very energy efficient and built-in IR means big savings on expensive lighting.

**THE JURY'S MOTIVATION:** *"This is the world's first compact PTZ camera – with built-in IR – that enables surveillance in total darkness up to 200 metres and certainly confirms Axis' commitment to innovation leadership."*



The editor of Detektor, Lennart Alexandrie, celebrated with the first prize winners of Detektor International Award 2018 – Erik Nord, Genetec, Thomas Risager, Vanderbilt International, Fredrik Wallberg, Flir Systems and Mårten Persson from Iloq.

## IoT Security Products

### The overall winner 2018

#### ACT365 from Vanderbilt (USA)



A cloud-based integrated access control and video management solution. It delivers remote access and instant management for the users – if there is somebody at the site entrance, the user can verify the person and open the door with a click of a button from a smart phone. Managers can use ACT365 to administer cards and fobs, view live and recorded camera footage, receive instant notifications of security breaches and run attendance and absentee reports.

**THE JURY'S MOTIVATION:** "This user-friendly management solution ingeniously ties access control and video surveillance seamlessly into one single interface allowing SMEs to easily create software based business models. Wonderful Vanderbilt!"

### The Innovative Achievement Awards 2018

#### Pangea 4G Security Router from Dualtech (Sweden)

#### The "Security within security" concept from Vivotek (Taiwan)



**Pangea 4G Security** is especially developed for the security industry. It creates an effective hub for connecting up to four different alarm systems in the same building and enables Real-Estate-as-a-Service. The solution is ideal when there is no fixed internet connection, but in the same way, it connects everything from access control to camera surveillance with remote access in conjunction with existing IT infrastructure.

**THE JURY'S MOTIVATION:** "Beautifully designed, this open platform hub can link together the entire security system of a building – whether an IT infrastructure already exists or not. It certainly confirms Dualtech's impressive innovation ability."



**"Security within security"** consists of cyber security enhanced cameras with Trend Micro's anti-intrusion software, which feature automatic detection, prevent credential attacks, and block suspicious events. When the system detects brute-force attacks based on a defined number of failed login attempts, it will automatically activate a defence mechanism to block that IP address and prevent further attacks.

**THE JURY'S MOTIVATION:** "Vivotek's "Security within Security" concept is a convincing response to the undeniable threat of cyber attacks in IP-video devices. This perfectly timed solution is bound to generate followers."

## Alarm & Detection

### The overall winner 2018

#### Flir Saros Dome Camera from Flir Systems (USA)



Combines multiple traditional perimeter protection technologies including multiple Flir Lepton thermal sensors, IR and visible LED illuminators and high-definition optical cameras in one device. The thermal sensors provide the ability to deliver wide-area monitoring regardless of unfavourable lighting or weather conditions, and the IR and visible LED illuminators provide the ability to deter intruders with white light illumination.

**THE JURY'S MOTIVATION:** "Through the combination of multiple traditional perimeter protection technologies in one device, Flir Systems has developed a convincing winner."

### The Innovative Achievement Awards 2018

#### Facepro Facial Recognition System from Panasonic (Japan)

#### BX Shield series from Optex (Japan)



**Facepro Facial Recognition System** is a deep learning technology that can identify faces that are difficult to recognise within common video surveillance technology, for example when detecting faces partially hidden by sunglasses or face masks. 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.

**THE JURY'S MOTIVATION:** "With this deep learning technology Panasonic elevates facial recognition to a new level."



**BX Shield series** is a series of curtain-based outdoor motion sensors for intrusion detection with up to 12 metres detection range on each side of the device. One of them comes with antimasking. The left and right detection areas can be configured completely independently of each other, adding flexibility. Both beams need to trigger to confirm the detection: this system is able to ignore small to middle size dogs or animals and to detect only people.

**THE JURY'S MOTIVATION:** "Optex demonstrates its remarkable capacity to transform market demands into real-life solutions with this series of curtain-based outdoor motion sensors."





