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GIT SECURITY

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79 824

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Security Essen 2014

Security for Banking

Fire Protection

Access Control

Video Surveillance

COVER: European Security Partners – Smart CCTV Solutions From LG Electronics

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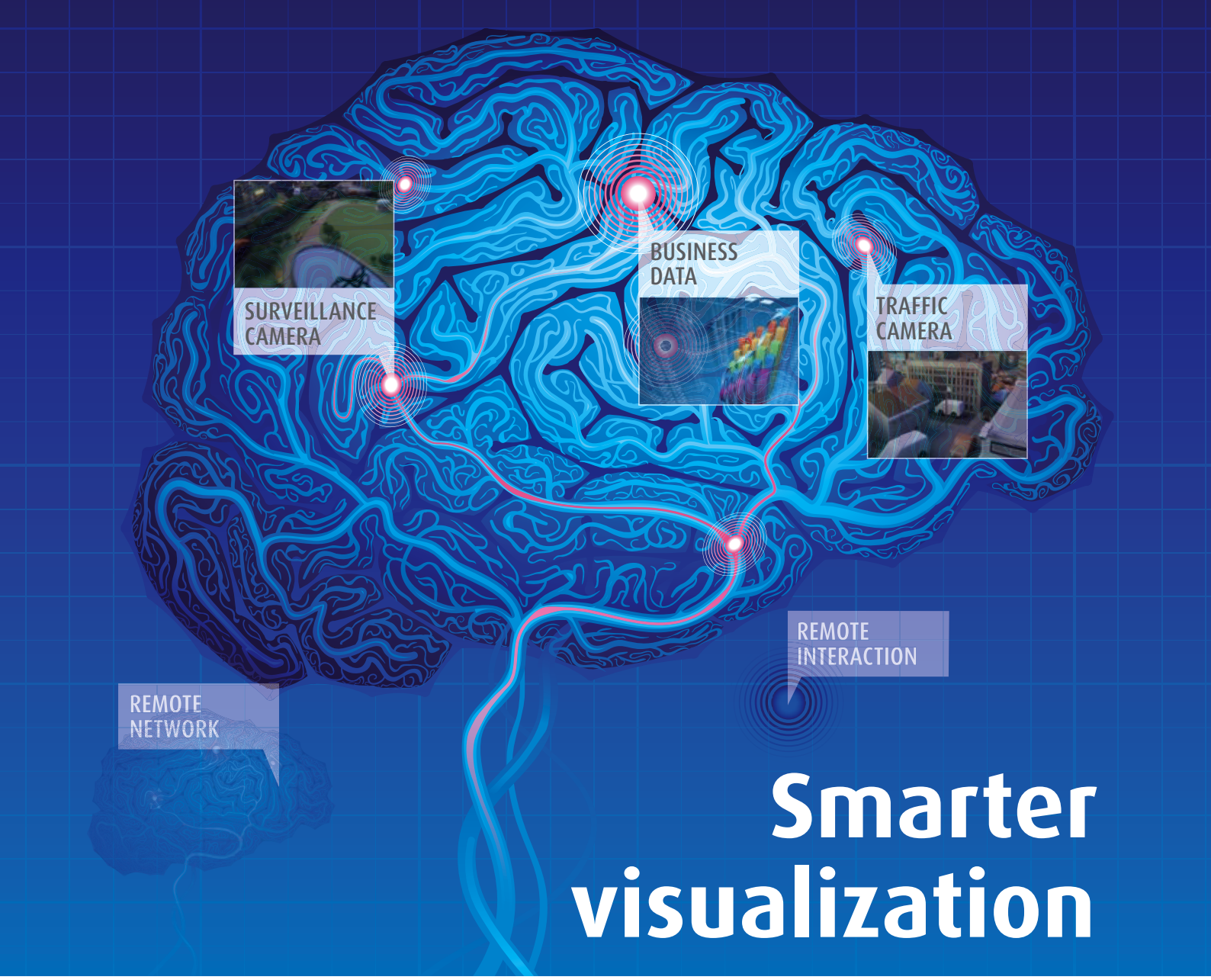

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Fast, Faster, Stop!

