

DETEKTOR



International

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for the security industry**

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INTELLIGENT SECURITY SYSTEMS

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Lennart Alexandrie, Publisher

Many challenges ahead for the security industry

Pandemic effects, cyber security threats and the shutdown of old telecom networks are examples of the challenges that the security industry has to deal with in the coming years.

In many countries the pandemic has subsided, as a result of the increasing number of people being vaccinated. However, there are still new infections that are worrying and even if it calms, the effects of the pandemic will be there for a long time.

The lack of components and containers to ship goods are good examples of a pandemic effect that will persist. The imbalance in the supply and demand situation is dramatically driving the component prices and creating higher costs for the manufacturers of electronic security products, which will make their products more expensive. And on top of that a lack of supply will continue to result in delivery delays.

Another effect is of course caused by the lockdowns in many countries. Installation projects and even service commitments have not been possible to fulfill because customers have not allowed suppliers to enter their facilities due to their infection control policy. Furthermore, many installation projects have been delayed and postponed to the future. It has simply been more difficult to fill the order book during the pandemic.

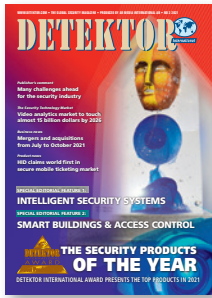
Now, the biggest challenge lies in the fact that the home has for a long time become an office for many people and digital meetings have received a real boost. In many businesses, fears of declining productivity have not materialised. This has led to more and more employers seeing the opportunities to allow employees to work from home to a great extent, also in the future. With fewer staff in the office and increasingly more digital customer meetings, employers can reduce fixed costs by reducing their office space, which also means a reduced need for security products, such as locks, readers, cameras and sensors of various kinds. How extensive the home office will be as a trend remains to be seen, but for sure it will affect both the real estate industry and everyone who is a supplier of materials for offices and properties.

Cyber security is another major and growing challenge. Requirements for providers of network-based electronic systems for physical security purposes must be raised. Knowledge of material selection and how to install technology for physical security in a cyber-secure way must be able to be verified if the industry wants to maintain its credibility. Customers should not have to worry that the installed security system opens doors for cybercrime attacks against their networks. The security industry needs standards and norms, which competent and serious system suppliers can be certified to. Customers must be given the chance to choose a supplier who can document their expertise in the cyber security area. Cyber security must simply be given a higher priority by the norm-setters.

Finally, the security industry in all European countries must be aware of the ongoing phase-out of 2G and 3G networks and what it means for the functions of the millions of existing security systems installed. Updates should be addressed by security industry players right now.

In Sweden, where I am based, 3G will be switched off on 31 December 2025 (and the 2G networks slightly or a few years, later), according to existing telecom operators. But of course, not everything will be upgraded at once, it happens gradually. Therefore, it is of utmost importance that the security industry's trade organisations and security companies inform their customers and begin the update as soon as possible. Otherwise, there is a risk that security systems' communications will stop working.

If we start late, there is also the risk of a lack of installation capacity. That so many countries are late in kicking off this upgrade activity perhaps seems a little strange, especially as there is also money to be made for the security industry from updating old facilities, whilst at the same time taking some social responsibility in preparing the customers for the future.



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Detektor International Award 2021

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Business Events

Lennart Alexandrie wins the Grand Security Award.

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Illustration: Gerd Altmann / Pixabay

Security Technology Market

Hits almost 139 billion dollars by 2026.

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Theme: Intelligent Security Systems

9-page editorial feature about the use and utility of AI and analytics in security systems.

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Theme: Smart Buildings & Access Control

8-page editorial feature on smart buildings and access control.

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Improve security and optimize business performance with Axis solutions.



Network cameras



Network intercoms and access control solutions



Network audio solutions



Wearables



Network video recorders



Video management software



Analytics and more

Along with intelligent solutions, benefit from transparency, open platforms, strong relationships, cybersecurity vigilance, sustainable practices, and an award-winning technical support team from the leader in network video.

AR Media International's founder wins the Grand Security Award

Lennart Alexandrie, the co-founder of the publishing company AR Media International, has won the inaugural Grand Security Award (Stora Säkerhetspriset), founded this year by Säkerhetsbranschen – the Swedish security industry association.

AR Media International is known globally, in the main, for being the creator and publisher of the security trade magazine Detektor and the online publication Securityworld-market.com, for which Lennart Alexandrie is still the acting editor-in-chief.

Think tank

In the Scandinavian countries AR Media is also known as a successful event organiser for the Sectech events in Stockholm, Copenhagen and Oslo. The online security trade publication Securityuser.com (featuring a Swedish and a Danish market edition) is also a trademark of AR Media International. Lennart Alexandrie and AR Media were also the founders of SNOS, a think tank and a driving force behind the changes to the previous overly harsh restrictive legislation regarding the use of video surveillance equipment.

First winner of the award

Säkerhetsbranschen, the Swedish Security Industry Association, has 505 member companies representing a turnover of SEK 57 billion per year, according to its website. This year the association launched the Grand Security Award in conjunction with their event The Security Day (Säkerhetsdagen) in Stockholm. The criteria for the award is, that it should be presented to a person who "works in the security industry and who in a distinctive way has contributed to the industry's development, innovation,



AR Media's founder Lennart Alexandrie (in the centre) received the Grand Security Award from the Swedish Security Industry Association's CEO, Joakim Söderström (left), and the Chairman of the Board, Kjetil Stenberg.

visibility or success".

"It is of course an honour, not least because it is the first time this award has been presented," commented Lennart Alexandrie, who was a member of the reference group forming part of the project team that had the mission to merge the industry associations for manned guarding companies and technology suppliers into one

and diplomas as the host of the Detektor International Award event on a yearly basis. But he has also personally been awarded before. In 2013 he was awarded by the Global Security Industry Alliance (GSIA), receiving the Gold Shield Award in conjunction with the world's largest security exhibition CPSE for "Outstanding Contribution for the Global Security Industry". In Swe-

den, he has also received recognition in 2007 when he received the Hans Vermdalen's Security Scholarship, by Swesec, the umbrella organisation for all significant industry associations in Sweden at the time and Företagsuniversitetet, (the Business University), a leading Swedish educational company.

The jury's motivation

The Grand Security Award ceremony was held at the banquet in conjunction with the event Säkerhetsdagen (The Security Day) on the 2nd of September at the Quality Globe Hotel in Stockholm.

The award trophy and diploma were handed out to Lennart Alexandrie by the chairman and CEO, respectively, of the Security Industry Association, Kjetil Stenberg and Joakim Söderström. The latter of the two also announced the jury's motivation.

"Through his commitment and drive for the security industry, Lennart has been involved and influenced future developments. Not least through Sectech, Detektor Awards and SNOS, Lennart helps to promote innovations and drive development around security solutions and industry issues both in Sweden and in the international market."

“It is of course an honour, not least because it is the first time this award has been presented.”

strong association, which eventually became the Swedish Security Industry Association, named Säkerhetsbranschen in 2013.

"Being a part of that is certainly a reason why I am very grateful for receiving this award"

Not the first time

It is not the first time Lennart Alexandrie has been present at a prize ceremony. However, usually he is the one handing out the trophies

den, he has also received recognition in 2007 when he received the Hans Vermdalen's Security Scholarship, by Swesec, the umbrella organisation for all significant industry associations in Sweden at the time and Företagsuniversitetet, (the Business University), a leading Swedish educational company.

"But of course the Grand Security Award has a special status to me, because it is instituted by Säkerhetsbranschen, the security industry

Smart homes market to hit almost 139 billion dollars by 2026

A new report entitled "Smart Home Market with Covid-19 Impact Analysis" and including a global forecast to 2026 predicts that this sector is projected to grow from 84.5 billion US dollars in 2021 to reach 138.9 billion dollars by 2026 at a compound annual growth rate (CAGR) of 10.4 percent, according to research firm Marketsandmarkets.

Northbrook, IL (USA)

The increasing number of internet users and growing adoption of smart devices along with growing need for energy-saving and low carbon emission-oriented solutions has been crucial for increased demand of smart home systems. In addition to this, analysts also believe that factors such as increasing importance of home monitoring in remote locations and growing concern with regards to safety, security and convenience among general population is driving the growth of the smart home market.

Wireless communication provides the boost

The entertainment and other controls segment is expected to account for the largest share of the smart home market during the forecast period. The growth of the audio, volume, and multimedia room control market is driven by the convenience offered by these controls for managing as well as controlling entertainment systems within a house. The advancements in wireless communication technologies are a major factor boosting the growth of the home theatre system control market, thereby driving the smart home market for entertainment control. The market growth of the other controls segment can be attributed to the high demand for smart metres and smoke detectors as well as the increasing popularity of smart plugs, smart hubs, and smart locks.

Analytical behaviour data improves efficiency

The smart home market for software and services segment, by type, has been sub-segmented into behavioural and proactive type solutions and services. The behav-

ioural type software and services help analyse energy-related data and forward it to the end users. However, this category is restricted to transmitting and receiving data and does not perform intelligent actions, unlike the proactive type. Behavioural type solutions provide direct feedback to the end users, providing basic information regarding real-time energy consumption data, along with historical data reflecting energy usage. Behavioural type software and services are increasingly being leveraged in smart homes as they

“The smart home market for software and services segment, by type, has been sub-segmented into behavioural and proactive type solutions and services.”

help enhance the energy efficiency of these homes and minimize energy bills based on behavioural type data analysis. Behavioural type software and services possess the ability to learn user behaviour and accordingly render a smarter control of appliances, leading to an increase in its demand. As this type of software and algorithm is the most widespread due to its initial adoption and low cost, this segment is expected to account for a larger share of the smart home market during the forecast period.

Indirect sales channel dominates

The indirect sales channel segment is expected to account for the larger share of the smart home market and is expected to grow at a higher CAGR from 2021-2026. Indirect sales channels or third-party service providers hold a major share of the smart home market. Most players in the market have strong

sales channels and distribution networks to provide services to their end users. Indirect sales channels involve the sale of smart home products through both online and offline modes. Offline sales channels comprise third-party cellular network carriers, wholesalers, retailers, and value-added resellers.

Online sales channels involve sales through e-commerce platforms. The Covid-19 pandemic has also resulted in a further rise in the use of indirect sales channels in the smart home market. Due to lockdowns in various countries across the world, people have started using online mode frequently. The demand for online channels has increased during the pandemic. Companies offer product setup and installation services that help users to buy products online without any hesitation. Moreover, third-party delivery providers have started undertaking extra precautions in order to encourage consumers to buy without reservations of getting infected. Thus, the online sales channel segment is expected to grow during the forecast period.

North America to hold the biggest share

The researchers expect that North

America will account for the largest share of the smart home market during the forecast period. The factors driving the smart home market in the US include the high per capita income, the increasing demand for reliable home energy management systems, enhanced home security levels, improved device standards, and the growing popularity of integration of smart devices such as tablets, smart-phones, and standalone voice assistants in homes are driving the growth of the North American smart home market. Furthermore, this region has a strong presence of some of the key players in the global smart home ecosystem, such as Honeywell, ADT, Control4, Simplisafe, Comcast, Lutron, Vivint, Ooma and Crestron Electronics, which has led to availability of a wide range of smart home offerings at economical prices. Additionally, various grants from the US Government towards green energy projects are also driving the smart home market growth in this region.

Some of the other key and emerging players in the smart home market as named by the researchers and not already mentioned above include Siemens, Johnson Controls, Schneider Electric, Assa Abloy, Amazon, Apple, ABB, Robert Bosch, Sony, Samsung Electronics, Crestron Electronics, LG Electronics, Legrand, Delta Controls, Axis Communications, Smarthome, Armorax, and Canary.



Illustration: Gerd Altmann / Pixabay

The entertainment and other controls segment is expected to account for the largest share of the smart home market during the forecast period.

Big opportunities for Physical Security Business Growth over the Next 3 Years

Stockholm, Sweden

Memoori's world report on the Physical Security Business 2020–2025 shows that the industry in the last two years has faced serious challenges, none more so than the Covid-19 pandemic, but it has proved to be robust and will return to significant growth by 2025.

Memoori estimate that the total value of world production of Physical Security products at factory gate prices in 2020 was 31.7 billion dollars, a decline of over 7.5 percent compared to 2019. However, the next three years offer big opportunities for healthy companies, especially the companies of size, according to the CEO of Memoori, James McHale.

"Major manufacturers will continue to increase their share of the business at the expense of small & medium size companies. Size matters in Physical Security," he states.

Big business means good business

James McHale means that big businesses will be able to sustain

lower rates of growth during what will surely be lean years between 2021 to 2023, but still invest in R&D and new technologies.

"The global pandemic will have created thousands of struggling companies, that are already drained of sufficient cash to survive and governments will soon be turning off the life support that has kept them alive. This will have the knock-on effect of many not having the capability to finance new, or even upgrade security systems."

"However, Verticals Markets such as Public Surveillance (Smart Cities), Hospitals, Education & Transport are often publicly financed and are more able and committed to investing in physical security projects. They offer

the best opportunity for growth over the next few years."

Growth for Security as a Services

Demand for Video Surveillance as a Service (VSaaS) and Access Control as a Service (ACaaS) will grow.

"These services are offering buyers lower operating costs and less upfront investment as they can pay monthly. They will have a significant impact on traditional routes to market over time, challenging current manufacturer/distributor/installer/end-user routes," claims James McHale.

"Added to this, Technology such as AI video analytics is rapidly increasing the performance of VSaaS. This, in itself, is contributing to growth and the attractiveness of managed services."

Fastest growth in Asia

Finally, the geographic distribution of physical security demand will



James McHale, CEO of Memoori.

become a major factor over the next three years, according to the report from Memoori that points out China as the fastest growing market. As an example, video surveillance product manufacturer Hikvision reported a sales increase of nearly 40% led by domestic growth of 46% for the first six months of 2021.

"The rest of Asia will also increase its share of the business, whilst North America will struggle to retain its share and Europe's share will decline," concludes James McHale.

Thermal imaging market heats up to 4.7 billion dollars by 2026

Northbrook, IL (USA)

The thermal imaging market is projected to grow from 3.6 billion US dollars in 2021 to 4.7 billion dollars by 2026, growing at a CAGR of 5.5 percent during the forecast period.

The key factors driving the growth of the market include increasing government expenditure on the aerospace & defence sectors, increasing adoption of thermal imaging in the automotive industry, growing R&D investments by companies, governments, and capital firms for developing innovative thermal imaging solutions, amongst other things.

This latest report on the subject from Marketsandmarkets finds that the thermal cameras segment is set to account for the largest share of this market during the five year forecast period from 2021 to 2026.

On the basis of product type, the report segments the market into three categories—thermal cameras, thermal scopes, and thermal mod-

ules. The thermal cameras segment held the largest share of the thermal imaging market in 2020 and, according to the analysts, is expected to continue this growth during the forecast period. Several reasons, such as an electronic image of high-quality precision produced in less time and the availability of different types (handheld, mounted, and standalone) and various micro- and nano-sizes, contribute to this dominance.

Security and surveillance to take the lion's share

Similarly, based on applications, the report separates the market into security and surveillance, monitoring and inspection, and detection and measurement. The security

and surveillance segment held the largest share of the thermal imaging market during the forecast period. Rapid urbanisation increases the demand for advanced thermal imaging solutions for security and surveillance applications. The rise in conflicts and terrorist activities among countries also increase the demand for well-equipped systems to monitor country borders from illegal intrusion and protect the country and its citizens.

North America leads the way

Among all regions, North America accounted for the largest share of the thermal imaging market and the research expects this trend to continue over the forecast period. The region is home to some major producers of thermal imaging components, such as thermal cameras, scopes, and modules. The US is the major contributor to this region and accounts for ~89% of the total



The thermal cameras segment held the largest share of the thermal imaging market in 2020.

thermal imaging market share in North America. The growth of the thermal imaging market in this region is attributed to the presence of numerous manufacturers and distributors, the low cost of thermal imaging components, and the increasing government expenditure in the aerospace & defence sector.

Some of the key companies operating in the market, and named in the report by the analysts, are: Teledyne Flir, Fluke Corporation, United Technologies, Axis Communications, Xenics, and Thermoteknix Systems.

Video analytics market to touch almost 15 billion dollars by 2026

Northbrook, IL (USA)

A video analytics market report with Covid-19 impact, and including a global forecast to 2026 has been published by Marketsandmarkets, and the analysis expects this sector to grow at a compounded annual growth rate (CAGR) of 20.4 percent during the forecast period, to reach 14.9 billion dollars by 2026, to be compared with 5.9 billion dollars revenue in 2021.

There are a myriad of factors that the researchers expect to drive the growth of the market, which include increasing investments and focus of governing institutions on public safety, the need to utilise and examine unstructured video surveillance data in real time, a significant drop in crime rates due to surveillance cameras, a growing need among enterprises to leverage BI and actionable insights for advanced operations, limitation of manual video analysis, government initiatives in adopting emerging technologies to enhance the public safety infrastructure, reduced cost of video surveillance equipment and long term RoI and demand for enhanced video surveillance.

Strong growth in edge-based analytics

Based on the type, the market is

edge system are also expected to drive the adoption in the coming years. Deep learning takes ML to another level based on neural network principles that impersonate the complexity of the human brain. Earlier, the functionality was mainly available at server-side processes, which would require videos to be decompressed and processed. Edge-based devices need external inputs to learn from before proving as a useful tool to recognise known objects and behaviours.

On-premises vs cloud analytics

The video analytics market is segmented by deployment type into on-premises and cloud segment. The on-premises segment accounts for a higher share of the video analytics market during the forecast period according to the analysis.

“Edge-based video analytics evolves with the emergence of new powerful in-built chipsets in cameras that offer higher computational capabilities at the edge.”

segmented into two categories edge based and server based video analytics. It is the edge-based segment that is expected to grow at a higher CAGR during the forecast period. Edge-based video analytics evolves with the emergence of new powerful in-built chipsets in cameras that offer higher computational capabilities at the edge. Such systems inform operators on a wide range of real-time video or audio events requiring attention and providing more sophisticated analytics, such as queue management and heat maps that offer new opportunities for business and traffic intelligence.

