

DETEKTOR



Publisher's comment:

Adhering to cyber security requirements - a necessity

The security technology market:

Global surveillance market returns to growth

Interviews with entrepreneurs:

- **Joe Grillo, Acre**
- **Pierre Racz, Genetec**
- **Dean Drako, Eagle Eye Networks**
- **Martin Gren, Axis Communications**

Security events:

Skydd 2024 in Stockholm attracted over 10,000 security professionals

SPECIAL EDITORIAL FEATURE:

ACCESS CONTROL & SMART BUILDINGS

SPECIAL EDITORIAL FEATURE:

PERIMETER SURVEILLANCE

- geopolitical tensions, AI, and ML drive the growth



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Lennart Alexandrie, Publisher

Adhering to cyber security requirements – a necessity

As 2024 draws to a close, we will soon see major companies in the physical security industry release their trend forecasts for 2025.

Cloud usage and AI development have been recurring themes in these forecasts and will likely continue to dominate for years to come. The cloud is also a key driver of the ongoing transformation within the security industry, shifting from traditional product-based business models to service-based ones, as seen in many other sectors.

The trend with perhaps the most immediate impact on both the industry and society at large is cyber security. In recent years, numerous high-profile cyber attacks have been reported, causing significant damage to municipalities, public organisations, and private companies worldwide. In a geopolitically unstable world, with attacks orchestrated by hackers linked to state actors, the cyber threat has become increasingly severe.

What makes cyber security such a pressing trend in 2024 is the tightening of security regulations under the European Union's Network and Information Security Directive, second edition (NIS2). This directive, which must be implemented into national legislation by all EU countries by October 17, 2024, introduces substantial changes.

NIS2 covers systems linked to critical infrastructure and mandates specific measures to strengthen cyber security for networks and connected systems. These new regulations require organisations to adapt their processes to meet the updated standards.

In addition to NIS2, the introduction of the Cyber Resilience Act (CRA) adds further requirements. This EU regulation sets minimum cyber security standards for products with digital elements. CRA stipulates that connected products, such as cameras, must be designed with security in mind, protected against known vulnerabilities, and receive regular security updates.

These regulatory changes mean that installers and integrators in the physical security industry must ensure that the manufacturers they work with comply with CRA requirements and that installations meet NIS2 standards. Ultimately, however, the responsibility falls on the end customer, who must choose the right suppliers and ensure all requirements are met to avoid costly penalties.

Although NIS2 should have been incorporated into national legislation by October 2024, this does not mean companies must be fully compliant immediately. There is still time to make adjustments, but by 2025, full compliance should be achieved. Daniel Hjort, Chief Marketing Officer at IN Groupe and Nexus, has noted that it can take 9 to 15 months for companies already compliant with the original NIS directive to achieve full NIS2 compliance. This highlights the urgency for organisations to start working towards compliance as soon as possible, especially those aiming to supply security systems for critical infrastructure.

Cyber security will thus be a focal point for many players in the industry, whether they are manufacturers, installers, or integrators. Adapting routines, training staff, and ensuring the quality of deliveries to meet NIS2 requirements will be critical for many businesses. Another challenge will be ensuring that subcontractors of NIS2-compliant providers also fulfill their obligations so that overall compliance is not jeopardised.

NIS2 compliance, primarily aimed at strengthening cyber security, will be a decisive factor in determining which providers can supply systems for critical infrastructure installations. One thing is certain: the hefty penalties awaiting end customers for non-compliance leave no room for mistakes or negligence in procurement processes. Adhering to cyber security requirements is no longer optional – it is a necessity, even in the physical security industry.



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Detektor International Award 2024.

Detektor International Award 2024 – four overall winners and eight other award recipients.

Photo: Camilla Svensk

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Security Technology Market

Strategic corporate investors across the built environment are playing an increasingly significant role in supporting startups in the smart buildings space.

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Special Feature: Access control & smart buildings

Smart buildings and cities continue to emerge, identity management and access control solutions have become foundational elements of these advanced ecosystems.

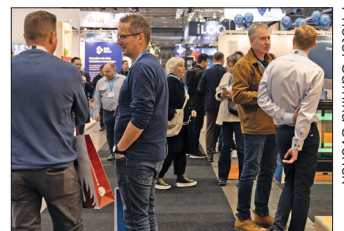
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Geopolitical tensions, AI, and ML drive perimeter security growth.

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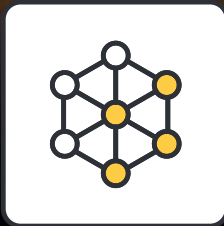
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Photo: Camilla Svensk

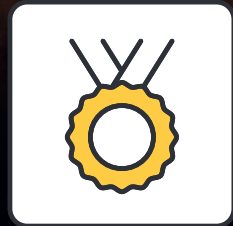
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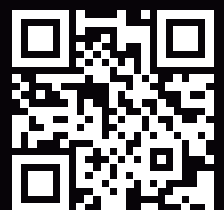


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\$5.5 billion invested in Smart Building startups since 2023

New research from Memoori reveals information on 284 funding rounds for startup companies, amounting to around \$5.5 billion across the smart buildings sector in the 16 months since January 2023.

Stockholm, Sweden

The global smart buildings landscape is heavily populated with new entrants, according to the research, which identified 1,221 startups founded in the last ten years that serve the management and operations phase of commercial real estate. In total 35% of startups have been acquired since 2013, and 6% are closed or inactive.

Smart Building Startups landscape 2024

In terms of funding for commercial building operations startups, the analysts found information on 284 funding rounds for startup companies, amounting to around \$5.5 billion across the smart buildings sector in the 16 months since

January 2023. And, with over \$2 billion already invested in the first 4 months of 2024, Memoori's researchers believe that the outlook for investment and alliances with new entrants this year remains positive.

Strategic investments from corporate stakeholders in the built environment have contributed to a maturing smart buildings space, often accompanied by partnership agreements.

Energy dominates funding in the commercial building operation space, with energy hardware, software, efficiency services, and distributed energy representing four of the top six, from the 21 funding areas identified in the report.



Strategic corporate investors across the built environment are playing an increasingly significant role in supporting startups in the smart buildings space.

Strategic investments

Strategic corporate investors across the built environment are playing an increasingly significant role in supporting startups in the smart buildings space. In particular the new report looks at 14 key players who are building relationships with startups, such as established; building automation players, real estate service firms, HVAC equipment companies, and physical security solution providers. This year's new additions to the list of strategic corporate investors include; Belimo, Panasonic, Trane Technologies, Alarm.com, and Allegion.

Mergers & acquisitions

Strategic M&A has enabled incumbent players across the smart buildings landscape to augment their technology offerings with bolt-on acquisitions and increase their focus on software solutions and recurring revenues.

Finally, some consolidation has also occurred due to distressed asset sales of struggling startups, and, according to Memoori, some private equity firms have also taken majority stakes in new entrants providing them with growth capital.

Anti-drone industry to exceed \$7 billion by 2029

The global anti-drone market, valued at \$2.16 billion in 2024, is expected to reach \$7.05 billion by 2029, with a CAGR of 26.7%, according to Marketsandmarkets.

Delray Beach, FL (USA)

The demand is driven by increased government spending, rising security breaches by unauthorised drones, and the need for safeguarding critical infrastructure.

Hybrid systems

Hybrid systems, combining electron-

ic, kinetic, and laser technologies, are projected to hold the largest market share by 2029 due to their effectiveness in detecting and neutralising drone threats over long distances.

Ground-based solutions

Ground-based anti-drone

systems, using radar, IR sensors, and RF jammers, will represent a major market segment. MESA radar, widely used for counter-UAS protection of critical infrastructure, is a notable technology in this sector. Key providers include Echodyne, Detect, Meteksan Defense, and Whitefox Defense.

Regional growth in the Americas

The Americas will lead the

market, driven by U.S. government investments in military and infrastructure protection. For example, RTX secured a \$237 million contract in 2023 for counter-UAS systems.

Key players

Leading companies in the anti-drone market include RTX, Lockheed Martin, Leonardo S.p.A., Thales, and IAI.

Doorbell camera market to hit \$4.63 billion by 2030

The global doorbell camera market is expected to reach USD 4.63 billion by 2030, growing at a CAGR of 14.8% from 2024 to 2030, according to Grand View Research.

San Francisco, CA (USA)

Rising security concerns due to increasing global crime rates drive this demand.

In 2023, wired doorbell cameras held a 62.2% market share due to their constant power supply. Offline sales led, with

physical stores accounting for the largest revenue share.

North America captured around one-third of the market in 2023. Key players include Assa Abloy, Hikvision, Ring, Vivint, and Vtech Communications.



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Global surveillance market returns to growth

A report from Novaira Insights reveals that the global market for video surveillance hardware and software experienced 3.4% growth in 2023, reaching around USD 24.9 billion.

Newport Pagnell, Buckinghamshire (UK)

The report, “The World Market for Video Surveillance Hardware and Software,” also reveals that this growth was characterised by a 2.7% decline in the Chinese market, while the rest of the world (excluding China) saw 8.2% growth—a slower rate compared to the 13.2% growth achieved in 2022.

“In 2023, China’s government spending on video surveillance remained significantly lower than pre-pandemic levels, despite expectations of a rebound. Outside of China, most markets continued to grow. Yet, many vendors in 2023 experienced a decrease in unit shipments due to a greater lag between the channel and end-user demand. This lag was created by distributors overordering stock in 2022 in response to supply chain disruptions,” said lead analyst and founder of Novaira Insights, Josh Woodhouse.

“These supply chain issues were largely resolved in 2023, but distributors first utilised their existing stock of equipment. 2023 also saw some softening of demand due to persisting economic uncertainties in several sectors and countries.”

China – the largest market

China is estimated to have remained the world’s largest regional market for video surveillance equipment, accounting for 41% of the global market in 2023. However, this marks a proportional decrease compared to two years earlier, when China accounted for 52%. In 2023, there were still hundreds of suppliers of video surveillance equipment in the country.

Four suppliers account for 50% of the market

Additionally, the rise of video

surveillance cloud solutions has led to the emergence of many newer suppliers. However, despite this proliferation, four suppliers (Hikvision, Dahua, Axis Communications, and Motorola Solutions) continued to account for nearly half of global video surveillance equipment revenues.

Cloud-connected cameras on the rise

Demand for video surveillance cloud solutions continues to grow rapidly, with high growth projected to persist. The United States is leading the way in adopting cloud technology for video surveillance. In 2023, the U.S. saw an increase of over 1 million cloud-connected cameras compared to 2022. Despite this growth, the overall percentage of cameras with an active cloud connection remains low, still in the single digits as a percentage of the installed base.

8.4% growth in 2024

China to see minimal growth while the rest of the world accelerates.



Josh Woodhouse of Novaira Insights.

In 2024, the Chinese market is forecast to grow, although it will remain well below its peak in 2021.

Outside of China, market growth is expected to accelerate, driven by robust expansion in emerging markets such as India, Latin America, and the Middle East. Additionally, increased demand for cloud solutions in established markets like North America and Western Europe will contribute to this growth. As a result, the global market for video surveillance equipment is projected to grow by 8.4% in 2024, reaching a value of over USD 27 billion.

Video surveillance storage market projected to reach \$9.5 billion in 2024

The global video surveillance storage market is expected to grow from USD 9.5 billion in 2024 to USD 12.6 billion by 2029, with a CAGR of 5.7%, according to MarketsandMarkets.

Northbrook, IL (USA)

Key trends driving this growth include AI, cloud computing, and edge storage, as well as the shift towards hybrid on-premises and cloud solutions. AI analytics now enable real-time data processing, reducing storage needs, while advancements in compression and hyper-converged

infrastructure (HCI) are also contributing.

Environmental focus

Leading players like Seagate and Western Digital are focusing on energy-efficient technologies and cloud solutions, reducing power consumption and carbon foot-

prints. Companies are also using recycled materials and designing products with longer lifespans.

Market segments

The market is divided into hardware, software, and services. Software is expected to see the highest growth due to its role in managing video storage and analytics. Notable software includes Milestone Systems’ Xprotect, which offers advanced data management and monitoring features.

