

Volume 10
March 2014

GIT

EMEA Edition

SECURITY

MAGAZINE FOR SAFETY AND SECURITY

2

Access Control

City Surveillance

Security for Hotels

Fire Safety

Intersec 2014

Wide Dynamic Range

**COVER: Milestone – A Risk Society
Lars Thinggaard's Thoughts on
Global Trends and Challenges**

milestone

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60 fps



Supreme Night Visibility

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- 30 fps @ 2048x1536
- 60 fps @ 1920x1080
- Smart Stream
- Smart Focus System
- IP67, 30M IR
- Vari-focal Lens
- Supreme Night Visibility
- Cable Management

Partnering

I hope you all had a great start this year and business is in full swing.

My impression from the first weeks this year is that the mood in the industry has never been better. The European economy is recovering and I have been told that projects that were on hold for several months are now released. The situation in the Middle East is even better. Intersec in Dubai was crowded with visitors and the demand for security and safety is growing in this region. Hopefully we can keep this momentum for the rest of the year. In this issue you will find a lot of information we picked up for you at the show: News, product information and interviews.

What is the major trend in the industry? Of course one can say that developing solutions is most important to people in our industry. And there is a real trend nobody can deny. Companies are partnering with each other. For sure this is a consequence of the need to develop solutions because not everybody can be a universal expert in every topic. And there are some facts that inspire partnerships. In video surveillance intelligent applications and video analytics are going to the next level. Business intelligence is becoming a reality and vendors who do not want to be in the fight for projects over the price only are urgently looking for partners to deliver added value to their customers. Integration on a very high level needs a close cooperation and a true partnership.

The integration of access control, fire protection and video surveillance also forces security vendors to partner with companies whose core competencies are in neighbouring subject areas. If they want to compete against proprietary offerings from companies that offer complete solutions, partnerships are essential to survive.

At the end of the day all solutions are based on single products and a great opportunity for the industry to test how popular their products are is our GIT SECURITY AWARD. If you work for a vendor of security or safety products we would like to invite you to apply for GIT SECURITY AWARD 2015 already now and submit your product entry. The registration page is open until March 31 and on page 31 you will find all the information you need to submit a product.

Enjoy reading this issue!



Heiko Baumgartner
For GIT's Safety and Security team



14

COVER STORY
The New Normal: A Risk Society
 Lars Thinggaard's Thoughts on
 Global Trends and Challenges

12

INTERVIEW
**A Great Market for Heavy-Duty
 Security Equipment**
 The Middle East Market and Its
 Challenging Settings



EDITOR'S NOTE
Partnering
 Heiko Baumgartner

3

MANAGEMENT

CITY SURVEILLANCE

Rowdy Alert
 Geutebruck Video Is Preserving the
 Old and Securing the New in Prague

11

INTERVIEW

**A Great Market for Heavy-Duty
 Security Equipment**
 The Middle East Market and Its
 Challenging Settings

12

COVER STORY

The New Normal: A Risk Society
 Lars Thinggaard's Thoughts on Global
 Trends and Challenges

14

FIRE PROTECTION

ESCAPE SYSTEMS

Safety in the Spotlight
 Hochiki Europe Gets Rave Reviews
 at the Kenneth More Theater

16

FIRE PROTECTION

Hotel Fire Safety
 Not Just Detection – But Complete Protection

19

SECTIONS

News 6

Security Products 23, 46

Fire Protection Products 18

BusinessPartner 47

Company Index / Imprint Inside Back Cover



27

INTERVIEW

Killing the Pain

Salto to Offer Easy-to-use Access Control Solutions



30

INTERVIEW

Focus on Turnkey Solutions

Vivotek Grows Business in the Middle East



38

INTERVIEW

Plug and Play with Direct IP

When It Comes to HD Surveillance IDIS Is Rethinking the Approach

SECURITY

BRANCH FOCUS HOTELS

All Around the World

Hotel La Marvella Employs Axis Surveillance and Remote Monitoring Solution

22

VIDEO FOR RETAIL

Highest Resolution for Fine Jewelry

Dallmeier Video Technology for Court Jeweler Mühlbacher

24

TRENDS

Security and Access Control Trends for 2014

Access Control Continues to Innovate by Embracing New Technology in 2014

26

INTERVIEW

Killing the Pain

Salto to Offer Easy-to-use Access Control Solutions

27

Focus on Turnkey Solutions

Vivotek Grows Business in the Middle East

30

Plug and Play with Direct IP

When It Comes to HD Surveillance IDIS Is Rethinking the Approach

38

KEY MANAGEMENT

Securely Locked Away

Meeting Guidelines for Key Control in Correctional Facilities

28

GIT SECURITY AWARD

Winners 2014

In This Issue We Present the People Behind the Winning Products

32

VIDEO SURVEILLANCE

Dynamic Rangers

Understanding Wide Dynamic Range and its Benefits in Video Surveillance Applications

34

Italian Heritage

Collaboration to Improve Security at Milan Cathedral and Museum

40

Certified Image Quality

Uniview Is the First Asian Manufacturer that Gained a UL 2802 Certificate

42

SECURITY FOR PUBLIC TRANSPORTATION

Creating a Safer City

IP Cameras for Public Transportation Security in Szeged

36

SECURITY FOR HOSPITALS

Caring for Healthcare

Honeywell Provides Safety and Security System for South West Acute Hospital

44

Samsung Techwin: Advanced Replacement Service

With the introduction of an Advanced Replacement service Samsung Techwin's professional security division wants to underscore its commitment to provide customers with high level post sales support. If a product develops a fault during the first year of its three year warranty, a replacement will now be dispatched to a specified address within 48 hours of the request. This service covers

all of the company's analogue and IP network based products with the exception of accessories, keyboard controllers and monitors. Installers who have qualified to be part of the firm's Smart Partners programme can take advantage of the Advanced Replacement service for up to two years of a product's three year warranty.

www.samsungsecurity.co.uk

Wavestore Appoint Strategic Accounts Manager

Wavestore has appointed Alyson Gallagher to the newly created role of Strategic Accounts Manager. Prior to joining the company, Gallagher was for 14 years an Account Manager for the video surveillance networks division of Teleste, has worked within the electronic security industry for 20 years. He will work closely with consultants, specifiers, installers and system integrators who are active in vertical markets where the company's video recording and management solutions have achieved considerable success over recent years. Bryan Osborne, Director of UK Sales, said that Alyson Gallagher "will be able to put her extensive experience of



working on large projects for blue chip companies and government bodies to good use in support of our efforts to capitalize on the capabilities of Wavestore's VMS (Video Management Software), which can be custom designed to exactly match an end-user's requirements." www.wavestore.com

Camera Series Raising the Bar

Avigilon Corporation has added the HD Pro camera series to its product portfolio. They deliver high-resolution images with the manufacturer's bandwidth management technology to effectively provide maximum detail and coverage of expansive areas. Available in 8MP, 12MP and 16MP resolutions, the HD Pro camera provides high quality, detailed coverage of vast areas with fewer conventional cameras required. The HD Pro camera provides exceptional low-light performance and smooth capturing of moving objects due to its increased frame rates. When used in combination with the company's Control Center software, the camera provides a complete surveillance solution. "When we introduced our JPEG 2000 Pro series cameras in 2007 we set a new precedent for innovation in the industry. The

HD Pro series now raises the bar even higher as we have broken new ground to enable end-users to have the highest quality images possible," said Bryan Schmode, executive vice president of global sales and marketing. The image quality of the HD Pro camera series is made possible by the company's new H4 platform, which combines H.264 compression technology with the latest edition of the manufacturer's proprietary High Definition Stream Management (HDSM) technology, HDSM 2.0. The combination of these technologies in the powerful HD Pro camera allows for greater processing power, increased frame rate, improved image quality and smarter bandwidth and storage management. The result is high quality, detailed images with minimal network impact.

www.avigilon.com

Apollo for Royal London Hospital

Apollo Fire Detectors' Discovery range of fire products were chosen by fire alarm specialist Static Systems Group and the construction and development company Skanska, to provide life and property protection at the new



premises of The Royal London Hospital. Static Systems, who already had experience of working with Apollo Fire Detectors and its industry-leading fire detection solutions, recommended the company as the best solutions provider for the project. Prior to making their decision, a team from Skanska visited Apollo's headquarters in Havant, Hampshire, to interview Apollo's technical specialists about the company's products and services. In total, more than 10,000 Discovery units are installed throughout The Royal

London Hospital's new building, including c. 5,000 Multisensor Detectors, c. 150 Heat Detectors and c. 1,500 Manual Call Points. The fire system consists of 37 main fire alarm panels with over 180 loops, 17 repeater panels and two Master Inter-ringing Units (MIUs). These are monitored and managed by 2 Central Indicating Equipment PC's, one in the Fire Command Centre for occupation and use by attending Fire Officers and one in the 24/7 Building Management Office.

www.apollo-fire.com

Videotec and DVS Sign Distribution Agreement

DVS has signed a distribution agreement with Videotec. DVS managing director Shaun Bowie said the Italian company's products were an ideal addition to DVS's portfolio of CCTV equipment. "Videotec is renowned as the world leader in high quality, high technology surveillance camera positioning units, housings, LED lighting equipment and CCTV accessories," he said. DVS will stock all of the company's standard housings, LED lighting range

and accessories. DVS will also supply Ulisse positioning units, the only range of pan and tilt units in the world able to be driven by ONVIF IP protocols, carry an IP Camera (HD or Megapixel) with a large lens, and maintain 360 degree rotation whilst carrying LED IR Lights. In addition, DVS will stock all of Videotec's specialist housing range, which includes marine housings and housing systems/PTZs for use in the oil and gas industries. www.videotec.com

Applications from Quantum Secure for SFO Airport

Quantum Secure announces that the San Francisco International Airport (SFO) has selected the company's Safe for Aviation solution, further expanding Quantum Secure's footprint in upgrading, managing and automating key critical security areas within the Airport. Since the deployment of the Safe Airport Identity & Credential Management System in 2010, SFO has simplified the management of their entire badging process by automating manual processes related to background checks, access credential issuance, physical access

privilege assignment/termination and management of TSA-mandated audit and compliance regulations. Henry Thompson, the Associate Deputy Airport Director of Safety and Security at San Francisco Airport, had a mandate to overhaul the security infrastructure of the facility, tightening loopholes for employee and passenger security, airside operations, badge credentialing, physical identity and access management, as well as investing in technology, automation, and intelligence.

www.quantumsecure.com

Vivotek Integrates with Axon Soft Systems

Vivotek has integrated its Panoramic PTZ solution with Axon Soft's open-platform video management software (VMS), Axon Intellect Enterprise and Axon Next. The seamless cooperation signifies increased collaboration between the companies in developing technologies for the IP surveillance market. Vivotek was the first in the industry to launch the Panoramic PTZ feature in 2012, incorporating its 5-Megapixel fisheye fixed dome network cameras SF8172/72V and a 2-Megapixel full HD speed dome network

camera SD8363E. The solution provides a 180° panoramic view or 360° surround view without blind spots, allowing users to simultaneously monitor an overview of an area from a fisheye camera and a detailed regional view from a speed dome. The synergy of the two makes Panoramic PTZ especially suited for department stores, station lobbies, airports, casino, parking lots, or any wide open areas where comprehensive monitoring and extreme video details are needed.

www.vivotek.com

Morse Watchmans Protects Egypt's National Library and Archives

The Egyptian National Library and Archives (NLA) in Cairo is the largest library in Egypt. Since 2007, the NLA has been undergoing a modernization that involves digitizing the material as well as adding new information technology systems to make access to documents faster and easier. Also included in the modernization are enhanced displays with carefully controlled lighting and levels of humidity to help protect the rare documents. Along with the enhancements were improvements to NLA's se-

curity operations including the addition of Morse Watchmans Keywatcher key control and asset management systems and the company's Powercheck guard tour systems. The Keywatcher system is a ready-made solution for storing and tracking building keys and the Powercheck system organizes and manages guard activities. Together, they provide a comprehensive security solution for securing and protecting the valuable manuscripts.

www.morsewatchmans.com

Idis' Directip Full-HD Surveillance at Luxury Hotel Resort

A luxury hotel and resort group has completed the first installation of Idis Direct IP full-HD surveillance at its new flagship resort in Phuket, Thailand, as part of a wider Direct IP rollout program. Commissioned



ahead of the resort's inauguration in December, the project is the first of twelve Direct IP solutions to be installed across the group's new properties in Asia and North America. Ahead of opening the Phuket resort, the group's security team needed to implement a modern and high performance HD video surveillance solution that would be unobtrusive and match the resorts luxury brand and image. The solution needed to ensure the safety and security of the resort's guests and staff, while the implementation needed to meet extremely tight deadlines

ahead of the inauguration in late 2013. In November 2013, the hotel group turned to their trusted systems integrator, Rutledge Integrated Systems (RIS). RIS worked in partnership with CCTV specialist's iCenter HD to review a number of server-based surveillance solutions. After thorough evaluation, the team selected Direct IP based on its high performance combined with its capability for fast and simple implementation, affordable pricing and bundled Idis Center video management, requiring no ongoing license fees. www.idisglobal.com

Samsung Techwin Appoints Managing Director

Jong Wan Lim has been appointed Managing Director of the professional security division of Samsung Techwin Europe. Prior to his appointment, Jong Wan Lim has worked for the Samsung Group for 26 years as a Project director in new business and head of overseas countries. He also led the Samsung Techwin DACH, CIS and East European team. "2014 will be a very exciting year for Samsung Techwin in Europe, Russia and CIS, and I am very pleased to have the opportunity to lead a highly professional team who share my



enthusiasm for providing customers with the best possible pre and post sales support, as well as 'best in class' video surveillance solutions," said Jong Wan Lim.

www.samsungsecurity.co.uk

Barco Honors Customers and Partners in Saudi Arabia



Group photo of the Belgian Ambassador, Barco team and honored companies' representatives

Barco has organized a dinner at the Belgian Embassy for its customers and partners in the Kingdom of Saudi Arabia. Held in the presence of H.E. Marc Vinck, Ambassador of Belgium in Saudi Arabia, and Eric Van Zele, CEO, Barco, the event represented the company's appreciation for the key role played by its associates in establishing the company as an industry leader in the Saudi market. As a token of appreciation for their long and successful association, the company honored its customers and partners, including the Ministry of Health, National

Guard and Samir Group, for their support and role in achieving a premier position in the Saudi market. The manufacturer further highlighted its expertise in the control rooms and medical display equipment industries, aiming to contribute to the success of the Kingdom's ambitious plans in the healthcare sector. The dinner ceremony generally aimed to emphasize, build and cement the relationship with the local market and to stay aware of the latest market trends to facilitate achieving the company's planned growth and leadership. www.barco.com

Rikshospitalet in Oslo Deploys Idesco Readers

The National Hospital, Oslo, Norway – the Rikshospitalet – recently unveiled a new access control system (deployed by G4S Secure Solutions) built around Idesco readers. G4S deployed eight hundred of Idesco's Access 8 CD 2.0 Slim Pin Desfire readers in Rikshospitalet's new system.