I don't know if you follow football. My favorite sports are triathlon and athletics but I regularly follow football and support a minor league team here in Germany. Every year when the season has just started, I am surprised how fast the discussions about team managers arise. Every team heads into the new season with enthusiasm, a plan how to play and a lot of confidence in the team. Then two games are lost and the panic starts.

New managers have only a few weeks of time to build a new team, develop a concept and prove it. Already after the first two lost games everything is questioned and sometimes the manager gets fired right away. Fast, Faster, Stop.

It's only sport and they get enough money as a compensation. That is correct and I am not really concerned about that. I am worrying about the trend to copy this behavior and adopt it to our industry. Nothing against change, we all know how important change is for every industry and that we need to embrace new concepts and trends.
The move to networked systems is the best example.

What I am saying is that we need to have more patience with people whose duty it is to out-roll new concepts and plans. Allow security managers to take enough time to rebuild a new security organization. Have some patience with business development managers when they try to build new business. To develop new markets is not an easy task for a sales and marketing organization. Networks need to be built and customers need to be convinced of new products and brands. Tasks like the ones mentioned here need time and endurance. If you are a manager, I hope you give your teams a fair chance to perform and sort things out and I hope you get enough time to fulfill you plans and play your game.

If you attend **Security Essen show**, please feel free to visit our **stand 506 in hall 2**. Tuesday evening at 5 pm we will present the winners of GIT SECURITY AWARD 2015 at our stand. We will not only hand-over the trophies to the winners but also a beer and some food to those of you drop by our stand.

Enjoy reading this issue!

Heiko Baumgartner
For GIT's Safety and Security team

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DIGITAL ACCESS MANAGEMENT IN BUILDING SYSTEMS

SmartIntego – the perfect solution for integrated access control.

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SMART INTEGO

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www.smartintego.com

SimonsVoss technologies

Network Video Surveillance Acquisition

Canon has announced it will acquire Denmark-based Milestone Systems, a provider of open platform video management software. Canon strives to grow through diversification and has identified network video surveillance as a strategic new business area. Rokus van Iperen, President and CEO EMEA, explains: "We are aiming to take a leadership position in network video surveillance and are strategically investing to realize our expansion objectives." Lars Thinggaard, President and CEO, Milestone Systems: "Canon respects how we built our business and supports our open platform solutions strategy." Milestone's management will remain in place and are committed to the success of the transition.

Security Essen · Hall 2 · Stand 216 **www.milestonesys.com**

Largest VMS Suppliers

Milestone Systems and Genetec remained the two largest suppliers of video management software (VMS) in 2013 based on supplier revenues from the sales of VMS software and licenses in a market worth more 900 million dollars, according to estimates from IHS through its Video Surveillance Intelligence Service. The global VMS market is forecast to grow to over $3 billion in 2018 with all four major world regions showing double-digit expansion. The Chinese market is forecast to grow fastest. Despite this, the overall VMS market remains fragmented with no single supplier possessing share greater than 10 percent, and will remain highly competitive over the next five years with many big changes in the top ten market share. **www.ihs.com**

ASIS Announces 2015 Conference in Dubai

The ASIS 6th Middle East Security Conference and Exhibition will take place from 15–17 February 2015 at the Intercontinental Dubai Festival City in the UAE and will host a wide range of events addressed to security management professionals, law enforcement officers, the military, representatives from companies providing security services, technology and solutions, academics, architects and many others. It offers opportunities to connect with peers in security management, to share experiences, exchange ideas and gain new insights and perspectives on security challenges faced regionally in the Middle East and globally.

Security Essen · Hall 5 · Stand 119 **www.asisonline.org/dubai**

Key Management Lock-In

Amag Technology has announced that its Symmetry 7.0.1 access control system integrates with Traka 32 software. The access control platform can now include key management along with its existing identity, alarm and video management and command and control functionality. The curfew functionality ensures keys are checked out or returned in specific, defined time increments and fault logging can show a problem that occurred during an asset's use to ensure that faulty items are automatically locked-in until fixed. It can also create a closed-loop system so that if a key, particularly one that is sensitive to the security of the facility, is not returned it can prompt an alarm to automatically restrict individuals from leaving the building if they have not returned a key.

