

MAGAZINE FOR SAFETY AND SECURITY

GIT

SECURITY

EMEA

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Middle East
and Africa

INTERSEC Dubai 2015

Security for Public Transportation

Access Control Solutions

Fire Protection

Security Market Trends 2015

COVER:

**PELCO BY SCHNEIDER ELECTRIC:
THE THERMAL ADVANTAGE**



GIT VERLAG

A Wiley Brand

smart Evolution

Smart Search

Smart Playback

Smart Backup

Smart Detection

Smart Control

Smart Codec

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Trends 2015

We hope all of you had a good start this year. Our team wishes you all the best for 2015.

Nobody knows at this time of the year what 2015 will bring, but we promise to work hard again on presenting you the latest news in security and safety and we will do our best to give you the background information you need to do your job. We have worked on our magazine design and we hope that you like the changes.

What will we see in the security and safety field in 2015? Here are my Top Seven:

- Data protection will be a key topic. Data protection has been ignored in a lot of countries in the past years, but the wind has changed. Customers and the public are focussing on this topic now.
- Integration, integration, integration. Less and less people accept stand-alone 'solutions'.
- Say Goodbye to mismanaged brands. The trust in brands that do not defend their reputation will vanish faster than expected. Web 2.0 with online test reports, social media comments and immediate customer feedback will change the game even in our conservative environment.
- Mobile applications are a must: Apps for access control credentials, evacuation plans, safety guidelines and a lot more applications will become a standard tool.
- Top of the line products or low-price products for basic needs. We see a trend for customers to go either for best-price or high-end products with a better ROI.
- Security equipment will be used as a business operation tool. The vast advances in video analytics will finally convince the users.
- In many EMEA countries Home Security and Smart Home tools will be in the middle of discussions and product development.

We will start the trade fair season at Intersec in Dubai in January. According to the organisers Intersec is a sold-out show. If you are visiting the show make sure to have a look at the show preview in this issue and do not forget to visit us in Dubai at stand F47 in hall S3.

Enjoy reading this issue!

Heiko Baumgartner
For GIT's Safety and Security team

Intersec Dubai
Hall S2 Stand F15

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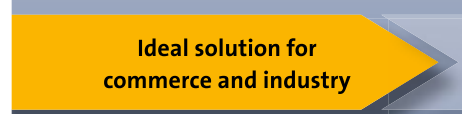
Multifocal sensor technology

innovative · unique · cost-efficient

In contrast to single sensor cameras, the multi-focal sensor technology provides a guaranteed constant resolution of at least 125 pix/m. This makes it possible to monitor large areas and distances from a single location, achieving this in real time with uniform image resolution, high dynamic and consistent focal depth.



Integration into common
 management systems.



Trends 2015

Outlook on Video Surveillance for 2015:

Our outlook is that most future advancements in the market will focus on compression, as the megapixel market has evolved extremely quickly and the compression will need to advance nearly as quickly to meet the growing demand for higher resolution images. H.265 may be the answer to this but there is a tremendous amount of computational power required for the compression and decompression of these images that the industry is currently grappling with.

A good example of this is actually 4K resolution. Though broad adoption will be problematic for the security industry at this point due to limitations on current camera form factor/lens combinations, bandwidth and storage constraints and the cost of the equipment vs the benefits or necessity of the additional resolution gained with the technology, adoption will take place.

Advancements in analytics should also not be ignored, as this segment of the market has progressed to where analytics are accepted as reliable, accurate and part of the day to day operations of a large percentage of system users. Some analytics, such as facial recognition, will definitely benefit from the higher resolution images and increasingly levels of clarity as camera technology continues to progress.

Outlook on Access Control and Drivers of Access Control Projects in 2015:

Access control projects are driven by any number of factors within an organization. Organizations with large amounts of personnel or other specific access control needs often require a card access control system and add video surveillance to that system. Likewise, obviously anytime a new video system is installed a progression to access control is typically the next logical step. Our new unified platform between our victor/VideoEdge video management system and our C CURE 9000 access control system combines these two platforms into a unified, single server solution that enhances the features of both and leverages the ability to harness the information from both the access and video side into things like deeper sets of analytics and reporting capabilities for customers, using the combined data sets.

Other access control technology advancements such as wireless locks will continue to provide good growth potential for access control, significantly lowering the price point per door and adds additional functionalities such as accountability and auditing features. This would make it feasible for non-traditional "doors" such as pharmacy cabinets or an IT closet to be tied into the access control system for monitoring and audit trails.

www.tycosecurityproducts.com



Anita Santos,
Vice President Marketing,
Tyco Security Products

Milestone Systems Partners with Ingram Micro

Milestone Systems, the open-platform company in IP video management software (VMS), announced an agreement with Ingram Micro for distribution of their products in Austria, Germany and Switzerland. Ingram Micro is a wholesale technology distributor and provider of IT supply chain and mobile device lifecycle services. The agreement accesses an extensive network of IT and security system integrators through Ingram's regional network. In the US, the partnership of the two companies is already enjoying great success.

www.milestonesys.com

SeeTec Appoints Central European Sales Manager

With immediate effect, William Zatti will take over the role of Sales Manager Central Europe for SeeTec. The former Country Manager for Switzerland and Italy is now also responsible for Germany, Austria and the Netherlands. Looking back on 15 years of experience in the security industry, William Zatti provides the required know-how and is therefore the perfect match for this position. He will continue the strategy, initiated in 2013 to expand to further European markets as well as to access new potential in industry-specific solutions.

www.seetec.eu

Video Surveillance Partnership for SeeTec and BCDVideo

SeeTec and BCDVideo, a global manufacturer of video surveillance IP recording systems, announce their Technology Partnership for the Cayuga software and the BCDVideo server family. They have certified each other's products and the joint solution of recording server and software offers customers a powerful and reliable system. The entire family of BCDVideo products are optimized for robust video surveillance, ensuring stable recording, with a lower Total Cost of Ownership than non-video optimized IT servers. SeeTec's customers will know that their project will run seamlessly on a scalable and reliable and tested platform.

www.seetec.eu

Mobotix Wins Patent Infringement Lawsuit

Chief U.S. District Judge Fred Biery dismissed the patent infringement lawsuit filed by San Antonio, Texas-based e-Watch against Mobotix. The judgment was entered shortly after the U.S. Patent and Trademark Office (USPTO) had determined, upon Mobotix's request, that one of four patents asserted in the patent infringement lawsuit is not patentable. More review proceedings challenging e-Watch patents are pending at the USPTO. „We look forward to the Patent Office's decisions in the remaining review proceedings. Although they will have no relevance to this lawsuit anymore, pursuing these inter partes reviews reflects our commitment in this legal dispute" said Heidi Barnum, Head of Internal Operations.

www.mobotix.us

German Federal Interior Ministry joins Secure Identity Alliance

The Secure Identity Alliance has announced that the German Federal Ministry of the Interior (Bundesministerium des Innern - BMI) has joined as Observer Member. Among other activities, the BMI oversees Germany's passport and citizen identity card programs, supporting the development and provision of eServices across the country. It is committed to modernizing public administration, reducing bureaucracy and making the German public service more attractive for citizens as well as business. The Alliance is committed to providing a forum for international collaboration on Digital ID challenges, data security and citizen ID.

www.secureidentityalliance.org

Frankfurt Airport and Lufthansa Select Itemiser DX

Morpho Detection has announced a contract with Fraport AG for 45 Itemiser DX explosives trace detectors (ETD). All systems will be deployed this year at Frankfurt Airport as a result of new EU legislation for explosives screening of personnel, materials and concessions entering secure areas of airports. A lightweight, portable desktop system, the device can detect traces of explosives on skin, clothing, carried items, bags, vehicles and other surfaces. It was selected after competitive operational testing for its detection capabilities. „This has allowed us to maintain regulatory compliance while enhancing our screening capabilities" said Markus Volnhals, project manager at Fraport AG.

www.morphodetection.com

Urmet welcomes New London Showroom

Urmet, the Essex-based manufacturer of communication and door-entry products, is pleased to announce the opening of a new showroom display at The Building Center in central London, where it has installed a range of fully functioning door entry systems, including its award-winning Elekta Steel panel, Aiko and Signo products and the latest touchscreen iModo color video entry phones. This convenient new location is open from Monday to Saturday all year round and enables potential users, from architects and developers to security consultants and installers, to see the company's products for themselves. www.urmet.co.uk



Secure Logiq Crowd Funding Initiative

Secure Logiq, a producer of ultra-high-performance HD surveillance servers and associated technology, has announced a crowdfunding initiative that gives installers, partners and consumers the opportunity to own a share of the business. Hosted on the ShareIn platform, the initiative seeks to raise £450,000 to allow the company to ramp up production facilities and meet a number of potentially very large orders. The investment will allow them to expand existing operations and boost sales and marketing activity. Said Robin Hughes, Sales Director, „Until now, crowdfunding has got products designed or built for consumer audiences. We already have a product generating lots of business interest and we strongly believe everyone should have the chance to share in our success. Equity crowdfunding therefore makes perfect sense.“

www.securelogiq.com

Siqura Appoints New Director of Channel Sales

Enrico Dani joins Siqura to lead the company's global sales operations. As Director Channel Sales he will be responsible for the development and implementation of an indirect distribution network in Europe, the Middle East and Asia. „We are delighted that Enrico is joining Siqura to lead our sales operations in these vital markets,“ says Roger Decker, Managing Director. Enrico holds a master's degree in Electrical, Electronics and Communications Engineering from the University of Padua. „With Enrico we have signed a dedicated sales expert with a proven track record in the video surveillance industry. He brings a deep understanding of the market and its key players, and knows how to generate new distribution channels and maintain enduring relationships.“

www.siqura.com

Madrid Police Fits Patrol Cars With Vivotek Cameras

The Madrid Municipal Police (Policía Municipal de Madrid) recently completed installation of three Vivotek cameras in each of its patrol cars, led by local system integrator Plettac Electronics, supplied by LSB. 126 cameras were used; the PZ8121W installed on the dashboard for the vehicle's interior and the IP8332 installed on the roof monitoring nearby vehicles. The camera's built-in 3GPP mobile connectivity and WiFi support transmits images over the Internet to police headquarters. Staff there can control the PZ8121W's motorized pan, tilt and 10x zoom lens. Plettac Electronics has developed an automated license plate recognition (LPR) system which integrates the cameras, a PC and a constantly updated database to give real-time identification and matching of license plate numbers.

www.vivotek.com



Kenneth Hune Petersen Is New Chief Sales and Marketing Officer

Milestone Systems announces Kenneth Hune Petersen as their new Chief Sales and Marketing Officer. He will be based at the global headquarters in Denmark and, as a member of the Executive Management Team, will report directly to CEO Lars Thinggaard. For the last 17 years Petersen has worked with SimCorp, most recently as Senior Vice President, Head of Global Sales. „Our reputation has come from constantly fostering innovative solutions to meet our customers' needs. Together we will continue to grow our business profitably, and Kenneth's job is to accelerate this growth through his leadership and strengths as a sparring partner and coach“ says Lars Thinggaard, CEO. www.milestonesys.com



Networked Security System for Turkish Hotel Complex

Bosch Security Systems has delivered a networked security solution for the new 5-star Hilton Bursa Convention Center and Spa and the adjacent 3-star Hampton. Although they operate as two separate entities, the management required an integrated security system covering both hotels and allowing central management and operations. Bosch partner Ateksis designed an integrated security solution with fire detection systems, access control, video surveillance and voice evacuation, operated via the company's Building Integration System (BIS). Approximately 250 IP cameras were installed together with the Bosch Video Recording Manager as a distributed network video recorder solution to monitor the extensive facilities. Private areas are secured by AMC access control systems, using fingerprint readers in high security areas such as the IT room. A digital Praesidio public address and evacuation system can be used to deliver intelligible evacuation instructions. www.boschsecurity.com



Samsung Techwin surveillance Solutions Receive Network Rail Pads Certification

Cameras, domes, recorders and Ethernet switches from the Samsung Techwin IP network video surveillance range of products have received the Pads Certificate of Acceptance for use within Network Rail infrastructure. This follows comprehensive testing for reliability, fitness for purpose and compliance with Network Rail's demanding safety standards. Among the products approved are the company's 'open platform' WisenetIII high-definition megapixel cameras. „Pads approval means consultants and system designers can specify our products and know they will be accepted by Network Rail's project managers,“ said Simon Shawley, Director, Northern Europe for the Security Solutions division. www.samsungsecurity.co.uk

ONVIF Hosts First Virtual Annual Membership Meeting

The global standardization initiative for IP-based physical security products, ONVIF, hosted its annual membership meeting late last month. Attendees heard presentations on ONVIF successes from 2014, including the release of two new profiles, as well as new initiatives for 2015 such as the planned release of Profile Q and a new client test tool. The audience at this year's meeting, held via webinar, enjoyed a welcome from Steering Committee Chairman Per Björkdahl, who spoke about ONVIF's growth, including its 500 members and more than 4,000 profile conformant products. With the successful releases of Profile G for recording and storage and Profile C for access control in 2014, Björkdahl said that ONVIF will continue to build on its vision that all security systems will eventually share a single interface. Since its inception in 2008, the organization has seen its membership grow by 25–50% each year, with the number of conformant products increasing by 250% in the last three years alone.

www.onvif.org

HDcctv Alliance and Dahua Announce HDCVI 2.0 as a Global Standard

The HDcctv Alliance has announced a new global standard of analog HD – HDCVI 2.0 – based on Dahua's HDCVI technology. The standard provides a stringent level of certification among manufacturers that will ensure that all HDCVI products with a certification label are completely compatible with each other. This process has now taken the proprietary technology to a global open standard. Dahua provides open access for any third party, including competing manufacturers, to use HDCVI. Partnering with the HDcctv Alliance allows manufacturers to better collaborate on implementation of HDCVI 2.0 technology.

www.hdcctvalliance.com | www.dahuasecurity.com



Hanwha Group acquires shares of Samsung Techwin

An agreement has been signed which will see all the controlling shareholders of Samsung Techwin sell their holding stakes in Samsung Techwin to Hanwha Group. „Hanwha Group's investment will enable us to continue research, design and development of innovative solutions that will create new business opportunities and ensure our future growth," said Jong Wan Lim, Managing Director of Security Solutions, Samsung Techwin Europe while assuring customers that it is „business as usual" and there will be absolutely no disruption to the supply of products or support. The transaction is expected to be completed during the first half of 2015, subject to approval from antitrust regulatory authorities in relevant jurisdictions. In 2013, the Hanwha Group's 52 domestic and 90 overseas affiliates together achieved a total revenue of USD 35.13 billion, whilst its assets were valued at approximately USD 117.4 billion.

www.samsungsecurity.co.uk

Kentec Performs at Hard Rock Ibiza



Kentec fire alarm control panels are at the heart of a new fire alarm system installed at Hard Rock's first European beach hotel at Ibiza's Playa d'en Bossa, where Hard Rock style and energy meet the cool Ibiza vibe. Supplied by Spanish distributors Activi Seguridad y Sistemas, an intelligent fire safety system designed around three networked four-loop and one single-loop Kentec Syncro networked analog addressable fire control panels, includes over 1000 Apollo optical and heat detectors supported by their high integrity open protocol. The 'open protocol' Syncro series offers the high performance, safety and reliability that such a unique and vibrant venue demands.

www.kentec.co.uk

Material Supplier Acquisition

Ansell, a manufacturer of protection solutions, has acquired Hands International, a manufacturer and supplier of personal protective equipment (PPE) with approximately 1500 employees located near Colombo, Sri Lanka. This acquisition builds the Company's knitting and cut and sew manufacturing capabilities. Hands International, founded in 1992, specializes in producing knitted glove liners, but also manufactures certain coated, cut and sew styles and liner cotton fabrics materials. The acquisition closed on November 6, 2014 and Ansell expects the acquisition to be accretive to EPS, with a modest benefit in FY15.

www.ansell.com

DirectIP for Sawbridgeworth Town Council

Sawbridgeworth Town Council in Hertfordshire has completed its upgrade to Idis DirectIP full-HD wireless network surveillance. Designed and installed by integrator, Sunstone IP Systems, the council selected this solution based on performance, affordability and an innovative system design. Sunstone installed a digital point to multi-point 'free to air' wireless network throughout the town with link speeds in excess of 100mbps per location that currently supports external dome cameras installed on Council-owned lampposts, feeding back to network video recorders located in the Council's offices.



www.idisglobal.com

Pelco and Avaya Team Up

Pelco have announced that they are strengthening their relationship with Avaya to deepen collaboration on technology development and interoperability on IP video surveillance solutions, providing customers with an easy-to-install, easy-to-scale network platform optimized for demanding video surveillance systems. „Supporting thousands of cameras and high levels of redundancy, our IP video systems are designed for 24/7 mission critical operation", said Stuart Rawling, Pelco Director of Partnering and Integration. Aligning our video management systems with Avaya Fabric Connect technology for network infrastructure makes it easier for us to provide the video quality and system performance that our customers demand."

www.pelco.com

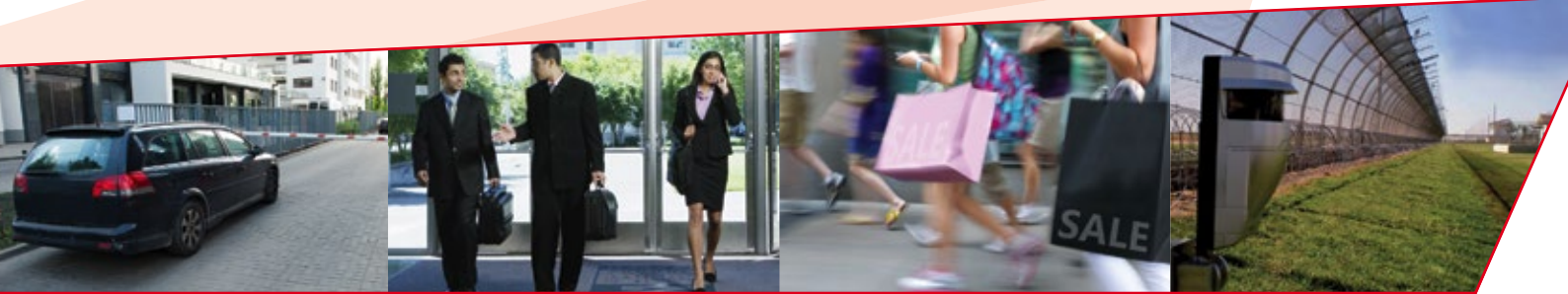
Videalert and Wavestore Technology Partnership

The recently established technology partnership with Videalert introduces an additional dimension to Wavestore's integrated video surveillance solutions that deliver tangible benefits to police and local authorities. The level of interoperability achieved between the open platform video management software and the intelligent digital traffic management platform offers local authorities and police a powerful tool to collaborate and share video surveillance infrastructure. The company's solution combines ANPR technology with sophisticated video analytics and is not dependent on reflective number-plates to capture data. The integration of technologies enables users to run multiple CCTV applications from a single platform.

www.wavestore.com

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SimonsVoss Awarded ISO 14001 Certification

Also now meeting the requirements of the internationally recognized environmental standard ISO 14001 is SimonsVoss. The company took part in the certification process on a voluntary basis to demonstrate its commitment to environmental protection. The standard certifies that the lock system specialist only uses materials that are recyclable for the production of its products and that it applies resource-friendly production methods by preventing rejects. Quality and Environmental Management Representative Dirk Rychel confirms: „Environmental protection has always been a fundamental element of our thoughts and actions from the very beginning, and we wanted to express this with the certification. Together with the implementation and certification of quality management in accordance with ISO 9001, which took place back in 2002, the lock system manufacturer shows how business processes and procedures are subject to constant improvement in terms of optimization and efficiency while also taking environmental aspects into account. The German TÜV was particularly impressed with the design of the company's new production site in Osterfeld, Saxony-Anhalt. The building is based on a sustainable energy concept that aims to leave the smallest possible carbon footprint. SimonsVoss adheres to this with its use of wood in construction, pellet and underfloor heating as well as their introduction of an energy-friendly ventilation system. TÜV certification in accordance with ISO 9001 and 14001 are globally recognized standards in terms of certified quality and environmental protection. CEO Bernhard Sommer is very satisfied: „We are happy that we are now a company certified in accordance with ISO 14001, that stands for highest quality and reliability. We regard the establishment of the quality and environmental management system as a fundamental element of the continuous improvement of our service offering for our customers in an environmentally friendly fashion.

www.simons-voss.com



www.GIT-SECURITY.com

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Bosch Delivers networked Evacuation Solution

Bosch Security Systems has delivered an IP-based and networked public address and voice evacuation system to all refineries of Kuwait National Petroleum Company (KNPC). KNPC is mainly responsible for the oil refining and gas liquefaction industry in Kuwait. To improve employee safety on the refineries' premises and to streamline operations, KNPC decided to implement modern evacuation systems with superior intelligibility and a central management platform for all three refineries. Local Bosch partner Knetco designed and implemented the solution based on the digital Praesidio public address and evacuation system, supporting a total of 4,500 horn and ceiling speakers, 212 amplifiers and seven network controllers, all connected to the Emergency Control Center in the head office building.



www.boschsecurity.com

Andrew Pigram Joins AMG Systems

AMG, the British manufacturer of CCTV transmission solutions and 5 Megapixel cameras, announces that Andrew Pigram has joined to company as Sales and Marketing Director. In addition, Sara Bullock takes up a new position as Business Development Director. Andrew has a B Eng. in Computer and Control Systems Engineering. Founder and MD of AMG Systems Alan Hayes says, "I am delighted that Andrew Pigram has accepted the position." He joins AMG after having worked for 10 years at Norbain, one of the largest security and surveillance distributors in the UK. AMG is now designing and manufacturing high functionality managed switches specifically for the security industry.



www.amgsystems.com

Technology Partnership For Idis and SilverNet

Idis has formed a technology partnership with SilverNet, the wireless networking solutions specialist. This provides wirelessly networked DirectIP surveillance solutions to deliver tangible cost savings. Both company's technical teams have successfully cooperated to ensure compatibility between the respective products. This has resulted in an immediate benefit to clients who take advantage of the cost savings that can be achieved by a wireless networking solution compared to the cost of traditional cabling methods or leased lines. The end-to-end solution comprises a range of cameras, monitors, network video recorders and comprehensive video management software.

www.idisglobal.com

Assa Abloy Partners With Schneider Electric

Aperio wireless cylinders, PINpad escutcheon and L100 wireless security locks from Assa Abloy Access Control UK have all been integrated into the access control product line of the Schneider Electric Continuum building management system. Aperio is designed to upgrade mechanically locked doors and wirelessly connect them online and offline to new or existing access control systems, with minimal modification to doors and premises, offering a cost effective and simple security upgrade. Damian Marsh, Access Control Managing Director said: „With a recent report from IFSEC revealing that just 6% of businesses have a fully wireless access control system, we are delighted that one of the security industry's major players has chosen to incorporate our Aperio technology into its building management system and we hope that our partnership will help to increase the number of businesses using access control systems. Schneider Electric offer a consistent commitment to sustainable development and we are pleased that our technology is helping the company to provide cost-effective access control integration. The system is not connected to mains power, so only ‚wakes up‘ when prompted by a user credential, leading to much lower energy consumption." Catherine Lange at Schneider Electric, said: „The integration of wireless technology brings added flexibility to our flagship building management system. The new products allow our customers to extend wireless capability to any new or existing access control system, without breaking the bank." Assa Abloy offers a complete range of door opening solutions in the fast-growing electromechanical security segment, and the Group's products find application in areas such as access control, identification technology, entrance automation and hotel security. Since its formation in 1994, the company has grown from a being regional into an international group with around 42,000 employees and sales of more than SEK 40 billion.

www.assaabloy.co.uk

CONTROL ROOMS

Tunnel Vision

Fire Station Benefits From Modern Technology and Extended Capacity

Since last year, the Fire Station in Bonn, Germany, has a new center for emergency call reception and coordination of operations within the city area, consisting of a new integrated control room with adjacent command center. The construction, arranged by WTG Leitstellentechnik, provides the fire crews with additional capabilities thanks to modernized technology and increased capacity.