Advancements in deep learning and its integration with the

This approach is mostly adopted for applications that involve the processing of sensitive and confidential data volumes. These data volumes include internal and external surveillance footage and video feeds of business operations that contain confidential information and crucial insights. In the on-premises deployment, companies have to install the required hardware parts, such as OS, storage devices, servers, cameras, and routers, as well as video analytics software. Several large organisations are deploying on-premises video analytics due to privacy and security concerns related to confidential data.



Advancements in deep learning and its integration with the edge system are also expected to drive the adoption in the coming years.

Transportation and logistics strongest vertical

Transport and logistics is one of the fastest-growing verticals during the forecast period. Video surveillance has become an important part of the transportation and logistics vertical. The various benefits of video analytics for the transportation and logistics vertical are the elimination of overcrowding, behaviour analysis, enhanced safety measures, incident recording, and detection of blind spots. Video analytics can contribute to the enhancement and betterment of this vertical for commuters while providing improved safety benefits. The various features offered by video analytics, such as facial recognition, object tracking, unidentified object detection, cargo and train carriage recognition, and intelligent traffic monitoring, can help transportation and logistics companies prevent disasters and detect emerging threats, which may lead to infrastructure destruction or vehicle crashing, resulting in the loss of life.

Geographical spread

The video analytics market in the APAC countries is expected to witness exponential growth, mainly because of the rising awareness about the potential security threats to individuals, and the growing manufacturing industry. The rapid growth

in mobile device manufacturing has considerably reduced the cost of camera components, thereby making it cheaper for SMEs and private individuals to install surveillance cameras. In addition, the rapid GDP growth in APAC countries has resulted in infrastructure modernisation projects, such as smart city projects and mass public transit systems, which have increased the demand for video analytics. The Yinchuan city in China, for example, is cited as one of the most advanced smart cities in APAC, with almost all infrastructure integrated into a unified system. Singapore is also moving toward the goal of becoming a smart nation, which would lead to an increased demand for efficient video analytics.

The video analytics report comprises many major providers, such as Avigilon, Axis Communications, Cisco, Honeywell, Agent Vi, Genetec, Intellivision, Hikvision, Dahua, Iomniscient, Huawei, Intelligent Security Systems, Verint, NEC, Briefcam, Bosch, Senstar, Qognify, and Ipsotek to name just a few of those included in the study. The report includes an in-depth competitive analysis of key players in the video analytics market with their company profiles, recent developments, Covid-19 developments, and key market strategies.

Strong investment in smart building AI led by China

Stockholm, Sweden

Over the last couple of years, some genuinely transformational and highly innovative commercial AI solutions are emerging in the smart buildings space.

Against this backdrop, Memoori has prepared a comprehensive market analysis based on a bottom-up model that evaluates the AI and Machine Learning offerings of 255 companies, ranging from some of the world's largest tech firms, to niche startups based in a total of 17 different countries around the globe.

Memoori estimates that the market for AI & Machine Learning in Smart Commercial buildings generated total revenues of \$1.11 billion in 2020, and predicts that it will grow by 24.3% CAGR through to 2025 nearly tripling in value to approx. \$3.3 billion by 2025.

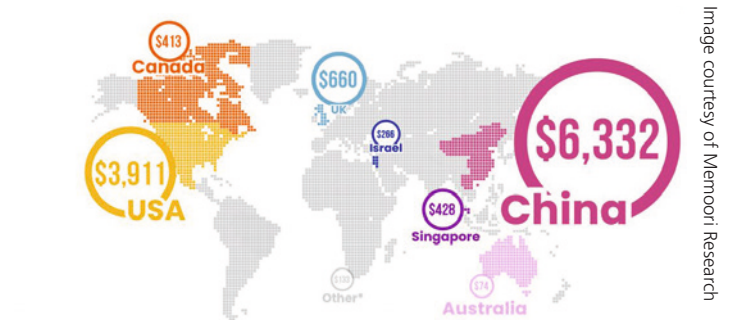
AI to displace older generation devices

While organic sales growth of new AI powered solutions will be responsible for the majority of the

expected growth in the market, the analysts believe it will also be driven, in part, by AI taking responsibility for an ever-greater proportion of existing building systems already in operation. AI devices will increasingly displace older generations of edge devices, and AI powered analytics will displace some more traditional forms of software analytics being sold today.

Hardware a solid proportion

The majority of hardware revenues are from edge devices, particularly the various kinds of AI enabled camera devices. Other market analysis dedicated to the wider market for AI solutions show a much heavier weighting towards software generated revenues, but the relative importance of computer vision solutions for the smart buildings market means



Venture Capital Funding by Country - AI & ML companies with offerings to the commercial smart buildings market total since 2010, in \$M per country

hardware revenues constitute a solid proportion of the market and will continue to do so going forward. Memoori analysts estimate that hardware revenues currently make up 35.5% of the market.

AI attracts significant investment

According to the research, the global AI industry is attracting significant investment and this trend also applies to those with solutions for the Smart Building

market. Almost half of the firms in the study are cited as having received some form of declared equity investment. Of these, 111 have received \$1 million or more in declared funding with the median total amount of funding received running at \$12 million across all of the companies on the list. Memoori's analysis also indicates that Chinese firms are in receipt of the largest amount of total funding since 2010, with over \$6.3 billion, compared to \$3.9 billion for US firms.

Airborne countermeasure market to rise to \$14.9b

Northbrook, IL (USA)

Significant technological advancements and integration of electronics in military equipment are resulting in a shift towards multi-layered defence systems, which is expected to drive the Airborne Countermeasure Systems market to \$14.9 billion during the period, 2021–2026.

In its latest study, MarketsandMarkets, predicts that the market will grow to achieve this figure from an estimated USD 11.6 billion in 2021 at a CAGR of 5.2%.

In addition to these factors, the increase in the use of UAV systems and the need for ground surveillance and communication jamming serve as opportunities for the Airborne Countermeasure Systems market.

The new emerging security scenarios across the globe are transnational in nature and warrant a unified approach among nations. Industries having a global presence and undergoing partnerships with local and international defence industry participants and govern-

ments are expected to benefit in this highly competitive business environment.

The research suggests that companies wanting to grow in this market must be able to track the various trends with respect to the threats and technologies needed to tackle these, and also provide complete solutions, which include the services and equipment for Airborne Countermeasure Systems systems.

Jamming, missile defence and counter countermeasure systems are the main applications in this sector, and benefits such as advanced electronic protection, and electronic support applications, will

promote growth at a faster CAGR for this equipment to counter the threat of potentially hostile unmanned aircraft systems.

The growth in the Airborne Countermeasure Systems market is expected to drive the growth of the three platforms proportionately. The requirement of military aircraft in battlefield for surveillance and threat detection capabilities, is expected to drive the market during the forecast period.

Aircraft shielding

Based on product, the Self-Protection EW Suite segment is projected to grow at the highest CAGR during the forecast period. The requirement of electronic suites helps in protecting the aircraft by shielding and reducing human loss and increasing capabilities, and investments in R&D towards these systems are helping the growth of market for Airborne Countermeasure Systems.

Increased geo-political tensions

In North America, the growth of this market is primarily driven by increasing focus on investment growth in Airborne Countermeasure Systems technologies by countries in this region. In addition, factors including increasing geopolitical tensions and increased defence-related expenditure are expected to drive the demand for Airborne Countermeasure Systems market in the region.

This report includes a study on the marketing and development strategies, along with the product portfolios of leading companies. It consists of profiles of leading companies, such as Lockheed Martin Corporation, Northrop Grumman Corporation, Israel Aerospace Industries Ltd, Raytheon Technologies Corporation, Thales Group, L3 Harris Technologies, Inc, BAE Systems, and Saab.

Hikvision
AcuSense
Technology

The Easy Upgrade

to

AI



Accurate Alarms
for Humans and
Vehicles



Search Targets
Quickly by Type



Visual and
Auditory Warning



FOCUS
and
ACT

Say "Hello!" to accurate alarms and intelligent security. Hikvision's AcuSense technology uses deep learning algorithms to distinguish people and vehicles from other moving objects in video footage, enabling security personnel to focus and act only when there is real concern.

AcuSense takes **Perimeter Protection** and **Motion Detection** to a whole new level of intelligence. This market-proven technology is now available in more Hikvision products, starting at budget-friendly levels.

Don't miss this great chance to **update and upgrade existing security systems** with affordable deep learning technology. Whether it's a network system or analog, choose Hikvision's products with AcuSense technology to enable easy AI solutions in your next project.



Intelligent security systems provide

More and more data are gathered by cameras and other security products and video analytics and algorithms are becoming smarter and more efficient. This leads to a point where the data can be used to streamline end customers' operations.

By Henrik Söderlund

According to the market research company Omdia, the market for video surveillance is recovering quickly after the suppressed demand in 2020 due to the pandemic and the revenues will grow to 31.9 billion dollars by 2025 with a total CAGR of 7.1 per cent between 2020-2025.

Omdia expects average selling prices of video surveillance equipment to increase in the short term because of US-China geopolitical tension and supply chain constraints from the Covid-19 pandemic increases pressure of vendor margins. However, in the long term, higher average prices of network cameras are also expected, because of a greater adoption of the network camera products using AI deep learning acceleration and inference at the endpoint.

Oliver Philippou, Research Manager, Physical Security at Omdia says: "The semiconductor shortfall driven by geopolitics and Covid impact has affected all industries, and video surveillance is no exception. This disparity between supply and demand is expected to last until mid-2022."

Increased efficiency

Another market research company, Marketsandmarkets, emphasises that the growth for edge-based video analytics will be greater than for server-based video analytics. New powerful in-built chipsets in cameras offer higher computational capabilities at the edge and more sophisticated video analytics such as queue management and heat maps offer new opportunities for businesses to increase sales and improve traffic intelligence, according to Marketsandmarkets.

Advancements in deep learning

and its integration with the edge system are also expected to drive the adoption in the coming years. Marketsandmarkets writes: "Deep learning takes machine learning to another level based on neural network principles that impersonate the complexity of the human brain. Earlier, the functionality was mainly available at server-side processes, which would require videos to be decompressed and processed. Edge-based devices need external inputs to learn from before proving as a useful tool to recognise known objects and behaviours".

IoT and smart city projects

Marketsandmarkets believes the rise of smart cities and IoT are expected to provide future growth opportunities for the video surveillance market since "modernised cities require innovative solutions to overcome long-term security challenges". The company suggests that IP cameras with increased hardware functionality and utilisation of AI analytics in video monitoring systems are helping to

and investments in smart city projects are two reasons for this and the increasing number of retail chains, small businesses, residential apartments, and hospitality businesses, as well as government initiatives in various countries to install video surveillance cameras in public places, such as cities, schools, colleges, religious places, and airports, is driving the market growth.

Marketsandmarkets believes the increasing population in developing countries such as China and India, as well as decreasing costs of video surveillance equipment, is creating significant growth for smart video surveillance solutions.

The use of data

Anders Karlsson, Bosch Building Technologies Product Manager for security products in the Nordics, thinks we will see a large increase in intelligent algorithms that will be available in the market. And he believes that the purpose of many of them will be to manage organisation and optimise the operations.

not been good enough and that a lot of competence and data is required to succeed. For example, in retail, the algorithms have had problems with people using shopping carts and also with assessing age and gender. In order for video analysis of business data gathered from security cameras to really make an impact, he believes that the knowledge must increase and industries must meet and find new forms of cooperation.

Implementing continuous measurements of flows and analysis contribute to streamlining the end customers' operations. But many people are still relatively unaware of what can be done with the help of analysis of data collected from security cameras and other security products.

Christopher Åkesson, Sales Manager Nordics for Milestone Systems, states that there are more and more requests for video solutions outside of the traditional security applications and increased business efficiency is the major gain that end customers can achieve by using the collected data more effectively. Unmanned stores are an example of this and the fact that video analytics and perimeter protection in many places have replaced guards is another.

A better customer experience

Stadiums and venues are other examples of where intelligent security solutions can improve not only security and safety, but also the customer experience. Genetec acknowledges this and believes that stadium managers must consider the whole customer experience: from parking their car, finding

Deep learning takes machine learning to another level based on neural network principles that impersonate the complexity of the human brain."

deal with the increase in security threats worldwide. However, privacy and security concerns over video data restrain the market growth.

The APAC market is expected to account for the largest share of the video surveillance market during the next five years. Growing population density in major cities

He says: "With traceability and a proactive flow of information, you will know if you need to reduce staff on a certain day or add staff to increase sales. This generates cost savings and increased revenue and the cameras bring added value."

Until now, Anders Karlsson believes that the algorithms have

business opportunities



Advancements in deep learning and its integration with the edge system are also expected to drive the adoption in the coming years.

their seat, to bathroom breaks and snack bar visits. The company is therefore developing new procedures to streamline getting from A to B while limiting line-ups and crowds. Sticking a few arrows on the floor is just not enough.

Rather than having people standing in line for 20 to 30 minutes while waiting to scan tickets and go through security, some venues are using people-counting analytics within their digital video surveillance systems to minimise wait times. The software can be configured to notify the appropriate staff if the line exceeds the acceptable number of people, so they know to open another gate or redirect the crowd. On top of this, ANPR, access control, intercom systems, heat mapping, and other tools are essential to gather data on guest behaviour and ensure sensitive areas are secured.

Fast growing verticals

Video surveillance has become an important part of the transportation and logistics vertical and this is one of the fastest-growing verticals right now according to Marketsandmarkets.

“Video analytics can contribute to the enhancement and betterment of this vertical for commuters while providing improved safety benefits.”

The company states: “The various benefits of video analytics for the transportation and logistics vertical are the elimination of overcrowding, behaviour analysis, enhanced safety measures, incident recording, and detection of blind spots. Video analytics can contribute to the enhancement and betterment of this vertical

for commuters while providing improved safety benefits”.

Video analytics features like facial recognition, object tracking, unidentified object detection, cargo and train carriage recognition, and intelligent traffic monitoring,

can help transportation and logistics companies prevent disasters and detect emerging threats, which may lead to infrastructure destruction or vehicle crashing, resulting in the loss of life, according to Marketsandmarkets.

Easier for the operators

The increasingly intelligent

security systems also make alarm centres and SOC (Security Operations Centres) more important and more efficient. Hanwha Techwin Europe’s Product and Marketing Manager, Uri Guterman, points out that operators can now take advantage of AI technology to more effectively track suspects and objects. PTZ cameras with pre-set patrol rounds are one example, where the cameras’ improved autotracking deep learning-based video analysis can be triggered by an alarm and lock onto people or vehicles.

Uri Guterman concludes: “AI-based auto-tracking offers a very high level of accuracy because it is not distracted by video noise, waving trees, moving clouds or animals. In simple terms, it ignores these common causes of false alarms because it is only looking for people or vehicles.”

Thomas Lausten; CEO; Mobotix:

“AI will provide some of the biggest new market opportunities”

Mobotix is increasing its focus on AI and has established a new AI development office in Madrid.

“With AI, the value added of using video surveillance will increase significantly and so does the importance of cyber security, says Thomas Lausten”, CEO of Mobotix.

Thomas Lausten, who was appointed as CEO for Mobotix four years ago, stresses that the company now is investing heavily in AI, not least by expanding the R&D team and intensifying its cooperation with Konica Minolta. Mobotix is starting to integrate Konica Minolta's Forxai – an advanced imaging IoT (AI) technology to “gain competitive advantage by combining intelligent sensor devices, imaging AI (deep learning) and imaging IoT platform”.

New possibilities

“There are many products and services used mainly for security applications. But AI and video surveillance open up new possibilities for using cameras much more”, says Thomas Lausten.

He stresses there can be anything from environmental factors for windmill surveillance to marketing purposes in retail where cameras can be used to detect and analyse behaviour for commercial purposes or for healthcare applications. In these places, there are generally already security cameras, but they have mainly been used for security reasons.

“I think that AI will provide some of the biggest new market opportunities for us as an industry in the next years. This really opens up new markets because the software can now be used efficiently”, says Thomas Lausten.

Business intelligence

Mobotix has identified six vertical markets: industry & production, energy, utilities and mining, retail, education & science, healthcare and government. In all these, Mobotix is figuring out which problems people and businesses are facing and which of these can

be solved by security cameras with AI.

Today almost all retail shops have security cameras, but many of them are very basic and have been installed in order to provide evidence when there is theft. Thomas Lausten sees many opportunities for video analytics in retail. For example, which kind of people are coming to the shop and during which hours? Perhaps people in suits tend to show up around 5 pm when office hours end. And what do people in suits buy on a Friday afternoon? The store might for example want to market some nice food and wine when they show up.

“If you detect what kinds of people are coming into your supermarket and when, you can change commercial offerings on your screens, based on customer data, gathered from your cameras”, says Thomas Lausten.

“We as manufacturers need to adapt towards that and think more about what the customers need rather than what the technology and apps can do.”

The same thing goes for hotels, restaurants, or other commercial buildings.

More specialisation

This focus on new values that video surveillance can bring to different verticals is both changing how companies like Mobotix and their partners and system integrators work: more specialisation is needed.

“Yes, this is what we are facing in the years to come. We have for example already certain partners



Thomas Lausten, CEO for Mobotix, states that the company now is investing heavily in AI.

that are specialised in health care and its needs. I also believe that we as manufacturers need to adapt towards that and think more about what the customers need rather than what the technology and apps can do. Being a salesperson selling video surveillance today compared to five years ago is fundamentally two completely different jobs”, Thomas Lausten says.

NDAAs more important

Mobotix considers cyber security as one of the company's core

competences. However, he also thinks that NDAA (National Defense Authorization Act) compliance has become more important, not just in the US but in Europe and also in Asian countries. NDAA compliance means there are no Chinese components in the cameras.

