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International

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An industry in transformation

The security technology market

The video surveillance market grows from \$53.7 billion in 2023 to over \$83 billion by 2028

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Updated Video API platform from Eagle Eye

**Interview with Alexander Holmström
- the Global Sales Director of Acre**

SPECIAL EDITORIAL FEATURE:

**INTELLIGENT SECURITY SYSTEMS
- opportunities, risks, and challenges**

SPECIAL EDITORIAL FEATURE:

**SMART BUILDINGS & ACCESS CONTROL
- smart buildings drive the Access Control market growth**



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Lennart Alexandrie, Publisher

An industry in transformation

Security technology development is moving at breakneck speed and with the progress comes dynamic effects – changing demands from end users and certainly new conditions for security system suppliers to adapt to. There is no way around it. The digitalisation revolutionises the security industry, just as it revolutionises any other industries. This means that most security companies need to prepare – reconsider their business models and most likely increase their investment in IT-competence.

The physical security technology industry did not emerge from the IT industry. It was formed in a time when all electronics were analogue. The first network-based surveillance camera was launched in 1996 by Axis. And it took another ten years before IP-cameras were getting real traction.

Now, it is 2023 and the digitalisation is in full swing. The biggest technology megatrends are artificial intelligence (AI), cyber security, cloud solutions and open platforms. And the overall business trend is service offerings rather than commodity sales. What we see is the beginning of a total transformation of the market.

But, even if the technology is in place, are the security industry players ready to deliver technology solutions based on IP-technology and Security as a Service business models?

Of course, there are system integrators which are in phase with the technology, but in general the answer is no. Today's security systems are IT-systems and they should be treated as such, and that is not always the case.

To educate and recruit IT-skilled technicians is crucial for the survival of many companies. It is not just about installing; it is about designing the solution and it is about being able to communicate with the end user's IT-management. And of course, it is about securing installations from cyber-attacks and to make sure they are compliant with the current EU-legislations, such as GDPR and possibly the ones to come, like NIS2 and CER.

Consequently, the increasing cyber security threat needs to be addressed and to secure the interests of end users, the security industry needs

to establish or point out existing standards and norms, which competent and serious system suppliers can be certified to. This way end users are given the chance to choose a supplier who can document their expertise.

The trend towards open platforms is encouraged by the cyber security concerns and the existing and coming EU-legislations. Using open platforms is necessary to keep up with legislations over time. With a single source system, e.g., a proprietary system, the end user is dependent on the manufacturers supply of products and services, which is not ideal. However, the strongest driver for open systems is the market's need for flexibility, integration, and interoperability.

Another challenge for many companies in the security industry is to adapt to Service-based business model. The process towards Security as a Service has taken a long time to establish, but now – with the growing adoption of cloud solutions – it seems to be taking off. Manufacturers of security systems are driving this development as they offer their cloud solutions as a subscription service to their partners (installation companies and system integrators), which in their turn can offer it to their customers, the end users. With the cloud solution's online portal, the retailing company can easily manage customers. This way the Security as a Service-business model has become possible to handle even for smaller installation companies.

The increasing demand for AI-powered video surveillance among end users has been one of the factors behind the growth of cloud solutions. The data collecting cameras make surveillance much more efficient and proactive, but they can also add values that support customers' ambitions to streamline operations, work sustainably, save energy costs, and contribute to increase profitability.

Digitalisation is a blessing for the security industry as it offers opportunities to increase the precision of security systems, and furthermore to enrich the offers with value-added services beyond security. But to serve the end user's best interest, the supplier chain must dedicate resources to succeed with the transformation that the new digital era demands.



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Global sales director, Acre International:

"The challenge now is the uncertainty surrounding the global economic situation"

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Detektor International Award 2023.

This year's recipients of the coveted Detektor International Awards includes companies from Japan, Sweden and the USA. Find out more inside.

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Improve security and optimize business performance with Axis solutions.



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Increasing demand for video surveillance to protect people

New research from Omdia has found that 51% of leading CSOs are already using video surveillance systems for facility safety applications. This response rate increased to 89% when CSOs were asked whether they expect to be using video surveillance for this application in three years' time. 49% of respondents stated that people safety functionality is currently supported by their video surveillance system.

London, UK

The findings are part of an Omdia research report titled "Chief Security Officer (CSO) Insights" which covers topics across three chapters, including: Physical security budgets; Security priorities, drivers & decision makers; and, Physical security technology.

Insights from 163 CSOs

Omdia has partnered with the ISMA to provide this unique insight into the opinions of currently practicing CSOs. ISMA is a global not-for-profit organisation

that brings together senior security executives to share knowledge, best practices, and experiences in the field of corporate security management. The report provides insights from 163 ISMA members.

Many reasons to use video surveillance

In a comment Niall Jenkins, Principal Consultant at Omdia, emphasises that video surveillance is an increasingly flexible solution for CSOs.

"It can be used to support

facility safety with applications such as video fire alarms. It can also be used in people safety applications, for example, providing virtual guarding to protect remote employees," he states.

"According to the research, operational management, such as the monitoring of staff activity, and operational efficiency for process optimisation, are other functionalities that will be important use-cases for video surveillance in the future," adds Niall Jenkins.

Integration and AI top priorities

The report also explores which features or functionality respondents would most like included in their future security solutions. 72 percent of CSOs stated that integration across security systems was one of their top three priorities. Artificial intelligence was the second most common response with 56 percent of respondents.



The majority of CSOs would like to see more integration across their future security solutions.

Cyber security - lower priority

At the other end of the scale, frictionless interaction, including haptics and audio control, as well as wireless networking, were the least common responses. Given the broad impact of cyber security, it also ranked relatively low with only 17 percent of respondents stating it was a top priority. This could be due to IT leaders having primary responsibility for cyber protection.

The physical security market reaches sales of 110.2 billion US dollars in 2023

In a newly published report by Marketsandmarkets, the global physical security market size is projected to grow from USD 110.2 billion in 2023 to USD 136.9 billion by 2028 at a CAGR of 4.4% during the forecast period.

Northbrook, IL (USA)

Marketsandmarkets' analysts suggest that growth in the use of IP-based cameras for video surveillance and the rise in instances of malicious activities and security breaches to physical systems are driving the growth of the physical security market. Adversely, there are also difficulties in addressing the complexity of advanced threats, which may also hinder market growth.

Managed services

Effective management of business processes in contemporary corporate contexts requires the adoption of proven approaches across organisations. Organisations are forced to outsource some tasks

since maintaining internal services requires more time, there aren't enough resources, and it costs more money. Managed service providers offer to guarantee the protection of important corporate data as well as the efficiency of business processes. Customers are assisted by managed service providers to maintain their hardware, software, physical security systems, and solutions up to date with the most recent improvements. Customers' internal capacities are increased when MSPs protect their physical assets and IT system assets.

ACaaS shows market strength

Access Control as a Service (ACaaS)

is a cloud-based, service-oriented architecture that supports access control models in new-age operating systems. It integrates cloud-hosted and managed solutions with various on-site access control systems. The demand for ACaaS is rising across verticals because of its distinguishing characteristics, such as remote management, scalability, real-time control, data security, and secure communications. The importance of access control lies in its ability to bolster the overall security posture of an organisation, providing a flexible and scalable solution to meet specific needs, enhance operational efficiency, and ensure the safety of personnel and valuable assets.

Asia Pacific strongest region

Due to the region's rising crime rate, physical security solutions are quickly gaining popularity across Asia and the Pacific. Security-related worries are becoming more

prevalent, particularly in China, Malaysia, Australia, and India. Therefore, the government of several of these nations is encouraging the implementation of physical security measures to manage such a circumstance, states Marketsandmarkets.

Smart cities - a growth factor

Governments in the Asia Pacific are investing a significant portion of their federal budgets in developing security tools, which is expected to drive the adoption of physical security solutions. Moreover, the region is witnessing the large development of smart cities. Countries such as China have invested heavily in smart city programmes, and according to Marketsandmarkets, it is planning to spend USD 39 billion on smart cities. Smart cities heavily rely on physical security solutions, which is also driving the physical security market in the region.

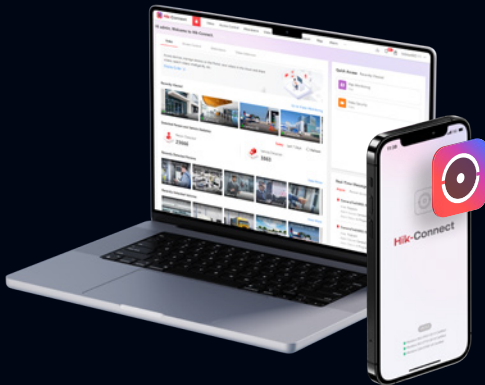


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The global video surveillance market

– grows from \$53.7 billion in 2023 to over \$83 billion by 2028

The global video surveillance market is expected to be valued at USD 53.7 billion in 2023 and is projected to reach USD 83.3 billion by 2028, according to the latest research produced by Marketsandmarkets.

Northbrook, IL (USA)

The sector is expected to grow at a CAGR of 9.2% from 2023 to 2028. Growing security concerns, the embrace of smart city projects, increasing demand for analytics, and advancements in AI-driven video analysis collectively fuel the video surveillance market.

Software shows strong growth

The analysts suggest that the software segment in the video surveillance market is projected to exhibit the highest compound annual growth rate (CAGR) due to several factors. Firstly, advancements in artificial intelligence (AI) and machine learning (ML) have led to the development of sophisticated video analytics software, enhancing the capabilities of surveillance systems. Secondly, the increasing integration of video surveillance with other technologies such as IoT and access control

necessitates robust software solutions. Moreover, the demand for real-time monitoring, data analysis, and remote access drives the adoption of software platforms. The innovations in cloud-based solutions further boost the growth potential of the software segment in the video surveillance market.

IP video dominates

The significant growth of IP video surveillance systems can be attributed to various factors. IP cameras offer higher image quality and advanced features compared to analogue alternatives, aligning with the shift towards digital technology. Additionally, the integration of video surveillance into the Internet of Things (IoT) framework enhances overall security and operational efficiency through seamless data sharing. The ability to provide remote access and real-time monitoring

meets modern security demands, while the incorporation of AI-powered analytics further bolsters threat detection and response capabilities.

Infrastructure – a growth market

The infrastructure vertical in the video surveillance market is positioned for the largest CAGR due to the escalating need for advanced security solutions in urbanisation and smart city initiatives. Critical infrastructure like transportation hubs, utilities, and public facilities demand robust surveillance systems to ensure safety and operational efficiency. Growing investments in infrastructure modernisation, particularly in both developed and developing regions, drive the adoption of video surveillance technologies. Regulatory mandates for increased security measures in critical facilities further contribute to the rapid expansion of this vertical.

Geographical strength in Asia Pacific

Rapid urbanisation, particu-



Photo: Joseph Mucir / Pixabay
The global video surveillance market is expected to be valued at USD 53.7 billion in 2023.

larly in countries like China and India, drives the demand for robust security measures across various sectors. Concurrently, the escalating security concerns in both developed and developing economies fuel the adoption of advanced video surveillance technologies. The region's increasing investments in smart city initiatives further amplify the integration of surveillance systems for enhanced safety and efficient urban management. Moreover, technological advancements, including AI-powered analytics, find strong footholds in the Asia Pacific, contributing to the prominence of Asia Pacific in the global video surveillance market.

Gartner forecasts AI chips revenue to more than double by 2027

Semiconductors designed to execute artificial intelligence (AI) workloads will represent a \$53.4 billion revenue opportunity for the semiconductor industry in 2023, an increase of 20.9% from 2022, according to the latest forecast from Gartner, Inc.

Stamford, Ct, USA

“The developments in generative AI and the increasing use of a wide range AI-based applications in data centres, edge infrastructure and endpoint devices require the deployment of high performance graphics processing units (GPUs) and optimised semiconductor devices. This is driving the production and deployment of AI chips,” states Alan Priestley, VP Analyst at Gartner.

Double digit growth

AI semiconductor revenue will continue to experience double-digit growth through the forecast period, increasing 25.6% in 2024 to \$67.1 billion. By 2027, AI chips revenue is expected to be more than double the size of the market in 2023, reaching \$119.4 billion.

Many more industries and IT organisations will deploy systems

that include AI chips as the use of AI-based workloads in the enterprise matures. In the consumer electronics market, Gartner analysts estimate that by the end of 2023, the value of AI-enabled application processors used in devices will amount to \$1.2 billion, up from \$558 million in 2022.

Custom designed AI replace discrete GPUs

The need for efficient and optimised designs to support cost effective execution of AI-based workloads will result in an increase in deployments of custom-designed AI chips.

“For many organisations, large scale deployments of custom AI chips will replace the current

predominant chip architecture – discrete GPUs – for a wide range of AI-based workloads, especially those based on generative AI techniques,” comments Allan Priestley.

Generative AI

Generative AI is also driving demand for high-performance computing systems for development and deployment, with many vendors offering high performance GPU-based systems and networking equipment seeing significant near-term benefits. In the long term, as the hyper-scalers look for efficient and cost-effective ways to deploy these applications, Gartner expects an increase in their use of custom-designed AI chips.

Over 62,000 cameras installed in Bangkok in 2022

According to the latest findings from 6wresearch, the government in Thailand is planning to install more video surveillance cameras to reduce the crime rate in Thailand. More than 62,000 security cameras were installed in Bangkok alone in 2022 to strengthen the security in the city.

Bangkok, Thailand and New Delhi, India

Based on these findings and other aspects of their research, analysts at 6wresearch are predicting that Thai video surveillance market revenues are projected to grow at a strong CAGR of 12.7 percent during the period 2023-2029.