Security Essen · Hall 10 · Stand 208 **www.amag.com**

Video Market Growth

The world market for video surveillance equipment grew by almost 7% in 2013 according to recently published estimates from IHS through its Video Surveillance Intelligence Service. They also reveal that the ongoing transition from analog to network equipment accelerated in the same year with revenues from network higher in all four major world regions analyzed (EMEA, Americas, China, and Asia). According to principal analyst Jon Cropley, "IHS forecasts that the pace of transition will continue to be rapid in 2014 and 2015 before slowing slightly from 2016 onwards." Global video surveillance equipment revenue in 2014 is expected to rise to $15.0 billion, up from $13.5 billion in 2013. **www.ihs.com**

UK Head Office and Export Teams Grown

Security solutions manufacturer TDSi has expanded its UK Head Office team with the addition of Office Manager, Kathryn Sutcliffe as well as at its French Office with Samia Dali joining the company as Assistante Technico-Commerciale. Export support is enhanced by with the appointment of Jody Hayter to a dedicated Export Customer Care Advisor role. John Davies, MD, added, "Growing the TDSi team is always exciting and especially so when it is across the business – as is the case with our latest raft of new roles. Not only does our Poole office serve the UK, it is also a central hub for our UK manufactured products to be distributed globally." **www.tdsi.co.uk**

New VP for Security Supplier

Jorge Gomez has been appointed Vice President of Business Development for Samsung Techwin for Europe, Russia and CIS. Jorge is a seasoned security industry professional with expertise and extensive knowledge of video surveillance and integrated security solutions acquired during successful spells at some of the industry's major players. Based at their European Headquarters in Chertsey, UK, Jorge will direct and provide leadership for the company's fast growing business development team which is tasked with building relationships with key market influencers. "I am very excited to have the opportunity to contribute to the success of a company that has such a strong IP network product portfolio," said Jorge.

www.samsungsecurity.com

Ethernet Market Prediction

With a maturing IT industry becoming ever more consolidated, manufacturers of Ethernet switches are looking for new market segments to diversify. A recent report from IHS points to the video surveillance industry as a potentially lucrative answer. A prolonged migration from analogue to network video surveillance equipment and the continued worldwide expansion in the use of video surveillance has sustained market growth rates for networked video surveillance equipment, with current growth forecast at 21.6%. However, there is expected to be even more growth in the market for Ethernet switches that are used in video surveillance applications. In fact, IHS forecasts that this market will more than double over the next three years and top $500m in 2018.

www.ihs.com

HD Technology Opened

The HDcctv Alliance is proud to announce that technology supplier Dahua has opened its patented HDCVI technology – the basis for the HDcctv AT 2.0 standard – to the global video surveillance industry, through the HDcctv Alliance Member Intellectual Property Agreement. This technology transmits HDTV signals over any legacy CCTV cabling infrastructure and was ratified in February 2014. Compliance ensures 100% plug'n'play remote control of any camera from any compliant DVR, no matter from which manufacturer. Dahua has decided to issue licenses under reasonable and non-discriminatory terms. The Alliance will be exhibiting at Security China 2014 in Beijing, October 28–31.

www.**highdefcctv.org**

Inaugural Speech from New BSIA Chairman

Newly-elected Chairman of the British Security Industry Association (BSIA), Pauline Norstrom, in her inaugural address to BSIA members and industry stakeholders has marked her appointment with a focus on raising awareness of the value of quality and innovation over price and ensuring that the BSIA continues to influence the development of the Government's CCTV Code of Practice. She cited economic recovery and international demand for UK products as key drivers of industry growth. Pauline said: "It's crucial to our members' future success that we invite end users to input into influencing the issues that affect them, to ensure that the products and services we offer meet their needs and deliver a return on investment."