The company's Slim PIN reader range can be installed in most environments. The convenient, new installation back-plate option particularly helped streamline installation of their readers. This was important because the hospital was fully operational throughout the installation. www.idesco.com

BSIA Members See Strong Visitor Numbers at Intersec 2014



UK's Secretary of State, Vince Cable with Greg Stuttle, Chairman of the BSIA's Export Council

Members of the British Security Industry Association's Export Council, who exhibited at the recent Intersec 2014 exhibition in Dubai, are reporting a high level of visitor interest in the wide range of UK security solutions, from integrated systems to access control, CCTV, control room consoles, perimeter protection, intruder alarm and power supply technology, displayed during this year's show. The positive experience of member companies at Intersec 2014 was underlined by the feedback from those questioned at the event, with nearly 67% reporting an upturn in visitor numbers and, crucially, none reporting a fall compared to last year. Members were also quick to emphasize that the quality of attendees had also improved since the previous year. The scale of the British presence at Intersec 2014 was certainly impressive this year

with the BSIA-organized UK Pavilion 40% bigger, resulting in the highest ever turnout of UK companies at the event. The strength of the UK security sector was also underlined by a high level ministerial visit. The Secretary of State for Business, Innovation and Skills, Vince Cable spoke to representatives from the BSIA and member companies, including Greg Stuttle, Chairman of the BSIA's Export Council, as he toured the UK Pavilion on the opening morning of the show. Leading up to Intersec 2014 the importance of the Middle East to members of the BSIA Export Council was underlined by the results of the annual 'State of the Nation' survey considering global export trends. This confirmed that the region sits top of the agenda as the primary market being targeted by members for growth over the next 12 months.

www.bsia.co.uk

Tavcom Uses IDIS Surveillance Solutions

Tavcom, a supplier of security systems training courses, is using Idis Direct IP full-HD video surveillance solutions to help train thousands of security professionals at the International Centre for Security and Safety (ICSS) at Dubai Police Academy, in Dubai. In partnership with the ICSS and the Department of Protective Systems of Dubai Police (DPS), Tavcom tutors are currently using the solutions to conduct Foundation and Advanced CCTV courses that enhance the skills of local engineers. These courses enable the DPS to issue licenses

to those wishing to install and maintain electronic security systems in accordance with international codes and good practices. Along with equipment from other leading manufacturers, Tavcom are utilizing Direct IP solutions comprising 32 one-megapixel and two-megapixel IP dome and box cameras, eight 16-channel network video recorders (NVRs) and the manufacturer's Power-over-Ethernet (PoE) switches, all operated and managed through the Idis Centre bundled video management software (VMS).

www.idisglobal.com

Dahua IP Megapixel Solution Secures Italian Port

Pescara harbor, an Italian port stretching along the Adriatic Coast in Pescara, is of significance for the trading and tourism around the region. The port covers a dock, a freight yard and a sea bridge, which is one of the biggest cyclo-pedestrian in Europe. Taking the joint effort with Videotrend – Dahua's distributor in Italy, Dahua Technology and its megapixel solution secures the Pescara port. The complexities encountered in this case include the unpleasant weather and high humidity of the region as it may cause the erosion of devices and thus shorten their lifespan; also, the high temperature and moisture may affect the

smooth transmission of IP stream during deployment and installation. In order to solve the mentioned hassles despite that the climate is an unalterable factor, the companies and the local system integrator attempted to approach it from a different perspective – the structure. The system adopts a ring networking structure with optical fiber adopted instead of a conventional star-topology one; and to further guarantee an adequate bandwidth at 108Mbps for the cycling lane, the radio transmission system was configured at an access point of dual band 2.4/5.8GHz.

www.dahuasecurity.com

Security Essen In September



Security Essen will celebrate its 40th anniversary. Global challenges and the latest trends in the security sector will bring out new highlights from September 23 to 26th. Top subjects will be: IT security, intelligent Smartphone solutions, travel security and special vehicles. With a bigger exhibition area and a large number of early bookers, Security Essen is continuing its growth course. Well over 1,000 exhibitors from around 40 nations will be expected at Messe Essen. For the first time, they will represent more than 40 market segments – from mechanical security technology via fire protection, security for outdoor sites and CCTV right up to terror prevention. The attractions at the fair will include spectacular tests, live demonstrations, workshops and expert forums. With bated breath, the specialist world is looking forward to the innovation stimulus to be expected. Security Essen will be the international stage for product premieres. One particular highlight will be the presenta-

tion of the "security innovation award". The best new products and services will be honored with the "Oscar of the Security Sector". Claus-Peter Regiani, Fair Director, is expecting a strong anniversary year: "We will take up absolutely topical subjects such as cyber security." In 2014 as well, this section will be intended to address the subject of the challenges of IT security with its own specialist forum. "Our future subjects such as the Security Research Area or the Training and Further Education Day will open up exciting perspectives for the whole security industry," Regiani stressed. With three large cooperative booths, the security service providers will grow substantially. Involved for the first time: a cooperative booth of Bundesverband der Sicherheitswirtschaft (Federal Association of the Security Industry). The special show entitled "Protection, Security & Service" will move into the larger Hall 6 together with the security vehicles.

www.security-essen.de



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AXIS[®]
COMMUNICATIONS

Patol Helps Protect UK's Nuclear Power



The expertise of fire detection solutions provider Patol in the manufacture of linear heat detection cable (LHDC) systems has been recognized in a project to help protect the Hinkley Point B Nuclear Power Station. Placed by site licensee and operator, EDF Energy – one of the largest suppliers of energy to homes and businesses throughout the United Kingdom – the order was for the supply, installation and commissioning of the LHDC fire detection system. The system is now installed to protect cable flats and risers in the

power station. The nuclear power station, located on the coast of the Bristol Channel in south west England, near Bridgwater, Somerset, comprises of two operating Advanced Gas-Cooled Reactors (AGR) that became operational in 1976. The station is capable of producing a net power output of 945MW and thus supplying 1.5 million homes, representing around one percent of the UK's total power output. Patol is primarily concerned with the provision of all kinds of safety related equipment and systems. www.patol.co.uk

CEM Systems Secure the New South Glasgow Hospitals

CEM, part of Tyco Security Products, secure the largest single NHS hospital build in Scotland; the New South Glasgow Hospitals, part of NHS Greater Glasgow and Clyde. The publicly funded development will give Glasgow one of the most advanced adult acute services hospitals in the UK and will be the biggest critical care complex in Scotland. Reseller Boston Networks is installing a multi million pound Intelligent Building solution for the new super hospital which features the CEM AC2000 Security Management System (SMS), securing over 400 doors throughout the facility. Construction work commenced on site early 2010 and is due for comple-



tion in 2015. The main contractor on the project is Brookfield Multiplex Construction Europe. The CEM AC2000 system will secure the Adult and Children's hospital. The 14 floor adult hospital will house 1,109 beds, state of the art emergency, acute receiving, critical care, 30 modern operating theatres, diagnostic services and a full range of in-patient and day case paediatric services. www.cemsys.com

Lars Diestel Leaves Santec

After leading Santec BW for the past eleven years, Lars Diestel leaves the company and resigns as director of the board, effective end of January, in order to pursue new challenges in his career. The assigned successor, Dietmar Lül-

ing, will take over as director of the board. Together with the Chief Sales Officer (CSO), Mr. Paul de Jong, he will lead the company. Dietmar Lülting was for many years director of Burg Wächter. www.santec-video.com

Milestone: Bosch Security Systems Now Elite Partner



Rudolf Spielberger, Head of the Bosch Integration Partner Program and Christian Bohn, Milestone Systems VP Corporate Marketing & Alliances

Bosch Security Systems is now Elite Partner in the Milestone Alliance Partner program (MAP). Christian Bohn, Milestone Systems VP Corporate Marketing & Alliances, says: "Our Elite program is the highest partnership level we offer in the MAP program. It represents a partner's total commitment to achieving maximum return on investment for its customers through superior camera technology and a focus on long-term customer satisfaction with camera solutions integrated to Milestone products. Milestone Channel Partners and customers now gain the advantage of the deepest relationship between Bosch Security Systems

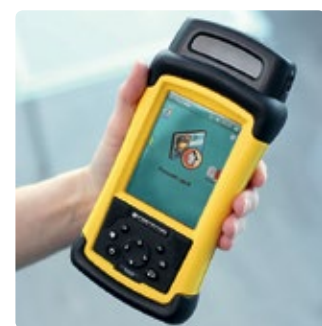
and Milestone. The relationship between Bosch Security Systems and Milestone Systems has been ongoing for several years. Both companies have put in a dedicated and targeted effort to elevate the mutual technical and commercial engagement to a new level, resulting in the Elite MAP partner status for Bosch Security Systems. Going forward, Milestone Systems will provide even deeper integration for Bosch Security Systems' cameras with support from the award-winning XProtect family of open platform VMS.

www.milestonesys.com
www.boschsecurity.com

CEM: Security at Belfast International Airport



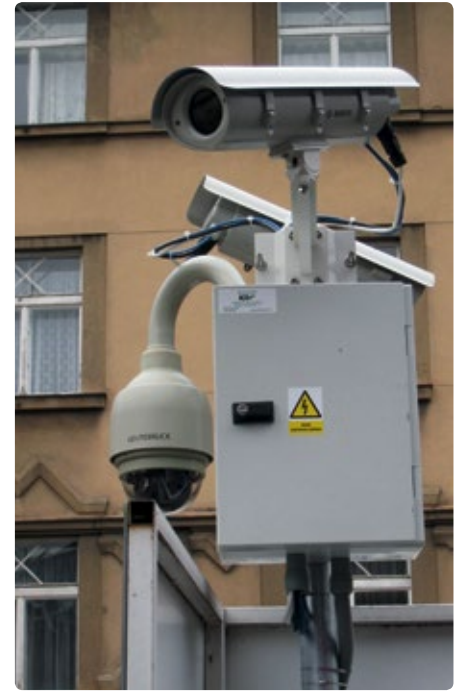
CEM has worked together with long-standing customer Belfast International Airport to increase security during the G8 Summit. Already having CEM S3020 portable access control readers on site as part of the existing AC2000 access control system, the Airport chose to increase the number of portable readers to ensure maximum security throughout this busy time. The manufacturer's portable readers enable on-site airport security staff to validate access control cards at remote



parts of the site or areas with no mains power supply, and they can also be used for random checks. www.cemsys.com



Geutebruck's video analytics detects anyone climbing onto the Charles Bridge statues



Cameras monitoring the streets around the Generali Arena in the Letná area of Prague

CITY SURVEILLANCE

Rowdy Alert

Geutebruck Video Is Preserving the Old and Securing the New in Prague

The iconic and world-famous Charles Bridge in Prague is a tourist attraction spanning the Vltava River and is a magnet for visitors but its popularity has given rise to concerns relating to both safety and conservation. A significant number of tourists were ignoring the signs and mounting its statue-punctuated balustrades to be photographed with King Wenceslas or one of the other stone saints. This behavior, which could be risky for the participants and potentially damaging for the stonework, is now immediately detected by the video analysis running on the video streams from the bridge cameras.

In the Czech capital of Prague the city council uses Geutebruck video technology to make the city safer and to protect its world famous architectural and cultural heritage. The images from the 2,500-plus cameras which monitor many of Prague's streets, schools, underground and surface rail lines as well as historic buildings and monuments are all recorded and managed using Geutebruck equipment. The extensive use of video analytics with lots of different automatic alarm scenarios enables system operators to provide human attention or intervention efficiently whenever and wherever it is required.

An automatically generated alarm alerts city police at a nearby police station for them to deal promptly with the incident, and the system's video recordings are available for evidential purposes should legal proceedings subsequently ensue. On the bridge, the manufacturer's outdoor video analytics VMD demonstrates its ability to differentiate between clambering humans and the birds which often alight on the statues. It provides effective service because it operates reliably in all weathers without generating weather-related alarms.

Continuous Expansion

The city council has been investing in Geutebruck video technology since 2006 and has an

ongoing program of upgrading and expansion. In this context, the expansion-friendly, modular structure of the manufacturer's systems is key, as is the backwards compatibility guarantee which provides reassurance that existing equipment will always remain usable, even in systems which grow indefinitely. Other valued system features include high reliability, as well as support for many failover scenarios which are available to ensure that system availability is as high as the particular situation warrants.

The most recent significant expansion to the city's video monitoring operation has been the provision of surveillance in the new Blanka tunnel. This 6 kilometer long extension to the City Circle road tunnel is currently being constructed to the north west of the city center. Due for completion in May 2014, it is hoped that this tunnel network will alleviate traffic congestion in the center of Prague and restore calm to this World Heritage site.

▶ CONTACT

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Hanno Vogels (left), VP Sales and Business Development for Eastern Europe, Middle East and Africa, and Baraa Dakhel, Regional Manager Business Development Middle East

BOSCH

Invented for life

There are some characteristics for the Middle East market that are obvious. High temperatures and the harsh environment with dust, sand and often sea-water filled air is nothing standard equipment is made for. But there is more to reflect that sets the ME market apart from others. At Intersec in Dubai, Heiko Baumgartner had the chance to talk to two experts for this market, Hanno Vogels, Vice President Sales and Business Development for Eastern Europe, Middle East and Africa, and Baraa Dakhel, Regional Manager Business Development Middle East at Bosch Security Systems.

INTERVIEW

A Great Market for Heavy-duty Security Equipment

The Middle East Market and Its Challenging Settings

GIT SECURITY: Apart from regional aspects, what trends do you see in the video security market?

Hanno Vogels: The move to IP that has determined the market in the last few years is unbroken. From what we see today the break-even of IP video versus analog has finally arrived. For new projects we see the vast majority of projects now built on an IP basis and there is a strong trend towards HD video, too.

Is this the case also for the Middle East?

Baraa Dakhel: Yes, since several years our customers in the Middle East are looking for invest-

ments in high performance systems and therefore almost every new project relies on IP video systems. HD video is in the center of the interest, and thanks to the fast pace HD technologies are developing at, even traditional challenges like low light conditions and bandwidth constraints are now being solved in the latest generation of HD cameras.

Are the customers in the Middle East region more demanding?

Hanno Vogels: Certainly the majority of our customers have a very clear view on what they want. They are looking for great quality, high performance and absolutely reliable systems. One of the reasons why they are looking for es-

pecially reliable solutions are the harsh environmental challenges, security solutions face in this regions. We have for example good success with our video surveillance products that are built for very harsh weather conditions.

Do they trust famous brand when they decide between systems from different vendors?

Baraa Dakhel: To represent a brand with a good reputation is of course a great basis to start with but what differentiates this region from other parts of the world is that customers here often compare different products not only based on data sheets but also based on rigid testing. They appreciate to see the products demonstrations

at the vendor's production facility but also want additional on-site testing without any preconditioning, just out of the box.

Hanno Vogels: At Bosch we have the opportunity to invite customers to our facilities and laboratories in Eindhoven or Munich, where they can get a good view on our products and can test them. Sometimes this is just not enough and we prepare on-site demonstrations to convince the customer that the products meet the customer's demands and specifications in the real world.

Are there other things that are typical for the ME market?

Baraa Dakhel: A big difference is data storage. While in some parts of Europe the storage of video data is limited to one or two days, in most countries in the Middle East regulations call for storing the data for long periods up to 120 days in some cases. This means that for big installations you need to store hundreds of terrabytes of video data reaching to petabytes. You can really speak of "big data". Therefore the careful use of bandwidth and efficient data storage are especially important in this market.

Hanno Vogels: Another characteristics of the Middle East market is that video analytics is often used to enhance security. When they talk about video analytics our customers are not limited to basic analytics like detection of movement or people counting but real-time analytics on the next level. With our systems up to eight different video analytic modes are available. Behavior analysis like it is used for crowd detection or to analyze the behavior of people around ATM machines are just two examples of the kind of video analytics how it is used in this market.

How do you handle video analytics? Do you work with software vendors that provide video analytics?

Hanno Vogels: This is one option. The work we did together with our VMS partners to deeply integrate our cameras has already paid off. We often use technology that is built-in into our systems. Here we really get good synergies from developments in other Bosch departments like the automation sector. Systems and algorithms they have developed together with car companies on a big scale can be implemented in our solutions. One example is electronic driver support where the situation in a fast moving car is constantly analyzed with very low failure rates allowed. This means that the systems are very reliable and work under very demanding conditions like day/night environments or at high speed. We use the technologies developed in this field and place intelligence within the camera and we store the meta data. This helps to analyze video data after it is stored and makes a search for objects or patterns in a forensic search much faster.

You mentioned that regulations in the ME change the demands in this market. Apart from the regulated market, how open for innovative ideas are customers here?

Baraa Dakhel: A lot of our customers are very open to new technology. They want to be first-movers and embrace new ideas. If you can demonstrate that new technology is reliable and works on-site nobody stops you because of old-school thinking like "we have always done things this way". There are a lot of examples where we even co-developed new solutions together with our customers.

How does Bosch approach the Middle East market? Are you going through distributors and system integrators or are there also projects managed directly with the end-users?

Hanno Vogels: What sets this market apart is the size of the projects. We have worked on some real big projects where Bosch Security Systems was directly involved with the customer in close cooperation with our system integration partners via our Engineered Solution Business. Dubai airport is one example where Bosch over the years has worked together with several system integrators.

