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The IoT revolution demands security

Voice of the security technology market

Dealing with cyber security risks in the Industrial IoT

Technology in application

Video surveillance protects Toledo Cathedral

Security technology market

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**CONTACT
US TODAY**

Synel Head Office Tel: + 972.4.9596760 | + 972.4.9596777 | information@synel.com | www.synel.com

Synel Americas Tel: + 1 480 374 7711 | sales@synel-americas.com | www.synel-americas.com

Synel UK Tel: + 44 208 900 9991 | sales@syneluk.com | www.synel.co.uk

Synel Germany Tel: + 972.4.9596722 | germany@synel.com | www.synel.com





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Head office:

AR Media International AB
Västberga Allé 32 • S-126 30 Hägersten
SWEDEN
Tel: +46 8 556 306 80 • Fax: +46 8 19 10 11
E-mail: info@armedia.se
www.detektor.com
www.armedia.se

Asia Office

Asia office
Asha Chang
AR Media International (Asian Branch)15F,
No 55, Binhai Rd. Sec. 1,
Danshui Dist., New Taipei City 251
Taiwan
Office phone: +(886-2) 2622 1365,
+(886-2) 2622 1385
Office fax: +(886-2) 2622 1305
Mobile: +(886) 922 116272
Email: asha@armediaint.com
ashachang@gmail.com

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Marika Thelenius
Rate for four issues is Euro 49
+46 8 556 306 80

Publisher

Lennart Alexandrie
lennart.alexandrie@armediaint.com

Editorial Team

Rachel Ward Owens, Henrik Söderlund,
Jonny Sjöberg, Lennart Alexandrie
info@armedia.se

Art Director

Linn A. Maddern
linn.maddern@armedia.se

Advertisements

Carlos Cisternas
carlos.cisternas@armediaint.com

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Lennart Alexandrie, Publisher

The IoT revolution demands security

Brexit is a fact and so is the outcome

of the presidential election in the USA where Donald Trump succeeded to become the 45th president. Who could foresee these things would happen one year ago? The opinion polls pointed in the wrong direction just days before these events actually happened.

The world has become more complex and much harder to predict. Things happen fast and all these big changes, including technology, affect us.

Of course we can easily draw some conclusions. One is that the technology market is heading towards a reality where different systems and functions are connected and communicate with one another. The Internet of Things era is here and security is an important part of this technology revolution. This has been confirmed in many ways during 2016.

The leading annual security exhibition in Europe – Ifsec in London – launched a Smart Zone in June this year. Skydd, the biggest exhibition in Scandinavia, had a similar themed area named the Smart City when it took place in late October. Furthermore, at these events and at other security shows, solutions for IoT and smart buildings were high up on the agenda among several of the exhibitors, presenting different solutions. There is no doubt that this is really a subject of great interest.

The conservatism that has run through the security industry for decades seems to have been blown away and now everyone has taken on board the fact that physical security has become a part of a wider IT arena. Now, the opportunities and benefits that IoT offers overshadow the security concerns of yesterday. Convenience, workflow efficiency, energy savings and other environmental and economic advantages are strong selling points. A revolution is taking place. It will not just change the way we use technology, but also the way we do business. Being part of it is essential for future success and possibly for survival. It is for sure an exciting and challenging time for anyone looking for opportunities.

But there is also another side of the coin, the risks that come with an increasingly networked society. The more we are connected, the more vul-

nerable we become. How do we deal with that?

Well, there is no way back. We have to take advantage of what IoT offers, but crucially we must also keep up security levels. This will be one of the big challenges for the security industry. The benefits of IoT are easy to identify, but they can also easily make us blind to the risks that comes with them. Technology is not always a good replacement for human beings and connected technology systems must always have redundancy. Secure IoT solutions demand smart risk management.

The complexity of risk management these days has been revealed by the many huge IT-attacks that have taken place lately. Can we trust connected technology solutions? Yes, but they have to be backed up with actions and routines to minimize risks and also be designed to react if a threat comes through.

The human factor is always part of the risk and, so too technological devices can be exposed to that risk.

Recently Bloomberg news revealed that security cameras from the Chinese manufacturer Hangzhou Xiongmai Technology were hijacked by attackers using the Mirai Malware to launch a cyber-attack with severe consequences. It closed internet access for millions of users and sites like Twitter, Spotify and CNN were taken down. This underscores how hackers can cause big scale damage through the weakness offered by connected devices.

And of course, as we increase the number of networked devices connected to the Internet, the more we increase our vulnerability, which attracts criminal hackers to launch attacks even more.

So with IoT it is very much about doing things right, including using reliable technology platforms and making sure that devices are secured before they are connected to the system. HP reports that up to 70 percent of commonly used IoT devices are vulnerable to cyber attacks.

The core business of physical security solutions providers is securing things, people and information. Therefore the security industry's approach to IoT requires more caution than other industries. And that is also why the security industry is so important for the development of safe IoT solutions.

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REVIEW



More than 40 000 visitors from 119 countries showed up at Security Essen

One in three trade visitors travelled to Essen from abroad to attend at Security Essen. Great Britain as well as Africa and Asia registered particularly strong pluses, according to the organiser.

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Dahua safeguards Toledo Cathedral

In addition to recording and real time live view, the new system at Toledo Cathedral has built in heat detection, magnetic detection, intruder detection & fire detection functions.

Toledo, Spain

The Toledo Cathedral is one of the three 13th-century High Gothic cathedrals and is considered, in the opinion of some authorities, to be the magnum opus of the Gothic style worldwide. The Spanish take cultural relics protection as their social responsibility. To ensure proper maintenance and accident prevention, the Spanish religious institution require a company that has a professional approach and advanced technological products.

In the control centre at the Cathedral, administrators are able to see full-aspect monitoring of each area in the temple, as well as the tapestry museum facilities, all

through Dahua cameras. Dahua's official distributor Iptecno and engineering installer ITSA Seguridad are the main products and solution providers for the job.

A hybrid HDCVI and IP solution was chosen to provide Toledo Cathedral security management with the best possible image quality. Besides the basic functions of recording and real time live view, the system has built in heat detection, magnetic detection, intruder detection & fire detection functions. The Dahua security solution provides technical support to the integration with the rest of the security systems in the

Cathedral, such as Agora's PSIM. High resolution 5 megapixel IP cameras and 2 megapixel HDCVI cameras were successfully deployed. The very same coaxial cable from the previous analogue CCTV system was re-used to install HDCVI cameras. It saved cost on cabling work and reduced the risk of damaging the historical structure.

The Dahua security solution upgraded all the surveillance equipment in the Cathedral. With the help of Dahua customised installation support, cameras are



Historic Toledo Cathedral enjoys full-aspect monitoring in all areas.

tactically positioned for it to be unnoticed by church goers and tourists. At the same time, the control centre enjoys full-aspect monitoring of every corner to stay in control and adopt corresponding measures to different incidents.

Hard Rock hotel upgrades security to safeguard celebs

With about 5,000 visitors circulating through its facilities every day, the Hard Rock Hotel in Riviera Maya in Mexico needed to strengthen its video surveillance system. The Hard Rock Hotel in Riviera Maya receives celebrities from all over the world, including couples celebrating anniversaries and families enjoying their vacation.

Riviera Maya, Mexico

The property covers 37 hectares and can host up to 3,800 guests in its 1,264 bedrooms. Additionally, several events are held at the hotel, from concerts to private celebrations, making the hotel a very crowded place.

During those busy periods, the amount of people walking through the hotel really underlined the fact that the old security system was unable to monitor certain areas of the property, and so three years ago the hotel decided to invest in better security, so that its guests would not just feel comfortable, but also safe, especially those visitors arriving with expensive goods or with privacy requirements.

In the analysis of the property, Julio Herrera López (security manager at the Hard Rock Hotel, Riviera Maya), along with his team, evaluated the security conditions at the hotel and invited integrators

to propose solutions. Out of the proposals submitted, equipment from Hikvision was chosen because the system fitted the parameters of the hotel's project perfectly and the warranty conditions were favourable.

The installation process of the new security system was developed in phases. In the first stage, 89 Hikvision cameras were mounted. Later, 30 additional units were installed and currently, the hotel has 324 Exir Series IP cameras, two DS-9664NI-I8 NVRs and two DS-96256NI-F16 NVRs, and one 4-channel video wall.

With the new Hikvision surveillance system now installed, the hotel can effectively monitor common areas, entrances, sectors with high flow of personnel and areas dedicated to hosting events, as well as external hotel areas. With the support of the new cameras it

has been possible to protect 349 invaluable objects, including the 'Memorabilia' collection displaying celebrities' items.

These items include a guitar and a jacket from Elvis Presley, drums from Aerosmith and Matchbox Twenty, guitars from The Police and Bon Jovi (who starred in the inaugural concert at the hotel), and articles from Black Sabbath and the Rolling Stones.

"The challenge was to implement a system with the most up to date security technology," says Gilberto Rocha, Operations Manager at Opcom, the systems integrator in charge of the project. "We installed a 10Km optical fibre trunk network for optimum video fidelity, which makes this project



the first of its kind to use such an amount of Hikvision only IP cameras."

"Thanks to this video surveillance system we can be aware of any event happening at the hotel, so for example, we can provide timely first aid when required, or keep an eye on children and our hotel staff to make sure they are safe. Similarly, we can react to any disturbance in our premises. The new security system has remarkably improved security at the hotel and we are now also able to record evidence of any situations or accidents that occur," says Herrera López.

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Dealing with cyber security risks in the Industrial IoT

Alan Grau is President and co-founder of Icon Labs, a leading provider of security software for IoT and embedded devices and he discusses and explores how we might detect and provide counter-measures for security threats on the factory floor in industry.

By Alan Grau, President and co-founder of Icon Labs



Alan Grau, President and co-founder of Icon Labs.

The Industrial IoT (IIoT) provides manufacturers in all industries with greater connectivity that in turn, generates valuable information and intelligence regarding operations. By leveraging this intelligence, they are able to attain significant efficiencies and manufacturing improvements.

However, this expanded network also opens up these newly connected devices to significant threats of cyber-attack. As industrial facilities become more connected, hackers are getting more sophisticated, resulting in greater vulnerabilities and increased risk of devastating cyber-attacks. Intrusion detection, the ability to detect when hackers begin probing devices, is a critical first step to building a secure IIoT.

Sometimes there are questions about the difference between the IIoT and IT from a security point of view, but they are different for several reasons. First, with IIoT, you have a much larger attack surface. There is a proliferation of connected devices and every new device brought onto the network is a target for hackers. Second, many of these devices are deployed outside of the current IT security perimeter. This creates

significant new security challenges. Finally, many of the IIoT devices are embedded systems operating in the cyber-physical realm, which makes protection from cyber-attacks critical. Because they are embedded systems, they require new security solutions – traditional IT and PC security approaches won't work on these specialised devices.

If an IT system is hacked the consequence is usually data loss. This can be significant and costly. However, if an IIoT system is hacked, the damage can be much more serious, even life threatening. The power grid can go down, flights can be grounded, production lines can be shut down, machines can go out of control, and real physical damage can occur. For example, a blast furnace was damaged in Germany due to a cyber-attack. This caused significant financial loss and could have caused injury or loss-of-life.

Intrusion Detection Solutions (IDS) for IIoT need to be customised to the nature of the devices. Small devices with limited resources need a solution tailored to the types of attacks they are likely to experience without overwhelming the limited

memory and computing resources of the device. At the same time, the sophistication of the Intrusion Detection Solution must scale up to support more powerful gateway and control systems. As a result, it is necessary to build a scalable framework that can support a

cybersecurity firms to coordinate their solutions and ensure they are staying current and building appropriate solutions. One of the key elements to a robust solution includes using a hardware platform with hardware security elements as a foundation and

“Attackers are becoming more sophisticated over time. They are learning about new vulnerabilities and developing automated attack tools to exploit those vulnerabilities.”

wide range of devices and can be easily customised based on the needs of the individual device or network. In all cases, the key is to monitor for, detect, and quickly report anomalous traffic. This requires integration with a security management system where IDS events can be sent and viewed by a human (or potentially an AI engine) to determine if the anomalous events indicate a cyber-attack.

To keep up with the current attacks and all aspects of cyber-security countermeasures requires a team of experts. Today, many OEMs are designating an internal cyber-security champion to work with outside experts and

implementing secure firmware updates so devices can be updated as security patches become available.

Attackers are becoming more sophisticated over time. They are learning about new vulnerabilities and developing automated attack tools to exploit those vulnerabilities. There are cyber criminals who build and sell these attack tools, making them available to anyone willing to pay for them. Unfortunately, there are a large number of bad actors with the motivation and means to launch sophisticated cyber-attacks. They have made millions stealing data from IT networks and they are beginning to turn their efforts towards IIoT devices and networks.

Securityworldhotel.com top ranked again

Based on information published on Alexa.com November 11, 2016, SecurityWorldHotel.com has the best global ranking among online security trade publications in English.