Security Essen · Hall 3 · Stand 502H

www.bsia.co.uk

European Expansion

Optex has opened its new EMEA headquarters in Maidenhead, UK. It is part of the company's strategy to capture and support customer demands from the continuously growing security market across EMEA. Mike Shibata, chairman of Optex EMEA, commented: "The United Kingdom is an ideal location for us to expand our international reach outside Japan. Currently, 35 per cent of our global sales are in Europe, which is just as important as our native Japanese market. In addition, our biggest core business is in security, and the UK has the biggest security market throughout EMEA, so we see lots of opportunities for further growth." The Japanese company also announced its investment in UK lighting manufacturer Raytec in 2012.

Security Essen · Hall 2 · Stand 528

www.optex-europe.com

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Integrated Security Solution in Warsaw

Bosch Security Systems has delivered a complete integrated security solution for a landmark building at historic Lublin Union Square in Warsaw, Poland. Completed in May 2014, the 23-storey tower with two 7-storey spurs contains a shopping center, offices and a large parking garage with a total floor area of more than 100,000m². Local partner Coral installed fire detection, access control, video surveillance and voice evacuation systems, all networked and integrated via IP and the Building Integration System. Events can be correlated from the different subsystems and thus all video cameras to verify alarms in real time, greatly reducing reaction times and improving efficiency.

Security Essen · Hall 3 · Stand 409 **www.boschsecurity.com**

Smartphone Pioneer Acquires Security Specialist

The German high-security specialist Secusmart and Blackberry have agreed on the acquisition, subject to the necessary regulatory approval, whereby Secusmart remains a German limited liability company. Dr. Hans-Christoph Quelle, CEO Secusmart said: "With this strategic step we gain access to new potential with 'made in Germany' anti-eavesdropping security solutions for governments, mobile operators and companies worldwide. The secrets of our customers continue to be reliably secure: The heart of the acquired technology is the Crypto-Chip integrated into a standard Micro-SD card. End-to-end encryption is the only method to protect voice and data communication against third party espionage."

www.secusmart.com

Centralized Video Management

Pivot3, a supplier of video surveillance and virtual desktop (VDI) hyperconverged infrastructure, announces the introduction of the Virtual Security Console, designed to allow users to deliver secure, centralized video management capabilities at any time and any place without deploying additional expensive, graphics-enabled PCs. This approach permits VMS administration either on-site or remotely, and brings significant cost savings by allowing the use of existing PCs or thin clients for security monitoring purposes. The infrastructure enhances mobility by offering access to VMS permissions through any Web-enabled device, including mobile phones and tablets. **www.pivot3.com**

Surveillance Roadshow

Dahua Technology, a manufacturer and supplier of video surveillance products headquartered in Hangzhou, China held a road show in early July in Milan, Italy partnering with local distributor Videotrend. The event was attended by more than a hundred installers from in and around Milan. The two companies jointly delivered introductions to the latest products, including a complete HDCVI solution, eco-savvy network cameras and a video doorphone system. The complete HDCVI portfolio, which includes cameras, tri-brid DVRs compatible with analog, IP as well as HDCVI signals, transmission devices, converters and matrices, attracted the most attention.

Security Essen · Hall 2 · Stand 104 **www.dahuasecurity.com**

Product Innovations At Security

SimonsVoss Technologies will be represented at this year's Security trade fair in Essen in Hall 11, on its 450m² stand 404. From 23 to 26 September, the manufacturer of digital locking and access control systems will be presenting a series of product innovations. The company will demonstrate its complete System 3060 with expert consultants on hand. A very special highlight is the new Smartintego product line, which will be presented for the very first time in Germany. This system integration solution offers seamless connection to existing access control systems. Optimized communications protocols and a high degree of automation substantially reduce the work involved to integrate the product. The wireless locking cylinder components, Smarthandle and padlock are very easy to integrate and once initially configured, can be administered centrally by the existing access control software. A further highlight is the Starter System, a simplified version suitable for small systems for up to 20 doors and 100 authorizations A Smarthandle designed especially for glass doors as well as two new furniture locks ideal for integration in single or double-door office cabinets and lockers will also be shown.