THE OVERALL  
**WINNER**  
ID & ACCESS CONTROL



**iLOQ S50**

The jury's comment:

*"With this impressive solution iLOQ has created a clearly winning concept and truly strengthened its position as an innovation leader in the security industry."*

**iLOQ**

[www.iLOQ.com](http://www.iLOQ.com)



**INNOVATIVE ACHIEVEMENT AWARD**  
WITHIN THE CATEGORY OF  
**ID & ACCESS CONTROL**



**Aperio H100**

The jury's comment:

*"Smooth and smart – the Aperio H100 access control door handle is a brilliant example of excellent product design by Assa Abloy."*

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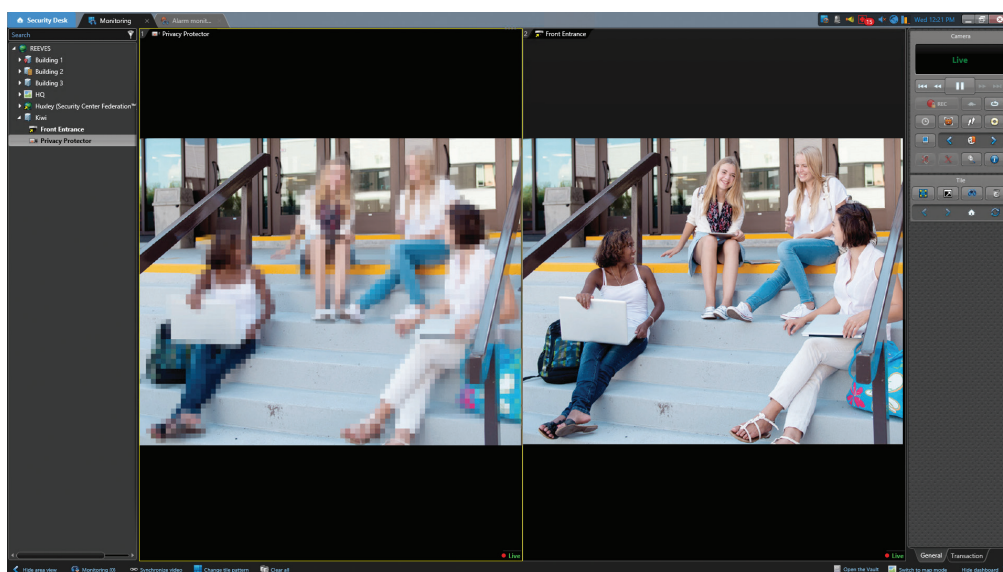
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THE OVERALL  
**WINNER**  
VIDEO SURVEILLANCE



### **Genetec Privacy Protector**

#### The jury's comment:

*"This powerful response to the video surveillance market demands for privacy protection solutions proves Genetec's outstanding leadership in security technology software design."*

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Innovative Achievement 2018

**INNOVATIVE ACHIEVEMENT AWARD**  
WITHIN THE CATEGORY OF  
VIDEO SURVEILLANCE



**FLEXIDOME Starlight 8000i**

The jury's comment:

*"The advancements on the FLEXIDOME Starlight 8000i show Bosch's contribution, of a remarkable video surveillance concept, to the increasing demand for time saving and cost effective solutions."*



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WITHIN THE CATEGORY OF  
VIDEO SURVEILLANCE



**AXIS Q6125-LE**

The jury's comment:

*"This is the world's first compact PTZ camera – with built-in IR – that enables surveillance in total darkness up to 200 metres and certainly confirms Axis' commitment to innovation leadership."*

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THE OVERALL  
**WINNER**  
IoT SECURITY



**ACT 365**

The jury's comment:

*"This user-friendly management solution ingeniously ties access control and video surveillance seamlessly into one single interface allowing SMEs to easily create software based business models. Wonderful Vanderbilt!"*

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Innovative Achievement 2018

**INNOVATIVE ACHIEVEMENT AWARD**  
WITHIN THE CATEGORY OF  
**IoT SECURITY**



**Security within Security**  
– multi-layer protection

The jury's comment:

*"Vivotek's Security within Security concept is a convincing response to the undeniable threat of cyber attacks in IP-video devices. This perfectly timed solution is bound to generate followers."*



[www.vivotek.com](http://www.vivotek.com)



Innovative Achievement 2018

**INNOVATIVE ACHIEVEMENT AWARD**  
WITHIN THE CATEGORY OF  
**IoT SECURITY**

**PANGEA 4G Security Router**



The jury's comment:

*"Beautifully designed, this open platform hub can link together the entire security system of a building – whether an IT infrastructure already exists or not. It certainly confirms Dualtech's impressive innovation ability."*



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**THE OVERALL  
WINNER**  
ALARM & DETECTION



***Flir Saros Dome Camera***

The jury's comment:

*"Through the combination of multiple traditional perimeter protection technologies in one device, Flir Systems has developed a convincing winner."*



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Innovative Achievement 2018

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



**BX Shield Series**

The jury's comment:

*"Optex demonstrates its remarkable capacity to transform market demands into real-life solutions with this series of curtain-based outdoor motion sensors."*



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## Video surveillance and AI?