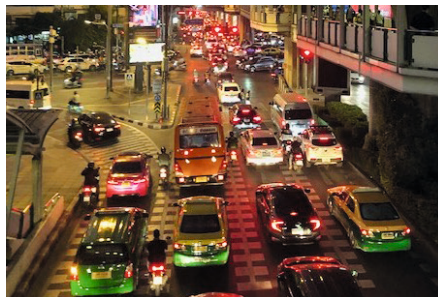
As one might expect, in 2020 the Thai video surveillance market witnessed a decline, owing to various restrictions imposed by government causing a halt in the construction sector as the pandemic negatively impacted the construction market due to factors such as delay in projects, labour shortage, supply chain delay and increased material costs. Around 290 large scale government projects were vastly affected with the total value of 6.6 billion US dollars.

2023 growth 5 percent

However, the market has returned to its growth trajectory in 2022 and 2023 as after the contraction it grew at 4 percent in 2022 and is expected to grow at 5 percent in 2023, owing to robust demand from home improvement and renovation in the residential sector and new hotel room openings along with huge urbanisation in form of smart cities across the country.

Focus on smart cities

And now, the research shows that the Thai government has come up with a concept of smart cities. In the year 2022 they had 15 smart cities all over the country, with an agenda to have one of their Thai smart cities in the list of the world top 10 smart cities by 2037. Two of the key aspects of these new smart cities are Smart Environment and Smart Governance, in order to increase security and safety for its citizens and foreigners visiting the country.



In 2022 within Bangkok only, 62,000 security cameras were installed across 50 districts to ensure high safety and security.

IP-technology shift and tourism drives the market

Transition towards IP surveillance technology is also spurring the demand for video surveillance systems principally in hotels and several convenience stores, shopping malls and outlets. Also, rising tourism industry propelling growth in hospitality and commercial sector in Thailand will increase the requirement for video surveillance market in Thailand especially in major urban cities such as Bangkok, Pattaya, Phuket and others.

62,000 cameras in Bangkok

By components, video surveillance cameras garnered the maximum revenue share on the back of the new government initiative to install security cameras. The provincial government of Phuket city in 2022 installed around 120 security cameras, 37 license plate capture systems and 31 general video surveillance systems. In 2022 within Bangkok only, 62,000 security cameras were installed across 50 districts to ensure high safety and security, according to the analysts' findings.

Investments in infrastructure projects

Ravi Bhandari, Research Head, at 6wresearch, said: "In Thailand, the video surveillance market, government and transportation vertical along with the hospitality and health care sector should witness a fast growth rate in the future on the back of government projects for infrastructure development such as U-Tapao International Airport, Laemchabang Seaport, Maptaphut Seaport and other tourism development projects".



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Intelligent security systems

– opportunities, risks and challenges

Intelligent security systems are changing the way property is protected, both for businesses and critical infrastructure.

These systems integrate advanced technology and artificial intelligence (AI) to monitor, analyse and respond to security incidents in a way that was previously hard to imagine.

By Markus Lahtinen

Intelligent analysis is becoming increasingly important in various types of security systems. With the development of AI, the intelligent security systems have also become more precise and reliable when it comes to detecting, identifying, and determining whether physical intervention is needed.

Here follows a summary of how intelligent technology is used in security systems.

The opportunities

Video analysis/facial recognition: this uses advanced image analysis and AI to monitor video feeds from security cameras. They can recognise faces and identify people based on biometric characteristics. It can in turn be used to ensure that only authorised people are allowed access to specific areas and to warn of unknown or unauthorised visitors.

Intrusion detection: using sensors and AI to monitor movement in specific areas are examples of this category. Here, the intelligence can detect unwanted or unauthorised activity and generate alarms or warnings in real time. These systems are particularly useful for to protect buildings and areas when unmanned. Here, radar and lidar technology are good examples.

Access control with biometric authentication: here the system uses biometric data such as fingerprints, face recognition or iris recognition to authenticate users. Instead of traditional keys or access cards, they require biometric identification to grant access.

Automated remedial actions: with the help of AI, these security systems can identify threats and incidents in an automated manner. For example, they can detect intruders, fire or unauthorised access and take immediate action such as activating alarms, shutting down systems or calling emergency services. This saves valuable time and can reduce the risk of injury.

Analytics and insights: intelligent security systems collect vast amounts of data that can be used to generate insights into patterns that may be of security interest. This can help organisations improve their operational security work but also contribute with insights that go deeper into the core business and which in the industry is called “Beyond security”.

The risks

Despite the many advantages, there are also challenges and risks that must be dealt with.

Vulnerability to cyber attacks: intelligent security systems are connected to networks and may be vulnerable to cyber attacks. If not properly protected, they can be a potential door for hackers to gain unauthorised access.

Privacy issues: these systems often collect and store large amounts of data, including video recordings. Privacy issues may arise regarding how the collected information is used and who has access to it. Organisations must adhere to strict data protection regulations and labour law terms to protect user and employee privacy.



Intelligent security systems are changing the way property is protected, both for businesses and critical infrastructure.

False alarms: intelligent security systems are not exempt from false alarms, especially if the AI algorithms are not sufficiently trained or if the environment is complex and difficult to describe.

Cost and complexity: implementing and maintaining intelligent electronic security systems can be costly and require technical expertise. Small businesses and organizations can face challenges in financing and administering such systems.

The industry's challenges

The gradual shift towards intelligent electronic security systems is also affecting the security industry. It can be said to be particularly challenging for traditional commodity deliveries. Some of the challenges they face are:

Technical know-how: traditional suppliers have often had a focus on physical security solutions and have now had to develop competence in digital technology and AI. This requires the recruitment of technically skilled personnel and training to understand and implement intelligent systems, something that may be considered particularly challenging in view of the prevailing labor shortage in almost all sectors of society.

Competition: increasing popularity of computer-based intelligent

security systems does not preclude new players, including established software companies and start-ups, from challenging traditional providers by offering innovative and cost-effective solutions.

Adaptation of business models: traditional suppliers have often had a business model that focuses on one-off sales of equipment and installation services. They have now had to restructure and adapt to subscription and cloud-based software delivery to be competitive.

Cyber security management:

intelligent security systems are vulnerable to cyber attacks. Suppliers must invest in robust cyber security measures and knowledge to protect their systems and customer data.

Challenges with integration:

integrating intelligent security systems with existing infrastructure is technically complex and requires high adaptability. Traditional suppliers must be able to deal with these challenges systematically and with patience.

Intelligent security systems change the conditions for how property is protected, both for business and critical infrastructure. These systems integrate advanced technology and artificial intelligence (AI) to monitor, analyse and respond to security incidents in ways previously unimaginable.

Huge growth predicted for AI camera industry

The global AI camera market is expected to be valued at 7.6 billion dollars in 2023 and is projected to reach 22.1 billion dollars by 2028, based on a calculated compound average growth rate of 23.9% from 2023 to 2028. The convergence of AI technology, decreasing costs, and a wide range of practical applications have fueled the growth of the AI camera market.

The growth of processor offerings in the AI camera market is driven by several key factors that emphasise the critical role of high-performance processors in enabling advanced AI capabilities and real-time processing. AI-powered cameras perform increasingly complex tasks like object detection, facial recognition, natural language processing, and scene analysis.

Natural Language Processing an important factor

The integration of NLP technol-

ogy into AI cameras enhances their functionality, accessibility, and usability across various industries and applications. Using natural language, NLP technology enables AI cameras to understand and respond to human commands and queries. This enhances user-friendliness and accessibility, allowing users to control and customise camera functions more intuitively. NLP technology allows AI cameras to personalise interactions based on user preferences and behaviour. This can include tailoring

recommendations, settings, and responses to individual users.

Security holds the highest market share

According to Marketsandmarkets the growth of the AI camera market for security and surveillance is driven by the increasing need for advanced security solutions to meet the growing complexity of security threats. Using AI technology to significantly improve the effectiveness of surveillance systems, is also a factor. AI-powered cameras can detect and identify security threats, such as intruders, unauthorised access, and suspicious behaviour, with high accuracy. This capability enhances proactive security measures. AI technology enables video analytics for in-depth analysis of surveillance footage. This includes facial recognition, object detection, license plate recognition, and even behavioural analysis, improv-

ing the effectiveness of security systems.

Public demand for AI in CCTV

The need for heightened security measures in public and private spaces has driven the adoption of AI security cameras. Many organisations can easily integrate AI-powered security cameras into their existing surveillance systems, enhancing capabilities without significant infrastructure changes. The growth of the AI security camera market is driven by the critical role these cameras play in improving security, reducing crime, and providing valuable data for decision-making. The development and testing of autonomous vehicles in North America rely on AI security cameras for object detection, lane tracking, and obstacle avoidance, contributing to the growth of the automotive AI camera market.

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From massive international airports to smaller regional ones, every facility has its unique security needs.

Mark Cosgrave, Optex, on airport security:

Helping to secure the recovery of the airline industry

In this article Mark Cosgrave, Divisional Director for Western Europe at Optex, gives his views on the importance of choosing the right security technology to protect airports.

The aviation industry is regaining its momentum, reaching around 80% of pre-pandemic levels. However, as airports become busy again with passengers, flights and freight, and staffing issues and security threats increase, airport security has become more complex and requires advanced, precise technology to maintain stringent security standards.

“The airline industry’s profitability relies on keeping planes in the sky. Any disruption to the flow of air traffic in and out of an airport can impact its and the airlines’ fortunes and reputation,” states Mark Cosgrave.

Perimeter Protection

Mark Cosgrave is convinced where to begin when securing airports and contributing to the airlines’ continued recovery.

“Effective security starts at the airport perimeter fence, which can be hundreds of kilometres long with CCTV and video surveillance. Reliable security systems incorporate detection technologies that accurately identify and locate intrusion. Fibre optic cable or fence detection systems do just that,” he states.

“These perimeter intrusion detection systems can be buried or mounted directly onto the fence line. If somebody tries to jump over, peel or cut the fence or if a vehicle crashes into it to gain access, the

precise location can be quickly sent to the security control centre.”

Lidar for precise detection

Mark Cosgrave particularly emphasises the opportunities that Lidar technology opens.

“Lidar detection can further strengthen security by creating virtual walls up to 100m long and precisely identify any incidents or loitering near the fence line, meaning staff can take the most appropriate action. Optex has found that combining technologies helps tailor the system to each airport, whether located in snowy Norway or sunny Spain.”

Parking security

Mark Cosgrave also mentions the value of using different systems to monitor public areas at the perimeter, such as long and short-stay terminal parking and vehicle security barriers and help protect valuable car parking revenues.

“Newer microwave technology, like Optex’s ViiK vehicle sensors, for example, distinguishes between a person walking up to a barrier holding their number plate up to the camera from an actual car exiting the car park and detects drivers piggybacking out of parking facilities or into secure areas. They are easier and cheaper to install or replace than traditional ground loop systems

because they do not need civil or ground works.”

Internal Vigilance

Between perimeter fences and airport buildings, vehicles, luggage, and people are constantly moving between aircraft hangers, warehouses, control towers and datacentres. Here, technologies like Optex’s Redscan solutions can monitor all the traffic and provide security by detecting unauthorised access, according to Mark Cosgrave.

“Near buildings, lidar systems are perfect for detecting people or vehicles as they approach. It pinpoints intruders whilst ignoring the surrounding area and regular traffic. They protect quieter rooftops that are vulnerable to intruders tampering with or trying to steal lead flashing or solar panels, for example,” he comments.

Securing the Cargo Zone

As online shopping increases so too does the importance of airfreight hubs and the bonded warehouses that store precious cargo waiting to be transferred to trucks and airplanes.

“Whilst lidar technology can protect the outside perimeter, inside the building, various infrared and microwave technologies detect body heat, movement, or the presence of people. It prevents theft of valuable goods from storage rooms or areas within the warehouse and ensures compliance with tax regulations for goods in transit”, states Mark Cosgrave.

Streamlining Passenger Movement

Within the airport terminal, passengers must also be carefully monitored to ensure they stay airside until they pass through passport control and security.

“One European airport discovered passengers were discarding their passports as they approached passport control, to arrive undocumented. Optex’s lidar technology was installed over the security checking area to detect any passports thrown,” explains Mark Cosgrave.

Airport operators are also keen to create open, relaxing shopping malls which help generate huge revenues for the airport, and calm nervous passenger, so any detection system must be discrete, which is another reason to use Lidar technology, according to Mark Cosgrave.

“Lidar is invisible to passengers and creates virtual internal barriers, which, when crossed, will alert security, and provide the perpetrator’s exact location. It can be installed for each shop and programmed to match the opening and closing times,” he says.

Fit For Future Flight

From massive international airports to smaller regional ones, every facility has its unique security needs.

“While they differ in scale and sophistication, they all share a common need: dependable security with minimal false alarms. As aviation continues its ascent, it’s paramount that our airports remain safe and efficient havens for all travellers,” concludes Mark Cosgrave.



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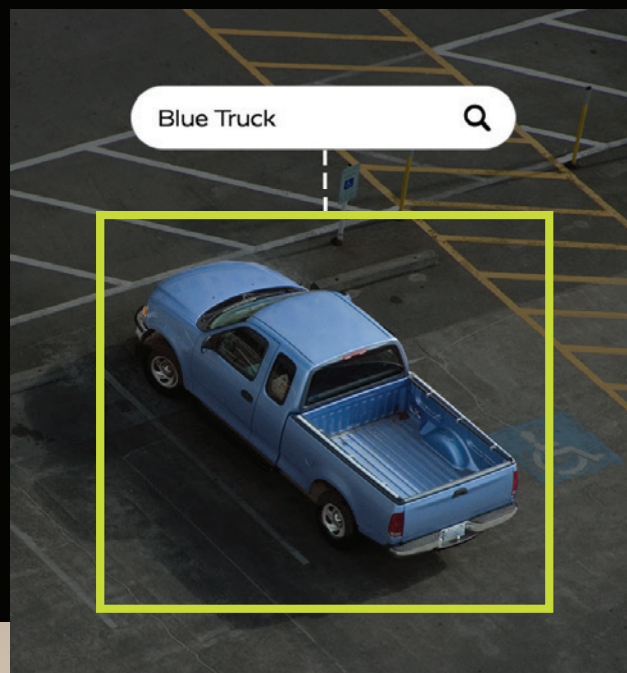
Save time and money with the ability to search across multiple cameras and sites and return accurate results. Eagle Eye's award-winning search feature allows all existing users to search for people, vehicles, or objects without any additional cost, special cameras, or installation required.