Emergency calls can now be received and operations can be coordinated at up to eight workstations in the control center operations room. In addition, a further 16 additional reception stations can be accessed to deal with large-scale emergencies if required. Current daily and operational information as well as overview maps are displayed on a video wall installation consisting of a 2x3 arrangement of EC-67-LHD-CP rear projection cubes by eyevis, flanked by four of the manufacturer's EYE-LCD-4200-24NB LCDs on each side. A high-performance IP network was installed for signal transmission which, together with a netPIX graphic controller, offers flexible access to the more than 200 surveillance cameras of the public transport network and the city tunnel in Bonn-Bad Godesberg. Integration of an overview map of the city area is currently being planned.

The new control center has been in operation since April 2013. It had become necessary after the old control center, which had grown historically over the course of 40 years, had been unable to fulfill the current requirements. "The aim of the build was to create a constructional and technical infrastructure that meets the current requirements

and at the same time can be flexibly extended for future enhancements", explains Marcus Hinz, head of the fire station Equipment and Technology department. This has been achieved with the video wall installation and flexible signal input over a standard IP network.

From Me To You

The eyevis displays and rear projection cubes give reliable around-the-clock visualization of all necessary data. The netPIX graphic controller together with the eyeCON control software enable flexible scaling and distribution of all video sources onto the video wall. This provides all involved persons with a situation map at times, regardless of their location.

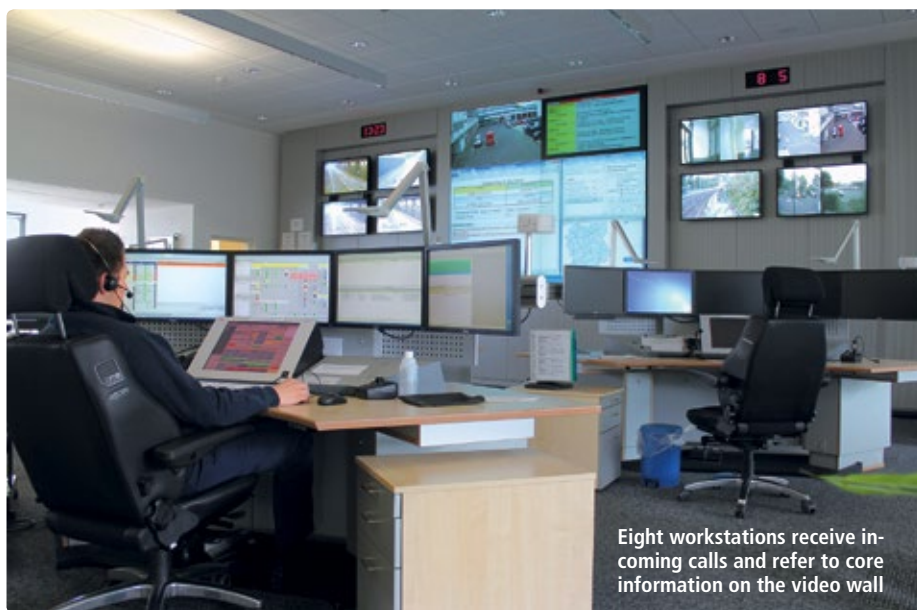
The operations room staff are able to control the three further displays and two projectors inside the command center and feed them with content from the control center operation room. The screen content of workstation computers can be directly transmitted to video walls and displays using an integrated capture facility. For large-scale facilities, information from the command center can also be integrated into the situation map. The

laptops of the individual staff members are therefore equipped with an eyeCON Client and registered as sources in the system. In this way, the screen content of laptops can be directly transmitted to projectors and individual displays inside the command center.

Immediate Backup

The modernized technology of the new control center not only extends the capabilities of operation control but also the cooperation with connected facilities of the city and the adjoining Rhein-Sieg area. The staff of the control center is in charge of tunnel surveillance and traffic routing of the city tunnel during the night hours and at weekends. Visualization of the cameras inside the tunnel is managed by the multimedia platform. Thanks to upgraded radio and emergency call reception technology and the new operation control system, closer cooperation with the control center of the Rhein-Sieg area is now possible. Both control centers are spatially and organizationally separate, but in the new system are able to access the same information in real time. In this way each of the two control centers serves as a replacement for the other in case of failure and is able to plan operational resources on the other's behalf.

Further functionality being developed is now shortly before introduction: "One criterion for the size of the chosen video wall was that the visualization of the city map of Bonn should be of a sufficient size and with enough details", Marcus Hinz explains. All locations of operational resources should be displayed in real time. In addition, traffic route surveillance by the civil engineering department with its visualization of traffic route situations of all the streets in Bonn should also be integrated. "We are planning the further development of the operation center and want to integrate on-site operation control into the system", emphasizes Marcus Hinz.



Eight workstations receive incoming calls and refer to core information on the video wall

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EVENT

Sold-out Show

Record Participation From UK, USA and Germany Leads International Influx at Intersec 2015

When Intersec 2015 will open its doors from January 18th to 20th at the Dubai International Convention and Exhibition Centre, the show will offer a unique spectrum of products from the fields of Commercial Security, Information Security, Fire & Rescue, Safety & Health, Homeland Security and Policing.

A record turn-out of safety and security companies from Germany, UK and the USA will be at the forefront of international participation at Intersec 2015. Organiser Epoc Messe Frankfurt has reported unprecedented international interest in the world's largest safety, security, and fire protection trade fair. Intersec will spread over 51,000sqm, an increase of 15 per cent over the 2014 edition. Held under the patronage of His Highness Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum, Intersec will feature more than 1,300 exhibitors from 50 countries, 300 of them making their debut.

"The record levels of international growth and participation at Intersec confirms that the Middle

East safety and security market is vibrant, holding enormous potential for further development," said Ahmed Pauwels, CEO of Epoc Messe Frankfurt. "As the region continues to evolve and new security challenges develop, interactive platforms like Intersec have an important role in driving discussion on key issues, highlighting new products and developments and fomenting innovative solutions in the industry."

Country Pavilions

All 13 country pavilions at Intersec 2015, which will include those from Germany, UK, USA, Canada, China, Hong Kong, India, Italy, Korea, Pakistan, Singapore, Taiwan, and the UAE have been sold

out. The largest ever German Pavilion at the three-day event will feature 48 companies while 12 standalone companies will also take part, including ABS Safety, Advancis, Bosch Security Systems, Draegerwerk, NSC, and SimonsVoss Technologies.

Bernhard Sommer, CEO of SimonsVoss Technologies, said: "Security is the major concern worldwide, and the Middle East is one of the fastest growing regions in the world in this respect. Since there is a huge demand from the Middle East for higher levels of security, we will ensure that our customers and partners get the latest technology and the best service and support."

The nearly 100 companies on board the UK Pavilion at Intersec 2015 and 75 individual exhibi-



tors represent the largest ever participation for UK companies at any industry trade fair outside of Britain. Top UK companies featuring early next year include GJD; Pyronix; Vista; Advanced Electronics; Fire Fighting Enterprises; Eurotech Fire Systems; JSP; Alpha Solway; Scanna MSC; Adams Electronics; Redtronic; IDIS Europe and Smiths Detection.

Meanwhile, major American players will also be out in full force at Intersec 2015; 30 companies at the USA Pavilion along with 21 standalone exhibitors will ensure that the more than 26,000 visitors will be treated to the latest innovations in fire protection, commercial security, and Homeland Security & Policing. Among the headline American

companies are Honeywell, Flir Systems, Anvil, Mar-tech, Mueller, Spectrex, Task Force Tips, Vigitron, and Oshkosh, which will launch its Global Striker 6x6 Airport Fire Fighting Truck during the dedicated trade show.

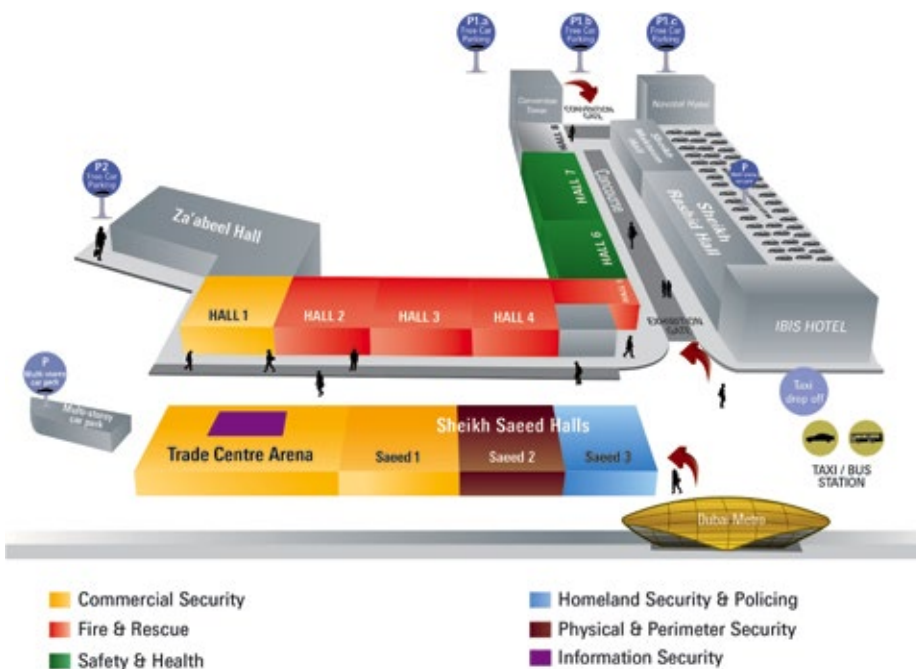
Bassam Munem, Senior Regional Manager of International Sales at Oshkosh, said: "In light of major events such as the Dubai Expo 2020, and increased in government expenditure on infrastructure projects, there is renewed demand for fire trucks across various applications."

Upcoming Dubai Expo 2020 Ignites Fresh Impetus

Leading international safety and security majors target Intersec 2015 as launch pad for large scale regional business growth. The upcoming Dubai Expo 2020 has sparked fresh impetus in the Gulf security market, as authorities look to secure critical infrastructure and protect the millions of expected visitors to the showpiece event.

The Middle East region's first ever Expo is expected to attract more than 25 million people from around the world, while a price tag of at least US\$9 billion suggests the host Emirate is pulling out all the stops to create state-of-the-art facilities and infrastructure.

The immense security challenges that come with hosting such a major attraction means the Middle East is expected to be hotbed of innovation from international players in the safety and secu-



riety market, with more than 1,300 getting ready to showcase their latest products and services at the 17th edition of Intersec in Dubai. Prominent companies exhibiting at Intersec are targeting large-scale business growth and increased opportunities, as a result of the Expo 2020.

"The Dubai Expo 2020 will create major global opportunities in the safety and security industry, and will encourage new ideas for innovation," said Alessio Grotto, the President of Italian exhibitor Videotec, which is launching its latest range of video surveillance PTZ cameras at Intersec 2015. "Authorities will spend a huge amount on defense and security for supporting infrastructure, including airports, transportation, hotels and stadiums. New plans on how to secure sensitive areas, as well as to protect government officials and the influx of visitors will be drawn up and existing installations will have to be updated," he added.

Intersec Fire Safety Conference

The Intersec Fire Safety Conference will focus on fire detection, suppression and mitigation as well as highlight human behavior in fire situations. Safety standards and fire safety codes will be discussed as well as fire prevention and protection. Fire risk assessment and fire systems design will also be addressed to assist professionals in evaluating their fire safety and property protection goals. The conference topics are:

- Update on the regional fire codes
- Fire and explosion hazard management in high risk industry setting
- Developing a comprehensive fire investigation and determination system
- Importance of conducting adequacy tests
- Understanding fire behavior in different environments
- Industrial special hazards fire protection

- Dealing with fires in tunnels
- Evacuation on large and complex buildings - planning and implementation
- Fire safety throughout a building life cycle

Intersec Information Security Conference

The Intersec Information Security Conference will provide a platform to discuss critical infrastructure protection and response to urgent cyber security challenges from electronic fraud to sabotage, malware to data manipulation and theft of valuable intellectual property. The discussions and debates at the conference will help you validate your information security and risk management strategy and strengthen and protect your IT infrastructure.

Intersec Commercial Security Conference

The Intersec Commercial Security Conference is a one-day conference discussing the most pressing corporate security challenges that can plague businesses. The conference will focus on discussions that will assist you to strategize the most effective security measures for your organization, including CCTV legislation, standardization, analytics and forensics. The conference will feature the following topics:

- Commercial Security and Asset Protection – An Ever-changing Environment
- CCTV Legislation and Compliance Issues – The Legal Framework
- CCTV Standardization
- Combining Today's Best Technologies to Get the Most from Your Security System
- Managing Cyber Security in an Increasingly Interconnected World
- How to Use CCTV to Solve Security Threats and Increase Your Effectiveness

- Combining Video Surveillance, Access Control and Intrusion Systems
- Performing a Proper Site Survey for CCTV
- Detection and Protection – CCTV Analytics
- CCTV Forensics – Challenges in Recovery of CCTV Information and Practical Methods of Gaining Forensic Data

Intersec Occupational Safety Conference

Developing and implementing an effective occupational safety management system ensures safety of operations and enables your organization to monitor and manage risks related to the working environment. The Intersec Occupational Safety Conference will provide the knowledge on how to systematically improve health and safety to ensure a sound and healthy working environment for employees.

Safety Design in Buildings Conference

The conference addresses fire safety and evacuation strategies, material as well as safety system requirements for high occupancy buildings. Supported by ASTM, the Chartered Institute of Buildings, the American Institute of Architects, and the Society of Façade Engineering, the conference is a must attend for architects, engineers, regulators and related professionals of the construction and contracting industry.

CONTACT

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 www.uae.messefrankfurt.com

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INTERVIEW

Combined Strength

An Interview With Eric Fullerton, CEO and President at Vicon Industries

In September 2014 the planned merger of Vicon Industries and IQinVision was approved and Vicon's board of directors had appointed Eric Fullerton, as CEO and president. Fullerton joined Vicon from Milestone System where he served as chief sales and marketing officer. At ASIS in the US and Security Essen in Germany last year Vicon started to present their combined portfolio to partners and customers. GIT SECURITY had the opportunity to talk to Eric Fullerton about the future of the company and the challenge to bring the two businesses together.



Eric Fullerton CEO and President Vicon Industries

GIT SECURITY: Eric, having worked for Milestone with their open culture should help you with the task of connecting the two businesses?

Eric Fullerton: Yes absolutely. As we move forward with the integration of IQinVision and Vicon it is paramount that the combined solutions be brought to market with a willingness to partner with other companies. In today's security market no one company can do it all alone, and end users simply expect that any solution they buy today will be able to interoperate with other companies solutions now and in the future. In driving the integrated organization we are focusing on the key values of Customer experience, Integrity, Passion, Innovation and Team orientation both within our own organization and in relation to our partners.

What are the strengths of Vicon and IQinVision and where do you see the challenges?

Eric Fullerton: Both IQinVision and Vicon are experienced and innovative companies. IQ was one of the first true megapixel camera suppliers and in the early days of the CCTV world, Vicon offered the first PTZ enclosure and a lot more. However both companies lost their way in identifying changes in the security market that began to be driven by technology cycles and business structure. We have great employees from both companies who want to make changes and have the passion to focus on our customers' needs to bring new and innovative products to the market in the near future. The best thing is that we already have some very good and reliable product from both sides of the new company to offer today.

Will IQinVision stay as a division of Vicon and what brand names will you use in the future?

Eric Fullerton: I believe the actual structure of Vicon will be changing over time. The value of IQinVision is

mainly in the camera technology and capabilities; and we will definitely be conserving this value at our California engineering site where IQinVision has been since its inception. We will be transferring all camera development previously done in Israel and NY to California. Therefore the original IQ activities are getting strengthened with all the camera knowledge and technology from Vicon before the merger.

Have you already decided about the distribution model for the combined company?

Eric Fullerton: Yes, we will be implementing a two tier distribution model across all markets.

What segments of the market are you targeting?

Eric Fullerton: We will start in our areas of strength which are: Corrections, Law enforcement, Transportation, Education, Banking, Industrial, Retail and Hospitality. As we start delivering integrated solutions for the targeted features in these vertical markets, our position will further strengthen. As time goes by, we expect to enhance the applications of our products to appeal to additional market segments.

How important is the EMEA market and how do you see your position in the market there?

Eric Fullerton: The EMEA market is very important to Vicon going forward. "Position" is a broad word to use, as the EMEA market is vast and diverse, so I will mention the areas where we have people on the ground instead. These are: UK, Germany, France, Spain, Italy, Scandinavia and the Middle East. Not only do we have fairly good coverage of offices in EMEA, we also have distributors in markets where we do not have Vicon staff on the ground. We expect to expand our business in EMEA and are investing for the future.

What will we see on the product side from Vicon and IQinVision in the next months?

Eric Fullerton: On the camera side we are launching the Sentinel 12MP Camera that also supports the 4K (16:9) format. This is a cutting edge camera that enables a myriad of applications with situational awareness and also brings a very good total cost of ownership to a solution. Simply, it is the next generation of high performance and reliable products from the old IQinVision team that really hits home on end user needs.

On the systems side, we have several exciting things in the pipeline: First there is ViconNet 7.1 that will hit the street in December with a lot of improvements for MP cameras and ease of use for our customers. We have really been listening to their needs for this release. Then we have our HDEExpress that is an entry level NVR with 4, 8 and 16 port versions that are truly self-inflating when installed. You simply fire the box up, plug the cameras into the integrated PoE switch and have video surveillance within a minute. This is another good example of where we are putting true end user needs in focus. And we have many more concepts on both the camera and system side that we are currently working on, so stay tuned for more announcements in the beginning of next year. This is truly an exciting time for Vicon, and I know that we are on the right track to becoming the most valuable security solutions provider.

CONTACT

Vicon Industries, Edgewood, NY, USA
www.vicon-security.com · www.iqeye.com

Powerful Video Management

The most compact series in the G-Scope video management family is an ideal satellite for complex systems. It is also well suited for „small“ installations and still has enough room to operate even in situations that are too cramped for other solutions, leading to excessive temperatures, for instance within ATMs. The manufacturers describe it as „powerfully compact“: with a 64-bit G-Core video engine, the G-Scope 1000 provides top performance. The integrated GPU acceleration guarantees 3 times faster image processing, while the dual database architecture ensures rapid access to memory images and a high level of protection against tampering. Integrated video analysis provides activity detection for motion-triggered recording or also for motion detection in indoor areas along with scene validation for monitoring camera integrity. Playback is via two monitor ports directly on the device, which is also equally suited to be a satellite in a complex, networked system. Fully compatible with all G-Scope variants and the G-SIM security information management system, it is ideal for unmanned operation, even in remote locations. Its maximum operating temperature of up to 50 °C extends the range of applications it can handle. Video analysis options, from outdoor security to number plate recognition, ensure a high level of flexibility. With connections for up to 10 IP and 4 analog cameras and up to 6 TBytes of data storage, it is extremely powerful for its compact size.



intersec | Stand S2-E34

www.geutebrueck.com

Free ACC Plug-In

Optex has now released a free plug-in to integrate Redwall IP motion detectors, active infrared beams and the intelligent laser sensors, Redscan onto an IP security system managed by the ACC Enterprise platform (ACC 5.0.2.24 onwards). When an intruder or object is detected in the critical zones, the sensors will trigger an alarm on the VMS platform so cameras can point in the right direction and track the event. The free software plug-in gives a pre-populated choice of sensors and a list of events ranging from alarm, tamper to trouble and environment can be associated to the options available in the Avigilon software.

intersec | Stand S2-F12

www.optex-europe.com

IP Surveillance Solution



Idis extends the capabilities and range of its Direct IP surveillance solution at Intersec 2015 in Dubai. The Company will present its 4K Ultra High-Definition (UHD) technologies encompassing a line up including the latest 8MP IP cameras and UHD surveillance-grade monitors. The expanded range includes H.265 compliant cameras and video management software (VMS). The manufacturer will also demonstrate bespoke Direct IP surveillance solutions for transport, retail and the enterprise markets. An array of integrated solutions including Automated Number Plate Recognition (ANPR), facial recognition and integration with access control will be further topics in Dubai.

intersec | Stand S1-B20

www.idisiglobal.com

Security Hardware Controller

Nedap introduces the new Aeos Blue controllers that build on their Security Management Platform, a software-based platform for security management. The energy-efficient, powerful hardware line consists of a door controller, door interface and power, for a self-contained solution that can handle the simplest to the most complex security needs. The software licensing model has been completely redesigned and simplified, and includes a range of functionalities such as control of air locks and revolving gates. Additional security features can be added.



intersec | Stand S1-C26

www.nedapsecurity.com

Day/Night Network Cameras

Vivotek has launched three 3-Megapixel network cameras, including two fixed-dome network cameras, the FD8173-H and the IK10-rated vandal-proof outdoor FD8373-EHV, and a bullet-style outdoor network camera, the IB8373-EH. They all output 20 frames per second at 2048 x 1536 resolution. WDR Pro technology allows them to capture both the dark and bright parts of an image and combine up to 3 separate frames for a highly realistic image. 3D noise reduction technology suppresses sensor noise, reduces bandwidth and enhances detail in extremely bright or dark environments. All have built-in IR illuminators, effective up to 20 or 30 meters, and Smart-IR technology to avoid overexposure.