“The EU parliament took down their cameras a few months ago, replacing them with western manufactured cameras. This trend is increasing and might be both political but also about cyber security.”

The new normal

Another trend that he sees is the change towards more subscription-based business models, although the old more product-oriented business model is still dominating.

“If we look at our business, the US market is the leader in the subscription-based business models, and it is driven by the general market there. You cannot buy a car with cash, everything is subscription-based.”

Many things are also moving fast in the industry and video analytic apps are being developed quickly.

“One and a half years ago, no one could scan faces with masks. Today you cannot find any kind of face detection software that is not able to detect people wearing masks”, Thomas Lausten concludes.



PROTECTION FROM EVERY SIDE

Long range detection with REDSCAN PRO

The award-winning OPTEX REDSCAN LiDAR series just went one better, with a new detector featuring its longest range yet. The REDSCAN PRO can accurately detect intruders and moving objects up to 50 x 100m away – making it particularly well suited for those responsible for protecting the highest security sites. And by creating rectangular, high resolution detection patterns, there are no ‘gaps’, so everything from facades to fences, ceilings to roofs can be covered. For the installer, the sensor’s intelligent multiple zones logic means each detection zone can be independently configured, while its camera module brings visual assistance for configuration and post-alarm analysis. The alarms and video stream can all be configured via ONVIF.



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Smart solution improves revenue in unmanned confectionery store

Crazy Candy is Sweden's first unmanned confectionery store. The customers scan a QR code using a mobile phone and identify themselves via mobile BankID and then a signal is sent to Axis' door control solution and the entrance opens automatically.

The access control solution has been delivered by Axis partner Entryfy.

"In combination with Axis network cameras and loudspeakers, a cloud-based video management system from Milestone Systems have resulted in safe and secure stores, extended opening hours and increased revenue", says Carl Staël von Holstein, Industry 4.0 Segment Lead, at Axis Communications.

Fully digitized solution

Crazy Candy has two confectionery stores and needed to reduce costs and staff as a result of the corona pandemic. The company demanded a complete solution with access control, camera and sound to be able to have unmanned stores. Instead of staff, there is now a fully digitised solution with access control, speakers, network camera and checkout.

Voice message

"Welcome to Crazy Candy!" The pre-recorded voice message can be heard from the loud-speaker as visitors enter Crazy Candy's unmanned bulk confectionery store in Uppsala, just north of Stockholm. The lights switch on, the music starts. The new solution, with Axis A1001 Network Door Controllers, Axis P3245-V Network Cameras, and Axis C1004-E Network Cabinet Speakers, together with a cloud-based video management system (VMS), Milestone Xprotect Professional+, from Milestone Systems – has strengthened Crazy Candy's brand, improved the customer experience, and led to increased sales.

Challenging beginnings

Crazy Candy opened the first of its two stores just as the Coronavirus pandemic hit. After a few, very difficult months, the situation escalated to the point where there were only two viable options; close the stores or find an alternative solution that would improve store success and ultimately revenue.

Damoon Mortezaie, founder of Crazy Candy, says: "We found ourselves in a desperate situation. We wanted to stay open and to win back our customers. We decided to fully automate our stores and stay open around the clock. Transactions take place at a digital checkout terminal where customers weigh and scan their confectionery before paying. Clear instructions are also printed on the wall. If someone needs help, there is an emergency telephone number to call, and in one of the stores there is – during the day – a button to press if you need personal assistance. When the store is empty, the music turns off and the lights go out after a while.

Open standard

Store surveillance cameras are monitored and operated remotely from a central control room. Recorded video material can be processed and passed to authorities when necessary, in accordance with applicable laws.

"Axis network products are based on an open standard, and other types of products and software can be easily integrated with the solution and managed remotely via a laptop. It is easy to add and



Instead of staff, there is now a fully digitised solution with access control, speakers, network camera and checkout.

remove products. Central control means easy handling, regardless of whether it is one or more stores", says Carl Staël von Holstein.

The cameras offer high-quality light sensitive image capture with wide dynamic range, so they can produce sharp images even in variable light conditions. In addition, Axis Lightfinder technology allows image capture in almost total darkness; highly beneficial when used to protect a retail site such as Crazy Candy where lights are automatically turned off when the last customer leaves.

Network audio for increased sales

Furthermore, Axis' network products for sound are an important support to help stores build their brands, enhance the customer experience and increase sales.

"The audio solution is a complete all-in-one solution and requires no additional hardware and is simple to install, saving time and money and reducing the requirement for technical expertise for fine-tuning", says Carl Staël von Holstein.

Regarding plans for the future, the next step is to introduce voice



Carl Staël von Holstein, Industry 4.0 Segment Lead, at Axis Communications.

messages using the speaker and camera that are adapted to where the customer is located in the store. A person standing at the checkout can, for example, receive special offers for products that are placed at the checkout.

Less problems

According to Damoon Mortezaie, wastage and theft are not a problem in the unmanned stores. He says: "People pay and do the right thing. In general, customers behave better without staff than with staff being present."



Lidar technology improves efficiency when it comes to perimeter surveillance. The laser sensor continually scans the area by emitting an infrared pulse which reflects back to the sensor once it hits an object.



Mark Cosgrave, Optex:

Intelligence in Lidar technology – a game changer for intruder detection solutions

In recent years, Lidar technology has become more prominent in the security sector. Originally used for the automation and measuring industry, it has been developed and improved by some security manufacturers to become one of the most accurate and precise intrusion detection technologies available.

Using the “Time of Flight principle”, the laser sensor continually scans the area by emitting an infrared pulse which reflects back to the sensor once it hits an object.

“The sensor can accurately detect people and objects providing

such as the award-winning Optex Redscan Pro, features advanced processing capacity to analyse environmental signals and filter out noises created by challenging environmental conditions, such as heavy rain, snow sleet and hail to

improved processing power also gives the ability for the sensor to provide multi-zone logic where the detection area can be divided up to as many as eight detection zones, each with independent configuration, sensitivity and alarm response.

One of the greatest developments in sensing technologies is the fast and highly accurate point detection which lidar can provide thanks to its quick onboard processing and data capture. When used with a security platform, lidars can improve monitoring and enable a rapid and efficient security response.



Mark Cosgrave, Divisional Manager at Optex.

“The sensors can dynamically adjust the detection area to changes in the terrain, such as accumulation of snow or leaves.”

the X and Y coordinates for any target, calculate the real-time location and speed of movement, enabling a smart tracking point-detection security system,” states Mark Cosgrave, Divisional Manager at Optex.

Complex analysis

Evolution in processing power means that lidars are now able to process a larger quantity of data and perform more complex analysis.

“Sophisticated lidar detectors,

maintain stable detection,” stresses Mark Cosgrave.

“It also analyses multiple echoes (reflections) from a suspicious object within a fraction of a second, validating each echo to ensure a detection is not fooled by weather conditions. Additionally, the sensors can dynamically adjust the detection area to changes in the terrain, such as accumulation of snow or leaves.”

Smarter intruder detection

Mark Cosgrave also claims that

A game changer

The deployment of lidar detectors looks set to grow significantly.

“And advanced intelligent lidars, are set to change the possibilities available for smarter intruder detection solutions for a range of applications from high-risk and critical infrastructure to large commercial facilities,” concludes Mark Cosgrave.

Sophisticated lidar detectors, such as the award-winning Optex Redscan Pro, features advanced processing capacity to analyse environmental signals and filter out noises created by challenging environmental conditions.



Callum Ryder, Product Manager, Raytec:

Lighting for ANPR – what to think about

Raytec are world leaders in LED lighting for safety and security. In this article Callum Ryder, product manager at Raytec, gives his views on lighting requirements for ANPR (Automatic Number Plate Recognition).

ANPR (also called LPR, Licence Plate Recognition) is used to automatically capture the details of a vehicle's number plate for car park or toll road access, monitoring driver speed, as well as tackling travelling criminals, and generally disrupting crime on our roads. Dedicated, high-quality illumination plays a vital role in enabling the ANPR system to effectively capture the plate.

However, when looking over lighting requirements for ANPR, it's essential to take a system-wide approach and consider all aspects that affect image capture.

Wavelength

Callum Ryder at Raytec, emphasises that one of the first considerations is the type, or wavelength, of light that is required for the system.

"Most ANPR systems tend to use 850nm infrared (IR). IR provides the best results for capturing images of the vehicle's plate, and aside from a faint red glow from the illuminator, there is also zero visible light which limits the possibility of distracting the driver."

With many ANPR systems, visible light is filtered out and only IR light is used by the camera.

"This is done to help overcome some of the challenges of capturing the plate, such as dirt and problems with glare on the plates from headlights, sunlight, or wet roads," states Callum Ryder.

"In some rare cases, the colour of the plate may need to be identified. In these instances, white-light could be deployed. However, given that white-light is highly visible to the human eye, it may limit its suitability to many ITS (Intel-

ligent Transport System) applications," he explains further.

A wavelength of 730nm, or far-red, is also becoming more popular in ITS applications. However, 730nm tends to have a more specific use for seeing through the windscreen of a vehicle, to identify occupants within. If the sole objective is to capture the vehicles' plate, then 730nm would generally not be required.

Constant vs. pulsed

When designing an ANPR system, you can either use constant or pulsed light. Constant illumination is when a light is switched on 100% of the time, usually due to a specific user requirement, where they want the light to be constantly available. Pulsed illumination refers to fast flashes of light that sync directly with the camera's shutter. Using pulsed lighting provides on-demand lighting to accurately record imagery of fast-moving objects. The illuminator can be synced with the camera's shutter via a digital input to ensure there are maximum levels of light when required.

Pulsed lighting offers several advantages over constant illumination, most notably delivering a significant increase in power. This is crucial for ANPR applications capturing fast-moving vehicles. The faster the vehicle is travelling, the faster the shutter speed of the camera must be, and the more light is required (the faster shutter allows less usable light to pass to the camera sensor).

Using a higher f-stop, or a narrow band pass filter, can further restrict the amount of light to the camera and places further



With many ANPR systems, visible light is filtered out and only IR light is used by the camera.

importance on using additional, purpose-designed lighting. However, pulsed light is not necessarily required for all ANPR systems. For those capturing the vehicles' plate at low speeds, or while the vehicle is stationary (such as car park entry systems), a constant light illuminator could provide ample levels of power.

Control & Communication

An illuminator being used as part of an ANPR system will often be integrated with other devices, such as the ANPR camera. Therefore, it's important to consider how the illuminator can be controlled, and how it can communicate with other devices in the system.

For more complex ANPR systems, Callum Ryder suggests an illuminator that is IP enabled so it can be connected to other devices via an ethernet connection.

"This will allow the illuminator to communicate with other devices on the network and means it can be controlled remotely in real-time."

Adjustable Pulse Settings

If light is being pulsed within the ANPR system, it's also important for the user to be able to control and adjust the pulse settings of the illuminator. Among other

criteria, the length, frequency, and intensity of the pulse can all be adjusted and fine-tuned for the requirements of the application. For example, vehicles travelling at high speeds will generally require the camera to utilise a faster shutter speed, which in turn could mean a narrower pulse width, and higher intensity is required compared to a system capturing vehicles travelling at slower speeds.

It should be possible to control the illuminator through its own internal web pages, or GUI (Graphical User Interface). The level of control which is possible through the GUI, and its ease of use, is an important factor to consider when specifying an illuminator for an ANPR project.

Multipulse function

Raytec's Pulsestar VTR and VCT illuminators also offer a 'multipulse' function which can be useful in ANPR applications where vehicles are passing at different speeds.

"With the multipulse function enabled, once the illuminator receives a trigger it can deliver up to five subsequent pulses, at different pulse lengths. This provides five separate images to increase the chance of obtaining the best possible quality image," concludes Callum Ryder.



Security made easy with AI

“Until recently, AI-powered security used to be reserved for enterprises and other large organisations with large budgets – but no longer. Now, small businesses can also harness the power of AI to improve your security, save time, and reduce costs – thanks to Hikvision’s AcuSense technology,” says Frank Zhang, President of Hikvision’s International Product and Solution Center Hikvision.

Security isn’t a core activity for any homeowner or small business, so it’s not necessarily something you want to think about very much, or dedicate too much of your time to. But just because you have other priorities, you can’t afford to be complacent. After all, security is absolutely critical for protecting your property and – for businesses – your people too.

The question is, how can you spend as little time, energy, and resources on your security as possible, while still keeping your property and your people safe?

AI security is your biggest ally

From washing machines and cars, to vacuum cleaners to computers, technology innovations have saved humankind millions and millions of hours of unproductive, routine work. Even more recently, AI technologies have helped to automate many of the tasks that used to take up our time – and security is a great example.

So what is AI security, and how does it work?

With AI security, cameras and other equipment basically do a lot of the security ‘heavy lifting’, which takes a lot of pressure off you.

For example, AI security cameras can differentiate between humans and vehicles and other moving objects like animals or falling leaves. This means they can detect real security threats

immediately, and send an alarm to your mobile phone.

At the same time, AI security can help you minimize your false alarms, which reduces costs and saves you even more time. With ‘tags’ in your video timeline, you can also search for people and vehicles extremely quickly and easily, with no need to spend hours poring over footage manually.

Sounds great, but doesn’t it cost too much?

Until very recently, AI-powered security solutions have been quite expensive, and really only in reach for enterprise customers. However, this has all changed with the latest generation of AI security cameras, NVRs, and DVRs.

In fact, Hikvision’s Pro series with AcuSense offers cameras in a similar price range to traditional security cameras. This means that you can take advantage of cool, labour-saving AI features with just a small incremental increase in equipment costs.

Also, with very few false alarms, and automated monitoring of your home or business, you’ll start saving on operating costs from day one. That means AcuSense will pay for itself extremely quickly and generate major ROI over the lifecycle of the equipment.

Why is AcuSense ‘The Easy Upgrade to AI’

There are lots of reasons why Hikvision’s AcuSense provides the easiest upgrade path to AI security.



Now, small businesses can also harness the power of AI to improve your security, save time, and reduce costs.

First, there’s the fact that the cameras are cost effective, and extremely easy to install and configure. Second, you can monitor your home or business from anywhere, playback videos and receive alarm notifications via a mobile app Hik-Connect. And third, you can upgrade by renewing your camera estate, or by deploying a new AcuSense-enabled NVR or DVR – whichever makes better sense for your business.

All this means there’s no easier way to get the benefits of AI security.

To discover more about the benefits of AcuSense technology, and how it can help your business



Frank Zhang, President of Hikvision’s International Product and Solution Center.

to boost security and operating efficiency, please contact us today. You can also find more AcuSense resources here.

About Hikvision

Hikvision is an IoT solution provider with video as its core competency. Featuring an extensive and highly skilled R&D workforce, Hikvision manufactures a full suite of comprehensive products and solutions for a broad range of vertical markets. In addition to the security industry, Hikvision extends its reach to smart home tech, industrial automation, and automotive electronics industries to achieve its long-term vision. Hikvision products also provide powerful business intelligence for end users, which can enable more efficient operations and greater commercial success. Committed to the utmost quality and safety of its products, Hikvision encourages partners to take advantage of the many cybersecurity resources Hikvision offers, including the Hikvision Cybersecurity Centre. For more information, please visit us at www.hikvision.com.



Assa Abloy unleashes the power of knowledge with data analytics

London, UK

A new Reporting & Analytics Tool for Cliq access control systems enables security and facility managers to extract, visualise and analyse the data from their own premises.

Cliq is a wireless access control system based on programmable electronic and electromechanical keys, cylinders and padlocks. The system can be managed securely from anywhere with an internet connection via the Cliq Web Manager (CWM).

Easy to manage

The CWM's new Reporting & Analytics Tool makes all system data easy to understand and to export, to share with staff and stakeholders across the business. If data really is the so called "new oil of the digital economy", this new tool helps Cliq wireless access control customers tap it efficiently.

The new CWM Tool stream-

lines decision-making, informing it with data drawn from the security system. It also frees security managers from their desk: All the tool's data and functionality are available inside the Amazon Quicksight app for Apple and Android systems. Any authorised person within the organisation can access its valuable insights, from anywhere in the world.

Visual dashboards offer faster analysis

This new tool helps an access control system to do more than just keep people and assets safe. The data that the system generates every day can contribute to real business success.

A clear, visual layout helps managers to spot relevant data – and any anomalies – at a glance. A bespoke dashboard offers a rapid system overview to help identify the most used keys, view heat- and cold-maps of lock usage, and spot keys whose access have been denied most often, for example. Drilling down to a more



The new CWM Tool streamlines decision-making, informing it with data drawn from the security system.

granular, single lock or key level helps managers identify who is using which openings and when – and decide whether staff or contractors have the appropriate access rights. These tasks become simpler, even instant.

Smarter data-based decision

At a glance, the tool helps security managers track relevant business activity. They will spot critical patterns in weekly or monthly access use to help plan maintenance schedules more efficiently, for example, among many

more bespoke insights into what is happening on-site.

The new Reporting and Analytics Tool is available as a simple subscription add-on to new or current CWM users. CWM already enables a wide range of security workflows, including real-time access management. It can integrate access management with existing business process software to build a single interface which controls everything. Now, its new Reporting & Analytics tool can help businesses make smarter, better, data-informed decisions.

Tagmaster develops use of AI in traffic incident management

Stockholm, Sweden

Tagmaster's French subsidiary Citilog, has in 2021, with its latest incident management analytics module, experienced a breakthrough for the use of Artificial Intelligence and especially Deep Learning in the field of traffic incident management.

Citilog was the first company to introduce video-based automatic incident detection in 1997. In 2019 Citilog introduced the first incident management analytics module based on Deep Learning technology, CT-ADL. The solution is aiming at enhancing the performances of its automatic incident detection video analytics solution.

"The results have been more than encouraging from the start with reduction of false alarms by a factor ten. Early adopters have already converted their critical road infrastructures to make their operations more efficient", said *Jonas Svensson*, CEO, Tagmaster.