Each year Detektor magazine lists the most popular global websites by security trade publishers, based on estimations of traffic by Alexa.com.

Alexa.com, which is part of

the Amazon group, measures and collects information about traffic on the world's websites. Based on that information, it provides estimates on the volume of traffic and ranking of web pages. The lower the global ranking number, the the higher the popularity of the site in terms of traffic, according to Alexa.com.

– SecurityWorldHotel.com was introduced in 1998 and was

the security industry's first web-based news portal updated each day. So we've been around a long time and worked hard to keep

the quality of news, comments Lennart Alexandrie, CEO of AR Media International.

Here is the global top 5 list of online security trade publications

Website	Nationality	Alexa Global Ranking
Securityworldhotel.com	Sweden	104,428
Sourcesecurity.com	UK	119,156
Securityinfowatch	USA	176,390
Asmag.com	Taiwan	193,608
Securitymagazine.com	USA	216,378



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Top security companies increase their lead

The market share of the top 15 security equipment and services companies accounted for 21.4 percent of the equipment and services market in 2014, growing to 23.1 percent in 2015. According to the latest IHS Markit Physical Security Equipment and Services Report, these leading security companies will further increase their market share in 2016.

Englewood, Co (USA)



The threat detection systems market is led by the demands from objects related to the public infrastructure, such as as railway stations, airports, sport stadiums, shopping malls, to mention a few.

The main findings of the report show that the combined equipment and services market was estimated to be \$123.67 billion for 2015 and as the physical security market continues to consolidate, Tyco International was the largest supplier to the equipment and services market

in 2015, comprising 3.8 percent of the market, followed by ADT at 2.9 percent, and the biggest mover, Hikvision at 2.5 percent.

The equipment market consists of video surveillance, access control, intruder alarms, entrance control, consumer video surveillance,

mobile video surveillance and body-worn cameras, and enterprise storage. The services market consists of access control as a service (ACaaS), video surveillance as a service (VSaaS), remote monitoring services, and security systems integration.

Oliver Philippou, IHS Markit analyst points out that it is important to note that this market share estimate does not include mergers and acquisitions that have taken place in 2016, such as the merger of Tyco with Johnson Controls, the acquisition of Diebold's North American electronics security business by Securitas, the acquisition of ADT by Apollo Global Management and merger with Protection 1 and ASG Security. These three deals will further

expand the market share of the top 15 security companies.

However, it is not just large-scale acquisitions that are concentrating supply. Chinese firms like Hikvision and Dahua Technology have continued to grow much faster than the market average, not only in their domestic market but internationally too. Part of their success has been down to offering products at lower prices than their competitors.

In addition, single-product suppliers are increasingly being challenged by solution providers offering pre-integrated products. Integrators are increasingly leveraging single-vendor solutions to reduce installation costs and focus on the more profitable service and maintenance contracts.

Video surveillance drives threat detection systems market

The threat detection systems market is expected to grow from USD 48.38 Billion in 2015 to reach USD 119.17 Billion by 2022, at a CAGR of 13.11% between 2016 and 2022, according to the latest information published by Marketsandmarkets.

Hadapsar, India

Increasing threat of terrorist activities, rising territorial conflicts, and geopolitical instabilities have led to the rise in the demand for threat detection systems. Also, increasing need for large-scale surveillance systems at public and commercial places is driving the demand for threat detection equipment

Video surveillance systems are cited as being expected to lead the overall threat detection systems market during the forecast period and are expected to grow at the highest rate between 2016 and 2022. Increasing need for reconnaissance at commercial places, industry premises, and public

avenues is one of the prime factors which is leading the demand for video surveillance systems. Video surveillance recordings are also used for the investigation purposes in many crime scenarios which is also driving the market for video surveillance systems.

The analysts suggest that the threat detection systems market is led by the public infrastructure which for purposes of the report has been further segmented into airports, railway stations, sports stadiums, shopping malls, pilgrimages, and others. The high demand for threat detection devices from airports and shopping malls, especially for explosive detectors,

video surveillance systems, and biometric systems, is one of the major factors driving the growth of the threat detection systems market for the public infrastructure application. The commercial sector is the second-largest market and the threat detection systems market for the commercial sector is estimated to grow at the highest rate between 2016 and 2022.

North America held the largest share of the threat detection systems market in 2015, followed by APAC and Europe. The U.S. accounted for the largest share of the threat detection systems market in North America, followed by Canada and Mexico.

The region has several companies operating as manufacturers and suppliers of components that are used in internal threat detection and border security management. North America is witnessing a continuous increase in the research & development activities, particularly in high-energy laser system technologies.

The major players listed as operating in this market within the new research report include Smiths Group, Safran, Flir Systems, Thales, Rapiscan Systems, RAE Systems, Chemring Group, Chemimage Sensor Systems, Mirion Technologies, and Axis Communications, amongst others.

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5,2 million security cameras installed in Germany

In 2016 more than 800 000 new video surveillance cameras have been installed in Germany, according to predictions by the market research company IHS market. This takes the total number of security cameras installed in the nation to 5,2 million by the end of the year.

Englewood, Co (USA)

This is equivalent to approximately one camera for every 16 people, across public and private installations.

High concern amongst the German public and the government regarding citizens' privacy may have contributed to why the quantity of installed cameras in Germany lagged behind the U.K., United States, China and other nations. Public consensus may be changing, as high profile events like the Cologne train station assaults and the Munich mall shootings increase arguments for a greater number of cameras. The German Government is responding.

Face detection and recognition

Prior to announcing a new civil defence plan last month, the Ger-

man Interior minister, Thomas de Maiziere implied, in an interview with German paper "Bild," that the country would be considering face-recognition technology at all train stations and airports, to help identify suspects from a central database. Face-recognition technology is already used in the Munich airport and other facilities, yet a larger-scale centralised system could be considered a landmark change in the use of surveillance technologies in Germany.

Body-worn cameras

In addition to changes to traditional fixed video surveillance systems, there is increased demand for body-worn cameras in Germany. So far this year trials have been announced for both federal and state police forces. In another layer of security for the trans-

portation network, the Deutsche Bahn rail company announced body-worn camera deployments for some of its security guards – a move it hopes will reduce violent incidents.

Privacy trade-offs

Meanwhile some commercial video surveillance operators are considering the implications of Germany's updated Federal Data Protection Act, to protect the privacy of employees in the workplace. Full compliance relating to video surveillance could require the identity and faces of employees to be digitally masked. Video analytics software can be used to achieve this aim, with only "persons of interest" selected to have their features unmasked. This type of technology harkens to a less-contentious balance between privacy and security.

Evolving systems

In 2017 the number of network cameras installed is forecast to surpass analogue cameras for the first time in Germany.

However, the camera is just one component of the video surveillance system, much of the investment required in Germany will need to be on the back-end, ensuring systems are connected and accessible to the relevant authorities. Incidents such as the Bonn station bombing in 2012, when no footage was recorded, highlight the need for investment – not only in cameras, but also in video management, storage and network infrastructure. If the German interior minister's suggestion is to be achieved, widespread changes will be needed, to bring German video surveillance systems up to speed.

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Axis' CEO is pleased to take over Canon's sales of security products:

"It was not good for us, and therefore not good for Canon"

Canon's decision to hand over sales and marketing of its security products to Axis creates clarity in the market for both end customers and partners according to Axis' CEO Ray Mauritsson.

"It was our initiative, because we thought it could work much better", he says.

Now, Axis takes a glance towards the video door station/intercom market and wants to become more service-oriented.



Axis' CEO Ray Mauritsson in front of the company's headquarters in Lund, Sweden. A new office for 1,400 employees will be ready in 2019.

By Henrik Söderlund

Axis has recently taken over the marketing and sales of Canon's products in the EMEA and North America. Ray Mauritsson says that Canon took the decision after pressure from Axis.

"First of all we are there promoting our cameras, and then Canon, which everyone knows is the main shareholder in Axis, comes along and promotes their products. As an end customer, who do you believe? It was not good for us, and therefore not good for Canon", he says.

The problem came to light immediately after Canon acquired Axis in 2015. However, now only Axis will approach customers and partners and manage support, except in Asia, where Canon has not yet taken any decisions on the way forward.

Canon's customers are important

What will happen to Canon's product development has not yet been communicated and several of Axis' and Canon's products are similar.

Ray Mauritsson says: "There is quite a lot of overlap in the product portfolios, even though there are some products that stand out. But above all, there are a number of established customers who have chosen Canon and it is really important that they continue to buy. Our commitment is to serve Canon's customers."

He believes that Axis should take advantage of the Canon products that complement or add something, but admits that Axis

sales people will be more comfortable with selling their own products. The view on how well Canon's products will sell is not yet very clear.

"We do not have all the information, we might get to know a group of customers where Canon has been successful and where we can grow in a completely different way thanks to our presence.

Not worried about patents

The primary benefits for Axis being part of the Canon Group have so far been more effective purchases and a greater sense of safety when it comes to patents.

"Being able to work with Canon gives us robustness for the future. Canon has many major licensing agreements with other major players and it makes us a little bit safer in the sometimes stormy world of patents", says Ray Mauritsson.

He makes a comparison with the telecoms industry where it is crucial to hold patents and says: "There, the big players are fighting each other and our industry could also become like that. But if that is the case, we have achieved a good position where we can also get help from Canon."

He recognises two challenges with patents: companies which only acquire patents in order to file lawsuits against other companies – often called patent trolls – and companies that use patents as an instrument to prevent their competitors from expanding their business. A couple of years ago, the video analytics company Object Video sued several major manu-

facturers for patent infringement. Subsequently, Avigilon acquired Object Video, and some people in the physical security industry were concerned about how Avigilon would handle the patents, but it did not worry Ray Mauritsson.

"No, I am more worried about patent trolls. I feel pretty safe when it comes to our competitors – we hold at least as many good patents that are interesting for them. From that perspective, it is better for us that Avigilon holds the patents, Object Video did not care about our patents because it did not manufacture security cameras", says Ray Mauritsson.

More service-oriented

Ray Mauritsson does not think that the market has changed very much during the last year. However, it continues to mature and the Chinese manufacturers Hikvision and Dahua are growing rapidly from their domestic base. At the same time, Axis' growth rate is about 10 per cent.

"What do you do in a maturing market? Well, we are looking for things that bring value to the customers and we want to take a bigger responsibility than just for the product itself. We do this based on our various end-user groups and by becoming more relevant, rather than simply by saying that we have the world's best security camera," explains Ray Mauritsson.

In other words, Axis wants to become more service-oriented, although it has no plan to become a pure service provider. Ray Mauritsson imagines a parallel scenario,

similar perhaps to that of a truck manufacturer renting out their trucks instead of selling them.

Less players, more differentiation

Axis' CEO believes that the number of security camera manufacturers will decline.

"We are one of the top players in terms of volume and we think it is time to start adding other products in order to increase growth, so one can only imagine how players number nine or ten feel about the competition", Ray Mauritsson says.

In recent years, Axis has launched an access control solution, a video door station and IP speakers. This spring, Axis acquired the Czech company 2N, which has about 200 employees and is the market leader in IP intercom/door phones according to IHS.

"The acquisitions we have made in the past were small distributors, creating a way to establish ourselves in a new country. But with this acquisition, we broaden our portfolio considerably and we enter a new field", confirms Ray Mauritsson.

The market for video door stations/intercom is much smaller than the security camera market, but is at a similar stage of transformation that the security camera market was at during the transition from analogue to IP.

"Today, the market is roughly where network video was 2006-2007 and the growth rate is 30-40 per cent. We are growing from low levels, but it looks promising", says Ray Mauritsson.

Vanderbilt completes ACT acquisition

Wiesbaden, Germany

Vanderbilt has confirmed the completion of its purchase of Access Control Technology (ACT) Ltd. The integration of ACT's product line into Vanderbilt's core offering brings significant depth to the company's access control and video surveillance while also bringing a new cloud-based solution to the portfolio.

The ACT brand will remain through the well-known products being added to the Vanderbilt portfolio, such as ACT pro, ACT enterprise and ACT365. Vanderbilt will capitalise on ACT's market share in Ireland and the

UK in addition to introducing the products to North American customers and partners.

ACT's ACT365, is an integrated, cloud-based access control and video management software solution that brings additional depth to Vanderbilt's product line. The software-as-a-service model brings a recurring revenue model to Vanderbilt and its channel partners. ACT365 provides stakeholders with the ability to manage system administration and management from anywhere, at any time and on any device.

"The ACT business is a

strategic fit with the Vanderbilt brand, capitalising on its strong, profitable business in the UK and Ireland," said *Joe Grillo*, CEO, Vanderbilt. "The addition of an integrated access control and video platform is a logical step in the direction of growing our business on an international scale in the areas of access control, video and intrusion. Hosted, cloud-based systems are gaining in popularity in the security arena, becoming the logical way forward in future-proofing a facility's security posture."

Vanderbilt's integration of its July 2015 acquisition of the



Joe Grillo, CEO, Vanderbilt.

Siemens Security Products line of business considerably expanded the company's presence in the highly fragmented security and access control market.