intersec | Stand S1-K26

www.vivotek.com

Video Surveillance And Detection Systems

Bosch will display its full range of security, safety and communications products as well as solutions for stadiums, airports, energy and utilities and hotels at Intersec in Dubai. The MIC IP 7000 HD family of PTZ cameras, developed for extreme environmental applications, combine high-quality HD image capture with an IP68/NEMA 6P certified housing, for use at -60 to +60 °C and humidity of up to 100 percent. Resistant to rain, snow, dust, wind and powerful vibrations they are particularly suitable for outdoor use. Even in extremely low light (down to 0.01 lux) the starlight cameras deliver HD images and clear color images. The Dinion IP ultra 8000 MP camera has 12 MP or 4K ultra HD resolution and allows a simultaneous wide-angle overview and multiple focus points on a single screen. The Divar IP 2000 video recording system is a video surveillance solution that is both easy to install and to use. Configuration is via a few quick steps at its web address. The Bosch Video Management System using edge recording and ANR (automatic network replenishment) can always playback or view live video and continue recording, even if network components or servers fail. An Operator Client running independently of the Management server streams video directly from the cameras and storage.

intersec | Stand S1-H18

www.boschsecurity.com

Integrated Security Solutions

TDSI will be demonstrating the cost and performance benefits from using its integrated security solutions, to visitors at Intersec in Dubai. The company will be showcasing the considerable security advantages of combining its Exgarde security management and Vugarde VMS software solutions as well as giving visitors a hands-on viewing of its latest access control readers range. In combination they offer passive monitoring and proactive security systems (such as access control). Exgarde also integrates with third party security and management systems including Assa Abloy's Aperio wireless lock system, Milestone's VMS, Texcom's intruder alarms and Microsoft's Active Directory system.

intersec | Stand S2-B09

www.tdsi.co.uk

Distributed Camera

Axis announces an addition to its flexible and modular F Series, a camera system that can be divided into a sensor unit with the lens and image



sensor, and a pre-mounted cable up to 12 m in length. The F44 main unit, for small video surveillance tasks in markets such as retail, banking and transport applications such as in emergency vehicles, buses and trucks, can connect to up to four such sensor units, ensuring cost-effective installation and discreet video surveillance of multiple areas. The main unit provides simultaneous recording of four individual high-res 1080p videos at 12.5/15 frames per second or four HDTV 720p videos at full frame rate. It supports two-way audio as well as video motion detection and active tampering alarm.

intersec | Stand S1-G12

www.axis.com

Ultra HD Camera

Dahua has introduced its first 4K network camera, the IPC-HF81200E, moving into the UHD (Ultra HD) era. 4K has now penetrated the video surveillance industry and offers resolution at 3840 x 2160 with high color fidelity in a 16:9 format using progressive scanning at 25/30 Hz. That is four times the resolution of 1080p, rendering superior image detail and exquisite colors, ideal for large area monitoring such as parking lots, railway stations, city centers etc. The camera fully complies with the ITU standard and also offers 12MP (4000 x 3000) at 15 fps and a 4K at 30fps preview at a suggested bandwidth of 8Mbps with triple stream options. It also supports face detection, tripwire, intrusion and scene change, which can smartly send alerts.

intersec | Stand SA-C26

www.dahuasecurity.com

Secure DVR

TeleEye announces the launch of their GX680 Series digital video recorders. The range of 4, 9 and 16- channel DVRs are specifically designed for recording and securing video data captured from the manufacturer's network cameras and other ONVIF Profile S cameras. The series incorporates the HD SMAC-M multi-stream video coder with four independent video streams. HD video is compressed, leading to faster transmission, smoother video streaming, occupying less storage and allowing longer recording time. The GX recorder itself is configured with five anti-hacking layers, to prevent anyone accessing video footage without authorization, shielding off hackers' attacks.

intersec | Stand S1-F26

www.teleeye.com

Wall Reader

The Clay by Salto hardware line is about to welcome a new member into the family: the Clay Wall Reader. Thanks to its design, it provides an access control solution for installation in places where an electronic lock cannot be fitted. This can include fences, lifts, mechanical doors, parking barriers and so on. Suitable for use indoors or out, the reader reads encrypted data on its operating Clay Tag and communicates this to the system's control unit, which talks wirelessly with the Clay IQ which is the central hub of the Clay system. This provides users with a number of access control options, including the ability to remotely open parking barriers from inside a vehicle. Main features of the new Clay Wall Reader are: Optical signalling through innovative LED design with dual colour green/red to indicate access authorisation, cloud based real time communication, contactless reading of the Clay Tag, AES 128bits encryption, secure IEEE 802.15.4 2.4Ghz radio for CLAY IQ communication, compact size and design, choice of 2 different colours – white or black and IP66 protection rating dependent on model.



intersec | Stand SA-C18

www.saltosystems.com

IP Infrared Barrier System

Avantgarde is a high-security fully digital, modular IR beam barrier designed for long range outdoor surveillance (up to 200m coverage between transmitter and receiver unit). It is characterized by the implementation of the company's bi-directional IR beams with optical synchronization, stacked in discrete and rugged extruded aluminum columns.



At the heart of the barrier is the intelligence built into each IR beam, which is in turn interfaced to an internal analysis unit able to manage up to 18 IR beams stacked in up to 6m columns. The system is available in virtually any size in terms of column height and the number of IR beams, which directly relates to the required degree of security. With the internal integrated web-server, the installation can be easily configured and diagnosed remotely via a LAN connection. Without any additional interface, additional barriers can also be easily integrated into existing or new IP backbone networks in virtually any location. The system provides not only simple alarm information but even the direction of the target's motion (left/right – right/left), which makes target tracking with perimeter CCTV cameras easier and more accurate. As each IR beam inside the column is equipped with a microprocessor, individual crossing parameters can be set and up to 5 multiple intrusion detection scenarios can be configured for better filtering of nuisance alarms caused by random animal activities such as flying birds and small wild animals while keeping a high capability of real intrusion detection. Thanks to the bidirectional IR beam technology, it is completely immune to direct solar rays or, for example, a car's headlights that often cause nuisance alarms in conventional IR beam barriers. The DAGC (Digital Automatic Gain Control) increases immunity against any infrared radiation or reflection present in the field and increases the signal/noise ratio, making the system more stable and efficient. The system can adapt itself to any drastic environmental change, such as heavy snowfall, growing grass or sand storms by simply disabling those IR beams temporarily covered by deep snow or sand, preserving its high capability of detection. Another key innovation in Avantgarde is the introduction of the Signal Efficiency Analysis (SEA) which continuously monitors the optical communication stability of each IR beam that could decrease over time, for instance, due to dust on lenses, dirty plexiglass or any other factor that can cause optical communication reductions.

An alert is sent if the signal falls below a preset warning level. Data communication between Slave (TX) and Master (RX) units are optical and do not require any SYNC cable and the safety of the optical data transmission is guaranteed by continuous regeneration of specific codes protected with checksums.



intersec | Stand S1-C43

www.sicurit.com

**Meet GIT SECURITY at intersec
Stand S3-F47**

MARKET REPORT

The Year in Security

Market Report Reveals Access Control Upstages Video Surveillance in Driving Growth

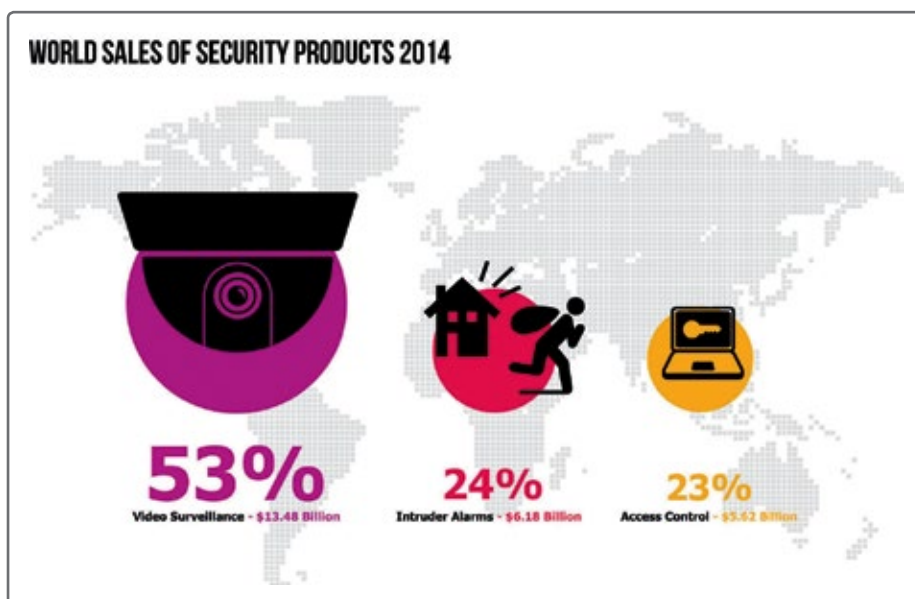
Poor trading conditions right across the developed world in recent years have caused physical security equipment buyers to hold back on replacing old systems. A new research report by Memoori provides a complete assessment of the Video Surveillance, Access Control and Intruder Alarms markets in 2014, and also analyses growth to 2018.

The reticence of buyers to commit unless they can be sure that the new systems will improve the effectiveness of security, reduce their operating cost and deliver an improved and satisfactory ROI on their investment is understandable. It has knock-on effects however throughout the security industry. There is only one way to meet this challenge and that is for manufacturers to continue with their innovation programs of delivering more effective systems at lower prices and, through convergence with the business enterprise, deliver value add services.

The physical security industry in the first half of 2014 has well outperformed what most stakeholders had forecast; despite setbacks in economic fortunes in the western developed world the business has grown by 40% from its decline in 2009. In the last 12 months it has grown by 7.5% and we expect this to continue for the rest of the year. The focused specialist players have spent heavily on their product development programs and are now reaping the benefits of increased market share and this is one of the main reasons why the security industry has come out of the recession earlier and in a much better shape than most other industries. This steady consistent growth since 2011 has been driven by a combination of factors including strong growth in IP Video Networking and IP Access Control products, buoyant markets in Asia and North America and higher levels of penetration in vertical markets such as transport, retail, health and education.

Move to IP

Access Control, for so long the poor relative of Video Surveillance, has this year come out of the shadows and upstaged it by delivering a higher growth rate and we forecast that it will continue to increase its growth rate over the next 5 years. This will be achieved by moving to IP technology and integrating Access Control with Identity Management. There can be no doubt about the business case for integrating these services. Identity Management for the purpose of Access Control has given rise to a number of major acquisitions in the last 5 years. September 2010 saw a flurry



of activity with the purchase of L-1 Identity Solutions by Safran for \$1.1 billion, 3M's purchase of Cogent Systems for \$430m, the merger of Authentec and UPEK. In 2014 whilst the number of deals declined, this group accounted for 19.2% of the total number of acquisitions and 5.6% of the total value.

Access control through a standard card reader system is a weakness, particularly at a time when risk of corporate theft, malicious damage to staff and property and terrorism has increased. The need for a more secure system incorporating biometric devices to authenticate identity and manage the process is becoming a standard requirement for new systems in high security areas. Physical Identity and Access Management (PIAM) is also a service that promises to deliver further growth opportunities. It enables common policy, workflow, approval, compliance automation and life cycle management of the identity / badge holder (employee, contractor, visitor, temps) across disparate physical security systems. The key benefit from PIAM solutions is operational cost reductions that can be delivered through this platform, providing a bridge between the dispa-

rate systems without stripping out and starting again. PIAM has so far failed to attract the mainstream PACS business.

There is a steady stream of alliances and partnerships between PIAM Software companies and PACS companies but so far we have not identified any mergers and acquisitions. Information on the business is pretty sparse and most "best estimates" on the market size range around \$150 million. This, if accurate, is quite small considering that virtually all Fortune's Top 500 companies must have installed one.

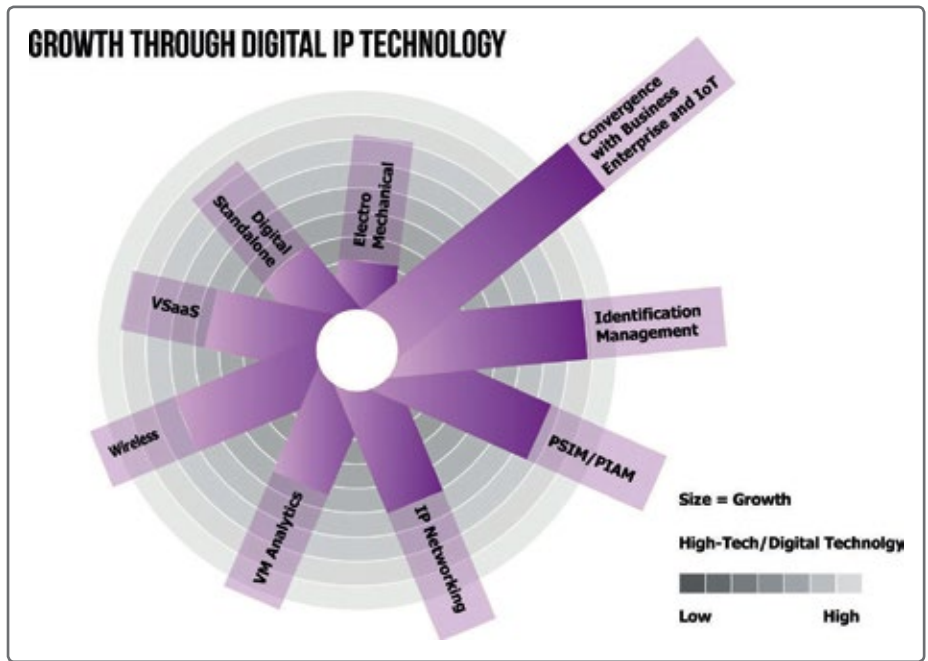
ROI Up, TCO Down

Now has to be the time to dig even deeper and for manufacturers to increase their efforts to align the motivation of security buyers to invest in better performing systems through educating and training both themselves and those in the distribution channel in order to drive out all the benefits. Whilst technology has been the enabler of change, the driver and motivator is now clearly to channel this to deliver products and services that increase productivity, provide a better ROI and reduce the TCO. This is gradually changing the buyer's culture

from believing that physical security is a pure cost center to a profit center.

Security, sadly, is still regarded by most end users as a cost center and as such has been towards the end of the food chain for capital investment. This can be crucial when budget reductions are on the agenda. However a gradual change in attitude by buyers is taking place. Specifically that security can be a cost saver when reducing shrinkage (retail) and that when integrated with other services it can increase productivity in the business enterprise and therefore reduce operational costs. This has been made possible through IP convergence, and in some vertical markets such as retail there is a growing belief that IP Video Surveillance should be treated as a profit center.

This in turn has had a major impact on increasing the value-add on security projects. The market has not been slow to see both the opportunities and also the changing requirements for more converged and integrated solutions. In order for companies to deliver such systems, many have decided that it is necessary to acquire, merge or form alliances and partnerships with other suppliers. And to maximize the opportunities of delivering on ROI it is vital for suppliers to have specialist knowledge and experience in vertical markets. But equally important is to have the networking skills to join all the vertical and horizontal layers of product to-



gether with the analytical software and interface with the other building services software and finally join them to the business enterprise. Video Surveillance is already on route to establishing an important role in the Building Internet of Things (BloT) and the wider IoT.

CONTACT

Memoori, London, United Kingdom
www.memoori.com



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MARKET

On The Move

The Role of IP Technology within the UK's Surveillance Network

With between 4 million and 5.9 million CCTV surveillance cameras in the UK alone, the CCTV industry, both in the UK and globally, is one of the largest sectors within the security landscape. The application of CCTV is wide-ranging and, as such, is constantly changing and improving in order to keep up with the requirements of modern day society. One particular advancement in recent years has been the gradual move from analog video surveillance to Internet Protocol (IP) technology. Here, James Kelly, Chief Executive of the British Security Industry Association (BSIA) takes a look at some of the benefits of IP video surveillance within the UK.

Making the transition

Integrating video surveillance with IP networks means that CCTV cameras can be plugged into the same Ethernet network utilised by an organisation's IT system, whether it be a Local Area Network (LAN), a Wide Area Network (WAN) or even a Virtual Private Network (VPN). While analog video surveillance has proved itself to be a worthy form of security over the years, there are some clear benefits in transferring analog camera systems over to IP networks. For one, IP surveillance offers a wider distribution and use of video images along with potentially cheaper and easier installation and maintenance of cameras. For example, additional cameras can be more easily added to a network without the requirement of hardwired cabling or a fibre optic transmission link; instead, the

cameras are able to essentially 'piggy back' the existing IT network, consequently utilising space bandwidth capacity.

IP networks also provide the ability for a specific area to be externally monitored whilst out of hours – for example, a school's LAN could be linked to a local authority's control room so that the establishment's cameras can be carefully monitored after hours. In fact, the ability to check on a property from a remote location can provide peace of mind for an estate manager in any sector. By using secure internet and Ethernet connections, managers can use their own laptops in order to monitor a property should they have to leave it for any significant length of time, thus eliminating the cost of having to employ someone to monitor the cameras at the property at all times.

Advantage IP

Another major benefit of IP cameras over analog recordings is the significant difference in which IP cameras can deal with difficult lighting conditions. Where some video solutions may struggle, advances in IP technology have made way for clearer, crisper images by combining normal shutter speeds in dark areas with high shutter speeds in light areas into a single high quality image, avoiding any under or over exposure. On the topic of quality images, the introduction of High Definition (HD) megapixel IP CCTV cameras and subsequent HD recordings and display solutions have also grown in popularity and importance. The quality of such HD recordings have proven useful within high risk environments and can be hugely helpful in identifying intruders and securing convictions in the cases of crime.



James Kelly, BSIA Chief Executive

While IP HD cameras have found their place in high risk sectors such as banks, military bases and corporate headquarters, IP enabled dome cameras have become commonplace in more public areas such as town centres and business parks. IP dome cameras carry various benefits over traditional boxed cameras. For one, they are less obvious and give the impression of a wide range of surveillance, making them suited to covert monitoring as observers cannot easily identify which way the camera is pointing at any given time. Dome cameras are also more robust, with vandal resistant and waterproof options – ideal in areas where they could potentially be attacked.

The application of IP cameras has consistently been growing over time. By running information over an Ethernet, manufacturers have also been given the opportunity to develop new generations of equipment that can be remotely monitored and controlled over these networks, ranging from control panel, door controllers and CCTV cameras to fully integrated intelligent security management systems that have the ability to combine fire, access control, CCTV and intruder alert systems.

While it is clear to see that IP video surveillance carries a multitude of benefits, it can be even more beneficial to integrate IP systems with existing analog surveillance in order to take a 'hybrid' approach, creating a comprehensive system that utilises the positive aspects of both solutions.

The Importance of Quality In an Ever-changing Landscape

While CCTV systems are constantly changing, there is one thing that remains steadfast over time – and that is the importance of quality. If a business does decide to change their system, the most important aspect is that they are choosing their security solution from a reputable supplier that meets with the correct standards for their products and services. This is especially important within the

CCTV sector, where the standards landscape is always improving.

Last year saw the UK Government launch their CCTV Code of Practice, providing 12 principles laid out by the Surveillance Camera Commissioner in order to regulate the quality of CCTV cameras – whether they are IP or analog – under public sector ownership. However, research published by the BSIA last year found that only 1 in 70 CCTV cameras in the UK actually exist under public sector ownership. As such, the BSIA revised its own Code of Practice in order to reflect the latest changes in surveillance camera installation standards, including newly-created IEC and Cenelec standards.

Mark Wherrett, Chairman of the BSIA's CCTV Technical Group explains: "The BSIA's Code of Practice remains the go-to document for all CCTV installers, so we wanted to update it to provide users with a cohesive overview of all of the standards and regulations to which they are required to adhere. The landscape of CCTV standards is complex and can be difficult to navigate, so this Code of Practice, with associated guidance is intended to provide a single point of information for installers wishing to provide a quality service compliant to legislative requirements."

The British Security Industry Association is the trade association for the private security industry in the UK. Our members provide over 70% of UK security products and services and adhere to strict quality standards.

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FIRE FIGHTING

Red Hot Ruby Is Blue

Keith Brown Officially Opens New Fire Training Simulator Facility



Gordon Dewar (l),
Chief Executive of
Edinburgh Airport
with former Scottish
Transport Minister*
Keith Brown (r)

* At the time of going to press Keith Brown had recently been appointed Cabinet Secretary for Infrastructure, Investment and Cities in the Scottish Government.

The biggest aviation fire training facility in Scotland was officially opened on 29 October at Edinburgh Airport following a £1.3m investment. Keith Brown MSP, was at the airport to officially open the new facility, which is equivalent in size to a 787 Dreamliner aircraft and allows fire-fighters to train in the most realistic emergency scenarios.

Standing at almost 9 meters tall and 40 meters in length, the new training simulator ensures the airport fire service has the most up-to-date facilities to allow fire-fighters to train, enhance their competency and be equipped for any emergency situation they're likely to face at an airport. From full aircraft fires with three different levels of intensity, smoke-filled cabin and passenger rescue and casualty removal scenarios, the new fire training simulator provides the most authentic training environment for new recruits and experienced members of the airport fire service. The simulator has an internal layout similar to a 787 Dreamliner and is fully equipped with a passenger and cargo deck, operational passenger and cargo doors and luggage racks. It also carries a realistic flight deck simulator, gas and temperature sensors and internal lighting.

The former Scottish Transport Minister* Keith Brown said: „I'm delighted to mark the launch of this new training simulator for the fire service at Edinburgh Airport, the first of its kind in Scotland.“ The new equipment will allow staff to receive the highest standard of safety training when it comes to dealing with the increasing number of larger aircraft using the terminal and growing passenger numbers. „I commend Edinburgh Airport for making this significant investment in safety and hope it continues to build on its success attracting new routes to destinations like Doha, Chicago and Philadelphia.“



New recruits receive realistic training

Ready For More Aircraft

The new fire training simulator is the biggest in Scotland and will provide both new recruits and seasoned colleagues alike with the very best aviation fire training possible. Gordon Dewar, Chief Executive of Edinburgh Airport, said: „With more passengers and aircraft using our airport than ever before, it's imperative we continue investing

in our facilities to maintain our excellent safety record. We've had our busiest summer on record and keeping our passengers safe and secure is our top priority. The simulator is absolutely huge, the equivalent in size to a Dreamliner aircraft, and is fully equipped with everything you would need to effectively train for an aviation emergency. Our airport fire service has to be ready to attend an emergency in less than three minutes so having a facility on-site which can provide the highest standard of training is a great addition to our training center.“

The airport ran a competition at Hillwood Primary School in Ratho Station to give pupils the chance to name the new facility. The winner was nine-year-old Sophie Thomson, who chose the name 'Red Hot Ruby'. Edinburgh Airport has seen more passengers travel through its terminal in 2014 than ever before, having exceeded the 10m passenger mark in June. Following the launch of a number of new long-haul services this year to Doha with Qatar Airways, Chicago with United and Philadelphia with US Airways, an ever-increasing number of larger aircraft are now using the airport, including the first scheduled 787 Dreamliner with Qatar Airways.