Storage capacity trends

The 1 Tb storage capacity segment will dominate the market, catering

to small businesses with fewer cameras and limited recording needs.

Regional insights

The Asia Pacific region will lead the market, followed by North America. The growing use of IP cameras and real-time video analytics in sectors like law enforcement and healthcare drives demand in these regions.

Key players

Prominent vendors include Western Digital, Seagate, Dell Technologies, Milestone Systems, Honeywell, and Hikvision.

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IAM and access control technology:

A perfect match for smart buildings

As smart buildings and cities continue to emerge, identity management and access control solutions have become foundational elements of these advanced ecosystems.

Identity is not only crucial for managing access but also for ensuring security in increasingly interconnected environments. Identity management systems (IAM) and access control technologies are gaining momentum, becoming key pillars in the development of smart infrastructures. Their role is indispensable in safeguarding the efficiency and security of smart buildings and cities.

The booming smart building market

The smart building market is witnessing explosive growth, driven by a focus on energy efficiency, sustainability, and the use of advanced technologies to optimise operations. Industry reports indicate that the global market for smart buildings is expected to grow at an average annual rate of 12% over the next few years. At the core of this revolution is the integration of physical security technologies, which alone account for up to 20% of the revenue in smart building systems. Technologies such as facial recognition and secure access control systems are becoming increasingly crucial, particularly in commercial buildings.

IoT in smart commercial buildings

The Internet of Things (IoT) plays a critical role in smart commercial buildings, with IoT solutions enabling real-time data collection and automation to enhance building operations. According to Memoori, the global IoT market for smart commercial buildings reached approximately \$53.5 billion in revenue in 2023, and this figure is expected to grow at a compound

annual growth rate (CAGR) of 13.7% through 2028. This market spans IoT hardware, software, and services, and as smart buildings mature, the installed base of IoT devices is projected to nearly double by 2028.

Intelligent access control

One of the most exciting developments in the security sector is the evolution of access control systems. The use of mobile access cards or biometric identifiers, modern systems are now capable of providing seamless and secure entry to buildings. These systems integrate with IT infrastructure, automating access control based on time, employee schedules, or even energy-saving strategies. The transition from proprietary, locally manufactured systems to open-standard, cloud-based solutions is well underway, driven by regulatory demands for enhanced cyber security, particularly from the European Union (EU).

This shift toward open platforms is creating new opportunities for international manufacturers to penetrate markets previously dominated by domestic players, signaling a significant change in the landscape of access control technology.

Access control – A \$14.3 billion market

The global market for access control products rebounded after a pandemic-related dip in 2020. With an annual growth rate of 10% in 2021 and 2022, the market reached \$14.3 billion in 2023. According to Memoori, hardware sales dominate this market, generating approximately \$10.8 billion,



The convergence of smart buildings, IoT, identity management systems, and access control is contributing to a transformative shift in the security landscape.

followed by software and credentials sales. Access control systems are moving toward more integrated and user-friendly solutions, with innovations like mobile access, biometric identification, and IoT integration driving growth.

Access control as a service (ACaaS)

Cloud-based Access Control as a Service (ACaaS) is transforming how security systems are managed. The global ACaaS market is projected to grow from \$1.34 billion in 2024 to \$3.06 billion by 2029, with an impressive CAGR of 17.9%. This growth is driven by urbanisation, increasing demand for centralised security management, and the adoption of subscription-based models that foster recurring revenue for security providers. ACaaS enables companies to manage global security operations from a single location, offering enhanced efficiency and cost savings.

Strong growth in the IAM market

The Identity and Access Management (IAM) market is also expanding rapidly. According to Fortune Business Insights, the global IAM market was valued at approximately \$16.5 billion in 2023 and is expected to grow to \$57 billion by

2032, with a CAGR of 15%. This growth is fueled by the rise in cyber attacks, the increasing adoption of cloud-based technologies, and stringent regulatory requirements across industries. IAM systems are pivotal in securing digital identities and ensuring that access to critical systems is tightly controlled.

Security at the forefront

As smart buildings and cities become more sophisticated, identity-based security solutions, including IAM and access control systems, are taking centre stage. With their ability to enhance both physical and digital security, these systems are integral to the future of smart infrastructure. As technology continues to evolve, so too will the demand for advanced security solutions that can keep pace with the increasingly interconnected world of smart buildings and smart cities.

In conclusion

The convergence of smart buildings, IoT, identity management systems, and access control is contributing to a transformative shift in the security landscape. With the market set for strong growth, identity-based technologies will remain at the forefront of the next generation of smart, secure environments.

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Digitalising the organisation - start with the buildings

Effective digitalisation can retool businesses for the future, enabling people, processes, and premises to adapt to a new generation of challenges with flexibility and intelligence, according to David Moser, SVP and Head of Digital Access Solutions at Assa Abloy Opening Solutions EMEIA.

In access management, a natural place to begin is by introducing digital technologies to gradually replace mechanical lock-and-key security. Beyond just improving control, digital access serves as a key enabler of many other benefits that arise from the digitalisation process.

A starting point for integrated building management

According to the IFSEC Global eBook "Integrated Access Control 2022", "access control systems are often viewed as the starting point for a building to shift from operating in siloes toward a more functional, connected, and 'integrated' building management system."

Industry analysts at Omdia agree: "Access control equipment continues to play a crucial role in leading end users to consider a transition to interconnected smart building system architectures."

Managing access digitally

"By creating new connections, breaking down siloes, and streamlining various manual processes, digital access unlocks more of an organisation's potential," explains David Moser, SVP and Head of Digital Access Solutions at Assa Abloy Opening Solutions EMEIA.

"With many businesses today exploring the benefits of digitalisation, it's essential to remember that the building is the hub of operations. It can be the starting point of a business's digitalisation journey."

Smarter staff workflows

Monitoring and controlling who can access different areas at specific times ensures that staff and visitors move safely within the premises. Intelligent digital access management enables this flexibility, fostering smarter workflows for employees.

Maximizing productivity

Switching from mechanical to digital access helps organisations of all sizes collaborate more effectively and maximize the productivity of existing assets. Powerful, intuitive digital management allows security teams to respond faster and implement enhancements, such as multi-factor authentication, more easily.

In complex environments like large multi-residential housing developments, digital access streamlines operations and enhances resident satisfaction. For instance, mobile keys stored on smartphones provide a seamless experience for residents, enhancing the provider's reputation.

The building's digital future

Digital access also helps organisations benefit from innovations like energy-harvesting technology. It provides a flexible platform for integration with increasingly powerful and customisable smart building systems.

Data generated through digital access management can inform business decisions, delivering tangible ROI. If employees adopt hybrid work patterns, for example,



Efficient remote management frees security staff from their desks, while secure mobile keys offer flexibility for building users and managers across multiple sites.

only attending the office part-time, businesses can reduce rental space and energy consumption.

At the World Trade Center in Amsterdam, usage data from an Assa Abloy digital smart key system helps optimise door maintenance schedules, reducing the solution's Total Cost of Ownership (TCO).

Contributing to sustainability

Durable digital devices require minimal maintenance and help businesses save energy and reduce carbon emissions as part of an overall sustainability strategy. They can even contribute credits toward green building certification schemes. Efficient remote management frees security staff from their desks, while secure mobile keys offer flexibility for building users and managers across multiple sites.

"At Assa Abloy, we work with customers worldwide to help them fully leverage the benefits of digitalising access. Our range of compatible, scalable solutions and decades of experience provide the peace of mind that comes with trusted security," states David Moser.

"But digital access does more than just enhance security. It helps businesses tackle future challenges, from sustainability and innovation to implementing processes and workflows that are both reliable and convenient," he concludes.

Footnote: To learn more about the business benefits of digitalising access, download a free Assa Abloy guide at www.assaabloy.com/group/emeia/campaigns/digitalwithconfidence

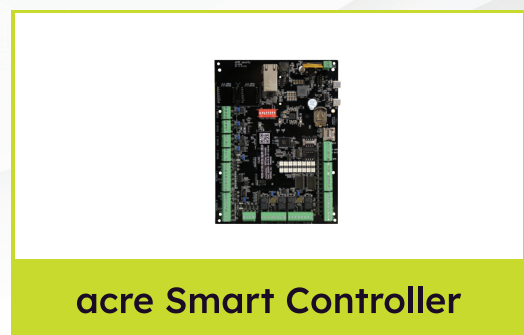
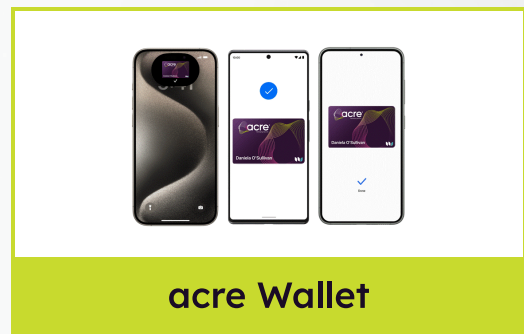


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Robert Jansson, Stid, on the need for open systems:

“It’s important to future-proof

Even though open systems are a prerequisite for the development of smart buildings and cities, the access control industry is still dominated by proprietary technology.

Robert Jansson, Sales Director at Stid, which develops open card reader technology, explains why open technology is so important and why Stid shares its technology with other access control companies.

Open access control systems are based on standardised protocols and interfaces that can easily integrate with other systems, such as surveillance, alarms, lighting, and energy management. In smart buildings and cities, this is especially important since technology must work seamlessly together to optimise operations and security, according to Robert Jansson, who has been an influential voice for years, advocating for the industry to move away from proprietary

out being locked into a specific vendor’s products.

“Technology is constantly evolving, so it’s crucial to future-proof systems. If a new system or function is introduced, it should be easily integrated without requiring large and costly replacements of existing infrastructure.”

Open systems for security

However, Robert Jansson emphasises that the strongest argument for using open systems is security.

” Security is a cornerstone of both smart buildings and cities. With the growing threat of cyber security, the industry must deliver open solutions.”

systems. The development of increasingly smarter buildings and cities clearly highlights the importance of open technology platforms.

“By using open systems, properties can unify their technologies and create a cohesive ecosystem, facilitating efficient management of all connected components,” he says.

Scalability over time

Another advantage, according to Robert Jansson, is that open access control systems offer flexibility and scalability, allowing systems to evolve over time with-

“Security is a cornerstone of both smart buildings and cities. With the growing threat of cyber security, the industry must deliver open solutions,” he asserts.

NIS2 favours open systems

The NIS2 Directive, now being implemented in the legislation of EU countries, is another factor that will force suppliers to provide open systems, according to Robert Jansson.

“Open systems are the only way to keep access control systems secure over time. You simply cannot maintain security with a proprietary system. The pace of



Nexus+Stid is a unique solution where mobile virtual smart cards, already used for digital authentication, are also granted physical access.



Stid Mobile ID is an example of Stid Security’s open access solutions for access control.

development is just too fast,” he explains.

“That’s why many access systems currently connected to critical infrastructure will be replaced, creating opportunities for suppliers whose offerings are based on open technology,” he adds.

The cyber security threat is a factor

Robert Jansson points to both existing and upcoming legislation

that imposes stricter requirements on systems that handle sensitive information (GDPR) or are connected to critical infrastructure (NIS2).

“These requirements affect companies, authorities, schools, and universities.”

Jansson believes that those responsible for security must recognise that cyber security threats are constantly present and that access systems need to be secured.

access control systems"

“Open systems are the only way to keep access control systems secure over time. You simply cannot maintain security with a proprietary system. The pace of development is just too fast.”

“They must choose solutions where identities or identity-related information cannot be extracted. Additionally, they should opt for systems based on open platforms, making it easier to update and enhance security levels as new threats or requirements arise, without being dependent on specific vendors to solve security issues.”

Open standards – In Stid’s DNA

Robert Jansson’s commitment to open systems is not just personal. As Sales Director for Stid in the Nordics, Eastern Europe, and South Africa, he represents an organisation where open technology forms the core of its operations. Stid develops reader technology for access control, based on open standards.

“That’s right. We primarily use open standards and protocols to share our technology with other suppliers. Our products are built to be compatible with common standards such as OSDP and RFID/NFC technology. This allows others to easily integrate our solutions into their systems without needing proprietary hardware or software,” he says.