During 2021 major projects have been deployed that use the

Deep Learning technology on a very large scale. 700 cameras have been installed with edge-analytics for the ITS Egypt project, covering freeways around Cairo, and demonstrated great efficiency. 350 cameras also installed with edge-analytics have been used on a large road infrastructure project in Hong Kong aimed at detecting roadway incidents and accidents but also at collecting traffic data.

"These two projects demonstrate how artificial intelligence contributes to making video-analytics viable on large-scale projects. This opens new opportuni-

ties for road authorities to deploy automatic incident detection on highways, bridges and ring roads whereas most deployments have been historically in tunnels", said *Eric Toffin*, CEO, Citilog.

Citilog, acquired by Tagmaster in April 2021, has today a broad portfolio of cutting-edge algorithms, based on Deep Learning, that can be used as both edge solutions and cloud-based solutions. Citilog is focusing on four application areas – incident management, traffic efficiency, traffic statistic and remote parking enforcement.

Addsecure rebrands Dualtech in line with group strategy

Stockholm, Sweden

Addsecure is rebranding **Dualtech IT AB**, following its acquisition of the company in September 2020. From now on the companies officially align under one brand.

Consolidating its Smart Alarms solutions, the rebranding will further strengthen the company's offering to the market.

"By gathering all knowledge under the same brand, we will be able to strengthen our Smart Alarms' portfolio, expertise, and market coverage in Europe. The combined offering will benefit customers across Europe who will be provided with future-proof, secure, and reliable end-to-end IoT connectivity solutions," says *Peter*

Johansson, President Smart Alarms, Addsecure.

This holds particularly true when it comes to the new alarm transmission EU standard 50136-3 required by 2021. In the past, to receive a certificate only the transmitter needed to be tested, not the receiving equipment, whereas the new standard stipulates that the alarm system must be tested all the way, end-to-end.

The joint offering is also important in view of the forthcoming technological shift, i.e. the sunsetting of the copper, 2G and 3G networks that is taking place throughout Europe. Customers and installers can now onboard a

new generation of wireless and IP-based alarm terminals that support both alarm transmission services as well enable secure IoT communications for other building management systems and video surveillance systems. All with the need for secure connectivity and remote services to operate in a secure manner.

"In addition, by combining expertise and consolidated IT and cyber security practice, we will be able to create new, innovative solutions that can meet the increased digitalisation and the thereby increasing security threats customers are facing," Johansson continues.

The first official presentation



Peter Johansson, President, Smart Alarms at Addsecure.

of the united brand, joint Smart Alarms team, took place at the Sectech Expo, held in Stockholm on the 27th and 28th of October.

Systemhouse partners with Precise Biometrics

Stockholm, Sweden

A new collaboration between **Systemhouse Solutions** and **Precise Biometrics** enables facial recognition to be the identification token of a Card Holder – the user is the key while Integra security platform controls the access privileges.

Integra version 8.20 supports easy and standardised integration with Precise Youniq facial identification and onboarding solution. Users simply send in a selfie and the integrated solution connects

them as their own identification key to their existing Card Holder privileges in the Integra access control platform.

"The integration between Systemhouse Solutions Integra system and Precise Biometrics provides the opportunity to maintain access control administration within one system with instant updates of changes at the same time as opening up for a multitude of ways of identification", says *Jonas Ahlgren*,

sales manager at Systemhouse Solutions.

"The collaboration with Systemhouse is another milestone in the commercialisation of Youniq and in line with our strategy to partner with quality platform providers to increase our sales reach. Integra has the capacity to control and monitor large complex enterprises as well as smaller businesses and is a highly appreciated system among customers. Together with Youniq it

will be a perfect match for companies who wishes to simplify access for employees and visitors and enhance convenience and security", said *Stefan K. Persson*, CEO of Precise.

With Precise Youniq facial identification solution users have a convenient and secure identification that works both online and offline, and they need no longer worry about losing an access card, they are the key.

EIB supports Prosegur to the tune of 57.5m Euros

Madrid, Spain

The European Investment Bank (EIB) will support **Prosegur**, a leading Spanish company in the global security industry, with €57.5 million to finance its digital transformation.

The EIB backing will enable the company to develop the Genz AI platform to create new services based on various technologies such as artificial intelligence, process automation, the internet of things and blockchain, with applications in the areas of corporate and home security, cyber security, cash management and process outsourcing.

Prosegur's digital transforma-

tion and innovation plan seeks to achieve continuous process improvement, streamline operations and provide the necessary flexibility to operate in the current environment. To this end, the company is deploying technical infrastructure to support the operating model and implement its innovation strategy for developing solutions and services that will be key to its future.

The company's investment plan includes sustainable solutions to improve the energy efficiency of its facilities in line with its sustainability master plan. The agreement

will also promote collaboration with startups, which Prosegur will invite to participate in its innovation programme, fostering entrepreneurship initiatives and supporting ground-breaking companies.

EIB Vice-President *Ricardo Mourinho Félix*, said: "At the EIB we are very proud to support the innovative work of Prosegur, a leader in the global security industry. We need to invest in Europe's core capabilities. Investment in innovative technologies and digitalisation are priority areas for the EIB."



The company's investment plan includes sustainable solutions to improve the energy efficiency of its facilities in line with its sustainability master plan.

Japanese government converts to biometric ID system

Seattle, Wa (USA)

The Japanese government is evolving from paper documents to digital using "My Number" ID cards with a face-based authentication infrastructure using SAFR technology, a facial recognition platform for live video from Realnetworks.

Part of a larger digital transformation, My Number cards represent a new digital identifica-

tion system designed to streamline and expand access to government services for Japanese citizens and residents.

Deep learning

The solution will be rolled out to hundreds of thousands of hospitals, clinics and pharmacies over the next two to three years. The My Number card reader provides online confirmation that supports My Number insurance cards together with facial recognition authentication supplied by SAFR. Certified system integrator Nextware, developed the card reader integration using SAFR's lightweight and accurate facial recognition algorithm. SAFR was chosen because of its speed, precision and extremely low bias with regard to skin tones, age, and gender.

"In developing a card reader

with face recognition to be used for online authentication, we needed the best facial recognition system available," comments Mr. Takayoshi Toyoda, President and CEO of Nextware Co., Ltd.

"SAFR enables high-precision face recognition with little variation in authentication accuracy across gender, age and race based on its deep learning of about 10 million images. The availability of a device-embedded development kit enabled rapid development of the product."

Healthcare system first

The initial rollout of My Number cards provides access to Japan's universal healthcare system by allowing citizens to confirm their identity and medical information with specialised card readers and facial recognition features. As part

of the new initiative, residents will no longer require multiple ID cards to access different government services. My Number cards contain an IC chip that stores a digital photo of the user. The My Number Card Reader reads the photo information and authenticates the user utilising SAFR facial recognition even if the user is wearing a mask.

Many advantages

The new initiative is expected to significantly reduce resources and costs associated with the administration of healthcare information while increasing convenience and access for all citizens and residents. The new digital system will also enable health providers to access accurate historical medical data reducing treatment time and avoiding costly errors.

BUSINESS PEOPLE



Sebastian Döllner begins his new role in October, as Milestone Systems' VP for Global Partner Sales.

New VP for global partner sales at Milestone Systems

Copenhagen, Denmark

Milestone Systems has appointed Sebastian Döllner in a newly established role as VP for Global Partner Sales as per October 1, 2021.

In his new role Sebastian Döllner is commercially responsible for designing and executing Milestone's partner strategy for Original Equipment Manufacturers (OEM), Independent Software Vendors (ISV), and Large Accounts worldwide. He will be reporting to the Chief Revenue Officer and be part of the Global Sales Leadership Team as well as heading up an international based team.

Earlier in his career, Sebastian Döllner was responsible for building strategic programmes for partners and resellers at HP Inc., USA. He joins Milestone from Bechtle AG Europe where he held the position as Director, Strategy & Business Development.

"Milestone has a unique and strong community, and I am looking forward to build on this foundation as well as developing new strategic partnerships and alliances to drive the business forward," says Sebastian Döllner, VP Global Partner Sales, Milestone Systems.

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Massive lithium battery plant turns to Nexus for ID management

Stockholm, Sweden

Nexus will, through its partner Atea, provide Northvolt, with a flexible and secure service to manage corporate badges for its employees. Northvolt is an operator of lithium-ion battery plants intended to produce batteries for electric vehicles,

Northvolt's first gigafactory of over 100,000 square metres is currently in development and is expected to commence production at the end of this year.

The company's plants produce an eco-friendly battery that is manufactured with minimal carbon footprint and with recycling technology without compromising important ecosystems. This enables the auto industry to replace fossil fuels with electricity in an efficient manner. Northvolt has now raised more than \$6.5 billion in equity and debt to enable an expansion plan leading up to and beyond 150 GWh of deployed annual production capacity in Europe by 2030.

Easy to manage

The Nexus Go Cards ensure access to a smooth and easy-to-use online portal and integrate into existing systems. As a requirement, Northvolt needed a solution that would minimize card administration tasks and make ordering, tracking, and reporting easy. The Go Cards service also enables Northvolt to issue cards with an extremely attractive and innovative design using dual-tone technology. In addition to the secure issuance and encoding of the cards, they reflect a modern look and feel that supports the image of the company.

ID06 card is mandatory

In addition to the corporate badges, and to ensure very high security at the construction site of Northvolt's first gigafactory, Nexus, together with partner Sistec, have created a customised service centre to be able to issue ID06 express cards on the spot. No one can enter the construc-



Northvolt's first gigafactory, Northvolt Ett, in Skellefteå, Sweden will be over 100,000 square metres.

tion site without a valid ID06 card.

100.000 square metres

Northvolt's first gigafactory, Northvolt Ett, in Skellefteå, Sweden will be over 100,000 sqm. When the facility is completed, it will be one of Europe's largest battery factories. The factory will commence production later this year and in the long term, more than 2,500 people are expected to work there.

Swedish rail company enhances visibility with body worn cameras

Chicago, IL (USA) and Stockholm, Sweden

As citizens start travelling again, SJ AB has equipped its train staff with VB400 body-worn cameras from Motorola Solutions to enhance safety and security across the Swedish rail network.

With 1,500 departures across 400 stations each day, including international trips to Norway and Denmark, **SJ AB** requires visibility of what is happening across its entire operations at all times.

"We have a responsibility as a transport operator to do everything possible to ensure our employees and passengers travel

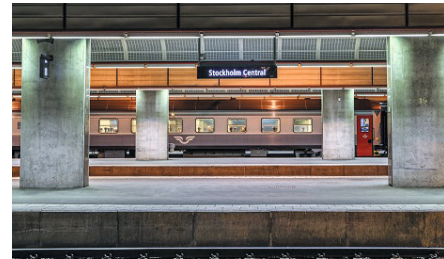
safely by train", said *Birgitta Angard*, head of onboard personnel at SJ AB.

"Train workers manage a multitude of circumstances throughout the work day - ranging from the everyday events of busy commuter trains to increasing safety measures when platforms are quiet, to addressing critical incidents such as passengers in need of medical attention. Motorola Solutions' body-worn cameras deliver an extra layer of operational visibility, enhancing transparency and protection for everyone travelling with us."

"Safety is front of mind for the entire public transport sector, which has been particularly heightened during the pandemic," said *Pedro Simoes*, vice president,

international sales, Video Security & Access Control at Motorola Solutions. "SJ AB is deploying body-worn cameras to make rail journeys safer and ultimately more comfortable for all of its passengers and employees."

The rugged VB400 body-worn cameras provide an intuitive recording function and an extended battery life that lasts beyond the typical work shift with up to 12 hours of operation. The device can be securely assigned using an employee's ID badge at the start of the shift and is easily activated by the wearer. Swedish Rail is deploying the body-worn cameras with Motorola Solutions' Videomanager evidence management software to seamlessly upload and manage the recorded video as part



The device can be securely assigned using an employee's ID badge at the start of the shift and is easily activated by the wearer..

of SJ AB's everyday workflows.

Motorola Solutions will also be providing SJ AB with 24/7 technical and maintenance support, including software updates to introduce new features and advancements to the body-worn cameras as they become available.

Harm Radstaak – new president for Acre International

Wiesbaden, Germany and Las Vegas, NV (USA)

As of 1 October, Harm Radstaak has taken over the role of President of Acre International, a global leader in the delivery of integrated, intelligent technologies and services.

Founded in 2012, Acre has played an instrumental role in development and implementation

of security technology initiatives on a global scale. Its Comnet, Open Options, RS2 Technologies and Vanderbilt brands deliver advanced solutions to thousands of customers around the world.



Harm Radstaak is the new President at Acre and will be based in the Netherlands

Before joining Acre, Harm worked for 16 years at HID Global, which is part of Assa Abloy.

Harm will operate from the Netherlands and is looking forward to growing and struc-

turing Vanderbilt and Comnet International to their new level following the Triton acquisition earlier in the year.

David Sullivan has returned to the US where he will take on the role of Acre North America President.



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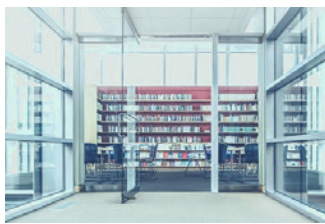
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Mergers & acquisitions from July

Summer-Autumn 2021 has proven to be a furiously acquisition packed quarter as countries start to bring the corona virus pandemic under control and business activities resume to full velocity.

Detektor has listed some of these acquisitions that have taken place over the second half of 2021, starting from the 1st of July onwards. Here is an overview.

JULY



Dormakaba acquires Solus Security Systems Pvt Ltd.

Dormakaba acquires **Solus Security Systems Pvt Ltd**, a supplier of integrated electronic access and data solutions, headquartered in Bangalore, India. With 200 employees the company generated single-digit million sales in Swiss francs for the year ending 31 March 2021. “Solus provides excellent growth opportunities as we expand our Electronic Access and Data business in India,” says Jim-Heng Lee, Dormakaba COO AS APAC.

Carrier Global agrees to sell **Chubb fire** and security to API Group for \$3.1 billion, made up of \$2.9 billion cash and approx. \$200 million of assumed liabilities and adjustments. Chubb, with HQ in the UK, employs around 13,000 globally through its sales and service network in 17 countries in Europe, Asia Pacific and Canada. Chubb’s revenues were approximately \$2.2 billion and adjusted EBITDA of approximately \$213 million for the year to end March 2021. The transaction is expected to close around year-end 2021 and is subject to a consultation process and standard regulatory approvals.



Carrier Global sells Chubb fire.

Securitas agrees to acquire **Protection One**, the German market leader specialising in remote technology-driven security solutions and electronic security. The purchase price is approximately 72 million Euros (MSEK 735) on a debt-free basis. In 2020, Protection One’s annual sales were more than 33 million Euros (MSEK 337), of which over 90 percent were on a recurring monthly revenue basis. The company has 230 employees in Germany and is present at 12 locations with the operation centre based in Meerbusch. The acquisition is subject to approval from competition authorities and is expected to be finalised during the third quarter of 2021.

Securitas also agrees to acquire **Tepe Güvenlik A.S.**, an electronic security company in Turkey with 250 employees in Ankara and Istanbul, generation sales of around 8.5m Euros. The acquisition elevates Securitas to number two in the monitoring market in Turkey and aligns with the Group’s strategy of doubling its security solutions and electronic security sales by 2023. The purchase price is approximately MEUR 10 (MSEK 100) on a debt-free basis.

The acquisition is subject to approval from competition authorities and is expected to be finalised during the third quarter of 2021.

AUGUST

Halma Group has completed the sale of **Texecom**, a Lancashire, UK based electronic security manufacturer, in a management buyout supported by UK based mid-market private equity investor, LDC. Texecom’s management team will continue to lead the business.

Assa Abloy acquires **Capital Door Service**, a pedestrian door distributor and service company in California, Nevada and Arizona. “I am very



Nico Delvaux, CEO & President, Assa Abloy, comments on this latest acquisition.

pleased to welcome Capital Door Service into the Assa Abloy Group. I welcome this complementary addition, specialising in entrance automation, to our business,” commented Nico Delvaux, President and CEO of Assa Abloy.

Capital Door Service has some 50 employees and is headquartered in Sacramento, California. Sales in 2020 amounted to about MUSD 17 with a good EBIT margin. The acquisition will be accretive to EPS from the start.

Convergent, the US based global system integrator, with a yearly revenue of \$1.7 billion, adds **Premier Security Group (PSG)** to its growing list of acquisitions. PSG is a diversified physical security company servicing the financial market vertical in California, Utah, and Arizona.

HID Global acquires **Omni-ID**, a manufacturer of RFID tags and industrial IoT hardware devices. The acquisition extends HID’s market leadership in RFID technology and strengthens its presence in India and China. Björn Lidefelt, EVP and Head of HID Global said, “Expanding our sales and manufacturing footprint in India and in China with Omni-ID will further enhance HID’s ability to serve customers locally, while extending our industrial IoT technology into emerging markets.”

Omni-ID was founded in 2007 and is based in Rochester, New York, with around 170 employees globally and 2020 revenue of around \$13m.



Björn Lidefelt, Executive Vice President and Head of Global Technologies business unit at HID Global.

Advancis Software & Services, the German PSIM technology platform manufacturer acquires the Irish software company **Cruatech** based in Dublin. Cruatech has a wide experience in providing physical security integration solutions and integration services and will remain as an independent company. The acquisition strengthens Advancis’ position as an international market leader in the field of vendor-neutral PSIM.

“A key factor in the decision to acquire Cruatech was its employees, who have many years of experience in interface development, particularly in the access control sector, but the human element was also immediately convincing,” comments Jan Meiswinkel, CEO, Advancis.