Baraa Dakhel: Just to give you an impression of the size: We have for example provided more than 1,500 cameras to secure one of the most prestigious land mark towers in Dubai and a complete turnkey video surveillance system with more than 4,000 cameras to secure a leading University in Saudi Arabia

In which verticals do you see the biggest demand for video security?

Hanno Vogels: The transportation and education sector is very important in this region and for the future we will see also more safe city projects. A great advantage is that in the ME region, we can use the brilliant fiber optics backbone for data transmission. Unlike in some parts of Europe, there is no need to hugely invest in IT infrastructure first.

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COVER STORY

The New Normal: A Risk Society

Lars Thinggaard's Thoughts on Global Trends and Challenges

We live in a very different world today – a world of risks, a fast changing world – and looking ahead, such changes and risks will continue. I call it “the new normal” since this is expected to be the basis going forward.



The Economy

We have a completely changed world economy today, with repeated budget cuts in many countries having put our customers under pressure in recent years, especially in certain vertical sectors, yet higher spending in other areas. For example, we have experienced major changes in defense budgets, not only in the US but also across Europe. At the same time, we have seen higher security investments in Latin America, India and China. Now the US economy is gaining momentum, Europe has stabilized, and it seems the worst is behind us for now.

Speaking of China, we see changes in the positions of the world's leading economies, with China expected to take over as number one within the next decade. This increases the importance and influence of the entire Asia Pacific region. Our nations are no longer isolated entities: one country's economic events can cascade into others – our fates are connected more than ever before.

Politics

We see political changes in many markets. Elections affect economic policies, government fund-

ing, and investment confidence. Politics can influence the degree of regulatory requirements with regard to increased security and a growing harmonization of policies, along with stricter laws on data usage and access. This is indeed affecting our industry. Political unrest also affects public and personal safety, feeds vandalism or even terrorism, creating the need for intensified safety and security measures.

Since 9/11, security and public safety concerns have of course been a big focus in the US, and increasingly overseas. On every continent public safety has become a more important

concern during the past decade. Motivating incidences include terrorist attacks in Boston, London, Madrid, and tumult during the cascading 'Arab Spring' where democratic uprisings arose independently to spread across nations.

According to an October 2013 report, 'Attacks and fatalities soared to a record high in 2012. More than 8,500 terrorist attacks killed nearly 15,500 people as violence tore through Africa, Asia and the Middle East, according to the National Consortium for the Study of Terrorism and Responses to Terrorism. That's a 69% rise in attacks and an 89% jump in fatalities from 2011, according to START, one of the world's leading terrorism-trackers.'

Climate

Our world today also has an increased focus on climate change issues, including how to monitor and tackle severe storms, more hurricanes than ever, flooding and other kinds of extreme weather. Video surveillance is proving to be an operational tool for monitoring and alerting, aiding response, measuring and tracking the effects. We also see a change in the direction of improved security systems to protect infrastructure, energy supplies and natural resources.

Technology

We are involved with constantly changing technological developments through emerging innovations such as biometrics; panoramic, high-resolution and thermal cameras; edge device storage; cloud computing; RFID and video analytics. Much of this is thanks to the convergence of IP networking as the core infrastructure of every new installation.

Milestone is living our mission and vision: to globally drive the convergence of video surveillance and IP-based business systems through our open platform and business model. We have changed the industry's expectations of video surveillance by demonstrating the unlimited potential that comes with the freedom to choose components and the power to integrate with third-party systems.

By working with the open platform, partners and customers get better solutions that leverage the best of our industry, that work both today and long into the future, able to add any new equipment and systems as they become available over time. What a flexible concept! And it is flexibility that allows us to adapt to change.

Life Is Change – Risk and Opportunity

Our world is indeed changing. Moreover, we are part of what has been named a 'Risk Society'. Ulrich Beck, who holds a professorship at Munich University and at the London School of Economics, defines 'Risk Society' as a term to describe the manner in which modern society organizes in response to risk. That includes all kinds of insecurities induced by modernization: linked economies, political inter-dependencies,

the growing importance of technology, and climate changes as outlined above.

However, risks and changes are not the same as failure. A changing world is also a world of new opportunities. It is our job together to spot those opportunities and turn them into business. This is how we can collaborate. I am convinced that we are capable of adapting to and exploiting the megatrends changing our world. This is why open platform video management software (VMS) is becoming so important to so many people.

Today, we know that video surveillance is about so much more than just security. Our partners attest from daily experiences with customer installations that for many companies surveillance has become an integrated and logical part of the daily business process. For example, in the areas of production, warehousing, shipping and other kinds of asset monitoring or process control, video is a central function for improved quality and efficiency.

We see that our surveillance technology is very helpful when it comes to assisting with environmental regulations and other compliance matters for businesses and institutions, such as safety or hygiene procedures. Our aging population is driving demand for call alert systems and expanded alarm monitoring, as well. Hospitals are discovering video is a tool for better patient care around the clock.

So, there is indeed a growing market of opportunities out there with open platform IP video management technology and integrations. According to the market analyst institute IHS Inc. (formerly IMS Research), the IP-based video surveillance market is expected to double in size between 2012 and 2017. This will expand the market from \$4.8 to \$13 billion. Or put another way, by more than 170% – astounding!

You have to agree that a radical and pervasive change is happening in our lives. As a matter of fact, we are in the midst of a revolution.

Milestone plans to continue to lead in market development – and we have a proven record of doing so. We have been the number one company in open platform video management software (VMS) market for years. With around 3,000 partner companies and 7,000 certification-trained individuals who are updated every two years, not only do we have a well built-up channel, we exceed 100,000 customer installations with our VMS solutions. So it is not surprising when we look at our performance throughout the world that we see growth all over. Such positive development not only shows that our product portfolio fits many market needs, it also demonstrates the success of our combined efforts with Milestone partners.

Ability to Grow with Open Platform

So, what does the future look like in this industry? Let me make an analogy. Recall the development in the IP telephony market: it was a con-



Lars Thinggaard
CEO, Milestone Systems

vergent market over a decade. Its market share more than doubled in that time – from 25% to 57%, out-performing the traditional technologies. It is realistic to expect similar development in our IP video industry with plenty of room for growth ahead.

Analog equipment purchases still account for around 50% of the security market today but just think: this means that half of the people are installing outdated technology for business use that they don't even have at home anymore! Everyone uses IP technology in their personal lives now. Its advantages are made clear in our daily lives, and we come to expect those whether at play or work.

Growth Does Not Occur by Chance

Yet growth is not something that just happens! We know that growth is the result of forces working together with the open platform – which you could say is a commitment to change: embracing the chances to make opportunities happen. We believe that when our company grows, it is due to the multiplier effect of our entire ecosystem leveraging the Milestone open platform. It creates opportunities for our partners when we join forces; the offerings we provide to the end customers are more valuable and long-lasting for their ability to expand.

As an open platform company, Milestone provides software that is interoperable with most security hardware products today, as well as able to integrate with other security and business solutions. We strive towards flexibility and freedom. We are enablers, opening our toolbox for the industry.

We are ready to tackle new chances for opportunity together because of our commitment to change – especially in a world with such high risk factors. We are problem solvers in a growing community of problem solvers. We can help create certainty in an uncertain world.

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ESCAPE SYSTEMS

Safety in the Spotlight

Hochiki Europe Gets Rave Reviews at the Kenneth More Theatre



Ensuring the safety of visitors is a top priority for the London Borough of Redbridge, which owns and maintains the Kenneth More Theatre. Its technical manager, Rob Mitchell-Gears, explains, "With 358 seats and additional wheelchair spaces, we need to ensure that we have systems in place that enable us to react appropriately in the event of a fire." In such circumstances a fast, effective and controlled evacuation is vital, which is why we rely on an emergency lighting system."

Kenneth More was one of the most famous actors of the 1950s and epitomized the 'stiff upper lip' British conviviality that we often associate with that era. A contemporary of John Mills, Trevor Howard and Jack Hawkins, at the height of his fame he was the nation's most popular film star and took leading roles in a string of box office hits including *Doctor in the House*, *Reach for the Sky*, *Genevieve* and *A Night to Remember*.

Prior to his death in 1982 at the age of 67, he was one of very few performers to have a theater named after him, after Ilford opened The Kenneth More Theatre at the end of 1974. He made various appearances there, and over the years many other famous stars of stage and screen have also trodden its boards. Today, it hosts a variety of musicals, plays, concerts and pantomimes and is a focal point of the local community.

Aging Slowly

Having been originally installed in the 1980s, The Kenneth More Theatre's emergency lighting system was nearing the end of its life and

Rob recognized that a new one was needed. After liaising with the London Borough of Redbridge, its long-standing life safety partner, Tann Synchronome, was asked to make its recommendations. Based in Monmouthshire close to the Severn Bridge, the Tann Synchronome has a history dating back to the 1800s and currently has a large customer base across the UK, including a wide variety of public sector and blue chip clients.

"We were called in by the London Borough of Redbridge who had carried out an audit of the existing infrastructure," comments Tann Synchronome's managing director, Will Jones. "Like many installations of the 1980s, the emergency lighting system relied on a central battery system, which was becoming increasingly unreliable and needed replacing due to its age. What's more, some of the luminaires were not as bright as those that are available today and we felt that a new system could improve this considerably."

Having assessed what was required it didn't take Will long to decide that Hochiki Europe's FIREscape emergency lighting solution would tick

The background of the advertisement features a clear blue sky with numerous pigeons in flight. Some pigeons are perched on the ornate, golden-brown facade of a building on the right side of the frame. The Siemens logo is positioned in the top left corner within a white rectangular box.

SIEMENS

www.siemens.com/swing

SWING – being safe, feeling free

Wireless technology for maximum life safety and flexibility

Radio fire detection is the ideal solution for rooms or buildings of historical value, with aesthetic or architectural restrictions or for temporary installations. Thanks to wireless technology, devices can be quickly and freely positioned and repositioned. This facilitates planning, allows for cost-efficient installation and offers a high level of freedom and flexibility should room usage or building structure change in the future.

SWING is the first radio fire detection system on the market that uses the innovative mesh technology instead of the conventional star topology, ensuring safe wireless communication with at least two redundant communication paths. Furthermore, thanks to the unique deception-free **ASA**technology™ from Siemens, the SWING detector can be optimally adapted to the current environmental condition by simply choosing the application-specific ASA parameter set. This makes the detector the optimal solution for any application – and also ensures highest life safety.

Answers for infrastructure and cities.

all the boxes. He states, "I've been working with Hochiki Europe continuously for the last 13 years and I've never failed to be impressed with the quality, flexibility, reliability, ease-of-use and design excellence of its products. If there's a better light emitting diode (LED) based emergency lighting system on the market I haven't yet seen it."

Own Power

Firescape is an EN50172 compliant, intelligent low-voltage system that comprises an addressable emergency lighting control panel with battery back-up, and features addressable, self-contained LED luminaires and signage connected via low voltage (40V) cabling. The luminaires and signage are also equipped with battery back-up so that they will function in every situation. The units fit directly onto a standard Hochiki Europe sensor base, making installation simple.

Hochiki Europe's deputy marketing manager, Paul Adams, adds, "It is self-programmable and its control panel continuously monitors and tests the functionality of the system. It can also be pre-programmed to carry out specific monthly, six monthly and annual tests and the results can then be download from the control

panel, alongside servicing and test schedules. This makes the system fully compliant with the requirements of BS 5266."

New for Old

Although the wiring also needed replacing, the team from Tann Synchronome was able to use the existing containment and wiring architecture. "The old cable was removed and the new cable was simply fed through the existing tubes, saving both money and time. It also meant that day-to-day activities could continue as normal – something that was clearly appreciated by Rob Mitchell-Gears who said: "Due to the urgency of replacing the system, work was carried out whilst the building was in use with minimal disruption to us, which impressed me greatly".

As with most entertainment venues, lighting must not detract attention from the performance and the installed Firescape system has been configured with three modes. The first is an emergency mode, where lights are operated at maximum illumination if there is a power failure. Normal or maintained mode means that it can be used as part of the permanent lighting of the building in five different levels of illumination, to enhance the general ambiance of various areas

of the building. Finally, in show mode specific lights are used at a lower level of illumination.

Due to its LED technology, the system will also cut battery replacement costs, testing labor, recycling costs and general energy use. LED also has a long life and requires only one per cent of the bulb changes required with traditional lighting. If a luminaire does need replacing, in house personnel can carry out the operation due to extra low voltage at the device, cutting maintenance costs.

Tann Synchronome is currently carrying out a second phase of the project and adding additional luminaires to the system. The final word goes to Rob Mitchell-Gears, who concludes, "I'm incredibly impressed that Firescape was able to address all of our needs and provide The Kenneth More Theatre with an emergency lighting solution that significantly enhances the safety of theatergoers and employees alike."

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Cloud Platform for Remote Management of Service Devices

Moxa's proprietary Cloud platform MX Cloud is an open platform that enables operators to make use of customized services over personalized interfaces. Technicians in the field can simply and quickly locate individual service devices using Google Maps with any 3G mobile device and graphically visualize the device status. Remote devices can automatically be detected, and custom analytics for large grid-oriented data sets saves time and money. Engineers can configure automated tags for a variety of

industry standards in the energy sector, such as Sunspec Alliance, or with Modbus devices while the adoption of existing software systems works smoothly and effortlessly. In addition, pre-defined profiles and customizable APIs allow for rapid creation of big data analytical solutions. MX Cloud's simple and intuitive interface design enables easy navigation. It can be used with the manufacturer's RISC based embedded computer series UC-8100 for energy monitoring applications. www.moxa.com

Interactive Emergency Notification Platform

Talkaphone has released an interactive emergency notification platform as part of its Webs family of products. Webs Contact Plus makes it easy to send notifications through a wide range of media to defined groups of recipients and Webs-enabled devices. Recipients are able to receive notifications through various methods such as phone call, SMS (text message), email, and Android/iPhone mobile app. The software is a hosted Software as a Service (SaaS) mass notification solution that is reliable and is scalable enough to send thousands of notifications around the world almost instantaneously. No installation of on-premise serv-



ers or applications is required. In addition to all standard notification and reporting features of the Webs contact platform, the software provides easy to use template-based notifications, multilingual text-to-speech support, and accessibility via Web, email or touch-tone phone. www.talkaphone.com

Induction Loop Amplifier

C-Tec has launched an up-dated version of its PDA200E induction loop amplifier. Fully compliant with BS 7594 and BS EN 60118-4 and suited for any perimeter loop application of up to 200 square meters, the amplifier now features two balanced/unbalanced line level inputs and one microphone input with phantom power for electret microphones. Each input also has a separate internal tamper-resistant control that can be manually adjusted. Designed to allow hearing aid users to participate in general conversa-



tion and social/work activities, the amplifier is compatible with the company's extensive PDA Outreach plate audio input extension system and comes complete with a 'loop fitted' sticker. www.c-tec.co.uk

Security Management Platform

Nedap Security's Aeos 3.1 is available. It provides a unified design, while keeping in mind the different users. From the Configuration and Maintenance application to the Identity and Authorization interface – the system maps to the way people actually work. This also applies to "Surveillance", web application giving users a clear overview at all times. This clarity reduces the chance of mistakes,

while increasing security and responsiveness. A more intuitive interface improves efficiency and reduces mistakes; simplicity allows for a better overview so the user can respond faster to any event. Access to unlimited possibilities gives freedom of choice. Eliminating key management saves money while keeping the user in control of storage.

www.nedapsecurity.com/services



Staybridge Suites Hotel required highly reliable fire detection to safeguard lives of guests and staff

FIRE PROTECTION

Hotel Fire Safety

Not Just Detection – But Complete Protection

Ensuring the safety of guests is naturally a fundamental requirement for all hotel owners, operators and licensees. The possibility of fire in any hotel should always be a concern, particularly given the impact that even the smallest outbreak might have. Apart from the obvious threat to the lives and safety of hotel guests and staff, fire can cause consequential damage that will pose a risk to the longevity and the brand values of the hotel itself. Destruction of the fabric of the building caused by even the smallest fire may well be expensive to rectify, but the harm to the hotel's reputation might be even greater. It will also undoubtedly take much longer to repair.