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*Victoria, the Swedish Crown Princess at Skydd to present an award.*

# SKYDD 2018 – lived up to the high expectations

SKYDD 2018 took place in Stockholm on the 23–25 October. After the success of the event in 2016 there were high expectations on the largest security exhibition in Scandinavia.

– It is always nerve-racking before the opening of an exhibition of this importance. This time was no exception. The thrill remained throughout the three days, states Annika Linderöth, the event manager for Skydd.

By Lennart Alexandrie

The aim for Stockholmsmässan, the organiser, was to repeat the figures of the 2016 event, e.g. more than 10,000 visitors.

“Luckily we did. 10,189 visitors came to the event, which means that all the hard work we put in resulted in another success.” says Annika Linderöth.

In 2016 the event attracted 10,576 visitors in total and 235 exhibitors.

“But 500 of the attendees in 2016 were attending an IT-conference running in parallel at the same venue. This year we had no external boost, just pure SKYDD-visitors,” explains Annika Linderöth.

“We also improved on the number of exhibitors, reaching more than 250, compared to 235 exhibitors in 2016,” she adds.

## Smarter systems and AI

Much of what is shown at Skydd reflects the technology trends in the physical security market. One such trend is that smart technology is becoming increasingly smarter. At the exhibition there were a number of exhibitors showcasing AI solutions. The Chinese giant video surveillance equipment manufacturers, **Dahua** and **Hikvision**, showcased some examples of AI solutions in their respective stands. The developments into artificial intelligence (AI) are increasingly evident, mainly in video surveillance solutions.

## Mobility – another general trend

If smarter technology is one general trend, mobility is another. Remote access for support or control of security systems from a distance have become a standard feature. Using the smart phone as the control panel to open gates and doors, check alarm status or watch video after an alarm event are examples of functionalities that simplify the management of security.

## Cyber threat awareness on the rise

Another trend is the manufacturer concern for cyber security solutions for the protection of networked products in security systems. This is something that several video surveillance manufacturers are eager to promote at shows, which was also the case at the exhibition in Stockholm. **Vivotek** from Taiwan was probably the exhibitor that took this trend a little further through the launch of their Security within security concept – based on a built-in anti-intrusion software (from Trend Micro) in some of their IP cameras.

## Cloud based solutions

Cloud based solutions are becoming increasingly accepted for security systems. There is no wonder why, as they make it easier to deliver support for the supplier and easier to operate for the user. At Skydd there were plenty of these

kinds of solutions, not only among the video surveillance companies but also launched by suppliers within the alarm and the access control sector. One example is **Duotech** with the launch of their 4G Security Router, an effective hub for connecting up to four different alarm systems in the same building and enabling Real-Estate-as-a-Service. Another exhibitor with an exceptional cloud-based solution is **Vanderbilt** that showcased the ACT365, a cloud-based integrated access control and video management solution offering remote access and instant management for the users – if there is somebody at the site entrance, the user can verify the person and open the door with a click of a button from a smart phone.

## Perimeter surveillance

With an increasing demand from both governments and enterprises, it was no big surprise that so many different types of perimeter security technologies were exhibited at the Skydd exhibition. Night vision IP and thermal cameras, equipped with video analysis have become standard products in today's perimeter surveillance solutions. A fast growing technology for perimeter protection is radar. At the security show in Stockholm Spotter RF displayed a 3D radar! It is aimed for early detection, no matter if the intrusion comes from the ground or the air

(drones) – a real game changer.