Collaborating with other manufacturers

Through SDK and API, other companies can integrate Stid’s readers into their own platforms and develop customised solutions for managing permissions,

configuring devices, and creating tailored applications.

To ensure that the products meet security requirements when shared with other suppliers, Stid works closely with partners on security standards such as data encryption and biometric security.

“By collaborating in these areas, we help ensure that our products are integrated securely. Our products are also certified to meet the requirements of regulated industries, making integration easier for suppliers operating in sectors like finance, healthcare, and government agencies,” Robert Jansson explains.

Winning collaboration with Nexus

The result of a collaboration highlighted this year is the unique solution developed by Stid and Nexus, enabling seamless access and digital authentication through mobile virtual smartcards, already used for digital authentication, to grant physical access.

The solution was launched in the spring under the name Nexus x Stid and later rebranded as Nexus Phygital Mobile ID. As a one-of-a-kind solution, it also won first prize in the ID & Access Control category at the annual Detektor International Awards, held during the Skydd security exhibition in Stockholm on the 22nd of October.

“The collaboration with Nexus has been fantastic. We



You simply cannot maintain security with a proprietary system. The pace of development is just too fast,” says Robert Jansson.

were thrilled when the solution was nominated for the Detektor International Award and overwhelmed when it won first prize

for Nexus in the Victoria Hall at Stockholm International Fairs,” concludes Robert Jansson.



Steven Commander, HID:

Green access control – the importance of

As businesses increasingly prioritise sustainability, aligning physical access control with environmental goals is becoming crucial. Steven Commander from HID discusses how ESG influences decision-making in security systems, with trends like energy-saving solutions, mobile access, and eco-friendly alternatives leading the charge.

Not so long ago, corporate social responsibility (CSR) was the primary programme for a corporation to demonstrate its commitment to the community. Today, CSR seems limited compared to Environmental, Social, and Governance (ESG) goals, according to Steven Commander, HID's Head of Consultants and Regulations, Mature Markets.

"Sustainability has become

"Some of the world's largest companies are recognising that the next generation of consumers are linking brand reputation to a broader spectrum of behaviours beyond just the viability, availability, and price of goods and services," says Steven Commander.

Steven Commander's claim is supported by the fact that more than 90 percent of S&P 500

” This shift is driven by businesses listening to their customers. HID's survey reflects this trend, finding that 87 percent of respondents rank sustainability as 'important to extremely important' to their customers.”

a major influence on business decisions, with nearly two-thirds of organisations around the world now considering it when upgrading their systems," states Steven Commander. He adds:

"The result of interviews with more than 1,200 enterprise decision-makers around the world, our State of Physical Access Trend Report identified five main trends in physical security. One of them was a strong movement towards aligning security decisions with environmental goals."

Topping the corporate agenda

Sustainability has been pushing its way to the top of the corporate agenda for some time now.

companies and 70 percent of Russell 1000 companies in the United States now publish ESG reports.

Europe is ahead

In Europe, organisations listed on the FTSEurofirst 300 and KOSPI 200 indices are ahead of their market peers when it comes to climate transition plans, with 77 percent and 74 percent of organizations respectively disclosing at least two-thirds of the indicators that make up a credible plan, according to a climate transition plan report developed by CDP, a global non-profit that runs the world's environmental disclosure system for companies, cities, states, and regions.



Bamboo cards offer a fitting alternative in use cases where physical badges are a requirement.

Customer-driven trend

The changing attitudes of the public are rippling across industries to corporate procurement teams, many of which want suppliers to be more transparent about operations, product sourcing, and R&D practices, claims Steven Commander.

"This shift is driven by businesses listening to their customers. HID's survey reflects this trend, finding that 87 percent of respondents rank sustainabil-

ity as 'important to extremely important' to their customers," he states.

Energy-saving – a top priority

Security leaders are increasingly consulting other stakeholders before upgrading or replacing systems. About 63 percent of respondents in HID's survey said sustainability officers have some degree of influence when it comes to upgrading physical access

integrating security with sustainability



Steven Commander, HID's Head of Consultants and Regulations, Mature Markets.

control systems. Additionally, 15 percent reported that the company's sustainability goals were a major influence on the decision to upgrade their organisation's physical access control solution. Energy-saving solutions also emerged as one of the top three trends shaping the access control industry, cited by around 14 percent of executives.

Bamboo instead of plastic cards

As ESG rises, businesses are taking a thoughtful look at their supply chains in both directions. Recognising that they are also a link in the chain, organisations are evaluating their own contributions.

"Sustainability is strongly linked to the reduction of plastic. When applied to physical security, bamboo cards offer a fitting alternative in use cases where physical badges are a requirement, such as in hospitals and government facilities," says Steven Commander.

Mobile access leading the way

When it comes to eco-friendliness, mobile access is unparalleled: users do not need a physical card, just their smartphones



When it comes to eco-friendliness, mobile access is unparalleled: users do not need a physical card, just their smartphones or wearables.

or wearables. Mobile access is also convenient for digital-native employees, who rarely go anywhere without their smartphones.

Some of the world's largest companies are recognising that the next generation of consumers are linking brand reputation to a broader spectrum of behaviours beyond just the viability, availability, and price of goods and services."

Mobile credentials in e-wallets are the future

Physical security is already undergoing significant digital transformation across the

Nordic region, as organisations from various industries seek to maximize the benefits of cloud migration.

"Mobile credentials hosted in e-wallets offer all the benefits of plastic badge-centric systems, and more – they are easily issued, replaced, and rescinded. Such solutions deserve a place in our ESG future – an inclusive future that is cleaner and more secure," concludes Steven Commander.



Alex Holmström, Acre Security:

"I don't think any access control

Acre Security is making a big push into access control with the launch of Acre Access Control, the largest and most significant release in the company's history.

"The flexibility, scalability, and user-friendliness make our system a solution that can serve all types of businesses and needs. Additionally, Acre Access Control can be deployed either as a cloud-based solution or through on-premise installation," says Alex Holmström, Executive Vice President of Sales for EMEA and APAC at Acre Security.

Formerly known as Vanderbilt, the company recently rebranded to Acre Security, aligning with its parent company, Acre, LLC. The name change comes at a time when the company is heavily investing in access control, fitting given that "Acre" stands for Access Control Related Enterprises.

But what exactly is Acre Access Control? That question goes to Alex Holmström, Vice President for the EMEA and APAC markets.

"It's a flexible and innovative access control system designed to manage both physical and digital security in various environments. The platform offers the option of either cloud-based or on-premise solutions, giving companies the flexibility to choose what best suits their needs."

What are the key advantages of the system?

"Besides the option to deliver it as both a cloud service and an

"Mobile authentication via smartphones and support for multiple technologies like Bluetooth, NFC, and RFID should also be highlighted, along with the system's intuitive and user-friendly design, which ensures smooth operation across all types of industries."

What features, aside from access control, does the solution offer today?

"There are many possibilities for integration, including visitor management, building automation, and intrusion alarms."

In the market for smart buildings, technical solutions for ID management and access control are seen as vital. What can Acre Access Control bring to smart buildings?

"Acre Access Control can serve the smart building market in several ways, thanks to its flexibility, integration capabilities, and advanced

There are many possibilities for integration, including visitor management, building automation, and intrusion alarms."

on-premise solution, scalability is a significant advantage. This makes the system suitable for both small and large organisations. It also offers enhanced cyber security and improved efficiency through tools that simplify visitor management and real-time monitoring."

security features that support modern, connected environments."

Can you give an example?

"Absolutely. The system is designed for seamless integration with building management systems, including HVAC, lighting,



Acre Access Control offers mobile authentication via smartphones and can be delivered as both a cloud-based version or an on-premise installation.



Alex Holmström highlights that there are many integration possibilities, for example with visitor management, building automation, and intrusion alarms.

and energy monitoring. Acre Access Control enables automation and optimisation, which is incredibly useful in smart buildings. For example, the access control system can trigger other systems to activate or deactivate. Lights and climate control can adjust automatically when someone enters or leaves a room."

Do you have more examples of how Acre Access Control contributes to smart buildings?

"Practically all the system's advantages benefit smart buildings. Our mobile authentication and support for touchless access via Bluetooth, NFC, and RFID cards

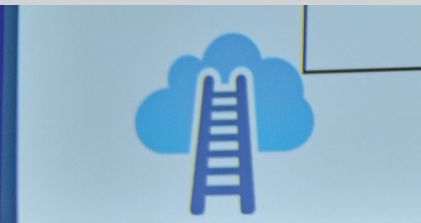
meet the demand for user-friendly solutions. The ability to verify credentials and grant access via smartphones creates a smoother working environment. At the same time, property managers can streamline key administration and access control through digital handling, which also enhances security."

I assume scalability is another key point?

"Yes, scalability is essential for smart buildings, which are designed to evolve over time – whether that's adding new floors, more employees, or integrating additional security systems. Acre Access Control's scalability allows the system to grow

system can match ours"

The flexibility, scalability, and user-friendliness make the system a solution that can serve all types of businesses and needs," says Alex Holmström, Executive Vice President of Sales for EMEA and APAC at Acre Security.



with the building or business's needs without requiring a system overhaul."

"It's crucial to be able to grow with the business and manage

erty managers can monitor and manage security systems remotely, which is highly prioritised in smart buildings where multiple systems across various locations need to be

additional layer of security through the cloud infrastructure's built-in protections, such as redundancy and disaster recovery. AWS also helps us meet high cyber security standards regarding data encryption and regular security updates."

Is Acre Security as a company certified as well?

"Yes, Acre is certified according to ISO27001, the globally recognised standard for information security management. This certification verifies that we have strict processes in place to handle sensitive data, reducing the risk of data breaches. With our certifications and infrastructure, Acre Security offers advanced security features such as multi-factor authentication, secure cloud management, and

customers choose a SaaS solution instead of owning the system outright?

"There are many reasons, but a key one is the low upfront cost, as the customer doesn't need to invest in their own hardware. Instead of a large investment in technology, security becomes an operational cost. It's simply a smart financial choice, especially considering that the subscription-based pricing model includes software updates, maintenance, and technical support, allowing costly IT resources to be avoided."

Finally, Acre is going big with the launch of Acre Access Control. Why do you think the system will capture a significant market share?

It also offers enhanced cyber security and improved efficiency through tools that simplify visitor management and real-time monitoring."

increasing security needs without needing to replace the entire system."

How does the system deliver real-time data and analysis, and what are the benefits?

"Acre Access Control provides real-time data and analysis, which is vital for the operation of smart buildings. By collecting data on movement patterns, access times, and user behaviour, property managers can optimise space utilisation, energy consumption, and tailor their security protocols."

What's the advantage of a cloud-based solution in the context of smart buildings?

"With cloud integration, prop-

coordinated and monitored in real time. With Acre Access Control's SaaS model, property managers can control security, perform updates, and conduct remote diagnostics in real time, no matter where they are. This offers flexibility and improves operational efficiency."

In smart buildings with IoT devices and interconnected systems, concerns about cyber threats are high. How protected is the access control system?

"It's designed with cyber security in mind, featuring robust encryption and secure cloud management to protect clients from potential cyber threats."

"We also use Amazon Web Services (AWS), which adds an

Instead of a large investment in technology, security becomes an operational cost."

real-time monitoring to protect our clients against potential cyber threats."

Acre Access Control is sold as a SaaS solution. Why should

"Because Acre Access Control is an enterprise-level system that, despite its complexity, is easy to manage, integrate, and use. I don't think any access control system can match ours in these regards."



Hótel Hálönd, offering both convenience and security through smart technology.



Írena Sædisardóttir is proud of what her team and partners have achieved.



Neil Foster, Sales Director for Northern Europe at ICT.



No need for keys or cards – just a simple PIN grants access to guest rooms, equipment storage, and shared areas.

Modern access control technology in the heart of Iceland's wilderness

Nestled at the base of the majestic Hlíðarfjall mountain, overlooking the scenic fjords of Akureyri in northern Iceland, is a unique getaway known as Hótel Hálönd, where technology ensures guests are served in the best possible manner.