Back: Derek Cassidy (CTO, Cruatech), Elisabeth Sherlock (CFO, Cruatech), Andre Meiswinkel (COO, Advancis). Front: David King, CEO, Cruatech and Jan Meiswinkel (CEO, Advancis).

to October 2021

SEPTEMBER

Melrose Industries, a UK investment company, sells **Nortek Control** to **Nice** for \$285m. Nice is a global manufacturer of smart home, security, home and building automation solutions. With this acquisition Nice expands its portfolio, substantially strengthens its presence in the North American market and doubles its R&D capacity to further accelerate innovation and expansion of platform-based integrated solutions, considerably enlarging the Nice customer base globally in a fast-growing market.

Nice now employs over 3,000 people across five continents, encompassing the most diverse backgrounds and cultures with 16 R&D centres and manufacturing facilities servicing partners and customers in over 100 countries, according to a statement by Lauro Buoro, chairman and founder of Nice.

Irisity acquires **Agent Vi**. The Swedish publicly listed AI video analytics company, Irisity, announces the agreement to acquire the Israeli video analytic company Agent Video Intelligence for a total consideration of approx. MUSD67 in cash and shares of Irisity. Founded in 2008, Irisity develops and markets video analytics software products, and through this acquisition aspires to become the leading global AI video analytics provider. Irisity and Agent Vi have combined global operations in Sweden, Israel, USA and Singapore, a network of over 1,000 resellers and partnerships. The transaction is expected to close during Q4 2021, subject to customary closing conditions.

Janus International, a global manufacturer and supplier of turn-key building solutions and new access control technologies, has acquired **Access Control Technologies**, a provider of self-storage access control and low voltage installation and integration services.

Assa Abloy signs a definitive agreement to acquire the California based, Hardware and Home Improvement division of Spectrum Brands for a purchase price of MUSD 4,300 on a cash and debt free basis. HHI serves the North American residential segment with a varied portfolio of innovative products, including patented smart keys and locks. HHI employs some 7,500 people, and annual revenues to September 2020 were \$1,342M with adjusted EBITDA margin of around 19%. "HHI is an excellent addition to the Assa Abloy Group and constitutes an important strategic step in developing our residential business in North America," says Nico Delvaux, President and CEO of Assa Abloy. HHI will become part of the Opening Solutions Americas Division and EBIT synergies are expected to reach around \$100M in 2025.

Eagle Eye Networks agrees to acquire AI leader **Uncanny Vision**. The deal includes R&D capabilities and a new regional office in Bangalore, India and 60 employees. "After evaluating more than a dozen AI companies, we began working with Uncanny Vision in 2020. It didn't take long for us to conclude that Uncanny Vision is the clear leader in surveillance AI," said Dean Drako, Eagle Eye Networks CEO.

The deal accelerates Eagle Eye's plan to dramatically reshape video surveillance. Uncanny Vision co-founders, Ranjith Parakkal and Navaneethan Sundaramoorthy, have joined the Eagle Eye leadership team. Parakkal said, "We share the Eagle Eye team's vision to deliver advanced, cyber secure AI cloud video surveillance offerings that transform video surveillance for businesses around the globe."

OCTOBER



Bosch acquires the system integrator Protec Fire & Security.

Bosch acquires the system integrator **Protec Fire & Security**, headquartered in Nelson, Lancashire., UK. With 1,100 employees at 9 locations in the UK and the Netherlands Protec Fire & Security reported a sales revenue of GBP 125 million (around 142 million Euro) in the fiscal year 2021. "With the acquisition of Protec, Bosch Building Technologies aims to expand its business and grow further in the European market," says Thomas Quante, president of Bosch Building Technologies. The acquisition is subject to approval by the relevant antitrust authorities.

Convergint expands its European operation through the acquisition of Keyotel, a German security integrator. With this acquisition Convergint will double its footprint across Germany and establish an office in Frankfurt. **Keyotel** serves more than 600 wide ranging customers and has experience across several vertical markets.

Infinova (Canada) has been acquired from Infinova International Ltd by **Delta** for USD114 million. Delta is a supplier of power and thermal management solutions and also the owner of the Taipei based video surveillance product manufacturer Vivotek. Infinova (Canada) is the owner of business intelligence leader March Networks and the deal is expected to strengthen Delta's presence in the growing video surveillance market and complement its building automation solutions.

"Security being an integral element of smart cities is boosting the global demand for video surveillance technologies. March Networks is a proven leader in providing end-to-end solutions to some of the world's leading financial institutions, retailers, transit agencies, and commercial customers. We are confident that the collaboration between March Networks and Delta will expand our overall market opportunity and increase Delta's exposure to the growing video market beyond our surveillance subsidiary Vivotek. March Networks' cloud-based video solutions and business intelligence technologies set it apart and are also a perfect fit with our commitment to develop smart green solutions for a sustainable future," states Ping Cheng, Delta's CEO.

March Networks President and CEO, Peter Strom, emphasises, the financial strength and scale of Delta, with around \$10 billion USD in annual revenue, over 80,000 employees, and deep M&A capability.

"It will serve as an ideal platform for March Networks to accelerate its strategic plan of offering cloud-based video surveillance-as-a-service (VSaaS) and video-based business intelligence solutions to enterprises worldwide," he comments.

Access Control



Touchless Biometric Systems AG

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

Honeywell and Idemia form strategic technology alliance

Atlanta, Ga (USA) and Paris, France

Honeywell and **Idemia** have entered into a strategic alliance to create and cultivate an intelligent building ecosystem that provides a more seamless and enhanced experience for operators and occupants alike.

The alliance will integrate Honeywell's security and building management systems with Idemia's biometric-based access control systems to create frictionless, safer and more efficient buildings.

The Honeywell and Idemia alliance is intended to design solutions that will allow occupants to easily and securely have contactless engagement with a

building – from vehicle recognition at the car park and automatic elevator calls to biometric-based access and personalised conference room settings. With a focus on security and data privacy, these next-generation solutions will provide occupants with a safer, more efficient and more enjoyable experience that will help building owners attract tenants.

"We recognise that our customers need to deliver business outcomes like managing complex security requirements and providing healthier, more productive environments," said *Manish Sharma*, vice president, chief tech-

nology and chief product officer for Honeywell Building Technologies. "By working with Idemia we will create an intelligent building ecosystem that better addresses our customers' key challenges and drives their desired outcomes.

Whether it's a commercial office building, a hospital or an airport, we have the ability to change the way people experience and interact with buildings for the better."

"We look forward to expanding our long-standing relationship with Honeywell to bring greater value to our customers with more integrated solutions that make for a more seamless building

experience," said *Matt Cole*, CEO, Secure Enterprise Transactions Division, Idemia.

Idemia's field-proven AI-based products and solutions – like Morphowave, a contactless fingerprint device that scans four fingerprints in less than one second; Vision-pass, its most advanced facial recognition terminal; or Augmented Vision, a biometric video analytics platform – integrate with Honeywell security and building management systems. Honeywell's systems include Pro-Watch Integrated Security Suite, Maxpro Cloud and Enterprise Buildings Integrator.

Visual AI company Anyvision changes its Name to Oosto

New York City, (USA)

The vision AI company Anyvision has changed its name to Oosto. The new name reflects the company's evolution and vision for the future which is shaped, in part, by a new collaboration with Carnegie Mellon University's (CMU) CyLab Biometric Research Center.

The CMU partnership will focus on early-stage research in object, body, and behaviour recognition.

"Historically, the company has focused on security-related use cases for our watchlist alerting and touchless access control solutions. With the launch of Oosto, we're looking beyond the lens of security to include ways our solutions can positively impact an organisation's safety, productivity and customer experience," comments Oosto CEO, *Avi Golan*.

Vision AI company

Anyvision is a supplier of vision AI solutions to automate watchlist alerting, identifying security risks as well as valuable customers in real-time to personalise customer experiences and enhance physical

security. The rebranded Oosto will leverage the power of vision AI to enhance the safety of customers, guests, and employees. Solutions include touchless access control, video analytics, and new flavours of video-based recognition (object, body, and behavioural recognition), which deliver the insights and alerts to protect pivotal stakeholders from bad actors and security threats.

Focus on advanced algorithms

The company's research partnership with Carnegie Mellon University's (CMU) CyLab Biometric Research Center will focus on advanced object classification and behaviour recognition algorithms for commercial use cases. This

collaboration will help Oosto address a broad range of safety-related use cases, including object detection (e.g., weapons on school grounds) and behavioural analysis (e.g., when someone falls down). As part of the partnership, Marios Savvides, a Professor of Electrical and Computer Engineering (ECE) and founder and director of the Biometrics Center at CMU, will join Oosto as the Chief AI Scientist to expand Oosto's AI team led by CTO, Dieter Joecker.

"We were impressed by Oosto's commitment to the fair and ethical use of the technology, preserving user privacy, and creating safer spaces for everyone," said Professor *Marios Savvides*. "These shared values make Oosto an ideal research partner for CMU to advance object, body, and behavioural recognition and to positively impact our collective safety."

World class AI research

Over the past 10 years, more than 400 startups linked to CMU have raised more than \$7 billion in

funding. CMU has a long history in artificial intelligence including the creation of the first AI computer program in 1956 and pioneering work in self-driving cars, facial recognition, and natural language processing. ECE Professor Marios Savvides was named one of the "2020 Outstanding Contributors to AI" awards from the former U.S. Secretary of the Army. His research has been focused on developing core AI and machine-learning algorithms that were successfully applied for robust face detection, face recognition, iris biometrics, and most recently, general object detection and scene understanding. Savvides has generated over 35 patents and patent publications, and over 50 unpublished patent applications to date.

Rebrands products

As part of these corporate rebranding efforts, the company (Oosto) is also renaming its products to Onwatch (formerly A Better Tomorrow), Onaccess (formerly Abraxas), and Onpatrol.

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Why access control is important for smart buildings

The identity is a core part of smart building and any IoT solution. This 8-page special editorial feature is therefore focusing on smart buildings and access control. The identity is the core part of smart buildings or any IoT solution. To be sure of the identity of people and things is crucial in a connected society. So anything that goes on in the ID and access control management (IAM) sector is of interest for the smart building sector and vice versa. This special editorial feature is therefore a mix of the trends within smart buildings and what's going on in the access control industry.

Smart buildings: the major trends

AI and machine learning are becoming increasingly important elements in many types of industries and the investments are increasing. This goes also for smart buildings, according to a new market report from Memoori.

By Henrik Söderlund

Even though the organic sales growth of new AI powered solutions will be responsible for the majority of the expected growth in the market, it will also be driven, in part, by AI taking responsibility for an ever-greater proportion of existing building systems already in operation. This is one of several conclusions in the Memoori market report "AI & Machine Learning in Smart Commercial Buildings – global market prospects from 2020 to 2025".

AI devices will increasingly displace older generations of edge devices, and AI powered analytics will displace some more traditional forms of software analytics being sold today, according to Memoori.

„Another hot topic is greater flexibility in the buildings – something that undoubtedly has been accelerated during the pandemic.“

The report estimates that the market for AI & machine learning in smart commercial buildings generated total revenues of 1.11 billion dollars in 2020, and forecast it will grow by 24.3 per cent CAGR through to 2025 nearly tripling in value to approximately 3.3 billion dollars by 2025.

Both hardware and software

The majority of hardware revenues are from edge devices, particularly the various kinds of AI enabled camera device, according to Memoori: "Other market analysis

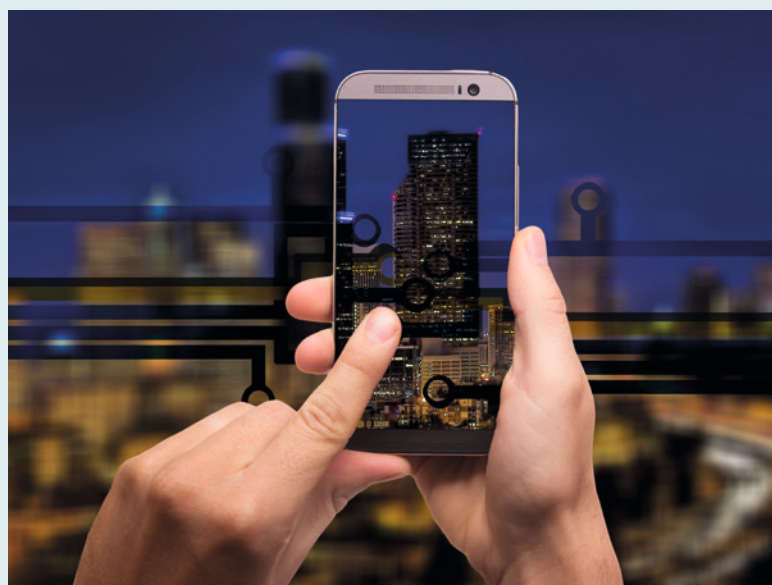
dedicated to the wider market for AI solutions show a much heavier weighting towards software generated revenues, but the relative importance of computer vision solutions for the smart buildings market means hardware revenues constitute a solid proportion of the market and will continue to do so going forward."

Memoori estimates that hardware revenues currently make up 35.5 per cent of the market.

At the same time, a widely discussed subject in the physical security industry is the importance to integrate different systems to be able to handle smart buildings from one single platform. And another hot topic is greater flexibility

in the buildings – something that undoubtedly has been accelerated during the pandemic.

When offices are no longer seen as the obvious workplace for people to go to every day, but perhaps only a few or one day a week – adapting the buildings to the needs of the organisations and the people populating them, becomes much more important. Part of this is occupancy management, where, for example, by collecting data from access control systems and security cameras, it becomes possible to adjust ventilation, heating, lighting, etc. based



Memoori estimates that hardware revenues currently make up 35.5 per cent of the market.

on how many people that are in a building or in specific spaces of buildings and when.

Memoori states that the market for AI enabled Energy Management & Sustainability services is growing fast and attracting a good number of new market entrants.

Identity becomes important

Access control as a service is becoming increasingly popular worldwide. Memoori's report "The Physical Security Business 2020-2025" estimates the global market for Access Control as a Service (ACaaS) was worth 620 million dollars in 2019. As much as 40 percent of these installations are located in North America. Global demand is expected to increase to 1.6 billion dollars by 2024.

Marcus Täck, Vice President Marketing, Scanbalt, Dormakaba, believes that the transition to more service-based business models has accelerated during the pandemic and that it will result in new solutions like booking ser-

vices, both for workplaces, offices and the like.

"The offices will be more of a meeting place in various forms", he says.

And it will put new demands on the various systems that exist in buildings today and make the integration of the various systems even more important. Companies that have not traditionally been part of the physical security industry can play a big role here.

Greater flexibility also means that it becomes important to keep track of the identities of those who are in a building. Pierre Parrman, CTO at Seriline, states that the same person often can have 3-4 different identities in the same access control system, which makes managing the identities more complicated.

The report AI & Machine Learning in Smart Commercial Buildings – global market prospects from 2020 to 2025" can be ordered under "reports" on www.armedia.se/en



"Smart buildings – a paradise for hackers"

Funding in the smart buildings sector is at an all-time high as the first half of 2021 shows deal values of over 5.1 billion dollars. There is no doubt it is a growing market but at the same time, buying connected technology for use within buildings without properly considering the issue of cyber security is a major concern, according to Memoori.

"Before the IoT revolution, most buildings' systems tended to be self-contained and therefore safe from hackers. This began to change with the introduction of remote management via permanently connected smart sensors. In the past, it was an afterthought. You get Norton 360 and then you move on", says Nick Morgan, Information Security Manager at property investor Derwent London.

A new report from Memoori

The report from Memoori suggests that organisations are buying connected technology without properly considering the issue of

cyber security, even though executives usually are well aware of the risks involved.

"We know that cyber attacks can lead to massive financial and reputational damage, but we still purchase and integrate vulnerable technology. The obvious conclusion

"We know that cyber attacks can lead to massive financial and reputational damage, but we still purchase and integrate vulnerable technology."

to draw from these truths is that cyber security is not that important, at least not to purchasing deci-

sions", says James McHale, founder and CEO of Memoori.

All IoT devices are entry points

William Newton, president and MD of Wirescore, a firm providing digital infrastructure certification for buildings, says: "All IoT devices present possible entry points for hackers. Letting any one of these go unprotected is the digital equivalent of leaving a small window open downstairs when you leave the premises. Everything that's linked to your network – from lighting to the CCTV system to the elevators – needs to be sub-



James McHale, founder and CEO of Memoori.

James McHale thinks that the smart buildings industry has created a paradise for hackers to steal information, maliciously control systems, and cripple entire networks, often with relative ease: "How long can we blame our cyber security problems in buildings on the rapid proliferation of technology before we realise that we are the ones driving that digital transformation? How long can we complain about cyber-attacks when we are the ones installing the door and leaving it open", he concludes.

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Russell Wagstaff, Global Platforms Director Assa Abloy Opening Solutions EMEA:

“Deeper integration of access control will contribute to business success”

In a survey of industry professionals for the **Wireless Access Control Report 2021**, over 90 per cent of respondents noted the importance of integration across building management functions.

“Interoperability is now essential for joined-up security. Security and facility managers want systems which work together seamlessly”, says Russell Wagstaff.

The fact that 90 per cent of respondents noted the importance of integration across building management functions is, while large, hardly a surprise in an increasingly interconnected world. Budget concerns play a role, too. Running systems in parallel, rather than from one integrated control panel, is more expensive and increases errors in data entry and analysis. A single system becomes a more reliable, authoritative record — and therefore makes security auditing easier and more accurate, states Russell Wagstaff, and continues: “Yet despite this, deeper integration of building systems is still at the planning or “to-do list” stage for many companies. The desire for it remains unfulfilled. Why?”

Shared standards better future-proofed

Over a quarter of respondents (27 per cent) to the same survey suggest a lack of available solutions developed to compatible standards. “Standards are key for the momentum behind the shift towards system integration. The migration from proprietary or closed technology to open architecture has likely come as a response to the demand for flexibility from end-users, consultants and systems integrators,” notes the Report.

Russell Wagstaff emphasises, as well as being more flexible, solutions developed to shared

standards are better future-proofed. Standards ensure investments may be made today with confidence that hardware and firmware can be built on seamlessly in the future. Compatible solutions offer greater peace of mind than proprietary solutions which ‘lock customers in’ for the long term.