A pioneer and innovator within sensor based perimeter surveillance is **Optex**. They use both active and passive IR, but also lasers. At Skydd Optex displayed the Redscan RLS-3060SH, an innovative laser scan detector that can detect a moving object's size, speed, and distance from the detector and process that information with a unique algorithm, which results in a high-reliability detection of people with minimal false alarms.

## Hundreds of seminars

SKYDD was much more than just an exhibition. Several stages on the exhibition floor served as forums for speeches and panel discussions during the three days.

“There have been so many interesting seminars, open for all visitors and the response has been fantastic”, comments Annika Linderöth.

## Princess and ministers

Many experts, but also celebrities, participated at the different events that took place on the different stages in the exhibition hall, such as the Swedish Crown Princess Victoria, the Minister of Justice, Morgan Johansson and the former Prime Minister of Sweden, Fredrik Reinfeldt.

– We feel very honoured that Skydd has become such a centre for security, safety and fire protection issues. The presence of the Crown Princess, the Minister of Justice and the former Prime Minister was well received by the visitors, exhibitors and also by us working hard to secure Skydd's position as the most important security event in the Nordic region, summarises Annika Linderöth.



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Security Essen 2018

# Not as big and mighty – as

Security Essen may still be Europe's biggest security trade exhibition, but the absence of industry heavyweights like Siemens, Bosch, Honeywell and Simons Voss takes its toll.

The experienced intensity of the visitor traffic flow was not as it used to be.

However, the organiser reports that over 36,000 security professionals attended the event.

By Lennart Alexandrie



Photo: Schuchrat Kubanov

Messe reports that 950 exhibitors from 43 countries met up with more than 36,000 trade visitors from 125 nations at Security Essen.

Messe Essen reports that 950 exhibitors from 43 countries met up with over 36,000 trade visitors from 125 nations when Security Essen took place on the 22nd to

25th of September.

According to the organiser this year's Security Essen had a significantly increased percentage of international visitors (eight

percent up).

"Security Essen has underlined its position as a trend-setting international trade fair for all aspects of security. We were able to

welcome significantly more visitors from abroad – 125 nations, that's an impressive number", says Oliver P. Kuhrt, CEO of Messe Essen, who also emphasized the high number of first-time exhibitors (200), among them were Hoppe AG, PwC Cyber Security Services and AEG ID.

## Who attended the show?

Around 40 percent of the visitors came from abroad (2016: 32). However there are no exact visitor numbers, so it is hard to know whether the increased percentage of international visitors is a result of declining numbers of domestic visitors or increasing numbers of international visitors.

## PEOPLE AT SECURITY ESSEN 2018



The hype of robots and Artificial Intelligence in the security industry continues. This creature got a lot of attention among the visitors at Security Essen.



Evva Sicherheitstechnologie showcased its portfolio of locks and access control products. Hanspeter Seiss, product manager and Martin Kernthaler, Marketing Manager were present on the stand.



Video management software provider Seetec had Andreas Beerbaum, Managing Director and Andreas Conrad, Marketing Manager available for visitors at Security Essen.



The team from Security Lightning provider Raytec presented their latest products at the event.

# it used to be

76 percent of visitors were decision-makers within their companies and one quarter prepared their investments at the trade fair or concluded contracts directly. The business climate for security and safety is good. Industry sales in Germany alone are estimated at around 17.2 billion euros – a two-year increase of 18 percent, claims Messe Essen.

62 percent of visitors rated the economic situation in the security sector as good to very good. Over 90 percent were satisfied with their visit to the fair and want to

**76%**  
of visitors were  
decision-makers  
within their  
companies.

recommend Security Essen to others, according to Messe Essen.

Among exhibitors there were several discussions about the number of visitors this year. Most exhibitors that Detektor talked to, stated that they experienced a more slow visitor traffic this year than in previous years. However there were less complaints about the quality of the visitors, which was considered as very good among the exhibitors we asked.

## Trends

So what was on display then. The organisers definition of the trends – as they express it in the post-report – are absolutely of relevance. "Once again, the influence of digitalisation became clear: access solutions are becoming smarter and rely on smart-phones or biometric identification as keys. Artificial intelligence helps to evaluate video data faster and more accurately. Apps display unsecured windows in the

smart home or help keep track of valuable contents of safes. The protection of data and networked access was an all-encompassing topic for numerous exhibitors and many lectures."