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Raytec's new Vario2 IP PoE 16 network illuminator released

Raytec has released the new Vario2 IP PoE 16 network illuminator, probably the most powerful IP PoE single panel illuminator on the market as it delivers outstanding distances of up to 500m (1,640ft).

Available as Infrared, White-Light, and Hybrid variants, Vario2 IP PoE 16 represents the forefront of network illumination.

"We are proud to offer the most powerful and comprehensive range of network illuminators on the market," comments Raytec's marketing manager Callum Ryder.

Industry-leading power and distance

The emergence of the PoE-standard IEEE 802.3bt brought new



Users can create dynamic lighting systems which deliver the perfect level of light, exactly where it's needed.

and distances, with the smart network capability of our award-winning Vario2 IP PoE range. Users can create dynamic lighting systems which deliver the perfect

reducing labour and costs while maximising performance 24/7. Vario2 IP PoE 16 also utilises Raytec's Vario Interchangeable Lens System, allowing the angle of unit illumination to be easily, quickly, and precisely adjusted.

Increased encryption and higher security

In addition to the new Vario2 IP PoE 16, the rest of the IP PoE range has also seen an upgrade with the introduction of HTTPS. All products in the IP PoE range now have the capability to be secured with HTTPS, allowing users to benefit from increased encryption and security.

All-in-one tool for easy management

Improvements to Raytec's DiscoMan (Discovery & Manage-

Users can create dynamic lighting systems which deliver the perfect level of light, exactly where it's needed.

opportunities for PoE-powered illuminators. Following the addition of bt compatibility to Vario2 8 size products, Raytec has been able to extend the IP PoE range to include Vario2 16 size products for the very first time.

"With a 90W PoE or 24V DC input, the new Vario2 IP PoE 16 combines industry-leading power

level of light, exactly where it's needed," states Callum Ryder.

Interchangeable Lens System

Vario2 IP PoE offers end-users great control with dedicated IP lighting. Illuminators can be controlled anywhere on the network,



The new Vario2 IP PoE 16 combines industry-leading power and distances, states Callum Ryder, Raytec's marketing manager.

ment), an all-in-one tool, also allows the users to easily manage certificates and update multiple lamps at once.



FlipX Series

NOW THERE ARE TWO WAYS TO DETECT IN JUST ONE SENSOR



The **OPTEX FlipX** is a new series of Grade 2 and Grade 3 detection sensors suitable for any indoor installation site, from residential, right the way through to logistics and high security locations. Boasting a switchable lens that flips between wide to narrow detection, the sensors feature an innovative pyroelectric sensor that uniquely adapts to the human size and shape, dramatically cutting false alarms. Meanwhile, its flexible mounting height up to 3m and viewable LED indicator ensures easy set up. And thanks to the compact, sleek design, **FlipX** always blends neatly into any space.

For more information visit www.optex-europe.com



Eagle Eye Networks:

New guide on cyber security challenges in video surveillance

“Video surveillance system manufacturers need to step up and not leave the cyber security problems for system integrators, installers, or customers to solve.”

These words come from Eagle Eye Networks, a market leader in cloud-video surveillance services that recently released a 9-page white paper, ‘Eagle Eye Networks Cybersecurity Guide’

Conventional video surveillance systems often have vulnerabilities like weak default passwords and firmware flaws. Hackers can exploit these weaknesses, turning cameras and DVRs/NVRs into launchpads for attacks on the users’ network, or to carry out remote DDoS attacks.

A cyber defence source

Protecting against these risks is crucial for network security, claims Eagle Eye Networks in their white paper, which can be downloaded from their website www.een.com

“From the Eagle Eye Networks Cybersecurity Guide end users and others can gain invaluable information to fortify their digital defenses and make informed choices when it comes to safeguarding their organisation’s assets”, states Nova Ewers, EMEA, PR Marketing Manager for Eagle Eye Networks.

Average cost for data breach

Cyber criminals can attack an organisation of any size at any time. Criminals target any potential weakness to breach a company’s network to access identity, payroll, credit card, and other critical data information. The frequency of both attacks and security breaches rises each year, and the associated costs rise, too. According to IBM’s annual report on data breach costs, which analyzed security breaches on businesses of all sizes. The global average cost of a data breach is now over \$4 million.

All connected system is at risk

Organizations of all sizes rely on

a network of interconnected systems to operate, and any of those individual systems can present security weaknesses. A secure networked system eliminates as many risks as possible to protect the confidentiality, integrity, and availability (CIA) of the system and the data it contains, claims Eagle Eye Networks.

Many attacks

So network-connected video surveillance systems are not immune to cyber threats. For years, surveillance cameras and recorders have been weaponised by hackers to create Distributed Denial of Service (DDoS) attacks on targeted systems, impacting businesses of all sizes. The “Eagle Eye Networks Cybersecurity Guide” pinpoints several examples of seriously damaging data breaches that emerged from video surveillance systems.

Cloud solution perspective

Eagle Eye Networks is of course seeing a proper cloud solution as a better way to cyber secure a video surveillance system. They emphasise that traditionally video surveillance systems are built from general-purpose computers, network switches, routers, and firewalls that require highly technical configuration and ongoing, manual software and firmware security updates to operate as a cyber-secure system. Eagle Eye Networks further claim that “configuring a secure video surveillance system from general-purpose equipment is a lot to ask of video system installers and customers — especially when there is an easier solution.”



Nova Ewers, EMEA, PR Marketing Manager for Eagle Eye Networks.

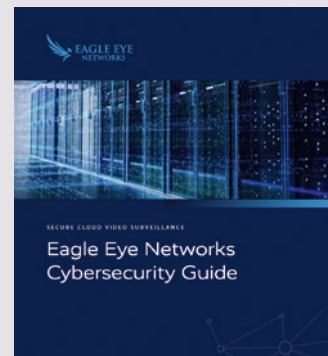
Demand more from manufacturers

Eagle Eye Networks states further that manufacturers of purpose-built video surveillance products should step up to help customers to prevent cyber threat incidents. “Rather than leaving cyber security as a problem for system integrators, installers, or customers, they can and should provide secure, pre-configured systems, because they designed and built the equipment and wrote the software that needs to be hardened”, states Eagle Eye.

“Furthermore, a cloud-based video surveillance system, provided as a service, can and should include the continuing attention and updates that effective cyber security protection requires,” comments Nova Ewers.

Eagle Eye Networks and cyber security

Eagle Eye Networks is considered as a very cyber security oriented company. Their Cloud VMS provides a purpose-built cloud video surveillance solution designed to reduce the risk of known vulnerabilities to surveillance systems. The subscription based VSaaS model delivers automatic security updates, and a team of experts are responsible for the ongoing cyber security of the cloud, helping achieve the highest levels of confidentiality, integrity, and availability (CIA) for surveillance video.



The “Eagle Eye Networks Cybersecurity Guide” pinpoints several examples of seriously damaging data breaches that emerged from video surveillance systems.

The Eagle Eye Networks approach

As a leading cloud video surveillance company Eagle Eye Networks adheres to rigorous standards to safeguard customer information. They’ve achieved SOC 2 Type 2 compliance and ISO 27001:2013 certification, ensuring alignment with recognised security protocols.

Furthermore, their Cloud VMS solution can also be employed with on-premises appliances, via Eagle Eye Bridges and CMVRs, to encrypt video data and connect securely to the cloud. The redundant cloud architecture also ensures system reliability. As well as: advanced encryption, user authentication, and data transmission security to protect video data.

Eagle Eye also offers multi-factor authentication and Single Sign-On. The cloud VMS prioritise customer data protection through encryption, support PINs, Privacy Mode, and audit logs.

Conclusion

The growing cyber attack threat on video surveillance underscores the need for robust cyber security. Organisations must stay vigilant, address vulnerabilities, and use secure solutions to protect data. That is why the “Eagle Eye Networks’ Cyber Security Guide” is so important.

Johnson Controls acquires FM Systems for \$455 million

Cork, Ireland and Raleigh, NC (USA)

Johnson Controls has acquired FM Systems, a leading digital workplace management and Internet of Things (IoT) solutions provider for facilities and real estate professionals.

The base purchase price for the transaction is \$455 million, plus additional payments to be made subject to the achievement of post-closing earn-out milestones.

“FM:Systems’ powerful, predictive workplace management platform will build on our best-in-class building automation services, Openblue, to offer a one-stop solution that helps customers accelerate their digital transformation journey, improve building efficiency and reduce operational costs,” comments Johnson Controls Chairman and CEO *George Oliver*.

“Coupled with our building asset solutions, energy management offerings and global field network, this acquisition further differentiates Johnson Controls’ leadership in the fast-growing segment for autonomous and digitally enabled buildings,” he adds.

2.4 million users in 80 countries

FM Systems, headquartered in

Raleigh, North Carolina, and owned by Accel-KKR, has more than 200 employees and 1,200 customers, representing more than 2.4 million users across 80 countries. The company has earned a loyal customer base, achieving a greater than 110% average net revenue retention since 2020. An established leader in the digital workplace solutions industry, FM Systems has had double-digit revenue growth with gross and operating margins that are accretive to Johnson Controls.

“Workplace management technology is a key enabler in terms of improving operational efficiency, creating safer, healthier and smarter buildings, and supporting sustainability goals. Since our investment in 2017, FM Systems has become a leader in this space with continued innovation

and service excellence, leading to a strong growth profile,” says *Dean Jacobson*, managing director at Accel-KKR.

“We are proud of the success accomplished together with the talented team at FM Systems, and we are pleased to see how well FM Systems fits into and expands Johnson Controls Openblue digital capabilities in pursuit of a shared vision to lead in the future of autonomous and connected buildings.”

Make workspace smarter

FM Systems’ innovative software products offer a range of solutions to make workspaces smarter, like space-scenario planning, asset management and facilities maintenance, supported by security protocols, floor plan scenario modeling, bi-direction integration with AutoCAD and Revit models, and advanced workplace analytics capabilities. Improving the experience of everyone inside, from visitors to occupants to building managers, its powerful sensors and analytics can help portfolio managers optimise space, realise greater cost savings, and help manage and report on

indoor air and other environmental data in facilities as diverse as commercial real estate, hospitals, universities, and government buildings.

Strengthen sustainability

FM Systems’ capabilities are expected to further strengthen Johnson Controls Openblue suite of software, which uses cutting-edge artificial intelligence and digital twin technologies to improve building performance, while making buildings smarter and healthier for the planet.

Buildings collectively account for nearly 40% of global greenhouse gas emissions. The added expertise of FM Systems will accelerate Johnson Controls’ leadership in net zero building technologies globally, while strengthening long-term relationships with existing customers and creating new opportunities to meet demand in the fast-growing smart building segment, writes Johnson Controls in a press release.

FM Systems CEO and Chairman Kurt von Koch will join Johnson Controls’ digital business in a leadership role.

Tagmaster subsidiary acquires radar division of Image Sensing Systems

Stockholm, Sweden and Minneapolis, Mn

Through its US subsidiary Sensys Networks, Tagmaster has signed an agreement to acquire the radar division of Image Sensing Systems, Inc. (ISS), a Minnesota, US, corporation. The purchase price is approximately USD 4.8 million on a debt- and cash-free basis.

ISS is a wholly-owned subsidiary of Autoscope Technologies Corporation and a leading provider of video and radar vehicle detection and traffic data solutions for Intelligent Transportation Systems (ITS). In this transaction, Tagmaster will acquire the RTMS radar products division from ISS, which offers a family of highly accurate radar-based vehicle detection and traffic data solutions. The introduction of the RTMS Echo and RTMS Echo+Camera products, more than two years ago, has

established the ISS radar division as a performance leader for radar-based traffic data solutions in the US and internationally.

Important growth step for Sensys

The acquisition is effected by Tagmaster’s US subsidiary, Sensys Networks Inc., and is subject to customary closing conditions. The addition of the ISS radar business to Sensys Networks’ current product and services offerings constitutes an important step in

Sensys Networks’ continued focus on growth in the American market, according to Jonas Svensson, CEO, Tagmaster.

“We are very excited about this important step in our growth strategy, as ISS radar products make us stronger in the US ITS market. The acquisition also adds solid competence in sales in important states around the US and we gain access to new partners who currently sell ISS radar products and enable us to offer our existing distributors a wider product range. That, in combination with the expertise that already exists at Sensys Networks and Tagmaster, provides us with excellent opportunities for growth in both the American and European markets,” he states.

Sensys Networks has over the

past 20 years established itself as a leader for vehicle detection and traffic data solutions. With this acquisition, Sensys Networks will further strengthen that position by augmenting its industry leading family of in-ground sensing solutions with a suite of high-performance radar-based above-ground sensors and will be better positioned to address the growing demand for multi-sensor solutions.

Tagmaster Group’s proforma revenue in 2022 including the new unit will be approximately SEK 400 million with an adjusted EBITDA of SEK 25 million. With the planned integration savings, the EBITDA for the acquired radar division is expected to be positive immediately following the acquisition.

Idis completes Costar acquisition

Coppell, Tx (USA)

Idis has now confirmed that its acquisition of Costar Technologies, Inc., a leading U.S. provider of electronic security products, has been completed.

Prior to the acquisition **Idis** and **Costar** already had a long-term existing ODM relationship, in that according to the company, approximately 60% of Costar video products are already made by Idis. The acquisition builds on the strong ties between the two companies and will catalyze strategic synergies including a deeper focus on potential growth sectors.

Costar has a well-established sales channel of over one hundred

Costar. As the management and sales teams merge, customers will be able to buy Costar and Idis solutions from either company, providing customers with comprehensive coast-to-coast U.S. and Canadian coverage.

One-stop-shop

With demand continuing to increase for end-to-end solutions, Costar's sales channel will benefit from Idis' proven one-stop-shop model, offering everything systems

With its rapid growth, expanding product line, and reputation for exceptional quality, Idis combined with Costar's sales network is poised to make significant inroads in the U.S. market."

distributors and 1,000 systems integrators across the U.S. that will benefit from Idis' proven, NDAA-compliant and 100% made Korean technology.