CONTACT

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Ray Turner, General Manager of Operations at Hochiki Europe

GIT SECURITY: After receiving system proposals from various different suppliers, what can a buyer do to ensure that they are comparing like with like?

Ray Turner: When you look at the quotations you need to be asking a series of objective questions: What approvals does the system have? What technology is the system using? What type of protocol does the system have – is it flexible? Have they proposed the most suitable type of system for the application? What quality are the components? Are the products protected from the environment to ensure reliability? What life expectancy does the system have? You may decide that putting your answers into a table will help you clearly identify the most suitable solution. When looking at the proposals for each system, it is important to consider the research and development (R&D) capabilities of your prospective suppliers. Every building comes with its own particular fire safety needs, so it is important that the manufacturer you select is able to provide the most appropriate and reliable solution for the needs of your building that is also fully compliant with all the regulations in force in your region.

There will be solution proposals that would employ absolute cutting-edge and possibly proprietary technology from one specific supplier. Is it always advisable to go for the apparently most technically advanced system?

Ray Turner: It is great to be innovative, and it is something that we pride ourselves on here at Ho-

FIRE SAFETY

Honesty Is The Best Policy

A Transparent Supply Chain is Key to Fire Safety

GIT SECURITY spoke to Ray Turner, General Manager of Operations at Hochiki Europe, about making the fire safety equipment supply chain more transparent and how this will help companies in their acquisition process to obtain the best long-term solution for their particular application.



chiki. For specifiers, it is natural to be cautious when considering new technology, but it is also important to understand that all new fire safety and emergency lighting products go through the most rigorous tests and processes before they are approved for market to ensure they offer the highest standards of performance. At the same time though, it is crucial for specifiers to select the life system that is most suitable for the individual needs of their building, which may not necessarily be the newest, most recently-launched technology. By talking to fire safety and emergency lighting experts though, specifiers can ensure they find products that offer the right features and benefits for their needs.

The capital investment required for a new fire safety system is immediately obvious from the quotations. But how can the maintenance, running and repair costs over the system's lifetime best be calculated?

Ray Turner: The costs associated with various manufacturers' products can vary considerably and so it is always advisable to do your research before a system is installed. First of all, it is important to understand the life expectancy of the product. A system that will only last five years before perfor-

mance is impaired, for example, is not going to be the most cost effective solution in the long run, and will end up costing you money further down the line. All fire detection systems require regular maintenance to ensure they function correctly and minimize the likelihood of unwanted alarms. Some products may need more attention than others, resulting in additional care, which can prove expensive over the lifetime of the system. As such, it is worth understanding the maintenance schedule and associated costs as soon as possible. Of course, system reliability can also have a financial impact. With a less reliable system you may encounter unexpected problems that may cost you both time and money to fix. Replacement product prices may also vary, so it is crucial to ensure that the manufacturer offers a comprehensive warranty to mitigate the impact of any unexpected expenditure. The good news is that there are fire detection system manufacturers out there that are able to offer a wide range of information and advice on how to minimize long-term costs and reduce unwanted alarms. Taking the extra time to assess a fire detection system's total cost of ownership (TCO) is clearly a worthwhile exercise that will undoubtedly pay dividends in the long run.

Where can buyers most easily inform themselves about the various applicable standards, the legislation involved and other related responsibilities?

Ray Turner: Specifiers can talk to fire safety and emergency lighting manufacturers' technical experts, who will be able to provide information on how their product portfolio complies with European and local standards. This information should also be available from those installation companies who have a strong partnership with the manufacturer, so always ask for this when considering a tender. There are also a number of legislative bodies and industry associations who can provide up-to-date information. Copies of European standards can be bought online, and you may also wish to sign up for newsletter notifications from organizations such as the Loss Prevention and Certification Board (LPCB) or the Fire Industry Association (FIA).

CONTACT

Hochiki Europe

Tel: +44 1634 266 568 · www.hochikieurope.com

Gas-Based Extinguishing System

Vertical, highly condensed inventory systems pose major challenges for conventional fire extinguishing systems. Their spatial constraints and high material density make it difficult to extinguish the source of a fire. Together with partner Kardex Remstar, Wagner has developed a solution for vertical shuttle and paternoster systems. Conventional nitrogen gas is held in cylinders outside the shuttle or paternoster system. The system's special feature is that the gas is introduced over numerous small openings at different heights within the storage system at up to 30 meters by means of a diffuser pipe. This results in equal distribution of the extinguishing gas and effective fire suppression. Gentle flooding of the storage system at a pressure of only 2 bar avoids damage to stored goods, and nitrogen is environmentally friendly and residue-free. The Firexting fire extinguishing system is designed to suppress the fire in its incipient stage and reliably extinguish it. Conventional water-based or foam-based extinguishing systems often cause more harm than good where irreplaceable exhibits, cultural assets or sensitive data are stored. Firexting uses the inert gases nitrogen, argon, IG-541 or carbon monoxide, depending on the application. Oxygen levels within a room will be heavily reduced and the combustion process prevented. Since they do not react with other materials, the extinguishing process is entirely residue-free. An alternative is the Novec™ 1230 chemical extinguishing gas, which forms a highly heat-absorbent gaseous mixture, withdrawing energy and choking the fire. www.wagner-uk.com

Emergency Management System

Visulan is a comprehensive network-based fire risk management and information system that integrates operating parameters of all security installations and components in the network into a central database. Surveillance staff have all relevant information in view at all times and connected systems are then operated through a single intuitive user interface. The system provides status monitoring, management and control of individual devices, systems and subsystems to guarantee safe execution of event-specific reaction processes. When certain events occur, predefined reaction processes can be automatically initiated and instructions communicated to operating and surveillance staff, along with alerted external rescue forces. www.wagner-uk.com

CBRN Suit

The US launch of Trelchem Act, a protective solution for law enforcement responders dealing with consequences of Chemical, Biological, Radiological and Nuclear (CBRN) terrorism incidents has been announced by Ansell. The garment is intended for use in all CBRN terrorism environments, including the Immediately Dangerous to Life and Health zone (IDLH) and is certified according to the American standard NFPA 1994 Class 2. Trelchem ACT is developed with a system-level perspective to offer law enforcement and other CBRN terrorism response teams the best possible protection where concentrations are recognized to be at IDLH levels (lethal). The Trelchem ACT suit is made from a strong, durable and lightweight technical fabric with a fluoro-based barrier film. www.ansell.com

Meet GIT SECURITY at intersec Stand S3-F47

Fire Alarm Loop Interface

Apollo Fire Detectors has launched a Diversity Loop Interface Unit, approved to EN54: 17, EN54:18 and EN54:25, and also a Survey Kit especially for their Xpander range. Connecting up to 31 devices to an addressable loop, the upgraded unit provides increased signal integrity. Signals to and from the device are transmitted through internal orthogonal bi-directional aerials, which require no adjustment or maintenance. The device is backwards compatible with existing sites. The Survey kit allows a more detailed site survey, determining suitability for an Xpander installation and integrity once installed. It provides dB and background noise levels and meets the requirements of BS5839 Part 1 for a site survey. www.apollo-fire.co.uk



PROTECTIVE CLOTHING

Keep Pout Select Heat and Flame

Expert Guidance on All There Is to Know About Heat and Flame Protective Clothing

They say 'variety is the spice of life' and when choosing anything a few different options are always welcomed. It's no different when it comes to choosing heat and flame protective garments to keep an employee safe, however fully understanding the difference between those options is absolutely crucial.

Flame Resistant or Retardant?

At the moment there is no clear distinction between the terms 'resistant' and 'retardant', often leaving some buyers and end-users puzzled. Currently the CIRFS (European Man-Made Fibres Association), the representative body for the European man-made fibre industry, is attempting to create an official definition for the various combinations of terminology using resistant, retardant, inherent or treated in the name to clear up confusion. As a rule of thumb, the following definitions are widely accepted:

Flame resistant fabric and Flame retardant are two terms that are used to describe a material that is self-extinguishing after removal of an external ignition source.

The distinction of inherent versus non-inherent fibres of fabrics, is whether the flame resistant or retardant properties are intrinsic to the polymer or fibre properties or whether a flame retardant or resistant chemical treatment applied somewhere after the fibre production. The flame resistance of a fabric is primarily a consequence of the properties of the fibre. Different yarn properties and fabric construction that may contribute to increased flame resistance.

Inherent or Coated Protection?

When a fabric offers inherent protection, this is because it is manufactured with fibres, such as Nomex, whose intrinsic structural properties make them naturally flame resistant. Because the properties are part of the structure, they cannot be washed out or removed by cleaning processes, wear and tear, and will continue to offer the same level of protection throughout the garment's lifetime. The advantage of these types of protective fabrics is that the performance is robust despite the probable non-observance of the manufacturers cleaning instruction.

Non-inherent fabrics, sometimes known as coated FR or coated flame retardant fabrics, use a chemical treatment to achieve protection. The treatment chemicals are frequently 'activated' by intense heat, producing char and gases that inhibit combustion for a certain time. The limitations of flame retardant treated fabrics are that the added chemicals may be affected or removed by external factors such as washing, exposure to heat or exposure to other chemicals. The non-inherent fabrics are limited in that the heat and flame protective properties are maintained for the indicated wear life, i.e. for up to an indicated maximum number of cleaning cycles. However this will only stay true as long as the user adheres strictly to the manufacturers cleaning instructions, otherwise there is risk of damage to the flame protective properties, potentially putting the wearer at risk.

European Legislative Requirements

The end goal of the garment is to offer thermal protection to the wearer. The garment should not burn, melt or disintegrate on exposure to flame throughout its lifetime and it should provide the required level of thermal protection consistent with the potential risk to which the wearer might be exposed. Before being placed on the EU market, garments must undergo specific tests and surpass a set level to ensure the wearer will be adequately protected. Under the EU legislative framework, the user, to be effectively protected by PPE must ensure, based on the first directive, to have conducted a risk assessment to determine the appropriate level of protection required, and purchase PPE compliant with the second directive.

- **Directive 89/656/EEC:** "Minimum Health and Safety Requirements for the Use by Workers of PPE" – known as the PPE 'Use Directive' which sets down the employers obligations towards Health & Safety of workers through a risk analysis and assessment free of charge supply of appropriate PPE and training, and
- **Directive 89/686/EEC:** "Approximation of the Laws of Member States relating to PPE" – known as the PPE 'Product Directive' which specifies the procedures for the placing on the market of PPE from its manufacture and certification that it conforms with the basic requirements to protect users of PPE

The Product Directive brings together PPE covered into three distinct groups and whilst the Directive does not explicitly define these three groups into categories, it is common practice to use the terms category I, II and III respectively".

- **Category I:** PPE of simple design and assumes that the user can access the level of protection against gradual risks which the user can identify in good time, for example gardening gloves and sunglasses.
- **Category II:** PPE that is neither simple nor complex but is considered intermediate design. This category provides intermediate level of protection.
- **Category III:** PPE of complex design and is PPE that is intended to protect against mortal danger or against dangers that may seriously harm a person. The design assumes the user cannot identify the risk in sufficient time. This would include heat and flame protective garments.

In addition to this, PPE placed on the EU market must also carry CE marking. This symbol implies the conformity to all provisions of the relevant directives. Manufacturer's information is also required to be supplied alongside the PPE and forms an integral part of assessing the conformity of an item of PPE. When choosing thermal protective clothing you will come across a variety of standards. It is important to understand what these standards mean and also to have an idea of the testing that is behind achieving the standard. The table below outlines some of the key standards you'll come across.

Standard	Is about
EN ISO 15025 in conjunction with EN ISO 14116	Limited flame spread materials, material assemblies and clothing
EN ISO 11612	Protective clothing – Clothing to protect against heat and flame
EN ISO 11611	Protective clothing for use in welding and allied processes
IEC 61382-2 (draft EN 61482-2)	Live working – protective clothing against the thermal hazards of an electric arc

Importance of wearability

There are factors other than safety that determine the effectiveness and 'wearability' of protective apparel, namely comfort and appearance. A responsible garment manufacturer will offer design assistance so that ergonomic needs can be translated into wearer benefits, providing protective work wear that is as attractive and comfortable as street wear whilst still meeting stringent protection standards. Comfort is not a luxury, but allows for more efficient working and increased attention during hazard work. There are two basic character-

istics that have an impact on a wearer's comfort and that can be measured objectively.

- **Garment weight:** The weight of a garment can help or hinder performance for the wearer and the type of fabric being used in the construction (i.e. is it a fabric with inherent flame resistant properties or is it a coated fabric), can have implications on the overall weight.
- **Moisture management:** A criteria of moisture management is the evaporation of moisture or perspiration from the skin through the fabric structure. The Sweating Guarded Hotplate test method (ISO 11092) measures the resistance of a material to let water vapour through which is expressed as Ret (water vapour resistance in m².Pa/W). A fabric's moisture management performance is also influenced by its air permeability, the capacity to let air pass through (tested according to ISO 9237). Air permeability (expressed in litre/m²/sec) is an important measure of comfort, because it is a measurement of the air moving through a fabric and around the skin, leaving a dry feeling on the wearer's skin.

Garment design is also an important element that has a direct influence on moisture management and overall comfort of the wearer and must be considered when specifying an appropriate PPE and its supplier.

The Relationship With Your Supplier

Whether you are buying directly from a garment manufacturer or a distributor, a reputable organisation will be able to offer advice on the type, style and protective properties of a garment to ensure the best balance between comfort and protection based on the understanding the hazards and work practices. Depending on your requirement, extensive choice will be offered from existing ranges or bespoke garments may be able to be developed to meet your exact needs. Ensuring garments are manufactured to the required standards is essential and for peace of mind, work with a garment manufacturer or supplier that has the British Safety Industry Federation's Registered Safety Supplier mark, the CE mark or is a member of the Nomex Partner Programme.

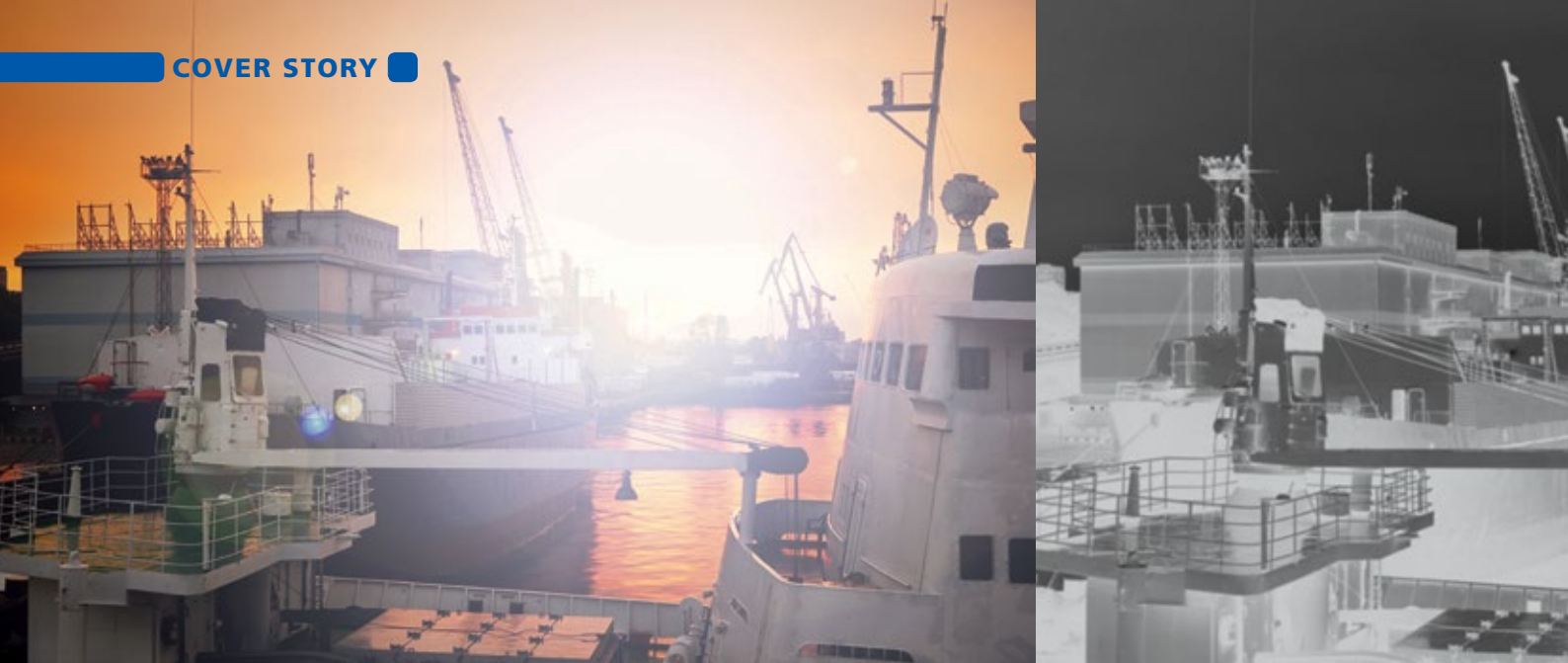
By understanding exactly what to look for, the different standards the garments must adhere to and the various types of protection available when choosing heat and flame protective garments, not only will workers be protected properly in life threatening situations, but you'll be completely 'in the know' about what to expect from your garments.

Author

Elaina Harvey, Protective clothing and Nomex specialist at DuPont

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DuPont, Geneva, Switzerland
www.dupont.com · www.nomex.co.uk/solutions



PERIMETER PROTECTION

The Thermal Advantage

Thermal Imaging Technology for Unprecedented Port Security

Millions of tons of cargo. Billions of dollars in goods. The activity of a small city with miles of perimeter fencing, uneven infrastructure, blind spots, and ever-changing weather conditions. Port security is no small task, yet increasingly, security operators are asked to assume more responsibilities with static, if not shrinking, budgets. As drivers of a global economy, the demands placed on port security continue to grow and with them, the challenges and complexity increase exponentially.

Leveraging Existing Infrastructure

Unlike traditional retail, commercial, and many industrial applications, ports present unique security issues that must be anticipated and addressed. Typically, high-security installations rely on a variety of solutions, including video security and surveillance. The combination of legacy analog and

more modern IP-based video cameras, recording and video management systems, PSIM, analytics, and more provide a digital extension of security personnel.

Port security, however, is anything but typical. From miles of unguarded, unlit perimeters to ever-changing lighting and weather conditions, traditional video security has a difficult time providing the comprehensive intelligence demanded by such a high-security facility.

The Thermal Advantage

Once restricted to the military due to prohibitive cost, thermal imaging is an increasingly relied upon technology for an ever-growing array of security - as well as process and operations management - applications. As price points have dropped, integration of thermal technology into today's vid-

eo security and surveillance camera systems has become more prevalent, providing a wealth of information and functionality previously unavailable.

As David Dorn, applied technology engineer manager at Pelco by Schneider Electric said, "Due to significant improvements in fabrication technologies, we are seeing dramatic price reductions in those thermal imaging core components, image sensors and lenses necessary to build thermal cameras. In the last 18 months, for example, we have seen a 2x cost factor reduction in the image sensors themselves. This means that thermal technology is no longer confined to high-end military and government applications."

Because many applications that rely on video security are challenged by a number of external, uncontrollable factors, including ambient light and weather, thermal imaging has cemented its position as a must-have technology to detect and observe the persons and vehicles on and near a facility - information necessary to make immediate, informed decisions.

How it Works

Whereas a visible-light camera uses light reflected off objects to build an image, thermal imaging cameras capture an object's emitted heat to provide a high-contrast image - eliminating the need for any light source.

David Dorn,
Schneider Electric

www.GIT-SECURITY.com



Using special materials like Germanium that transmit thermal energy, lenses focus a thermal image onto a thermal image sensor. Microbolometers, the sensors used to create a thermal image, feature either Vanadium Oxide or Amorphous Silicon coatings on a silicon wafer. "Similar to CCD or CMOS imagers in visible-light cameras, the microbolometer has an array of pixels with each pixel receiving heat energy proportional to the heat energy present in the scene at that point," Dorn said. "Because today's advanced thermal cameras can detect even minute differences in temperature, visual information that was never before available is now at a security operator's fingertips."

The thermal contrast among objects in low-light and no-light conditions provides the information necessary to quickly make informed decisions - information that standard visible light cameras cannot deliver. And thanks to this technology, thermal imaging is also a powerful tool for applications beyond security - providing the capabilities to spot leaks, ruptures, or hot spots across bridges, dams, refineries, and power plants.

For many security applications, the ability to detect if a person or vehicle has entered the scene is critical. Thermal excels in this regard since the temperature of a person or vehicle is typically quite different than the background temperature of the scene. This makes people and vehicles easy to detect in thermal images, even from very long ranges. The ability to accurately and reliably detect people and vehicles is also very useful for video analytics.

Even in complete darkness or in areas obscured by fog, foliage, or other obscurants, thermal cameras alert security personnel to potential threats that may not be captured by a standard visible light camera. And this is nowhere more important than port applications, where security personnel are faced with a variety of challenges, from distant, poorly lit perimeters to unguarded waterfront access. Thermal imaging is quickly becoming a common, tried, and trusted technology, independent of or complementary to visible light cameras, to ensure 24-hour protection.

Sarix TI: The Premier Thermal Imaging Camera System

Sarix TI is the first thermal camera specifically designed to be an integrated part of any end-to-end video security solution. Completely operable with both Pelco and third-party video management and recording systems, Sarix TI is quite simply, the evolution of thermal imaging. Available in both IP, analog, fixed, and pan/tilt models, Sarix TI is as easy to install and use as any traditional dome camera. Bringing an all-digital design with advanced thermal imaging capabilities to mainstream video security applications, the result is an affordable camera system that delivers high-quality video, as well as the power and flexibility that only comes with thermal imaging technology.

- Non-military thermal camera
- Sun-safe amorphous silicon sensor
- Plug and play with the industry's most common recording and video management systems
- Fully integrated sensor, camera, enclosure, and pan/tilt system
- Fixed and pan/tilt models integration into any IP or analog system
- Embedded analytics
- Full and reduced frame rate options
- Multiple resolution options, up to 640x480px
- Three-year warranty



Lower Installation and Operating Costs

Interestingly, although thermal cameras still typically cost more per unit than a traditional visible camera, deployment of a thermal imaging solution in a port environment can be much more cost effective than traditional video. For one, thermal cameras have longer detection ranges, necessitating the use of fewer units, overall. Additionally, because thermal cameras do not need lighting, their use can eliminate the need for installation of light poles and their associated infrastructure. Finally, with operating costs continually under pressure, thermal cameras are attractive because they can eliminate the ongoing electrical costs of powering lights for security every night of the year.