## Cyber Security hall

Security Essen was held for the first time in the modernised halls of Messe Essen, which will set new standards once the final construction phase is completed in 2019. Spacious, single-storey halls, plenty of daylight, the new glass entrance area and new service facilities such as the Business Club have already delighted exhibitors and visitors. Security Essen also provided a new hall structure, organised according to exhibition areas. As an example the exhibition hall for Cyber Security and Economic Security had a successful premiere. Exhibitors such as the Federal Office for Information Security, Telekom Security, Advancis Software &

Services GmbH and the newly founded Federal Association for Critical Infrastructure Protection (BSKI) was presented here.

## Next time–2020

The organisers are already setting the course for the next Security Essen, which will take place at Messe Essen from 22 to 25 September 2020. The new thematic hall structure will be further expanded and the topic of digitalisation will be explored in greater depth. Then we will also see if Essen Messe can create an atmosphere for the exhibitors, where the intensity of the traffic flow returns in these enormous exhibition halls. It would certainly help if the organiser could bring back the multinational giants Siemens, Bosch and Honeywell to the Essen Messe – it would attract more visitors for sure. And for the sake of a perfect hall for access control – Simons Voss would be a good catch.

## PEOPLE AT SECURITY ESSEN 2018



Johan Lokind, Business Development Manager and Chiara Carozzi Marketing Manager from Assa Abloy (Traka) were present during the exhibition days.



Japanese optical lens manufacturer Fujifilm exhibited. at Security Essen. Rob van der Spank and Manuela Schmitz-Muno met up with customers and prospects on the stand.



Hanwha Techwin's Managing Director Bob Hwang and Head of Product and Marketing, Uri Guterman Head, had a wide range of camera products to show the visitors.



EMEA President Rishi Lodia from Eagle Eye Networks and John Szczygiel VP and CEO from Brivo were happy to be present at Security Essen show.



The Product Manager of Civintec Global, Peter Bergström (left) and Johan Lokind, (right) Business Development Manager Nordics at Traka Assa Abloy visited Lennart Alexandrie the publisher of AR Media International.



Italian surveillance camera provider Videotec had their team present during the event.



Intersec 2019 in Dubai, 20–22 January

# Middle East's leading security event kicks off the year

The 21st edition of Intersec will take place at Dubai International Convention and Exhibition Centre on the 20th to 22nd of January 2019.

The event has become one of the biggest and most important yearly security events in the EMEA.

The highly anticipated 20th edition of Intersec saw a participation of 1,337 exhibitors from 59 countries and welcomed 28,999 visitors coming from all over the world.

## National pavilions

The event offered pavilions to direct visitors to certain areas of interest related to safety and security, such as the Safety Design in Buildings pavillion, the Smart Home Pavilion and the Drone Pavilion.

Furthermore the event hosted also 15 Country Pavilions, which contributed to the strong international atmosphere at Intersec.

## Seven sectors covered

The annual three-day event, organised by Messe Frankfurt Middle East, covers the seven sections of:

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

## Strong growth

It will arrive as regional demand for these solutions soars at a compound annual growth rate of 15 percent from 2018 to 2024. According to analysts 6Wresearch, the Middle East market for commercial and cyber security, fire protection, smart home solutions, and drones, worth a combined US\$7 billion in 2018, will grow to US\$16.4 billion in 2024.

## Commercial security

Commercial security, comprising video surveillance, access control, and intrusion detection, holds the lion's share of that figure. Valued at US\$2.9 billion in 2018, the regional commercial security market will grow to US\$7.4 billion in 2024

according to 6Wresearch, driven by increased infrastructure investments and stringent regulatory policies.

## Fire systems, cyber security and drones

The Middle East fire safety systems and equipment market will also increase by eight percent annually, valuing US\$3 billion in 2024, from an estimated US\$1.9 billion in 2018, while the markets for cyber security (from US\$1.4 billion in 2018 to US\$2.7 billion in 2024), smart home (US\$344 million to US\$869 million), and drones (US\$507 million to US\$2.4 billion), are also in-line for solid double-digit annual growth.

## Government partners

This all sets the scene for three days of busy networking and knowledge-sharing at Intersec 2019, which returns with the key support of long-standing Government partners such as the Dubai Police, Dubai Civil Defence, Dubai Police Academy, Dubai Municipality, and the Security Industry Regulatory Agency (SIRA).