“On top of this shortage of integration-ready solutions, another quarter of survey respondents (26 per cent) highlighted a lack of integration expertise in general. Fortunately, both of these road-blocks can be removed, with the right choice of solution. Hardware and software integration are two different paths towards the same goal. When end-users match the

“Open platform development dramatically cuts a customer’s dependence on a single supplier, leaving them free to choose the best device for the job.”

application to the right integration strategy, the result is powerful enhancement of building management capability with minimal disruption to their day-to-day business”, he says

Wire-free integration to extend access control

The principal challenge of hardware integration is to do it in a way which enhances – rather than complicates – the way building systems and organisations work. Russell Wagstaff stresses, for



Effective integration extends the reach, power and flexibility of an access control system.

almost any site, expanding coverage of traditional wired locks to more doors can be expensive and disruptive. Installing and integrating wireless locks instead is usually much more cost-effective, because no cabling or invasive building work around the door is needed.

simplify it”, Russell Wagstaff says.

Assa Abloy stresses that wireless, battery-powered cylinders, escutcheons, handles and locks with built-in RFID and mobile credential readers can of course be fitted as a new access control system. They can also extend an existing installation by linking new doors, servers or cupboards to the same security system, without the hassle and expense of electrical cabling.

Efficiency benefits of hardware integration

Russell Wagstaff believes hardware integration makes security management more efficient: When staff use fewer interfaces, less training is required. The job gets done quicker, because systems are familiar. Integration also enhances the experience for building users.

“One credential can open the car park, then the building entrance, and perhaps unlock their laptop, book a meeting room and buy lunch in the café”, he says.

At the Inholland University of Applied Sciences, for example, a

technologies

rolling project to upgrade access control has been ongoing for many years. More than 500 wireless, battery-powered door devices are now deployed at seven separate Inholland campuses. All Inholland's electronic locking devices are integrated with the university's central access system. With a single credential, users unlock all authorised openings managed by the system, whether wired or wire-free doors.

Russell Wagstaff says: "Choosing wireless technology saved the university more than just time. A recent in-house benchmarking study found installer labour costs are over 80 per cent lower for wireless versus wired locks. The operating cost of running battery-powered wireless locks is also much lower than for equivalent wired locks, which rely on mains electricity."

Which standards, which platforms?

According to Russell Wagstaff, the easiest, most cost-effective path to hardware integration is with products developed to agreed standards. Integration-ready standards future-proof any large investment in access control – and most investments in security are large.

In the vast global security ecosystem, multiple standards play an important role. They demand cooperation at the top, in an industry that also thrives on competition. The Open Supervised Device Protocol (OSDP) is deployed across the access industry, including by HID Global. Suited to higher-security applications, including in government, the OSDP supports AES-128 encryption, bi-directional communications and biometric smartcards. Again, interoperability is at the heart of the OSDP's mission.

Another, newer access control standard is also making an impact,

Russell Wagstaff stresses. When asked to assess whether locks should support the OSS Standard Offline (OSS-SO), a majority of professionals polled for the 2018 edition of the Wireless Access Control Report judged it was "very important" (58 per cent). Again, flexibility and future-proofing were mentioned. A huge majority (91 per cent) considered it at least "somewhat important".

With the OSS-SO, offline locks from different manufacturers read access rights from a card and interpret them in the same way. It is possible to bake this standard into firmware for an entire product line: If the firmware already complies with the standard, compatible systems support it already, with no additional integration workload for new products.

"Customers see huge benefits of an open standard like the OSS Standard Offline. Open platform development dramatically cuts a customer's dependence on a single supplier, leaving them free to choose the best device for the job. Open standards offer more frequent opportunities to tender projects, because you are freed from compatibility concerns. Ultimately, that can be a significant cost advantage," said Frederik Hamburg, Chairman of the Open Standards Security Association.

Software integration for comprehensive building control

There is another path to access control integration: via software. Security software can extend the reach or capability of access control just as powerfully as hardware.

Russell Wagstaff says: "To achieve this, access control software can be "plugged in" directly to an existing building or security management platform, making wired or wire-free electronic doors one

node in a larger building control panel. Administrators continue to issue, amend or cancel credentials, including with fine-grained access rules, without leaving their familiar interface."

As buildings are tasked with getting smarter, this exchange of data between integrated systems becomes ever more important. According to one Omdia analyst: "Access control integration is essential to unlocking the potential of higher-level BMS (Building Management System) platform functionality. As more BMS solutions move towards command-and-control-style features, which allow buildings to adjust building management subsystems to respond to individual occupants' actions, the need for access-control integration grows exponentially".

Access control becomes the business software hub

Alternatively, the access control platform itself can expand to manage multiple business processes – HR, support ticketing, financial reporting and more alongside daily access control tasks, for instance.

Running multiple systems may create double or triple the work. This can quickly eat into a staff training budget. Duplicating data entry also increases the chance of errors. Boosting the capability of access management software can transform it into the organisation's "one hub for everything", hosted locally or accessed via a reliable Software as a Service (SaaS) provider, Assa Abloy stresses.

Access control providers, including Assa Abloy Opening Solutions, increasingly focus on software to improve the power and performance of their systems. The data locked inside an access system can help contribute to achieving business goals such as cost savings, improving energy efficiency or



Russell Wagstaff, Global Platforms Director Assa Abloy Opening Solutions EMEA:

meeting sustainability targets.

Better, more integrated software streamlines decision-making, informing it with data drawn from the security system. It also frees security managers from their desk if such data can be made available inside convenient mobile tools. Tailored reporting, smart visualisation and customisable dashboards help security managers generate valuable insights and then share them with decision-makers and stakeholders around the business.

It unlocks the data that an access system generates every hour of every day. This can be a critical resource and a competitive edge in the hunt for improved profitability. It is also freely available. However, integration is approached, when done effectively it helps customers to broaden their access control capability, administer locking more efficiently, and better protect all kinds of premises from increasingly sophisticated threats. Deep integration of access control technologies extends a security manager's capabilities powerfully, but almost totally out of sight. For either a hardware or software-led approach, this is the goal of successful integration", Russell Wagstaff concludes.



Technology and data – the key for large venues to get back to business

Arenas, stadiums and concert halls are starting to resume normal operations in many places in the world. However, delivering an enhanced visitor experience while ensuring safety and security is a challenging aim.

“They will need a comprehensive security strategy to effectively manage the flow of people in and around the premises”, says Joakim Lagerholm, Regional Sales Manager for Genetec.

Most large venues have already deployed digital camera systems, access control systems, license plate readers, and other technologies to monitor guest safety and secure sensitive areas. Those that have integrated all these systems into a unified dashboard are discovering these tools are handy for more than just security.

Use of data

Joakim Lagerholm says that the stadium industry is exploring different ways of combining information from various systems to benefit the customers. Instead of checking physical tickets, many arenas are moving towards contactless electronic “boarding passes”. Integrating ticket information with access to specific areas such as VIP boxes is an example - so that customers can access appropriate zones based on the type of ticket package they purchased.

“When you have an arena that holds 50,000 people, managing flows requires how people walk more than just pasting a few arrows on the floor. Arena managers must look after the entire customer experience, from parking the car, finding their place, to toilet breaks and kiosk visits, and developing new routines to streamline getting from A to B while limiting queues and crowds,” says Joakim Lagerholm.

Minimize queue times

The needs of the visitors may differ depending on the type of event being organised. Audiences at, for example, football and hockey matches want to be able to buy

drinks and snacks at half-time and period breaks. If it is a concert or something else in the same arena, the needs may differ.

“Arenas are looking at how they can combine data from a variety of systems to improve and adapt their customers’ experience. For example, instead of having people queuing for 20 to 30 minutes waiting to scan tickets and go through security checks, others use people-counters in their video surveillance systems to minimize waiting times,” says Joakim Lagerholm, who emphasises that the software can be configured to notify staff if the acceptable number of people is exceeded.

“Then the staff can open another gate or redirect the audience.”

Improves security

Video analysis can also identify in which direction people are moving. It can be useful to warn personnel if, for example, people are moving towards restricted or closed areas, so that security personnel can intervene. The cameras can also be programmed to trigger a security alert if a person enters a specific zone.

“With a robust access control system, electronic tickets and staff access cards can be scanned as they enter or leave specific zones. This is another way of dealing with crowds and improving security by restricting access to certain areas. In the event of a security incident, this data can also be used to identify who was present at a certain place and time,” says Joakim Lagerholm.



Joakim Lagerholm, Regional Sales Manager for Genetec.

The stadium industry is exploring different ways of combining information from various systems to benefit the customers.

Unified security platform

Video surveillance analytics, license plate reading, access control, intercom systems, heat mapping, and other tools are essential tools to gather data on guest behaviour and ensure sensitive areas are secured. What brings it all together is a unified physical security platform.

“With a unified system, venues can more easily sort through all that data to find actionable insights. Look for a unified software solution that allows your team to create multiple dashboards that update in real time, so they can get a clear view of what is happening right now, not just what’s in the rear-view mirror. Realtime mapping is another handy feature to make it easy to get a bird’s eye view of events and visitor behaviour in and around a connected venue,” states Joakim Lagerholm.

“With this approach, security teams can be deployed more efficiently as well. The person in the control room becomes like the maestro of an orchestra. Each team member on the ground can have their part to play, with their own dashboard on a smartphone or tablet to empower them to monitor and respond within their zone”.

More innovation to look forward to

Some arenas also use smartphone apps to help visitors / audiences find more efficient routes through the venue. They can suggest parking spaces that are closer to the zone where they are located, to avoid spending time looking for their place. In some cases, the apps also allow audiences to order food from their place to reduce congestion around kiosks and restaurants.

Joakim Lagerholm believes that there will be more innovation as the systems become more and more integrated.

“Visitors and audiences are not the only ones who benefit from this type of proactive, smart technology-based methods for arena safety. Employees, contractors and suppliers and even the surrounding community can feel safer when they know the arenas are doing everything they can to keep the building and parking spaces safe. For example, arenas can establish emergency call stations around the perimeter so that visitors can easily report problems or call for help if they feel unsafe”, he concludes.



New Stid reader identifies vehicle, driver and pedestrian simultaneously

Stid is a leading manufacturer of access control readers and solutions and has recently announced the release of its Stid Spectre nano reader – which is purported to be a game changer.

As the name suggests, the reader is small in size. It is just a bit taller than an average smartphone. Robert Jansson, Stid's Nordics & Eastern Europe Sales Director, believes the product may revolutionise the parking and security industry when released by the end of this year.

He says: "Stid identification solutions and readers are used in many types of applications. Until now, in our industry, people often regard Bluetooth and BLE technology as technology that is used in smartphones for people access control. UHF technology is often used to identify vehicles entering a parking facility or secured perimeter. We decided to combine these two technologies into one reader."

Vehicles and/or pedestrians

The Spectre nano is equipped both with a Stid Mobile ID-compatible Bluetooth reader and with a powerful UHF reader (UHF EPC1 GEN 2 standard). Stid believes that this compact and robust multi-technology reader will be the perfect automatic identification solution in many access control applications where vehicles and/or pedestrians need to be securely but conveniently identified.

Robert Jansson stresses that the multi-technology reader quickly recognises employees, visitors, vendors, and their vehicles – simultaneously – for smooth, hands-free access control without compromising security.

The outside packaging is as rugged and durable as the technology to ensure the reader can stand

up to harsh environments – everything from shock, heavy rain, and dust, to salt, frost, and fire (IK10 & IP65 certified). Spectre nano also offers customised branding options to seamlessly fit in at a bus station, corporate office, or private community. The technology is very much suited for use in high-security environments.

Drivers hardly need to slow down

"This hands-free reader increases speed of entry for anyone – or anything – on two feet, two wheels, four wheels or a whole fleet. It reads windshield tags, key fobs, cards, smartphones, or wearables using UHF and Bluetooth to leverage end-user preferences for easier adoption. It is also part of the Stid Mobile ID ecosystem, which turns smartphones into virtual cards for both vehicle and pedestrian access control", says Robert Jansson.

Both UHF (read range up to 6 metres) and Bluetooth (read range up to 20 metres) support remote identification.

Robert Jansson says: "Drivers hardly need to slow down. Stid Spectre nano improves security levels and throughput of traffic in a very user-friendly way."

"Two man rule"

Many security managers still worry about vehicles being a potential trojan horse in their access control application. Vehicles and people both are important carriers of access credentials. Robert Jansson stresses that people now do not



Stid Spectre nano reader – as the name suggests, the reader is small in size.



Robert Jansson, Stid's Nordics & Eastern Europe Sales Director.

need to choose between identifying the driver or the vehicle. The vehicle can be identified using UHF and the user can be identified using Stid Mobile ID.

"Security managers can now be certain that criminals will not get access to their secured site using a stolen vehicle. Their access control system can now potentially apply a so-called 'two man rule': only if both the vehicle and the driver are authorised, access will be granted", Robert Jansson says.

Compatible and has EAL5+-certified storage

Stid Spectre nano is compatible with all access control systems worldwide. Many renowned access control systems already use Stid readers to identify people and their vehicles.

Robert Jansson emphasises that Stid designed Spectre nano with easy integration in mind, regardless of the installers' technical expertise or experience with Stid products. All common industry standards regarding interfacing are supported.

"Spectre nano uses OSDP and SSCP protocols and has EAL5+-certified storage. Data authenticity and confidentiality are ensured using encryption methods recommended by worldwide organizations, e.g., ANSSI- & FIPs-compliant. Encrypted, signed credentials provide anti-cloning and anti-replay protection and managers can quickly erase security keys, when necessary", Robert Jansson concludes.



Jaroslav Barton, HID:

“Organisations now see the benefits of using mobile access”

Detektor International met up with Jaroslav Barton, HID Director of Product Marketing, Physical Access Control, Global Regions.

“Organisations are now looking for ways to create a digital experience for employees when it comes to access control”, he says.

How has the pandemic changed the access control market?

“We were the first company to introduce contactless access control solutions and it has been an essential part of our solutions portfolio for a long time. So, from this point of view, there was no difference for HID. I would say that the major change is in the new workplace conditions and how customers and organisations now want to manage them in a different way. During the pandemic, companies have been very cautious, and we have seen an increased interest in new technologies that enable digital methods of operating access control to the premises, for example mobile access rather than plastic RFID cards that have been used traditionally.”

Why?

“The customers have started to realise that mobile access brings them additional benefits – not just high security and convenience for the end users, but it also helps them to maintain the required measures of safely returning to the workplace. Using smartphones, you can operate the door and the readers from a longer distance. There is no need to touch the readers like you need to do with some cards. But, even more importantly is the way that mobile credentials are managed, it is completely different to cards with RFID credentials. If you want to issue a new plastic card – the user needs to come to you, take a picture and you need to print the card for them. You also need to hand over the card to the employee, which requires personal interaction. With mobile credentials, all

this can be managed remotely: you can send the mobile credentials to an employee over internet and he or she can download it. It is done in a secure way, and they can start using it immediately without any personal interaction.”

Which markets are early adopters of mobile access control?

“HID pioneered the mobile access market and we have seen that the adoption is not just by country but more about the type of organisation and how open they are to new technologies. We have seen a huge adoption of HID Mobile Access by technology companies and universities, because they see the benefits of using mobile access and how to issue the credentials. It is much easier and more efficient to issue credentials to a phone when you have 10,000 students enrolling in September, rather than to ask them all to come to the office and get their cards printed. This offers an improved user experience too. And this is what we have seen more recently; organisations wanting to make this process more efficient and to remove physical touchpoints.”

Are smaller companies also adopting mobile access?

“We see adoption across the whole spectrum, from large corporations to small and medium sized organisations. These smaller businesses find other advantages. In a small company, typically employees are not required to wear badges containing a photo ID, because people know each other. So having a personal ID badge is not an



Jaroslav Barton, HID Director of Product Marketing, Physical Access Control, Global Regions.

issue. They simply need the card or the credential to open the door, so for them, using a smart phone is a more natural and easier way to manage the access control on a daily basis.”

Will traditional cards disappear?

“I do not believe the card will disappear, at least not during my lifetime. But the market is moving towards using smart phones and different smart devices like wearables as credentials. We also see many organisations where there is a coexistence between smart phones, mobile access and physical cards.”

The pandemic has made workplaces much more flexible with many people working from home. How is this affecting the access control market?

“The mindsets of the organisations have changed. Before working from home was considered a benefit for the employees, today, it is a necessity for many organisations. I think organisations will be more open to employees working from home for a few days a week and will be looking for ways, how to manage employees more digitally. Secondly, organisations will be looking at how to make their operations more efficient, for example occupancy management. Some companies will

discover that, previously they had 1,000 employees in their offices, and nowadays, maybe that number will be closer to 800 because there will always be some people working from home.”

And that will speed up digitalisation?

“Yes, and one of the next things with digitalisation and mobile access is the advantage of managing the visitors. Until recently, visitors arrived in reception and were queuing at the desk in order to provide their details. If everything is done digitally instead, they can pre-register online in advance, and by using mobile access, they can be sent their mobile credentials to their phone before arriving at the organisation and spend much less time in reception. Another big thing is the combination of access control solutions and indoor positioning and indoor location services. With location services, you can analyse how many people are in the offices and if spaces are used efficiently. During the pandemic, for example, it has helped organisations tell employees, to use a specific floor to keep socially distant. What is more, these systems can automate contact tracing because they know if people have come into contact with someone that has tested positive for Covid.”

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Hikvision adds access control software to Hikcentral portfolio

Hangzhou, China

Hikvision has announced the launch of its Hikcentral Access Control software as a new offering within its signature Hikcentral family; this new solution gives businesses a fast track to effective access control and attendance management.

Inheriting the complete access control and attendance capabilities from the existing Hikcentral Professional, the new software is designed and dedicated for professional access control and time attendance management in an easier and more efficient way. This simplifies security and operations for small and medium businesses, who can integrate the system with their Hikvision access control and intercom products quickly and easily.