Financial details of the transaction were not disclosed.

Chinese giant invests in Agent Vi

Tel Aviv, Israel

Kuang-Chi Science Limited, the Shenzhen, China based company and a member of the Kuang-Chi Group, has agreed to become a strategic investor in Agent Video Intelligence (Agent Vi), an Israeli video analytics company.

The investment, part of Kuang-Chi's \$300 million Global Community of Innovation (GCI) fund launched earlier this year, will expand the company's portfolio of technologies that enable safe, smart cities. The company is investing alongside public safety leader Motorola Solutions, which first invested in Agent Vi in 2012.

According to IHS market research firm, Agent Vi, which

was founded in 2003, is the market leader in video analytics, with thousands of successful deployments worldwide. Agent Vi's patented technology provides sophisticated, customised analytics across safe city, infrastructure, transport, retail and other applications.

Operating through hundreds of integrators and resellers, Agent Vi's solutions turn surveillance cameras into intelligent sensors that automatically analyse, detect and search massive volumes of video through its cloud interface.

Kuang-Chi invests in technologically disruptive, early to mid-stage companies in robotics, machine vision, aviation, and

related technology sectors. GCI Fund portfolio companies receive the full support of Kuang-Chi's corporate resources, from sales and marketing to joint tech development. Earlier this year, the company established a creative hub in Singapore for furthering development of its Future City strategy.

Agent Vi expects to use the invested funds to expand its engineering, sales and management teams. The company plans to open local offices to serve its growing client base in China, Southeast Asia and Europe.

Dr. Ruopeng Liu, chairman of Kuang-Chi, said: "I am pleased to announce our investment and

partnership with Agent Vi. This stake will make an important contribution to Kuang-Chi's portfolio of Future City offerings and projects. As a strategic investor along with Motorola Solutions Venture Capital, we will help Agent Vi expand into Future City projects across Asia."

Agent Vi CEO *Itzik Kattan* stated: "Agent Vi has gained a foothold in China and found an important partner in Kuang-Chi, a company that is creating next generation technologies with broad applications for the future of cities. We appreciate the vote of confidence in our growth strategy shown by our Board and Dr. Liu with this transaction."

Assa Abloy acquires Trojan Holdings in the UK

Stockholm, Sweden

Assa Abloy has acquired Trojan Holdings Limited, a leading supplier of door and window hardware in the UK.

"I am very pleased to welcome Trojan into the Assa Abloy Group. Trojan offers a comprehensive portfolio of window and door hardware products that in a

very good way complements the Assa Abloy offering in the UK market", says *Johan Molin*, President and CEO of Assa Abloy.

"Trojan is an innovative, design driven business, with a strong management team and a great track record of growth and continuous product develop-

ment", says *Tzachi Wiesenfeld*, Executive Vice President of Assa Abloy and Head of the EMEA division. "Trojan's products will reinforce the Yale offering in the strategic residential market in the UK. I am delighted to welcome the Trojan team into Assa Abloy".

Trojan was established in 1993, it is headquartered in Walsall, West Midlands and has 65 employees.

Sales for 2016 are expected to reach nearly GBP 20 million (approx. SEK 220 million) and the acquisition will be accretive to EPS from the start.



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Presidential debate monitored for live aerial attacks

Las Vegas, Nv (USA)

The U.S. Presidential Debate held on October 19th at the UNLV Thomas & Mack Center in Las Vegas, Nevada, was the first such debate monitored not only for ground threats but also aerial threats, by using Spotter RF's new award-winning A2000 CSR created especially for monitoring low-flying UAVs (drones).

The U.S. Department of Homeland Security (DHS) deems presidential debates to be National Special Security Events (NSSE), as they may be a potential target for terrorism or other criminal activity.

Spotter RF collaborated with Milestone Systems and the NMS Spotter XP plugin was used to secure both air and ground perimeter at the high profile debate in Las Vegas.

Working closely with Las Vegas public safety authorities, UNLV security and federal agencies, the security solution teaming Milestone Systems, NMS and Spotter RF was tasked with threat

detection and rapid response law enforcement communications. Milestone Systems advanced video management software (VMS) a solution favoured by many law enforcement officials, has been successfully deployed during previous Presidential Debates in 2012 and 2016. Spotter RF radar supported the latest implementation in Las Vegas with the Spotter XP plugin to provide all-weather, day or night surveillance over wider areas and in the air.

"Spotter RF radar helped provide all-weather, day/night surveillance at great distances, over a wide areas and in the air," states *Reinier Tuinzing*, Strategic

Alliances Manager, Americas, for Milestone Systems. "The integration of our IP video management software and compact Spotter radar device provides a wide defense dome around and above the protected venue."

The new A2000 is the first Spotter RF radar specifically designed for drone detection-and-defeat applications. This innovative and affordable radar has also been named a 2016 Security's Best Award recipient at the recent ASIS 2016 security trade show held in Orlando, Florida.

The A2000 is able to detect small quadcopters at a range of 1,000 metres - the longest range of any other Spotter RF model for that size of target. It is specifically tested in conjunction with drone deterrence technology to provide early detection, tracking and interdiction against drones threatening critical infrastructure such as power plants, substations, bridges, small airports, dams, stadiums and first-



The new A2000 is the first Spotter RF radar specifically designed for drone detection-and-defeat applications.

responder environments requiring firefighting or law enforcement.

"The successful deployment of this solution recognises the potential of combining the power of Spotter radar with Milestone's advanced video surveillance," states *Logan Harris*, CEO for Spotter RF. "The rapid adoption of low-flying aerial drones has increased the burgeoning threats that can endanger people, first responders, and vital infrastructure currently wide open to terrorist and other serious attacks."

Flir to acquire Point Grey for \$253 million

Wilsonville, Or (USA)

Flir Systems has reached a definitive asset purchase agreement to acquire the business of Point Grey Research, Inc., a leading developer of machine vision cameras for use in industrial, retail, scientific, traffic, mapping, and other advanced imaging applications, for approximately \$253 million in cash.

Founded in 1997 and based in Richmond, British Columbia, Point Grey is a global leader in the development of advanced visible imaging cameras and solutions that are used in industrial automation systems, medical diagnostic equipment, people counting systems, intelligent traffic systems, military and defence products, and advanced mapping systems. Point Grey designs, manufactures,

and distributes its cameras and related software to a global base of customers that build systems for improving the efficiency, quality, analysis, and safety of a wide range of processes and products.

The addition of the Point Grey business will augment Flir's existing OEM cores and components business by adding a broad range of visible spectrum machine vision cameras and solutions. Additionally, Flir's thermal sensor technology, with its unique ability to remotely measure temperature, see through factory obscuring such as smoke and steam, and accurately detect and characterise human activity in retail settings, will further extend Point Grey's product range into new applica-

tion spaces. The business will become Flir's Integrated Imaging Solutions line of business operating within the OEM and emerging segment.

"We're excited to add the broad range of innovative products from Point Grey to Flir as together we have a unique capability to create advanced sensing solutions for the broad machine vision market," said *Andy Teich*, President and CEO of Flir. "Thermal imaging technology provides vision systems customers an alternative imaging spectrum that offers a rich, largely untapped layer of information that can be further leveraged. Point Grey's global presence and credibility in industrial vision systems

provides a strong platform for us to integrate our leading thermal technology. Point Grey is a proven, high-performing business with an impressive set of products, customers, processes, and people, all of which we see as being highly synergistic and strategically significant to Flir. We welcome the Point Grey employees to Flir and look forward to creating highly valuable solutions for a wide array of intelligent imaging applications."

The transaction is expected to be completed in the fourth quarter of 2016. Flir anticipates the business and related transaction costs will be approximately \$0.01 dilutive to its 2016 earnings per share and accretive for 2017.

Nedap secures parking at Dubai airport freezone

Dubai, U.A.E

As the leading free zone in the Middle East, Dubai Airport offers excellent facilities and services. The reserved parking areas for tenants illustrate the top-class facilities the free zone offers. With **Nedap's** solution for long-range vehicle identification, safe and convenient access control to these areas is guaranteed. This solution was integrated by Alpha Plus Security & Alarm Sys.

As the leading free zone services provider in the Middle East, Dubai Airport Freezone (DAFZA) offers integrated business solutions to the global business community. An example of the excellent facilities are the reserved parking areas. To gain control over the entry to the entrances to these areas, a system based on remote controllers was installed. With remote control-

lers, the tenants could control the barriers directly, which resulted in abusing the parking facility. Plus many cases of lost and damaged remote controllers happened and there was no close monitoring of who is actually using the parking facility and when.

To add the high level of security that is needed in an environment like an airport free zone, Nedap's long-range vehicle identification system Upass was installed to provide safe and convenient vehicle access without forcing tenants to stop their vehicle. Every resident uses a UHF Windshield Tag or UHF ISO Card that contains a unique identification number. The Upass Reach, based on UHF (Ultra High Frequency) technology, allows consistent reading of up to 5 metres, so tenants do not have to stop to present

their badge anymore. Automatic vehicle identification ensures a smooth flow of authorised people only and increases the safety of tenants, suppliers and staff.

Nedap's Upass readers are connected to an access control system, which will make the process of rolling out identifiers much easier, in addition to the added security. This solution was integrated by Alpha Plus Security & Alarm Sys., a company that provides professional security solutions for local authorities, industrial and commercial clients.

While the security of the reserved parking areas at DAFZA is vastly improved, gaining access at a distance up to 5 metres with Nedap's Upass Reach is hands-free. This makes gaining access to the areas quick and easy.

As a result of the implemented



Nedap Upass Reach controls access at Dubai airport's freezone.

vehicle access control system, the parking is now better utilised by tenants and the authority. The Nedap solution is easy to manage and to expand. Another benefit for DAFZA is that no maintenance costs are involved.

This Nedap solution for long-range vehicle identification was integrated with gate barriers of FAAC and Magnetic, access control of Sensor UK and wireless access points of D-Link.

Milestone provides diverse solution for Hyatt

Copenhagen, Denmark

Milestone Systems, the open platform company in IP video management software (VMS), is helping Hyatt Hotels to standardise a unified video security platform across all its property brands. This allows integrated security and risk management, centralised support and training, remote storage and incident management.

Hyatt Hotels owns and manages hundreds of properties worldwide. Until 2013, the company had no standardised CCTV security platform. The disparate video solutions across all the sites were not efficient or effective.

"We wanted a global standard and security system we could eventually deploy in all Hyatt properties," said *Mark*

Sanna, Corporate Vice President and Head of Global Security, Hyatt Hotels. "We also wanted something that could adapt to a diverse, rapidly expanding enterprise. Milestone VMS made the most sense on both fronts and it's great to have tiered solutions that meet the needs of different properties."

Hyatt Hotels includes 10 distinct brands and more than 600 properties worldwide with almost \$4.5 billion in revenue in 2014. In that year alone, Hyatt experienced rapid growth by adding nearly 100 properties.

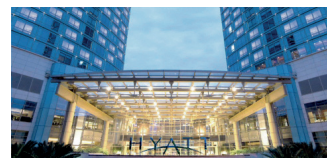
In December 2012 Sanna commissioned Hyatt's global security standards project. He reached out to *Wade Pinnell*, owner of

Virtual Software Equipment & Consulting (VSEC) Services, to assist in choosing Hyatt's new platform and then implementing the rollout.

In addition to Milestone VMS, Hyatt wanted preferred component partners in other aspects of the installation. After careful deliberation, Hyatt chose Axis Communications as its camera provider, Anixter as the distributor and HP/BCDVideo as the server system of choice.

"This is going to be a long and complex process because each Hyatt property is unique. But what's great is that at the core, tying everything together, is Milestone VMS," said Pinnell.

Sanna estimates that Hyatt



Milestone Systems, the open platform company in IP video management software (VMS), is helping Hyatt Hotels to standardise a unified video security platform across all its property brands.

has saved tens of thousands of dollars based on the fact that there are significant cost differences in camera licenses between the tiers. In addition, the ability to use the Customer Dashboard and Milestone Interconnect to monitor all the sites from a central location are critical, cost-effective tools for Hyatt.



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Dahua Launches 4MP HDCVI Solution



HDCVI camera 4MP series

Dahua HDCVI camera 4MP series has superior video performance up to 4MP real-time resolution and 16:9 HD video output. Meanwhile, they also support reliable and long-distance 4MP HD transmission, offering powerful performance and functionality.

High quality image

The 4MP HDCVI camera presents high quality images with clear details and accurate colour rendition. The camera has high-end F1.5 large aperture lens and supports 120dB true WDR. With a higher amount of absorbed light, the camera has very impressive lowlight performance. Embedded with industry leading wide dynamic range (WDR) technology, vivid pictures are achieved even in the most intense contrast lighting conditions. True WDR (120dB) optimises both the bright and dark areas of a scene at the same time to provide usable video.