The increasing global significance of the annual showpiece will also be underlined by a number of new international partners coming on-board, with Intersec's show director Andreas Rex confirming the Kuwait Fire Protection Association, the Royal Society for the Prevention of Accidents (ROSPA), the Institution of Occupational Safety and Health (IOSH) and the National Examination Board in Occupational Safety and Health (NEBOSH), among new official supporters next year.

"The Perimeter Security Suppliers Association (PSSA) and the Pakistan Safety Council have also confirmed their support for Intersec 2019, joining more than 35 official international government partners,



*The 21st edition of Intersec will take place at Dubai International Convention and Exhibition Centre on the 20th to 22nd of January 2019.*

trade associations, and professional non-profit institutions aimed at advancing the global security, safety, and fire protection landscape," says Rex.

## Largest trade fair of its kind

Based on square meterage covered, exhibitor numbers and an expected audience of more than 30,000 visitors from 120 countries, Andreas Rex expect Intersec 2019 to be the world's largest trade fair of its kind.

"Highlighted by 15 country pavilions and an Ontario region Pavilion from Canada that is participating for the first time," says Rex, who also confirms plans for a new three-day conference format.

The new conference format will bring together equipment manufacturers, integrators, consultants and services providers with regulatory agencies and government authorities.

"Intersec 2019's content-led forums will host innovative formats, key debates, strategic and technology discussions featuring a wide range of subjects by regional and international security experts," states Andreas Rex.

"A two-day Future Security Summit will raise key issues on artificial intelligence, security integration, emergency preparedness and response, data protection, IoT and much more. A range of practical workshop sessions are also being organised for security managers to support skills development, profes-

sional expertise on security risk intelligence, threat identification, and disaster management".

## Commercial security dominates

Commercial Security will again be the largest section on Intersec 2019's exhibition floor, with more than 450 exhibitors.

Fire & Rescue is the next largest section at Intersec 2019, with more than 400 exhibitors expected, followed by Safety & Health (150 exhibitors) Homeland Security & Policing (100 exhibitors); Perimeter and Physical Security (100 exhibitors), and Information Security (50 exhibitors).

Returning popular features in 2019 include the Drone Zone, an Outdoor Demo Area, a Smart Home Pavilion and the Safety Design in Buildings Pavilion.

## 150 first timers

More than 150 exhibitors will be participating for the first time, while Canada, China, Czech Republic, France, Germany, Hong Kong, India, Italy, Korea, Pakistan, Russia, Singapore, Taiwan, UK, and the USA comprise the 15 country pavilions.

Intersec 2019 is held under the patronage of His Highness Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum.

*More details about the exhibition are available at: [www.intersecexpo.com](http://www.intersecexpo.com).*



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- Sectech Norway, Oslo 6–7 mars
- Sectech Sweden, Stockholm 19–20 November

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# Security Events Calendar

## November

 **27-28 November**  
**Kuwait Fire & Safety Summit – Kuwait, Kuwait**  
**Venue:** Jumeriah Messilah Beach Hotel & Spa  
**Organiser:** White Paper Summits LLC  
**Tel:** +968 24 788 476  
**Email:** project@wpsummits.com  
**Website:** www.wpsummits.com/kfss/

 **28-29 November**  
**UK Security Expo – London, United Kingdom**  
**Venue:** Grand Hall, Olympia  
**Organiser:** Nineteen Events  
**Tel:** +44 (0)1737 913 479  
**Email:** ijenner@nineteen-events.com  
**Website:** www.uksecurityexpo.com

## December

 **3-5 December**  
**EDEX - Egypt Defence Expo – Cairo, Egypt**  
**Venue:** Egypt International Exhibition Centre  
**Organiser:** Clarion Events  
**Tel:** +971 (0) 4 4356101  
**Email:** nadim.badran@clarionevents.com  
**Website:** www.egyptdefenceexpo.com/welcome

## 2019

## January

 **20-22 January**  
**Intersec 2019 – Dubai, United Arab Emirates**  
**Venue:** Exhibition Centre Arena  
**Organiser:** Messe Frankfurt Middle East GmbH  
**Tel:** +971 4 389 4500  
**Email:** intersec@uae.messefrankfurt.com  
**Website:** www.intersecexpo.com