Security Essen · Hall 11 · Stand 404 **www.simons-voss.com**

Secure SIM Card Platform for the Digital Wallet

The Swiss mobile network provider Swisscom is counting on highly secure NFC-enabled SIM cards from Giesecke & Devrient to allow its customers to make payments with ‚Tapit'. This is the digital wallet for smartphones in Switzerland and a platform used by every mobile network provider in the country. The smartphone app uses NFC technology to to make payments, collect loyalty points and open doors. The supplier's SIM card is the central security element in this system, safely storing sensitive information such as digital payment cards or employee ID for building access. Mobile network customers are able to use Tapit in all shops which accept contactless payments, already more than 50,000 in Switzerland.

Security Essen · Hall 6 · Stand 512 **www.gi-de.com**

CEM Systems: Business Partner of the Year Awards 2014

The winners of the 2014 CEM Business Partners of the Year Awards have been announced. The awards are designed to recognize the commitment and success of the CEM dealers throughout Asia Pacific and EMEA regions. In the Asia-Pacific, CEM recognized the efforts of ADT Hong Kong who have supported key customers throughout the region. Twice Technologies received the award for South East Asia, having won several prestigious projects in the last year while the award for China was given to Yi Dai Tian Cheng for their recent successes in the airport sector in that region. In EMEA, ADT Fire and Security received this year's award for UK & Ireland in recognition of the numerous projects they have delivered and their commitment to introducing their customers to CEM products at road shows and events. "Working in collaboration ADT and CEM have successfully supplied high security locations throughout Ireland and the UK with state of the art security solutions," commented Mark McAteer, Major Account Manager, ADT Fire and Security. Samaxon, based in Poland, won the award for Europe – for the seamless delivery of a complex solution at a prestigious museum. The security experts Tyco Fire and Security UAE were given the award for Middle East in recognition of their continued success in representing and promoting CEM in the region.

Security Essen · Hall 1 · Stand 128 **www.cemsys.com**

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Sicurezza 2014 In Milano

This year's Sicurezza is scheduled for 12 to 14 November at Fiera Milano. A great deal of the available exhibition space has already been allocated to companies from 21 countries – including a large number of exhibitors who are returning to the exhibition after a gap of a few editions or are brands being presented for the first time. According to Giuseppe Garri, Exhibition Manager of the event, "Sicurezza 2014 is receiving many important confirmations of support. Two figures possibly stand out above all the others: almost all of the companies which exhibited in 2012 have confirmed that they will be attending this year's exhibition, and 27% of those that have registered to date are 'new' exhibitors, who have decided to support the new project for the first time or have come back after a gap of a few years." An important achievement, Garri continues, "which is the result of the extremely positive figures obtained at the last exhibition, but also of the strong commitment we have made in terms of listening to many of the companies and associations in the sector and collaborating with them, which began many months ago. Talking to people who have daily experience of the market, listening to positive praise but also to constructive criticism, and investing to create an exhibition which really responds to their effective needs is a strategy which is certainly paying off. So this will be a larger exhibition, but also more representative, not only in numerical terms but, more particularly, in terms of quality. The top names will be present, there will be a large number of new features and previews and, as well as a very strong offering in the CCTV and access control segments, there also will be a wide range of products and solutions in the sphere of fire-prevention, passive defence and building automation." In order to meet the demands of exhibitors and visitors and to make it easier to optimise timescales and costs, Sicurezza 2014 has invested in the creation of a number of services. Trade professionals interested in attending the exhibition for the first time will not only be able to pre-register, but also to buy their ticket online. They just have to fill in the form on the exhibition website and make the on line transaction, which is absolutely secure. After that, they will be sent a pdf file with a bar code which can be scanned by the turnstiles at the entrance to the exhibition, or they can show it on their smartphone or tablet. Exhibitors can take advantage of the new, streamlined version of the E-service, the virtual store, which they can use to hire fittings and equipment. Not only that, but this time they will also have access to a new system track the trade professionals who visit their stand, enabling them to identify 'live' the operators visiting the stand by simply using an app on their smartphone. To help exhibitors in their search for new customers in Italy or abroad, Sicurezza have devised the EMP (Expo Matching Program), the innovative platform designed by Fiera Milano which enables them to contact the Buyers before the event has even started and to arrange goal-oriented meetings with them. Exhibitors can use the platform to consult and evaluate the profiles of potential Italian buyers, especially from the South of Italy, but also of 100 top foreign buyers, who have been selected and invited by Fiera Milano, from the Balkans, Eastern Europe, Russia, Turkey and North Africa.