The installation of an inadequate fire system on the other hand, might well bring with it the unwelcome nuisance of false or 'unwanted' alarms. The disruption caused when alarm bells or sounders ring unnecessarily – or when full-scale evacuations are wrongly undertaken – can also have a lasting and damaging effect on any hotel's business continuity. So, like their guests, hotel operators also need the assurance that the hotel is safe and well protected. This invariably means the implementation of a reliable, integrated fire protection system that offers the earliest and most dependable detection, along with timely evacuation concepts and clearly defined escape routes.

Fire Statistics for Hotels and Motels

Statistics show that perhaps fire safety needs to be given greater priority by some hotel owners and chains. An average of one in every 12 hotels in the US reported a fire every year and an estimated average of 3,700 structure fires in hotels and motels is reported annually, resulting in associated yearly loss of 12 deaths and injury to 143 other people.

12% of fires in hotels and motels are said to have begun within guests' rooms and – of all civilian deaths resulting from fires in hotels and motels – fires starting in guests' rooms have accounted for 72% of the resulting deaths of guests and staff. Smoking materials have been found to be the cause of the initial outbreak of fire in 79% of these civilian deaths. Indeed, the blaze that swept through the Parco dei Principi in Rome in May 2004 that resulted in three people losing their lives, is thought to have been started by a cigarette. In the Grand Park Avenue Hotel in Bangkok in March 2012, two people died in a fire probably caused by an electrical short circuit and one month later in Cornwall, England, the Falmouth Beach Hotel was completely destroyed by fire. More than 100 fire-fighters tackled the blaze at the four-storey, 120-bedroom Best Western property but were unable to prevent the fire spreading throughout the building fanned by gale-force winds and causing the roof to collapse. In the USA alone, the cost of damage to hotel property averages, in simple monetary terms, around 127 million dollars every year.



False alarms can be caused by exhaust emissions

A Safe and Pleasant Stay

Fire prevention in any hotel should at the very least involve ensuring the installation of adequate fire detection systems in guests' rooms, public and 'back-of-house' areas, as well as implementing safe working practices in high-risk areas such as the kitchen. According to statistics, cooking equipment is involved in nearly 45% of all fires.

However, operators and guests alike also need to know that the guests will enjoy their stay. This, of course, includes the guarantee of a good night's sleep on the hotel premises without disturbance – or the rude interruption of a 'false' fire alarm. False alarms are disruptive and irritating, but more importantly, they undermine the credibility of any genuine alarm. Any installed detection system needs to be accurate, reliable and 'intelligent' – that is, capable of detecting the earliest stages of a smoldering fire anywhere

in the hotel to provide assured protection of the lives of guests and staff alike. Yet the same system must also be capable of differentiating steam from smoke and other deceptive phenomena to prevent the triggering of those unwanted alarms. The protection of guests' assets and valuables is important, too. When staying at a hotel, the most valuable asset that guests bring with them is usually their motor vehicle. Therefore, hotel car parks should be adequately covered by any fire protection system, not only to protect the vehicles and assets contained therein, but also to protect the integrity of the building. This is because car park fires are capable of generating temperatures sufficiently intense to cause damage to even reinforced concrete structures. Car parks should also be fitted with systems to detect, alarm and deal effectively with the build-up of carbon monoxide to protect guests from high concentrations of the gas.



Numerous deceptive phenomena like steam, flames and smoke coming from cooking as well as high air movement due to stove hoods or air conditioning are critical aspects in a hotel kitchen

Fire Safety in Corporate Chains

In the constant struggle to attract and retain custom, some operators find themselves faced with a dilemma if they have limited capital to invest. Should they spend more on protecting customers and ensuring their safety regardless of cost – or should they, for instance, make their hotel/s more appealing by investing in more attractions and customers services? Or should they keep expenditure to a minimum in order to sustain their competitiveness and maximize profits? Sometimes the latter approach leads to the investment made in fire safety standards to meet only the basic requirements of the relevant national legislation. Yet others rely heavily on the continued support of their corporate customers whose expectations and demands are very much on the rise. As a result, many travel managers now, as a matter of course, insist on the highest safety standards, with 25% refusing to book rooms with hotels that do not have the highest standards of fire protection for their guests.

Global brands operating across multiple geographical locations face even bigger problems when dealing with fire safety. In different countries throughout the world, the implementation, use and maintenance of fire protection solutions will be stipulated by many different regulatory authorities. Simply keeping abreast of all the legislative advances of the different bodies, along with the constantly changing technologies available, makes simple adherence to the appropriate standards difficult. The first challenge for international operators is to instigate corporate standards which are sufficiently high – regardless of all the different national regulatory differences affecting their hotels. The second and equally challenging problem is to ensure the full implementation of these agreed corporate standards widely and consistently across every hotel within the group.

However, despite the differences in national laws and standards, the majority of global hotel chains has adopted corporate fire safety schemes based on automatic detection and alarm schemes. Although these solutions may be configured differently or contain different component devices, they all offer significant benefits in terms of speed of detection, response and orderly evacuation.

The Human Factor

The legal requirements of different regulatory authorities – along with the procedures put in place by hotels themselves have, until recently, overlooked one factor common to all emergencies that is constant yet still unpredictable. That factor is human behavior. With the sounding of a fire alarm, many people anywhere will react with indifference. The ringing of an alarm bell or the sounding of a warning siren is all too common these days and rarely demands the response of everybody who can hear it. Very often people

will ignore the alert, thinking it a simple test procedure or a mistaken 'false' alarm. Rarely is peoples' first reaction one of clear understanding, calmly followed by a rapid and appropriate response. Too frequently the reaction is one of surprised but ineffectual attention as people look for some kind of clarification or confirmation that the alarm is genuine. Guests in a hotel are usually in unfamiliar surroundings where at best they have only a rudimentary knowledge of the layout or even the location of the nearest emergency exit/s. Few will have acquainted themselves with any procedures, escape routes or assembly points that the hotel will have put in place. Guests will also probably have differing degrees of mobility, sight and hearing abilities. Given the added complication that most alarms in hotels happen in the early hours of the morning – 23% of fires in guests' rooms occur between midnight and 2a.m – whilst people are deep in sleep and initially disorientated when woken abruptly, these factors are part of the challenge that fire safety engineers continually face. The management of any incident within a busy and well-populated hotel is rarely easy and the outbreak of fire is certainly no different.

Learning from Other Industries

Hotels today will generally have organizational measures in place to deal with fire alarms. These will range from the simple nomination of fire officers amongst staff to the most detailed guidelines for any possible evacuation. However, personnel measures alone cannot be relied upon to address all the critical needs for a successful emergency evacuation. The use of technology instead to overcome the 'human factor' in the fire safety challenge, has an increasing role to play. It is an area where the hotel industry as a whole can learn from other industries to ensure efficient incident management. In most airports and on most university campuses, there are invariably large numbers of people – sometimes scattered over large areas and throughout several locations in numerous buildings. However, before extinguishing, fire fighting or other intervention activity can take place it is sometimes necessary to ensure that everybody has been successfully evacuated. The difficulties involved in securing a complete and successful evacuation in any of these situations include the need to ensure that everybody knows exactly what is going on and what to do, whilst receiving all relevant updates pertinent to their individual position, in order to do so.

Move from Simple Fire Detection Technology

One way that these other industries are tackling the issues is by putting in place solutions that enable response processes to be automated. It is becoming increasingly more common for fire detection systems to be integrated, not only with extinguishing systems but also emergency lighting, voice alarm and mass-notification sys-



The installed panels, smoke detectors and heat detectors ensure highest reliability and minimize the risk of false alarms

tems as well as building management systems – to control smoke extraction, fire doors and lifts in the course of any potentially life-threatening event. Such integrated systems will automatically provide clear, step-by-step instructions for what to do, with whom to make contact, where to seek escape and where to assemble. All relevant alarm or lighting systems will be triggered automatically, so that every party involved knows exactly what to do next. These other industries have shown that there is a need to leave the traditional arena of fire safety technology and look towards more integrated systems.

With regard to communicating with participants in an emergency situation, the focus is currently very much on mass-notification. By utilizing the "connected" culture of today's mobile phone, messaging and internet networks, it is possible to put plans in place to direct almost instantaneously as many people as possible to safety in any emergency situation. This means that the consequence of any outbreak of fire or any other incident can be minimized, not only in terms of injury or fatality, but also with regard to commercial disruption, both short and long-term. This means that reputational damage can be minimized too.

Although this level of integration is not usual yet within the hotel and hospitality industry, the technologies in common use could be put to far wider – and more vital – use. The latest flat-screen digital TVs and wireless connectivity now common in many hotels around the world, could provide the facility to implement a more holistic approach to incident response. Both would increase the likelihood of guests and staff receiving relevant information and instructions concerning any fire or incident and would have the financial benefit of utilizing existing equipment without incurring the cost of additional resources. By following the lead provided by others, making smarter investments and making better use of existing technologies, the hotel industry can integrate all its fire, safety and security disciplines to make better provision for its guests' care and comfort.

Intelligent Response for Best Protection

Today's integrated systems or solutions can prove even more invaluable. They are based on a rule-based approach, which determines the outcome based on information received from input devices such as fire detectors, intruder alarms and other systems. By adopting an approach whereby building technologies such as the heating, ventilation and air-conditioning systems (HVAC), along with fire and intrusion detection and video surveillance are integrated on a common platform, different, pre-determined responses will be triggered by different events. They involve a variety of integrated detection and communication technologies that are able to interoperate and work seamlessly together to ensure that guests, regardless of their location can be contacted and guided swiftly and efficiently to a place of safety. They also facilitate the on-site communication of the emergency services to help the fire fighting, rescue and medical teams contain the incident and limit its effects and repercussions.

The solutions provided by today's leading manufacturers offer the hotel industry: early and reliable detection of fire in order to protect lives and limit the damage to properties; flexible and optimal adaptation to any hotel's building structure; tailored solutions for every part of the hotel; fewer false alarms caused by deceptive phenomena such as cigarette smoke, steam, exhaust fumes, kitchen fumes and sparklers; orderly and efficient evacuation if ever necessary; with fast and efficient installation with no interruption of everyday operations.

In short, today's leading solution providers now have even better ways to offer hotels and all their guests, staff and assets, real protection against fire – anywhere in the world.

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www.siemens.com/buildingtechnologies

La Marvella is a luxury boutique hotel located in the Jayanagar suburb of Bangalore. A part of the Best Western Premier group, the hotel prides itself for being an oasis of tranquility amidst the hustle and bustle of a large city. The hotel offers services to meet the varied demands for all segments, be it corporate or leisure, and is focused on ensuring that its service and hospitality match up to the highest international standards. In line with this vision, the hotel's management team was keen to install a surveillance system that would ensure utmost safety and security of the guests at all times.



BRANCH FOCUS HOTELS

All Around **the World**

Hotel La Marvella Employs Axis Surveillance and Remote Monitoring Solution

The hotel management was looking for surveillance and monitoring system that would provide security and safety and minimize pilferage. At the same time, the cameras were required to be discreet, in order to maintain aesthetics and to ensure that the guests' comfort is not compromised. Being a multi-nationally managed hotel, it was also necessary that image quality should be of high quality to enable remote monitoring by the management team overseas.

At the same time, they required the surveillance installation to increase system efficiency by preventing pilferage at various staff and material movement locations and by better monitoring of utility areas such as electrical panel rooms and DG power rooms.

Front and Back Office

The local Axis partner Zener Systems in cooperation with Hashnine Software installed a mix of 64 Axis PTZ and fixed network cameras. The Axis camera models 209FD, 215PTZ, 216FD, 5532, M10, M1011, M3011, M3202 and P1311 were chosen for their discrete size, high video quality, performance in low light, wide area cover-

age as well as their ease of installation through Power over Ethernet. These cameras are also equipped to handle intelligent video analytics features such as motion and audio detection, a tampering alarm along with multi-streaming in low bandwidth. These cameras are installed at different locations at the hotel covering the corridors, lobby, lift, main entrance, restaurants and bars. They have also been installed in utility areas to monitor material movement locations, electrical panel rooms and DG power rooms.

The solution has been successful in ensuring safety and security of guests, which was the primary concern for La Marvella's management team. The network recording and storage provision has brought down the necessity of staff dependency, thereby increasing efficiency while cutting costs. The high image quality available over IP has been acknowledged and appreciated by the hotel's senior management, which can now monitor the hotel from across the world.

Pan Scan

The PTZ dome network cameras offer network video functionality combined with pan/tilt/

zoom capability, enabling wide area coverage and great detail when zooming in. The camera's movement is easily controlled by an operator, or it can be run in preset mode where the camera automatically moves between preset positions. This has made the monitoring process more effective than the physical surveillance methodology that was used before.

"We greatly value the safety and security of our guests and are extremely happy with the results achieved from the installation of these Axis network cameras. We have found them to be smart in looks and discrete, so we don't have to compromise on the aesthetics or comfort of our guests to ensure safety. Remote monitoring of the premises, including the utility areas, has enabled our senior management to study the operations and to ensure world class services," said Mr. Sashi, IT Manager at La Marvella.

▶ CONTACT

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Embedded Surveillance System

Dahua Technology introduced the DSS7016D Surveillance system, which integrates VMS to the hardware as an all-in-one solution, sparing extra devices and cabling to achieve convenient operation at a lower cost. The usual way to deal with video is to employ software plus an independent server while the manufacturer combines hardware and software, which brings more benefits while lowering the cost. The system is based on Linux, which is virus-free and posts no further request for firewall, software and etc., in other words, the overall cost is at a great reduction; and its lean design also leads to a low consumption. A single device supports 350 channels at 2M, 175 channels at 4M and 85 channels at 8M real-time recording with 700Mbps for transmission. As for the backup, it



maximum accommodates 16/24 HDDs to satisfy large data storage, and can also support IPSan for expansion. The N+M redundancy mode further ensures the reliability of the system. What's more, it is equipped with LCD screen, which saves trouble in terms of configuration and maintenance. www.dahuasecurity.com

x86-based Embedded Computer with Intel Core i5/i7

Moxa's V2616A series embedded computers are based on the Intel Core i5/i7 processor, and feature 2 RS-232/422/485 serial ports, dual Gigabit LAN ports (M12), and three USB 2.0 hosts. V2616A computers also provide six DIs, two DOs, 1 SATA storage connector, and VGA and DVI-D outputs. They are compliant with the essential sections of EN 50155, making them particularly well-suited for railway and industrial applica-

tions. The system's C Fast socket provides these computers with the reliability needed for industrial applications that require data buffering and storage expansion. Most importantly, the V2616A computers come with two hot-swappable storage trays for inserting additional storage media, such as hard disks or SSD drives, and can offer RAID 0 and RAID 1 functions for data reliability.

www.moxa.com

Fixed Dome Network Cameras

Vivotek has launched its two latest 3MP fixed dome network cameras, FD8371EV and FD8171, featuring image-processing technologies for delivering high picture quality and video usability. Offering 30fps at 3-Megapixel or 60fps at 1,080p resolution, the two professional day/night cameras come with smart IR technology. Both cameras provide the ability to avoid over-exposure from IR LEDs by adjusting the IR lighting intensity instantaneously based on the distance of the object from the camera. Moreover, equipped with WDR Enhanced technology, image de-



tails in extremely bright as well as dark environments can be identified easily. To maintain high video quality while reducing bandwidth consumption, 3D Noise Reduction Technology enables both cameras to capture clear, polished video under low-light conditions and reduce unwanted sensor noise. Smart Stream Technology optimizes resolution on a moving object.

www.vivotek.com

PTZ Dome Camera

Uniview has introduced its IP PTZ Dome Camera – IPC 642E-X22IRL which has received high evaluation from visitors. The PTZ Dome Camera also won 2013 iF Design Award by the extraordinary appearance, excellent optical design, network capability and reliable quality. It delivers real-time video frame rates of up to 30fps at Full HD resolution (1080p). With its IP67 housing and an operating temperature range from -40°C to +70°C, the camera offers reliable video surveillance. It integrates the third-generation IR LED and built-in IR laser with up to 300m IR range. The optical glass window in the front can improve the light transmittance rate up to 95%. The glass for lens is dust and water repellent in order to



provide effective monitoring. With NAA (Network Auto-Adaptability) technology, it ensures image quality even with network packet loss. The company's products are ONVIF-conformant; hence devices can seamlessly interconnect with third-party products from other manufacturers.

www.uniview.com

Outfoxed

A BBC wildlife project got more than it bargained for, when Raytec Infra-Red lighting helped to capture an intruder live-in-act, in the middle of the night. The CCTV system belongs to BBC wildlife presenter Simon King, and was installed as part of a 'Fox Family Cam' project, designed to film a family of foxes living in London and stream live video 24-hours-a-day to King's website. However, on 12th January at 3.46am in Herne Hill, South London, images captured under Raytec Infra-Red lighting, showed a man climbing over a fence, trying to enter a shed and escaping across a back garden. Metropolitan Police are looking to speak to



the man captured in the footage, which coincided with a burglary at a neighboring house in the early hours of the same day. The integrated CCTV system includes Raytec Infra-Red lighting, an Axis PTZ HD camera and i-Catcher video management system from i-Code. The CCTV system is one of a number of wildlife-spotting feeds maintained by King, also including 'River Cam' and 'Badger Fox Feeder Cam'. www.rayteccctv.com

Digital Video Recorder

Everfocus' 16-channel digital video recorder Paragon 960x4-16 is now available. The DVR supports real time recording and playback (400 IPS for all resolutions) over 16 channels at WD1 resolution (960x576), providing the ability to capture even fast moving objects at enhanced detail levels. The DVR also supports convenient video export operations to USB and DVD (optional). Its dual stream H.264 encoder provides users smooth viewing experience

in low bandwidth networks while simultaneously preserving a high quality recording in the DVR hard disk. The Paragon 960x4-16 can provide clear 1080p Full HD video output to both HDMI and VGA monitors with an intuitive on-screen user interface for efficient operation. Users can also easily operate the machine using a USB mouse, the IR remote control or via the front panel buttons and jog/shuttle wheel.

www.everfocus.de

VIDEO FOR RETAIL

Highest Resolution for Fine Jewellery

Dallmeier Video Technology for Court Jeweler Mühlbacher

It is truly a gemstone set in the heart of the historic district of Regensburg: the court jeweler Mühlbacher present fine jewellery and exquisite timepieces in their elegant showrooms. A modern video surveillance system by Dallmeier, configured with the highest resolution and adherence to detail, watches discreetly in the background.