Output

The camera supports HDCVI and CVBS signal outputs simultaneously with two BNC connectors. Multi-outputs facilitate construction in such situations as debugging through a tester. It also offers

the possibility for cooperating with multiple devices including analogue matrix or monitor. Moreover, 4MP HDCVI camera supports 16:9 HD video output without stretch and distortion.

Long Distance Transmission

Dahua HDCVI technology guarantees real-time transmission at long distance without any loss. It supports up to 700m transmission for 4MP HD video by coaxial cable and up to 300m by UTP cable. The higher resolution and complete features make the 4MP HDCVI camera an ideal choice for mid to large-size business and common projects where both highly reliable surveillance and construction flexibility are concerned.

HCVR 7000-4M series

In addition to the HDCVI cameras, Dahua also introduced the HCVR 7000-4M series. This series support up to 16 channels of HDCVI/CVBS inputs, 8 channels IP camera, 16 channels local live-view channels, and 16 playback channels.

Powerful Performance

The HCVR supports 4+2, 8+4, 16+8 IP camera input, and each

channel is up to 5MP HD resolution (2560 x 1920) for recording and live viewing. The HDCVI/CVBS Auto-detect function can auto-recognise the signal of the front-camera without any setting. It makes operation more user-friendly and convenient. Smart H.264+ saves up to 70% bandwidth and storage space without any change on the cameras. HCVR7000-4M series can achieve 4K HDCVI access through the firmware upgrade in future.

Intelligent Functions

With built-in IVS (Intelligent Video System), the HCVR 7000-4M series have the ability to detect and analyse moving objects. The HCVR provides

optional standard intelligence at the edge allowing detection of multiple object behaviors such as abandoned or missing objects. IVS also supports Tripwire analytics, allowing the camera to detect when a pre-determined line has been crossed. In addition, these series simultaneously support other intelligent functions such as face detection and smart search.

Designed as a cost-effective and easy-installation product, this HCVR is ideal for a wide range of applications such as public safety, retail store, transportation, home protection and education. It is compatible with numerous third-party devices making it a perfect solution for surveillance systems with or without a video management system (VMS).

About Dahua

Dahua Technology Co., Ltd. is a world-leading manufacturer of professional security and surveillance equipment. Over the past 15 years, Dahua Technology has invested heavily into the Research and Development of innovative solutions that improve public safety. Dahua's solutions are designed to be scalable and modular to provide flexible configuration options. The company is ranked 5th in the Security 50 rankings from A&S International for 2015. Dahua enjoys the world's second largest market share according to the IHS 2015 report. Visit www.dahuasecurity.com to learn more.

4MP

4 THE FUTURE

4MP HDCVI Solution

*The leading 4MP
Real-time HD-over-Coax
video surveillance system*

Highlights

- Future-proof leading HD analog technology
- Superior clarity in critical area with 4MP real-time, WDR and 16:9 video format
- Various models, all with IP67, CE & UL
- HCVR backward compatible with 2MP and below
- Smart H.264, up to 70% bandwidth and storage saving

Available products:

- 2401 Series HDCVI Camera
- 7000-4M Series 4MP HCVR



Dahua launches 180° panoramic IR bullet

Hangzhou, China

Dahua Technology has introduced its new multi-lens 180-degree panoramic network IR bullet camera. The *IPC-PFW8601-A180* provides added flexibility for capturing wide area video surveillance. With real-time image splicing technology, the camera has three 2MP sensors working in tandem to create a comprehensive 180-degree view. This camera replaces multiple single-sensor cameras to lower the cost of installation, storage and maintenance.

Adjustments can be made

to each sensor on contrast and brightness to achieve a crystal-clear panoramic view. The multi-lens camera supports day/night operation via a mechanical IR cut filter and WDR (120dB) which make it ideal for applications in fluctuating lighting conditions. In addition, this camera deploys Dahua Starlight technology to deliver usable video with minimal ambient light.

The camera is equipped with built-in intelligent video analytic algorithms, which can realise func-

tions such as tripwire, intrusion, abandoned object, missing object, to quickly and accurately respond to events in specific areas. At the same time, the camera features face detection and intelligent tamper detection, which means more efficient security surveillance.

The camera has smart IR technology which can adjust the intensity of the camera's infrared LEDs to compensate for the distance of an object. Smart IR technology prevents IR LEDs from whitening out images as they come closer to



Dahua's new camera is equipped with built-in intelligent video analytic algorithms.

the camera.

With an operating ambient temperature range of -40 °C to +60 °C, IP67 and IK10 rating, this camera suits almost any outdoor applications including open and expansive areas like borders, coastlines, highways, squares and stadiums.

swh

4K outdoor vandal proof dome

Taipei, Taiwan

Hiqview has released an 8 megapixel 4K ultra HD outdoor dome IP camera, the *HIQ-5650*, designed for day/night dual-purpose surveillance applications and suitable for open environments as well as important entry points.

The Hiqview HIQ-5650 outdoor vandal proof dome is equipped with a 1 / 2.6" CMOS sensor with 3-10.5mm at F1.4 vari-focal lens. Its images are compressed into formats of H.264 and MJPEG as an option. The camera offers multiple resolutions of 3840*2160 / 3776*2160 / 2592*1944 / 2048*1536 / 1920*1080 / 1280*720 / 640*480/340*360; at 8 megapixels, and reproduces quality

images of 3840*2160 at 15fps.

As it is built-in with 12 IR lamps and 2 high power, 850nm IR LEDs for radiation distances of up to 20 metres, the HIQ-5650 IR camera is capable of generating valuable pictures in dark environments. The built-in 20M light source with 12 5Φ + 2 units enables clear images under poor lighting conditions. Digital wide dynamic range (D-WDR) and DNR technology, means that the HIQ-5650 performs effectively in difficult lighting conditions, such as strong backlight or dim light.

The HIQ-5650 housing is IP66 rated against dust and water ingress. And, it is also in a IK10 vandal-proof design to help protect

the camera from malicious acts and attempts to break it.

An installation tool is supplied for easy network deployment, as it automatically searches for devices that are already connected to the internet. This feature alleviates the inconvenience of complex network settings. And the PoE function enables the power and internet connection to be provided over one ethernet cable to save on costs, installation, and space.

As with other Hiqview models, the powerful Hiqview Vision



The HIQ-5650 IR camera is capable of generating valuable pictures in dark environments.

VMS software is included with the camera for free. The software tool offers users the ability to build an omni-bearing video management and surveillance system from a PC to manage up to 64 IP cameras from the same company.

This camera is suitable for day/night dual condition applications and for monitoring open environments and important entry points, such as parking lots, bank lobbies, retail stores, and train stations.

swh

Vivotek camera with H.265 and smart streaming

Taipei, Taiwan

Vivotek is now launching the new *V-Pro H.265* network camera series, available in 3MP and 5 MP and a range of form factors.

Utilising Vivotek's sophisticat-

ed Smart Stream II, the cameras are able to optimise resolution of an area and ensure maximum efficiency of bandwidth. Combining H.265 and Smart Stream II,

the new series reduces bandwidth and storage consumption up to 80% more than cameras using H.264.



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

New heavy-duty camera withstands severe conditions

Bracknell, Berkshire (UK)

Panasonic has now released its new robust PTZ security camera, designed for the most severe weather conditions and mission critical applications.

The *Aero-PTZ* (WV-SUD638) provides full HD 60fps imagery with a 30x optical zoom lens within a tough fibreglass body resistant to both erosion and salt corrosion and suitable for everything from arctic to desert weather conditions.

The camera features hybrid image stabilisation technology and gyro-sensors to minimise the

effect of external vibrations on imagery. In addition, the super dynamic function ensures a wider dynamic range compared to conventional cameras.

Designed for applications at height, at sea and on ports, piers and bridges, the camera's active sense technology responds to external conditions, initiating a built-in wiper, heater and defroster to continually capture the highest quality imagery in the most harsh of conditions.

Gerard Figols, Product Marketing Manager for Panasonic Se-

curity Solutions, said, "The Aero PTZ is the most rugged security camera on the market and is capable of withstanding more extreme conditions than ever before. It will reliably produce sharp, crisp images, whatever the weather."

"The hybrid image stabilisation feature is unique to Panasonic and means that, even when the camera is being moved significantly by the wind, the image produced remains of evidential quality."

The 360° aerodynamic spherical design minimises wind resistance allowing the camera

to operate successfully at wind speeds of up to 135mph.

A 'radius bodyline' helps deter snow and dirt build-up on the light-weight, fibreglass body.

Available in three colours, the camera is IP67 rated and vandal proof to IK10 standards. It has a sphere pan-tilt mechanism allowing endless 360-degree panning and a 90° to -180° tilt range. **swh**



The highly ruggedised full HD for extreme arctic to desert conditions

Mobile x-ray system supports fight against terrorism

Stockelsdorf, Germany

The battery operated and highly mobile x-ray systems from **Visiconsult** support special forces all around the world to inspect suspicious objects, like unattended baggage at the airport, in a contactless way. This way operators can perform detailed inspections from a safe distance.

The world is at a turning point as Islamic terror and international conflicts are daily issues and becoming a threat for public safety. These days it is getting more and more important to prevent dangerous situations before they occur. Most important is the prevention of personal damage. The law enforcement squads responsible for dealing with these problems

have to face a tough challenge at this point. Terrorist attacks with improvised explosive devices (IOD) are especially difficult to prevent. For different reasons suspicious objects are often found in sensible areas. Is that black suitcase on the train station just a lost bag or a remote controlled bomb? In the past counter terrorist or ordnance disposal forces had to open the objects under highest personal risk. X-ray technology allows the personnel to look straight through it.

The innovative X-ray solutions from Visiconsult allow special forces, which are mostly military and police counter terrorist squads, to take the right decision

in short and hectic situations. Battery operated X-ray tubes and digital detectors create a high-resolution image that highlights even smallest wires and igniters. Incorporating remote controlled robots and Wifi it is possible to inspect potential threats from a safe distance. This way operators can make educated decisions without entering the danger zone. All devices are customised to fit the special purpose and tasks of the operators.

In addition to the security technology Visiconsult X-ray Systems & Solutions GmbH is one of the global players in the sector of industrial material testing and delivers its innovative x-ray solu-



Battery operated X-ray tubes and digital detectors create a high-resolution image that highlights even smallest wires and igniters.

tions worldwide. The customised Non Destructive Testing (NDT) solutions are widely used in the aerospace, oil & gas and automotive industries. Renowned customers, like Boeing, BMW and Siemens, improve their quality control through fully automated inspection and decision systems.

All-in-one 3D smart camera to showcase in Stockholm

Taipei, Taiwan

At Skydd 2016 which was held from 25–27 October 2016 in Stockholm, Sweden, **Huper Laboratories Co., Ltd.** (known as Huperlab) presented their All-in-one 3D smart camera, *Hupereyes*, for the first time in Scandinavia.

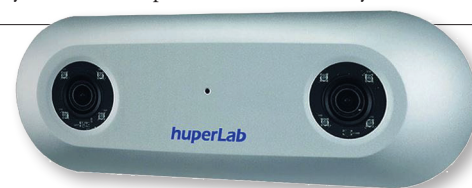
Aiming to solve false alarm

and environmental variation issues, Huperlab's brand-new era of Hupereyes All-in-one 3D smart camera utilising self-developed 3D dual-lens camera and advanced 3D algorithm ensures higher environmental tolerance to light and shadow changes, rain and snow, and day/night

scenarios for high accuracy while using outdoors.

For years Huperlab has gained great practical experience, through the accumulation of lots of sample data from different scenarios in real life cases and this has led to the fine tuning of the company's algorithms to continu-

ously aim for higher accuracy in more applications. Recently, Huperlab has launched the Hupereyes 3D solution with Huper 3D people counter, Huper 3D defender for home security and Huperanalyzer (video analytics server) to better fit more market demands. **swh**



Hanwha adds over 40 new products to portfolio

Ridgefield Park, NJ (USA)

At ASIS 2016 **Hanwha Techwin America** presented the public debut of its new *Wisenet P Series* with 4K UHD resolution, and Wisenet Q Series cameras and recorders which represent over 40 new additions to the company's extensive surveillance portfolio.

Both new Wisenet series feature the unique combination of H.265 compression along with Hanwha's exclusive Wisestream technology which together can significantly reduce overall bandwidth and/or storage requirements.

One of the highlights of this latest series is a new Wisenet P Series multi-sensor Panoramic camera that captures 180° panoramic seamless images via four 2MP integral image sensors along with numerous advanced features to provide the highest levels of wide area coverage and situational awareness. The PNM-9020V features

triple codec H.265/H.264/MJPEG together with Hanwha's exclusive Wisestream technology for superior compression. Additional features include true WDR (120dB) and true day/night operation for exceptional image quality in virtually any lighting environment.

"Our new Wisenet P and Q series surveillance solutions define a new product strategy from Hanwha that encompass our core performance and value proposition, and address the growing demand for increased overall situational awareness, higher resolution, lower bandwidth and enhanced overall efficiency," said Tom Cook, Vice President of Sales, Hanwha Techwin America. "These surveillance solutions are the new cornerstone of Hanwha's product portfolio, which we will continue to enhance over the course of 2016 and into 2017."