Akureyri, a hub for adventure tourism with its vast fjords and snow-covered mountains, offers visitors endless opportunities for exploration. But beyond the town's natural beauty lies an even greater innovation: a self-service hotel experience that blends cutting-edge technology with the simplicity of serene surroundings.

Few believed in the idea

When the concept for Hótel Hálönd was first introduced, many doubted it could succeed. A hotel with no staff? Guests left to their own devices in an unmanned space? It seemed too futuristic, even for Iceland's forward-thinking culture. However, local hotel manager Írena Sædisardóttir had a vision, and with the help of Securitas Iceland, that vision became a reality. Hótel Hálönd is now a modern marvel in hospitality, offering both convenience and security through smart technology.

The challenge

For Írena and her team, the goal was clear: create a hotel that feels both accessible and secure while minimizing the need for on-site staff. They wanted a space where guests could come and go freely

without the hassle of keys, check-in counters, or long lines. To achieve this, they needed a system that offered automatic access code delivery, remote monitoring, and efficient notifications for the minimal staff overseeing the property.

The solution

Enter Protege GX, an advanced access control system by ICT. Securitas Iceland integrated this technology to revolutionise Hótel Hálönd's guest experience. With keyless entry via keypad readers installed at every door, the traditional hotel check-in process was replaced with a seamless, automated system.

Simplified Access

When a guest books a stay at Hótel Hálönd, the system's Data Sync function works with the hotel's reservation software to automatically send a personalised access code. This code arrives 15 minutes after booking and remains valid for the duration of the stay. There's no need for keys or cards — just a simple PIN grants access to guest rooms, equipment storage, and shared areas, such as the ski and bike storage, all of which are equipped with a keypad reader from ICT.

The system notifies when something needs attention

The system doesn't stop there. Protege GX also sends mobile or email notifications to the staff if any issues arise that need immediate attention. This allows Írena and her small team to monitor the hotel remotely, stepping in only when necessary, ensuring safety and security without constant supervision.

Seamless integration of security

According to Hafþór Harðarson, Product Manager at Securitas, Protege GX meets all of the hotel's needs.

"The flexible, modern technology makes it easy to bring self-service to life for the hotel," he states. "The seamless integration of security and convenience is exactly what Hótel Hálönd needed to offer guests an experience that is both worry-free and innovative."

The future of hospitality

Írena Sædisardóttir is proud of what her team and partners have achieved.

"Not many people believed in our idea of an unmanned hotel, but Securitas changed that with a smart technology solution from ICT," she remarks.

Now, Hótel Hálönd offers a glimpse into the future of hospitality — a future where efficiency and comfort coexist, and where guests have more control over their stay.

Substantial costsavings and enhanced guest experience

With video surveillance adding an extra layer of security and a fully automated check-in process that ensures peace of mind for both visitors and staff, Hótel Hálönd stands as a testament to how technology can simplify and enhance the guest experience. The result is a secure, streamlined service that reduces operational costs while offering competitive rates. Guests no longer have to worry about misplacing room keys or waiting in line; instead, they enjoy the freedom of exploring Akureyri's breathtaking landscapes, knowing that their stay is as simple and stress-free as possible.

Great teamwork

Neil Foster, Sales Director for Northern Europe at ICT, sees the innovative solution at Hafþór as a great example of the value provided to a customer when the system integrator clearly understands the customer's needs and what the system can achieve.

"Hafþór and the team at Securitas Iceland have provided an easy-to-use custom solution, thanks to ICT's open technology and integration capabilities," he concludes.

Truly modern escape

With the installation in place, Hótel Hálönd has proven that serenity and security can go hand in hand, creating a truly modern escape in the heart of Iceland's wilderness.

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Geopolitical tensions, AI, and ML



Perimeter security involves protecting an area from intrusions, whether they come from the ground or the air.

The global perimeter security market is on a strong growth trajectory, with projections indicating an increase from USD 81.4 billion in 2024 to USD 114.2 billion by 2029, representing a healthy compound annual rate (CAGR) of 7.0%, according to Markets-andmarkets' latest report.

Similar estimates from Global Market Insight support this upward trend, with a valuation of USD 79.8 billion in 2023 and a compound annual growth rate exceeding 7% through 2032.

Geopolitical tensions drive security demand

Geopolitical tensions and rising terrorist incidents are primary drivers of this market expansion. From 2010 to 2020, global terrorism incidents almost doubled, increasing from 4,540 to over 8,000 annually, according to the Global Terrorism Database. In response, governments worldwide have ramped up spending to secure borders and critical assets, ensuring robust perimeter protection.

Technological advancements fuel growth

The perimeter security market is

largely driven by heightened security concerns related to terrorism, criminal activities, and illegal immigration. Recent technological advancements in surveillance and detection – including intelligent video analytics and biometric systems – are also pushing growth.

“Urbanisation, the development of smart cities, and the growing integration of IoT devices are also driving the perimeter security market forward.”

These technologies play an essential role in protecting critical infrastructure across key sectors.

Increased regulatory demands and the integration of AI and ML technologies are further enhancing market potential, making sys-

tems more adaptable and effective in threat detection and response.

Urbanisation, IoT, and smart cities

Urbanisation, the development of smart cities, and the growing integration of IoT devices are also driving the perimeter security market forward. These factors contribute to enhanced monitoring capabilities, public-private partnerships, and advancements in wireless technology and data analytics, which improve system scalability and operational efficiency.

PIDS leading the way in growth

Perimeter Intrusion Detection Systems (PIDS) are anticipated to lead in growth within the perimeter security market, as the prevalence of sophisticated security threats

necessitates advanced detection and response measures. PIDS solutions employ a range of sensor technologies – radar, Lidar, thermal imaging, infrared, and vibration sensors – to detect boundary breaches, often providing real-time alerts. These systems are widely implemented in high-security environments like airports, military facilities, nuclear plants, and other critical infrastructure sites.

Enhanced detection with AI and ML

PIDS technologies are evolving through the integration of AI and machine learning, which enables systems to differentiate between genuine threats and false alarms with greater accuracy. As a result, response times are faster, and overall security is more robust.

The impact of stringent regulatory requirements

The global PIDS market was valued at around USD 55.5 billion in 2023 and is expected to achieve a CAGR of 13.4% from 2024 to 2032, reaching approximately USD 140 billion by 2032, according to a report from Imarc Group.



drive perimeter security growth

The growth of critical infrastructure projects globally, such as energy grids, transportation hubs, and data centres, further fuels demand for PIDS, as these facilities face higher security risks. The trend is reinforced by stringent regulatory requirements, which mandate businesses to implement adequate security systems to mitigate risks and comply with legal standards.

The expanding role of IoT

Advancements in PIDS technology are further augmented by IoT integration, which enhances versatility and applicability across a wide range of environments, from dense urban centres to remote areas. The IoT's role in perimeter security improves monitoring capabilities, data analysis, and

system efficiency, contributing significantly to the adoption of PIDS.

Commercial sector

The commercial sector is forecasted by Marketsandmarkets to

“The IoT's role in perimeter security improves monitoring capabilities, data analysis, and system efficiency, contributing significantly to the adoption of PIDS.”

become the largest end-use market for perimeter security solutions. Commercial properties – including retail centres, office buildings, and warehouses – face a variety of security threats that demand robust perimeter solutions. Additionally,

the value of urban commercial assets necessitates advanced systems to protect against theft, vandalism, and unauthorised access.

The expansion of the retail industry, alongside the growth of mixed-use developments that

combine retail, residential, and office spaces, increases security complexities and drives demand for comprehensive perimeter solutions.

Regional growth insights

North America currently holds

the largest share of the perimeter security market, supported by substantial investments in security infrastructure and advanced technology. Europe follows, with significant investments driven by the need to secure critical infrastructure. The Asia-Pacific region – led by China and India – is expected to experience the fastest growth due to rapid infrastructure expansion and the implementation of stricter security regulations.

This analysis aligns with research findings from IMARC Group and Market Research Future, which identify these regions as leading contributors to perimeter security market growth.

Sources: Marketsandmarkets, Global Market Insight, Global Terrorism Database, Market Research Future and Imarc Group.

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Interview with Mark Cosgrave, Optex:

Exploring perimeter protection

Optex is a market leader in detection technology and very much associated with perimeter protection. Here, Detektor International interviews Mark Cosgrave, Divisional Director at Optex, to discuss perimeter surveillance and the issue of false alarms.

Mark Cosgrave has been in the alarm and detection industry for nearly 25 years and with Optex for the last ten years. So he is a very experienced man in the field of perimeter security and definitely the right person to interview on the subject.

Mark, perimeter protection has been around for centuries, but how has it evolved over time?

“Perimeter protection has always been the first line of defence, going back to the days of walls and ditches

facility. To create an effective security solution, we must understand the environment in detail, and this is also essential to reducing false alarms, a persistent issue in many systems.”

False alarms seem like a straightforward issue. Why are they so challenging?

“At their core, false alarms are alerts triggered by non-security threats. However, the reasons behind them can vary, technical faults, incorrect installation, environmental



Mark Cosgrave, Divisional Director at Optex, has been in the alarm and detection industry for nearly 25 years and with Optex for the last ten years.

the surrounding environment. This can lead to unnecessary alerts that impact overall effectiveness.”

What about the environmental factors?

“Environmental factors play a significant role. Car headlights, moving foliage, and wildlife can all trigger false alarms if the system isn't properly set up. In rural areas, large animals like deer often cause alarms, resulting in costly responses. While better planning, technology choices, and site surveys can help address these issues, the challenge is always finding the right balance between accuracy

and minimizing nuisance alarms.”

What are the financial and operational impacts of false alarms?

“False alarms come with high costs. Beyond the direct expenses, like deploying teams to investigate, they can damage the reputation of both the customer and the technology provider. Worse

still, too many false alarms can lead to complacency, where real threats are ignored.

In more serious cases, false alarms can lead to tragic outcomes. For example, a protestor or trespasser could be injured or killed while inadvertently entering a hazardous area. Additionally, the failure to respond to a genuine threat could result in theft, vandalism, or even deliberate sabotage, potentially affecting vital services like water supply or energy distribution.”

How do you propose addressing these challenges?

“The most effective approach to perimeter security today is multi-layered. Rather than relying on a single system, multiple technologies are deployed at different points along the perimeter to increase detection accuracy and reduce false alarms.”

Can you exemplify with technologies to be used?

“Sure, at the outer perimeter, advanced technologies like Echopoint fibre optic Distributed Acoustic Sensors (DAS) offer reliable detection over large distances. These systems can pinpoint a detection in perimeters of up to 100km. Being able to identify the exact location of an intrusion

False alarms come with high costs. Beyond the direct expenses, like deploying teams to investigate, they can damage the reputation of both the customer and the technology provider.”

safeguarding entire towns. Though the threats have evolved, the need to secure our boundaries is just as crucial today. Whether it's protecting high net worth individuals or securing vital infrastructure, perimeter protection plays a key role. Yet, one challenge persists across all environments, managing the issue of false alarms.”

Can you explain the complexities of perimeter protection today?

“There's no single solution when it comes to perimeter protection. Each site is unique, with specific challenges depending on its location, size, and the nature of the threats. For instance, the security needs of an ambassadorial residence in a bustling city centre differ greatly from those of a remote data centre or military

factors, or simply using the wrong technology for the site. Each false alarm doesn't just add operational costs, it can also erode trust in the system, risking a lack of response to genuine threats.”

What are the most common causes of false alarms in perimeter security systems?

“In many commercial applications, the issue often lies in the technology itself. Even a reliable system can cause problems if it's installed in the wrong location or doesn't account for



Lidar sensors can be programmed to detect specific types of intrusions based on the size or behaviour of the object, which helps minimize false alarms caused by animals or environmental factors.

and the issue of false alarms

“While false alarms will continue to be an issue, they can be reduced with careful planning, the right technology, and a multi-layered approach.”

and track an intruder's movements around a site significantly enhances the speed and effectiveness of the security response. As the sophistication of intruders grows, so too must the capabilities of the systems designed to counter them.”

Are there any other technologies that help mitigate false alarms?