Mutual benefits

The acquisition will result in mutual benefits for both Idis and

integrators need to rapidly design and implement a complete video surveillance and deep learning analytics solution. In addition, Idis technology offers integrators profit protection benefits in terms of a single point of contact for pre-sales, sales, and technical support with the assurance of seamless



Joon Jun, President, Idis Global Business Division; (Below right) Scott Switzer, CEO, Costar Technology. Image courtesy of Idis.

connectivity, ensuring projects are delivered on time and budget.

NDAA-compliant technology

Costar has many end-user customers that need to upgrade to NDAA-compliant technology without any links to untrustworthy governments or supply chains. And that's exactly what Idis can offer for businesses large and small, with the assurance of high-quality, South Korean manufacturing in Idis' smart factory.

Experienced partnership

The Costar and Idis teams have over 20 years of partnership experience and Scott Switzer, Chief Executive Officer, Costar Technologies, Inc, is excited to be merging with Idis.

"With its rapid growth,

expanding product line, and reputation for exceptional quality, Idis combined with Costar's sales network is poised to make significant inroads in the U.S. market", he adds.

Joon Jun, President of the Global Business Division and Senior Executive Vice President of share the excitement.

"Idis' growth strategy has always been focused on building long-term relationships with local partners and customers. Leveraging Costar's established distribution networks and sales channels in North America is reflective of that strategy. We are very proud to be uniting with Costar and making our entire Idis range of advanced technologies and resources available to our combined customer base, he concludes.

Addsecure closes Clifford Group acquisition

Stockholm, Sweden

Addsecure has closed the previously announced acquisition of Clifford Group, a leading multi-brand telematics company in the Benelux.

The acquisition provides **Addsecure** with access to advanced mobile security and connected mobility solutions.

"This acquisition is an important step in our European growth strategy as we seek to ensure Addsecure is well positioned in key IoT verticals and to sustain our competitive advantage",

says *Stefan Albertsson*, CEO of Addsecure.

Clifford Group will become part of Addsecure and established as a new business unit, called Smart Mobility, providing telematics and business software solutions within its mobile security and connected mobility segments.

Clifford Group operates under

the integrated brands Clifford, Faringwell and Traxgo. Clifford and Faringwell are exclusive providers of preventive and reactive vehicle security solutions.

Traxgo is Clifford's connected mobility business that ensures and improves coordination within fleet management and contributes to a safer driving environment.

The closing of Addsecure's acquisition of Clifford Group is an important milestone for the company in its ambition to position itself as a European leader



Stefan Albertsson, CEO of Addsecure.

in secure IoT connectivity and end-to-end solutions.

GP Bullhound acted as the exclusive financial advisor to Clifford Group on its acquisition by Addsecure.

Assa Abloy acquires Securitech Group Inc in the US

Stockholm, Sweden

Assa Abloy has acquired Securitech Group Inc., a manufacturer of high-security mechanical and electronic door hardware products in the U.S.

“This acquisition delivers on our strategy to strengthen our position in mature markets through adding complementary products and solutions to our core business,” comments *Nico Delvaux*, CEO and President of **Assa Abloy**.

“Securitech’s focus on innovative, high-security locking

solutions fills several gaps in our existing door hardware portfolio and I’m excited for them to be part of Assa Abloy,” adds *Lucas Boselli*, Executive Vice President of Assa Abloy and Head of the Americas Division.

“This acquisition provides a great opportunity for us to further

enhance our core offering to education, critical infrastructure, government, behavioral health, and other high-security markets.”

Securitech was established in 1983 and has some 50 employees. The main office and factory are located in Maspeth, Queens, New York.

Sales for 2022 amounted to about 16 million dollar with a strong EBIT margin. The acquisition will be accretive to EPS from the start.



Securitech Group Inc, a manufacturer of high-security mechanical and electronic door hardware products has been acquired by the Assa Abloy group.

Bosch plans to sell video, access and intruder businesses

Stuttgart, Germany

Bosch is realigning its Building Technologies division to place future focus on its regional integrator business, with solutions and services for building security, energy efficiency, and building automation.

According to a statement released at the end of last week, the company plans to sell most of the Building Technologies division’s product business. This includes the Video, Access and Intrusion, and Communication business units, and affects some 4,300 associates at more than 90 locations worldwide.

Bosch is now looking for a buyer who will take on all three business units together with their associates and locations. The

product business with fire-alarm systems, by contrast, is not to be sold. Because of its importance for systems integration, it is to be merged with the integrator business and continued.

“We want to become one of the global leaders for systems integration in building technology and to seize the favorable opportunities for growth in this market. To achieve this, we need to consolidate. This is why we will in the future be focusing on

systems integration as our core business,” said *Christian Fischer*. As deputy chairman of the Bosch board of management, he is responsible for the company’s Energy and Building Technology and Consumer Goods business sectors.

“We are confident we will be able to find a buyer who will take over all three business units, and who will further strengthen the business and give it a secure future.” He explained that, for strategic reasons, Bosch does not intend to develop this business further. *Thomas Quante*, the president of Bosch Building Technologies, added: “The product business is excellently positioned for a promising future under a

new owner: innovative products, highly skilled associates, and a market environment with attractive opportunities for growth.”

Following the realignment, the Building Technologies division will employ some 7,600 associates, and operate at 40 locations in 8 countries. As a brand-independent systems integrator with a wide-ranging portfolio of energy and building solutions, the division intends to benefit in the future from digitalisation and a growing customer demand for integrated, intelligent, and cross-domain solutions in the areas of building security, energy efficiency, and building automation.

Convergent to acquire Australian AV company

Schaumburg, IL (USA)

Convergent, a global system integrator, plans to acquire Peace of Mind Technology (POMT), a Sydney-based provider of audio-visual, workspace and communications technology solutions.

Founded in 1996, **POMT** provides audio-visual and workspace design, strategy, and technology solutions to customers across Australia. Their solutions bring together the property, facilities, and information communica-

tions technology teams to create a seamless and unrivalled experience for the modern workplace. As global demand for scalable, and fully integrated audio-visual solutions continues to grow, this acquisition brings over 130 col-

leagues to Convergent, extending the company’s reach within this critical growth sector.

“POMT’s cutting-edge solutions help to significantly strengthen our presence and vertical expertise across Australia and APAC,” says *Tony Wang*, CEO, APAC, Convergent.

According to Denis Pozigun, Executive Director of Global AV, Convergent, the acquisition marks a significant milestone in

Convergent’s ongoing commitment to building a fully global and industry-leading audio-visual service offering.

“We will continue to expand our AV expertise across the world—aligning with organisations that share our dedication to service and maintaining a dynamic culture,” he comments.

The transaction is subject to customary closing conditions.



Hikvision has released an update for its security management platform Hik-Connect.

Hikvision releases Hik-Connect for Teams

Hikvision has released an update for its security management platform Hik-Connect. The updated platform is also known as Hik-Connect for Teams, as the new version not only meets the specific needs of individual users, but also caters to various Medium-sized Businesses (SMBs) and multi-site management scenarios from offices to chain stores and communities.

“Previously, Hik-Connect accounts only allowed one login that companies would have to share if they wanted multi-user access,” said Ryan Wu, the Product Director at Hikvision, “With SMBs’ growing need for collaborative workspace, we baked new team features into Hik-Connect. A primary admin user can now create a multi-user account containing predefined user roles, and add the whole team to the account, improving business efficiency and maximizing team output.”

Operational efficiency with centralized management of multiple sites and devices

Hik-Connect for Teams supports video security, intercom management, access control and attend-

Previously, Hik-Connect accounts only allowed one login that companies would have to share if they wanted multi-user access.”

ance solutions. Business owners and managers can benefit from visualized management, allowing them to easily keep track of all connected devices in the system, access real-time video feeds, and receive event notifications on the go.

Productivity boosted by seamless collaboration and transparent workflow

The platform enables businesses to customize access levels for team members, based on specific roles and responsibilities. This optimization of workflow

ensures seamless collaboration between team members.

High scalability for businesses

Hik-Connect for Teams allows companies to start small with the devices they are currently

prematurely, allowing businesses to maximize the benefits of the latest technologies without heavy upfront costs.

Cost efficiency with simple deployment and remote maintenance

Being fast and easy to deploy, configure, and use, Hik-Connect for Teams eliminates the hassle of initial setup and IT management costs. Furthermore, the Peer-to-peer (P2P) based system eliminates the need for expensive centralized servers and continuous monitoring. Real-time monitoring and upgrades can be performed remotely, further reducing costs.

using, and add in more devices and capacities as the business grows. This way they don’t have to invest in new systems

To discover more about Hik-Connect for Teams and how it can help your organizations with multi-site management and multi-user access needs, please visit www.hik-connect.com to enter the Hik-Connect Portal. You can also download the Hik-Connect App with scanning the QR code.



Smart Buildings drive the Access Control market growth

Several independent market research reports point to an estimated, close to, double-digit annual growth in access control, much of the demand driven by investments in smart buildings.

In this article, we take a closer look at some of those high-level expected growth numbers, as well as breaking down some of the main drivers for growth.

Technology growth is set to clearly outpace the annual global growth rate of 3.3% projected by the IMF, in particular the demand for smart building and access control represents a technology space that is expected to grow at an annual nearly double-digit rate for the upcoming decade.

BiOT – a \$53.5 billion market

So building management technologies are on the rise. The latest analysis from research company, Memoori, estimates that the Building IoT market (BiOT) grew to \$53.5 billion in 2022, and forecasts that the market size will grow at a compound annual growth rate of 10.33% to \$96.5 billion between 2022 and 2028.

The access control market

In their report about the electronic security market Memoori estimates the value of the global access control market is 10.3 billion dollars for 2023 and an expected compound annual growth rate at 5.2% for 2023–2027.

There are of course many different figures in circulation regarding the market values of any sector. For example, the market research company Future Market Insight reports a global market value for 2023 at \$11.8 billion for the building access control security market, which is not that far from Memoori's estimation. However, their estimation of the compound annual growth rate is 14% for the period 2023–2033.

Smart buildings

Smart buildings utilise advanced

automation systems and integrated technology to optimise building operations, enhance energy efficiency, and improve occupant comfort. Examples include energy management systems that automatically adjust lighting and temperature based on occupancy or time of day, and predictive maintenance systems that monitor the health of building systems, alerting facility managers to potential issues before they become critical. These features not only save energy and costs but also create a more responsive and adaptive environment for inhabitants.

Access Control in smart buildings

Potentially offering an entry-point for electronic security players to the smart building space, access control in smart buildings enhances security by allowing or restricting entry based on pre-set criteria. This could include the use of various forms of biometrics, smartphones acting as a key or RFID cards with an option for multifactor authentication – ensuring only authorised individuals gain access. Integrated with building management systems, it can also personalise lighting, temperature, and entertainment preferences upon an occupant's entry, elevating the user experience while maintaining set security standards.

The importance of 5G

A sometimes-overlooked enabling technology in the context of access control, is the gradual adoption of 5G connectivity, enabling for access services requiring increased



Several independent market research reports points to an estimated, close to, double-digit annual growth in access control, much of the demand driven by investments in smart buildings.

wireless bandwidth. 5G enhances access control systems with mobile entry, real-time monitoring, and centralised multi-site control, making workplaces more secure and adaptable to modern needs.

Sustainability

The development of smart buildings is significantly influenced by a broad drive towards sustainability, investments in infrastructure, and regulatory compliance.

Sustainability is crucial as buildings contribute significantly to global emissions; smart buildings promote energy efficiency and employee well-being, reducing environmental impact.

Infrastructure investments

Infrastructure development serves as the backbone, facilitating the integration of advanced technologies and systems. Without robust infrastructure, the seamless operation of smart functionalities becomes challenging.

The increasing concern for attacks against infrastructure is also increasing the demand security systems in general and access control in particular. Not least to secure the technical systems whose

function is a prerequisite for a well-functioning infrastructure. It is highly encouraged by regulations and legislations. An example is the requirements for cyber security of communication in technical systems in the EU-directive NIS2, which member states are required to implement measures to live up to. Secured access control is crucial to protect infrastructure, but also existing access control system or other security systems needs to be updated to comply with NIS2. That will require further investments.

Regulatory compliance

Regulatory compliance is of increasing importance to ensure that smart buildings meet established safety, security, and environmental standards. As urbanisation grows, regulations often mandate certain smart features or set energy benchmarks, pushing developers to prioritise smart solutions that address both ecological concerns and stringent legal requirements, for example the upcoming EU sustainability reporting legislation, applying for large companies – set to be effective from the start of 2024.



Acre Security:

Cloud-based access control system paves the way for Security as a Service

Acre Security (formerly Vanderbilt) have launched Feenics, a cloud-based access control solution aimed at the enterprise market. Its security, transparency, and scalability, makes Feenics a powerful platform for effective Access Control as a Service (ACaaS).

This is completely in line with Acre's transformation towards a more service-based business through their newly established XaaS organisation EMEA.

The open platform offers complex integration possibilities for video surveillance, burglar alarms, visitor management, locks and mechanics and other third-party solutions.

"With high scalability for an unlimited number of users and devices, as well as a simple user interface, Feenics has been developed to meet the market's demands for Access Control as a Service," comments Alex Holmström, Global Sales Director for Acre International.

Unlimited possibilities

Acre is in the process of a global launch of Feenics. The EMEA market is of course of great importance and recently Acre exhibited at Sectech to launch the solution in Scandinavia. The interest for the Feenics in the region is growing strongly and there are several reasons behind that, according to Alex Holmström.

"The countless number of functions and the open architecture, which enables easy integration with existing security infrastructure, are good examples of what drives the interest for Feenics. The scalability, which ensures that the system can adapt to environments of all sizes, is another factor," he states.

Alex Holmström clarifies what he considers to be the uniqueness of Feenics.