Video Analytics

A major advantage of thermal imaging is in its ability to deliver high-contrast images in the most challenging lighting conditions. Since thermal imaging uses heat from objects to form its image, no illumination source is needed. This means that thermal imaging works equally well in all lighting conditions - day or night under normal light, low light, or even no light conditions.

Importantly, thermal cameras provide an optimal platform for the use of video analytics. Since visible-light cameras are dependent upon reflected light, image quality and accuracy can degrade throughout a 24-hour period due to shadows, inconsistent lighting, glare, and other lighting effects over which neither security operators nor technology have control. But since thermal cameras capture an object's thermal emission, it ignores common light conditions (whether too little or too much), which challenge traditional video analytics.

The high-contrast image enables the predictable use of analytics with extremely low false-alarm rates at all hours of the day.

Thermal cameras, especially those with built-in, integrated analytics, enhance the flexibility and performance of any security system. The ability of thermal imaging to immediately detect threats - typically before even the human observer - coupled with the automatic notification of suspicious activity, makes you more prepared than ever to keep their property secure.

A popular example of such a deployment is virtual fencing and automated perimeter security, taking advantage of "trip wire" and other behavioral analytics. A thermal camera looking down a fence line with a virtual trip wire, people-detection analytic employed, will give a very accurate alarm if someone crosses the fence line over a long distance, day or night, under any lighting conditions. This "thermal fence" solution is much more accurate and cost effective than existing visible camera solutions, traditional deployments of microwave detectors, and even existing motion/perimeter proximity sensors.

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SECURITY FOR TRANSPORTATION

Right On Track

Dallmeier Safeguards Train Stations in South Africa

The Passenger Rail Agency of South Africa, known as Prasa, is responsible for the transport of several thousand passengers daily in RSA. A high-resolution video surveillance system consisting of over 6,400 HD cameras was installed by Dallmeier to enhance security for commuters at 80 railway stations in South Africa.

The cameras monitor platforms, ticket counters and public areas such as entrances and exits as well as points of access to the platforms. In this way, violent crimes such as robberies at the ticket counter or shootings among gangs can be recorded in high resolution and the perpetrators can then be identified and prosecuted. "The resolution of the old analog CCTV system was simply not adequate to permit precise recognition of the offenders, and many crimes were never solved. This is why Prasa decided to modernize their equipment. Commuters should feel secure and enjoy going by train," stated EP Smit, Dallmeier Sales Manager for South Africa. And the course of incidents such as accidents at railway stations can also be clarified positively with the new video system.

On average, 80 cameras each – and considerably more at larger stations – currently keep an

eye on things at 80 railway stations. Prasa decided to adopt vandal-resistant IP dome cameras that supply 720p HD and 1080p Full-HD resolution. The dome cameras are supplemented by several PTZ cameras with factor 20 optical zoom. The video material is recorded on several DMX 2400 machines, a video IP appliance with integrated storage. This compact device has significant storage capacity and provides maximum data security.

Smooth Rail Transit

Problems caused by sabotage arise repeatedly not only at railway stations, but also on the tracks. Signal installations and points responsible for proper guidance of the trains are damaged and make it impossible for rail traffic to run smoothly. In order to put a stop to this vandalism, track segments are also monitored by video. Infra-red cameras

Rolling stock marshaling yards and open track sections are protected by both PTZ and IR cameras ►



are installed that supply detailed images even at night, thanks to the integrated infrared lighting. But Mathew Smith, Senior Technical Engineer at the local systems installer Siyangena, is thrilled not only with the image quality: "I found the easy installation simply astonishing. The camera only has to be roughly aligned on-site; setting the focal distance and the focusing are taken care of easily over the network. The Digital Image Shift function was especially practical for us as it allowed us to precisely select the section of the captured image that we needed via the web browser."

Central Control

Prasa has divided the railway stations into four regions: Cape Town, Gauteng North, Gauteng South and Durban. Each one of these regions has a modern control room at its main railway station from which the security personnel can view every single camera in the region. This means that an average of over 1000 cameras converge in one control room! To make operating the system nonetheless as easy as possible for the security personnel, the Semsy management system was installed. This system provides a comprehensive range of functions such as the display of live images, various search options within the footage, the control of PTZ cameras and the easy archiving of relevant sequences. Maps of the individual railway stations and routes have also been integrated into the interface so that the right camera can be found quickly at any time.

In addition, practical VMC-1 keyboards are available to the operators. As well as the keyboard and interactive 6 monitor, this equipment also includes a jog-shuttle and a joystick for simple navigation through live and recorded video material.

First Investigative Success

The system already proved its worth soon after installation of the new cameras: Several armed robberies at ticket counters in Cape Town were re-



Discreet but all-seeing dome cameras at a typical station

corded by the video system and the video material was handed over to the police. „The images on the surveillance cameras were so clear that the suspects could be positively identified," says Mthuthuzeli Swartz, Regional Manager at Prasa Metrorail, afterwards to the Cape Times newspaper. Since the Dallmeier recording devices have LGC Forensics certification, the video material is also admissible as evidence before the court.

Mathew Smith expects even more: "We hope that word will spread about the performance capability of the video system and that, in the future, crimes will not only be solved but potential criminals will be deterred from committing their crimes to begin with."

Plans for the Future

EP Smit is personally on site on a regular basis and he is satisfied with the way things are going. For the future, more is being planned than merely equipping additional railway stations with Dallmeier technology: "Working together with

Prasa, we are planning to create a central control hub, in addition to the regional control centers, from which all cameras of all railway stations can be monitored from one single location," according to EP Smit.

Not only does Prasa rely on Dallmeier video technology in public-access areas of the commuter transit service. The switch-yards and marshaling yards in which trains are washed, serviced and parked have also been equipped with Dallmeier technology. In addition to HD network cameras, the patented Panomera multifocal sensor system is also being used there.

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SECURITY FOR TRANSPORTATION

New Tricks

Urban Transport: Video Surveillance Has Come of Age

While video surveillance has always been a part of security systems in public transport systems, new technologies have changed the way operators use such systems. Recent developments in camera technology have greatly improved the quality of the captured video while reducing both bandwidth and storage requirements, allowing for better event detection, faster forensics, streamlined operations and cost reductions.

Operating public transport video surveillance systems can become a big challenge for a few simple reasons. First, our cities are ever growing, and public transport has to grow with them. Second, most countries and cities today encourage their citizens to use public transport instead of their cars. Third, existing systems and structures such as buses, trains and stations become more crowded. Fourth, most railway and underground stations have seen decades or even centuries go by and have not been designed with video surveillance in mind. And finally, the sheer volume of live pictures typically far exceeds the capacity of the human resources that operators of transport systems can afford. So without further supporting technologies, it will become harder for video surveillance to live up requirements.

With intelligent video analysis, video surveillance can go far beyond just crime prevention. Today's video surveillance has to become much more efficient than it used to be; 'efficient' in operation, in the use of bandwidth and storage resources and in decision-making.

Efficient Operations

Ever more customers are moving to IP-based solutions with a simpler video architecture, network-based monitoring and intelligent analysis. As human errors are excluded significantly more accurate detection of incidents results. Operators only have to respond to alerts rather than continuously monitor a huge number of live images. Accuracy and speed can be increased further by using metadata describing objects or movements, which are much smaller than the images themselves and can be searched fast and automatically instead of the

actual video recordings. Metadata can be used for tracking similar objects – even across multiple cameras – so operators can follow an offender if he uses the next train to leave a station.

Far more diverse and sophisticated alerting criteria today analyzes the size of a moving object, its speed and its motion curve, only raising an alarm when an object crosses a predefined line, follows a defined path or its structure changes. For example, an alarm is raised if a person comes too close to the railway tracks or if somebody falls. Crowd detection can greatly improve safety by alerting before critical conditions develop, for example near the platform edge.

Hide and Seek

Advanced video analysis software also allows creation of reference objects; all object data in a selected live scene are noted with a single click on the relevant object. It is often necessary to analyze events later, which can be time consuming and, as four times live speed is usually the maximum you can view i.e. every four hours of recording take one hour of work, abstraction can look at camera generated metadata to improve video analysis. Records can be searched much faster and automatically, and four hours of recorded video can be analyzed in less than a minute.

Responders will get some guidance on the phone, but „a picture tells a thousand words“; HD images on mobile devices in critical situations can greatly improve the effectiveness of the response team. Intelligent dynamic transcoding technology from Bosch determines the available bandwidth to the mobile device and adapts image size accordingly.



IP over WLAN

Using IP as a transport protocol allows operators to run video surveillance across their existing network. IP is also easily transmitted across wireless connections and allows fast implementation in buses, trams and trains, such as in the new driverless metro line 5 in Milan where Bosch and its partners installed a wireless LAN over the entire 13 kilometer line.

IP technology in highly available distributed solutions has no 'single point of failure' - IP-based cameras can write directly to distributed storage systems. The high processing power of modern IP network cameras and encoders permits distributed architectures with intelligent video functions within the encoders and cameras as well as distributed storage throughout the network. Bosch intelligent Dynamic Noise Reduction (iDNR) improves image quality, reduces bandwidth and overall storage requirements of all their Dinion and Flexidome cameras by up to 30 percent. The Starlight family was specifically designed for extreme low-light conditions and with high sensitivity in both color (0.017 lux) and monochrome modes (0.0057 lux), the HD cameras work with minimal ambient light. This high light sensitivity can reduce the need for additional lighting.

Completing the System

It is advisable to integrate existing security systems into a central management system such as Bosch's Building Integration System (BIS), integrates into popular Building Management Systems. The Metro Sao Paulo for example uses the BIS Video Engine to integrate video surveillance into their overall Security Control Center which monitors the entire metro network. Being able to provide audible information or issue instructions as a result of what has been observed on the video surveillance system is essential in the Dubai International Airport which has the world's largest Praesideo Public Address and Emergency Sound System from Bosch. It has more than 120 active line arrays, 3,500 ceiling speakers, 250 sound projectors and 400 XLA line arrays driven by more than 300 amplifiers. The central control of this system consists of a software application provided by the supplier's Building Integration System. The successful trial period ended in October 2010.

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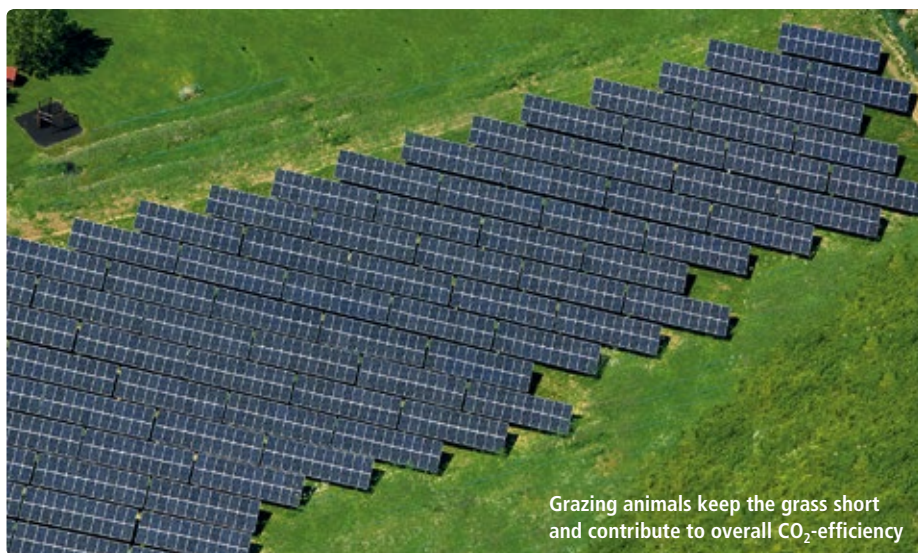
Video Surveillance System Protects Solar Park Technology

Solar parks represent a large investment in expensive technology, and this is well-known to those who take the matter of ownership less seriously than the rest of us. Geutebrueck video solutions already secure many solar parks worldwide and the third-largest free-field solar plant in the German state of Baden-Württemberg, the Solarpark Klettgau, now belongs to this group.

Built on the site of a former gravel pit, it has gone through a lot in the three years since its commissioning. The photo-voltaic system is located on three fields with a total area of 5.5 hectares. Nearly 9,000 modules, two transformer stations and a total capacity of 2.134 MWp make it a showcase

project for the district. But what does this output mean in real terms? Well, it is equivalent to the electricity demand of about 750 households. The associated environmental benefit is large: every year, emissions of up to 1,200 tonnes of CO₂ are avoided.

A video security system installed by Elektrotechnik Geiger is used to protect this large solar park. The requirements are stringent due to the difficult environmental conditions. Numerous wild animals roam on the site in the summer; the fields are even grazed. In addition, parts of the area are swampy and the rising mist evaporates on the hot solar cells, forming columns of steam that in the past would trigger bothersome false alarms. This is now avoided by the use of G-Tect/VMX sensors. The false-positive rate of the new solution is close to zero and this provides relief for the external security company that manages the alarm signals and the company takes advantage of the easy-to-use programming of alarm zones. In particular in summer when animals are grazing on the premises, it is particularly important to keep an eye out for a wolf in sheep's clothing.



Grazing animals keep the grass short and contribute to overall CO₂-efficiency

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Geutebrueck launches new website

A new website for the video security manufacturer Geutebrueck provides clearer navigation, an adaptive display and a fast, simple search function. Starting with an overview of the company, the range of services and the latest news leads on to practical industry-related examples. The main menu headings cover industries and solutions, advice and support as well as news and dates. The new search function has auto-completion for search terms. The so-called 'Geutepedia' provides help with useful know-how on video security technology and related technologies. The website is now fully responsive and automatically detects whether you are using a desktop, tablet or mobile phone, adapting the view according to the user's needs.



www.geutebrueck.com

Combined Perimeter Protection

Sicurit Perimeter Protection Systems has been producing and distributing perimeter protection systems since 1990 and today exports to more than 25 countries. Absolute Pro is a combination of multiple security technologies; microwave and IR beams. It works with optical synchronized IR beams (no wires) with Target Direction Analysis (TDA) and has individual beam remote control. A constant signal efficiency analysis takes place which drives the intelligent digital automatic gain control. Both IR and MW logic are integrated into the new analysis unit, which has IP-ready technology to easily integrate the system into existing or new IP backbone networks.

www.sicurit.com

New UK Appointment

Canon Europe has announced the appointment of Stephen Bates as Managing Director of Canon UK and Ireland, reporting to Rokus van Iperen, President and CEO, Canon Europe, Middle East and Africa. "Stephen brings extensive management experience gained working with globally recognized products and services in the telecoms industry," commented Rokus van Iperen. "We are transforming our organization to focus on new growth opportunities and Stephen will play a key role in driving the development of our services and solutions business in the UK and Ireland." Bates will assume full responsibility as Managing Director from 1 January 2015, succeeding Hasse Iwarsson, who will retire at the end of this year. Bates has 25 years of experience working with companies both in the business-to-business and consumer technology sectors, including Nortel Networks where he held a variety of UK and international sales and operational roles.

www.canon-europe.com

Second Generation HD Cameras

Dahua has introduced their HDCVI Gen II range of eye-balls, IR-bullet and dome cameras. They feature an in-house DH5000 chipset, which combines an Image Signal Processor (ISP) and TX chipset. They not only provide clear and crisp images at 1080p and 720p, but also an outstanding nighttime performance under strong contrast. In addition to the fixed lens cameras, the CVI family adds 2.7mm to 12mm motorized (-Z) and vari-focal (-VF) versions. Optimized algorithms have been employed in the motorized lenses to provide faster and more accurate focus. Cameras work with any HDCVI 2.0 compliant DVR.



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German CVIT Service Providers Are the World's Leading Prevention Specialists

Michael Mewes on the Sector's Greatest Disaster and the
Question of Whether the Transportation of Cash is Not Outdated.



Michael Mewes

Nowadays, service providers on the cash and valuables market implement processes for the conversion of cash to book currency for their customers from trade and industry, banks and institutions. Our scientific editor Heiner Jefrosky interviewed the Chairman of the Executive Committee of the BDGW and CEO of the leading valuables logistics company CLAG, Michael Mewes about the sector, his association and his activities.



GIT SECURITY: Mr. Mewes, could you give our readers an overview of the sector. How many companies, people, vehicles and valuables are we talking about?

Michael Mewes: According to details from the Deutsche Bundesbank, CVIT companies handle and transport a total of 3 billion Euro every day. 11,000 employees, of which 7,500 work in money transport and 3,500 in money handling are employed in the portioning, counting and transportation of customers' money. Due to concentration processes, the number of companies has reduced significantly over the past years. At present the German CVIT companies association, the BDGW has 37 companies as normal members. These have a total of over 2,500 special armoured vehicles.

Several years ago, money transportation and money handling companies did not have a good reputation. How do you now see the reputability of your sector? Are there still „black sheep“?

Michael Mewes: Of course, the incidents in 2006 did sustained damage to the image of our sector. Even today, the case H from H is still talked about at almost every cash convention. Eight years after this mega disaster for our sector, we still have to point out that this case was only possible because a large number of the sector's customers failed to observe their duty of care. To some extent, criminal activities were even supported by positive actions or omissions. Even the Bundesbank contributed to this being possible, due to the completely inadequate control measures in those days. Unfortunately it is not fully recognised that during the criminal era of H, many other companies in our industries were doing a great job without receiving any complaints and continue to do so up to the present day. Due to extensive revision of the BDGW security regulations, the control measures and close surveillance, it would nowadays be almost impossible for such a criminal organisation to remain undetected. Of course, all of the parties involved have to

do their particular job properly and fair and acceptable prices have to be agreed. The „greed is cool“ mentality of the middle of the 2000's receded into the background somewhat after H. However, in the past years there have been an increasing number of cases in which jobs have been awarded almost exclusively on the basis of the lowest price.

CVIT services are now used for the transport and handling of money and supply of cash. What is the present market situation and how do you rate the security standards of the service providers?

Michael Mewes: Over the past 20 years, CVIT service providers have undergone a continuous development process from mere transporters of cash and valuables to full service providers. The companies provide services at all points of the cash circulation process. The companies are also important partners for the support of the increasing use of technology at the Point-of-Sale or for the ATMS and cash recycling machines used by banks, as well as other self-service devices. The companies provide first level service for filling and emptying the devices and accounting, and in many cases also provide technical services. The security standards of the companies is extremely high and they continually invest in transport and handling technologies. The cash centres are increasing in size and are becoming increasingly secure and modern, so that the technological equipment enables the fulfilment of all cash handling tasks according to the present standards and the new ECB standards which come into effect in January 2015. German cash and valuables service providers are the world's leading prevention specialists. In an international comparison, there is no other country in which so many physical transactions are carried out with so few successful robberies. This situation is not due to the fact that there is little danger, but rather because our companies counteract the existing danger innovatively and effectively with a very high standard of security.

The BDGW celebrates its 25th anniversary this month. How would you briefly describe the most important tasks of this sector association?

Michael Mewes: Since its foundation in 1989, the primary objective of the BDGW was to make a significant contribution to the secure transportation of money in Germany. Together with our security officers and representatives of the relevant employers' liability insurance associations we have succeeded in making the transport of money in Germany by far the most secure in Europe. According to police statistics, there was not a single robbery last year. In the same period, almost 80 cash transporters were attacked in France and almost 400 in Great Britain. In addition, over the past years we have also carried out independent collective bargaining negotiations for the German federation of security companies, the BDSW. With this, the BDGW has moved on from its origins as a trade association to become an employers' and trade association. We already began to accommodate for this shift in our activities 12 years ago. This is expressed in the change of name from the German Cash Transport Companies Association to the Cash and Valuables Service Association.

Handling large amounts of money and large values is a matter of trust. Your member companies offer „Security and quality at a fair price“. What criteria or references must your customers consider and what are the most important cost factors?

Michael Mewes: For many years now, we have pointed out the relevant criteria and references for pricing in our checklist. These are naturally the wage costs for our employees, costs for vehicles, costs for money handling as well as the safety measures in the vehicles and cash centres. For competitive reasons, we can only make very approximate statements. These can only be average values, which are not suitable to make specific statements for every service in every region of



Germany. It remains the customer's responsibility to select the right cash-in-transit service from the large number of providers which still exists.

What services do the companies provide in addition to armed personnel in uniform and armoured vehicles?

Michael Mewes: As has already been said, we are now a modern cash-in-transit service provider. We are taking over an increasing number of functions, which have nothing to do with traditional transport tasks. This includes loading the 60,000 ATMs in Germany as well as surveillance with video cameras. Unfortunately, up to now we have not been able to turn our sector into an independent financial service provider, which organises the flow of money independently from the Deutsche Bundesbank. We still have to rely on so-called cooperation models with banks. However, this has made cash processes more efficient and cash is still the cheapest method of payment in Germany.

What about the development of the crime rate and the number of solved cases of attacks on cash transporters? Do insiders have a chance?

Michael Mewes: Our statistics show that the number of attacks has reduced considerably over the past years. However, as has already been said, in an international comparison we are certainly the most secure CVIT services in the whole of Europe. Even if no specific figures are available, we must admit, that in spite of all of the technology which we use, there are still occasional criminal insiders in our sector. The number of cash processes in the company has greatly increased. Even though we try to keep internal losses as small as possible with modern surveillance technology, these cannot be completely ruled out. We need to obtain more information about our staff and inform them and train them that embezzlement does not pay. I know of cases where after working in the industry for 20 years, fathers of families have jeopardised their entire livelihood for a few thousand Euro.



Sooner or later, all criminals are brought to justice in Germany. That applies to both attacks as well as for internal criminals.

What employment requirements, training and education should cash and valuable transport personnel have?

Michael Mewes: Section 1 of the BDGW security regulations primarily deals with the principles for employees and their training. This includes their physical capability and above all the question of reliability. Of course, the transportation of money and valuables is not a job which is subject to vocational training in the traditional sense. We need experienced, as well as older employees who are reliable. Naturally, we also require a whole series of documents. These include a background check as well as information from the SCHUFA credit rating agency and a CRB check. We also have instructions for companies to make comprehensive background checks on the past and present personal circumstances. This considerably reduces the risk. Companies who also offer security services often use this group of people. With this they have knowledge from many years experience. However, the specified training and further training measures which have to be fulfilled are also important.

Are cash logistics not outdated? Is payment with cash still up-to-date? How do you see the future of your sector?

Michael Mewes: Of course payment with cash is still up to date. Even so, it cannot be denied that the proportion of cash in the volume of payments in Germany is reducing, although 80% of all transactions, with a volume of about 53%, are still made in cash. For consumers, cash is a secure and anonymous means of payment. For traders it is by far the cheapest method of payment. Naturally, the banks are trying to considerably increase the proportion of cashless transactions. Here there is new competition from the field of mobile business sectors such as smartphones etc. The younger segment of the population is increasingly using these methods of payment. As well as this, cash also has a savings function. Only about 15% of the Euro notes and coins which are issued are used for so-called transaction purposes. In foreign countries the Euro remains a popular second means of payment. As long as this remains the case, our sector will have enough work to do.