Jeweler Mühlbacher: Bulgari, Breitling, Rolex – 400 square-meter display area

For well over 100 years, the court jeweler Mühlbacher have been the most prestigious address when it comes to sophisticated timepieces and top-class jewellery. Now the showrooms are also shining in new splendor: Surrounded by a sleek and elegant interior, customers can relax in a lounge area, and separate sitting areas enable discreet sales discussions with customers. Within the space of only six months instead of the originally planned fourteen, Mühlbacher quadrupled their business floor space. Now, the products of renowned manufacturers of timepieces such as Bulgari or Breitling as well as the luxury brand Rolex can be presented in a manner worthy of their names on a spacious 400 square-meter display area. In addition, treasures by Cartier or Chopard, among others, are offered together with original jewellery creations from the in-house master workshop.

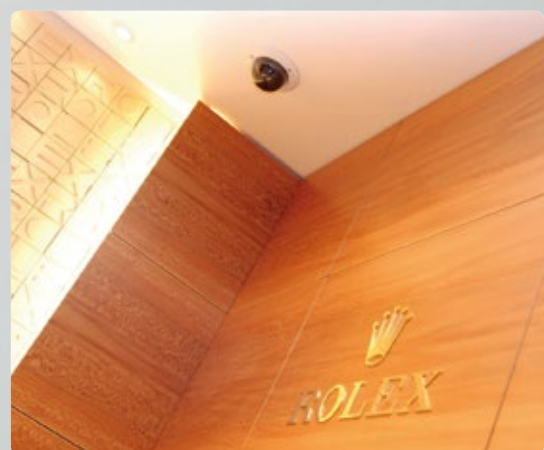
However, the brothers Andreas and Markus Mühlbacher, who now run this family business in the fourth generation, set the highest quality as their standard not only for timepieces and jewellery. They also demanded the highest possible performance of the video surveillance system, which was completely renewed during the remodeling and expansion.

„The cameras are supposed to blend in discreetly with our showroom concept,” Andreas Mühlbacher emphasizes. „At the same time, naturally the video system must be reliable at all times. That is why we decided on Dallmeier.” Markus Mühlbacher adds: „What’s more, it is important for us to work together with local companies and here our contact partner is always close at hand.”

Strategic Displays

More than 20 HD cameras keep an eye on everything: the entrance and sales areas, lounge and cashier’s counter, consulting area and packaging station, manager’s office and workshop, and also the surrounding streets and inner courtyard. At the same time, the video equipment not only provides protection from theft and break-ins: one of the main reasons for the video system was to optimize customer care. That is why a computer with a monitor can be found at strategic points such as the reception area, cashier’s counter, office or workshop, on which the images made by the surveillance cameras are shown in a window with six splits.

„Our rooms are very expansive, for which reason it is not possible to keep an eye on the



Dallmeier cameras: Keep an eye on everything



with numerous control functions such as AWB, AGC and Slow Shutter. The images are stored on a DMS 2400, a high-performance video appliance. The recording is controlled by motion, i.e. recordings are only made when there is actual movement within the image. This enables efficient use of the storage capacity of the hard drives.

The Mühlbachers have continuous remote access to live and recorded image material through an iPhone server: „The Dallmeier iPhone app is really very practical and easy to operate. This lets me keep an eye on things at all times, even when I am away,” says Markus Mühlbacher.

entire shop at once. But with the video images our employees immediately see where the customers are. This means that our customers do not have to wait long for assistance and they feel that they are being treated in the best possible way,” explains Andreas Mühlbacher.

The cameras are vandal-resistant dome cameras delivering detailed, color-true image material. In addition, the image quality can be optimized

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TRENDS

Security and Access Control Trends 2014

Access Control Continues to Innovate by Embracing New Technology in 2014



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Last year saw a big rise in integrated systems in the security sector and 2014 looks set to follow this pattern with a number of technologies and trends coming to the fore. With integration of different security, IT and building's services coming together, 2014 looks set to be a year of evolution rather than revolution – which from a business point of view ideally places the industry in a strong position to maintain growth.

Near Field Communications (NFC)

A technology that has been promising to do big things for some time is Near Field Communications (NFC). Whilst the technology for it has been available for some time, NFC's success will be determined by the tipping point from the number of enabled mobile devices and the public's willingness to use them to gain secure access to secure doorways. However the use of NFC has also been spurred on by a number of new compatible stand-alone locks which are especially well suited to access control using a smart device. At the moment NFC is more popular in the consumer market. For example, landlords can send a key to the smartphone of a tenant which can then be activated or revoked as necessary (without the inconveniences of having to immediately issue traditional metal keys). History has shown us that public acceptance of a technology will push its adoption in the commercial market too, as experience of the technology and trust in its ability is cemented. NFC offers exciting possibilities for securing access and the signs are that the market is poised to increase adoption very soon.

Cloud-based Security

The adoption of cloud-based security is another area that has gained enormous ground in recent years and looks set to continue vehemently in 2014. It's fair to say there were concerns over the security of using the cloud voiced by some commentators and potential users when cloud-based access control was first muted. However, these were largely quashed by a wider acceptance of online use of services such as banking or retail, which have demonstrated that using IP needn't compromise vital security. As well as ease of use and installation, cloud-based services also rapidly roll out updates (which is particularly useful in an emergency situation) and there is no need to store large servers onsite (which could be attacked or hacked directly) – freeing space and resources. Security Integration

The momentum of security integration is unlikely to slow in 2014. In fact it will continue to be a key market driver moving forward. The benefits are unquestionable, with the drive for efficiency savings being the core proposition. It enhances security reaction times „for instance if a door is forced the combined system will sound an alarm, lock-down key areas and direct the security team to the location of the potential incursion. Integration makes installation and upgrades easier and more cost-effective and it makes full use of legacy and existing systems. There is a massive growth in the use of BACnet protocols as well, which are adding a new level of software integration which is helping to move away from the remaining proprietary software that was once commonplace in the security industry.

There has been some debate within the security industry lately about the effectiveness and convenience of using passwords (both for physical to premises and logical access to IT systems). Integrated security systems allow authorized users to minimize the security details they have to memorize and are likely to gain further interest this year because of this advantage. The ability of integrated systems to intelligently provide access also means that workforce management is much easier using integrated security. From managing working

hours to activating buildings services only when they are needed (and thus saving energy and resources), integration is providing intelligent solutions that will save real money in 2014. The increase in mobile working and the use of smart devices will also continue to steer security demands, offering convenient and secure access to integrated systems. However mobile devices, by their highly portable nature, also pose a potential risk of unauthorized misuse. Accordingly though, mobile device manufacturers have beefed up handset security and this has offset many of the potential concerns in some ways echoing developments in the security industry itself. Long promoted as convenient and highly secure, biometrics recently got further mainstream consumer adoption with inclusion of fingerprint readers on iPhones late last year.

Biometrics

This use of biometrics has wider repercussions too. As with mobile devices, experience shows that consumer adoption helps to facilitate business use – so I would expect biometrics to find even greater popularity in 2014. The quality and accuracy of biometrics have rapidly improved in recent years, moving on from fingerprint readers and now readily incorporating facial recognition (which is very well suited to “clean” areas) and moving towards previously niche and more complicated systems such as palm vein and heartbeat recognition readers.

Security Legislation

As well as the technology, legislation is moving forward to meet the demands of the security industry. In 2014 we will see the publication of IEC 60839, entitled, Alarm and electronic security systems Electronic access control systems. It is being published at the IEC level (World standard) and also published by BSI as an EN (European) standard. As with all new standards, IEC 60839 will have a profound impact on the security industry in 2014 pushing providers further towards modern integrated systems and ensuring that they adhere to the developing needs of all customers that rely upon them.

CONTACT

TDSi Ltd. · www.tdsi.co.uk

INTERVIEW

Killing the Pain

Salto to Offer Easy-to-use Access Control Solutions

Late in 2013 Salto Systems launched Clay by Salto a new IP door controller working wireless via 3G. The product was introduced first in the Netherlands and the UK, where Salto is the market leader for offline access control systems. Only some weeks later Salto's Clay product made first place in GIT SECURITY AWARD 2014. At Intersec in Dubai Sebastian Reinhart and Heiko Baumgartner had the chance to talk to Marc Handels, Salto Systems Vice President about Clay and the newest developments in the market for access control.

GIT SECURITY: Not all of our readers already know the Clay system. Can you give us a brief introduction?

Marc Handels: Clay by Salto is an easy to use, secure locking solution for Small Medium Enterprises (SME). The product is designed to bring electronic solutions to SMEs, providing vastly better functionality and performance than is possible in a traditional mechanical solution, and with a flexible management system that requires no cumbersome software installation or cost of a fully wired electronic product. The solution combines a cloud-based intuitive software platform that is easy and fast to understand and manage, with high quality and design hardware that is easy and quick to install. Its increased security comes from users being able to easily and intuitively establish, consult, change and cancel specific access rights by person and place and time and all in real-time. The system is eliminating the problems and limitations of existing mechanical solutions, such as the costs associated with changing locks, keys, and cylinders when keys get lost.

Could you give us some background on the product development for Clay?

Marc Handels: Clay by Salto was co-developed with a Dutch Internet company that has an outstanding entrepreneurial spirit and a vast ex-



Marc Handels, Salto System's Vice President Marketing, receives the GIT SECURITY AWARD 2014 from Heiko Baumgartner

perience in developing online and cloud-based systems and mobile Apps. They understand the Internet of the things, we understand hardware. We have mixed their spirit with Salto's knowledge in the security and access control market. We own 49% of the company to make sure that on one hand our influence is big enough and on the other hand we do not lose the drive for further developments.

The access control market is quite conservative and sometimes reluctant to new initiatives. How was the feedback from the Dutch and the UK market when you launched the product?

Marc Handels: Within the last 12 years since Salto is on the market, I think we have developed a reputation not only for introducing innovative but also for highly reliable products with high security standards. With a turn-over of about € 78 millions we are an established company now. The feedback we did get from the market was incredible and we were very proud to win GIT SECURITY AWARD 2014 with Clay

only some weeks after the launch. We started in the UK as we have a very strong market position there and a great network of integrators and partners. That was very helpful at the launch. Clay will significantly broaden our offering and will kill the pain of many end-users and distribution partners.

You talk like you are you producing pharmaceuticals...

Marc Handels: Seriously we will not provide painkillers on a pharmaceutical basis. Since the beginning our method was not to start with developing new products and then see how the market reacts, but to analyze what pains users do have and then to develop solutions for them. Some years ago the biggest pain point people had was to react fast, reliable and with a reasonable ROI on changes in access control systems. Their challenge was to integrate new doors in existing buildings and to change access control rights quickly. I think we did kill some of their pain by introducing our offline door systems. These days there is another group of end-users that feel pain. Building managers and security managers of smaller enterprises, offices, retailers and even house owners have a lot of tasks to handle but one person cannot be an expert in everything and they don't have the resources to hand-over these tasks to others. They are looking for a flexible and modern system that can solve their problems. They ask for a flexible system that allows a keyless building, that is secure enough, affordable and which they can handle without a master degree in IT or system engineering.

Is Clay changing the opportunities for end-users only?

Marc Handels: I think it will also be a game-changer for smaller integrators, installers and locksmiths. They have an alternative now to staying with mechanical locks or to go for large complex systems. Large systems ask for the same installation and integration efforts no matter if it is an enterprise solution or a small project with up to 50 doors. For the smaller installation Clay can kill their pain.

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KEY MANAGEMENT

Securely Locked Away

Meeting Guidelines for Key Control in Correctional Facilities

At correctional facilities, the environment is highly structured to ensure that security, safety and order can be maintained. Security procedures are clearly defined and include among others, head counts, inmate movement tracking, visitor logs and cell inspections. Among the most closely guarded and stringent policies and procedures is key control.

To meet these requirements, facilities across the country are turning to automated key control and management systems. The systems deliver an updated approach to key management security that offers significant improvements over manual systems as well as providing a higher level management tool rather than just a way to control keys. In fact, many states have implemented policies stating that each facility shall have a system for key control that includes firstly the absolute control of keys by staff, secondly the production of key issuance records and thirdly a system which ensures that missing keys are immediately identified. This functionality helps key control and management systems meet the guidelines for correctional institutions.

Layered Access

An automated key control system can minimize the potential for keys to be compromised by restricting access and making them available only to authorized users. High security keys, including Folger Adam keys as well as non-security keys, are securely fastened to a key fob that contains

a memory chip. This feature ensures that each time a key is taken from or returned to the key cabinet, the activity is recorded. Users have access to keys only as approved by the system administrator and must enter a PIN or biometric information to access a key. The other keys will remain locked into place when the user accesses the key cabinet to remove or return a key.

Key rings can also be conveniently stored in the key control cabinet with storage of multiple keys on a single key ring where necessary. Tamper-proof locking mechanisms and unique identification systems offer the flexibility to add or remove keys without destroying the ring.

Typically built from stainless steel, key control cabinets are designed to resist abuse and are wired to alarm against tampering. An alarm will also sound if either an invalid user code is entered multiple times consecutively, the door is left open for more than a set number of seconds after use or when a key is missing or not returned on time or returned by the wrong user. Each key storage system is powered by AC electricity and supported by a backup power supply.

Written Evidence

Automated key control systems offer several advantages over manual systems; one of the most powerful is the system's reporting capability. Key control data management software can run the activity reports, sort search results based on different criteria and view and print reports. Corrections personnel can generate practical management reports which trace key movements by time, date and user code as well as audit reports that track keys in use and overdue keys, inconsistent key usage and database listings that show how the system is programmed.

When data is incorporated into correctional facility policies and procedures, it is possible to provide timely information to management for intelligent response, such as rule-based, predefined actions determined by events.

Key Accountability

Automated key control systems can help reduce procedural/policy improprieties as management will always know who removed any key and when it was taken. Guards and other authorized users have access to keys only as approved by the system administrator. For example, day shift personnel can be prohibited from accessing keys outside of their regularly scheduled working hours or accessing keys to which they are not authorized such as the pharmacy or medical areas. Personnel might also be forbidden from ex-



Automated key control systems offer advantages over manual systems

changing keys during or at the end of a shift because the system will notate that a key was not returned or that it was returned by another user. Compared to manual key control systems, computerized key control systems offer significant accountability advantages. Individual keys stored in computerized key control systems need not be labeled as to their purpose. If a key is lost, not only does the system flag the missing key, but it also eliminates any immediate identity issues. And when the system is network connected, the advantages are multiplied. For instance, priority email alerts can be sent to supervisors to inform them of the whereabouts of specific

keys or a user who has taken a specific key can be denied egress from the facility until the key is returned. Automated key control technology can help administration meet restrictive safety guidelines and help to make a correctional facility a safer place as well.