www.fieramilano.it

Family Product Integration

Exacq Technologies, part of the Security Products business unit of Tyco, a manufacturer of video management system (VMS) software and servers used for video surveillance, has announced an integration with the Proximex Surveillint physical security information management (PSIM) solution. Surveillint connects and correlates information from disparate systems into one centralized environment to help mitigate risk, ensure compliance and lower total cost of ownership. Video and events from the server are delivered, synchronized and displayed along with events and notifications from access control, video analytics, perimeter security, storage solutions and more. This integration requires exacqvision server 6.0 or later.

Security Essen · Hall 1 · Stand 128 **www.exacq.com**

Merging Standards

ONVIF, the global standardization initiative for IP-based physical security products, has signed a Memorandum of Understanding with the US-based Security Industry Association (SIA) for the further development of IP-based interoperability standards for Physical Access Control Systems (PACS). ONVIF's Profile C is for interoperability between PACS panels and other network-based security management systems. SIA's Open Supervised Device Protocol (OSDP) standard addresses interoperability between peripheral devices, such as card readers and security control panels. "IP-based communications have become the recognized communications framework within access control as well as the physical security industry as a whole", said Joseph Gittens, Director, SIA Standards Committee.

www.onvif.org

Surveillance Supplier Cooperation

Idis and Maxxess showed combined video and access control functionality on the Idis stand at this year's IFSEC International, in London's Excel. They have joined forces to integrate Direct IP surveillance into the Maxxess efusion security management platform, providing a solution for corporate security and enhancing multi-site and international security operations. When an incident occurs, operators visually verify a threat, while policies and procedures provide the information necessary for security teams to initiate a fast and appropriate response. Reducing operator interaction and automating reporting with video evidence improves productivity, fills security gaps, and enforces compliance with standard operating procedures.

www.idisglobal.com

Trackside Wireless Infrastructure

Besançon's new tram network spans across 14.5 kilometers of tracks, including 31 stations. Communications between tram and track and passenger safety are ensured by Moxa's rail-certified, rugged industrial wayside infrastructure, and an on-board communications network for video surveillance and passenger information. The network is a multi-service Ethernet network using EDS-P510 managed industrial Gigabit Ethernet switches equipped with SFP connectors that build a redundant Turbo Ring topology and increase backbone reliability and availability. At the stations, V2402-LX embedded computers control LCD and LED displays and audio equipment, process tramway tickets and manage video recording.

www.moxa.com

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Creating Confidence.

Lanxess is a leading speciality chemicals company with sales of 8.3 billion euros in 2013 and around 17,300 employees in 31 countries. These days, the company is represented at 52 production sites worldwide. The core business of Lanxess is the development, manufacturing and marketing of plastics, rubbers, semi-finished products and speciality chemicals. The responsibility for operational business at Lanxess is assumed by 14 business units, which are geared towards the needs of the market. Our scientific editor, Heiner Jerofsky, talks to **Dirk Fleischer** about the tasks and objectives of security management at a globally operating chemicals company.

Dirk Fleischer, Head of Corporate Security, Lanxess

INTERVIEW

The Core Challenges Have Been Defined

Interview with Dirk Fleischer, Head of Corporate Security at Lanxess, about security for the chemical industry

GIT SECURITY: You're responsible for corporate security at your company. What objective and strategy do you pursue as a global player in this task?

Dirk Fleischer: As the Corporate Security Department, we're responsible for the security strategy and for implementing global safety standards which, on the one hand, are legally required, and on the other, are defined by the company internally. Personally, I find it important that security is understood not as a predominantly event-driven day-to-day business, but as process-oriented on the basis of clear objectives and analyses. Our primary objectives are to ensure compliance with the current security regulations, thereby safeguarding the assets of the company and its shareholders, as well as the integrity of our employees. In other words: security compliance, business protection and integrity.