Since 2002 you have been on the Executive Board of the BDGW. You have been its chair-

man since 2008 and were re-elected in June this year with 93%. What are the primary objectives which you pursue for your association?

Michael Mewes: The activities of the association over the past 25 years for security in the transport of cash and valuables, for the ensurance of working conditions in line with the market and the representation of the interests of our companies in national and international committees will also be the most urgent tasks of the association and therefore of myself in the coming years. Over the past years, the importance of our industry has increased due to the additional tasks which we have taken on and we are now increasingly perceived as a part of the critical infrastructure. It will therefore be our job to face up to this responsibility and represent and present the sector according to its importance and to implement projects such as the general applicability of our wage agreements. Of course I will not deny that last year we have gained a competitor in the form of the Federal Association of SME Cash and Valuables Logistics Companies. But why should associations not also face competition. Due to the merger processes over the past years, the market share of the three largest cash and valuables service providers has grown to about 70% of the market. However, as long as Germany retains its present banking structure, with over 400 savings banks and over 900 cooperative banks, medium sized cash logistics companies will still have a reason for existence. Neither the BDGW or any other association will be able to fundamentally influence changes in the market. The concentration process will continue and there will also be further regulation. Even now, the requirements which are made in this field are extremely high. Against this background, some medium sized service providers will question whether they wish to remain in business. This has nothing to do with the market situation in our sector, but rather with the outline conditions. This balancing of interests between large, medium size and small companies is certainly one of the association's most important internal tasks. The fact that our management is doing this work well is also shown by the fact that all of the members of the SME association mentioned before have remained as members of the BDGW

How does a successful businessman and chairman relax?

Michael Mewes: Above all, my family is an important factor for relaxation from a professional life which is not always easy. I like travelling with my wife. As well as that we often go cycling in the summer months. Together with our friends we have already made many long cycle tours in Germany and its adjacent countries. My wife and my three children make sure that I keep my feet on the ground. Of course it is now a special pleasure as a grandfather to get away from professional life with the next generation.

Thank you for this interview and the insight into the world of cash and valuables logistics.

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“The market needs providers who can deliver the whole solution from one source” says Horst Eckenberger, CEO of primion Technology AG. Among the newest additions to the product portfolio of the specialist for integrated security solutions are the ADT 1200 designer terminal, prime Visit visitor administration, the IDT 2x Access control panel as well as the pkt design escutcheon reader jointly developed with the DOM company. GIT SECURITY spoke with Horst Eckenberger.



GIT SECURITY: Mr Eckenberger, before we talk about your new product ranges and the year 2015, let us start by discussing a few internal matters. There is the subject of Stock Market listing. The delisting in Frankfurt has been completed, and it will take effect in the coming April (GIT SECURITY reported). primion shares will soon no longer be traded at Frankfurt or at the other German exchanges. Will primion even remain as a stock corporation in the long term?

Horst Eckenberger: The delisting from the stock exchange is a sensible step as over 90% of the shares today are held by our main shareholder Azkoyen. The true trading of shares with pricing doesn't happen anymore because of the low trading volume. And the exchange is no longer primion's main financial instrument. The costs and benefits are not in relation to each other and for that reason the delisting was initiated. The shareholders will naturally keep their status and there will continue to be an Annual General Meeting. It

is not currently planned to change the company from an AG to any other legal form.

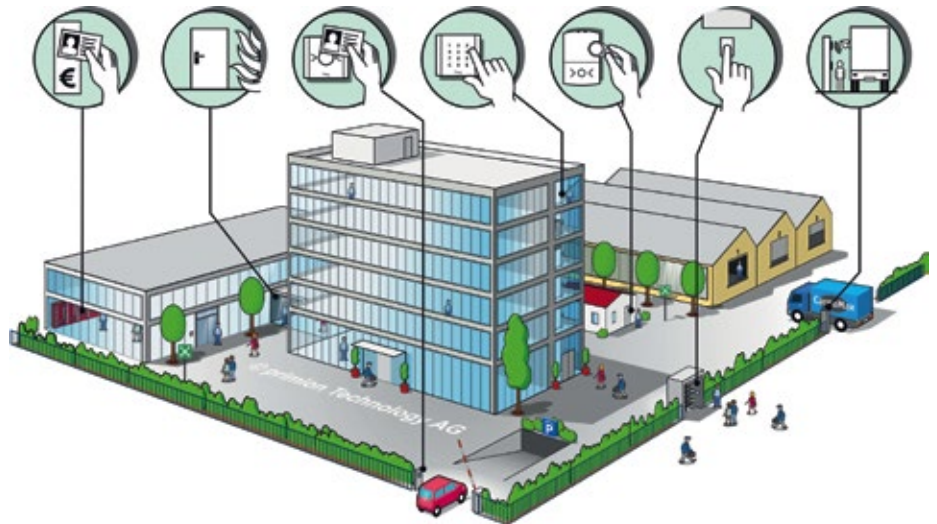
An important primion project is the improved incorporation of the company's international subsidiaries. How can the current cooperation be described and what do you want to change here?

Horst Eckenberger: Cooperation within the group between our subsidiaries GET Belgium, primion SAS France and Digitek Spain is already at a good level today, especially in regard to hardware. We have a centralised development and production facility in Stetten for the group. There is also a central Product Management function in place within the group to coordinate the differing requirements in the best possible way. We still have to take a step towards group-wide optimisation in the area of software. Time and attendance recording software will remain a decentralised task because of the varying legal regulations in each country. For our Access control and Security man-

agement software, we are currently establishing competence centres that will develop software for the whole group - with a uniform technical platform and specifications – to provide interoperability between the individual areas. The first result of this is the standardised visitor administration for the group, prime Visit, developed at the competence centre in GET. The concept of the competence centres should allow us to achieve quicker and more economical software development going forward, while still maintaining the revenue per module.

What does the 'Group Strategy' look like in detail? How are you moving forward here?

Horst Eckenberger: As I said, Time & attendance recording will remain a local matter as we have a high market share in our core markets of Germany, Belgium and Spain - and we want to defend these. Access control – and with it our psm2200 Security control centre - is our growth driver. All our companies must be able to position this com-



bination successfully in their market, to win new market share and to offer existing customers new options. One market on which we will focus in the near future is the Netherlands, where we want to grow our market share substantially. Of course that also applies to our international network of partners that we're expanding, step by step, to acquire and develop new markets. This strategy is supported by our latest hardware, which, in a new design providing new functionality and modular construction, delivers attractive options at a fair price-to-performance ratio.

You spoke of synergies that should lead to improved handling of Key Accounts. How will the customer themselves benefit from these developments?

Horst Eckenberger: By unifying our portfolio of solutions it will be easier, especially for customers who already operate complex systems from primion, to maintain these and to keep them technically up-to-date at all times. This will be achieved through more robust solutions, a larger number of commonly-deployed components in the field and of course through better service know-how. This is all very important, especially for our Key Account customers because, as a rule, they source the complete value chain from us - from the planning stage and the installation right through to the maintenance. Internationally active customers will increasingly find the same portfolio of solutions and know-how from our organisation in ever more countries. This corresponds to our 'Follow the Customer' philosophy in new markets.

What are the first decisions that have been taken, and what are the next steps?

Horst Eckenberger: To put our intentions into practice we have designated centralised responsibilities for the group and for our subsidiaries. This gives us a homogeneous presence. In addition, as I already mentioned, we have set up both centralised Product Management and Business Develop-

ment and also centralised Marketing and Training Services for our partners and customers. The first step in presenting this new unified appearance to the market was the development of a group logo that was first used officially at the Security show. An important next step is now the implementation of a new group-wide, uniform graphical user interface (GUI) that will give our customers an innovative user experience.

Mr Eckenberger, let's chat about the latest developments in your products. At the Security show in Essen you introduced, amongst other things, a multi-functional terminal that is part of the new hardware concept - and with it some new software for visitor administration (prime Visit). How has the market acceptance been so far?

Horst Eckenberger: To put it simply: really positive! The first orders are already in, along with numerous inquiries. The first test installations are up and running and happily the interest is continuing.

The design of the ADT 1200 multi-functional terminal makes a really elegant impression. For those who don't already know the system, what are the main new features for customers and integrators?

Horst Eckenberger: I would like to differentiate here between the external and the internal values that perhaps are not immediately visible. The unusual design of the ADT 1200 makes it into a sure-fire eye catcher. It is very robust but at the same time, it can be located in practically any environment, from a smart foyer through to the factory floor. The large touch-screen is easy to use and can be quickly adapted to the customers' requirements. The modular construction greatly simplifies installation. The backplane is fitted with the power and network connections and is supplemented by two further modules - a CPU with touch function and a reader unit. This makes it easy to exchange individual components in the case of a service call.

The reader unit can also be supplemented or replaced by a biometric module.

How important is the design – and consequently the user-friendliness and intuitive operation – for your customers when making the purchase decision, compared to the technical functionality?

Horst Eckenberger: The aesthetically pleasing and user-friendly design is without doubt an important criterion when deciding on a system. That is particularly true for the younger generation. They are much more influenced by products from the consumer world, such as smartphones and tablets, than the 50+ generation. We felt this effect earlier with our Crystal Line readers, for which we received the IF Product Design Award by the way.

The product family will be growing during 2015. What is on the way?

Horst Eckenberger: Our new ADT design family will be extended by a compact, smaller Time recording terminal that fits into the hierarchy below the ADT 1200. The launch will most likely be in the second half of 2015. We will also introduce a new reader design that optically fits in with the family.

What other new items can we expect from primion Technology during the coming year?

Horst Eckenberger: As I said before, we are working on implementing a new GUI for our software. We will also introduce a new mechatronic escutcheon reader for our pkt (prime key technology) solution together with our partner DOM as well as a new DOM digital cylinder.

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Stefan Fischbach,
Market Region Manager of Assa Abloy DACH

ACCESS CONTROL

The Swedish Way

Security Technology: Innovation From Cliq to Cloud.

The Swedish concern Assa Abloy likes to celebrate quietly: the company was founded 20 years ago. They prefer to concentrate on the present and the future: GIT SECURITY discovered a little more in a conversation with Stefan Fischbach, Market Region Manager of Assa Abloy DACH.



GIT SECURITY: Mr Fischbach, 20 years of Assa Abloy – that sounds like popping champagne corks to us, but you really didn't make a big thing of it. Don't you like to party?

Stefan Fischbach: (laughs) We prefer to celebrate amongst ourselves. That is typical Swedish understatement. Instead of us, we concentrate on our customers. They don't have any benefit if we have a big celebration.

Anyhow, you are on the Forbes list of the 100 most innovative companies. Why do you think that is, and what makes you so innovative, in your opinion?

Stefan Fischbach: We are of course very pleased that our work in research and development has led to such success. Innovation is at the core of our strategy because it is the most important driver for organic growth and the backbone for the market success of Assa Abloy. Many small, continuous product improvements that bring benefits in cost

and quality for our customers bring us long-term competitive advantages. For this reason we have more than doubled our investment in R&D and increased the number of development engineers by almost 100 per cent to 1,400. We belong to the most innovative manufacturers of locking and security systems. With every new development, it is our aim to meet or exceed the expectations of our customers.

If you look back over the last 20 years, what were the most important innovative milestones in the company history?

Stefan Fischbach: Milestones for me are the Cliq system family and Aperio. With these systems we are very close to the needs and wishes of our customers for security, flexibility and cost effectiveness. Aperio allows us via wirelessly linked to easily incorporate mechanical locks into a new or existing access control system. With the Cliq Remote technology we have revolutionized the administra-

please turn page ►





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tion of locking systems – they can be programmed and administered regardless of time and location. Both products can be simply upgraded because no cabling is necessary. That makes Aperio and also the Cliq technology important milestones.

At what point can we expect larger technical innovations?

Stefan Fischbach: The networking of security technology with intelligent building technology will be a significant factor for future developments. The aspect of software will become increasingly important. In many companies the readiness is growing for the use of more flexible, more secure and more protective technology. One example of this is our latest development in rescue technology: ePED combines the electrically controlled emergency exit technology with the complete system door and its control equipment. The transition to innovative complete solutions is now and, above all, in the future an important task for our R&D. We will be investing here more heavily in future.

At the Security 2014 event in Essen you strongly promoted, amongst other products, the eCliq electronic locking system and the

Scala access control system. What can we expect in the 21st year of your existence? Would you grant us a sneak preview?

Stefan Fischbach: The eCliq electronic locking system and the Scala access control system are two future-oriented systems that adapt to the needs of our customers. But we don't want to sit back and do nothing. Rather we want to continuously develop the systems further. Brand new is the Cliq Go secure electronic lock solution that is suitable for small and medium applications. It is based on the Cliq technology, permits simple, individual programming and can be extended as required. It can be used, for example, in small family homes, offices, holiday homes and small companies. One single key does the whole job. That is our most important project for 2015.

Where do you see the growth markets for your company over the next twenty years or so?

Stefan Fischbach: The software is becoming ever more important. We want to secure large shares of the growth markets with our electromechanical solutions and we support our strategy with additional know-how that we apply in new product areas. Virtual solutions and identity security solu-

tions will probably play a larger role here. The electromechanical revolution ensures that the demand for services will increase. The secondary and after-market will therefore become ever more important for us. Door systems will increasingly go online and be monitored, and that will probably provide strong growth in the upgrade market. This development means that we will bring software sales more strongly into our business model. Cloud services are not yet a standard in centralized monitoring but the development is already there. In just a few years it will be normal for the electronic monitor to automatically report when maintenance is necessary and in what form. We are also convinced that biometric solutions will become more widespread. It is therefore important for us to further extend our expertise in these areas and to adopt a leading position.

CONTACT

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Compact Split Camera System

Vivotek announces its compact VC8201 split-type camera system, which comprises two recessed dome camera units, CU8131 and CU8171, and a video core. The bodies of the camera units are much more compact than general network cameras. With WDR Pro technology, the CU8131 captures detailed images in environments with high lighting contrasts. The 5-Megapixel CU8171 with a fisheye lens provides a 180° panoramic or 360° surround view without blind spots. The VC8201 video core supports combinations of the two cameras with 8-meter cables. Incorporating 3D Noise Reduction, tamper detection, 802.3af compliant PoE, an SD/SDHC/SDXC card slot and Vivotek's 32-channel recording software, the Split-type Camera System is ideal for places such as retail stores, offices, galleries, museums and vehicles.

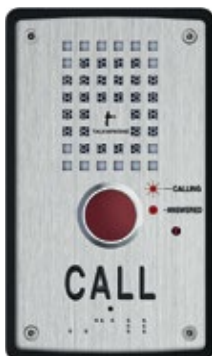


www.vivotek.com

Outdoor Intercom Station

Talkaphone has introduced compact Voice over IP call stations for front door entry, gates, and other applications where both space-savings and security are desired. The new VOIP-200 Series call stations feature a contemporary new design and IP66 weather rating for tough environments. The call stations have a 13-gauge vandal-resistant marine grade stainless steel faceplate and are available with an optional integrated IP camera. An integrated secondary Layer 2 switch Ethernet port allows other IP devices to be connected directly into the unit.

www.talkaphone.com



Software Suite Upgrade

CEM Systems, part of the Security Products business unit of Tyco, has announced the release of version 6.9 of the AC2000 suite of access control and security management software. It offers improved security features and increases the performance. Conleth Donaghy, Senior Product Manager, said, „The latest release brings the addition of the Smartcard Utility and support for AES encryption across all CEM DESfire readers. The latest enhancements to emerald also provide an additional security level, where personnel images can be immediately verified at the point of entry.“ AC2000 v6.9 now also supports 128-bit AES (Advanced Encryption Standard) encryption across the CEM DESFire reader versions of the emerald terminal - a touch screen reader and controller with built in Voice over IP (VoIP) intercom functionality - the S610 reader range and the Spass reader. This encryption standard provides a future-proof access control solution, increasing security and reducing the risk of card cloning. emerald now supports Image on Swipe mode, which allows the terminal to display the card-holder's image, and grants or denies access based on this verification. Remote apps are more user-friendly with intuitive menus and improved response times. AC2000 now supports full two-way integration with Exacq's exacqvision video management system and integration with Future Fiber Technologies' CAMS 3 perimeter intrusion detection system.

www.cemsys.com

Infrastructure Solutions

Altronix has published three videos and whiteboard animations on the company's line of infrastructure solutions, viewable on its YouTube page. „Our new video series is designed to help educate customers in a clear and concise manner on the far-reaching benefits our products deliver for upgrading to and for enhancing IP infrastructure,“ said Alan Forman, President. An informative video on Ebridge shows how to upgrade and expand security and surveillance utilizing coax, while supporting PoE, PoE+ and Hi-PoE devices. Ebridge can also enhance Ethernet infrastructure to reach distances up to 500m without repeaters. The Netway video demonstrates the best ways to deliver PoE, PoE+ or Hi-PoE – both indoors or out – to a variety of edge devices.

www.altronix.com

Public Gathering Surveillance

Panomera multifocal sensor technology from Dallmeier was entrusted with public safety at the 'Concert for Valor' in Washington, D.C. in which Metallica, Rihanna and many others performed. The first such concert was held Veterans' Day, 11 November 2014. It honored the courage and sacrifice of American military veterans, active duty service members and their families. Several hundred thousand spectators flocked to the National Mall to see live performances by Bruce Springsteen, Metallica, Eminem, Rihanna, Carrie Underwood and others. To ensure public safety at such a large event, various camera systems were deployed, including the Panomera multifocal sensor technology, installed by Dallmeier working with its partner Total Recall. Images were analyzed in a truck stationed at the site by various police and government agencies.



www.dallmeier.com

Access Terminal Honored

CEM Systems, part of Tyco, is pleased to announce that the industry renowned emerald multi-functional touch screen terminal has been awarded 2014 Security's Best Award in the Asis Accolades Awards. Asis Accolades is an awards competition that recognizes the security industry's most innovative new products, services, and/or solutions. emerald is an intelligent multi-functional IP access terminal. It is a touch-screen reader, door controller, VOIP intercom and system terminal all in a single box. The innovative touch-screen LCD is the first of its kind to 'greet' cardholders by illuminating as they approach, providing a user friendly security experience. System administrators can use remote apps at the device to update personnel records, book meeting rooms, and even send important messages to cardholders. emerald also acts as an information point by displaying general company information, advertisements and audible prompts to enhance user experience. „We are proud to receive this Asis Accolade and of the recognition it gives to the access control technology leadership and innovation of the emerald terminal," said Conleth Donaghy, Senior Product Manager. "emerald provides new levels of access control and user experience at the door, empowers users, addresses the needs of modern businesses and increases operational efficiency."

www.cemsys.com

Manufacturer's Tour

Hikvision recently hosted a diverse group of European customers at the company's headquarters in Hangzhou, China. Thirty-three customers from across Europe spent six days in China, where they learned about Hikvision's assortment of products and were treated to cultural outings. The trip provided them with a first hand insight into the company's commitment to product research and development, and also allowed the company to showcase its manufacturing production and quality control facilities. Both Hikvision and the customers benefited from the exchange of ideas in these sessions, with valuable customer feedback on specific ways the products could be tailored to best meet the various companies' security needs. In the R&D laboratories, over 3,700 engineers are continuously developing new products and features.



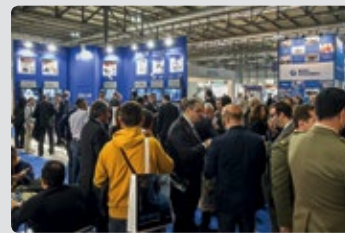
www.hikvision.com

Sicurezza Closes With Attendance Up

Sicurezza 2014, the trade show Fiera Milano organizes for Security and Fire Prevention industry professionals, closed with extremely positive results. The three days of the show saw 20,301 trade visitors with growth of 26% compared



to the last edition. This is just one of the positive signs to come out of this edition: +33% exhibition space and +25% direct exhibitors, for a total of 512 companies covering 29,000 square meters showed it to be an exhibition with a growing international appeal. The increase in foreign visitors (+43%) from 78 countries testifies to this fact. In addition, there were 107 top hosted buyers from 27 countries, and they took part in more than 850 meetings organized with exhibitors. The latest technological offerings included video surveillance, access control systems, fire



prevention, passive defense systems, IT security, building automation and integrated solutions. „Sharing know-how and experience was at the core of the show this year," said Roberto Foresti, Commercial Director, International and Development for Fiera Milano.

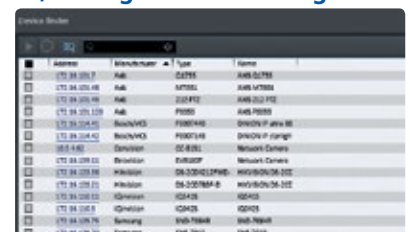
„We have been working with companies and associations and have been rewarded by a market that has found our show to be a hub for commerce and education in line with its needs. This potential will continue to grow next year for the 2015 edition, which will take place at the same time as the World's Fair. The show will then take place every two years during odd-numbered years." Sicurezza is ever attentive to the technological changes in the market and, starting next year, there will be a new plan for the show that will expand its offering to new merchandise sectors. It will be based on the concept of the 'Internet of Things' – in other words, the potential offered by an ever more connected world in which security services will interact with one another. The fact that the show will take place in odd-numbered years will give it a strategic position on the international calendar of industry exhibitions.



www.fieramilano.it

Easier Cayuga Installation, Management and Integration

The fifth release of the SeeTec Cayuga video management software is available as from December. Users will see a remarkable performance improvement, made possible through numerous software optimizations. The starting times for the client, visualizing or switching to archive mode could be reduced by up to two thirds. The new Device Finder automatically detects all IP cameras and video encoders on the network and across all vendors. Cameras can be added using generic drivers with just one click and be immediately available with a standard configuration. All camera models from Axis, HIK Vision, Samsung and Sony with a particular firmware version can already be used.



www.seetec.eu

ACCESS CONTROL

The Top Ten

Helpful Hints and Recommendations on Access Control



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For many businesses, keeping data and valuable assets secure is of vital importance, whilst ensuring that any security threats are dealt with swiftly and effectively. Letting only the right people in and keeping the unauthorized out without having a bouncer on the door requires the application of intelligent technology. Access system designer and manufacturer Paxton details here its top ten essentials to consider when specifying an access control solution.

Access control not only enables remote access permissions and effective security measures around a building, it also aids health and safety, ensuring footfall around a building is controlled and maintained to an acceptable standard. Taking the right decision on a system supplier will potentially increase the value of an installation, ensure seamless integration with other security systems and, if the system is flexible enough, make use of the existing infrastructure of a building.