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The images displayed may not be representative of the actual resolution of the camera shown. Images for illustrative purposes only.

INTERVIEW

Focus on Turnkey Solutions

Vivotek Grows Business in the Middle East



Intersec in Dubai was a great chance for Vivotek to display their products and solutions to customers in the Middle East region. The Middle East market is one of the focus areas for Vivotek and the company develops more and more solutions together with their integration partners in the region. GIT SECURITY spoke to Miles Chen, International Sales Dept I Department Manager at Vivotek for Latin America and the Middle East.

GIT SECURITY: Why is the Middle East market a special focus of Vivotek?

Miles Chen: We see a big demand for video surveillance in this market again. The market is growing and there is a need for turnkey solutions here which fits very good to Vivotek's strategy to become a business solution company. Together with our system integrators partner's we develop tailor-made solutions that are the basis for the big projects in the UAE but also other countries in the Middle East.

How important are your partners for the business development?

Miles Chen: To have the right partners in this region is crucial for business success. The basis for this are experienced people in the region that can build up trust to our integration partners and the customers. Another important factor is Vivotek's partnership with video management companies like Milestone and Axonsoft. The deep integration of our cameras with their video management software is a big advantage especially for bigger projects.

You present cameras here that are compliant with Vivotek's VADP system. What does VADP stand for?

Miles Chen: VADP means Vivotek Application Development Platform, our system to integrate analytics functionality within the cameras. The great thing about VADP is that you can always update your Vivotek camera for the newest video analytics applications available and this system is not limited to our high-end cameras but is also implemented in most of the C-series cameras.

Vivotek has recently announced a new series of Megapixel network cameras with new sensors. What technology secures the high image quality of these products?

Miles Chen: With the maturity of sensor technology, megapixel resolution has become the basic specification of network cameras. However, high resolution does not stand for image us-

ability. When it comes to accidents, only usable images can support clear object identification. At Vivotek we have sophisticated R&D capability, we are strongly dedicated to optimizing image quality and high resolution development. With the removable IR-cut filter, improved IR illuminators, WDR Pro technology, and 3D Noise Reduction, our new line of cameras is the ideal option for users wanting the best image quality.

On the product side, what are the highlights you present here at the show?

Miles Chen: To name just a few highlights, we show our new 5-Megapixel fisheye fixed dome camera FE8174 here that is ideal for 180° panoramic view or 360° surround view for entrances and bigger areas to be surveyed. For safe city projects and traffic surveillance our IP8371E cameras is a good solution that delivers superb image quality even under changing lighting conditions. For public transportation reliable video during vehicle movement is important. Here we have developed the vandalism-resistant compact network camera MD8562. For our customers focused on the retail business, offices and banks, our miniature H.264 video server is an ideal option for front-end installations and discreet surveillance applications.

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MARCH 31, 2014

GIT
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Get Ready for GIT SECURITY AWARD 2015

Yes, you are right. Although we have just announced the winners of this year's GIT SECURITY AWARD, we would like to invite all providers of security and safety products to join in the competition for GIT SECURITY AWARD 2015 already now. As we want to present the winner of the next GIT SECURITY AWARD this year at the Security Essen show in September, we will therefore change the time schedule: Please apply for GIT SECURITY AWARD 2015, already until March 31 and submit your product entry.

The Categories

- A – Safe Automation
- B – Fire and Explosion Protection,
Industrial Safety
- C – CCTV
- D – Access Control, Intruder Alarm,
Perimeter Protection
- E – Safety and Security Management

Participation conditions and registration see here:
[www.PRO-4-PRO.com/en/Safety-Security/
 secaward2015](http://www.PRO-4-PRO.com/en/Safety-Security/secaward2015)



Winners 2014

In GIT SECURITY 1/2014 we have shown the winners of GIT SECURITY AWARD 2014. Who was happy, who received the cup and the certificate? In this issue we present proudly some of the people behind those winning products in the categories fire and explosion protection, industrial safety, CCTV, access control, intruder alarm, perimeter protection, safety and security management.



Torsten Wagner (center) is proud to be the winner of GIT SECURITY AWARD – and about his VPSA technology for OxyReduct. With, f.l.t.r.: Steffen Ebert, Katrin Struebe, Astrid Sassen, Lars Schroeder

GIT
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Benjamin Pflaum, Managing Director of Abus Security-Center, can add the GIT SECURITY AWARD 2014 to those many awards his company received to the date



Marc Handels, Salto System's Vice President Marketing, receives the GIT SECURITY AWARD 2014 from Heiko Baumgartner

In 2014 companies can apply their products again for the next one – for GIT SECURITY AWARD 2015.

Participation conditions and registration see here: www.PRO-4-PRO.com/en/Safety-Security/secaward2015



Robotix CEO Dr. Magnus Ekerot is happy with Steffen Ebert – Victory of the IP cam M15 in the category video security



At Samsung's DACH headquarter near Frankfurt: Ulf Hüther, Dirk Brand, Heiko Baumgartner (GIT SECURITY), Isaac Lee and Nicolas Ulrich.



Great pleasure for the CEOs of Advancis, Hartmut Nöll, Regina Berg-Jauernig (GIT SECURITY), Jan Meiswinkel



Heiko Baumgartner hands GIT SECURITY AWARD over to Peter Dekkers



Happy faces in Dubai: Heiko Baumgartner, Nicole Huffer and Fritz Götz



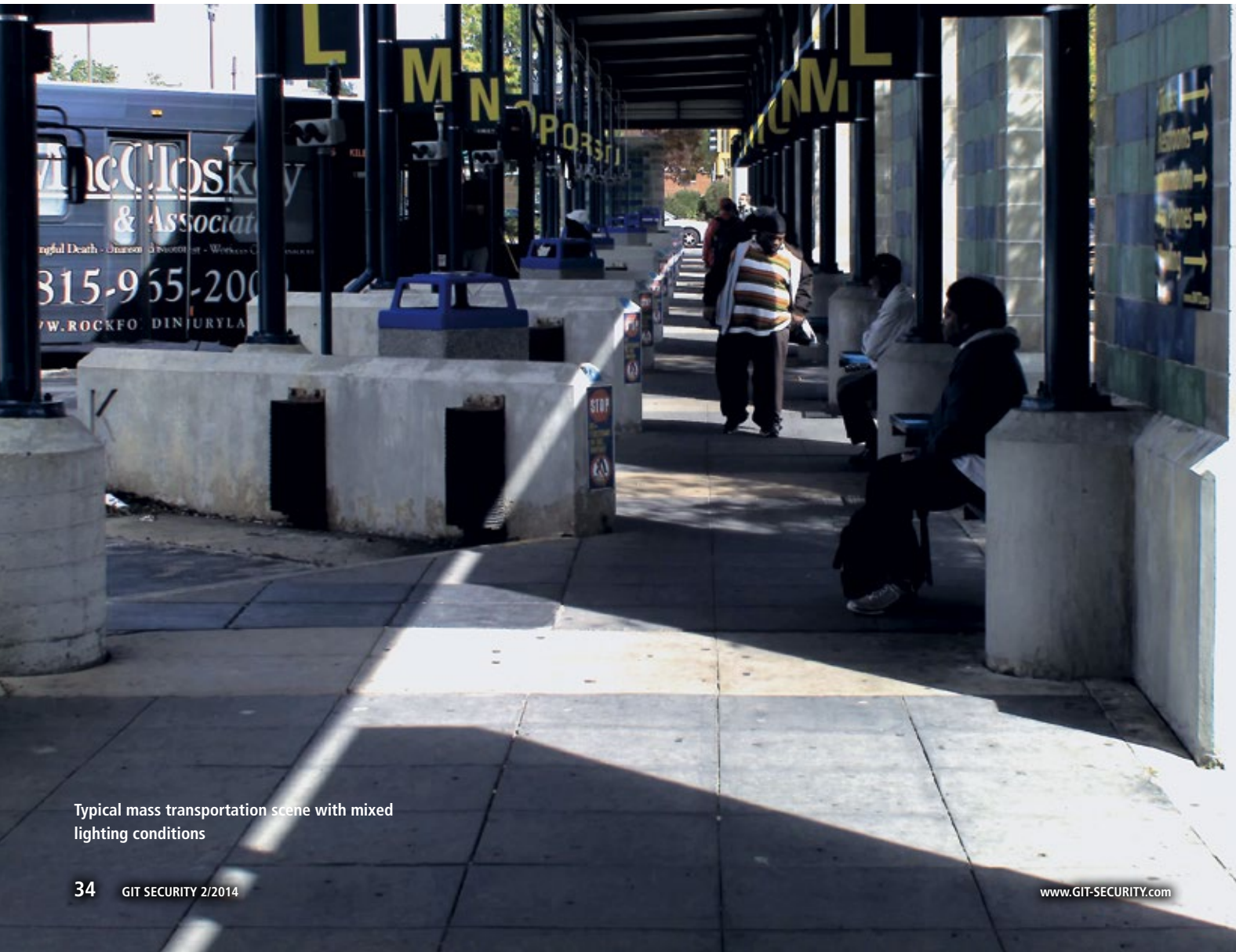
180° Sourround Video camera with WDR

VIDEO SURVEILLANCE

Dynamic Rangers

Understanding Wide Dynamic Range and Its Benefits in Video Surveillance Applications

Wide Dynamic Range (WDR) technology offers an excellent solution to the real world problem in video surveillance of capturing crisp detailed images in varying lighting conditions. The reference to WDR in video surveillance cameras has become so common in usage though that its understanding and the value it provides may have become diluted or even lost. Even comparing WDR cameras can be challenging because of so many variables. Like WDR, we believe the following will bring some clarity to the discussion.



Typical mass transportation scene with mixed lighting conditions



Typical WDR Scene in a warehouse

Matching the Camera's Capability to the Scene

To effectively understand WDR, it is also necessary to understand the correlation of the scene itself with the WDR technology of the camera, and how the two impact the quality of image rendering. By standard definition, dynamic range is a ratio between the largest and the smallest value of a variable quantity such as light or sound. In video surveillance applications, WDR technology is designed to enable appropriate exposure of the entire scene so that the image is a true representation of scene intensity, detail and color profile. Generally, if the dynamic range of the scene is the same or narrower than that of the camera, the resultant images would faithfully convey scene details both in the shadows and in the highlights of the scene with no noise or clipping. If the dynamic range of the scene is wider, the camera would either clip details in the highlights, or mask details in the shadows by excessive noise, or do both at the same time.

A camera specified to support a particular dynamic range will produce different results for different absolute ranges and different apertures because its own capabilities do have absolute limits, primarily due to physical size of its pixels. In particular, a scene with a given dynamic range but a lower average luminosity (or a smaller aperture) would produce more noise even if the dynamic range is fully supported by the camera, while the scene where the range is shifted upwards (or the aperture is larger) may produce clipping, and potentially additional noise in the mid-range, specific to WDR cameras.

Factors Affecting Video Quality

One measurement for judging the quality of a video camera is how well it captures the luminosity variations present in the scene. In particular, is the camera able to capture subtle variations in the highlights of the scene without clipping? Is it able to capture subtle variations in the shadows without drowning them in noise? What about capturing scene details at both ends of the dynamic range at the same time?

The number and size of light-sensitive pixels of the image sensors are a factor in measuring video quality. Smaller sensor pixels increase spatial resolution but have limited dynamic range.

Larger sensor pixels have wider dynamic range but decreased spatial resolution. A conflict between the need to increase the size of pixels to achieve a wider dynamic range and the need to make them smaller to increase spatial resolution is always present. Contributing to the conflict between the dynamic range and the spatial resolution is movement in the field of view, causing motion blur. It is analogous to the blurred image in a still photograph when the shutter speed is too slow for the action.

Video quality is also affected by the camera's aperture which limits the amount of light reaching the image sensor. Less light increases the depth of field but increases image noise while more light reduces the depth of field but improves the trade-off between motion blur and image noise.

Understanding the Technology

WDR imaging enhances the camera's capability to capture a true representation of the scene using a multi-exposure method. Two or more snapshots are captured at different exposure times (shutter speeds) and then composed into a single wide dynamic range image. Shorter exposures reveal scene details from the brighter parts of the scene while longer exposures reveal details from the shadows. Cameras with dual sensors ensure capture of highly detailed images in changing lighting conditions by switching from color WDR to monochrome when light levels fall below a specified threshold or by streaming both sensors simultaneously.

Additionally, noise suppression and motion compensation technologies are often applied to correct any effects of multi-exposure. For example, areas less defined in brighter scenes or alternately, more defined in the shadows, may receive inadequate exposure with excessive noise as a result. Noise suppression technology compensates for this condition. As well, due to the different shutter speeds, parts of the scene that were moving at the time of capture will appear at different locations in the two (or more) individual snapshots that make up the composed WDR image, creating motion artifacts. In these instances, motion compensation can help correct the condition.

Tone mapping may also be applied to WDR images to enhance display on conventional

monitors or televisions, which have a limited range of brightness that can be produced. The tone mapping process reassigns pixel brightness values to achieve the reduction of global (overall) contrast while preserving the local (specified) one. In other words, in a scene that encompasses both indoor and outdoor light the tone mapping selectively alters the brightness in the scene creating a version that is more natural and appealing to the eye.

The combined effect of tone mapping and multi-exposure image capture becomes especially challenging when it comes to achieving a uniform panoramic image appearance in a multi-sensor panoramic WDR camera. Adjacent parts of the scene captured by individual image sensors may appear entirely different in terms of brightness, noise and contrast just because there is a slight change in scene content from sensor to sensor. In order to produce a more uniform panoramic image, it is often necessary to sacrifice the dynamic range in some of the channels of the multi-sensor camera or perform an additional and elaborate post-processing to equalize the appearance of the resultant multiple WDR images.

In summary, the function of a camera's wide dynamic range technology is to create visual images with consistent brightness levels from a scene where there is simultaneous variation of light and that are suitable for video surveillance observation and recognition. WDR and related technologies offer today's video surveillance professionals a comprehensive and cost-effective solution for achieving this goal and enabling a more secure environment.



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SECURITY FOR PUBLIC TRANSPORTATION

Creating a Safer City

IP Cameras for Public Transportation Security in Szeged, Hungary

Not only will passengers feel safer but also the good citizens of Szeged will be thanks to the introduction of mobile network video recorders installed inside trams, trolleybuses, and buses. Video footage of passenger activity within or accidents outside the cabins can be clearly captured and recorded for post-event evidence.

Szeged, a history-enriched city with a current population of approximately 163,000, is ranked one of the largest cities in the south-east region of Hungary. In its history, Szeged experienced numerous negative social events in the 19th and 20th centuries, mainly caused by either natural disasters or wars. Following these negative events, Szeged has recently rebuilt its beautiful buildings, well-organized streets, and comprehensive public transportation systems, modernizing this city into one demonstrating strong cultural and economic dynamics.

Contributing to the City's Renaissance

Undoubtedly, the public transportation in Szeged has played a

significant role in the renaissance of the city, supporting both social and commercial activities. In addition to commuting, the public transportation in Szeged has made a great contribution to the city's development. Trams, trolleybuses, and buses are three key elements that form the public transportation network in Szeged. With the steady development of the city, the traffic volume has consequently increased. Therefore, the safety and security of trams, trolleybuses, and buses are exceptionally important, which may directly impact the safety of the citizens and the prosperity of the city. Considering the pivotal role of public transportation, the city's government has gradually placed increasing efforts and investments in transportation

system and infrastructure modernization in recent years, ensuring smooth transportation operations and further enhancing security.

In response to transportation modernization, Szeged Transport (SZKT), a state-owned trolleybus operation company, has acquired numerous new trolleybuses. By seeking professional consultancy with New Line Technologies, a professional Intelligent Transportation Systems (ITS) Integrator, more advanced and intelligent technologies and high quality surveillance systems have consequently been incorporated into these trolleybuses.