“Yes, Light Detection and Ranging (lidar) is another technology that's gaining popularity. It creates invisible 'walls' that are unaffected by weather or lighting conditions, making it a dependable option for various environments. Lidar sensors can be programmed to detect specific types of intrusions based on the size or behaviour of the object, which helps minimize false alarms caused by animals or environmental factors.”

To conclude, what does the future of perimeter protection look like?

“Perimeter protection is always evolving, adapting to new threats and challenges. While false alarms will continue to be an issue, they can be reduced with careful planning, the right technology, and a multi-layered approach. As advancements in AI, Lidar, and DAS drive innovation, the industry will become better equipped to tackle these challenges, leading to more reliable and efficient security systems in the future.”



At the outer perimeter, advanced technologies, like Echopoint fibre optic Distributed Acoustic Sensors (DAS), offer reliable detection over large distances.



Perimeter protection is always evolving, adapting to new threats and challenges. While false alarms will continue to be an issue, they can be reduced with careful planning, the right technology, and a multi-layered approach.

Security strategy with advanced technology combats organised theft

Postnord, Sweden's postal service provider, has faced challenges from organised criminal gangs targeting high-value goods. With critical operations between Sweden and Denmark, Postnord's Helsingborg terminal became a key target.

In response, Postnord developed a security strategy with advanced surveillance solutions to protect its assets.

Postnord was founded in 2009 through the merger of the Swedish and Danish national postal services, Postnord has expanded to over 400 locations in Sweden. In 2022, a major security breach at the Helsingborg terminal saw the theft of a trailer with goods valued at €250,000.

Alexis Larsson, Head of Security at Postnord Sweden, recalls: "Our usual procedures would not allow a loaded trailer to remain on-site without being unloaded. However, in the summer of 2022, a driver was forced to leave a trailer on our premises after traffic delays led to a missed ferry crossing. This trailer, loaded with bikes worth around €250,000, became the target. Criminals breached our fence, accessed the depot, and drove away with the entire trailer."

Caught by the camera

Footage from Axis cameras revealed the thieves had cut through a fence, slashed soft-sided trailers to search for valuable goods, and tampered with the gate to prevent it from closing. Once the security guard left, the thieves drove in with a truck, hooked it to the trailer, and escaped.

This incident, along with others, marked a trend, prompting Postnord to enlist Avarn Security for advanced surveillance.

"In the autumn, another theft occurred. A single incident might be addressed with preventive measures, but a second occurrence shows a pattern," Larsson notes.

"The camera footage was alarming, and it led us to realise these were not isolated incidents. Our investigation revealed that

Postnord wasn't the only target; Mineralgatan had the highest rate of reported transport crimes in Sweden. We decided to take action."

Surveillance and remote monitoring

Postnord's first move was to upgrade surveillance at the Helsingborg depot. With Avarn Security, they installed the Axis D2110-VE Security Radar alongside existing Axis cameras. This radar's 180-degree scan detects anyone on the grounds outside operating hours and automatically directs Axis PTZ cameras to track the target. Using Axis Companion, Postnord can remotely monitor cameras and radar.

Using a bait trailer

After a third intrusion, where no goods were on-site, Postnord took more direct action. Working with the police, they set up a "bait trailer" loaded with goods as Larsson explains, "something attractive to steal." A security operative monitoring the site's cameras set the alarm elements to service mode, and on a Saturday after closing, Postnord awaited the criminals. When they struck, the cameras captured everything – from the criminals assessing potential targets to breaching the gate when they found the trailer.

"Axis Companion offered us a live view, and Axis Object Analytics ensured our cameras were pointed in the right direction. This was crucial for keeping the police informed, as they waited several kilometres away to avoid drawing attention," Larsson explains.



Postnord has developed a security strategy with advanced surveillance solutions to protect its assets.



Axis Object Analytics make sure that the surveillance cameras are pointed in the right direction.

Arrested gang leader

Helsingborg Police intercepted the truck shortly after it left the depot, capturing a man believed to be the gang's ringleader, with Postnord's recordings acting as critical evidence.

"The police were thrilled, and the impact was immediate. Mineralgatan, once a hub of Swedish transport crime, has seen no reported crimes on Postnord's site or nearby since," Larsson comments.

Collaborative security enhancements

The partnership between Postnord, Axis, and Avarn Security has led to continuous security upgrades.

"Securing our sites is a significant challenge, with unique requirements at each location. Every year, we meet with Axis and Avarn at Axis headquarters in Lund to review our current setup, discuss new hardware, and plan next steps," says Jonas Westerberg, Head of Security

Protection at Postnord Sweden.

"At Postnord, we may not be experts on the products, so this relationship is invaluable. When we encounter a challenge, Axis is always ready to find a solution."

Integrating technology for future security

Postnord is now transitioning to Axis Camera Station, a video management system (VMS) that will replace outdated technology and streamline surveillance. This upgrade will allow full use of Axis's cameras, enhancing both efficiency and evidence collection.

As Postnord advances these initiatives, Alexis Larsson remains vigilant.

"Crime evolves," he notes. "But with our Axis systems, we are prepared for new challenges. Our technology provides the evidence needed for convictions, contributing to a safer environment for our operations and the community" he concludes.



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Callum Ryder, product manager at Raytec:

The importance of using the right lighting for perimeter surveillance

A high-security site typically uses cameras and other security devices around the perimeter, requiring high-quality illumination for effective day and night surveillance. Detektor International interviewed Callum Ryder, product manager at Raytec, a global leader in LED lighting for safety and security, about the importance of lighting for perimeter surveillance.

From private properties to large critical infrastructure sites, the types of sites requiring perimeter protection are wide and varied, but all tend to have common security goals, and lighting is usually an important tool in the security system.

What is the most common light type for perimeter surveillance?

“Infrared (IR) illumination is the most common type of light used around a perimeter fence line. IR emits zero light pollution (so as not to disturb the surrounding area), but crucially, it allows the camera to capture nighttime images covertly, without alerting potential intruders or giving them light to work by.”

When and why is white light used in perimeter protection applications?

“Once the camera has detected an intruder, the site may choose to raise an alarm. This is where white-light is often deployed—automatically triggered as a flashing deterrent to ward off an intruder or used to provide accurate positive identification of the intruder.”

Is a hybrid lighting solution a mix of IR illumination and white light?

“Yes, hybrid illuminators provide an all-in-one solution, combining both IR and white-light into a single unit. This means one illuminator can be used for both covert surveillance and as a white-light deterrent.”

Can a hybrid lighting solution really offer the same performance as two dedicated illuminators?

“As a 2-in-1 solution, Raytec’s Vario2 Hybrid doesn’t compromise on performance, achieving the same power and distance as two dedicated illuminators.”

Raytec has a method for specifying and comparing illuminators to help customers get a true representation of the performance their lighting will deliver. Why was this necessary?

“Perimeter fence lines often cover large areas, so the distance and coverage of an illuminator are crucial factors for a specifier to consider. Despite claimed figures, distances and image quality can vary between manufacturers. That’s why Raytec developed and launched Powers—the industry’s first video surveillance lighting standard. Powers highlights the relevant criteria to consider, enabling security professionals to more easily specify and reliably compare the performance of different illuminators.”

Why is hot-spot reduction technology (HRT) important when choosing illuminating devices?

“One way to help ensure a good image is to select an illuminator that uses technology to reduce hot spots and provide an even image across the entire scene. Raytec’s Vario2 range uses Hot-spot Reduction Technology (HRT) to deliver a highly diffused, elliptical beam shape that targets the light where it’s needed. This supports longer



Vario2 is Raytec’s range of LED illuminators designed to enhance the performance of any security system.

distances, minimizes light wastage, and ensures even distribution of light throughout the scene.

The HRT system also prevents overexposure of foreground objects; light uniformity is crucial in ensuring hot spots are minimized.”

IoT is here to stay – do you have any advice when it comes to choosing network lighting devices?

“Modern perimeter surveillance systems often consist of several IP-enabled devices, intended to work together to provide high levels of security. For applications using these kinds of devices, specifying an IP-enabled illuminator capable of providing an automated lighting response is essential.”

Is lighting still important in perimeter surveillance when cameras adapted for low-light conditions are using AI and analytics to detect and visualise events?

“More and more sites are using cameras with video analytics as part of their perimeter surveillance systems to detect unwanted or suspicious behaviour within the camera’s field of view. However, camera analytics are only as effective as their ability to provide a consistent, clear image, which is where lighting plays an important role. We’re often asked to provide



Callum Ryder, product manager at Raytec.

additional lighting for applications using low-light cameras, or those with built-in IR, as they require more light for camera analytics to be effective.”

Software integration – how does it work for illuminators?

“Specifiers should consider the security management platform their site is using to monitor and control cameras, illuminators, and other devices across the site. When specifying an illuminator, it’s important to choose one that can be integrated with the security management platform in use. For example, if a site is using Milestone’s Xprotect platform, the chosen illuminator should be capable of integrating into that system, allowing easy control and automated lighting responses triggered by other detection devices.”

Thank you for 2024, and a
warm welcome to SKYDD
October 20–22, 2026



SKYDD





Photo: Camilla Svensk

The Detektor magazine's editor-in-chief, Lennart Alexandrie (left in the picture), congratulated the first prize winners: Philippe Henaine (Manager, Strategic Partners) from i-Pro, Pierre Racz (CEO) from Genetec, Björn Adméus (Country Business Director Nordic) from Bosch Security, and Olivier Dussutour (CEO) from Nexus Group.

Detektor International Award 2024 – four overall winners and eight other award recipients

On October 22, the winners of the 2024 Detektor International Award were announced during a gala dinner at Stockholmsmässan, coinciding with the opening day of Skydd, Scandinavia's largest security exhibition.

Established in 2000, the Detektor International Award is one of the most prestigious and recognised prizes in the security industry.

"With this award, we aim to highlight solutions that represent true innovation and deliver significant customer benefits," said Lennart Alexandrie, editor-in-chief and founder of Detektor magazine, during the award ceremony.

Independent award

The Detektor International Award is not an accolade that manufacturers can apply for. The selection process is entirely independent, conducted by the editorial team at Detektor, who actively search for innovative products and solutions through their news reporting and attendance at industry trade shows. Submitted products are evaluated before deciding which 12 solutions are nominated as finalists.

Four product categories

The Detektor International Award features four categories:

- Alarm & Detection
- ID & Access Control
- Video Surveillance
- IoT & Security Solutions

Members of the award jury from five countries

The winners are selected by a jury consisting of eight members from Detektor's editorial board, chaired by Åke Norrby. The jury includes editors from Sweden, Norway, Denmark, the UK, and Taiwan.

Nominees from four continents

The global reach of the Detektor International Award is evident from this year's nominees, who represent manufacturers from four different continents: Europe, North America, Oceania and Asia.

Alarm & Detection – the overall winner

The first prize in the Alarm & Detection category was awarded to **Bosch Building Technologies** from Germany for their *Gun Detection System*, which combines video and audio analytics to detect weapons and gunfire in various settings.

ID & Access Control – the overall winner

The first prize in the ID & Access Control category went to **Nexus Group** from Sweden for *Nexus Phygital Mobile ID*, a mobile ID solution that seamlessly integrates physical access and digital authentication.

Video Surveillance – the overall winner

In the Video Surveillance category, **I-Pro** from Japan took the first prize for their *I-Pro X Series* of intelligent cameras, which feature on-the-spot AI learning, allowing users or integrators to train them to monitor specific objects.

IoT & Security Solutions – the overall winner

Genetec, a Canadian company, received first prize in the IoT & Security Solutions category for their *Security Center SaaS solution*, an open, scalable SaaS platform that integrates multiple security functions, such as access control and license plate recognition, into a single system.

Innovative Achievement Award

In addition to the first prize winners, eight other companies received the Innovative Achievement Award during the ceremony.

In the Alarm & Detection category, **CSL Dualcom** from the UK was recognised for its *CSL Voicelink*, which converts PSTN calls to 4G VoLTE. They shared the award with South Korean manufacturer **Hanwha Vision**, recognised for their *Radiometric Thermal Camera*.

In the ID & Access Control category, **Gallagher Security** from New Zealand was awarded for the *Controller 7000*, alongside **Acre Security** from the USA, which received recognition for

Alarm & Detection



Photo: Camilla Svensk

Jeff Lee from Hanuha Vision, Björn Adneus from Bosch Security and Ingemar Spångberg from CSL Dualcom were the award recipients in the Alarm & Detection category.