1. Access control has a number of benefits over using locks and keys, with an important factor being that numerous security functions can be centrally and conveniently managed. This can control the flow of people around a building and its parameters, and restrict who has access to its various parts. This is not only a benefit to a building's security, but also to the health and safety of those working inside.
2. Systems can vary in type, from a secure barrier in the car park to a video intercom at the main visitor entrance, from a secure external door with hands free access to integrated CCTV and intruder alarm systems.
3. Having an access control system allows for the control of power to a range of facilities within a building, meaning it can be easily integrated with other services, such as fire alarms, CCTV or intruder alarm systems as well as time and attendance services. Together they provide a convenient and easy-to-use service that businesses can utilize effectively to reduce overheads.
4. Access Control is IP ready, as it sits directly on the network. This means it's on one cohesive system allowing for data to run on the same network – making for high security and flexible, controlled entry which can be easily extended.
5. Systems are easy to manage from anywhere. They can be centrally managed on-site from a PC or remotely through iPhone and tablet apps, or browser-based access control software.
6. Building automation and health and safety is benefited by access control, as all of the security systems can be integrated. This will save power through controlled lighting, HVAC and more. It can also prevent untrained staff from operating machinery, which assists with health and safety regulations.
7. Systems can carry out a range of functions that are beneficial to a business's duty of care to its staff. This includes the automatic generation of a roll call report in the event of a fire, disabled-access compliance through hands-free access control providing convenient access for wheelchair users, access control to restrict the use of dangerous machinery and hygienic contactless access in infection-sensitive environments.
8. High security options, including biometrics – methods that can uniquely recognize an individual based upon one or more intrinsic physical traits – are available for specific applications. The technology employed uses a form of identity access management and access control related to characteristics of the body. Examples include fingerprint, face recognition, DNA, hand and palm geometry and retinal scanners. More and more, biometric readers are being introduced to access control to enhance the security of existing systems.
9. Technology which was once seen as futuristic is gradually becoming more common in day-to-day life. Advanced access control can include unique physical identification, enhanced security for sensitive sites, security lockdown and Near Field Communication.
10. Aesthetics matter – access control can offer a variety of readers to suit any environment, ensuring that security need not be an eyesore. Access control products can include discreet tokens, wireless products or can be discreetly disguised on a door handle.

CONTACT

Paxton Access Limited, Brighton, United Kingdom
 sales@paxton.co.uk · www.paxton.co.uk

A PERSONAL NOTE

To be compliant to the European data protection laws, we have undertaken an initiative to secure that our newsletters and communication are targeting only recipients who have opted-in to get e-mails from us.

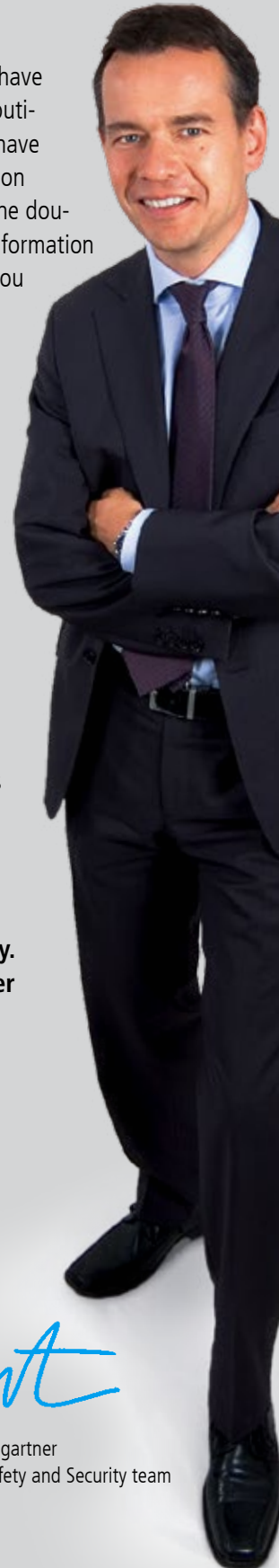
Those of you who have been on our distribution list in the past have already got invitation e-mails to renew the double opt-in to get information from us. Many of you have helped us by clicking on the opt-in and will receive further information from us. Thank you!

For those of you, who have missed this opportunity and those who want to be on our distribution list in the future, please take some minutes of your valuable time to fill out the online form on

www.git-security.com/user/register



Heiko Baumgartner
 For GIT's Safety and Security team



VIDEO SURVEILLANCE

IP at the Continental Edge

Samsung Techwin Provides a Video Surveillance Solution for Şişli Municipality

Şişli is one of 32 major districts of Istanbul on the European side of the city. Covering an area of approximately 30 square kilometers, it is located at the exit of the Bosphorus Bridge that links Asia to Europe. Samsung Techwin has been entrusted to provide an end-to-end IP network-based video surveillance system to help create a secure and safe environment for all who work in, or visit, the Şişli Municipality's new administrative offices.



Şişli Municipality's new offices are 'smart' in many senses

Moving to a new international award-winning building provided Şişli Municipality with the opportunity to introduce smart building technologies to provide an efficient and environmentally friendly workplace for the district's administrators. The Municipality's leaders wished to see a video surveillance system installed that could similarly be regarded as 'smart'. The contract to install the IP network video surveillance system was awarded to Istanbul based CCTV specialists Melis Elektronik, who successfully completed the entire project within three weeks.

Şişli is one of the busiest areas of Istanbul with a thriving business community and is popular for its fashion stores. Images captured by 170 Samsung Techwin cameras installed within the offices and surrounding areas are monitored in a central control room where they can be viewed live, whilst being recorded onto network video recorders. Melis Elektronik worked closely with Samsung Techwin's distribution partner in Turkey, NFS Teknoloji, to design a system that could assist security personnel to monitor any suspicious activity and quickly decide on an appropriate response.

Requirements Met and More

"Having carried out a survey of the district and understood what the Şişli Municipality wanted to achieve, we had no hesitation in recommending that we should supply a single source solution from Samsung Techwin that, from a technology point of view, could easily meet the clients' expectations," said Mrs Handan Anar, Deputy



◀ The app-capable SND-6083P 2MP dome camera

General Manager for NFS Teknoloji. "Equally important, although the Municipality wanted to take advantage of the very latest IP technology and did not want to compromise on image quality, there was not an unlimited budget for the project. This manufacturer's competitively priced cameras, monitors and recorders were therefore an obvious cost-effective choice."

77 of the cameras installed are SND-6083P 2MP dome cameras with varifocal lens and 68 are SNV-6084R 2MP vandal resistant dome cameras. "These cameras were chosen partly because of the high quality images which they are capable of capturing, but also because they are future-proof in that they are equipped with the open platform WisenetIII DSP chipset," said Mrs Anar. "The processing power of this chipset offers Şişli Municipality the opportunity to take advantage of the fact that the cameras can run multiple Applications if it wishes at anytime in the future, such as video analytics, facial recognition, people counting and ANPR which can be downloaded to the cameras in a similar way to adding Apps to a smartphone."

Day or Night

17 of the other cameras installed are SNO-7080R 3 megapixel weatherproof network bullet cameras

The day/night Full HD SNO-7080 network bullet camera ▶



with built-in motorized varifocal lens and IR LEDs. The SNO-7080R is capable of capturing evidence grade Full HD 1080P resolution images at 30 images per second, both during daylight hours and in pitch-black darkness, making it suitable for a wide range of applications requiring effective 24-hour surveillance.

The images from all the cameras are recorded on 4 SRN-4000 network video recorders, enabling authorized personnel to quickly retrieve recorded video evidence of any suspicious activity. This device is able to simultaneously record and multi-stream the transmission of images at a high bandwidth speed of 400Mbps. It also offers the potential to record and store, via 12 internal hard drives, video captured by 64 x 2 Megapixel cameras for up to 108 days. The internal hot-swappable hard drives support RAID5 and RAID6 recording, which provides protection against unrecoverable read errors as well as whole HDD failure.

CONTACT

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NITIDA₁₂₀₀₀

Technology without compromise



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at all resolutions



LENSES
Varifocal zoom lens with
remote focus and digital iris



COMPRESSION
H264, MJPEG



DAY & NIGHT CONTROL
Automatic with removable IR filter



BANDWIDTH MANAGEMENT
Up to 2 Mbps for live and playback



In order to offer truly innovative, carefully designed solutions that boast peerless performance, we have chosen the only path possible: quality without compromise. We only use quality parts, strictly focusing on the very best of what every specific technology has to offer worldwide. Then there is the excellent know-how of our engineers, who are constantly working on ambitious research and development projects on all the latest technologies.

www.spark-security.com



spark

UltraHD technology

VIDEO SURVEILLANCE

Are You being Watched?

TeleEye Guards the Open Doors of your CCTV Systems

The majority of IP cameras are designed based on open standards, meaning their architectures are available on the internet for all to access. No matter where the IP cameras are placed, whether in homes, offices or shops, the footages are more likely to be at risk of being viewed by an unauthorised party without your consent.

"Each industry and project has its own set of unique requirements when it comes to security and protection, however not all surveillance cameras on the market are secure. Therefore TeleEye has come up with a solution to prevent security vulnerabilities whilst using ONVIF cameras. Providing users with flexible choices in selecting the most suitable IP cameras for their specific needs, without compromising on their security," stated Dr. Wallace Ma, CMO of TeleEye Group.

The Dilemma

For hassle-free installation, end users tend to select open standard cameras. However these IP cameras installed in banks, retail stores or government buildings are often vulnerable to hackers' attacks.

Complete Hacker Resistance

TeleEye GX 680 Series is a range of HD video recorders, designed for hacker resistance. These DVRs support both TeleEye network cameras and third party cameras in compliance with the ONVIF Profile S standards. By using the dedicated network, GX separates the video network from a public



network while implementing the TeleEye Hacker Resistant technology.

- AES 256-bit encryption
- Proprietary HD SMAC-M video coder
- Specific IP matching
- Secure Protocol
- Pair Matching architecture

Thus, prevents hackers from extracting and decoding your confidential visual data from any public networks.



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Tel: +852 2995 5996
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Dr. Wallace Ma, CMO of TeleEye Group

Dates for Intrusion Training Sessions

Supporting up to 1,000 users and 32 touch keypads, the intrusion Modular Alarm Platform (MAP) from Bosch is a sophisticated solution suitable for applications such as airports, banks, shopping malls and public buildings requiring up to 1,500 addresses and 500 areas. To ensure the effective design, installation, and maintenance of this modular system, Bosch offers system integrators tailored courses at its headquarters in Grasbrunn near Munich, Germany. Participation in the MAP Partner Program is free of charge and qualifies system integrators as certified MAP partners. The training dates are being announced early to allow participants to register on time and to plan ahead. The first course for up to ten participants will be held 24–25 February in English, with others following on May 12–13 and in German on July 7–8.

www.boschsecurity.com

www.GIT-SECURITY.com

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New Dome Cameras



IDIS has announced a new range of motorized focus and zoom dome cameras. The full-HD, two megapixel cameras allow auto-focus to build upon DirectIP plug-and-play technology and further reduce installation and commissioning time for installers and integrators. The DC-D2233 Series dome cameras are available in five variations. With all models offering the latest vari-focal motorized focus and zoom (MFZ) lenses, extensive features include true day/night capability, built-in heaters and rugged IP66 and IK10 housings. Zoom and focus are controlled directly from DirectIP network video recorders (NVRs), or remotely.

www.idisglobal.com

Axis Introduces Network Camera

Axis Communications announces its first corner-mount, stainless steel, anti-grip, fixed network camera, the Q8414-LVS. This is ideal for small indoor rooms offering both day and night video surveillance. It is well suited for scenarios where a camera is less intrusive, such as in healthcare, covering correctional facilities or psychiatric wards as it is impact resistant. It has a built-in microphone and ability to use an I/O port to work with an alarm system. The camera features P-Iris control, 1.3 Megapixel sensor and can cover up to 105° horizontally without blind spots. It also has built-in IR LEDs and supports the IK10+ 50joules rating and the IP66/NEMA 4X rating for water resistance.

www.axis.com

5 Megapixel 360° Camera

Samsung Techwin has strengthened its video surveillance solution range with two 5 megapixel 360-degree cameras. The SNF-8010 is able to capture 5 megapixel (2560x2048) images and has a digital PTZ feature which allows users to zoom in while still monitoring the whole 360-degree view. The IK10/IP66 rated vandal resistant, weather proof SNF-8010VM shares the same key features, has an M12 connector and is EN50155 certified, good for use on buses and trains. Intelligent video analytics equips both of the ONVIF compliant models to detect motion and tampering and they also feature privacy masking, a 12VDC and PoE capability, bi-directional audio and alarm input/outputs.

www.samsungsecurity.co.uk



Indoor/Outdoor Ultra HD Cameras

DVTEL, a video surveillance solutions provider, announced the launch of its Quasar 4K Ultra HD mini-dome and bullet cameras, an addition to its 4K Certified Solutions suite. These cameras utilize a broadcast-quality Ultra HD media processor which delivers pristine imagery at 250M pixels per second while requiring 30 percent less storage than many competitive full HD 1080p solutions. It delivers four times more detail at full 30 fps than today's best full HD 1080p cameras and legacy 10MP cameras. The indoor/outdoor mini-dome and bullet cameras include IR illumination, a built-in heater, and are packaged in a vandal-resistant IP66 enclosure.

www.dvtel.com



People counting application for WiseNetIII cameras

Foxstream is pleased to announce its partnership with Samsung Techwin. Foxstream's people counting application can now be run on board Samsung Techwin's Open Platform WiseNetIII cameras and end users can therefore benefit from a high performance counting application which works fully with Samsung's latest professional camera functions. FoxCounter is Foxstream's first solution to benefit from this strategic alliance. Based on the FoxVigi counting solution module on server, the embedded version, FoxCounter, answers various needs, from statistics to security issues. Mostly used in places welcoming people, FoxCounter is able to help: Identify attendance peaks; establish reference bases (day/week/month), in order to measure evolutions; inform the operator in real time on the site's occupation rate.

www.foxstream-intelligencevideo.com



Air Sampling Fire Detectors

Titanus air sampling smoke detectors from Wagner Group make it possible to quickly take effective counteractive measures. Air sampling smoke detectors actively take air samples from the room via pipelines. The technology recognizes even the slightest traces of pyrolysis particles by means of the 'High Power Light Source' optional detection process and can be up to 2,000 times more sensitive than conventional point-type detectors. Operational safety is not impaired by high rooms, extreme temperatures or even humidity and strong air flow conditions. The detectors can be installed in the ceiling void to avoid disturbing aesthetics, such as in historical buildings, museums or hotels. The detectors are available in five main versions: Microsens, Prosens, Topsens, Supersens and Racksens according to their application environment. Racksens for EDP, server and switch cabinets is an ultra-flat air sampling smoke detector with a height of 44.45 mm (1RU). The Microsens, Prosens and Topsens models are also available in silent versions at just 23 dB(A) for noise-critical rooms and for deep-freeze applications down to -40°C. The detectors can optionally be equipped with an SNMP network card and an Ethernet interface. In addition to their VdS approvals, all Titanus models also satisfy UL approvals for the US market. New to the market is Multisens, an intelligent air sampling smoke detector which knows what is burning and what is not. The goal is to completely eliminate false alarms and their consequential costs while guaranteeing a very high triggering sensitivity. For a long time, false alarms could only be avoided by a combination of heat, smoke and gas detectors. The result was a delay in fire detection and low triggering sensitivity. The Titanus Multisens can be taught false alarm types specific to the operating conditions and customer-specific fire patterns. The system also classifies the smoke aerosols of a cigarette or mist as non-critical and only issues a corresponding notification instead of a fire alarm.

www.wagner-uk.com

Giesecke and Devrient Joins the FIDO Alliance

The Munich-based technology group Giesecke and Devrient, a specialist in secure communication and identity management, has now joined the FIDO Alliance (Fast Identity Online). The objective of the FIDO Alliance is that personal and business users have straightforward but secure authentication. The international industrial consortium aims to simplify online authentication and make it more convenient for users while maintaining the highest standards of security. The collective development of open, scalable, and inter-operable mechanisms is expected to reduce dependence on passwords and allow secure authentication for online services. Websites or cloud applications can use the unified standard to connect easily to a range of FIDO-compatible devices. Axel Deininger, Head of the Enterprise Security/OEM division at Giesecke & Devrient, comments: „We offer authentication services and management, secure elements, supply smart cards and SIMs, and take on our customers' full life cycle management in the security sector. We bring our expertise as a recognized authentication expert to FIDO's work. We will make use of our smart card know-how to benefit the consortium and drive forward the use of open standards in our customers' interests in environments where security is critical.“

www.gi-de.com

High Grip Gloves

Ansell is giving workers a better grip, especially on wet and oily objects, with the new Touchntuff 93-250 gloves. Made of a nitrile polymer with an innovative texture treatment, the gloves have proven in tests to deliver a significant improvement in grip for wet and dry objects compared to standard nitrile gloves. Users retain dexterity and flexibility typical of lightweight gloves, with the added benefit of requiring less palm and finger grip force to safely handle tools and materials. The gloves – available in 5 sizes – possess high tensile strength that is 3 times more puncture resistant than disposable latex or polyvinyl chloride gloves, and splash resistance to a variety of chemicals for an extended period.

www.ansell.com



VIDEO SURVEILLANCE

Student Security

A Decentralized IP-Video Surveillance System With CPTED Features

During the past 10 years, Lexington School District One has grown by an average of 513 new students per year, and the district remains one of the fastest-growing school districts in South Carolina. To keep up with growth, Lexington One has built 10 new schools since 2003. The challenge is how to enhance campus security cost-efficiently.

Lexington One serves more than 24,000 students from pre-kindergarten to grade 12. With more than 3,550 employees, the district occupies 48 percent of the Lexington County's 750 square miles and is one of the county's major employers. The district administration prides itself on the innovative use of technology and has built a substantial network backend support infrastructure for student use. The school district has nearly 16,000 iPads. Every student in grades 6 through 12 carry the tablet devices, which provide access to the most current information available through the Internet and to the district's Learning Management System 24 hours per day, seven days a week.

„Our district benefits from a visionary superintendent who sees technology as key to student learning,” said Allen Ray, Network Services Coordinator, Lexington One. „And that vision goes far beyond learning and into the very core of our IT department and our security program.”

Generation Change

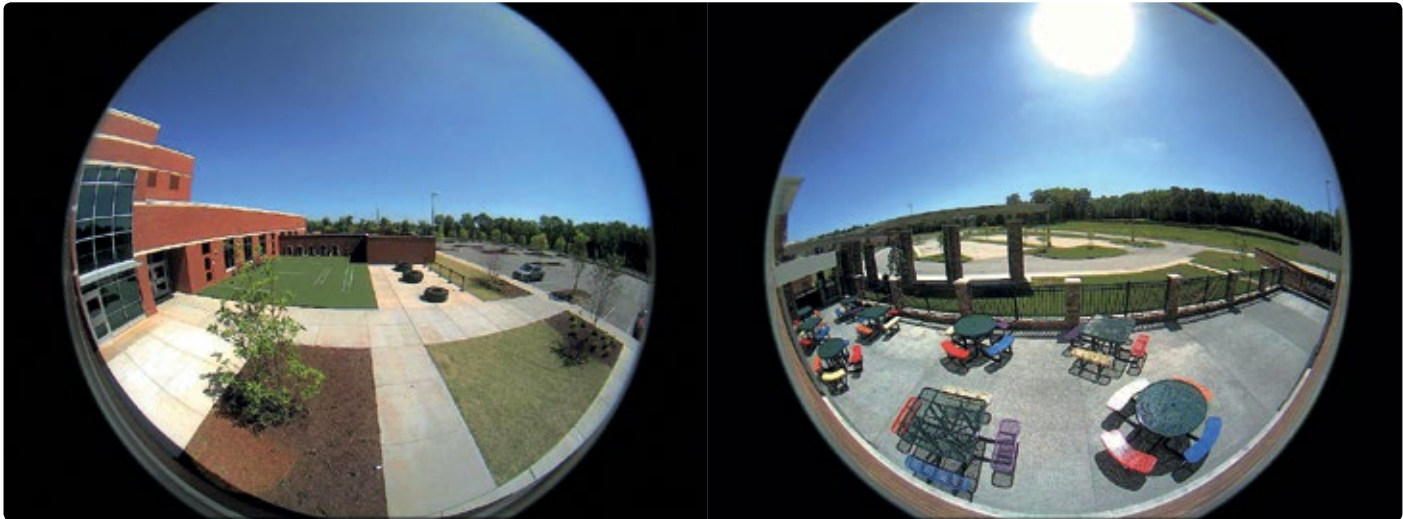
Lexington One, working with their long-time systems integrator partner CMI Networks, needed to upgrade to higher resolution video surveillance cameras and move away from legacy equipment reaching end-of-life. Given the school's preference for the latest technology, the security and IT personnel sought out an innovative platform to enhance the protection of its district. Being used as an investigative tool, the advanced video surveillance system was expected to gather more details relating to incidents. More importantly, Lexington One sought an IP camera system that serves as an active deterrent while avoiding the look of a secured campus and that enables a fast investigation and quick response in case of an incident.

Though looking for the latest technology, Lexington One also had to assess the cost of installation and the total cost of ownership as well. „We

sought a surveillance solution that could take advantage of our current infrastructure while increasing camera coverage by 40 to 50 percent,” said Ray.

After closely evaluating the district's requirements and infrastructure, CMI Networks recommended an IP-video surveillance system to serve as an active deterrent, using the Crime-Prevention-Through-Environmental-Design (CPTED) principles built into the system for the growing school district. The Mobotix solution could deliver high resolution live and recorded video with audio capabilities, event logic and IP notification. „Integration with audio was essential. We found surveillance to be a significant deterrent when combined with audio recording and 2-way-communication. With this solution, we are able to gather details relating to incidents with high-resolution video and crisp audio, and determine the outcome quickly”, Ray said.

please turn page ►



The Tools for the Job

Following the successful evaluation of the solutions, Lexington One deployed a total of 1,200 cameras including the manufacturer’s Q25, D15, D25 and M25 models. CMI Networks installed cameras with built-in hemispheric and dual-lens technology to drastically reduce the required number of cameras, thus maintaining the open environment of the campus. The 5-megapixel IP camera models deliver high-contrast images without motion blur by using light enhancement optimization, software which is run within the camera, even in poorly illuminated environments. The cameras are more light-sensitive and capture twice as many pixels as Full HD.