"In my view, this is the only cloud-based solution for access control adapted to meet the highest demands of the enterprise class. Both in terms of scalability, security, and complexity."

User friendly

Another selling point for Feenics,

according to Alex Holmström, is the user friendliness. Despite the complexity, the solution is simple to manage. Configuration, administrating and monitoring can be done by either desktop app, web client and/or a mobile app while continuous system updates are done centrally.

High cyber security level

Acre has placed great emphasis on protecting Feenics from cyber threats and ensuring identity management and protection of all data and operations, which means several layers of security. With the latest encryption standards, data security is ensured. TLS 1.2 encryption for communications and AES 256 database encryption are examples. Multi-factor login authentication when accessing Feenics is also enforced. With continuous vulnerability testing, threat monitoring and vulnerability scanning through companies such as Veracode and Amazon Web Services, Feenics further ensures that critical vulnerabilities are not overlooked.

Awarded by Detektor

The qualities of Feenics was also confirmed when Acre received recognition by the security trade magazine Detektor International for innovation in the access control category at the Detektor International Award 2023 prize ceremony, which was held in conjunction with Sectech, in Stockholm on the 24th of October.

New organisation for cloud services

But Feenics is not the only step taken towards concepts based on Security as a Service. Acre has also



Erik Nord, the newly appointed Sales Manager for Acre XaaS EMEA and Alex Holmström Global Sales Director for Acre International.

established a XaaS cloud sales organisation and recruited Erik Nord as the Sales Manager for EMEA.

In this context X stands for "Anything", which indicates that Acre and Feenics is not just limited to access control as a service.

Erik Nord has 15 years of experience in the security industry and comes most recently from the position of BDM at Genetec. Before that he was at Axis for nine years.

Global focus on SECaaS

Alex Holmström believes that Erik Nord, with his deep industry knowledge, will be a valuable addition to the Acre team.

"Since Acre is now strengthening its global focus on Security-as-a-Service (SECaaS) and cloud-based solutions, it feels very good that Erik Nord agreed to lead our XaaS organisation EMEA," he comments.

Erik Nord himself is very excited about his new assignment and praises Acre's hybrid approach to the cloud.

"It allows customers to decide where to store their data and enables them to have control and security from both a physical and cyber security point of view," he states.

Cloud or hybrid model

Erik Nord emphasizes further



Acre is in the process of a global launch of the cloud-based access control system Feenics.

the important fact that Acre's cloud solutions give organisations the opportunity to benefit from cutting-edge technologies, while providing flexibility and scalability.

"The company's hybrid approach ensures that customers have the freedom to choose the best deployment option for their specific requirements, whether it's on-premises, cloud-based or a combination of both," he says.

Strengthens Acre's global presence

The recruitment of Erik Nord is part of Acre's ambition to expand the international cloud sales organisation to strengthen its global presence and improve customer support capacity, according to Alex Holmström.

"This strategic move underlines Acre's ongoing commitment to deliver innovative security solutions that meet the diverse needs of organisations worldwide," he concludes.

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Robert Jansson, Stid Security:

“Only open systems can be future-proofed”

With a completely open access and ID solution for mobile access control, Stid Security was awarded the recent Detektor International Award prize at a prize ceremony in Stockholm.

“Security, simplicity, transparency, and cost-effectiveness in one solid package pays off,” comments Robert Jansson, Director of Sales for Nordic, Eastern Europe and South Africa at Stid Security.

Robert Jansson is clearly proud of the Stid Mobile ID 3.0. Its unlimited architecture that can be obtained either the Stid cloud, a private cloud or in a local offline version. It is also available via seamless third-party integration.

How does the Stid Mobile ID solution work?

“The card can be sent digitally as soon as a new employee, or other trusted user has been admitted, and then revoked the other way automatically.

In what way is Stid Mobile ID cost-effective?

“The cost-effectiveness lies in the fact that the customer’s investment in the solution is a one-time cost that covers the total number of users of mobile identities. A new free virtual card is created every time another user’s virtual card is terminated. This means that the customer – year after year and at no extra cost – can reuse the card every time a validity period has expired. Just load it with a new identity.

And what else?

“Enrolment and administration of employees’ identities I far much more rational and cost-effective with Stid Mobile ID than using plastic cards. And the shorter the life span of a card is, the more cost effective it gets.”

And who is the target group?

“Actually, all organisations but enterprises and administrations with many employees in particular.

The concept of Stid Mobile ID is also unbeatable for schools and universities with many students, as it secures the organisation’s ID and access control over time and is also very cost-saving.”

In what way is Stid Mobile ID a unique solution?

“The openness, our solution can be used by all manufacturers. We don’t shut anyone out. And several access control manufacturers will also implement our solution. This is a good development. Security, which goes hand in hand with openness, is another aspect.”

How do you think security is related to open technology platforms?

“Very much. It is impossible to maintain security in a proprietary system. Development is simply going too fast.”

And yet you usually say that the market is dominated by proprietary systems. What speaks for a change towards open systems?

“The cyber security threats. Both EU and national legislation now place increasingly high demands on systems that handle sensitive data or are connected to critical infrastructure. It affects companies, authorities, schools, and universities.”

“This means that those responsible for security must take into account that cyber security threats are constantly present and that access systems must be secured. They must choose solutions where identi-



The awarded Stid Mobile ID is a fully open solution.

Robert Jansson, Director of Sales for Nordic, Eastern Europe and South Africa at Stid Security.

ties or identity-related information cannot be extracted.”

What happens otherwise?

“Above all, the vulnerability increases and, legally speaking, the entire responsibility lies with the end users. They must ensure that the access system’s information flow is protected all the way, from the hand of the user up to the system and further via control units and databases. The security system is and must be considered an IT system and protected accordingly.”

And how is it best protected?

“Through openness. Only open systems can be future-proofed. When it comes to components, there is a constant development towards standards that should both protect and simplify transparency with total security. It is outdated and associated with risks to have a system based on self-made algorithms and protocols.”

Can you give examples of any law that actualises the legal obligation to protect its access systems and that you think will guide the development towards open systems?

“Absolutely, the EU directive NIS2 must be implemented all EU countries’ legislations in October

2024. It aims to tighten cyber protection in critical infrastructure and will wake up the end customers.”

“But the development towards open systems is also driven by the obvious benefits for the end users. As a user of a proprietary system, you cannot have all your needs met. Maybe you can get 60 percent out of it. With an open system, you get everything gathered in a single unit and can have all your needs met.”

The launch of the updated Stid Mobile ID is in full swing. Is it a sign of the times? What happens to the plastic cards?

“Maybe so, plastic cards are expensive if you handle large volumes. Especially in workplaces with a large turnover of identities, for example schools where new students are added every year at the same time as many students leave. It is costly.”

“With the Mobile ID solution, a new free virtual card is created every time a user’s virtual card is terminated. The customer’s investment in the solution is a one-time cost that covers the total number of mobile identity users. You can thus – year after year and at no extra cost – reuse cards whose validity has ended.”



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Digitalised access management – the base for smarter buildings

Truly smart premises must build from a connected approach to managing and understanding who is coming and going into and through them. To achieve this efficiently, fragmentary management and parallel security workflows must become a thing of the past.

That is a conclusion from the report **“Boosting efficiency and streamlining security with an integrated access control solution”,** by Ifsec Global and Assa Abloy Opening Solutions.

The report on building system integration claims further that access control systems are often viewed as the starting point for a building to shift from operating in siloes, towards a more functional, connected and “integrated” building management system.

“Integration and digitalisation enable businesses to retool their building management for the challenges ahead. Firstly, integrated security management quickly streamlines day-to-day employee tasks. When facilities staff work from a unified interface rather than parallel systems, for example, they save time and reduce manual input errors,” comments Thomas Schulz, Product Marketing Director EMEA at Assa Abloy Opening Solution.

Integration and automation define a smart building

An organisation’s readiness to benefit from IoT, AI and Distributed Ledger Technology (DLT) also depends on a future-proofed, connectable access and building system.

“Almost by definition, the smart building is integrated and auto-



An organization’s readiness to benefit from IoT, AI and Distributed Ledger Technology (DLT) also depends on a future-proofed, connectable access and building system.

ated. Connectable technologies – including access control – ensure that investments made today may continue to be built upon seamlessly in the future,” states Thomas Schulz.

Energy efficiency

According to the International Energy Agency, buildings consume around 30% of global energy**. The new generation of intelligent buildings needs to be smarter with both consumption and waste. Again, the choice of access technologies can be significant.

Applying energy harvesting technology to access control offers one route forward. Power use during the operation of a digital lock may be eliminated in those powered by this technology. Such self-powered locks do not require batteries or any other external electricity source.

Technology for sustainability

Key-based wireless electronic Assa Abloy Pulse door locks and padlocks, for example, harvest energy from the key thrust to power digital communication between credential and device. Pulse is also easy to integrate with the Incedo access management ecosystem, where multiple wired and wireless digital access control device types combine within one integrated and scalable cloud-enabled access management solution. Block by block, the building becomes smarter.

Real-time data contributes to ROI

An access system may also be a goldmine of information to inform business decision-making, providing an immediate, tangible ROI. Another example: space utilisation analytics can feed off data which access control systems generate every day***. If employees only attend the office for part of the week, a business could reduce its rental space and energy use.

“Monitoring and filtering who can go where – and at what times – ensures staff and visitors move safely into and around a building. Intelligent digital access management creates this flexibility, simultaneously enabling smarter staff workflows within the building,” says Thomas Schulz.

Smart mobile management

Mobile access technology can also play a role in making building management more efficient and intelligent. When users gain access with mobile keys which are issued or amended over the air – including for visitors and temporary contractors – buildings no longer need dedicated card readers or require anyone to check-in.

When a security administrator cancels a mobile key, it vanishes immediately from the user’s phone. Access authorisations at the end of a tenancy, visit or employment contract are handled automatically and securely.

Smarter workflows

Such technologies can help building managers respond effectively to the decline of the fixed “working day.” People increasingly come and go at different times, with changing schedules, irregular patterns and a mix of workplaces. This presents a challenge which only digital access management systems were built to meet.

Flexible connectivity of access and building software will help organizations to align functions and services in ever more creative ways – some still unimagined.

“Smart, connectable digital solutions prepare an organisation for what’s to come,” concludes Thomas Schulz.

Footnotes: To read more about the latest industry trends in digital access management, download a free copy of the *Wireless Access Control Report 2023* at <https://www.assaabloy.com/group/emeia/campaigns/wireless-access-control-report-2023>

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SMARTER SECURITY ANSWERS



Access control in retail

– improved security, efficiency, and store experience

The adoption of access control solutions in retail is growing because it is convenient, easy, and quick to use for customers and staff alike.

“Whether it’s to enhance the store experience, restrict access to certain parts of the store, or as a security measure to protect goods from theft; the latest access control solutions can help to innovate and optimise retail store’s offering,” claims Carl Staël von Holstein, Business Development Manager, Future Business at Axis Communications.

Carl Staël von Holstein emphasise that the emergence of more advanced access control solutions is enabling the shift to cashierless, or hybrid stores, as they allow to manage operations remotely. As an example, he mentions that stores can opt for advanced scheduled door access, where access is granted within a set timeframe. Outside of these scheduled hours, any attempted access is subject to additional security measures and requires authentications.

“To further enhance these measures, stores can restrict access by ensuring doors are only unlocked once approved personnel, such as a security worker, has been granted access by a specific PIN code, card number or access rule. This ‘first person in’ system is well suited to hybrid stores”, adds Carl Staël von Holstein, as he is interviewed on the topic access control in retail.

So how to secure seamless authentication for cashierless stores?

“Through installing network intercoms at the store entrance and exit to recognise use dynamic or static QR-codes, which can be used by the customer to allow them access to the store.”

What more can the technology do for the customer?

“Once inside, a targeted marketing message can then be played over the IP audio, such as ceiling

or cabinet speakers, to further enhance the store experience, alongside a welcoming message on in-store monitors. After purchasing their goods at the self-check-out, a QR code on the customer’s receipt or mobile phone would enable them to leave by simply allowing it to be scanned by an integrated camera at the service terminal.”

Can you give examples of what difference a security system – where video and access control work seamlessly together – can make if an incident occurs?

“One example is if a customer finds themselves unable to enter the store, the operation centre

of the incident. This not only saves time and resources, but also demonstrates how store entry can be managed securely while being remotely operated.”

Integrated with edge-based analytics, what can access control do more than simply letting customers through the door?

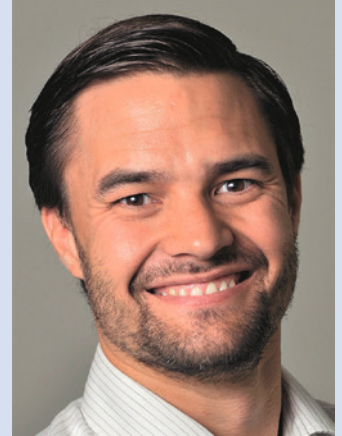
“When network intercoms, cameras and sensors start communicating, and smart analytics are applied, this technology can be developed to go beyond the basic functionality of analogue and proprietary systems.”

Can you give examples?

“Intelligent IP-based access control enables the centralised management of all entry points – whether in the store itself, or in stock rooms and administrative areas. These solutions are already being used in retail delivery areas where vehicles are constantly dropping off or collecting goods, to ensure operations run smoothly.”

Can you explain how it works?

“Typically, the delivery company registers their vehicle before



Carl Staël von Holstein, Business Development Manager, Future Business at Axis Communications.

then opens the gate remotely after visual verification.”

With the retail industry looking for more innovative solutions to manage operations and ease staff pressure, how can these capabilities be readily replicated in-store ?

“For instance, you can now add virtually any type of credential to operate a door or a function. From more traditional access identity types such as key fobs and PIN codes to static and dynamic QR codes or license plate recognition for vehicle access, the flexible multi factor authentication methods that are now available within network door controllers present a highly secure and flexible offering.”

Access control can also streamline staff movement around your store through automated processes. Can you give an example?