Hanwha's new Wisenet P Series 4K UHD resolution cameras are available in bullet, dome, vandal dome and PTZ configurations. Wisenet P Series cameras deliver a max resolution of 12MP with frame rates of 20fps at 12MP and 30fps at 8MP (H.265/H.264) with the unique combination of Hanwha's Wisestream technology and H.265 compression to significantly reduce bandwidth consumption and storage requirements.

Another highlighted camera in the new Wisenet P Series is the PNF-9010 4K fisheye camera. It offers a maximum resolution of 12MP with frame rates of 25fps at 9MP and 20fps at 12MP, as well as dual de-warping within the camera and provides IR capability of 15 metres viewable distance. The ultra-high definition camera supports video analytics, people counting, and heat mapping. Like the other

models in the Wisenet P Series, the PNF-9010 4K

fish-eye camera offers H.265 and Wisestream Technology. Additional features include variable view and simple focus support, edge storage, and IP66/IK10 rating for outdoor models.

Available in 2MP and 4MP resolution, Wisenet Q Series cameras are designed to provide a competitively priced video surveillance solution for mainstream applications. With over 24 models to select from in bullet, dome and vandal camera configurations, Wisenet Q Series cameras feature H.265 codec with Hanwha's Wisestream compression technology along with a wide selection of performance features. 



Hanwha Techwin America launches Wisenet Q camera series.

Wireless locking combined with access control opens new doors

Watford, UK

Axis Communications and partner **Assa Abloy** are integrating their technologies to show how advanced access control, together with wireless lock technology, allows control of almost all openings in any environment.

This latest integration of the Axis A1001 network door controller, alongside Assa Abloy's Aperio wireless lock technology, makes use of Aperio battery-powered cylinders, escutcheons, locks and server rack solutions and enables IT administrators to manage an entire Axis management system from a single, easy-to-use interface. The integrated solution allows for management of wired and wireless doors, with real-time monitored access and detailed audit trails.

The Assa Abloy *Aperio wireless lock technology* and the *Axis Entry*

Manager provide businesses the flexibility to add access control features to almost every opening in any location. Aperio locks with integrated RFID-readers are wireless, meaning there's no need for expensive or time-consuming cabling during installation. The Axis A1001 uses Power over Ethernet, also eliminating the need for power cables to the controllers. If requirements change at a facility, such as managers wanting to control access to additional doors, an installer can rapidly and easily fit additional Aperio locks and integrate the doors with the Axis Entry Manager control panel.

"The key advantage of Aperio wireless lock technology is it can bring access control to more doors without breaking the bank and without disruption to major installation works," states Chris

Bone, Vice President Digital and Access Solutions at Assa Abloy EMEA. "Because Aperio is built on open architecture, online integration with the Axis 1001 door controller is seamless. Administrators continue to operate the access management system for wired and Aperio wireless controlled doors from a single interface."

Chris Bone continues, "Aperio locks are also extremely energy efficient. They run on standard batteries, and only 'wake up' when prompted by a smart card or other user credential. They are not connected to the mains and use no power when inactive."

Stephanie Hensler, Director Business Development at Axis Communications, states, "The joint solution fills a market need for smaller installations that require wireless devices. With the

Axis A1001, this allows for the easy installation and management of wired and wireless doors within the same solution. Alongside the Aperio wireless access technology, Axis Entry Manager is a complete, scalable, fully integrated and future-proofed access control system."

One Axis 1001 door controller can manage one wired door and Aperio hub, managing up to nine doors per hub, with AES 128-bit encryption ensuring secure communication between lock and system. Aperio locks are compatible with European, French, Finnish, Scandinavian and Swiss door profiles. 



 For more info about the products, contact the suppliers directly by looking in the Security Buyers Guide on page 42

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

Civintec showcases All-in-One Android terminal

Shenzhen, China

Civintec's Utouch is a multi-purpose contactless smart card and biometric terminal with 7.0 inch capacitive touch screen for intuitive comfortable user experience. This smart terminal benefits from powerful NFC (Near Field Communication) for smart phone solutions, multiple contactless cards are supported and it includes optional biometric security. The Utouch is compatible with 13.56MHz and 125KHz, HID Iclass, Legic and combines with fast speed and accurate fingerprint authentication with up to 9500 templates.

As it is integrated with IP-based connectivity and Wifi, 3G, Bluetooth technologies, the Utouch terminal is made for easy communication and synchronisation at any time and occasion. The All-in-One terminal includes an embedded web server and can be used



for standalone, network and server managed systems.

With embedded Android or Linux OS, Utouch is an open development platform with SDK and API for 3rd party software (PC or Cloud based software) integration and allows for the building of new applications and functions making it flexible and useful in a wide range of applications, more so than with traditional time attendance.

swi

Hikvision introduces advanced thermal cameras

Hangzhou, China

Continuing to push technology forward in high end surveillance markets, **Hikvision** is introducing a new line of thermal cameras adding to their already comprehensive range of security products.

All objects with a temperature above absolute zero emit some degree of thermal radiation. This kind of radiation, which is not visible to the human eye, can be detected by thermal sensors. Hikvision thermal sensors remain unaffected by darkness or poor weather conditions such as rain, fog, or snow. These cameras make an effective platform on which to build more efficient 24/7 surveillance systems.

Thermal products carry surveillance abilities that traditional visual imaging alone is not able to provide. Integrated with their self-developed thermal imaging module, Hikvision thermal cameras capture vivid, high-resolution HD video of moving objects at resolutions up to 640 x 512 pixels, unhindered by either darkness or inclement weather. These cameras also offer greater detail for post-event investigation.

Hikvision thermal cameras feature three innovative functionalities in image quality enhancement: auto gain control, digital detail enhancement, and 3D digital noise reduction. The auto gain control (AGC) adjusts the dynamic range of the image to make the picture retain helpful permeability; digital detail enhancement (DDE), based on an algorithm for a region of interest, renders more detail in the on-screen image; and 3D digital noise reduction

(DNR)

further

minimizes the influence of "hot pixels," making images even sharper.

Equipped with onboard video analytics, Hikvision thermal cameras are armed with various "smart" features, including line crossing detection and intrusion detection for perimeter protection. Additionally, temperature-anomaly and fire detection effectively help prevent fires, structural hazards, and many other threats to persons and property.

Thermal imaging is critical in open and expansive areas like borders, coastlines, and forests, and can also be used in applications such as perimeter patrol, ports and harbours, critical infrastructure, processing and manufacturing plants, and various similar and demanding security environments.

Hikvision thermal cameras are available in single and dual-lens models. The dual-lens models add optical cameras alongside thermal cameras, providing thermal and standard images at the same time. This enables security personnel to better identify target objects. The optical lens helps to capture images at up to 1920 x 1080p resolution day and night. The smart tracking function is also available in speed dome model cameras.

The Hikvision thermal camera line up will be showcased at Hikvision's stand during Security Essen, in Germany, on September 27 – 30 this year.



Simons Voss
technologies



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The SmartHandle door fitting now impresses with its integrated Door-Monitoring function. Doors left ajar? Forced open? DoorMonitoring will immediately alert you of such events, allowing a rapid response.

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Vanderbilt managing director Joe Grillo:

"So far, the cloud is more talk than action"

A year and a half has gone by since Vanderbilt acquired Siemens Security Products, and managing director Joe Grillo says that the company has already established its name in Europe and is now looking further afield.

"We have the opportunity to grow organically by adding sales and marketing resources in parts of the world where Siemens held back during the period when they were trying to sell their business", he says.

By Henrik Söderlund

Vanderbilt closed the acquisition of the Siemens Security Products business in June 2015, and the transaction multiplied the Vanderbilt turnover by a factor of about three. Since then, Vanderbilt, which previously only operated in North America, has put a lot of focus on building its brand name in Europe. At this summer's Ifsec show in London, Joe Grillo was named the most influential person in the security industry.

How is the brand building going?

"It is very difficult to build a new brand, but I think it is going extremely well. We have more than doubled the marketing budget for this business than Siemens appropriated to this business when they owned it. I think people know who Vanderbilt is."

How are you positioned in the market right now?

"We are where we want to be, even though we are not one of the huge companies, people can tell we are not one of the little guys. We are independent and that gives us a great deal of flexibility, and many options, in terms of how we grow and make other strategic moves in the market. And we are 100 per cent focused on security."

How fast are you growing?

"I think we are growing roughly in line with the industry: middle single digit percentages. Much of it depends on which product line and which geography we are talk-

ing about, because we are certainly not experiencing the same growth rates in Southern Europe as we are in the Nordics and some of the central European countries like France and Germany. And our intrusion business is growing faster than our video and our access control business."

What are the growth opportunities for your business?

"We are a product oriented company, so as we continue to invest in building the brand, we will also continue to invest heavily in R&D, and particularly on the development of new products in all our different core areas. We also have the opportunity to grow organically by adding sales and marketing resources in parts of the world where Siemens held back during the period when they were trying to sell their business."

Which regions?

"I think Latin America and South America given that we have products in the Spanish and Portuguese languages. There are opportunities there. We also have customers in the Asia Pacific region but we do not have a focused sales and marketing approach there."

You recently acquired the Dublin based Access Control Technology Ltd (ACT). Why?

"It boosts Vanderbilt's reach in the access control market and enhances our product portfolio with the addition of a cloud-based access control system and a tightly



Vanderbilt's managing director Joe Grillo.

integrated VMS. With the integration of the Siemens business complete, it was time to look at new opportunities."

Are you looking for further acquisitions?

"I think we have some opportunities for some further international growth. We are moving on, we are well financed and there are various opportunities out there to add to our growth."

What is the top trend in the security industry?

"The top trends are, continued fast growth in video, even though it is a very difficult market to operate in for manufacturers, and the continuous influence of IT, the trend to make sure there is more openness, more open platforms. We want to make sure our products integrate with each other and that is what the consultants and end users want more of in this industry. More so now than we had in the past. And finally the cloud, even though I think it has been more talk than action, but we are now experiencing the first tentative steps along the way in an industry which tends to move relatively slowly."

What is your view on smart buildings and smart cities?

"If I look at the largest types of projects, like smart cities or very large critical infrastructure projects or a large building with an integrated platform of fire, building automation, etc., I see great op-

portunities to work with some of our largest value added partners. We will never compete with the largest companies like Schneider and Siemens, which offer the complete package. So, we like those projects but we will fit in to those applications by offering kind of a partial solution, providing one of the disciplines that are required when monitoring a smart city or critical infrastructure."

What will the physical security market look like in the future?

"I think we will be talking less about specific products and more about solutions and I think the industry will continue to grow. I think we will see more consolidation but there is also a lot of room for smaller entrepreneurial companies that bring new technology, like biometric technology for example, more cloud based companies and interesting little start-ups."

What do you think about external companies entering this business, for example Canon and Huawei?

"In the years I have been in this business, very large companies have come and gone from security. I am not saying these companies will not stay, but if you go back to the post-9/11 era, GE got into security, now they are out. As long as those companies are coming in, that is good because it shows that the industry is interesting. But over the long term, let's see what happens."

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 messe frankfurt

Bosch puts focus on picture performance, intelligent video analytics and data security.

Detektor met up with Johan Jubbega, Senior Vice President Sales of Bosch Security Systems to have a discussion about business potential and trends in an interconnected world.

By Henrik Söderlund



Johan Jubbega, Senior Vice President Sales of Bosch Security Systems.

Bosch Security's Senior Vice President Sales:

"You cannot manage security without video content analysis"

What is Bosch's main focus right now?

"One of our main focus topics is video surveillance. Our cameras have one of the best picture performances for video surveillance environments. That means no matter how challenging the light situation is, we provide a perfect picture. The second thing is that we focus on video analytics more than anyone else."

In what way?

"We already have a very competitive analytical offering, most of these developments we work on together with our automotive colleagues in Germany, because automotive also needs a lot of self-driving algorithms. We can use most of those algorithms that recognise certain behaviour in the traffic and we can utilise them in our security cameras. Since October 2016 we include video analytics at the edge in our cameras, as of the IP 4000 series and up, as a standard feature."

Has video analytics taken off?

"Yes, we definitely see this as given and that is why we continue to develop it. You have to create an environment where you minimize false alarms even in harsh environments and video analytics is essential here. Especially in big projects, you cannot manage security without video content analysis, because there is no way you can monitor what is going on in an airport with 3,000 cameras or in the retail vertical, for example in big shopping malls, without

support from video analytics."

You also put emphasis on data security?

"Yes, we have already equipped our cameras with a trusted platform module to safely store certificates needed for authentication and encryption. Authentication is needed to ensure that you are talking to your own camera. It is like a handshake; you can authenticate the camera with a certificate. And in this world where it is getting easier to hack into an environment, especially if it comes to a high security environment, you want to make sure that you look at the picture from the camera that you have there. This is a key part of our four-step approach we take concerning data security."

What is your plan to grow?