The D25 is a compact dome camera designed for indoor and outdoor use that can also be equipped with vandalism protection, while the M25 is a compact, cost-efficient all-around camera with multiple lens options. The D15 is a weatherproof, robust dual camera with interchangeable sensor module, and the hemispheric Q25 delivers 180-degree panorama images, using a single camera to secure an entire room with no blind spots for a better overview than several individual cameras. It offers digital continuous pan, tilt, zoom functionality. Unlike conventional PTZ cameras, the robust Q25 has no moving parts and is thus considered maintenance-free. All cameras are based on the decentralized concept, with data processing taking place within the camera and recording taking place internally on an SD card, externally on a USB stick, or via the IP network on NAS hard drives.

The decentralized system approach reduces traffic across the network significantly and thus

takes the burden of a conventional video surveillance system that would force expensive upgrades of the IT infrastructure. The Mx Control Center software serves as the district-wide video management system, while QNAP NAS servers provide 12-48 terabytes of storage per school. Administrators, local police and school resource officers are trained to use the surveillance system and to export video evidence if needed. „With this system, configuration is everything, and the vendor support and from CMI has been critical to the success of the installation,” Ray said.

Low Bandwidth

„The process of securing a campus environment is challenging, but schools can benefit greatly from the efficiencies provided by IP-based surveillance,” said Jason Walker, Business Development Manager at CMI Networks. „The solution delivered to Lexington is a perfect example of how innovative use of high-resolution, networked surveillance can provide higher video quality, lower upfront costs and operating expenses, faster investigations and, most importantly, a safe environment that parents can be happy to send their children to.”

„The school system realized significant security benefits and cost savings by choosing this manufacturer’s solution – delivered by reducing the camera count by 40–50%, an extremely low power consumption compared to other vendors as well as the reduced bandwidth requirements,” Walker said. „The decentralized system with data processing and recording taking place within the camera makes it possible to use up to 10 times more cameras per server, compared to central VMS-based recording of competi-

tors. These benefits will continue to be realized as Lexington One expands the system”, underlines Walker.

The solution, which was deployed in July 2014 in a four phase project plan, is completely scalable and can therefore grow as the school expands. For example, a new school will open in August 2014 and will be equipped with the same technologies as other locations. All users at Lexington One find the system to be reliable, effective in investigations and efficient when accessing video data. Most importantly, the system provides superior protection of the school district’s property, assets and resources, and ensures the safety of its most significant assets, their students and staff members. „We are very happy with our decision to implement Mobotix with the help of CMI. The cameras serve as a deterrent to reduce the likelihood of any problems, and they better provide evidence of what’s happening, especially with the audio capability,” Ray said. „If there is an incident, we can easily pull the video files and quickly make a determination on what our response should be. In today’s education environment, the ability to quickly determine what is happening at any given moment is invaluable.”

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VIDEO SURVEILLANCE

Out With The Old, In With The New

Big Market Potential in Small Systems

Even though most businesses are now well aware of the benefits of IP, video surveillance and network-based security solutions are expected to reach a tipping point to overtake the legacy analog technology in 2014. Most small to medium-sized organizations are currently still stuck with old analog systems.

Many of these analog cameras are with no support and have not worked well for some time. They are mainly used for live viewing while the recording function has either been abandoned (as it is no longer efficient for storage with physical tapes) or has stopped working altogether. There is a big opportunity for installers who can provide these small and medium sized businesses (SMBs) with a good service package that offers them the option of either buying the hardware with the service or leasing the cameras that come with a service agreement. For instance, according to the Annual Center for Retail Research survey looking into the use of CCTV in retail, over

60 per cent of UK retailers are planning to adopt IP video surveillance in the next three years.

Omid Ghannad, owner of security installer GH Data in Sweden, pointed out that price is often the determining factor for SMBs. There is also the challenge of the lack of knowledge about what's on offer from network cameras. "It really helps answer a lot of questions when we demonstrate even the basic features of IP-based solutions", added Ghannad.

Further Functionality

Customers are now more frequently demanding more from video surveillance solutions other than

just straightforward security. For example, a caretaker who oversees the garbage rooms within a region used to have to drive from place to place to check each room, which happened once a week as it is very time consuming to drive around every single one on a daily basis. But with the help of network cameras, he can see the status of each room remotely and in real-time. It saves him time and the expense of traveling, as well as being much better for the environment.

For medium-sized organizations, being able to see different offices or shops anywhere and anytime has become an appealing reason for installing IP-based cameras. GH Data has been working

with hair-dresser Skult to improve the security of the retail chain. The owner of Skult had been looking into getting a security system for each shop but the cost of installing one analog system per shop was simply inefficient. The idea of having one video surveillance system hooked onto one network and across all sites was a simple and cost-effective solution to the problem. Since installing the IP-based security system, the management of Skult can now view every section of all sites, including the shop floors, back offices, etc. from anywhere and anytime. The retail chain no longer needs to hire security guards to go around each shop before closing to check if the premises are empty – it can be done remotely via the network cameras.

Step by Step

According to GH Data, a majority of its customers have an old analog system, and are looking at upgrading to IP video surveillance. A well-received recommendation is to start with a video encoder solution, in which users can integrate their exist-

ing analog cameras with products that bring their system up to speed with the latest IP technology.

Video encoders give users the immediate network video benefits, as well as a platform to expand and update their infrastructure with IP-based cameras, software and networking/storage devices. Ghannad commented: "Once the customers have noticed the significant difference from analog to digital, they will gradually upgrade to IP solutions. Many are very impressed with the huge difference in image quality."

Omid Ghannad thinks that vendor support is key in helping installers materialize the huge market opportunity with SMBs. While having a wide camera range covering different needs is important, listening to market feedback is key to a successful partnership.

"We work with multiple camera vendors and often share our initial feedback with them as we tend to be the first group to try out new products. I was particularly impressed with one situation when tweaks were made within 24 hours after our feedback was sent back to the Axis product

team. They really listen and act on our input.", said Ghannad.

Growing market beyond 2015

The SMB IP video surveillance market is expected to continue growing from 2015 and onwards. GH Data has already seen more than double the installations from last year, and is expecting a more rapid growth in the years to come.

One of the keys for installers to be successful with SMBs is to provide good service packages. While enterprises and other big organizations have their IT department to handle the initial installations, SMBs rely on the installers to start with the technical process. However, the real competitive advantage lies with the installers who offer the best ongoing services that would add value to the customers' business beyond security.

CONTACT

Axis Communications, Lund, Sweden
Tel.: +46 46 272 0 · www.axis.com

Outdoor HD Cameras

DVTEL, the video surveillance solutions provider, has released its ioimage HD CF-5222 (2.1MP HD 1080p) and CF-5212 (1.3MP HD 720p) cameras, which bring military-grade video analytics and Quasar HD broadcast-quality IP video together for critical infrastructure protection. The cameras include the benefits of high-resolution, low-bandwidth as well as minimized and predictable storage and are optimized for outdoor and low-light conditions. They also deliver intelligent video analytics to increase the probability of detection and lower false alarm rates. Both the 1080p and the 720p models offer increased detection distance, which means fewer cameras are needed to cover the same area. The HD cameras can detect intrusions, including regional entrance, tripwire and fence trespassing, as well as unattended baggage, object removal, stopped vehicles, loitering and camera tampering detection activities.

www.dvtel.com

Ultra-High Resolution Network Camera

Hikvision has extended its range of Smart IP cameras with the ultra-high-resolution DS-2CD4065F-(A) Network Box camera. This has a 6-megapixel sensor that delivers 3072 x 2048 images at 25 fps. This model is capable of delivering real-time full HD 1080p video streams at 60 fps, and sustaining up to 20 concurrent live-view channels. It will be especially suited to applications requiring highly detailed surveillance. The high resolution also means there is sufficient detail to capture license plate information, clothing and faces that would help law enforcement. Furthermore, its 1/1.8" progressive scan CMOS helps to ensure true color reproduction of images captured day and night. The installed technology also delivers increased detection functionalities such as face detection, audio detection, line crossing detection and video quality detection to automatically trigger an alarm in case an exceptional event happens.



www.hikvision.com

Low Light Cameras at IFSEC 2014

With full HD resolution, the Super Lolux HD2 cameras (EX models) from JVC Professional Europe offer good color reproduction even at low light. The models are being announced at this year's IFSEC show in London. The six IP cameras are equipped with newly-developed CMOS sensors for exceptional low light performance at full 1,080p resolution. Sensitivity has been greatly improved from the first generation of HD cameras and the new SLL HD2 EX models consisting of three box cameras, two indoor domes and an IP66-rated outdoor dome, each with multi-codec support for M-JPEG, MPEG-4 and H.264 High Profile, deliver images without requiring LEDs even at light levels as low as 0.05 lux.



www.jvcpro.eu

Illuminated Door Terminal

Axis Communications has introduced its A4011-E reader. This has an ergonomic design with an illuminated keypad, clearly identifiable symbols and durable stainless steel buttons. It supports touch-free entry with most entry card formats and is suitable for both indoor and outdoor installation. „Since the launch of our A1001 Network Door Controller, we've had many customers ask about a door reader from Axis", says Ola Jönsson, Business Development Manager. „With this introduction we are now able to provide a feature-rich and future-proof door reader suitable for most installations. The reader is based on proven technology from Assa Abloy, a company with great experience in readers and access control solutions."

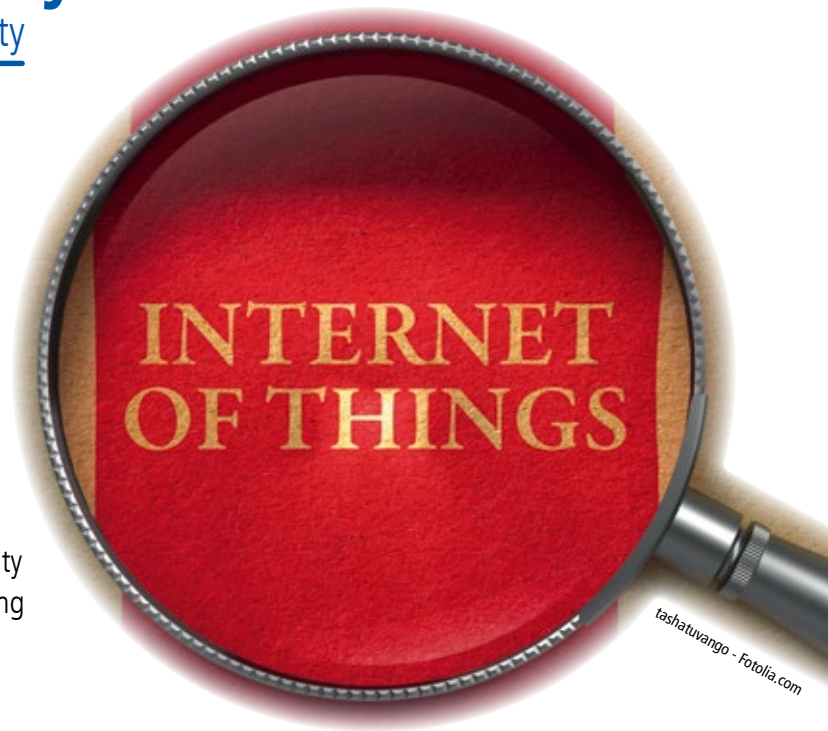


www.axis.com

Embedded Security in the Era of IoT

Cyber-threats Undermine Security and Safety

Just like it did previously with corporate businesses, the Internet has opened up a world of opportunities in other areas as well; the transition from closed networks to enterprise IT networks to the public Internet is accelerating at an impressive pace; its pervasive role is transforming production facilities into smart factories, energy transmission and distribution systems into smart grids, and homes and offices into smart buildings. That's what we commonly now define as the Internet of Things (IoT). Augmented convenience, efficiency and globalization come with a price though: cyber-threats undermine security and safety just as sabotage, espionage, reverse-engineering and counterfeiting do.



The application fields are endless and cases of cyber-crimes are reported more and more frequently by the media. From far remote areas, perpetrators can violate your intellectual property, intrude into your facilities and interfere with or steal your data. Is it just about documents? Not anymore. With Industry 4.0, intelligent devices are becoming interconnected, and that makes them more vulnerable to large scale cyber-attacks. These attacks can even compromise public utilities and services.

A German Engineering Federation (VDMA) study indicates that 9 in 10 companies with over 500 employees are affected by piracy, which amounted to €7.9 billion in losses for the German economy in 2013 alone. In 51% of the cases, the complete machine was subject to plagiarism.

Potential Risks

Attacks span across a diversified array of potential risks:

- Attackers develop a "fake device", a device that looks just like the original, but whose functions have been altered for nefarious purposes, and could be installed for example as a replacement part during equipment service.
- Attackers develop their own software and run it by replacing the memory card in the embedded system.
- Attackers extract the memory card out of the embedded system, manipulate the software and plug the card back into the system.
- Attackers modify the software on the embedded system by controlling the communication interfaces from the outside.

- Attackers monitor an embedded system, while in use by the application, in order to analyze it and to develop avenues of attack.

With multiple vectors of attack, it is not enough to secure data in the cloud and data transmission channels; rather, for utmost performance, security should be applied directly and deeply within embedded endpoint devices. This approach brings about new types of technological challenges:

- The embedded system has typically limited resources in terms of computing capability and memory capacity
- The embedded system usually allows for no human interaction, thus making it impossible to type in authentication credentials or to trust applications
- The embedded system comes with specific operating systems that are not mainstream, sometimes even with proprietary solutions
- The embedded system might have no USB port or slot for memory cards
- The embedded system is likely not be connected to the Internet, which creates some hurdles in updating the technology over time

Security Measures Responding Global Evolving Scenarios

Security measures for the new era of the Internet of Things therefore cannot be a replica of existing solutions; they have to respond to the global evolving scenario and technological constraints. The answer is in design: security should be integral to the device to ensure reliable functioning, and

to efficiently and effectively safeguard devices and data throughout their lifecycle.

There are world leading vendors that have already invested years in research and development to innovate and deliver embedded security architectures that are comprehensive in their scope and easy to deploy. Security Profile for VxWorks, jointly developed by Wind River and Wibu-Systems and launched at Embedded World 2014 in Nuremberg, Germany, is a good example of scalability. Through secure boot, runtime security, access control, network security and data protection, this hardened security solution enables intelligent device manufacturers to prevent security risks from boot-up to operation to data transmission to powering down. Security Profile for VxWorks is readily-expandable and can be enhanced with Wibu-Systems' CodeMeter Security, which also features copy protection, license management and hardware-based key storage.

Wibu-Systems has developed other dedicated security answers for PLC and embedded systems that specifically support systems like Android, B&R, CODESYS, Java, Linux Embedded, .NET, OPC UA, QNX, Raspberry Pi, RTLinux and Windows Embedded, and integrate with back office infrastructures, ultimately helping manufacturers and embedded developers monetize their software.

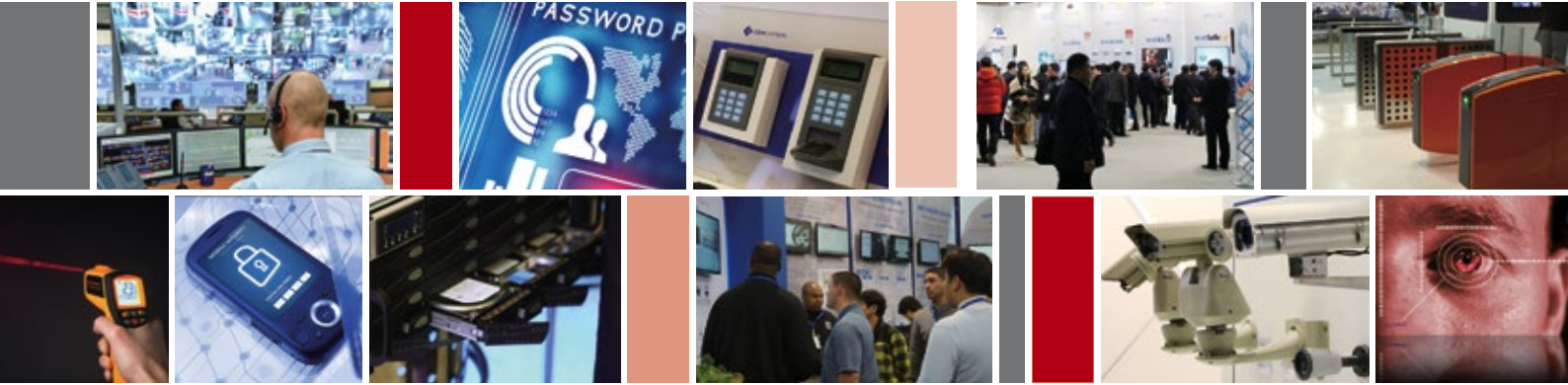
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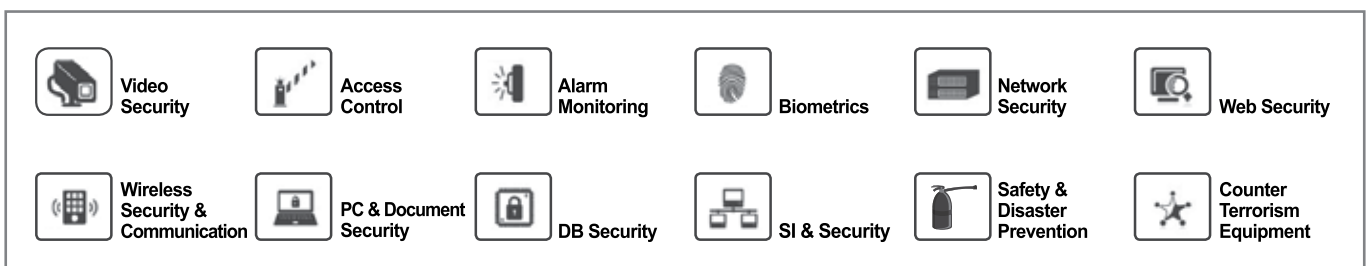
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KABOOOOOM!!!!

Geutebruck's G-Scope shows ATM blast



It feels like something from a thriller when you take a look at the recording: There you see the explosion of a bank ATM. June 2014, early morning: With the skill of experience, the masked criminals prepare their job and pull it off. Recently, there have been several explosion attacks using the same methods. But this time,

things are a little different: They have to deal with technology from Geutebruck.

The G-Scope 1010 recording device records how the criminals break open the outdoor ATM. It records precise video of how the explosion is prepared and how the actual detonation takes place. The ATM explodes and is completely destroyed. The rubble flies as far as 20 meters. And the G-Scope, which was developed with a compact size specifically for use in ATMs, gets only a few scratches!

The original focus was on the size. It was never actually designed to withstand explosions ... regardless: The police were very pleased with the detailed documentation and are hard at work to solve the case.

Geutebruck's G-Scope1010 after the explosion. A bit scuffed up, but otherwise in good condition!



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High Definition CCTV

Y3K is to strengthen its range of high-resolution cameras. 960H, an analog standard for security cameras and DVRs, produces images that are 960 horizontal and 480 vertical pixels large and will eventually replace the Company's D1 resolution analog cameras and DVRs. Upgrading offers benefits for end-users and installers. In terms of image quality, IQCCTV 960H offers the following: Higher resolution recording, capable of capturing images that are 33% larger than D1 and 500% larger than CIF; Real-time recording at 30fps, ensuring no loss of image quality; Sharper images with more detail and color. Cameras and DVRs can capture images up to 700 TVL; True-to-life aspect ratio. 960H creates widescreen pictures that don't need to be stretched to fit widescreen TVs and monitors.



www.y3k.com

Smoke And Heat Detectors

C-Tec has launched its own range of conventional smoke and heat detectors. Branded 'Activ', the detectors have been third-party certified to the relevant parts of EN54 parts 5, 7 and pr29 by leading notified approval body, Intertek. Daniel Griffin, Intertek's Business Development Director, presented C-Tec Directors, Andrew Foster and Andy Scott, with the official approval certificates at Firex International. The company's "detectors have undergone rigorous laboratory testing for quality, functionality and performance," Griffin said. Easy-to-fit, with a 9-33Vdc operating voltage, the detectors offer very high detection performance. Suitable for use not only with the company's CFP, FP, MFP and EP203 conventional fire panels but with many other manufacturers' control panels, the range also carries the pan-European Certalarm System 5 mark.

www.c-tec.co.uk

Cloud-Based Access Control

Norbain has launched Volo, a new way of delivering access control solutions. By combining advanced controller technology with GSM connectivity and cloud hosted software, installation time, infrastructure and hardware costs can be significantly reduced. With scalability from 1 to over 10,000 sites, without the need for local servers or infrastructure, the most challenging and diverse of access control systems can be delivered cost effectively, wherever they are located. "The concept of hosting in the cloud is now very familiar to us," comments Andrew Pigram, Business Development Director at Norbain. "The advantage for access control is that it makes managing multiple sites and users extremely simple."

www.volo-access.com

Port Configured Self-managed Switch

Comnet Europe is introducing a six-port Self-Managed Ethernet switch, the CNGE2FE4SMS. The switch has four copper TX ports and two Gigabit SFP Ethernet ports. This allows the Ethernet data from the four TX ports be combined and uplinked through the Gbps SFP port. This allows multiple units to be daisy-chained together through the gigabit backbone. It can support a large number of IP cameras depending on the selected camera's bit rate. The Gigabit uplink capability can handle a larger number of cameras as compared to the company's other SMS products. The self-management feature requires no user intervention and is pre-programmed to avoid flooding the network. The switch offers management without the cost or user knowledge required for a managed switch. This port-configured Ethernet switch allows the user to create a virtual Local Area Network (VLAN) that manages the Ethernet data being transported, thereby preventing network flooding.



www.comnet.net

Security Management

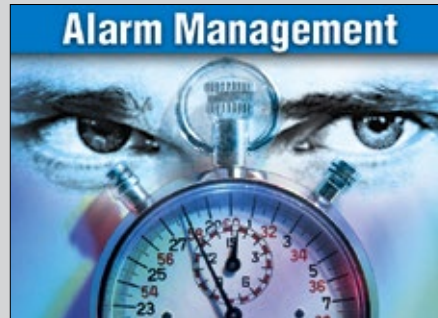


Security Management



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Alarm Management



Security Management



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Facility Security



Alarm Management




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ABUS Security-Center is a manufacturer of innovative alarm systems, video surveillance systems, door intercom systems and detectors. As a member of the ABUS Group, the company is specialised both in industry-specific security requirements as well as the demands which private users have.

Security Management



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Facility Security



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Alarm Management




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Security Management



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Alarm Management



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Security Management




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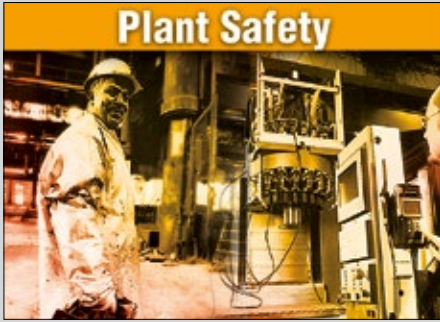


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