## February

 **27-28 February**  
**Muni World – Tel Aviv, Israel**  
**Venue:** Tel Aviv Convention Center  
**Organiser:** Masham  
**Tel:** +972 5225 06367  
**Email:** muniexpo@masham.org.il  
**Website:** www.muniworld.com

## March

 **5-6 March**  
**Security & Counter Terror Expo – London, United Kingdom**  
**Venue:** Olympia  
**Organiser:** Clarion Events Limited  
**Tel:** +44 20 7384 8232  
**Email:** sales@sctx.co.uk  
**Website:** www.counterterrorexpo.com

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

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](http://www.securityworldmarket.com/int/Security-Events)

 **19-22 March**  
**Securika 2019 – Moscow, Russia**  
**Venue:** Expocentre Fairgrounds, Pavilions 2, 8  
**Organiser:** ITE Moscow  
**Tel:** +1 (416) 970-4576  
**Email:** eshatrova@mvkexpo.com  
**Website:** www.securika-moscow.ru/en-GB/

## April

 **3 April**  
**#TrygghetNu 2019 – Stockholm, Sweden**  
**Venue:** Clarion Hotel Stockholm  
**Organiser:** Ar Media International AB  
**Tel:** 0046 8 556 30680  
**Email:** deniz.baykal@armedia.se  
**Website:** www.securityuser.com/se/Event  
**Visit AR Media at #TrygghetNu 2019**

 **9-11 April**  
**The Security Event – Birmingham, United Kingdom**  
**Venue:** NEC Birmingham  
**Organiser:** Western Business Exhibitions Ltd  
**Tel:** +44 1342 314300  
**Email:** admin@western-be.co.uk  
**Website:** www.thesecurityevent.co.uk

 **10-12 April**  
**ISC West 2019 – Las Vegas, United States**  
**Venue:** Sands Expo  
**Organiser:** Reed Exhibitions  
**Tel:** +1 203 840 5602  
**Email:** inquiry@isc.reedexpo.com  
**Website:** www.iscwest.com

 **16-17 April**  
**Securex West Africa – Lagos, Nigeria**  
**Venue:** Landmark Centre  
**Organiser:** Montex  
**Tel:** +44 (0) 20 7886 3048  
**Email:** joleen.sibley@montex.co.uk  
**Website:** www.securexwestafrica.com

## May

 **1-4 May**  
**Segurex2019 – Lisbon, Portugal**  
**Organiser:** CCL  
**Tel:** +351 21892 1500  
**E-mail:** Helena.costa@ccl.fil.pt  
**Website:** www.ccl.fil.pt

 **8-10 May**  
**Secutech – Taipei, Taiwan**  
**Venue:** Taipei Nangang Exhibition Center  
**Organiser:** Messe Frankfurt  
**Tel:** +886 2 8729 1099  
**Email:** info@newera.messefrankfurt.com  
**Website:** www.secutech.tw.messefrankfurt.com/taipei/en/

 **14-16 May**  
**Securex South Africa – Johannesburg, South Africa**  
**Venue:** Gallagher Convention Centre  
**Organiser:** Specialised Exhibitions  
**Tel:** +27 10 003 3082  
**Email:** zeldaj@specialised.com  
**Website:** www.securex.co.za

## June

 **18-20 June**  
**Ifsec International – London, United Kingdom**  
**Venue:** Excel London  
**Organiser:** UBM  
**Tel:** +44 (0)20 7921 8166  
**Email:** IFSECcustomerservice@ubm.com  
**Website:** www.ifsec.events/international/

## July

 **19-20 July**  
**Police Expo India – News Delhi, India**  
**Venue:** Pragati Maidan Hall 8,9,10  
**Organiser:** NexGenex  
**Tel:** +91 11 41536990  
**Email:** info@internationalpoliceexpo.com  
**Website:** www.internationalpoliceexpo.com

## September

 **10-13 September**  
**DSEI 2019 – London, United Kingdom**  
**Venue:** ExCel  
**Organiser:** DSEI  
**Tel:** +44 (0)20 7384 7770  
**Email:** enquiries@dsei.co.uk  
**Website:** www.dsei.co.uk