"It is very important that we have a local presence. We focus on having value propositions, for example in video systems with built-in video analytics, picture performance and data security. We sell our products via partners but we find that it is very important to get our message to the end users as well."

In which markets do you have the biggest potential to grow?

"If I look at Europe, the Middle East and Africa, I see that Southern Europe is coming back. The economy here has gone through a difficult situation, but we see nice growth coming back not least since investment in infrastructure is coming back. Africa is a very interesting region too for Bosch, we have a

large organisation set up throughout the continent."

What is the top trend in the security industry today?

"I would say interconnectivity. It is not just a camera or an intrusion detector – it is a network of detectors or sensors of all kinds, and I think the main trend is that you do not install or sell just a single

with others from video systems, equipped with video analytics, you can create a solution which can lead you to a free parking spot. And with this network of sensors and intelligence you quickly go into the direction of big data. If you can handle that, I think it will be a very interesting proposition for large companies or even large city centres or an airport."

"... although many things can be connected these days, everything is not connected yet. But the hyper connected world is closer than many of us think."

camera anymore. You install or sell a multitude of correlated sensors that will be part of an integrated security and safety solution and, in many cases, will be an integrated part of a much bigger intelligent network."

So where is the market heading?

"We see that in the future the whole world will be more and more connected. We want every single device that comes out of a Bosch factory to be connectable to the Internet. IP drives this development and it certainly opens up a very interesting market where we have a lot of overlap and synergies with other departments within Bosch."

Can you give an example?

"There are of course many, but here is one example: in already existing parking garages you install sensors for smart parking systems. If you combine these sensors

What is your view on smart cities?

"We have only seen the start of it. With an interconnected world and the Internet of Things, we will see a lot more of that and we intend to be at the forefront. For example, research shows that people looking for parking spots generate about 30 per cent of all traffic in a city, so you can imagine if you can get rid of most of that 30 per cent... then you solve a major problem for the city. We discuss and talk about this with a lot of cities around the world."

When is this going to happen?

"The development is moving very fast but I still think it is a few years away, because although many things can be connected these days, everything is not connected yet. But the hyper connected world is closer than many of us think."

The Detektor International Award 2016 presented in Copenhagen

Overall winners from three continents

Representing three continents, iLOQ from Finland, SpotterRF from the USA and Sony from Japan, received the first prize when the Detektor International Awards were presented at the Planetarium in Copenhagen on the 16th of November. Awards were also presented to a further nine companies during the prize ceremony.

By Rachel Ward Owens

To celebrate the winning products in this prestigious awards event security industry professionals joined together at a lavish banquet at the Planetarium next to the Scandic Hotel Copenhagen where the biennial security exhibition Sectech was held on 16th to the 17th of November.

"This year's award winners join the distinguished portfolio of products and companies that have won this prize since its inception in the year 2000," stated Lennart Alexandrie, head of the panel of judges, publisher of Detektor International and CEO at AR Media International, as he presented the awards.

The prestige associated with this award is derived from the fact that there is no formal entry process. Instead, each year, the Detektor International Awards panel of jurors made up of an experienced international team of industry veterans connected to the editorial board of Detektor International magazine, scrutinise the security market to discover the few unique and deserving products that demonstrate the most innovation, versatility and user friendliness.

Further debate and discussion produces the four finalists in each of three categories – Access Control, Alarm & Detection and CCTV. From that point a ballot then determines the overall winner of the Best Product Award in each category. The second place winner receives the Highly Commended Product award and the runners up each receive a certificate for Innovative Achievement.

To reflect the originality of the products and the prize, unique glass sculptures specially designed by Bertil Vallien, a world famous

Swedish artist, are presented to the overall winners at the celebratory dinner.

In many ways, this year presented a very different challenge as not only were there so many new innovations and world firsts, but there was also innovation in the new market opportunities that many of them offered. Below follows the presentation of the result of the 2016 Detektor International Award.

Access Control winners

The winner of the *Best Access Control Product 2016* is **iLOQ** from Finland for *iLOQ NFC*, the world's first NFC powered lock, a technology that enables both power and operation of locks via a mobile phone. The motivation for this choice, expressed by the panel of judges, "This impressive world first NFC powered lock opens the door to the future as it cleverly harvests energy from a mobile phone to successfully enable both power and operation of the lock. Priceless!"

The Highly Commended Access Control Product Award was presented to **Assa Abloy** from Sweden – for the *Cliq Connect*.

Finally, the *Innovative Achievement Award* for the access control category is shared by **Suprema** from Korea – for the world's fastest outdoor fingerprint access control device, the *BioEntry W2*, and **Nedap Identification Systems** from the Netherlands – for the world's first dedicated vehicle access control platform, the *MOOV VMC Lite*.

Alarm & Detection winners

The overall winner in the *Alarm & Detection category* and the receiver of the *Best Alarm Product 2016* is

SpotterRF from the USA – for the low cost compact surveillance radar drone detection system – *the A2000*. The justification for the prize was affirmed once again by the panel of judges. "With this extraordinary compact drone detection and defeat radar system SpotterRF has made a significant contribution to the fight against an increasing security threat and successfully created a true winner."

The Highly Commended Alarm & Detection Product Award was awarded to **Bosch Security Systems** from Germany – for the video based fire and smoke detection system – *the Aviotec IP Starlight 8000*.

The runners up in this category, and so awarded with the *Innovative Achievement Award* were **Schneider Electric Fire & Security** from Finland – for the interface online access cloud solution – *Esmi FireXpert* and **Alarmtech** from Sweden – for the acoustic glass break sensor – *the AD 800-AM*.

CCTV Winners

The ultimate winner in the CCTV Category and the receiver of the *Best CCTV Product 2016* is **Sony** from Japan – for the first 4K network camera with a 35mm full frame sensor – *the SNC-VB770*. This original and impressive product prompted the following comments. "This 4K camera opens up a new world of opportunities as it works extremely well in almost complete darkness and enjoys the luxury of seamless clarity across the whole image. With this technological triumph Sony has created an undisputed winner of the Detektor International Awards 2016."

In this category the *Highly Commended CCTV Product Award*



A unique glass sculpture, designed by the world famous artist Bertil Vallien, was received by the overall winner in each product category.



Lennart Alexandrie the CEO of AR Media International, hosted the Detektor International Award 2016 in Copenhagen.

was presented to **Axis Communications** from Sweden – for the first IP surveillance network camera with laser focus – the *Axis Q6155-E PTZ*.

The Innovative Achievement Award, in the CCTV category, was shared equally by **Geovision** from Taiwan – for the world's first panoramic IP speed dome – the *GV-PPTZ7300 H.264 WDR* network camera, and **Avigilon** from Canada – for the new video analytics technology – *Appearance Search*.

"It was more difficult than ever this year, as there were so many original ideas and world firsts. In some cases there was a solid outright winner due to the nature of the product and in other cases there was hardly anything to distinguish between the winner and runner up positions. A really interesting point is that some of these winning innovations are now opening up new and untapped markets for the security industry, so it will be really very exciting to watch that develop and see how it grows in the future," commented Lennart Alexandrie.

Photo: Andreas L. Eriksson

• The Access Control Product Category

Best Access Control Product



iLOQ NFC from iLOQ (Finland)



iLOQ NFC.



The world's first NFC-enabled lock is powered by the mobile device being used to operate it, so the mobile not only works as the key, but also the power source for the lock. Mobile devices have now become keys, as well as wallets. The **iLOQ NFC** is so small it fits almost any kind of lock cylinders, padlocks or cabinet locks. This makes the iLOQ NFC easy to install, by replacing the existing lock without extra installation work to the door. Real-time access right management is handled by the iLOQ Manager cloud-service. This innovation brings a huge change in

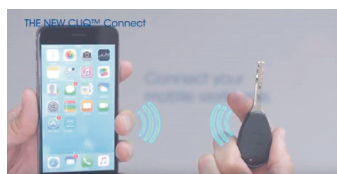
the smart lock market and it makes smart locking the best solution where there is a need for high security and real-time access management of locks and users. The technology is patented, ready and fully functional.

This product was a unanimous winner according to the panel of DIA judges, who gave the following motivation:

"This impressive world first NFC powered lock opens the door to the future as it cleverly harvests energy from a mobile phone to successfully enable both power and operation of the lock. Priceless!"

Highly Commended Product Award

The Cliq Connect from Assa Abloy (Sweden)



Cliq Connect.



Cliq Connect brings a revolutionary mobile function and adds it to the Protec2 Cliq system, a previous DIA award winning product. With this innovation Assa Abloy delivers a new flexible and convenient technology that allows keys to be enabled and access rights to be programmed or updated through a smart phone anywhere at any time. This also eliminates the security risk posed by lost keys. The system provides a real time audit trail that can be used for various purposes including resource management. Users will benefit from secured assets, enhanced business efficiencies and reduced costs. It is an investment for the

future, as future developments in mobile functionalities will be fully supported.

The motivation expressed by the panel of DIA judges:

"By enabling keys and allowing for remote programming, this innovative mobile dimension securely maximises access efficiencies and management. Smart and smooth."

Innovative Achievement Award

BioEntry W2 from Suprema (Korea)



BioEntry W2.



BioEntry W2 is an outdoor fingerprint access control device that offers high matching performance, outdoor durability and unique dual frequency multi-card reader technology in a package to provide comprehensive access control features. The class-leading 1.2GHz quad core CPU achieves incredible matching speeds of up to 150,000 matches/second. It can store and manage up to 500,000 users and provide instant matching results with minimal lag time.

Bio-Entry W2 is also one of the most secure devices in its class. The new Suprema fingerprint algorithm compensates for unsatisfactory fingerprint captures such as direct sunlight conditions or distorted finger images and Suprema's patented live fingerprint detection technology effectively eliminates possible fraud using various fake fingerprint materials.

The panel of DIA judges expressed the following motivation:

"With the launch of the world's fastest outdoor fingerprint access control device – Suprema has once again proven its leadership in the industry through designing an advanced, flexible and rugged entry control solution that seamlessly rolls security, biometrics and access control into one."

The MOOV VMC Lite from Nedap Identification Systems (The Netherlands)



MOOV VMC Lite.



Based on Nedap's world first dedicated vehicle access platform, **MOOV VMC Lite** is designed for the complete management and control of vehicle gates providing optimum safety and traffic flow without hindering emergency services, suppliers or taxis. It connects all local equipment together and offers an integrated design to ensure safe, flexible, and easily managed vehicle

access via gates. With software and controllers in position premises becomes safer as traffic is restricted from specific areas. **MOOV VMC Lite** enables businesses to manage parking capacity more efficiently, to control access, control multi-tenant business estates or manage advanced parking reservations. The controller is able to run standalone, so if connection is lost the vehicle entrance will remain operational.

The motivation described by the DIA judges

"Specifically designed to cleverly optimise traffic flow whilst still maintaining a high degree of versatility and unhindered access for emergency services - Nedap has intelligently engineered the world's first dedicated vehicle access control platform."



THE OVERALL **WINNER** BEST ACCESS CONTROL PRODUCT



iLOQ NFC

The jury's comment:

"This impressive world's first NFC powered lock opens the door to the future as it cleverly harvests energy from a mobile phone to successfully enable both power and operation of the lock. Priceless!"



www.iLOQ.com/NFC

• The Alarm and Detection Product Category

Best Alarm and Detection Product



The A2000 from SpotterRF (USA)



A2000.



SpotterRF have brought to market a low cost, compact, long range, radar based drone detection and defeat system that is even able to detect small quadcopters at a range of 1000 metres. Engineered for the detection of drones threatening critical infrastructure such as power plants, substations, bridges, small airports and dams, along with stadiums and first responder environments such as firefighting or law enforcement. The **A2000** provides a true three-dimensional field of view (FOV) that creates an invisible perimeter beyond other technologies. It has been tested in conjunction with drone deterrence

technology to provide early detection, tracking and interdiction against drones. Defeat options can prevent photos or video being taken, or can jam communication between the drone and the controller.

The panel of DIA judges gave the following motivation for selecting this winning product:

"With this extraordinary compact drone detection and defeat radar system SpotterRF has made a significant contribution to the fight against an increasing security threat and successfully created a true winner."

Highly Commended Product Award

The Aviotec IP Starlight 8000 from Bosch Security Systems (Germany)



Aviotec IP Starlight 8000.



Aviotec is a new solution for reliable and early detection of smoke and flames in varied and challenging environments. Combining camera technology with intelligent video analysis to provide video-based fire detection it can detect fires at the source and generate an alarm within seconds. Intelligent algorithms distinguish between real fires and disturbance values like reflections, movements or backlights providing a high degree of reliability. The system scales well from a single camera to a networked system of distributed

cameras with a central console and management system. Aviotec can also be used for very small and distributed facilities such as power stations and signal boxes where the benefit does not always justify the cost of installing fire panels.

The motivation expressed by the panel of DIA judges:

"With this dynamic IP camera video based fire detection system combined with intelligent video analysis Bosch provides today's earliest flame and smoke detection in challenging environments. Potentially a genuine life saver and for sure a brilliant concept."