“For instance, the use of QR codes on badges enables internal doors to be automatically opened between the main store and stockrooms. This touchless solution means that staff can move throughout the premises with minimal friction, which is particularly beneficial if they are

...the flexible multi factor authentication methods that are now available within network door controllers present a highly secure and flexible offering.”

can be notified in real-time, verify the customer and open the door remotely to grant them access.”

“Another example is that it enables to search where an ID-holder has been denied entry, and not only would you receive a log, but also video material showing the event with a synchronised time stamp. This information removes the need to search and collate different materials from two separate databases to create an account

arriving, and during regular working hours a gate will open once the license plate recognition application in the camera identifies the delivery truck.

And what about the procedure after working hours?

“During the night an extra layer of security can be added: as soon as the camera recognises the truck an alert is triggered to the security centre. An operator

” Intelligent IP-based access control enables the centralized management of all entry points - whether in the store itself, or in stock rooms and administrative areas.”

carrying and transferring boxes of stock from one part of the store to another. This not only eases processes for your staff, but also saves valuable time, with the potential to save several hours per week.”

“Plus, with multi-site capabilities, these solutions can be used to monitor multiple stores in one system and across the same network, thereby easing processes.”

Security certainly remains a top priority for retail, particularly during periods of high footfall in peak shopping times. How can technology ensure a high level of security, while helping the staff to deliver a positive service and experience for their customers?

“The use of physical security devices may appear an obvious solution, with cameras having long been used in retail to deter criminal activity and ensure the safety of staff and customers. However, combining access control solutions with other security solutions like network intercoms, cameras and sensors allows for interoperability between devices. This can bolster retail security significantly, particularly within digitally-enabled stores that have less staff present.”

How can that be fulfilled?

“Integrating technology with an intelligent, powerful and easy-to-use action rule engine enables you to set up rules and triggers that can elevate in-store security.”

Can you give examples of actions and what can come out of that?

“By adding a people counter to an existing camera at the entrance, you can control access so that only one customer can enter the store at a time. This real-time detection restricts access, triggering an alarm if it is more than one customer. With the combined use

of network audio, you can inform customers of this via a predefined message or address them directly via a connected service centre.

Any other good example, where access control is the main factor as part of the integrated solution?

“In luxury retail, integrated solutions can be used to protect drawers or cabinets with high value merchandise. Once the drawer is opened by a staff member, an alert is shared with employees over the speaker in the staff room. Images from a camera directed towards the drawers can be automatically displayed on the monitor in the back office, allowing staff to remotely monitor activity. Plus, with advanced access control solutions in place, doors can be automatically locked if an incident were to occur.

Can you mention a specific access control application that can contribute to the security in stores with valuable goods?

“You can create a ‘vestibule’ with two sets of interlocking doors. This can be a particularly secure way to protect luxury goods, as it requires the first set of doors to close before the second set can open. With an integrated network video intercom, which uses two-way communication and video identification, you can operate remote entry control. This reduces the need for additional security personnel and improves security measures. This interoperability is of course not limited to luxury retail, any store with valuable goods can integrate combined solutions to bolster security and minimize risk of theft.

Being able to quickly increase the size or number of your stores provides a competitive advantage. How can security solutions keep pace?



Carl Staël von Holstein emphasize that the emergence of more advanced access control solutions is enabling the shift to cashierless, or hybrid stores, as they allow to manage operations remotely.

“With edge-based access control, scalability and futureproofing are ensured whether there are one or a thousand doors in the system and multi-site capabilities enable centralised control across any number of stores.”

“Plus, this openness means adding new network intercoms, other devices or new functionalities is easy, should your business needs change over time. Intelligence on the edge also ensures solutions avoid complicated and time-consuming wiring to a central server, which simplifies

any required changes as you look to scale.”

Why is platforms based on open standards so important for a scalable future proof solution?

“With open platforms integrations from third-party suppliers can interact to provide solutions which are significantly more than the sum of their parts. These platforms are a giant leap towards making retail stores truly smart places, and provide solid foundations for you to build on.

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First prize-recipients: Mark Cosgrave from Optex Jimmy Ek, Axis Communications, Ulf Lindström, Flasheye and Vince Gardazhiev from Alcatraz AI – all posing next to the editor of Detektor, Lennart Alexandrie, who conducted the award ceremony.

Detektor International Award 2023

– first prize winners from three continents

On October 24, the winners of the product prize Detektor International Award 2023 were presented at a security industry dinner at the International Stockholm Fair, held in conjunction with the security exhibition Sectech.

The Detektor International Award was established in 2000 and is one of the most famous and prestigious security industry prizes.

– With this award, we want to highlight solutions that represent innovation and contributes to customers' benefits, said Lennart Alexandrie, editor-in-chief and founder of the magazine Detektor to the prize ceremony.

Four product categories

The Detektor International Award includes four categories;

Alarm & Detection, ID & Pass Control, Video Surveillance and IoT. The jury that votes for the winners includes eight members of the editorial board of Detektor magazine, including chairman Åke Norrby and the editors from Sweden, Norway, Denmark, England and Taiwan.

Three continents

Detektor International is a true global award. It is also confirmed by the outcome of this year's edition of the award where the four first prize winning manufacturers

have their origin in three different continents, Europe, North America and Asia.

The first prize winners

Axis Communications from Sweden and Europe won the first prize in the category of video surveillance for its IP-camera with integrated radar – Axis Q1656-DLE.

Optex from Japan and Asia came out as a winner in the Alarm & Detection category with their intelligent lidar technology detector Redscan Mini-Pro.

Alcatraz AI from USA and North America took the victory in the access control category with the Rock – for their face authentication access control solution.

In the IoT category **Flasheye** from Sweden was awarded as number one for its solution Acuity, using lidar technology and advanced processing of 3D data.

Innovative Achievement Award

In addition to the first prize winners, the eight other companies with nominated products in the different categories were also rewarded during the prize ceremony. *Consilium Safety, Secury360, Stid Security, Acre Security, Bosch Security, Hanwha Vision, Seriline and Aritech.* They all took the "Innovative Achievement Award" for their contributions to the market 2023 – through their nominated products/solutions.



Award recipients in the category of Alarm & Detection: Patrick Olander (Consilium) Mark Cosgrave (Optex) and Frederick Jacobs (Secury360).



Award recipients in the category of ID & Access Control: Eric Nord (Acre Security), Vince Gardazhiev (Alcatraz AI) and Robert Jansson (Stid Security).



Award recipients in the category of Video Surveillance: Björn Adméus (Bosch), Jimmy Ek (Axis) and Michael Larsen (Hanwha Vision).



Award recipients in the category of IoT Security: Anders Englund (Aritech), Ulf Lindström (Flasheye) and Pierre Parrrman (Seriline).

Detektor International Award 2023

– here are the winning products and solutions

Alarm & Detection

The overall winner 2023

Redscan Mini-Pro from Optex (Japan)



Redscan Mini-Pro uses intelligent 2D lidar technology and is available in a version with a built-in security camera. The sensor enables very fast and accurate detection of any object, as it calculates its size, speed, and distance. With built-in algorithms, it can be configured to trigger an event or alarm for a specific size of an object such as a person or even a hand approaching a valuable object, while ignoring other movements.

THE JURY'S MOTIVATION: “Designed for extremely fast, precise, and reliable detection in all kinds of weather conditions, Redscan Mini-Pro offers a convincing winning concept to meet the toughest challenges in perimeter surveillance applications.”

The Innovative Achievement Award 2023

S360 Box from Secury360 (Belgium)

Early Action from Consilium Safety (Sweden)



The **S360 Box**, from the Belgian company Secury360, acts as an alarm panel for existing camera systems. Camera systems connected to the S360 box are infused with AI functionality for proactive perimeter detection, video analysis and filtering of alarm events via a cloud service, from which all updates are distributed to the systems. Via a partner portal, the dealers/installers can manage everything remotely.

THE JURY'S MOTIVATION: “S360 Box makes existing security camera systems intelligent and ready for proactive surveillance and perimeter detection, while false events are filtered out. It is an impressive achievement and a powerful response to the market's increasing needs for AI technology solutions”

The software service **Early Action** is implemented in fire alarm systems and can continuously collect data from all detectors and, via an app, send early warnings if there are indications of risks for fire. This way, emerging fire risks can be detected before they develop into a fire and, in addition, unnecessary alarms can be avoided.

THE JURY'S MOTIVATION: “With Early Action, Consilium Safety has not only created a solution that can reduce the number of false alarms, but also meet the need to detect early and be able to remedy events that might otherwise develop into fires.”



ID & Access Control

The overall winner 2023

The Rock from Alcatraz AI (USA)

This AI-based access control solution works natively with other existing access control systems. It has a privacy consent management feature and is designed in compliance with the latest privacy frameworks including GDPR. The authentication method is based on recognition of some unique features of an individual's face, to verify the identity at access points or for certain transactions. An algorithm compares a live image of the user's face with reference data to authenticate the person before authorising access to a specified space or device.



THE JURY'S MOTIVATION: “This unique AI-based facial authentication access control solution ticks all the boxes for a true game changer. A pioneering achievement, which is why the Rock is the undisputable Detektor International Award winner of the access control category 2023”

The Innovative Achievement Award 2023

Feenics Access Control from Acre Security (USA)

Stid Mobile ID 3.0 from Stid Security (France)



Cloud-based solution for access control for the enterprise segment. With an open platform, **Feenics** offers complex integration options for video surveillance, intrusion alarms, visitor management, locks and mechanics as well as other third-party solutions. With high scalability for an unlimited number of users and devices, as well as a simple user interface via the app, Feenics is developed to meet the market's demands for Access Control as a Service (ACaaS).

THE JURY'S MOTIVATION: “Offering full scalability for unlimited numbers of users and devices, this cloud-based real enterprise access control solution – with its complex integration possibilities – takes Access Control as a Service to a whole new level.”

This open access and identification solution for mobile access control is available in cloud or local offline version alternatively via seamless third-party integration.

With **Stid Mobile ID**, the card can be sent digitally as soon as a new trusted user has been admitted. The user downloads the card with a photo to their mobile phone and is ready with a useful secure identity before arriving at the workplace where access control is installed. For the customer's Stid Mobile ID is a one-time cost solution that covers the total number of mobile identity users. A new free virtual card is created every time another user's virtual card is terminated – then it can be reused for the next trusted user.



THE JURY'S MOTIVATION: “With this open access and identification solution for mobile access control Stid Security is confirming its outstanding position as an innovator of smart and secure reader technology solutions for access control systems.”

Innovation and usability are key priorities for the editorial board of Detektor, when selecting products and solutions for nomination to the Detektor International Award. Here are the 12 products, living up to these criteria in 2023.

Stockholm, Sweden



Video Surveillance

The overall winner 2023

Axis Q1656-DLE from Axis Communications (Sweden)

Camera with integrated radar for early detection of objects over large areas regardless of visibility. The device can visualise the speed and distance of moving objects directly in the application view. It enables the setting of events triggered by suspicious behaviour, based on speed and classification, for example, people running or vehicles moving slowly.



The radar can also be used separately to control a standalone PTZ camera. In addition, since the radar "sees" in the dark, it is also possible to set triggers to activate floodlights or IR or facade lights when needed, saving energy costs. **Axis Q1656-DLE** has also built-in cyber security features to protect the system.

THE JURY'S MOTIVATION: "This radar-video fusion camera can make a big difference in perimeter security applications. It enables more accurate and precise detection and classification of objects, while contributing to fewer false alarms. A world-class innovation from AXIS."

The Innovative Achievement Award 2023

IVA Pro from Bosch Security Systems (Germany) Hanwha Solidedge from Hanwha Vision (South Korea)

Platform for intelligent camera surveillance which enables self-calibration of the cameras based on monitoring purposes. This is done via plug-ins for monitoring: perimeter, traffic, building security or object tracking. The AI-powered solution uses highly accurate data to analyse video footage in real-time to detect potential threats in commercial and industrial environments. **IVA Pro** can reliably detect and classify objects and interpret object movements, giving operators a deeper understanding of scenes, which in turn enables informed decision-making for a rapid response.



THE JURY'S MOTIVATION: "This feature-rich AI-platform for video surveillance offers self-calibration of cameras and is a sensational achievement. It proves Bosch Security's capability to create innovative solutions that simplify installation and increase incentives to use AI in security applications."



Serverless cloud-based camera surveillance solution with a built-in robust SSD drive that offers 2TB of recording storage and can record up to five additional cameras – regardless of manufacturer. With the built-in SSD for storing video, database, and WAVE installation files, all incidents are captured without delay. As the recorded video is stored locally, it is also less susceptible to hacking or unauthorised access.

THE JURY'S MOTIVATION: "The first true serverless cloud-managed surveillance solution with a built-in rugged SSD drive confirms Hanwha Vision's key role as an important global innovator of video surveillance solutions"

IoT Security Products

The overall winner 2023

Acuity from Flasheye (Sweden)

This software has the functionality of an operating system for lidar technology. It can handle lidar sensors from different manufacturers and easily be integrated into existing security platforms.



Acuity analyses collected data from sensors in a surveillance area via lidar technology to detect movement and unwanted events. Virtual fences can be created to strengthen the perimeter protection and collect data regarding the size of the intruding object and the distance to it. This real-time 3D model of lidar technology – with thousands of measurement points – offers a strong alternative to security cameras.

THE JURY'S MOTIVATION: "Acuity responds to the market's highest demands for reliable detection. Using lidar technology and advanced processing of 3D data, the solution generates valuable insights that take intelligent detection to a whole new level."

The Innovative Achievement Award 2023

Serix ID from Seriline (Sweden) Axon from Aritech (USA)

A platform-independent service for secure mobile and dynamic identification of people and products. The identification can be done with Android or iOS mobiles without any installed app on the device.



Serix ID is based on NFC tags with AES encryption and its encrypted message and authentication platform make sure that sent information is locked in an encrypted string that is unique for each read at each identity check. Therefore, the tag's specific URL or content cannot be copied or reused. The identity information is changed in real time so that the current information is presented exactly at the time of the request.