With *Hikcentral Access Control*, business customers can experience a

wide range of benefits:

Maximized security with advanced access control

The Hikcentral Access Control software supports a wide range of employee ID credentials, including fingerprints, cards, facial recognition, QR codes and PIN codes, to ensure flexibility and security for employee access authentication. It also includes advanced access security features such as multi-door interlocking, anti-passback, and multi-factor authentication, providing high levels of protection for sensitive areas. Alarms are also triggered in real time when rules are breached, accelerating responses, and minimizing potential losses, damage, and other negative impacts.

Minimized deployment complexity and costs

The new software requires limited hardware processing power. Customers with minimum hardware requirements of i3-CPU and 4 GB RAM can get the software up and

running in minutes.

With Hikcentral software, customers can set rules for access permissions and work shifts quickly and easily. Instructions for doing this are available on the sidebar menu in the portal interface, reducing skills requirements and speeding up the process. When in use, operators can manage the software remotely with a mobile app at any time, from anywhere.

Optimised HR reporting

The Hikcentral software provides detailed attendance reports to support better HR management. These can be exported easily into Excel, CSV or PDF formats, or integrated with third-party payroll systems to streamline HR administration.

Intuitive user interface

The software offers a dynamic view of multiple sites of a building and access control device status based on an interactive E-Map. This allows effective responses to event alarms and



The Hikcentral Access Control software supports a wide range of employee ID credentials.

device anomalies in a timely manner.

The new Hikcentral Access Control is provided free of charge to Hikvision customers with up to 4 access doors, and up to 50 employees for clocking in and out. It can also be scaled quickly and flexibly for larger sites and workforces. Where necessary, it can also be upgraded to Hikcentral Professional – a more sophisticated and versatile software platform – designed for centralised management of a variety of security and business applications, including video security, access control, alarm systems and more, for end-to-end protection of people and assets, and greater operational efficiency. 

HID claims world first in secure mobile ticketing market

Austin, Tx (USA)

HID Global has announced that it is the world's first ticketing solution provider with a software development kit (SDK) that is fully certified and compliant to Calypso HCE standards for secure and convenient mobile ticketing on smartphones.

The certification specifies how to protect ticket data stored in the mobile device's wallet, helping transport operators to effectively fight fraud by preventing tickets from being duplicated, transferred or altered.

"CNA is pleased to issue to the HID Soma Atlas 4Digital

SDK this first certificate of compliance with the security requirements established for the HCE Calypso mobile ticketing application. This solution offers transport operators flexible, fast and secure solutions that comply with the principles of the most stringent mobile security programs," comments *Philippe Vappereau*, CEO of the Calypso Networks Association.

Open standard

Relied on by public transportation networks and cities around the world, Calypso is an open standard for contactless ticketing applications in which Calypso cards and NFC mobile phones are used. The Calypso Host Card Emulation (HCE) standard extends the success of CNA

standards to mobile devices, and the Calypso HCE Security Certification (CHSC) combines a state-of-the-art evaluation methodology with the most stringent requirements of mobile security programmes.

"Following HID's world's first certification for Calypso Light in 2018, this new industry-first milestone positions HID to continue leading the way for public transportation networks to implement next-generation automated fare collection solutions. In addition to delivering advanced security to safeguard against cloning, eavesdropping and other cyber threats, the HID Soma Atlas 4Digital SDK enables easier, more streamlined mobile ticketing" states *Cesare Paciello*, Vice President, Events & Mobil-

ity Solutions with HID Global.

NFC-compliant

Mobile tickets powered by the HID Soma Atlas 4Digital SDK can be used with the near-field communication (NFC)-enabled smartphones, just like any paper or card-based tickets that meet the Calypso standard. The HID SDK also enables transport operators and authorities to greatly expand the range devices that customers can "tap to pay" for travel using Android smartphones and other NFC devices. Additionally, passengers can also use their mobile devices to add funds ("top-up") their Calypso-based transport cards, making it even easier to pay and use public transport, while minimizing physical contact. 

Stid releases all in one reader

Greasque, France

The French access control company **Stid** has launched *Architect Blue*. This combined RFID, NFC and Bluetooth reader has a QR code module to simplify all temporary access control applications.

The Architect QR Code access control offers convenience to temporary visitors and is fully integrated into the global security of an organisation. It improves the efficiency of visitor management for the building/security manager. The QR Code module is designed to ensure successful identification

in all environmental conditions (full sunlight, reflections, etc.).

The QR Code module can be retrofitted to any existing compatible Architect reader.

The multi-technology Architect Blue range makes it easy to manage extensions, upgrades and technology migrations.

Incorporating QR Codes with multiple formats supported (1D & 2D Codes), including QR Code, code 128, Aztec and Datamatrix. QR Codes can be generated by the existing systems/software and used

in paper format or directly on the smartphone (email, virtual cards, etc.)

The device supports Bluetooth, low energy and NFC. The smartphone becomes the access key by eliminating the constraints of traditional access control. The user is able to choose their preferred identification mode and make their access options both secure and much more instinctive.

The new Architect Blue reader supports the latest contactless Mifare Desfire, EV2 chips with



The multi-technology Architect Blue range makes it easy to manage extensions, upgrades and technology migrations.

new data securing systems: Secure Messaging EV2.

Importantly the Architect series has been designed with universal compatibility for all access control systems.

swm

Axis launches 13MP multi-sensor camera

Lund, Sweden

Axis has launched a 13MP multisensor, panoramic camera for complete coverage designed to maximise image usability.

The Axis *P3818-PVE*, a 13 MP multisensor camera offers seamless 180° panoramic coverage and ultra-high resolution images and boasts incredible details up to 30 fps. With seamless stitching across all 3 images, it delivers a coherent-looking image in one single video stream for an effective overview without any stitch in the centre.

This multisensor camera



This new multisensor camera is set for a Q4 2021 release date.

features smart pairing with edge-to-edge technology. For instance, according to Axis, it is possible to add support for audio enabling

you to listen in to transactions or incidents. Additionally, it features built-in cyber security features such as Axis Edge Vault to protect the Axis device ID and simplify authorization of Axis devices on the network.

Key features include a 13 MP multisensor camera with one IP address, 180° horizontal, 90° vertical coverage, seamlessly stitched images, support for audio input, and built-in cyber security features.

This cost-effective product pro-

vides the benefits of three cameras for the price of one. This means fewer cameras are needed to cover large areas.

Furthermore, it offers a wide variety of mounting options – recessed, flush, pendant, or even back-to-back. And, with four preset, adjustable positions it ensures quick and easy mounting on walls, ceiling, or in a corridor.

According to the company, the P3818-PVE is set to be available through Axis distribution channels in Q4 2021.

swm

Genetec's next generation of Sharp V ALPR cameras

Montreal, Canada

Genetec has released its next generation *Autovu Sharp V ALPR* (automatic license plate recognition) camera. This new version has been designed to provide a future-proof fixed ALPR solution that can be deployed anywhere easily. It is built to deliver machine learning-based ALPR and vehicle analytics on the edge, ensuring high performance in all conditions.

Designed for fixed ALPR installations, the new Sharp V can be up and running in minutes, thanks to multiple features like embedded 4G/LTE/ GPS and motorised lenses with zoom and auto-focus. It is ideally suited for a range of

applications, such as monitoring entries and exits, capturing license plates at high speed on city streets and highways, managing off-street parking lots and facilities, as well as covering major city access points for wanted vehicles.

With built-in illuminators, global shutter, and high-resolution sensors, the Sharp V provides crisp, accurate, and greater than full HD images at all times: day or night, in slow local traffic, or on fast highways. Featuring ultra-wide sensors, the updated Sharp V can capture license plates across two lanes of traffic with no loss in accuracy. This means fewer devices are needed to

cover more locations, reducing total cost of ownership.

Featuring Autovu MLC, a powerful onboard machine-learning-based ALPR engine, the new generation of Sharp V goes beyond license plate identification with a full suite of advanced vehicle analytics that includes vehicle classification, colour recognition, travel speed estimation, and direction tracking. The onboard machine learning VPUs (Vision Processing Units) also pave the way for new vehicle characteristics and behaviour analytics, which will be introduced in the future.

"ALPR is an essential part of

many organisations' tool kits. It can be used to gather operational and investigational insights to help solve crimes, enforce parking regulations, and track traffic patterns in dense urban environments," states Stephane Varin, Product Manager, Autovu, Genetec, Inc. "The new Sharp V is easier to deploy, can cover a wider field of view, and provides more data about vehicle identification and behaviour."



The next generation Autovu Sharp V ALPR.

swm

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

IP approval rating for NGCR mullion reader

Wiesbaden, Germany

The **Vanderbilt NGCR Mullion Reader** range has now received an IP66 rating.

Ingress Protection ratings are defined in international standard EN 60529. They are used to define levels of sealing effectiveness of electrical enclosures against intrusion from foreign bodies (tools, dirt, etc.) and moisture.

As a guideline, IP ratings of

between 44 and 65 may be used for indoor and general outdoor use. An IP rating of 67 is the highest achievable level, indicating that the device may be submerged permanently in water at a depth of up to 13 feet. Anything lower than IP44 should only be for use indoors, however. IP66, on the other hand, is typically used for heavy-duty industrial

and waterproof electrical enclosures.

To make the Mullion reader range compliant to IP66, a few hardware changes were undertaken, marked on the packaging label with hardware rev. 08. Customers will notice a small opening at the bottom of the metal housing alongside a new rubber gasket added to the packaging.

IP66 rated devices are typically used for heavy-duty industrial and waterproof electrical enclosures.





Mobotix platform certified SySS cyber secure

Langmeil, Germany



Mobotix 7 platform and the Mobotix Mx6 cameras have been cyber security tested at the SySS test centre in Germany.

The manufacturer-independent **SySS GmbH** has tested and certified the security of the *Mobotix 7* intelligent video platform and *Mobotix Mx6* security cameras. Now the leading institute for penetration tests in Germany has

confirmed the best possible cyber security of Mobotix products and solutions.

During the tests, hardware and software components are subjected to simulated hacker attacks in several scenarios. These correspond to the current cyber attacks, which have recently led to data tapping and data hijacking worldwide. The testers of SySS GmbH are familiar with the recent attack methods on IT systems and research how to prevent the intrusion into digital infrastructures. With this exclusive know-how, SySS GmbH tests IT landscapes and looks for weak-

nesses and security vulnerabilities.

“The renewal of the SySS certificate for our Mobotix 7 platform and our Mx6 camera series confirms our continuous acting. We only offer our customers video systems and solutions that provide the best possible protection – not only for people, facilities, goods, grounds, or buildings but also for the data that our recordings collect,” emphasises Mobotix CTO Hartmut Sprave.

With this news Mobotix aims to assure its customers that they will continue to be protected against cyber attacks. Despite the

decentralised approach, the system is Onvif - and H.264-compliant. Furthermore, all Mobotix products and solutions are integrated into the comprehensive cyber security strategy, whose overall measures are bundled in the Mobotix Cactus Concept.

“From the high-end video system to our software and app offering in the comprehensive video management solutions, we are the reliable, convincing and cyber-secure solution provider in the video surveillance market, with the stringent high demand for best quality,” concludes Sprave. 

Optex launches 12 channel Visual Verification Bridge

Maidenhead, Berkshire (UK)

Optex has expanded the offering of its range of award-winning Intelligent Visual Monitoring Solution with the launch of a new *12-channel Visual Verification Bridge* in Europe and Africa.

The new 12-channel Bridge, powered by Chekt, enables up to 12 ONVIF-compatible cameras and alarms to be managed through a single device, making it ideal for larger sites such as major depots and warehouses with constant activity 24/7. The choice of a four and now 12-channel device gives greater flexibility to customers managing multiple sites with multiple devices.

The Intelligent Visual Monitoring solution gives the ‘power of sight’ to monitored alarm systems, meaning triggered alarms can be

visually verified within seconds and responded to accordingly.

The Optex Bridge is the hardware device (gateway) that is physically connecting the indoor and/or outdoor intrusion sensors or the panic buttons with the IP cameras on site. It can work with any legacy equipment as well as new systems. It provides a complete audit trail of activity and can detect when a camera is not working (i.e. when it has dropped out of the network), and report the fault, thus ensuring security is not compromised.

It communicates via a gated Cloud portal with the Alarm Receiving Centre (ARC) or monitoring station in the appropriate ‘language’, having integrated with all major monitoring software platforms. It will, in effect, work

with virtually any intruder alarm technology, or any alarm device with a relay output and any Onvif camera to deliver one seamless visual verification solution.

Monitoring stations have the ability to provide an easy-to-install and cost-effective visual verification service to residential and commercial sites; the Bridge can be installed and working within the hour. The Cloud-hosted platform also allows a stronger collaboration between the ARCs and the home/business owners by having the ability to share video clips to confirm the alarms while respecting any privacy guidelines through its bespoke privacy feature that only end-users can release.

Ben Linklater, Commercial Director at Optex Europe, says



The 12-channel Visual Verification Bridge.

the new 12-channel Bridge gives more options to both installers and monitoring stations: “Since launching our Intelligent Visual Monitoring solution last year, the demand for visual verification has continued to grow. Most monitored alarm systems are ‘blind’, so the ability to add video and see exactly what is going on has significant benefits. 



Detektor International Award recipients in the access control category:
Jari Valtonen, CEO, Idesco, Driss Merroun, international Sales Manager, HID Global, Tore Brenna, Business Development EAD, Scanbalt, Dormakaba and Marcus Täck, VP Marketing, also Dormakaba.



Detektor International Award recipients in the alarm and detection category
Petter Sundin, Product Manager, Teledyne Flir, Mark Cosgrave, Divisional Manager, Optex and Andreas Silvede, Sr Territory Manager Nordics, Honeywell Security.

The Detektor International Award winners were presented at Sectech

Stockholm, Sweden

The 21st Detektor International Awards prize ceremony took place in conjunction with the Sectech exhibition at the International Stockholm Fair (Stockholmsmässan).

12 award winning companies were celebrated during the informal gathering that ended the first exhibition day. And they all seemed happy – of course because of the recognition that this award means to them, but due

to the fact that the ceremony could actually physically take place physically place. More than one and a year and a half of pandemic restrictions have created a need to meet and greet in the security industry, just as anywhere else.

– It was such a joy to finally organise Sectech and to host a reception to celebrate the Detektor International Award winners. So much positive energy, says Lennart Alexandrie, founder of AR Media International, and publisher of the security technology trade magazine Detektor International.



Detektor International Award recipients in the IoT Security category:
Björn Admés, Sales and Marketing Manager Nordic, Bosch Security, Hans Nottebed, CEO and Founder, Vourity, Stefan Albertsson, CEO, Addsecure.



Detektor International Award recipients in the video surveillance category:
Tonny Frederiksen, Sales Director for Nordic, Baltic, BeNeLux & Eastern Europe, Mobotix, Daniel Persson, Country Manager Sweden, Vanderbilt Industries and Jimmy Ek, Nordic Sales Manager, Axis Communications.

Detektor International Award 2021

– here are the winning products and solutions

Stockholm, Sweden

Twelve manufacturers were awarded – eight of them received the “Innovative Achievement Award” 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 recipients of the Detektor International Award 2021 are presented below.



ID & Access Control

The overall winner 2021

Signo Biometric Reader 25B from HID (USA)



A biometric reader that captures fingerprint images from both the surface and the sub-surface of the skin. It provides the ability to read fingerprints of all types, including those that are hard-to-read where people have wet, dry, dirty, or worn fingerprints. It also prevents spoof attempts at leveraging fake fingers or latent fingerprints.

THE JURY'S MOTIVATION: “HID Global has once again developed a clearly winning concept through this performance-enhanced fingerprint authentication reader and its approach to access control in real-world environments.”

The Innovative Achievement Award 2021

Dormakaba DKey from Dormakaba (Switzerland)
Idesco ID from Idesco (Finland)



Dkey are smart hybrid locks where the users choose whether they want to lock using their smart phone or with a regular key. In the lock housing, there is a battery-powered lock that communicates with the mobile phone via Bluetooth. In the app, the user can create, share, and manage digital keys and set up automatic unlocking.

THE JURY'S MOTIVATION: “Smooth, smart and customer oriented – Dormakaba dKey is a brilliant example of the company's ability to create excellently designed products, based on true market demands.”



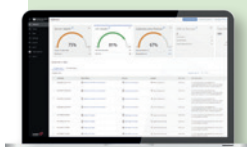
Idesco ID is a service helping you to start using mobile phones as access cards in your access control system. It supports integrating mobile identification seamlessly to your own system and supports managing and sending mobile credentials to users' phones directly from your own system.

THE JURY'S MOTIVATION: “Idesco ID – allows customers to manage and send mobile credentials directly from their own access control systems to the users' phones. A solid contribution to the increasing use of mobile credentials in this technology field.”

Video Surveillance

The overall winner 2021

Razberi Monitor from Vanderbilt (USA)



A cloud-based software platform that monitors and manages all the components of the system, like servers, storage, cameras, and other networked security devices – for both cyber security and system health. It provides proactive protection as early warning can be issued if something is not right in the security system.

THE JURY'S MOTIVATION: “This cloud-based software solution for monitoring and managing all components of a security system is a true game changer. It proves Vanderbilt's outstanding capacity to transform market demands into superior real-life solutions.”

The Innovative Achievement Award 2021

S74 – from Mobotix (Germany)
Axis Q6315-LE from Axis Communications (Sweden)



S74 is an AI-supported IoT camera that has four modules which means that optical, thermal, and other functional sensors can be combined in the same camera. The modules are equipped with cables that are up to three metres long and can be connected simultaneously in several directions, around corners or in different rooms – indoors and outdoors.

THE JURY'S MOTIVATION: “With this AI-supported IoT camera – offering optical, thermal and other functional sensors to be combined in one single unit – Mobotix shows its remarkable capability to respond to important market demands.”