ID & Access Control



Photo: Camilla Svensk

The three winners in the ID & Access Control category were represented by Alexander Holmström from Acre Security, Olivier Dussutour from Nexus Group and Håkan Björkman from Gallagher Security.

IoT & Security Solutions



Photo: Camilla Svensk

Fredrik Hill from Assa Abloy, Pierre Raczy from Genetec, and Kenneth Nyström from Securify represented the award winners in the IoT & Security Solutions category.

the Acre Access Control system.

In the Video Surveillance category, German manufacturer **Mobotix** received the award for their *Mobotix One* open camera platform, while **Axis Communications** shared the honour for their *Axis Q1809-LE* Bullet Camera.

Finally, in the IoT & Security

Solutions category, **Assa Abloy** from Sweden was honoured for its cloud-based access management platform, *Abloy Cumulus*, alongside **Securify** and **TKG Security** from Sweden and the USA for their jointly developed platform, *Corecommand*, an open software solution for perimeter surveillance.

Video Surveillance



Photo: Camilla Svensk

The award recipients in the Video Surveillance category were Anders Kjellberg from Mobotix, Philippe Henaine from i-Pro, and Martin Gren from Axis Communications.

All are winners

Even though the Detektor International Award selects an overall winner, Detektor International's editor-in-chief Lennart Alexandrie emphasised that all three nominated manufacturers in each category should be seen as winners.

"Every year, we report on

hundreds of product innovations in our media. We have selected twelve products and solutions that meet our criteria for innovation and customer benefits. Therefore, all twelve nominated manufacturers are winners and rightful recipients of the Detektor International Award," he noted before concluding the award ceremony.

Detektor International Award 2024

– The winning products and solutions

Alarm & Detection

The overall winner 2024

Gun Detection System by Bosch Building Technologies (Germany)



The Gun Detection System combines video and audio analytics to detect weapons and gunfire at various locations so security personnel can be alerted for verification. The AI-powered solution can also detect and classify gunshots while estimating the origin of the

sound. Add to that the Gun Detection System also provides video that can assist law enforcement and emergency responders in emergency situations.

THE JURY'S MOTIVATION: "The innovative integration of AI-powered video and audio analytics for real-time weapon and gunfire detection, combined with the ability to classify gunshots and pinpoint their origin, sets a new benchmark in security."

The Innovative Achievement Award 2024

Voicelink by CSL Dualcom (UK)

Radiometric Thermal Camera by Hanwha Vision (South Korea)



The CSL Voicelink, from CSL Dualcom, converts PSTN calls to 4G VoLTE, ensuring that analogue systems are future-proofed and can continue to make voice calls even after both 3G and 2G networks are shut down. Primarily intended for elevators and other emergency telephony, this solution creates a bridge between the old and new technologies and allows existing devices to continue to function after the PSTN shutdown.

THE JURY'S MOTIVATION: "By converting PSTN calls to 4G VoLTE, CSL Voice Link ensures that analogue emergency communication remains operational even after the shutdown of 3G and 2G networks. This future-proofing of critical communication significantly enhances safety and security."

Hanwha Vision's bi-spectral radiometric thermal AI cameras are designed for perimeter protection applications, and can also be used for traffic monitoring and more. The outdoor model combines advanced VGA thermal technology with 4K video. The series is designed to deliver clear images in all lighting scenarios, with AI-powered analysis for accurate object detection and temperature monitoring between -20°C and 130°C."



THE JURY'S MOTIVATION: "By combining thermal imaging, 4K video, and AI-driven analytics, Hanwha Vision has developed a powerful solution that pushes the boundaries of perimeter security and detection technology."

ID & Access Control

The overall winner 2024

Nexus Phyigital Mobile ID by Nexus Group (Sweden)



Nexus Phyigital Mobile ID makes physical access and digital authentication seamless. Organisations can issue PKI-based digital identities stored on a mobile virtual smart card in the user's mobile phone. The mobile ID users can visually identify them-

selves, access doors via Bluetooth or NFC, log into digital resources, sign digital documents and encrypt email. By using a single system, organisations can now have control over the issued identities and roll out well-defined access management policies for all their users across the physical and digital domains.

THE JURY'S MOTIVATION: "Nexus Phyigital Mobile ID integrates physical access and digital authentication with mobile virtual smart cards, enabling users to manage both with a single mobile ID. This streamlined solution enhances security, making it a true standout in identity management."

The Innovative Achievement Award 2024

Controller 7000 by Gallagher Security (New Zealand)

Acre Access Control by Acre Security (USA)



Controller 7000 executes access decisions and resynchronises the cardholder database extremely fast. With built-in cyber security, via its iMX8 System-on-chip and an NXP Edgelocke, the controller has a segregated area of memory

and CPU that is protected from the rest of the CPU by encryption. Furthermore, the solution provides a guarantee of software authenticity on each device.

THE JURY'S MOTIVATION: "The Controller 7000 sets a new standard with its advanced processing power and cutting-edge cyber security features. By combining speed, security, and future-proof capabilities, it stands out as a leading innovation in access control."

Acre Access Control is a cloud-based access control solution with several integration options, for example for visitor management, intrusion alarms and building automation. It also supports workflow efficiency. Visitors and new hires can easily navigate self-registration, sending text messages to start the process, while new hires can quickly submit selfies to get their mobile credentials.



THE JURY'S MOTIVATION: "Acre Access Control offers seamless cloud and on-prem deployment, with integrations for visitor management and property automation. It can streamline workflows, enabling self-registration, mobile credentialing, and instant access, making it a user-friendly and powerful solution for modern organisations."



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 2024.

Stockholm, Sweden

Video Surveillance

The overall winner 2024

I-Pro X Series by I-Pro (Japan)

The I-Pro X series of cameras use on-the-spot AI learning, enabling users or integrators to teach them about specific objects they want to monitor.

For example they can be taught to recognise a logo on a truck and send out an alert when it arrives at the loading dock, or to keep track of ambulances arriving at the hospitals emergency room. These data-driven capabilities enable more automated workflows that help security teams to be proactive.

THE JURY'S MOTIVATION: "These cameras leverage on-the-spot AI learning, enabling customised monitoring and proactive security workflows. With data-driven forensic searches, alerting capabilities, and AI Processing Relay, they enhance operator efficiency, reduce false alarms, and transform non-AI cameras into smart devices. A truly convincing winning solution."



The Innovative Achievement Award 2024

Mobotix One by Mobotix (Germany)

Axis Q1809-LE Bullet Camera by Axis Communications (Sweden)



Mobotix One is an open camera platform that combines security and robustness with intelligence. The fibreglass-reinforced, saltwater-resistant housing enables use in the harshest environments.

Its AI and deep learning-based apps makes it suitable for perimeter protection

and intrusion detection, but also for process-optimised workflows in industry as well as the healthcare or transport sectors, to take a few examples.

THE JURY'S MOTIVATION: "This innovative open camera platform combines security, intelligence, and durability. Its robust design, AI-driven apps, and adaptability to demanding environments make it an exceptional solution for perimeter protection, intrusion detection, and optimised workflows across multiple sectors."

Axis Q1809-LE, is an all-in-one camera, offering 8K resolution for outdoor use. Its telephoto lens (50 – 150mm) and 21°-7° horizontal field of view, makes it ideal for long distance perimeter surveillance. The 4/3-inch image sensor enables exceptional low-light performance and optimised



THE JURY'S MOTIVATION: "This camera delivers exceptional 8K resolution, long-distance surveillance, and low-light performance. Its advanced cyber security features, including Axis Edge Vault, provide robust protection, making the Axis Q1809-LE an outstanding innovation in security and surveillance technology."

IoT Security Solutions

The overall winner 2024

Security Center SaaS by Genetec (Canada)



Security Center SaaS is an open, scalable platform that integrates security functions, like access control and license plate recognition in one system. Its hybrid SaaS architecture, enables organisations to shift components and sites to the cloud, using cloud services and devices alongside edge-based storage and processing.

THE JURY'S MOTIVATION: "This open, scalable platform supports a wide range of devices, offering unparalleled versatility in access control, video management, intrusion monitoring, and automation. Combined with a straightforward subscription model, it presents a winning concept."

The Innovative Achievement Award 2024

Abloy Cumulus by Assa Abloy (Germany)

Corecommand by Securify (Sweden) and TKG Security (USA)



Abloy Cumulus, by Assa Abloy, is a cloud-based platform for managing doors and access points. It offers real-time remote control of physical and digital keys, improving security and flexibility for large or dispersed facilities. Users can manage access via smartphones, with encrypted credentials and Bluetooth unlocking. Audit trails provide enhanced situational awareness.

THE JURY'S MOTIVATION: "Abloy Cumulus streamlines access control with encrypted mobile credentials, eliminating key management hassles. Its robust, customisable devices offer secure, mobile unlocking across various locks, making it a standout in security innovation."

Corecommand is a multi-domain open software platform for perimeter surveillance, with integrated radar, EO/IR cameras, AI video analytics and intrusion prevention effectors. It enables security teams to manage the entire lifecycle of security incidents – from detection to containment – across land, water and airspace, ensuring mission-critical decision-making.

THE JURY'S MOTIVATION: "Corecommand excels with its vendor-agnostic, scalable platform, seamlessly integrating radar, cameras, and AI to enhance perimeter surveillance. Its flexibility across land, water, and air ensures precise threat detection and effective response, making it an ideal solution for mission-critical security operations."





THE OVERALL WINNER

ALARM & DETECTION



Gun Detection System

– a solution combining video and audio AI to detect firearms

The jury's motivation:

"The innovative integration of AI-powered video and audio analytics for real-time weapon and gunfire detection, combined with the ability to classify gunshots and pinpoint their origin, sets a new benchmark in security technology."



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Innovative Achievement 2024

INNOVATIVE ACHIEVEMENT AWARD
within the category of
ALARM & DETECTION



Radiometric Thermal Camera
– an AI-based monitoring
device for highly accurate detection

The jury's motivation:

“By combining thermal imaging, 4K video, and AI-driven analytics, Hanwha Vision has developed a powerful solution that pushes the boundaries of perimeter security and detection technology.”

 **Hanwha Vision**
www.hanwhavision.eu

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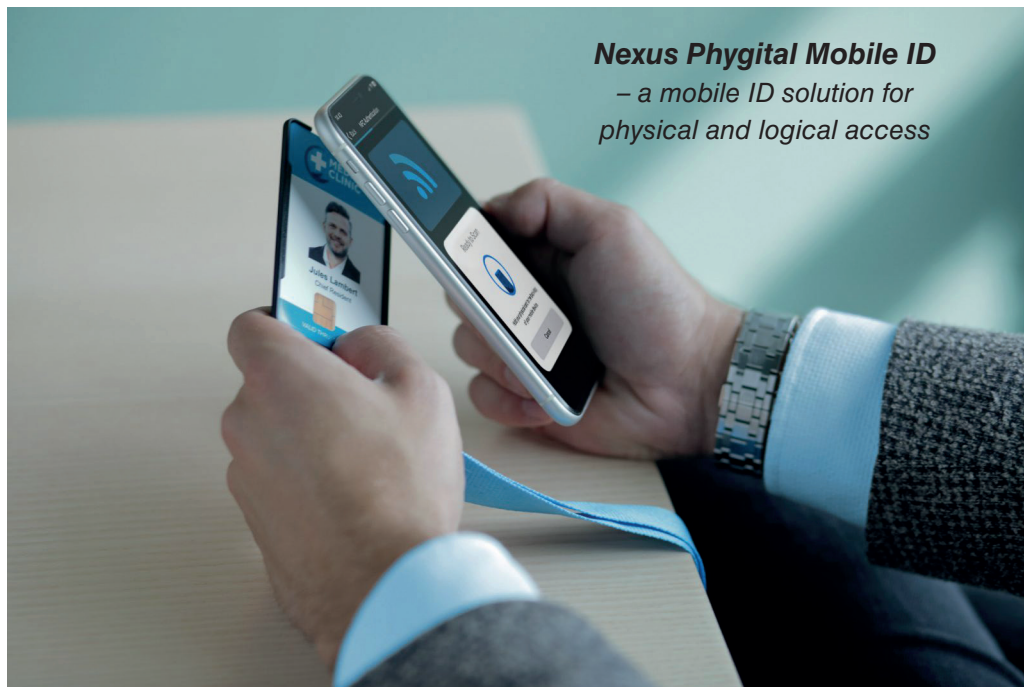
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THE OVERALL WINNER