Innovative Achievement Award

The Esmi FireXpert from Schneider Electric Fire & Security (Finland)



Esmi FireXpert.



Schneider Electric Fire & Security has developed the **Esmi FireXpert** interface for easy access to on-site fire systems via a mobile device providing intelligent system management from anywhere at any time. For the first time, the Esmi FireXpert allows fire integrators to see all sites under maintenance agreements via a single view. Remote real time system information enables resource planning,

preventive maintenance, lower stock levels and improves service levels offered. In addition this new interface is available to users without the necessity for any software upgrades. Situational awareness and easy site management reduce business risks and time and resource savings become a reality.

The panel of DIA judges conveyed the following motivation:

"With this platform Schneider Electric Fire & Security shows the way to remote access for intelligent fire system management via mobile devices. It saves time, money and manpower – and is a much anticipated first for the fire industry."

AD 800-AM from Alarmtech (Sweden)



AD 800-AM.



Interesting design technology from the Swedish company Alarmtech has produced the **AD 800-AM**, a 100% false alarm resistant acoustic glass break detector. The device has been developed from the latest microcomputer technology with a number of advanced algorithms connected to the acoustics of the room, called digital room compensation or DRC. This means that the detector can precisely distinguish the signal

of breaking glass from other noise signals within the same environment. The AD 800-AM is equipped with an anti-masking function (AM) with a separate relay for added security. Wide angle coverage means one detector can protect several windows in one room.

The motivation described by the panel of DIA judges:

"Boasting an impressive 100% false alarm resistance, this acoustic glass break detector, using advanced algorithms connected to the acoustics of a room, brings an innovative and original twist to a traditional solution."



THE OVERALL **WINNER**

BEST ALARM & DETECTION PRODUCT



A2000

The jury's comment:

"With this extraordinary compact drone detection and defeat radar system SpotterRF has made a significant contribution to the fight against an increasing security threat – and successfully created a true winner."



www.spotterrf.com



• The CCTV Product Category

Best CCTV Product

The SNC-VB770 from Sony (Japan)



SNC-VB770.



The new **SNC-VB770 4K** camera achieves ultra-high resolution and sensitivity, in addition to low noise due to its image processing and full-frame 35mm Exmor sensor – all developed by Sony. The sensor captures significantly more light with low noise than conventional camera sensors resulting in low light performance in nearly pitch-black environments beyond the capabilities of human eyes. E-mount lenses are optimised to maximize the performance of the 35 mm full-frame sensor, keeping resolution high across the entire image area from the centre to the lens periphery. With this product Sony's image sensor strengths can be applied to new applications in the com-

mercial video capture realm for example in museums, zoos and any number of municipal and commercial areas where low light conditions exist 24/7.

The panel of DIA judges considered this Sony camera to be the winner:

"This 4K camera opens up a new world of opportunities as it works extremely well in almost complete darkness and enjoys the luxury of seamless clarity across the whole image. With this technological triumph Sony has created an undisputed winner of the Detektor International Awards 2016."



Highly Commended Product Award

The Axis Q6155-E PTZ from Axis Communications (Sweden)



Axis Q6155-E PTZ Dome Network Camera.



The **Axis Q6155-E PTZ Dome Network Camera** is the first ever dome network camera to feature a built-in laser that measures the distance between the camera and the object of interest. This allows the camera to focus much faster and to greater accuracy, capturing clear images at all times. Conventional PTZ cameras may take longer to autofocus when lighting conditions are challenging such as at dusk or dawn. The new Axis laser focus technology allows the camera to measure the distance to objects no matter what the lighting conditions are. This measurement is also much more exact and is taken in an instant,

meaning that the camera always achieves optimum focus, thus providing clear images at all times. The Axis Q6155-E is ideal for city and perimeter surveillance, critical infrastructure, transportation, education, industrial and government installations.

The motivation expressed by the panel of DIA judges:

"With the first ever IP surveillance network camera incorporating innovative pin-point laser focus technology, Axis has launched an absolute game-changer in the network video surveillance market."

Innovative Achievement Award

The GV-PPTZ7300 H.264 WDR network camera from Geovision (Taiwan)



GV-PPTZ7300.



Geovision's **GV-PPTZ7300 H.264 WDR**, is a unique, U.S. patented 360° anti-blindspot network camera that combines the panorama feature of a fisheye camera with the tracking and zoom agility of a speed dome. It provides a solution to the emerging needs within the industry, which recognises the versatility and cost efficiencies of a fisheye camera but demands an associated, speedy and accurate PTZ facility. This revolutionary model, which integrates the utility of a 5MP fisheye lens with

a 10x zoom module, allows users to achieve 360° panoramic view while simultaneously being able to perform pan/tilt/zoom on specific points of interest with a simple click of the mouse.

The DIA judges conveyed the following comments as motivation:

"The world's first panoramic IP network speed dome that uniquely combines 360° anti-blindspot fish-eye camera technology with the tracking and zoom agility of a speed dome. An excellent innovation."

Appearance Search technology from Avigilon (Canada)

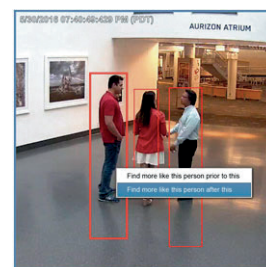


Avigilon **Appearance Search** is the latest

video analytics technology that automatically analyses video data from multiple sources to quickly locate persons, vehicles and objects of interest. Appearance Search Technology is able to dramatically improve incident response time and enhance forensic investigations by allowing operators to build robust video evidence and create a powerful narrative of events. Quick search capabilities enable operators to scan vast amounts of recorded footage, efficiently grouping video data to help track a person or vehicle's route, identify a previous and last-known location and assist investigations. Avigilon has filed for the first in a series of international patent applications covering Avigilon Appearance Search.

The motivation expressed by the panel of DIA judges:

"With a highly-sophisticated search engine that automatically analyses video data to quickly locate people, Avigilon has achieved an outstanding development in video analytics technology, which will dramatically improve incident response time."



Appearance Search.



THE OVERALL
WINNER
BEST CCTV PRODUCT



4K

SNC-VB770

The jury's comment:

"This 4K camera opens up a new world of opportunities as it works extremely well in almost complete darkness and enjoys the luxury of seamless clarity across the whole image.

With this technological triumph Sony has created an undisputed winner of the Detektor International Awards 2016."

SONY

www.sony.com



Highly Commended Product 2016

SECOND PRIZE

HIGHLY COMMENDED ACCESS CONTROL PRODUCT



ClIQ Connect

The jury's comment:

"By enabling keys and allowing for remote programming, this innovative mobile dimension securely maximises access efficiencies and management.

Smart and smooth."

ASSA ABLOY

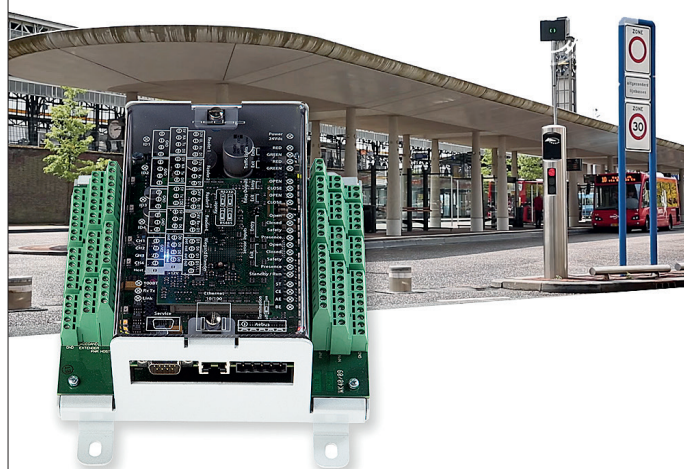
www.assaabloy.com



Innovative Achievement 2016

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF ACCESS CONTROL PRODUCTS



MOOV VMC Lite

The jury's comment:

"Specifically designed to cleverly optimise traffic flow whilst still maintaining a high degree of versatility and unhindered access for emergency services – Nedap has intelligently engineered the world's first dedicated vehicle access control platform."

 | mobility solutions

www.nedapmobility.com



Highly Commended Product 2016

SECOND PRIZE

HIGHLY COMMENDED ALARM & DETECTION PRODUCT



AVIOTEC IP Starlight 8000

The jury's comment:

"With this dynamic IP camera video based fire detection system, combined with intelligent video analysis, Bosch provides today's earliest flame and smoke detection in challenging environments. Potentially a genuine life saver – and a brilliant concept."



BOSCH

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www.boschsecurity.com



Innovative Achievement 2016

THIRD PRIZE

INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF ALARM & DETECTION PRODUCTS



Esmi FireXpert

The jury's comment:

"With this platform Schneider Electric Fire & Security shows the way to remote access for intelligent fire system management via mobile devices. It saves time, money, manpower – and is a much anticipated first for the fire industry."

Schneider
Electric

www.schneider-electric.com



INNOVATIVE ACHIEVEMENT AWARD
WITHIN THE CATEGORY OF
ALARM & DETECTION PRODUCTS



AD 800-AM

The jury's comment:

"Boasting an impressive 100% false alarm resistance, this acoustic glass break detector, using advanced algorithms connected to the acoustics of a room, brings an innovative and original twist to a traditional solution."



www.alarmtech.se



HIGHLY COMMENDED
CCTV PRODUCT



Axis Q6155-E PTZ
Dome Network Camera

The jury's comment:

"With the first ever IP surveillance network camera incorporating innovative pin-point laser focus technology, Axis has launched an absolute game-changer in the network video surveillance market."



www.axis.com



INNOVATIVE ACHIEVEMENT AWARD WITHIN THE CATEGORY OF CCTV PRODUCTS



GV-PPTZ7300

The jury's comment:

"The world's first panoramic IP network speed dome that uniquely combines 360° anti-blindspot fish-eye camera technology with the tracking and zoom agility of a speed dome. An excellent innovation."



www.geovision.com.tw

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www.seetec-video.com

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See Your Business with Fresh Eyes





Visitors crowded to see the Nedap team.



Axis Communications had a strong representation on the stand.

More than 40,000 professionals converged at Security Essen

More than 40,000 people from 119 countries visited Security Essen 27–30 September at Messe Essen.

“We were particularly pleased about the strong presence of digital and networked innovations. Security is becoming smarter,” says Oliver P. Kuhrt, CEO of Messe Essen.

By Henrik Söderlund

One in three trade visitors travelled to Essen from abroad. In this case, Great Britain as well as Africa and Asia registered particularly strong pluses, according to the organiser.

“The response of the expert world to the solutions offered by our exhibitors was enormous. The visitors were very satisfied with their visits to the fair and have used Security Essen as a high-ranking platform for contacts and orders”, says Oliver P. Kuhrt.

There were some concerns about this year’s edition of Security Essen, due to the fact that neither Siemens, Honeywell or Bosch were exhibiting. However, the absence of these giant companies did not have a severe affect on the overall impression of the event. Security Essen was still impressive, both in terms of number of exhibitors and visitors.

Panoramic cameras and anti-drone technology

Some of the most noticeable trends at Security Essen were panoramic cameras, various cloud solutions and IoT solutions. Anti-drone technology has now become a permanent feature of

all physical security shows and so too at Security Essen.

In the fair halls, it was possible to clearly see where the development in the security sector is heading: Security technology continues to become more networked and more digital. No matter whether it was the padlock, which can be controlled using a smartphone, high-resolution and mobile 4K cameras, alarm technology connected with the building automation or drones for versatile uses with a linked control room – the exhibitors demonstrated the state of the art in modern security. The specimen building for smart security, set up by BHE Federal Association for Security Technology and Messe Essen, demonstrated what clever buildings can already achieve today. Divided into areas encompassing office buildings and private rooms, it was possible to see products, solutions and complete scenarios relating to how smart houses receive guests and react in the event of burglaries or fires.

In the Security Forum, associations, manufacturers and practitioners gave answers to topical security questions at

“The number of visitors to the booth was extremely high. From our viewpoint, the quality and, above all, the internationality of the visitors have grown in comparison with the preceding event”

Veli Kirim, Pre-Sales Manager, Hikvision Europe

lectures, live demonstrations and round tables.

More international visitors

Veli Kirim, Pre-Sales Manager, Hikvision Europe, was happy with the show:

“The number of visitors to the booth was extremely high. From our viewpoint, the quality and, above all, the internationality of the visitors have grown in comparison with the preceding event”, he says.

Kim M Loy, Director of Marketing, Vanderbilt International, was also very satisfied with the show:

“The quality and quantity of the DACH contacts was very good and additionally we were very impressed by the number of international attendees the show was able to draw in”, she says.

Increasing amount of orders placed

According to the organiser, one in four visitors placed their orders directly at the fair, a plus of eight per cent in comparison with 2014. The exhibitors reported good deals and around 60 per cent are expecting good to very good post-fair business, too – that is a plus of five per cent. One in three visitors rated the future development of the economic situation in the security sector as strongly upward, an increase of over 30 per cent.