Advanced Infrastructure Creates a Safer City

In this project, 110 MD7560D network cameras were employed. The

quality and technology that these demonstrate are key considerations highlighting the decision of to use them. With the full support from the local distributor IP Cam Technologies, New Line Technologies has successfully introduced these network cameras on to new trolleybuses for internally and externally monitoring the bus cabins.

The product is a 2-megapixel vandal-proof mobile surveillance network camera developed and specifically designed for transportation applications such as buses, trains, and other vehicles. Being compliant with the EN50155 standard for electrical devices installed on railways, the camera can withstand shock, vibration, fluctuations, and conditions present on rapid transit trains, maintaining



Vivotek MD7560D network cameras safeguard Szeged's state-owned trolleybuses

stable and reliable video during vehicle movement. Featuring a 1600x1200 resolution, the camera can produce extremely detailed and clear images, which can be delivered explicitly, simplifying the identification of people and objects. Video footage of passenger activity within or accidents outside the cabins can be clearly captured and recorded in mobile network video recorders installed inside each trolleybus for post-event evidence.

Safeguarding the 163,000 Residents of Szeged

Sharon Lee, the director of Vivotek's Europe Business Division, maintained: "We are pleased that Vivotek has received this great opportunity to assist in the enhancement of the security infrastructure of SZKT's new trolleybuses." She also thanked the local distributor for implementing full integration of cameras in the preliminary stage. Sharon thought that the cameras proved to be the ideal choice for reinforcing the transportation security of the residents of Szeged and creating a safer city environment. She finished by saying, "In the following stage, additional MD7560D shall be incorporated into old, camera-absent SZKT bus cabins, as well as new bus cabins."

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INTERVIEW

Plug and Play with Direct IP

When It Comes to HD Surveillance IDIS Is Rethinking the Approach

After years when only insiders knew IDIS, their big presence at IFSEC 2013 in Birmingham has brought the brand IDIS to the attention of a bigger audience. At Intersec in Dubai visitors from the Middle East region had the opportunity to better understand what is behind the company. Only a few of our readers will know that IDIS is already an established global security solutions company. Since 1997, the company has grown to become the world's No. 1 DVR manufacturer with an annual turnover of \$140 million with more than 1.7 million DVRs installed through a global partner network. Known for their OEM business IDIS is now approaching the market with IDIS-branded IP solutions. At Intersec in Dubai GIT SECURITY talked to **Greg Kulesza**, who was appointed to the role of to the role of Technical Manager based out of the EMEA headquarters in London, and **Martin Cowley**, Channel Manager for the UK, pan-European and most recently the Middle East about the DirectIP solutions IDIS offers.



Martin Cowley, Channel Manager EMEA (l.), Greg Kulesza, Technical Manager (r.)

GIT SECURITY: What exactly is DirectIP?

Martin Cowley: Our idea was to bring a technology to the market that is as easy to use as consumer plug-and-play hardware and software. DirectIP is a revolutionary rethinking of networked and high-definition video surveillance. IDIS has developed DirectIP frameworks and IP protocols that enable full functionality of each device and element of a surveillance solution across shared or dedicated networks. It tackles compatibility and the issues associated with existing protocols, which often prevent the full functionality of cameras, network video recorders (NVRs) and other network equipment from being realised.

Greg Kulesza: Designed to provide a simple, yet high-performance solution, the DirectIP framework builds an entire network system from a single source supplier comprising a range of IP cameras and NVRs, IDIS Center video management software plus DirectIP switching hubs and accessories. The system provides an easy and convenient package of products to build and operate network security systems, permitting simple configuration and installation and mini-

mising the complexity of multiple connections, cameras, recorders and integration with third party and legacy systems delivering a complete security solution all from one single vendor.

Why is IDIS launching their own products and why are you not continue to work as OEM partner selling through existing channels?

Martin Cowley: The shift in technology from analogue to IP surveillance is an opportunity for IDIS to branch out using its own branded solutions. No one in the industry knows our products and solutions better than IDIS and we are already, demonstrably, the leading experts in the DVR and security video recording space. In addition, the migration from analogue to IP continues to create turbulence in terms of interoperability and it is challenging as an ODM to constantly re-develop product suites to integrate with multiple types of IP cameras, IP recorders and software all from different manufacturers without losing functionality. Hence, IDIS has developed DirectIP solutions so that our focus and extensive expertise is now also on our own technology and its evolution. We continue

to work with and support our OEM partners and they remain a critical part of our business mix.

Where will your products be available?

Greg Kulesza: DirectIP will be available through our distribution and strategic integration partners across Europe, Middle East and Africa and direct from IDIS.

What about your installation base? Where has DirectIP been installed?

Martin Cowley: Since its European launch during the summer 2013, DirectIP has rolled out across a broad range of customers, large and small, within the education, manufacturing, leisure, local government and retail sectors. Tavcom Training here in Dubai, have also adopted DirectIP solutions for their training facilities, currently utilised by the Dubai Police. While we are able to reference a handful of other customers today including Albert Heijn, the leading Dutch supermarket chain that is part of Walmart, many are still to be approved for announcement or publicity. As and when we have further references and details, we will make these available.

How relevant is DirectIP for customers of all sizes and budget?

Martin Cowley: DirectIP delivers a truly affordable video solution to small businesses—comprised of a range of cameras and four to eight channel NVRs, with simple, uncomplicated plug-and-play installation and configuration that requires little to no training. But DirectIP is also a the cost-effective solution for medium sized enterprises, increasing asset protection and situational awareness, while speeding up response times and the investigation of incidents. The free, bundled IDIS Center client software enables simple and cost-effective configuration, providing integration with third party systems including intruder, access or point of sale (POS) systems.

Greg Kulesza: For large enterprises, IDIS will show how DirectIP provides the scalability and flexibility ideal for large-scale multi-site video surveillance at an incomparable price. As a single source solution, DirectIP significantly reduces the total cost of ownership through use of its own switching hubs, network accessories and the capability to record and store video without expensive IT storage solutions or hardware.

Are there any key distributor partnerships established yet?

Martin Cowley: During 2013, IDIS announced the opening of a distributor network based out of Dongen in the Netherlands. Known as IDIS Benelux BV, the network offers customers a direct and local operation for DirectIP sales, service and technical support across Belgium, the Netherlands and Luxembourg. We also announced partnerships with iCenter HD and number integrators in the UK, while last month was the signing of an exclusive distribution agreement with CCTV Center for the Spanish and Portuguese markets. We are in discussion with many of our distribution partners who are expressing a strong interest in selling and marketing DirectIP solutions and so expect further announcements in 2014.

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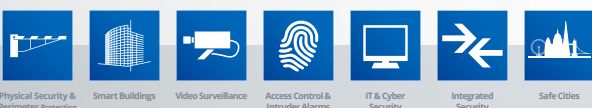
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VIDEO SURVEILLANCE

Italian Heritage

Collaboration to Improve Security at
Milan Cathedral and Museum

For more than six centuries, Milan Cathedral has been celebrated the whole world over as one of the finest examples of unique sculpture and architectural masterpieces, and as the very symbol of the city of Milan. A security incident in July 2013 emphasized the need to update security at the monument. The Enzo Hruby Foundation took quick steps in close collaboration with the professional security division of Samsung Techwin to provide the very latest video surveillance technology in a prestigious protection project.

The Enzo Hruby Foundation was founded six years ago on the initiative of the Hruby family and Hesa S.p.A. and takes its name from the founder and current President, Enzo Hruby who introduced the very first electronic security systems to Italy back in the late 1960's. The Foundation aims to promote a culture of security, protecting the nation's heritage from theft, and vandalism through the use of the latest advanced technology. The Turin Shroud during the extension of the Turin Cathedral, the manuscripts of the Vatican Apostolic Library during digitalization of the documents, the Cini Foundation, the St. Francis of Assisi Library, the Asinelli Tower in Bologna and Milan Cathedral are just some of the sites the Enzo Hruby Foundation has helped to protect. To pursue its institutional purpose, the Enzo Hruby Foundation promotes studies, research, seminars, conventions and publications on the theme of security and the optimal use of available technologies.

"We're very happy to be able to offer this concrete contribution to our city," said Carlo Hruby, the Vice President. "This project combines the protection of such a unique cultural heritage and the symbol of Milan, monitoring an extensive municipal area, the protection of which is for the benefit and peace-of-mind of citizens and tourists alike. Today, video surveillance security is one of the fastest developing sectors and in this project, which is a fine example of perfect collaboration between the public and private sectors, some of the very latest technologies have been applied giving the police an irreplaceable instrument to help them in their duties."

"This project let us use the very latest solutions to protect an area loved by every citizen of Milan and more," said Fabio Andreoni, Italy Country Manager for Samsung Techwin. "We're particularly pleased to be able to show how technology, used in an effective way, can really help make the work done by the authorities much more efficient, and in broader terms, also improve the quality of living for the people of Milan. It's just one piece of a more complex puzzle, but if making Piazza del Duomo safer helps contribute to a more efficient management of the area, with an increase in the number of visitors and consequent induced revenue, we'll have proven how we can reach important goals quickly and with excellent results, by operating in harmony with various public and private bodies."

Strategic Placement

To guarantee protection for the monument and control the vast urban area around the perimeter of the Cathedral and on the rooftop terraces, a modern video surveillance system of the latest generation was installed, with 20 remotely managed HD night vision cameras operating 24 hours a day. Twelve cameras with a video analysis function were installed in strategic points around the perimeter, to guarantee complete coverage and leave no area uncovered. Seven cameras of the same kind have been installed on the terraces with an additional motor-driven HD camera that covers the entire length of the central part.

All the cameras have built-in IR night vision illuminators so no modifications to the current



Samsung SNO-6084RP Full HD cameras are securing the cathedral's perimeter

lighting were required around the perimeter or on the terraces - a non-invasive intervention in terms of installation and infrastructure. The images from these new cameras are transmitted to the local police operations center and the provincial police headquarters. Here they are integrated with the images from the urban video surveillance system that uses video analysis to detect and classify suspicious activity and objects. These are in addition to the images coming from 1,300 cameras already managed by the authorities. Umbra Control from Perugia was responsible for the project.

The President of the Venerable Duomo Factory that is responsible for the maintenance and preservation of the cathedral, Angelo Caloia, said "With this important project, we're protecting not only the monument, but also the piazza and the area around the cathedral. Five million people visit the cathedral every year and in 2015 we estimate 20 million tourists will pass through the doors: the factory is working hard to keep all areas of the monument open with 12 building sites, and also thanks to important security measures such as this. This major project is important not only for the cathedral, it also provides added security for the city with the upcoming Expo 2015 and we can only thank those who, like the Enzo Hruby Foundation and Samsung Techwin, were ready to share this onerous task."

The Cathedral Museum System

The work didn't finish with the project to protect the cathedral and its heritage though. The two parties have been busy protecting the Duomo's Museum, which reopened on 4th November after eight years of restoration work. The security system installed there meets the specific requirements of the environment. The solution had to satisfy the aesthetic needs of the building and the variety of works of art in the museum, which has been the home of all sorts of items that tell

the story of the Milan Cathedral since 1953. The museum contains notable works of art of including tapestries, sculptures, architectural models, paintings, stained glass, hangings and other works that all require specifically tailored protection systems to be kept safe.

The latest generation of Samsung Techwin cameras with full HD resolution and the new Wisenet 3 processors were used to provide a system of the very highest image quality, offering optimized compression and management of network resources. The most suitable camera was chosen for each environment, both from an aesthetic point of view and in terms of performance. The museum has 26 rooms with a total surface area of 2,000 m². Most of the cameras in the museum are mini dome interior cameras with IR illuminators but new fish-eye cameras with 360 degree lenses were also used in some of the rooms to survey the whole exhibit space. All the cameras send their signals to the central recording facility with three Samsung Techwin SRN-1000 network video recorders.

The Samsung Techwin products used in the Milan Cathedral and Museum projects included 12x SNO-6084RP 2MP 1080p Full HD IP cameras around the cathedral perimeter; 4x SNO-6084RP 2MP 1080p Full HD IP cameras and one SNP-6200RHP 2MP 1080p Full HD IP dome camera on the cathedral terrace; one SRN-1000 network video recorder in the cathedral; 74x SNO-6084RP 2MP 1080p Full HD IP cameras and 2x SNF-7010P 360° fish-eye interior cameras in the museum as well as three further SRN-1000 network video recorders.

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www.samsungsecurity.com

One-stop Solution



At this year's Dubai Intersec, Uniview presented its star NVR – NVR516-128. It can connect with up to 128-ch network cameras and simultaneously decoding 48-ch 30fps at 1080p. Integrated with a video wall controller, and up to 12 HDMI (optional and flexible), the system could be a one-stop solution to small and medium video surveillance system. 16 SATA interfaces and two optional disk enclosures via mini SAS connectors make the maximum storage capacity of the NVR up to 96TB, achieving high scalability. Furthermore, the manufacturer built RAID5, together with a series of patents, into the NVR to ensure data security. www.uniview.com

Chinese Certification



L-3 Security & Detection Systems announced today three Examiner computed tomography (CT) explosives detection systems (EDS) have been certified by the Civil Aviation Administration of China (CAAC). The automated technology (AT) MVT-HR system has also been certified. The company's portfolio of hold baggage systems includes TSA-certified and EU-approved EDS solutions for every throughput class, from the compact Examiner SX to the 3DX to the high-speed, dual-energy XLB, and the MVT-HR, an automated high-speed, high throughput system. With advanced tools that include 360-degree rotational views of entire bags and individual threat objects, the systems allow operators to quickly and confidently clear bags for flight or designate bags for search. www.L-3com.com

Fingerprint Scanners

Suprema has introduced USB fingerprint scanners and an embedded OEM module, Biomini Slim, Biomini Combo and SFU-S20. Biomini Slim is designed to provide a high-level security solution for PC based identity access management solutions. It has a rugged IP65 rated dust and waterproof form factor while maintaining a sleek ergonomic design, and is equipped with the company's 500dpi slim optical sensor. Biomini Combo is a fingerprint scanner which provides dual-authentication security using contact smart card as well as fingerprint technology for desktop PC and network environments. www.supremainc.com

VIDEO SURVEILLANCE

Certified Image Quality

Uniview Is the First Asian Manufacturer that Gained a UL 2802 Certificate

Chinese IP video surveillance manufacturer Uniview is amongst the first companies worldwide that gained UL2802 certificate and the first manufacturer in the Asian-Pacific region. UL2802 was published in Oct. 2013 for testing cameras' performances, including resolution, grey level, dynamic range, sensitivity, distortion, maximum frame rate, relative illumination, veiling glare and bad pixel count. It provides a more direct and more accurate standard which facilitates to identify cameras' qualities.



Uniview entered the video surveillance market in 2006 and has developed a whole series of products. Till now, it is one of Top 3 manufacturers in China's CCTV industry with more than 500 IP cameras. Uniview is always active in supporting international standards and promoting product quality. On 20th December, 2013, Uniview gained UL2802 for their camera models HIC5421DE and HIC5401DE. These two cameras received rigorous tests in a professional laboratory and were confirmed to have the industry-leading performances, especially in WDR and low illumination.

By using DRC algorithm and highlighting mode, these two cameras got 100 in WDR and 98 in relative illumination. In other aspects, for example, in grey level, bad pixel count veiling glare and sensitivity, HIC5421DE and HIC5401DE also have excellent performances.

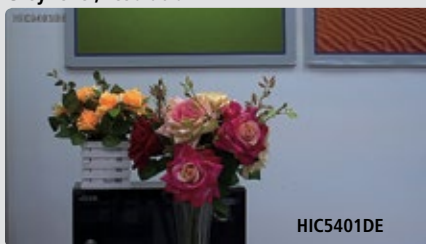
High Quality Ensured by Unique Technologies

By strictly selecting each piece of sensor, Uniview ensures the highest sensitivity and the lowest bad pixel count. To dig out sensor's maximum ability, each IP camera is equipped with algorithms to enhance low illumination and high resolution. Uniview IP cameras can provide a sharp image with accuracy in color reproduction and resolution even under harsh lighting conditions.