ID & ACCESS CONTROL



Nexus Phygital Mobile ID
– a mobile ID solution for
physical and logical access

The jury's motivation:

"Nexus Phygital Mobile ID integrates physical access and digital authentication with mobile virtual smart cards, enabling users to manage both with a single mobile ID. This streamlined solution enhances security, making it a true standout in identity management."



www.nexusgroup.com



Innovative Achievement 2024

INNOVATIVE ACHIEVEMENT AWARD
within the category of
ID & ACCESS CONTROL



Controller 7000
– an intelligent controller
for managing security systems

The jury's motivation:

“The Controller 7000 sets a new standard with its advanced processing power and cutting-edge cybersecurity features. By combining speed, security, and future-proof capabilities, it stands out as a leading innovation in access control.”



security.gallagher.com



Innovative Achievement 2024

INNOVATIVE ACHIEVEMENT AWARD
within the category of
ID & ACCESS CONTROL



Acre Access Control
– a cloud-based solution
for managing physical access

The jury's motivation:

“Acre Access Control offers seamless cloud and on-prem deployment, with integrations for visitor management and property automation. The Functional Integration Toolkit streamlines workflows, enabling self-registration, mobile credentialing, and instant access, making it a user-friendly and powerful solution for modern organizations.”



www.acresecurity.com



THE OVERALL
WINNER
VIDEO SURVEILLANCE



i-PRO X-Series

– AI-powered cameras for high-quality surveillance

The jury's motivation:

“These cameras leverage on-the-spot AI learning, enabling customized monitoring and proactive security workflows. With data-driven forensic searches, alerting capabilities, and AI Processing Relay, they enhance operator efficiency, reduce false alarms, and transform non-AI cameras into smart devices. A truly convincing winning solution.”

i-PRO

i-PRO.com



INNOVATIVE ACHIEVEMENT AWARD
within the category of
VIDEO SURVEILLANCE



AXIS Q1809-LE Bullet Camera

– a surveillance camera for long-range monitoring

The jury's motivation:

“This camera delivers exceptional 8K resolution, long-distance surveillance, and low-light performance. Its advanced cybersecurity features, including AXIS Edge Vault, provide robust protection, making the AXIS Q1809-LE an outstanding innovation in security and surveillance technology.”



www.axis.com



INNOVATIVE ACHIEVEMENT AWARD
within the category of
VIDEO SURVEILLANCE



MOBOTIX ONE

– the NEXT Generation of IP Video Surveillance

The jury's motivation:

“This innovative open camera platform combines security, intelligence, and durability. Its robust design, AI-driven apps, and adaptability to demanding environments make it an exceptional solution for perimeter protection, intrusion detection, and optimized workflows across multiple sectors.”



www.mobotix.com



THE OVERALL
WINNER
IoT & SECURITY SOLUTIONS



Security Center SaaS

– a cloud-based platform for managing security systems

The jury's motivation:

“This open, scalable platform supports a wide range of devices, offering unparalleled versatility in access control, video management, intrusion monitoring, and automation. Combined with a straightforward subscription model, it presents a winning concept.”

Genetec

www.genetec.com



Innovative Achievement 2024

INNOVATIVE ACHIEVEMENT AWARD
within the category of
IoT & SECURITY SOLUTIONS



Abloy Cumulus

– a comprehensive cloud-based,
keyless access platform

The jury's motivation:

"Abloy Cumulus streamlines access control with encrypted mobile credentials, eliminating key management hassles. Its robust, customizable devices offer secure, mobile unlocking across various locks, making it a standout in security innovation."

ASSA ABLOY

www.assaabloy.com / www.abloy.com



Innovative Achievement 2024

INNOVATIVE ACHIEVEMENT AWARD
within the category of
IoT & SECURITY SOLUTIONS



CoreCommand™

– an integrated SMS solution
for perimeter surveillance

The jury's motivation:

"CoreCommand excels with its vendor-agnostic, scalable platform, seamlessly integrating radar, cameras, and AI to enhance perimeter surveillance. Its flexibility across land, water, and air ensures precise threat detection and effective response, making it an ideal solution for mission-critical security operations."



www.securify.se / www.tkg-security.com



TKG SECURITY



Dean Drako, founder, Eagle Eye Networks:

“Now is a fantastic time to build solutions”

In connection to the trade show Skydd in Stockholm, Detektor interviewed Dean Drako, who was recently honoured with the 2024 Gulf South Entrepreneur of the Year award.

Naturally, the starting point of the interview is this prestigious award, which is awarded annually by Ernst & Young (EY).

Congratulations! What does this award mean to you?

“It was a great honour to receive the EY Entrepreneur of the Year Gulf South Award. It truly reflects the hard work and dedication of the entire global team at Eagle Eye Networks.

Eagle Eye Networks has been a pioneer in cloud-based video surveillance. What inspired you to enter the physical security market, and how do you see cloud technology shaping its future?

“In 2012, I was running Barracuda Networks. We had offices around the world, and I wanted to ensure all offices in the U.S. and elsewhere were safe and secure. But I couldn’t

industry is solving a real problem that business owners experience.”

Cyber security is increasingly becoming a critical component of physical security solutions. How are your companies addressing this growing need, and what future trends do you foresee at the intersection of cyber security and physical security?

“As you know, I come from the cyber security world – having founded and been CEO of Barracuda Networks. Cyber security is therefore part of the DNA in both Eagle Eye Networks and Brivo. We take cyber security very seriously in all my companies.

Cyber security was something most companies thought of as an afterthought when I entered the physical security industry in 2012. Thankfully, that has changed. Today, there is a general awareness that you can’t have effective

“Today, there is a general awareness that you can’t have effective physical security without cyber security. The two are inseparable.”

find a security system that was cyber-secure, maintenance-free, allowed for remote access, and could be centrally managed. As a business owner, I knew I wasn’t alone in this.”

So, in the cloud you saw a solution that could address your and others’ security issues?

“Yes, but I couldn’t find any cloud-based video surveillance solution. So, I decided to found Eagle Eye Networks and build an open-platform video management system (VMS) for the cloud, with the idea that it could solve security and business issues for Barracuda and other companies.”

You’ve founded several companies, including Barracuda Networks and Eagle Eye Networks. What do you think is the key to identifying unexplored opportunities in tech-driven industries?

“The unexplored opportunity in any

physical security without cyber security. The two are inseparable.”

Eagle Eye Networks emphasizes AI-driven video analytics. How do you see AI transforming the physical security landscape over the next five to ten years?

“Video surveillance is saturated with vast amounts of AI opportunities. Companies’ willingness to invest in video surveillance will increase as the systems deliver ten times more value. Video surveillance solutions are needed everywhere in our world today.”

What does this mean for Eagle Eye Networks?

“Our ability to enhance these solutions with AI presents endless opportunities for expansion. Eagle Eye Networks is leading the way in bringing cloud-based video surveillance solutions to the market that solve persistent security issues and can also be a vital tool for the business world.”



Photo: Camilla Svensk

Dean Drako, recipient of the EY Entrepreneur of the Year Gulf South award, was one of the keynote speakers at Skydd, Scandinavia’s largest security exhibition, in Stockholm.

The market for cloud-based security solutions is becoming increasingly competitive. How do you ensure Eagle Eye and Brivo stay ahead of competitors?

“Eagle Eye Networks is an open platform purpose-built for AI, cloud, video surveillance, and cyber security assurance. These are the building blocks of our company and our critical differentiators that continue to pay off.

Brivo is the pioneer in cloud-based access control. Additionally, both Brivo and Eagle Eye continue to invest heavily in AI. We’ve seen the benefits AI-driven cloud video surveillance can offer to the business world, with innovations like AI-driven license plate recognition and Eagle Eye Smart Video Search, which won the Detektor International Best Product Award in 2022.”

Finally, what advice would you give to aspiring entrepreneurs looking to enter the tech industry, particularly in niche areas like physical security and surveillance?

“There are thousands of business problems that can be solved with AI. This is an enormous opportunity for today’s entrepreneurs who identify a business problem and then build the solution. It’s, of course, crucial to truly understand the business problem inside and out, and from the business owner’s perspective.

But now is a fantastic time to build solutions. In 2014, the opportunity was the cloud. In 2024, one of the greatest opportunities is AI and cloud solutions.”

Martin Gren, co-founder, Axis Communications:

"The industry has been divided into China and non-China"

Martin Gren, the co-founder of Axis is an entrepreneur who has truly made a difference in the global market for physical security. At Skydd he participated as a Keynote speaker and as a panelist in a special entrepreneur panel to discuss trends in the security industry. Detektor International has interviewed the industry icon.

Today, Martin Gren is the Vice Chairman of the Board at Axis AB, and he travels extensively to visit the different security exhibitions and Axis-offices all around the world.

For those of us on the outside, it seems like you have quite a flexible role within the company. What does your day-to-day work look like?

"I see myself as the company's cultural ambassador. In this role, I handle onboarding for new employees, explaining the company culture and why it is the way it is. I also enjoy testing our latest products, visiting our subsidiaries, and, not least, meeting customers to see how much they benefit from using our products. Additionally, I'm a speaker at various trade shows and industry events."

What general technology trends do you see in the physical security market?

"One trend is based on geopolitics, where the industry has been divided into China and non-China. Then we have cloud and AI as consistent elements. Regarding the cloud, I'd like to remind you that Axis was the first to launch a cloud video system. It was called STS at the time and was launched back in 2005."

And Axis's relationship with AI?

"A large portion of our research and development is focused on AI and AI-related chip development."

Why is that important?

"Partly because it allows for much better video analytics and the creation of metadata streams rather than just video data, which is, for example, important in cloud contexts. But we also use AI to improve image analysis and camera settings, where AI can assist in certain situations. Ultimately, this leads to better image quality, bandwidth savings, and easier use."

AI in five years, how will it impact security technology?

"Five years is a short time, and there's a lot of uncertainty to take into account, not least concerning the effects of new legislation. We've been actively working with AI for a long time and see its potential, but we also see significant challenges, such as issues related to privacy, data, quality assurance, and ethical considerations. So, giving any definite answers would be unwise."

But surely, you can say something?

"In the short term, much of it is about balancing high expectations for AI with exploring what the technology can and should do."

"For example, there's the eternal dream of integrated access control, which isn't going to happen in the next five years. Then there are large language models, where you can ask ques-

"I see myself as the company's cultural ambassador. In this role, I handle onboarding for new employees, explaining the company culture and why it is the way it is."

tions in plain text to video material, but another problem arises – knowing how the data is trained. This, in turn, requires an understanding of all the privacy legislation."

At the recent security exhibition show Skydd, you held a presentation about the Internet of Security Things. What is that?

"For us at Axis, it's about IoT-connected security devices. We were the first with network cameras. After that, we developed a horn speaker, which is also an IoT device. We also offer network-connected intercoms, where the Czech company 2N was the first. But since we acquired them, we can now claim that we were the first to launch the first network-connected intercom."

"We also have radar and body cameras, which are also IoT-connected security products."



Martin Gren, the co-founder of Axis is an entrepreneur who have truly made a difference in the global market for physical security.

How do you view the market for access control?

"It's a fragmented market, marked by slow movement, which is quite natural since you don't change access control systems very often. Then we have all the hackers, which is another threat dimension related to access control."

Speaking of cyber security, more and more laws and regulations are being introduced to strengthen society's resilience against cyber threats. This places ever-greater demands on technology providers. How is the security market affected?

"I believe it will become harder to be a small company. You must be big enough to have the resources for all these aspects. It's going to create a major barrier between large and small companies."

Do you think that laws and regulations aimed at strengthening cyber security can contribute to more open security systems?

"It should drive that forward. Especially in access control, where progress has been slow with open systems, even though there have long been good examples at the device level. At the system level, it doesn't exist."