89 per cent of the trade visitors and 91 per cent of the exhibitors already said that they would be involved in the next Security Essen, which will take place at Messe Essen 25–28 September 2018.

VISITORS AT SECURITY ESSEN 2016



Fabrice Moscheni from Fastcom was present at the show.



Thomas Blum from Deister, presented the advantages of the company's RFID products.



Fr left Frizzi Feltman with the General management from KEMAS Sicherheits-technik GmbH.



Andreas Conrad and Kaj Svenningsson from Seetec were presenting their VMS solutions at the exhibition.



Adam Dover and Kate Moores from Sony demonstrated new video surveillance products.



The team of the Lithuanian perimeter producer Forteza gathered in their stand on Security Essen.



French access control manufacturer CDVI were exhibiting.



iLoq – the developer of the unique electronic lock cylinder that is self-powered by harvesting electricity from the key insertion – exhibited and had Mårten Persson and Sonja Tukia present in the stand.



Sanna Leerkes and Simon Reed met up with the visitors on stand of the IP video solution provider Oncam.



The German network video system manufacturer Mobotix was busy with visitors during the four days of the show.



Terry Hunter, Marketing Manager and Talia Esskandanian, Sales Manager EMEA from Avigilon were enjoying displaying their portfolio and high resolution video surveillance solutions.



Daniel Lehman, Stefan Andres and Dennis Garufio from Videor E. Hartig.



Fr left Sebastiano Vento and Riccardo Mezzera from Italian producer of perimeter protection Sicurit AlarmItalia.



German provider of video security systems, Gutebrueck, was represented by Anna Steins and Ellen Kreitz.



EVVA had a busy time in Essen.



Camera lens producer Fujifilm had Renata Pisula, Manuela Schmitz-Muno and Nina Kuerten in the stand.



Mark Tibbenham, Ana Maria Sagra and Greg Stuttle from the British alarm manufacturer GJD.



The Canadian VMS giant Genetec attracted visitors from all over the world to their stand.



Vanessa Klein from IPS Intelligent Video (Securiton) had some busy days at the show.



Vuwall with Eric Henique, General Manager and Mark Schmidt, CTO at the stand, displayed videowall management product in Essen.



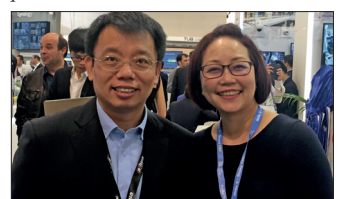
The world leader in LED lighting for security and safety – Raytec – had a full team on their stand.



Fabrice Foucart from Belgian video analytics provider ACIC.



Florian Lauw displayed a wide range of electronic security products from ABUS, at the exhibition.



Daniel Chau, the overseas marketing director of the video surveillance product manufacturer Dahua, was visited by Asha Chang, manager of the the Asian branch office of AR Media International.

There are some yearly international security industry exhibitions that for sure mean more than others. In the EMEA market IFSEC in London is certainly one of them and the upcoming Middle East exhibition Intersec, to be held on the 22nd to 24th of January 2017, is of course the other.

With this early date Intersec has become an appreciated kick-off event for exporters of security equipment from all over the world.



Intersec i Dubai gathered more than 30,000 visitors.

Intersec 2017 in Dubai:

The 2017 kick-off event for the security industry

For 18 years Intersec has proven to be the no. 1 business platform in the MENA (Middle East and North Africa) region and beyond.

The last edition in January 2016 featured 1,280 exhibitors from 55 countries and welcomed 31,261 visitors from 128 countries which made it the largest and most international Intersec of all times.

“Intersec continues to showcase the latest global trends and developments to regional buyers as well as facilitating invaluable interaction through an on-going exchange of ideas and knowledge dissemination”, said Ahmed Pauwels, CEO of organiser, Messe Frankfurt Middle East.

Total experience centre

Intersec is an event representing the whole spectra from security technology to safety and fire protection solutions offering a total experience center to the visitors.

The event is also very much affected by the GCC market's fast adoption of new technology and solutions. The demand for expertise in integrating physical security and logical security, along with other business IT systems is strong among the visiting system integrators, according to several exhibitors from last year's event.

Apart from the general exhibitions in the Dubai International Convention and Exhibition Centre, Intersec offers several special pavilions showing different security and technology trends and areas of interest.

Smart home

Intersec 2017 will once again present the concept of Smart Home & Building Automation through its international platform. The market in the GCC has not only begun to realise the benefits in terms of comfort, security, and luxury. But also in terms of energy saving and increasing property value, thus all these realisations will continue to lead to a booming market in the GCC.

The e-Home Automation estimates that there will be a requirement for automation for at least 300,000 residential properties in new “Smart/Intelligent Cities” in the GCC over the next five years and that the automation market in the region will reach USD 4 billion by 2016.

GPEC-CCExpo Pavilion

The organisers of Intersec and GPEC-CCExpo joined forces for a GPEC-CCExpo-Pavilion beginning at Intersec 2015 to strengthen and to complement especially the Homeland Security and Information Security sectors at Intersec.

GPEC General Police Equipment Exhibition & Conference is Europe's leading closed specialised trade fair for members of authorities and other public safety organisations. The focus is on police and special equipment, safety and rescue technology and respective services. CCExpo Critical Communications Expo is

the neutral platform for mission critical information and communications, professional mobile radio (PMR) and control rooms in all fields of critical infrastructure.

The GPEC-CCExpo-Pavilion at Intersec will cover all relevant products for internal security for literally all equipment groups – especially information and communications, vehicles and traffic control, criminal science and forensic technology.

Techtextil Pavilion

For the third time the Techtextil Pavilion will be held concurrently with Intersec. The Techtextil product groups represent the entire spectrum of technical textiles and nonwovens.

The Techtextil Pavilion will present Technical Textiles for professional and protective clothing. It also includes laminating technologies, coating, printing finishing and other products and services.

The target group for the pavilion is all safety engineers, safety officers and buyers of protective clothing who are looking for solutions and developments in personal and property protection.

Safety Design in Buildings Pavilion

Fires in a building with inadequate fire protection features can present severe problems and create complexity in a fire fighting operation. This inevitably causes

deficiency in the protection of occupants from fire and smoke during the egress or evacuation. However, the UAE requires a Code of Practice that suits the local trend and concept as well as the firefighting operational needs.

It is the policy of the Civil Defence to impose measures to minimise the risk of Fire and to ensure the Safety of life and property. The purpose of this code is to prescribe minimum guidelines for property owner, designers, consultants, décor companies, contractors, suppliers, installation and maintenance companies that are obliged to follow the minimum requirements of these codes and regulations. With this in mind, for the second time, Intersec is presenting the Safety Design in Buildings Pavilion – after supporting a successful series of SDiB conferences within the GCC.

Job & Career section

Intersec for the second time will have a jobs & careers section. Here exhibiting companies have the opportunity to have face-to-face meetings with talents on-the-spot, build a database of solid future prospects and showcase their programme all in one place.

Location:

Intersec will take place in Halls 1 - 8, Trade Centre Arena and Sheikh Saeed Halls 1 - 3, at Dubai International Convention and Exhibition Centre.

Security Events Calendar

December

 **5-7 December**
Algeria Fire, Safety & Security Expo 2016 – Algiers, Algeria
Venue: SAFEX
Organiser: New Fields Exhibitions
Tel: +971 (4) 268-6870
Email: katie.garcia@new-fields.net
Website: www.new-fields.com

 **7-8 December**
Homeland Security Expo 2016 – Hanoi, Viet Nam
Venue: ICE Hanoi
Organiser: Nexgen Exhibitions Pvt. Ltd.
Tel: +91-11-41536990
Fax: +91-11-45636990
Email: info@homeseceexpo.com
Website: www.homeseceexpo.com

January 2017

 **22-24 January**
Intersec – Dubai, United Arab Emirates
Venue: Trade Centre Arena
Organiser: Messe Frankfurt Middle East GmbH
Tel: +971 4 389 4500
Fax: +971 4 358 5533
Email: intersec@uae.messefrankfurt.com
Website: www.intersecexpo.com

March 2017

 **15-16 March**
Sectech Norge – Lillestrøm, Norway
Venue: Norges Varemesse
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Fax: +46 8 19 10 11
Email: deniz.baykal@armedia.se
Website: www.sectech.nu

Visit AR Media at Sectech Norge

 **15-17 March**
SecurityExpo 2017 – Sofia, Bulgaria
Venue: Expo Center
Organiser: BCCI
Tel: +359 2 981 66 26
Fax: +359 2 8117 428
Email: fairs@bccibg
Website: www.securityexpo.bg

 **21-23 March**
Securex West Africa 2017 – Lagos, Nigeria
Venue: Landmark Centre
Organiser: Montex
Tel: +44 207 886 3048
Email: joleen.sibley@montex.co.uk
Website: www.securexwestafrica.com

April 2017

 **4 April-4 April**
Milipol Asia-Pacific – Singapore, Singapore
Venue: Sands Expo and Convention Centre
Organiser: Comexpodium Singapore
Tel: +65 6392 5328
Fax: +65 6392 3098
Email: andrew.marriott@comexpodium-sg.com
Website: www.milipolasiapacific.com

 **5-7 April**
SC West Expo 2017 – Las Vegas, United States
Venue: Sands Expo Center
Organiser: Reed Exhibitions
Tel: +1 203.840.5602
Email: inquiry@isc.reedexpo.com
Website: www.iscwest.com

 **26 April**
Trygghetskamerans dag – Stockholm, Sweden
Venue: Clarion Hotel Stockholm
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Email: deniz.baykal@armedia.se
Website: www.trygghetskameransdag.se
Visit AR Media at Trygghetskamerans dag

May 2017

 **3-4 May**
Security & Counter Terror Expo – London, United Kingdom
Venue: Olympia
Organiser: Clarion Events
Tel: +44 20 7384 7894
Email: sophie.mckimm@clarionevents.com
Website: www.counterterrorexpo.com

 **23-25 May**
Expossec – Sao Paulo, Brazil
Venue: Sao Pulo Expo
Organiser: Fiera Milano
Tel: +55 (11) 5585-4355
Email: comercial@fieramilano.com.br
Website: www.expossec.tmp.br

June 2017

 **20-22 June**
Ifsec 2017 – London, United Kingdom
Venue: Excel Exhibition Ground
Organiser: UBM
Tel: +44 20 7921 5000
Email: info@ubm.com
Website: www.ifsec.co.uk

September 2017

 **27-28 September**
SecurityUserExpo 2017 – Copenhagen, Denmark
Venue: Bella Center
Organiser: Ar Media International
Tel: +46 8 556 30 680
Fax: +46 8 19 10 11
Email: info@securityuserexpo.com
Website: www.securityuserexpo.com

November 2017

 **6 Nov-9 November**
Defense & Security 2017 – Bangkok, Thailand
Venue: Impact Exhibition and Convention Center
Organiser: GML Co., Ltd
Tel: +66 (0) 2642 6911
Email: yaowalak@asiandefense.com
Website: www.asiandefense.com

 **15-17 November**
Sicurezza 2017 – Milano, Italy
Venue: Fiera Milano (RHO)
Organiser: Fiera Milano
Tel: +39 02 4997.6241
Fax: +39 02.4997.6252
Email: areatecnica1@fieramilano.it
Website: www.sicurezza.it

 **21-22 November**
Sectech Sverige – Stockholm, Sweden
Venue: Stockholmsmässan
Organiser: AR Media International AB
Tel: +46 8 556 306 80
Fax: +46 8 19 10 11
Email: deniz.baykal@armedia.se
Website: www.sectech.nu

Visit AR Media at Sectech Sverige

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

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Security buyers guide

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Fax: 0302 680 640
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Webb: www.cardkeep.se



Nedap Security Management

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PO BOX 103, 7140 AC, Groenlo
The Netherlands
Tel + 31 544 471 111
www.nedapsecurity.com
info@nedapsecurity.com



Touchless Biometric Systems AG

Rietbrunnen 2, Pfaffikon SZ,
CH 8808, Switzerland
Tel +41 (0)55 533 20 00
tbs@tbs-biometrics.com
www.tbs-biometrics.com

CCTV



Security Tech Germany
ABUS Security-Center GmbH & Co. KG
Linker Kreuthweg 5
86444 Affing (Germany)
Tel +49 82 07 959 90-833
Fax +49 82 07 959 90-180
export@abus-sc.com
www.abus.com

Security-Vision-Systems



Kaiserstrasse
D-67722 LANGMEIL, GERMANY
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Fax +49 (6302) 9816-190
info@mobotix.com
www.mobotix.com

Perimeter Protection



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www.forteza.com



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TAKEX Europe Ltd.

Aviary Court, Wade Rd, Basingstoke,
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Hikvision Headquarters
No.555 Qianmo Road, Binjiang District
Hangzhou 310052, China
T +86 571 88075998
F +86 571 89935635
overseasbusiness@hikvision.com

www.hikvision.com