THE JURY'S MOTIVATION: "Through this intelligent solution for secure and dynamic mobile identification, Seriline proves once again its role as an important innovator of ID-solutions."



An IP-based security system with integrated web server. In combination with Aritech's cloud solution Ultrasync, it enables the conversion of data into service for a variety of applications. Burglar alarm, access control and video surveillance are integrated and in addition there is a data collection port for various Ultrasync services, including IoT communication.

Axon is a tool to develop services and a complete solution for suppliers wanting to offer their customers Security as a Service (SECaaS).

THE JURY'S MOTIVATION: "With Axon, Aritech enables a complete solution for Security-as-a-Service. It also includes services beyond security, due to the rich integration possibilities of sensors for many different purposes. A great achievement!"



THE OVERALL
WINNER
ALARM & DETECTION



OPTEX REDSCAN mini-Pro – LiDAR sensor

The jury's motivation:

“Designed for extremely fast, precise, and reliable detection in all kinds of weather conditions, REDSCAN mini-Pro offers a convincing winning concept to meet the toughest challenges in perimeter surveillance applications.”



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Innovative Achievement 2023

INNOVATIVE ACHIEVEMENT AWARD
within the category of
ALARM & DETECTION



S360 Box

The jury's motivation:

"S360 Box makes existing security camera systems intelligent and ready for proactive surveillance and perimeter detection, while false events are filtered out. It is an impressive achievement and a powerful response to the market's increasing needs for AI technology solutions."



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THE OVERALL
WINNER
ID & ACCESS CONTROL



The Rock – facial authentication solution

The jury's motivation:

"This unique AI-based facial authentication access control solution ticks all the boxes for a true game changer. A pioneering achievement, which is why the Rock is the undisputable Detektor International Award winner of the access control category 2023."



alcatraz ai

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Innovative Achievement 2023

INNOVATIVE ACHIEVEMENT AWARD
within the category of
ID & ACCESS CONTROL



STid Mobile ID – access solution

The jury's motivation:

“With this open access and identification solution for mobile access control STid Security is confirming its outstanding position as an innovator of smart and secure reader technology solutions for access control systems.”



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Innovative Achievement 2023

INNOVATIVE ACHIEVEMENT AWARD
within the category of
ID & ACCESS CONTROL



Feenics – access control platform

The jury's motivation:

“Offering full scalability for unlimited numbers of users and devices, this cloud-based real enterprise access control solution – with its complex integration possibilities – takes Access Control as a Service to a whole new level!”



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THE OVERALL
WINNER
VIDEO SURVEILLANCE



The jury's motivation:

"This radar-video fusion camera can make a big difference in perimeter security applications. It enables more accurate and precise detection and classification of objects, while contributing to fewer false alarms. A world-class innovation from Axis."



www.axis.com



Innovative Achievement 2023

INNOVATIVE ACHIEVEMENT AWARD
within the category of
VIDEO SURVEILLANCE



Hanwha SolidEDGE
– serverless camera system

The jury's motivation:

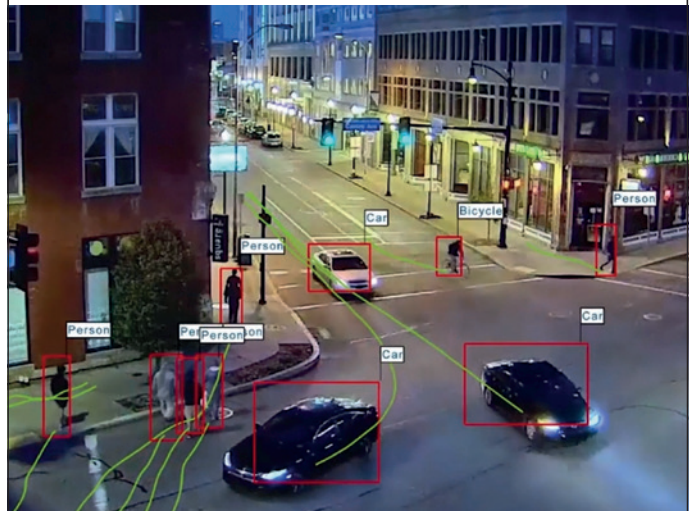
“The first true serverless cloud-managed surveillance solution with a built-in rugged SSD drive confirms Hanwha Vision’s key role as an important global innovator of video surveillance solutions.”

 **Hanwha Vision**
www.hanwhavision.eu



Innovative Achievement 2023

INNOVATIVE ACHIEVEMENT AWARD
within the category of
VIDEO SURVEILLANCE



IVA Pro
– AI video analytics software platform

The jury's motivation:

“This feature-rich AI-platform for video surveillance offers self-calibration of cameras and is a sensational achievement. It proves Bosch Security’s capability to create innovative solutions that simplify installation and increase incentives to use AI in security applications.”

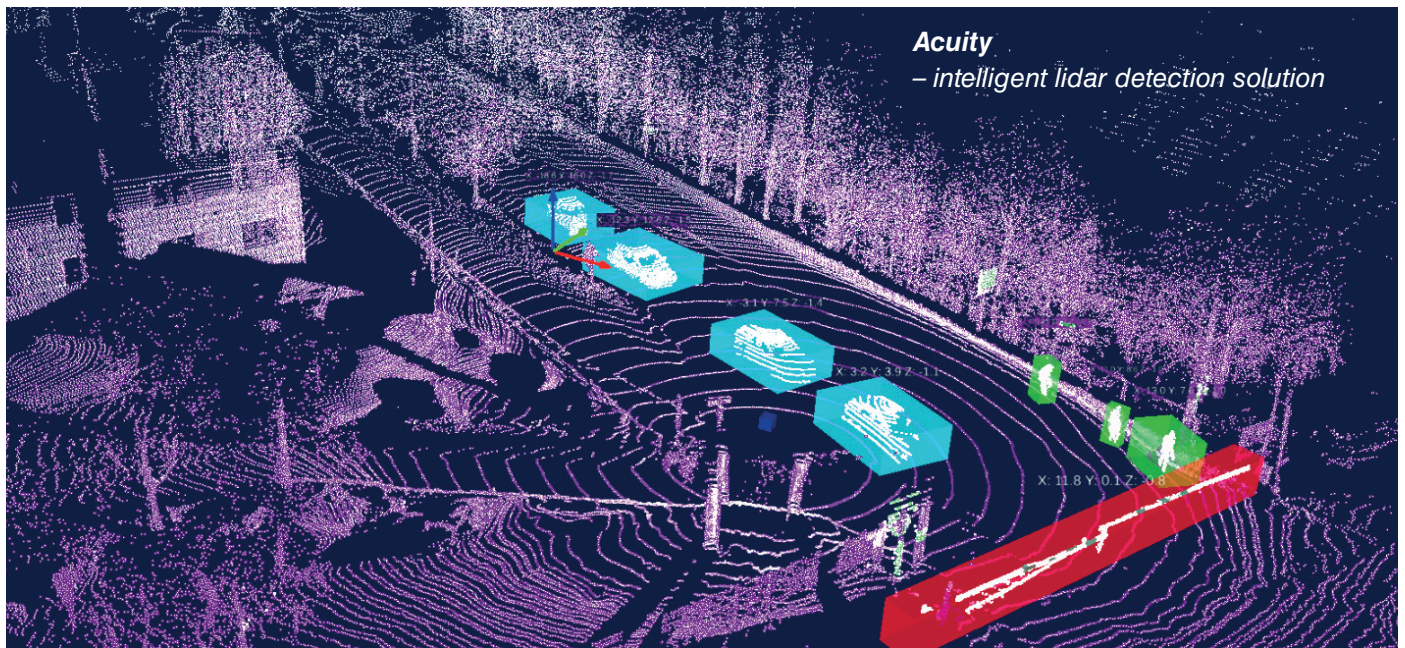


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THE OVERALL
WINNER
IoT SECURITY



Acuity
– intelligent lidar detection solution

The jury's motivation:

*"Acuity responds to the market's highest demands for reliable detection.
Using lidar technology and advanced processing of 3D data, the solution
generates valuable insights that take intelligent detection to a whole new level!"*



www.flasheye.se



INNOVATIVE ACHIEVEMENT AWARD
within the category of
IoT SECURITY



Serix iD – IAM-solution

The jury's motivation:

“Through this intelligent solution for secure and dynamic mobile identification, Seriline proves once again its role as an important innovator of IAM-solutions.”



www.seriline.com



INNOVATIVE ACHIEVEMENT AWARD
within the category of
IoT SECURITY



The jury's motivation:

“With Axon, Aritech enables a complete solution for Security-as-a-Service. It also includes services beyond security, due to the rich integration possibilities of sensors for many different purposes. A great achievement!”



www.aritech.com



Vanderbilt International's sales figures have grown dramatically since Alex Holmström became the global sales director. From EUR 65 million in 2017 to EUR 97 million in 2022.

Alex Holmström, global sales director, Acre International:

“The challenge now is the uncertainty surrounding the global economic situation”

Nordic companies, such as Securitas, Axis, Assa Abloy and Milestone, have a strong impact on the global security industry. But also, Nordic management competence, can be an influencing factor on the industry's development.

Alex Holmström is a good example of that. During his time as global sales director at Acre International, the growth figures have gone strongly upwards.

Alex Holmström is from Finland, but has been living in Sweden since 2011. In the same year, he took his first steps in the security industry as an account manager in the Swedish company Gothia Kamerabevakning. Since then, things have moved fast for Alex.

Gothia Camera surveillance was the entrance to the security industry if you ignore my time as an officer with the marines in the Finnish defence forces. It was a very exciting time, the journey from analogue to IP had taken off and the cameras were starting to deliver HD and full HD resolution. In addition, more and more people were talking about video analysis.

Headhunted by industry legends

When Gothia was acquired by Nokas, a solutions department was formed. Alex Holmström became sales manager there and later for Nokas Teknik that focused on camera surveillance, intrusion, access control and fire. He stayed until 2017 and had then advanced to Business Area Manager for Sweden and the rest of the Nordics in connection with the establishment of a new KAM department. After that, the career took off in earnest – big time.

“I was headhunted to Vanderbilt Industries by a true industrial legend, Joe Grillo. He told me that they were looking for a Nordic manager and gave me insights about where Acre was going,” remembers Alex Holmström.

Joe Grillo is one of the great industrialists in the security industry. He was CEO of HID Global for many years and also became CEO of Assa Abloy's Global Technology Division.

In 2012, Joe Grillo started Acre LLC, which in 2014 acquired the Siemens portfolio of physical security products that was integrated into the Acre company Vanderbilt Industries, which is still the legal name of the business even though it has been re-branded and now goes under the Acre Security brand.

Alex Holmström accepted the offer to become the Nordic director leader for Vanderbilt. After two years, he was promoted to take over all sales for Northern Europe and “the rest of the world”, that is, all sales within the company Vanderbilt International and which includes all sales outside North America.

It didn't stop there. Just before the pandemic, the Executive vice president of global sales at

Vanderbilt International David Sullivan – also an industry legend – stepped into the role of President of Acre International. And Alex Holmström was the first choice for the role as global sales director.

SaaS is the way forward

As global sales director at Acre International, Alex Holmström has the whole world as his field of work. The company currently has business in 90 countries. And he is a driving force behind

the company's transformation from traditional product sales to a service-based business model where the cloud forms the central infrastructure.

“The development is crystal clear. Software-as-a-Service (SaaS) is the trend that is growing stronger, now also in the market for physical security,” says Alex Holmström.

Cloud solution for access control

The development towards cloud solutions in the industry is also reflected by the company's product range. Vanderbilt, which from this year goes under the Acre Security brand, recently launched the powerful cloud-based access control system Feenics in Europe.

Feenics offers countless features, and its open architecture enables easy integration with existing security infrastructure, be it video surveillance, burglar alarms, visitor management, locks and mechanics and other third-party solutions. Scalability ensures that it can adapt to environments of all sizes.

“What makes Feenics unique is that it is a cloud-based solution for access control that is adapted to meet the high demands of the enterprise class. Both in terms of scalability, security and complexity. This combined with a simple user interface means that Feenics is well equipped to meet future demands for Access Control as a Service,” comments Alex Holmström.

Acre Security also received the Innovative Achievement Award for Feenics at the Detektor International Award ceremony held in conjunction with Sectech in Stockholm on October 24.

Increased tempo

Alex Holmström enjoys working in an international company.

“I think it is interesting to see the difference between American and Nordic companies and structures. In American companies,

the pace is very fast. There is a lot of reporting and a great focus on results. The balance between these cultures is probably the golden mean,” he says

Intensive years

Alex Holmström admits that there have been some intense years and not many days off.

“We sold the business in 2020 and then went from a smaller private equity company to a larger one in Triton Partners to take the next step on Acre’s growth journey. Then we had the pandemic to deal with. Here it was mainly about developing new sales strategies to effectively meet the challenges we saw with component shortages and other problems that arose.”

During this time, Alex Holmström developed and implemented a new sales programme and process that focused more on short-term goals and market-specific strengths.

“It has proven to be very effective for us. I also implemented a new Global SIP structure i.e. a sales incentive plan in order to create and reward focus on new technology and service related SaaS sales that we continued to build on.”

High growth rate

Alex Holmström’s contribution to the business is very much reflected in the sales figures. In 2017, Vanderbilt International had a turnover of approximately EUR 65 million. By 2022, sales had accelerated to EUR 97 million. Acquisitions and new portfolios have only a minor impact on the growth figures, according to Alex Holmström.

“A success is that we phased out some legacy portfolios, but still maintained stable growth, even during the Covid years”, he comments.

With the successes, Alex Holmström has gained solid trust in management and with industry legends David Sullivan and Joe Grillo.

In May 2022, Joe Grillo wrote on LinkedIn “Alex is one of the smartest and most ener-

getic sales leaders I’ve had the pleasure to work with”. In June of the same year, David Sullivan published a comment on LinkedIn “Alex is by far the best sales leader that I have ever worked with”.