 **24-26 September**  
**Securex East Africa 2019 – Nairobi, Kenya**  
**Venue:** Visa Oshwal Centre  
**Organiser:** Montex  
**Tel:** +44 (0) 20 7886 3048  
**Email:** joleen.sibley@montex.co.uk  
**Website:** www.securexpoeastafrica.com

## October

 **2-3 October**  
**Finnsec – Helsinki, Finland**  
**Venue:** Helsinki Expo and Convention Centre  
**Organiser:** Messukeskus  
**Tel:** +358 50 450 3250  
**Email:** customer.service@messukeskus.com  
**Website:** www.finnsec.messukeskus.com/

 **28-30 October**  
**Bidec – Bahrain, United Arab Emirates**  
**Venue:** Bahrain International Exhibition & Convention Centre  
**Organiser:** Clarion Events  
**Tel:** +971 4 435 6101  
**Email:** ahmed.jarakji@clarionevents.com  
**Website:** www.bahraindefence.com

 **28-31 October**  
**CPSE – Shenzhen, China**  
**Venue:** Shenzhen Convention & Exhibition Center  
**Organiser:** Shenzhen CPSE Exhibition Ltd  
**Tel:** +86 755 88309123  
**Email:** overseas\_market@cps.com.cn  
**Website:** www.cpse.com.cn

## November

 **13-15 November**  
**Sicurezza – Milano, Italy**  
**Venue:** Fieramilano - Rho  
**Organiser:** Fiera Milano S.p.A.  
**Tel:** +39 02 4997.6241  
**Email:** ferasicurezza@fieramilano.it  
**Website:** www.sicurezza.it/en/

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- Open forum
- Seminars



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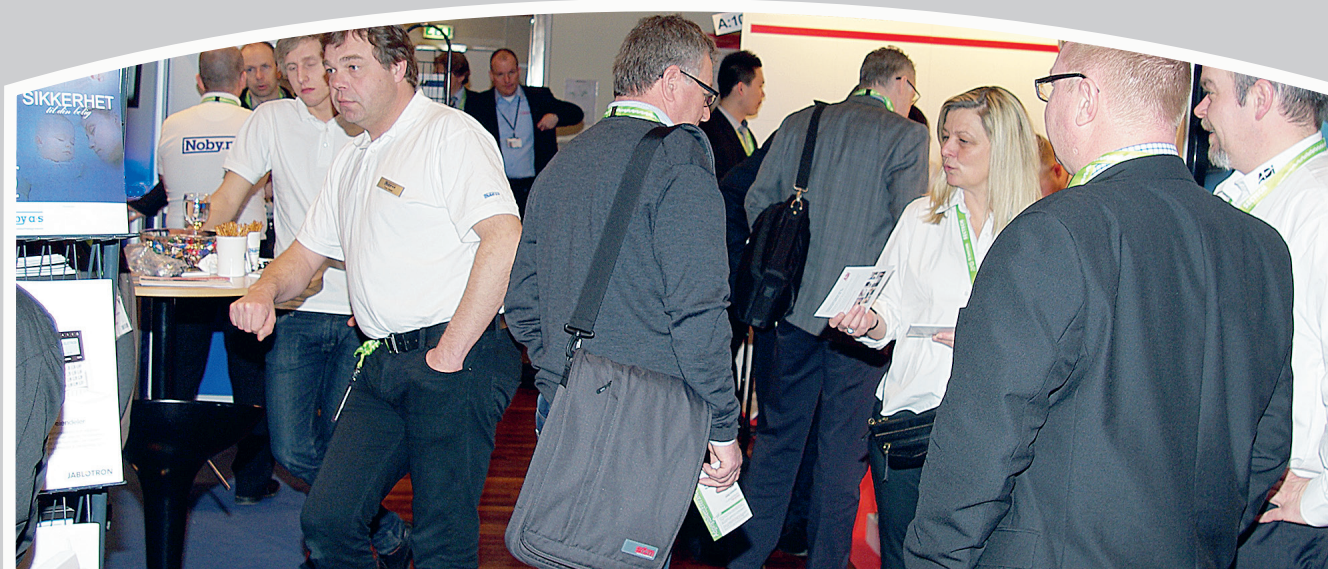
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