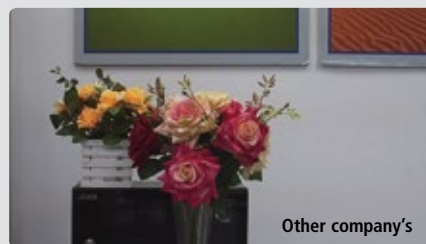
By high frame rate, Uniview's cameras have a better-performing WDR effect and more detailed image can be delivered even under great lighting contrast. Besides, the up-to-date environmental adaption algorithm enables the cameras to present clearer images. Using an advanced lens correction, Uniview balanced the light in the whole screen and the cameras are perfectly combined with appropriate lenses. With the scene-adaptive intelligent control, the IP cameras can automatically switch into the mode most suitable for time and illumination, for example, indoor mode, general mode, plate number mode, etc. This technology ensures the cameras' best performance at anytime under various conditions and environments.

Comparisons between Uniview HIC5401DE and other company's IP camera:

Grey level, resolution



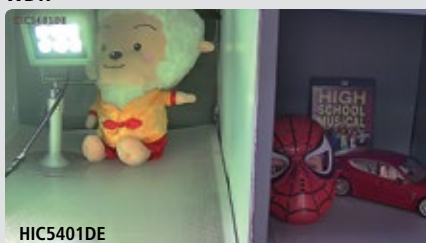
HIC5401DE



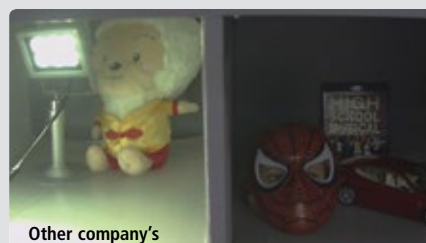
Other company's

Comparing the Uniview HIC5401DE camera and other company's IP camera, it is apparent that the details and color of the petal captured by the HIC5401DE is much better

WDR



HIC5401DE



Other company's

The comparison between Uniview's IPC541E camera and other company's IP camera shows that the definition of the HIC5401DE camera in both bright and dark sides is higher, veiling glare is lower and dynamic range is wider

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Panoramic Megapixel Camera

Arecont Vision has introduced a 12 megapixel (MP) 360° panoramic camera with true Wide Dynamic Range (WDR). The Surroundvideo panoramic camera produces high quality images of wide areas even in the most challenging lighting conditions without the aberrations produced by single sensor fish-eye panoramic cameras. Approximately half the size of the manufacturer's previous panoramic dome camera, the new camera's unobtrusive design makes it suited for numerous applications both indoors and out. The company's WDR technology delivers a dynamic range of up to



100dB at full resolution without lowering the frame rates. By combining long and short exposures in the same field-of-view, WDR maximizes the amount of detail in both bright and dark areas of a scene.

www.arecontvision.com

Megapixel Cameras

Arecont Vision has showcased its Megaview 2 and Megaball 2 series of all-in-one Day/Night H.264 megapixel cameras at Asis 2013. Both camera series feature remote focus and remote zoom P-iris lenses to ease installation, and optional true Wide Dynamic Range (WDR) at 1080p and 3 megapixels (MP). The Megaview 2 cameras are available in resolutions of 1.3MP, 1080p, 3MP, 5MP and 10MP. They offer optional built-in infrared (IR) illuminator LEDs. The cameras come with a junction box and an easy to adjust 3-axis wall mount to further simplify installation. Their bullet-style enclosures are IP66 environmentally rated. The spherical-



Megaball 2



Megaview 2

ly shaped Megaball 2 cameras are available in 1.3MP, 1080p, 3MP and 5MP models, and come with an integrated cable management structure to simplify installation. They also offer versatile bracket or dome installation configurations.

www.arecontvision.com

Networked Visualization System

Barco introduces a new version of its Transform N system. The highlight of version 2.6 is the new, high-performance NGS-D200 video-to-data (V2D) encoder/decoder providing content-independent streaming. The system is capable of streaming graphics of up to 4

megapixels across networks. To optimize performance, it also automatically provides the best image possible for the available bandwidth to each individual endpoint. The networked visualization system is a very powerful information distribution system. It can distribute

content from an infinite number of sources to an infinite number of displays. Simply connect the source (road camera, sensor, computer, etc.) to the encoder to enter the video, images or data into the secure IP-based system. The standard internet infrastructure then trans-

ports this information wherever you want, all over the world. At the destination, a decoder makes sure the information is ready for use on any display, while service nodes can be added to the network for additional processing.

www.barco.com

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Caring for Healthcare

Honeywell Provides Safety and Security System for South West Acute Hospital

Opened by Her Majesty the Queen in June 2012 as part of her Diamond Jubilee celebrations, the Western Health and Social Care Trust's South West Acute Hospital is a brand new, state of the art development located north of Enniskillen in Northern Ireland. Fire and security integrator BPS was awarded a contract by NIHG to install the CCTV security system. It recognized the risks associated with such a complex installation comprising multiple facilities and thousands of people to monitor and protect and proposed the use of the latest security technology.



Spanning 52 acres (21 hectares) and costing GBP270 million, the hospital was constructed to deliver a wide range of services including acute medicine, day and elective surgery, critical care, accident and emergency services, and consultant-led maternity services. The facility offers the most modern clinical practices using the latest technologies that enhance patient care and is Northern Ireland's first to provide 100% single en-suite room accommodation. The project was managed by the Northern Ireland Health Care Group (NIHG) in partnership with FCC Elliott and Interserve FM who are responsible for providing facilities management services.

The site includes the main hospital building as well as staff/key worker accommodation and 11 car parking areas, all of which required monitoring by a robust, reliable and flexible security solution to safeguard patients, visitors and staff. Providing a safe and secure environment was a key priority, and led the NIHG to require an integrated security system with CCTV monitoring that was tried and trusted and able to meet the

complex security requirements of this state of the art facility. The solution specified required integrated digital video recording and CCTV (IP and analog cameras) monitoring.

Reference Projects

"We selected Honeywell's video recording and monitoring solutions due to our familiarity with the extensive and versatile product range that they offer and, having installed Honeywell equipment for a number of years, we were confident that the proposed solution would match the performance specification of this particular project," explains Clive Kinnear, Senior Manager Security Systems, BPS. An important consideration was that the system could be expanded to meet future demands and the CCTV system has the capacity for additional functionality, ensuring that expansion requirements can be addressed in a cost-effective manner.

The company secured its bid by presenting the capabilities of this CCTV system in a comparable environment, giving the NIHG the

confidence that it would provide the optimum solution. "BPS's ability to show us a live demonstration of an actual system operating in a hospital environment, combined with their extensive experience of working on similar projects, reassured us that they truly understood the intricacies of the project and would deliver a first-class solution, providing safety and security for everyone using the facilities," said Keith Abel, General Manager at NIHG.

Providing security across the most vulnerable areas of the complex was an important element of the project. BPS were confident that CCTV monitoring would not only act as a deterrent against theft or assault but also provide reassurance to those people using the facilities that they are in a safe and secure environment. The installed solution has over 300 cameras, a combination of Honeywell Pan Tilt and Zoom (PTZ) and vandal resistant fixed domes with true day/night capabilities as well as 22 HRDP digital video recorders (DVRs) installed across the facility to protect key areas. The manufacturer's



A discreet but visible deterrent



Multiple buildings and open areas on the campus



Impressive architecture sometimes brings with it challenging lighting conditions



CCTV protecting staff, patients and visitors alike

own Maxpro matrix was also installed to allow security operators to manage this multifaceted security system and monitor visitor, staff and patient traffic throughout the hospital as well as the surrounding grounds.

On the Button

Although security was paramount across the whole facility, three areas in particular warranted special attention: the accident and emergency area, the car park and some remote outside areas as well as the staff and worker accommodation. The safety and security of staff, patients and visitors using the hospital is of paramount importance. PTZ domes provide detailed surveillance in the Accident and Emergency Department and clear, detailed images can be retrieved should an incident occur. They also act as a preventative measure and early warning system, so that major incidents can be quickly intercepted and diffused. Honeywell HRDP DVRs ensure that all events can be accurately recorded and stored, easily accessed and used as evidence if

required in the event of a security breach or a health and safety incident.

A number of 'Help Point' buttons were installed around the site providing additional security. Linked to the Maxpro matrix, on activation these buttons trigger the nearest PTZ cameras to rotate into preset positions that give immediate views of the surrounding area from different angles. Security staff can then manually control the cameras, allowing them to provide timely and appropriate action to potentially high-risk situations.

On Call 24/7

The staff and worker accommodation is a high traffic area with people coming and going around the clock and it was vital that the chosen CCTV system would suit this environment. Honeywell's indoor mini-dome cameras fulfill this need due to their ability to adjust to variable and low light conditions, ensuring sharp, crisp color images in dark or backlit environments such as windows and doorways. These deliver

reliable security with usable video evidence if required, regardless of the lighting conditions.

Honeywell's Acuix ES PTZ domes were also installed in this area as they feature privacy zone settings and suited for use in sensitive areas as they protect privacy whilst offering a high level of security. Combined with the DVRs, these cameras use motion detection to automatically boost the image per second recording rate to capture additional details of a scene and to capture the maximum detail at building entrances and exits. This results in a system that maximizes and streamlines security, is easy to control and manages the safety of patients and hospital employees.

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Ultra-high Resolution

Indigo Vision has introduced its Ultra 5K Fixed Camera, an ultra-high resolution security camera to deliver very detailed images, and very high video performance in all lighting conditions. It has an ultra-high resolution of five thousand horizontal pixels, delivering wider scene coverage from a single camera. Operators can get an extreme close up through the camera's digital zoom, safe in the knowledge that every detail in the scene is continuously captured and recorded. The challenge with ultra-high resolution is delivering video quality that the security industry



expects in all lighting conditions. Until now, ultra-high resolution cameras have failed by using technology designed for industries such as medical imaging. The camera comes with a CMOS sensor with Global Shutter and Wide Dynamic Range. Image processing performance of 120 Megapixels per second gives 6 frames per second video. www.indigovision.com

Remote Solar Power CCTV Solution

Wavesight has launched a complete remote power surveillance solution Wave RPS, designed specifically for CCTV applications – fixed or mobile – in remote locations where normal utility power is not available or is too costly to install. The system generates 72W of continuous off-grid power, which can be used to run a CCTV surveillance system. Optically corrected individual solar cells gather ambient light from all angles, even on overcast days, whereas conventional flat panels

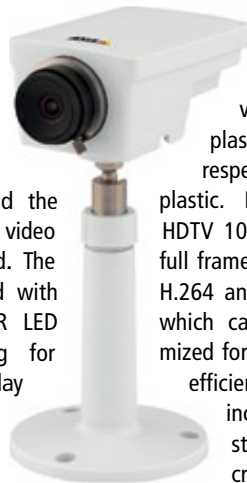


only work with direct sunlight. The unit can be mounted on all types of street furniture and works with any type or make of CCTV camera. The system is small and lightweight, making it easily portable and quick to deploy. Custom-designed and manufactured in the UK and the USA, using military-grade components, the itis suitable for a wide range of commercial and industrial applications.

www.wavesight.com

Fixed Network Cameras

Axis Communications has introduced the M1145-L and M1145 Fixed Network Cameras featuring full HDTV 1080p resolution and the highly efficient H.264 video compression standard. The M1145-L is equipped with built-in adjustable IR LED illumination allowing for easy and discreet day and night video surveillance. With their slim and compact design, the cameras enable quick and easy installation, simple setup and a trouble-free video surveillance solution for applications



where monitoring is required round-the-clock. To minimize environmental impact, the plastic parts contain 39% respectively 42% recycled plastic. Both cameras provide HDTV 1080p resolution video at full frame rate and offer multiple H.264 and Motion JPEG streams which can be individually optimized for bandwidth and storage efficiency. Additional features include support for edge storage with a built-in micro SD/SDHC memory card slot, pixel counter, Axis Corridor Format, Power over Ethernet (IEEE 802.3af) and I/O port for PIR sensor options. www.axis.com

Portable Wi-Fi Camera

Flir Systems has introduced the Flir FX, a compact and portable Wi-Fi camera that can be used for outdoor security, home monitoring, sports recording, and many other applications. Winner of the 2014 Ces Innovations Design & Engineering Awards, its patent-pending flexible design makes it an easy-to-use, affordable video monitoring solution. With resolutions up to 1080p, the camera delivers high quality HD image quality, and a wide 160° field of view. It runs up to four hours, thanks to a powerful internal battery and flexible cordless mounting options. Optimized for connectivity with smartphones and tablets, you



can connect to the camera over the Internet from anywhere in the world, or use the camera's Wi-Fi hotspot to create a secure, direct connection without any Internet access. The manufacturer's free Cloud Services enables to connect to the camera with iOS and Android mobile devices easily, and to take full advantage of the camera's connectivity, local recording, and playback features with no recurring fees. Other features include two-way audio, security-grade night vision, push notifications, smart alerts for motion and audio detection, and temperature monitoring.

www.flirsecurity.com

Nitrogen-pressurized Stainless Steel HDTV PTZ Dome Cameras

The Axis Q60-S PTZ Dome Network Cameras in nitrogen-pressurized stainless steel casings are designed for surveillance and remote monitoring applications in marine, mining, oil and gas environments, as well as food, medical and clean room manufacturing facilities. The rust-free cameras can resist the corrosive effect of sea water and cleaning chemicals, and withstand high-pressure steam cleaning. Pressurized nitrogen prevents internal condensation. The cameras can operate in -30°C to 50°C (-22°F to 122°F). They have IP66,



IP6K9K, NEMA 4X and MIL-STD-810G 509.5 approvals, ensuring protection against dust, rain, high pressure/steam jet cleaning, snow, ice and salt fog. The cameras come with a multi-conductor cable and a media converter switch that allows for network connection using standard network or fiber optic cables. The switch also enables the cameras to connect to external alarm devices via two configurable input/output ports and to 12V power. Stainless steel mounting accessories are sold separately.

www.axis.com

3MP IP LPR Camera

Messoa Technologies announced the launch of the LPR606, a 3-megapixel IR Bullet LPR/ANPR network camera. It was specifically engineered for overview and access control LPR applications at car parks, toll booths, gated communities, and a variety of low-speed environments. Designed with access control in mind, the camera is designed for applications of capturing vehicles with reflective license plates travelling at moderate speeds up to 60km/h. The 3MP resolution al-

lows for a much wider view and more details compared to VGA, covering up to two traffic lanes with just a single camera. Not only does it reduce the total cost of ownership, the camera delivers much enhanced image quality, which ensures plate recognition results are up to the high standards. The camera is equipped with a 30m IR LED unit that generates adequate, even illumination needed for the high megapixel images at difficult lighting conditions.

www.messoa.com



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Fax +49 (0) 5246/504-30
www.teckentrup.biz · info@teckentrup.biz
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Plant Safety



Power Supplies




Fire Protection




WAGNER Group GmbH
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info@wagner.de · www.wagner.de
Hamburg · Berlin · Leipzig · Hannover
Mülheim/R. · Frankfurt · Stuttgart · München
Fire alarm systems and extinguishing technology, fire prevention, integral security

Plant Safety



Pepperl+Fuchs GmbH
Lilienthalstraße 200 · 68307 Mannheim
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fa-info@de.pepperl-fuchs.com
www.pepperl-fuchs.com
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Apollo Fire Detectors	6	Hochiki	16	Salto	27
Arecont Vision	34, 43, Outside Back Cover	Honeywell	44	Samsung	6, 7, 40
Avigilon Corporation	6	Idesco	7	Santec	10
Axis	9, 22, 46	IDIS	7, 8, 38	SeeTec	37
Barco	7, 43	IndigoVision	46	Siemens	17, 19
Bosch	12	L-3	41	Suprema	41
BSIA	8	Messe Essen	8	Talk-A-Phone	18
C-Tec	18	Messoa 41, 46		TDSi	26
CEM	10	Milestone	10, 14, Front Cover	UBM	39
Dahua	8, 23	Morse Watchmans	7, 28	Uniview	23, 41, 42
Dallmeier	24	Moxa	18, 23	Videotec	6
EverFocus	23	Nedap	18	Vivotek	7, 23, 30, 36, Inside Front Cover
Eyevis	13	Patol	10	Wavesight	46
FLIR	29, 46	Quantum	6	Wavestore	6
Geutebruck	11	Raytec	23		

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