Axis Q6315-LE is a high-speed PTZ camera with 31x optical zoom, laser focus that offers OptimizedIR up to 250 metres as well as Lightfinder 2.0 for clear, sharp overviews and excellent details in demanding light conditions, like in parks. And Axis Object Analytics lets you detect and classify humans and vehicles.

THE JURY'S MOTIVATION: “This intelligent and feature-rich PTZ camera of absolute world class emphasises once again Axis' important role as an innovator in the security industry.”





The first prize winners at Detektor International Award-ceremony in Stockholm: HID (Driss Merroun), Optex (Mark Cosgrave), Vourity (Hans Nottebed) and Vanderbilt (Daniel Persson).

IoT Security Products

The overall winner 2021

Vourity POS 3 – from Vourity (Sweden)



An “all-in-one” Point of Service terminal for, for example, unmanned sales, payment, access control and booking. It is certified for payment with standard credit cards and handles mobile payment methods, is cloud-based, open and customisable with standardised hardware that downloads software modules based on the customer’s needs.

THE JURY’S MOTIVATION: “This open cloud-based, scalable and user-friendly Point of Service terminal is a perfect match for today’s need for processing unmanned sales, payments, access control and booking. Absolutely a winning response to the market’s demand for ROI in security investments”

The Innovative Achievement Award 2021

Addsecure Inside from Addsecure (Sweden)

Inteox – from Bosch Security (Germany)



Addsecure Inside provides alarm transmission directly from control panel into Addsecure infrastructure, which saves time and money by reducing the need for software and on-site service. It offers single path IP connection from panel ETH-port and single path 4G and dual path connection via panel manufacturer 4G module or integrated terminal.

THE JURY’S MOTIVATION: “This solution for secure monitored alarm transmission and critical IoT communication brings the security industry to a new level and confirms Addsecure’s importance as a pioneering force on the market”



Inteox is an open camera platform that combines built-in intelligent video analytics from Bosch with excellent performance. With a commonly used open operating system, app developers, system integrators and other partners are

given the opportunity to take advantage of the built-in intelligence and capacity by easily being able to develop customer specific apps.

THE JURY’S MOTIVATION: “By creating this open camera platform with built-in intelligent video analytics, Bosch Security has once again confirmed and strengthened its market leading role in the video surveillance industry.”

Alarm & Detection

The overall winner 2021



Redscan Pro Lidar from Optex (Japan)

A laser detection sensor for smart perimeter surveillance of large areas. It offers accurate intruder detection to a range of 50m x 100m and creates rectangular as opposed to circular (fan-shaped) detection patterns and there are no unnecessary overlaps, providing great coverage for virtual wall applications such as façade and fence protection, and for virtual planes to cover open areas, ceilings and roofs.

THE JURY’S MOTIVATION: “With this impressive laser detection sensor, Optex has created a clearly winning concept and truly strengthened its position as an innovation leader in the security industry”

The Innovative Achievement Award 2021

Maxpro Intrusion from Honeywell Security (USA)

Flir A500f /A700f from Teledyne Flir (USA)



Maxpro Intrusion is a cloud integrated intrusion and access control system solution that provides a unique multi-site experience through intuitive user interfaces, both physical and software. It is integrated internally with

access control and with video surveillance via the cloud. Two-way communication 24/7 is standard and it is at the absolute forefront in terms of cyber security.

THE JURY’S MOTIVATION: “Honeywell Security shows solid commitment to the cloud concept with this impressive, integrated, scalable and flexible security system solution.”



Flir A500f and A700f ruggedised thermal cameras feature high-temperature detection for extreme environments paired with on-camera analytics and alarm capabilities ideal for industrial early fire detection or outdoor condition monitoring applications. They offer thermal imaging capability with a resolution of 464 x 348 and 640 x 480 pixels and can quickly identify heat anomalies.

THE JURY’S MOTIVATION: “These intelligent ruggedised thermal cameras – offering high-temperature detection for extreme environments – take advanced surveillance to new heights and demonstrate Teledyne Flir’s brilliance in developing useful and important security solutions.”



THE OVERALL **WINNER**

ALARM & DETECTION



REDSKAN Pro LiDAR

The jury's comment:

"With this impressive laser detection sensor, Optex has created a clearly winning concept and truly strengthened its position as an innovation leader in the security industry."

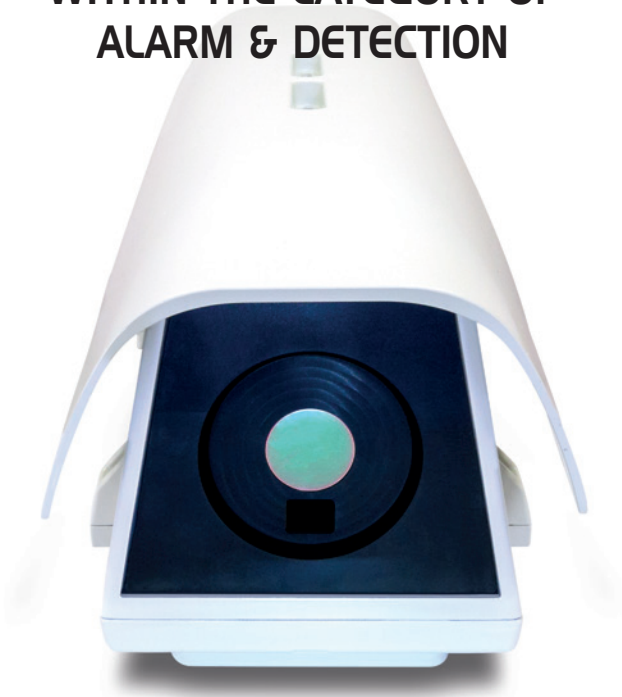


www.optex-europe.com



Innovative Achievement 2021

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



Flir A500f / A700f

The jury's comment:

"These intelligent ruggedised thermal cameras – offering high-temperature detection for extreme environments – take advanced surveillance to new heights and demonstrate Teledyne Flir's brilliance in developing useful and important security solutions."

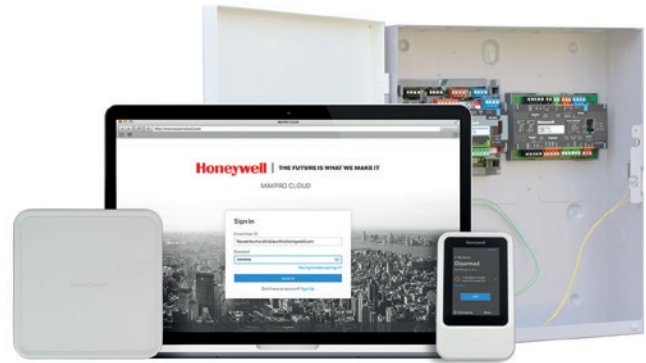


www.flir.com



Innovative Achievement 2021

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



Maxpro Intrusion

The jury's comment:

"Honeywell Security shows solid commitment to the cloud concept with this impressive, integrated, scalable and flexible security system solution."



www.security.honeywell.com



**THE OVERALL
WINNER**
ID & ACCESS CONTROL



HID Signo™ Biometric Reader 25B

The jury's comment:

"HID Global has once again developed a clearly winning concept through this performance-enhanced fingerprint authentication reader and its approach to access control in real-world environments."



www.hidglobal.com



Innovative Achievement 2021

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



dormakaba dKey

The jury's comment:

*"Smooth, smart and customer oriented
– dormakaba dKey is a brilliant example of the
company's ability to create excellently designed
products, based on true market demands."*

dormakaba 

www.dormakaba.com



Innovative Achievement 2021

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



Idesco ID

The jury's comment:

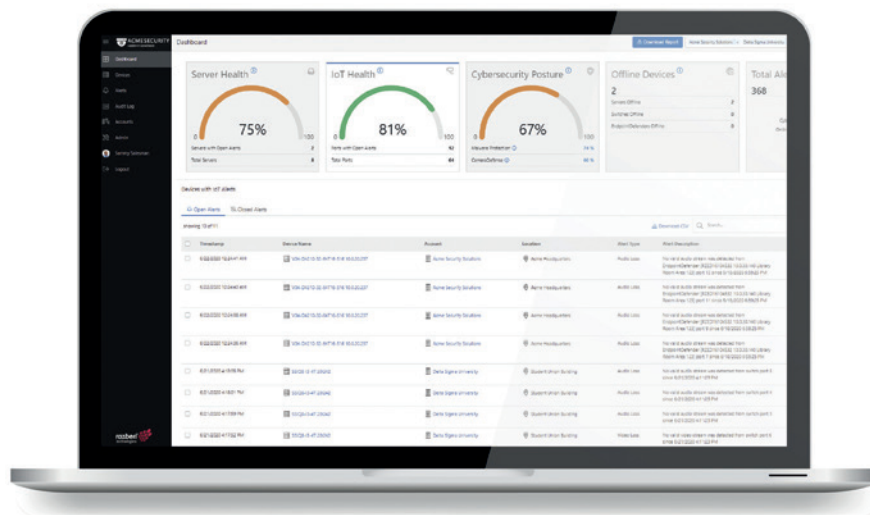
*"Idesco ID – allows customers to manage and
send mobile credentials directly from their own
access control systems to the users' phones.
A solid contribution to the increasing use of
mobile credentials in this technology field."*

 **IDESCO**

www.idesco.fi



THE OVERALL **WINNER** VIDEO SURVEILLANCE



Razberi Monitor

The jury's comment:

"This cloud-based software solution for monitoring and managing all components of a security system is a true game changer. It proves Vanderbilt's outstanding capacity to transform market demands into superior real-life solutions."

VANDERBILT comnet
ACRE Brands

www.vanderbiltindustries.com



Innovative Achievement 2021

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



AXIS Q6315-LE

The jury's comment:

"This intelligent and feature-rich PTZ camera of absolute world class emphasises once again Axis' important role as an innovator in the security industry."

AXIS[®]
COMMUNICATIONS

www.axis.com



Innovative Achievement 2021

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



S74

The jury's comment:

"With this AI-supported IoT camera – offering optical, thermal and other functional sensors to be combined in one single unit – Mobotix shows its remarkable capability to respond to important market demands."

MOBOTIX

www.mobotix.com



THE OVERALL
WINNER
IoT SECURITY



Vourity POS 3

The jury's comment:

"This open cloud-based, scalable and user-friendly Point of Service terminal is a perfect match for today's need for processing unmanned sales, payments, access control and booking. Absolutely a winning response to the market's demand for ROI in security investments."



www.vourity.com



Innovative Achievement 2021

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



INTEOX

The jury's comment:

"By creating this open camera platform with built-in intelligent video analytics, Bosch Security has once again confirmed and strengthened its market leading role in the video surveillance industry."



BOSCH

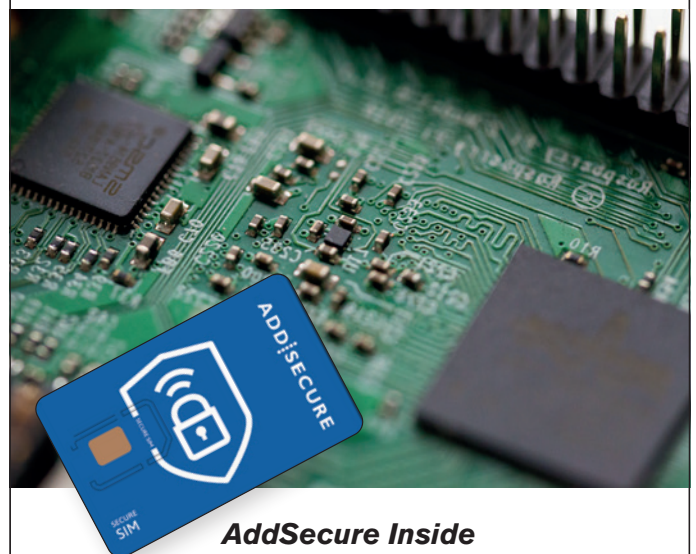
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www.boschsecurity.com



Innovative Achievement 2021

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



AddSecure Inside

The jury's comment:

"This solution for secure monitored alarm transmission and critical IoT communication brings the security industry to a new level and confirms AddSecure's importance as a pioneering force on the market."

ADD:SECURE®

www.addsecure.se

The event guide

November

22–24 November **Sicurezza – Milano, Italy**

Venue: fieramilano
Organiser: Fiera Milano S.p.A
Tel: Paolo Pizzocaro
Email: paolo.pizzocaro@fieramilano.it
Website: www.sicurezza.it/

24–25 November **SicherheitsExpo – Munich, Germany**

Venue: MOC Munich
Organiser: NETCOMM GmbH
Tel: +49 (0)89-88 94 93 70
Email: info@SicherheitsExpo.de
Website: www.sicherheitsexpo.de

30 November–2 december **Secutech Thailand – Bangkok, Thailand**

Venue: Bangkok International Trade & Exhibition Center (BITEC), Bangkok
Organiser: Messe Frankfurt New Era Business Media (MFNE)
Tel: +886 2 8729 1099 ext 531
Email: Israel.gogol@newera.messefrankfurt.com
Website: www.secutechthailand.com

December

1–2 December **Sectech Denmark – Copenhagen, Denmark**

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

January 2022

16–18 January **Intersec – Dubai, United Arab Emirates**

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

18–20 January **Perimeter Protection – Nurnberg, Germany**

Venue: Exhibition Centre Nuremberg
Organiser: Nurnberg Messe GmbH
Tel: +49 911 8606 8499
Email: perimeter-protection@nuernbergmesse.de
Website: www.perimeter-protection.de/en

March 2022

9–10 March **Sectech Norge – Lilleström, Norway**

Venue: Norges Varemesse
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Email: deniz.baykal@armedia.se
Website: www.sectech.nu
Visit AR Media at Sectech Norge

13–18 March **Intersec Building – Frankfurt, Germany**

Venue: Frankfurt am Main
Organiser: Messe Frankfurt Exhibition GmbH
Tel: +49 697575-0
Email: intersec-building@messefrankfurt.com
Website: www.intersec-building.com

22–25 March **ISC WEST – Las Vegas, United States**

Venue: Sands Expo
Organiser: Reed Expo
Tel: +1 203 840 5602
Email: inquiry@isc.reedexpo.com
Website: https://www.iscwest.com/

April 2022

7 April **#TrygghetNu – Stockholm, Sweden**

Venue: Clarion Hotel Stockholm
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Email: deniz.baykal@armedia.se
Website: www.trygghetnu.se
Visit AR Media at #TrygghetNu

15–17 April **Securex Poland – Poznań, Poland**

Venue: MTP Poznań EXPO
Organiser: MTP Group
Tel: +48 (0)61 8692000
Email: securex@grupamtp.pl
Website: www.securex.pl/en

27–29 April **Secutech – Taipei, Taiwan**

Venue: Venue: Taipei Nangang Exhibition Center
Organiser: Messe Frankfurt
Tel: +886 2 8729 1099
Email: services@secutech.com
Website: secutech.tw.messefrankfurt.com/taipei/en.html

May 2022

10–12 May **Securex West Africa 2021 – Lagos, Nigeria**

Venue: Landmark Centre
Organiser: Montgomery Group
Tel: +44 (0) 20 7886 3048
Email: ben.dale@montex.co.uk
Website: www.securexwestafrica.com/

17–19 May **IFSEC 2022 – London, United Kingdom**

Venue: ExCeL London
Organiser: Informa PLC
Tel: +44 (0)20 7921 8166
Email: ifsecustomerservice@informa.com
Website: https://www.ifsecglobal.com/event/en/home.html

31 May–2 June **Eliaden – Lilleström, Norway**

Venue: Norges Varemesse
Organiser: Eliaden
Tel: +47 23087700
Email: post@eliaden.no
Website: www.eliaden.no/

31 May–2 June **Securex South Africa – Johannesburg, South Africa**

Venue: Venue: Gallagher Convention Centre
Organiser: Montgomery Group
Tel: +27 10 003 3082
Email: zeldaj@specialised.com
Website: www.securex.co.za/

June 2022

20–25 June **INTERSCHUTZ – Hannover, Germany**

Venue: Hannover Exhibition Grounds
Organiser: Deutsche Messe
Tel: +49 5118931404
Email: info@tradefairagency.se
Website: www.interschutz.de/en/

August 2022

24–26 August **Intersec Buenos Aires – Buenos Aires, Argentina**

Venue: La Rural Trade Center
Organiser: Messe Frankfurt Argentina
Tel: +54 11 4514 1400
Email: intersec@argentina.messefrankfurt.com
Website: www.intersec-buenos-aires.ar.messefrankfurt.com/buenos-aires/en.html

29 August – 1 September **Defense & Security 2021 – Bangkok, Thailand**

Venue: IMPACT Exhibition and Convention Center
Organiser: GML Exhibition (Thailand) Co., Ltd.
Tel: +66 (0) 2036 0500
Website: www.asiandefense.com

September 2022

13–15 September **Intersec Saudi Arabia – Riyadh, Saudi Arabia**

Venue: Riyadh International Convention & Exhibition Center (RICEC)
Organiser: Al-Harithy Company for Exhibitions (ACE)
Tel: +971 4 389 4500
Email: intersec-KSA@uae.messefrankfurt.com
Website: www.intersec-ksa.com

20–23 September **Security Essen – Essen, Germany**

Venue: Essen Fair venue
Organiser: Messe Essen
Tel: +49 (0)201 72 44-524
Email: julia.jacob@messe-essen.de
Website: https://www.security-essen.de/impetus_provider/

October 2022

25–27 October **Skydd – Stockholm, Sweden**

Venue: Stockholmsmässan
Organiser: Stockholmsmässan
Tel: +46 8 749 4100
Email: info@stockholmsmassan.se
Website: www.skydd.net
Visit AR Media at Skydd

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- **Ultra-long distance transmission**

With Tri-X and CAM-X wireless technologies

- **Ensures the stability of communication**

Dual RF chips design

- **Intrusion verification as a service**

IPC and PIRCAM supported

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Flexible linkage with other Hikvision devices

- **Prevents missing reports**

Dual SIM cards design



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