“It is of course nice to receive appreciation, especially from such industry legends, but everything that is done in the business is a team effort and I am extremely proud of my team of strong salespeople we have recruited who do a fantastic job,” states Alex Holmström.

Lots going on

Alex Holmström is also humble when asked to look ahead.

“The challenge now is the uncertainty surrounding the global economic situation and external factors that we cannot influence,” he says.

To meet the demands of the future, Alex Holmström and Acre are in the process of building new departments, including an EMEA inside sales and pre-sales department led by Daniel Persson and an EMEA XaaS department (X-as-a-service) which will be led by Erik Nord, who was recruited from Genetec last summer.

“Department “X” will focus on our cloud-based services and future platforms. We must work proactively, close to our customers and ensure good forecast precision and, in addition, maintain a strong focus on order intake.”

Exciting future

Alex Holmström is – despite challenges beyond Acre’s control – full of confidence for the future.

“We have a very exciting roadmap and under the leadership of our new Chief Strategy Officer Harm Radstaak and CTO Darren Learmouth, a lot of interesting products and solutions will be released in the coming year. We are moving towards a very exciting technological future in the security industry and the journey has only just begun,” he says in conclusion.



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“The development is crystal clear. Software-as-a-Service (SaaS) is the trend that is growing stronger, now also in the market for physical security,” says Alex Holmström.



Alex Holmström commutes between the EMEA office in Dublin (pictured) and the Vanderbilt International office in his hometown Stockholm.

Optex launches new ground vehicle detector

Maidenhead, Berkshire (UK)

Optex has launched its new series of vehicle detection sensors, designed for high reliability and easy installation, for customers in Europe, the Middle East and Africa (EMEA).

An extension of its existing range, the new *OVS-02GT* sensors feature highly accurate microwave technology with short and long-range detection logic, helping to provide vehicle detection for gate and barrier automation at a wide range of commercial, residential, and industrial sites.

The above-ground sensors provide the ideal solution for any site or environment where a ground loop cannot be installed, such as locations where digging is prohibited or not possible, the road surface is damaged or un-

sealed, or areas prone to flooding. They also remove the need for any disruptive and hugely costly civil or ground engineering works and can be simply installed on a pole or wall with a wide-angle adjustment up to 96-degrees.

The *OVS-02GT* sensors can detect vehicles of any colour or composite material, both moving and stationary, within an adjustable detection range of up to eight metres, while also ignoring pedestrian traffic. They can detect vehicles moving up a speed of to 35km/h, and are not affected

by changing weather conditions, providing consistent indoor or outdoor performance all-year round.

Toshiyasu Matsuyama, Business Development Manager Optex Japan, says the new *OVS-02GT* sensors enhance the performance for vehicle detection and human cancellation and responds to customer demands for an easy above-ground solution: "Traditional ground loops can provide a real challenge, often requiring both hugely costly and disruptive engineering works. The uncomplicated mounting of the *OVS-02GT*, combined with the easy settings adjustments via a dedicated mobile App can help customers reduce the installation time by a third compared to the



Optex enhances its range of vehicle detection sensors Image courtesy of Optex

installation of a conventional ground loop."

"Our latest generation of vehicle detection sensors – the *OVS-02GT* – provides customers with a viable and accurate solution, that benefits from the expertise and knowledge of Optex's detection solutions which has been built over more than 40 years," Matsuyama concluded.

Updated Video API platform from Eagle Eye

Austin, Tx (USA)

Eagle Eye Networks has launched V3 of the Eagle Eye Video API Platform, built for faster implementation of video applications by developers, and builds upon the API foundation of V1 and V2.

With the launch of *API V3*, Eagle Eye continues its platform investment for developers to easily create applications leveraging and integrating cloud video surveillance.

"Over the past 11 years, we have learned many lessons about what is needed in a cloud platform for broad video surveillance applications, AI, and operating at scale," says *Dean Drako*, CEO of Eagle Eye Networks.

The Eagle Eye Video API Platform offers Secure OAuth-based cloud authentication to 8,000+ IP camera models with just a few lines of code, including Axis,

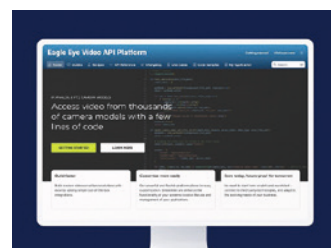
Bosch, Hanwha, Mobotix, Ipro and Vivotek cameras. Furthermore, it offers cloud-based AI and video analytics with a simple API call and RTSP support for recorded and live video. Easy media integration (HLS, RTSP, MP4) and 2-Way Audio for bi-directional voice communications are other features. SDKs for faster integrations on Web, Android, iOS is another functionality. With V3 there are new functions added to the platform.

"We have incorporated developer feedback, developer requests, integration needs, and large customer requirements to

make V3 of our API that delivers even more."

Used by thousands of enterprise organisations across the globe, the Video API Platform and mobile and web software development kits (SDKs) bring cloud video surveillance and AI capabilities to developers for faster development and integration with video surveillance. The API allows resellers and business owners to build custom solutions. Some examples include:

- Hotel management applications – integrating video surveillance for accessibility and business management.
- Entrepreneurs developing applications and launching their business on the Eagle Eye Video API Platform – speeding their time to market.



Eagle Eye has launched Version 3 of the Eagle Eye Video API Platform Image courtesy of Eagle Eye

• AI experts integrating their AI analysis for customers to obtain their AI expertise.

• Central station software directly taking video feeds and AI from the Eagle Eye Video API Platform.

Eagle Eye will continue to support its V1 and V2 APIs for the foreseeable future, but recommends all new development be done on API V3.

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New wireless access for lockers and cabinets

London, UK

The new Assa Abloy Aperio KL100 integrates seamlessly with more than 100 access control systems, bringing security to many access points beyond just doors.



The new wireless access KL100 helps secure cabinets and lockers.

With two different lengths and several CAM options, the *KL100* suits almost any locker, cabinet,

or drawer, whether wooden or metal. Powered by one battery (standard lithium), this wireless lock consumes very little power – it only “wakes up” when a credential is presented – and needs no specialist maintenance.

Many credential options

An Aperio KL100 can be operated with mobile keys via Bluetooth Low Energy and NFC,

as well as smartcards and fobs using all major RFID technologies. For added user convenience, the device accepts multiple credential technologies simultaneously, in parallel, so security managers can roll out mobile keys at their own pace.

Easy hardware integration

The Aperio KL100 is designed for minimal disruption to furniture. A tiny footprint and wire-free operation ensure it's fitted quickly without causing damage or visual impact.

Furthermore, it integrates seamlessly with any new or exist-

ing access control and security system — from over 100 different manufacturers and counting. Existing user credentials do not need to be replaced.

Real-time control

A KL100 may be connected online, offline or via OSS compliant integration – and switched between them at any time. Online management enables real-time control over every KL100 lock, with easy access rights administration and instant availability of audit trails for any opening or user – which makes incident investigation fast and accurate.

New Genetec integration speeds and simplifies investigations

Montreal, Canada

A new integration between the Genetec Mission Control decision management system, and the Genetec Clearance digital evidence management solution enables users to move seamlessly from incident response to investigation from within a single interface.

Security teams in organisations handle often a high volume of events, and frequently need to share video evidence and incident details with internal departments

as well as with law enforcement agencies. This information includes video evidence as well as details of events as they unfolded and what courses of action were

taken during the incident.

Save time

With the new the integration all cameras tied to an event can be exported in a single action to a case in *Clearance*. This reduces the time operators spend documenting and creating a synopsis of an incident and helps to ensure that cameras that captured the event are not missed. Once uploaded to *Clearance*, recordings can be stored based on the retention period defined by

the nature of the incident, and the organisation's business policy.

Simplifies investigations

The Mission Control incident report is also preserved as part of the case, which allows organisations to demonstrate policy compliance when handling an event as all actions related to the incident are documented in the report. Like the video exports, these reports can then be shared with other parties or used internally for audit purposes.

New DL varifocal domes from Axis

Lund, Sweden

Axis Communications' latest additions to its M42 dome camera series offering edge-based deep-learning analytics, ideal for indoor surveillance applications.



Axis has released new additions to its M42 dome series

Featuring a varifocal lens, these dome cameras offer image quality in up to 4K and a flexible field of view. With remote zoom and focus capabilities, they ensure sharp high-resolution video with effective

details where needed. The series offers WDR for difficult light conditions and models with Lightfinder and Optimized IR for sharp, colour images in low light and great details in pitch darkness.

From 2 MP to 8 MP

Axis claims further that the 2 MP model ensures the lowest bandwidth consumption, while the 8 MP model delivers the highest level of details and clear, sharp images when needed. The series

also offers a 4 MP model ideal for general surveillance.

With a deep learning processing unit, these varifocal cameras include advanced analytics based on deep learning on the edge. Axis Object Analytics including time in area feature makes it's possible to track whenever an object stays in a defined area longer than a user-defined time, for example, to detect loitering. Additionally, thanks to an HDMI port and Axis Face Detector, it's possible to, for instance, display live video and face detection on a public viewing monitor to help deter theft. In addition, these dome cameras support audio or I/O connectivity using Axis T61 Series.

4K and deep learning

Key features include image quality in up to 4K, varifocal lens with remote zoom and focus, WDR and variants with optimised IR, analytics with deep learning, and HDMI output for public viewing monitors.

Cyber security platform

These compact domes ensure flexible and discreet installation. With a wide range of accessories, they can be installed almost anywhere making them ideal for any location where discreet monitoring is needed. Furthermore, Axis Edge Vault provides a hardware-based cyber security platform that offers safeguards for the device.

Commercial sensors with MEMS technology

Chertsey, Surrey (UK)

For the first time, Bosch is using MEMS technology in its new line of Commercial Series (Gen2) motion detectors recently launched in the EMEA region.

MEMS sensors (microelectromechanical systems) are used in numerous everyday products such as vehicles and consumer electronics. They can detect mechanical, magnetic, and even chemical changes reliably and with great precision, and convert these into electrical signals. This innovative technology is now also finding its way into security technology.

In addition to improved detection and false-alarm immunity brought by the MEMS technology, they also deliver all the tried-and-tested benefits of the **Bosch**

Tritech detectors, which are combining PIR and microwave Doppler radar technology plus advanced signal processing.

They have a detection range of up to 15 metres and are used inside commercial premises with a moderate to high security risk, such as office and factory buildings, banks, and retail outlets.

The MEMS sensors Bosch is using in the Commercial Series (Gen2) motion detectors are ultra-small high-performance acceleration sensors like those used in smartphones, for example.

“With even better impact and vibration compensation and no mechanical contacts, these sensors offer maximum false-alarm immunity,” explains *James Motorn*, a sensor expert and product manager at Bosch Building Technologies.

Since there is no need for a mounting screw for the tamper contact, the anti-mask version now takes even less time to install. Additionally, the MEMS sensors make it even easier to spot attempted tampering at the place of installation, whether someone is trying to pull the detector off the wall or remove brackets and swivel joints.

As part of the update, Bosch



Image courtesy of Bosch Building Technologies.

has also further enhanced the detector's RF (radio frequency) immunity. In the new devices, this is now up to 6 GHz, providing the motion detectors with even

better protection from interference caused by Wifi routers, which typically operate in this frequency range.

Another plus point of the new generation is that the integrated EOL resistors can now be selected more quickly during installation because the jumpers have been replaced by user-friendly switches. Another up is the optimised anti-mask monitoring for the sensors, which is now more sensitive to attempts to block the sensors using paper or spray paint, for example.

Hanwha adds AI to PTZ Plus series

Chertsey, Surrey (UK)

Hanwha Vision has launched a range of PTZ Plus cameras with AI capability designed for accurate detection and classification.

The high-definition AI *PTZ Plus* range is designed for large open areas such as airports, car parks, stadiums, city centres, and industrial estates, as well as perimeter protection.

The inclusion of AI reduces false alarms and allows the cameras to accurately classify objects including persons, faces, vehicles (including vehicle type) and number plates.

Object detection and video analytics

This object detection and classification enables operators to quickly search for footage of specific objects, making smart forensic search highly efficient. Combined with intelligent video analytics, operators can monitor for objects such as people entering and exiting a pre-defined area like a restricted

office within an airport, or crossing a line, to detect when a person or vehicle has crossed a perimeter, for instance. Appear/disappear and loitering detection is also possible.

The deep-learning AI means irrelevant objects, such as waving trees, moving clouds or animals, all of which are normally the cause of false alarms with standard motion detection technology, are ignored by the cameras.

AI Auto-tracking for easier monitoring

The X Series AI PTZ Plus cameras include an auto-tracking functionality driven by the upgraded AI engine. With the ability to distinguish between individuals and vehicles, the cameras automatically lock onto desired targets and track even small objects in challenging scenarios characterised by

low-light and nocturnal settings. Furthermore, a missing object redirection capability swiftly recovers temporarily lost targets, allowing uninterrupted tracking despite unforeseen disruptions.

MQTT to communicate with other devices

The AI PTZ Plus comes subscribed to an MQTT server that enables it to work seamlessly with other devices and sensors in an installation, including Internet of Things (IoT) sensors. Information shared with the camera via the MQTT broker will cause it to react in different ways including panning automatically to a detected entry/exit to provide visual confirmation that a person is authorised to be in the area and then sharing an email report back to operators. Alternatively, the camera can share information about an object detection event to the MQTT broker, to then trigger specific actions such as locking or unlocking a door, switching



Hanwha Vision has added AI functionality to its line up of PTZ Plus high-definition surveillance cameras. Image courtesy of Hanwha Vision

on lights or turning off the air conditioning.

Adaptive IR technology

The new 2MP, 6MP and 4K cameras can capture evidence-grade images of objects up to a distance of 200 metres away in all lighting conditions, thanks to adaptive IR technology. A function, which can be applied to 32 pre-defined areas, ensures that the camera can rapidly come into focus when moved to a new position, again, regardless of lighting conditions. An extended tilt range of up to 110° ensures that objects positioned above the cameras can still be seen.

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