Joe Grillo, founder of Acre:

“Both on-prem solutions and cloud or hybrid solutions will be necessary”

Acre's founder, Joe Grillo, gave a presentation on access control trends at the Technology Stage on the opening day of the recent Skydd exhibition in Stockholm, Scandinavia's largest security event. Detektor International took the opportunity to interview him before his arrival in Stockholm.



Photo: Camilla Svensk

Joe Grillo, founder of Acre, is an iconic figure in the access control industry.

Over the past four decades, Joe Grillo has been a driving force in access control developments. In this interview, he shares his views on today's market.

Joe Grillo led the spinoff of HID from Hughes Aircraft in 1995, where he served as marketing and sales manager until 1999, when he took on dual roles as COO/CEO. He continued leading HID even after Assa Abloy acquired the company in 2001, and in 2003, Grillo was named CEO of HID Global Technology Division before he left the security industry in 2008 to become CEO of Digital Angel Corp.

Return to the Security Industry

In 2012, Grillo returned to the security industry and founded Acre, a company primarily focused on access control. It wasn't until 2015, however, that Europe and the global market took notice of Acre, following its acquisition of Siemens Security Business, which was rebranded as Vanderbilt and is now known as Acre Security.

Acre Acquired by Triton

In 2021, Acre was sold to Triton. The following year, in 2022, Joe Grillo stepped down from his CEO role to retire. At that time, the business generated over 3 billion SEK in revenue and employed 550 people.

Speaking at Skydd

Joe Grillo has helped shape the future of access

control technology, and his insights and experience led into to his invitation as a speaker on Skydd's opening day. In preparation, Detektor reached out to him for an interview.

Tell us about Acre's development and why access control became your focus.

“My original investment focus for Acre was always geared toward access control. Acre stands for “Access Control and Related Enterprises.”

Could you elaborate?

“The foundation for access control and identification lies in related and parallel product segments that should be integrated. So, intrusion alarms, card readers, and other components that came with the Siemens acquisition fit this strategy, as did later acquisitions like Comnet and TDS.”

What trends do you see in the access control market over the next few years?

“Continued investment in access control, including wireless locks from companies like

tems, it becomes more automated and intuitive. AI will also facilitate the integration of video, audio, and other related sources.”

How do increasing EU and government regulations, such as NIS2 and GDPR, impact the access control market?

“Governmental and supranational regulations can sometimes slow down development, as significant resources are spent on handling regulatory issues rather than product development. Regulatory certifications often benefit larger players with the resources to manage them.”

You held a leading position within the Swedish Assa Abloy Group for many years. How do you view the Nordic region compared to other markets?

“The Nordic market has always been very advanced. You were the first to use two-factor authentication, initially with cards and key-pads.”

“In the Nordics, you were also early to integrate intrusion alarms and access control on a single platform. Offering parallel applications within access systems, such as booking laundry rooms in multi-family buildings, is another typical example of integration.”

“Governmental and supranational regulations can sometimes slow down development, as significant resources are spent on handling regulatory issues rather than product development.”

Assa Abloy, Allegion, and Dormakaba. Other growing trends include the shift to cloud solutions, biometrics, and mobile devices.”

What role do you see for the cloud in access control?

“Cloud applications impact all companies providing software solutions, including access control. Market penetration is low but growing, depending on the type of end-user and application.”

“Both on-prem solutions and cloud or hybrid solutions will be necessary. The best providers will offer all these options.”

What about AI's role in access control?

“Valuable insights can be extracted from access control data. With AI embedded in sys-

Last year, you became CEO of Bibliotheca, a market leader in library technology services. How did that happen?

“I had “retired” but was on Bibliotheca's board when a need arose for someone to lead the company's restructuring. I was asked, and I agreed, but I don't see it as a long-term commitment.”

Do you find your experience in the access control industry useful?

“Yes, we provide RFID-based checkout systems for libraries. One product we offer is Open+, allowing library owners and other authorised personnel to access libraries after hours with their library cards. So, there are indeed intersections with things I know well and am comfortable with.”

Pierre Racz, founder and CEO of Genetec:

“Unified systems offer deeper integration”

Pierre Racz, the founder and CEO of Genetec, participated at the Skydd security fair in Stockholm, both as a keynote speaker and as a panel participant in a discussion on trends. In connection with this, he was interviewed by Detektor International about his views on current mega-trends: cyber security, cloud solutions, and AI.

With the rise of increasingly sophisticated cyber threats, what threats do customers and suppliers face?

“The old notion that everything valuable within castle walls is safe from malicious forces no longer applies. The modern approach is to segment your computing environment, meaning creating small clusters of trusted computers. If one of these clusters is compromised, your entire operation isn’t endangered.

One of the biggest challenges in cyber security is underestimating the cost of cyber security breaches – and neglecting the price of good cyber hygiene.”

How do you see legislation, such as the EU directives NIS2 and CER, impacting cyber security integration and the development of more resilient systems?

“Frameworks that guide responsible decision-making at the management level are a good start, but additional accountability measures are necessary.”

“Then, corporate leaders must be held accountable for providing necessary funding and ensuring the governance needed to achieve desired resilience levels. This executive-level accountability is largely missing today, leading to situations where uninformed executives blame technical staff when catastrophic errors occur.”

“AI stands for Absolute Ignorance. The statistical inference engines perform a mindless mapping of inputs to outputs that often produce seemingly impressive results. We are all too willing to mistake clever guessing for actual thinking.”

How important are open security systems where different technologies and solutions can be seamlessly integrated?

“Open architecture systems are based on the idea that an organisation cannot have enough resources or knowledge to solve an unlimited set of demanding real-world problems. Moreover, there’s no single system that can address all real-world issues.”

“Open architecture is a way to tackle such challenges by allowing those closest to the problem to combine partial solutions into a larger, situation-specific system. This enables them to address enough of the issues quickly and cost-effectively.”

Artificial Intelligence (AI) is affecting many industries, including security. How do you see AI shaping the future of our industry?

“AI stands for Absolute Ignorance. The statistical inference engines perform a mindless mapping of inputs to outputs that often produce seemingly impressive results. We are all too willing to mistake clever guessing for actual thinking.”

“That’s where humans come in. A professor once noted: what humans find difficult; computers solve easily. What humans find easy; computers struggle with.”

“I say, let the computer do the heavy lifting and let humans contribute creativity and judgment. At Genetec, we call this ‘I.A.’ which stands for Intelligent Automation.”

What are the biggest advantages of bringing together different security systems on a single unified platform? And are there any potential downsides?

“I make a distinction between unified and

integrated systems, where unified systems involve greater vendor responsibility.”

“In merely integrated systems, no component vendor takes responsibility for the system’s overall resilience when any of the subsystems are upgraded, not even the primary system provider. This can lead to costly surprises for the customer.”

“Unified systems offer deeper integration,



Photo: Camilla Svensk

Pierre Racz, the founder and CEO of Genetec, participated at the Skydd security fair in Stockholm.

meaning the main provider makes greater efforts to understand and stitch the subsystems together.”

The cloud has become central to data storage and system management. What are your thoughts on cloud security, and how can companies ensure that their sensitive information remains protected in cloud-based environments?

“The major cloud providers have vast cyber security teams that design their data centres and monitor operations 24/7 against the constant onslaught of cyber attacks and ongoing threats. If all computing needs are handled in the cloud, the attack surface is relatively small, and malicious actors must resort to social engineering or weak passwords to access your data.”

“However, if your system is distributed with parts outside the cloud, the attack surface includes the non-cloud-based components – such as cameras and door controllers.”

Looking ahead, which technological trends or innovations in security do you think will have the greatest impact in the coming years?

“I would point to hybrid solutions that allow us to optimise the placement of computational workloads based on individual organisations’ needs and limitations. Compliance may require certain workloads to be stored in data centers. The cost or availability of bandwidth may motivate keeping large and transient data, like recorded video, on-site.

Skydd 2024 in Stockholm attracted over 10,000 security professionals

Skydd, the largest security exhibition in the Nordics, took place from 22–24 October 2024 at Stockholmsmässan in Stockholm. It became a great success.

With 220 exhibitors present, the event drew a total of 10,395 people, slightly more than the 10,193 security professionals who attended in 2022.

However, it isn't just the visitor numbers that have pleased the organisers – it's also the positive feedback from both exhibitors and visitors.

"We are overwhelmed by the positive response we've received from both visitors and exhibitors after this year's Skydd," says Monika Johannesen Widholm, project manager for Skydd at Stockholmsmässan.

"We've had first-time visitors wanting to book a stand for 2026 on the spot, and our existing exhibitors have reported that the right visitors were present throughout the week," she continues.

Cyber security – the major trend

Cyber security emerged as a consistent trend during the three days of the fair, evident both on the exhibition floor and in the seminar programme. Even on the Technology Stage, where the focus was on physical security technology, cyber security was a recurring topic.

"Cyber security is something everyone must engage with, whether you are a manufacturer, distributor, system supplier, or end customer. Cybersecurity concerns everyone, and its importance has been further emphasised by increasing geopolitical unrest," says Lennart Alexandrie, publisher at AR Media International and responsible for the programme of the Technology Stage at Skydd.

"The EU directives NIS2 and CER, which are now being implemented in EU countries' legislation to protect critical infrastructure against cyber attacks, have further reinforced the importance of cyber security. This is especially the case since high sanction fees can affect

businesses that do not meet the requirements."

AI and cloud solutions

Another major trend was the rapid development of AI and the opportunities and challenges it brings to the security industry. Cloud solutions were also prominent at the fair, whether related to video surveillance, access control, or alarm systems.

A strong move towards cloud solutions was already evident in 2022, but now the market seems ready to roll these out even for larger businesses. Many of the complex solutions now offer pure cloud solutions, hybrid solutions, or on-premise solutions that can be easily moved to the cloud if needed.

Super-entrepreneurs shared the stage

The highlight of the conference programme took place on the opening day (22 October), when the afternoon was dedicated to some of the most influential tech entrepreneurs in the physical security industry of the 2000s. This allowed attendees to listen to presentations from Pierre Racz, Dean Drako, Martin Gren, and Joe Grillo – founders of Genetec, Eagle Eye Networks, Axis, and Acre, respectively.

In their talks, they shared their insights on megatrends such as AI, cloud services, cyber securing of physical security systems, and the significance of IoT for the security industry.

The afternoon concluded with a panel discussion summarising key points, with all four entrepreneurs joined by the ever-distinguished moderator Markus Lahtinen.

"It's a once-in-a-lifetime op-



Photo: Camilla Svensk

Just like in 2022, this year's Skydd attracted over 10,000 security professionals during three intensive days at Stockholmsmässan.



Photo: Camilla Svensk

A once-in-a-lifetime event. The tech-entrepreneurs Pierre Racz, Dean Drako, Martin Gren, and Joe Grillo – founders of Genetec, Eagle Eye Networks, Axis, and Acre, respectively – shared the stage at Skydd.

portunity to see these giants on the same stage at the same event. We're incredibly proud that it happened here at Skydd in Stockholm", comments Lennart Alexandrie, publisher at AR Media International, who invited the entrepreneurs to Skydd.

Strong demand for 2026

The success of Skydd 2024 is also reflected in the interest for the next Skydd event in two years, with around 40 stand bookings made during the event.

"The demand after Skydd 2022 was fantastic, but the response from this year's exhibitors shows

that Skydd 2024 is the best security event ever held in the Nordic countries," says Deniz Baykal, sales manager at AR Media International, who is responsible for sponsorship agreements and stand sales at the fair.

Plans for Skydd 2026 already underway

According to Monika Johannesen Widholm, planning for Skydd 2026 has already begun to meet the high expectations created by this year's event.

"We have already started planning to deliver an even better event in 2026," she concludes.

Can your company contribute to the Scandinavian security market?

If so, **don't miss** the opportunity to showcase your solutions at the premier security technology events in Norway and Sweden in 2025. Spaces are filling up fast – book your stand now to **secure your spot!**



Upcoming Events:

SECTECH Norway March 5-6, 2025
Nova Spektrum/Lilleström

SECTECH Swede October 14-15, 2025
Stockholmsmässan/Stockholm

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