It goes without saying that security levels in the chemical industry have to be particularly high. What should our readers see as the most important fields of responsibility, subject areas and corporate security divisions?

Dirk Fleischer: Actually numerous explicit regulations apply in our industry segment to dictate security surrounding chemical plants. Together with the security officers at the plants, we precisely analyse the prevailing national legal requirements and then jointly assess the respective security situation. In a standardised questionnaire, we audit the security measures and record the results. If required, we implement appropriate countermeasures. Although sometimes quite different in the details, there is a big overlap when it comes to security requirements: security risks must be assessed, responsibilities clearly defined, unauthorised access prevented and deviations remedied on an ongoing basis. This regulatory process is covered by site security.

It is well known that security concepts are the result of current risk and threat assessments. In your risk assessment, where do the greatest dangers lie for your company and how do you rate the current risk and threat situation at the German sites?

Dirk Fleischer: This year we analysed the security situation and defined the following core challenges: a) Industrial and competition espionage, b) Danger of terrorist or extremist attacks and c) General forms of property crime. Against the background of the current discussion, I think a) is self-explanatory. b) has a low probability of occurring, but would be disastrous in terms of the extent of loss. Incidentally we include in this eight aspects of supply chain security. The general types of crime worry me, because for one, unrecorded crime is really high, and for two, the number of incidents has increased. We've now established a global incident reporting tool, which we use to record criminal acts that threaten our company. My impression is that the economic damage caused by "petty crimes" is huge. Now I usually get asked why I don't see cyber crime as a danger. I actually see it very much that way. But I'm of the opinion that the mode of perpe-

tration using technical means, i.e. predominantly computers, smartphones, etc., is essentially a method and not an independent type of offence. Nevertheless, this committing of an offence using electronic means in the form of so-called cyber crime does represent a challenge for me.

With different sites in 31 countries, securing installations, real estate, production plants and company premises against external disturbances is a real challenge. How and with what measures of property security and surveillance are you able to ensure that technical and personnel security standards work within an economically viable framework?

Dirk Fleischer: Over the last year, we've started to define standards in a technical guideline. On the basis of the threat situation, we try to define safety objectives and then to provide guidance on how these objectives can be achieved using best practise examples. I'll give you an example: an American provision stipulates that fences around chemical installations have to be 7 feet high. During one of our audits, we notice that the fence complies with these requirements, but that the weather situation has caused it to become completely eroded (photo can be attached). Therefore, we pursue the line of "security by objectives" which we highlight with clear measures.

How do you recognise, prevent and, where necessary, combat business disruptions and criminal activities, such as thefts, sabotage, espionage, terrorist and extremist attacks?

Dirk Fleischer: Unfortunately criminality is ubiquitous, and with increasing complexity and criminal energy, the combative strategies are also limited. Depending on the phenomenon, we try to develop an appropriate combative strategy which is always made up of personnel, technical and process-related security. Vigilant colleagues, technical safety devices and tags can already be effective in combatting property crimes at the plants through the use of artificial DNA; they are supported by an audited receipt and release process. Being equally able to ward off an APT attack on our active directory of a state player would be a real feat of arms. I'm especially pleased that we've established an unrivalled and effectively networked and integrative security philosophy. We work closely together, with mutual trust and in a critically constructive manner with colleagues from the auditing department, IT security and the compliance team, along with other relevant players. I believe that Lanxess is exemplary in this regard.

How important do you rate the dangers of industrial and competition espionage and what advice can you give to other security managers?

Dirk Fleischer: I wouldn't like to presume I have clever advice to give, since there is already a down-to-earth and constructive dialogue among security officers. The numerous productive working groups, in which my employees are involved with colleagues from other respective companies, repeatedly deliver results at the highest professional level. Again and again, I'm impressed by how quickly and dedicatedly our networks and working groups respond to enquiries and how important the added value is. I consider the danger of competition and industrial espionage to be serious. Although we still experience traditionally led conflicts, I believe that organisations, states and also companies will compete more strongly for market potential and capital in the future, and conflicts will ensue from this. Ever increasing networking, new forms of communication and completely changed communications behaviour are a huge challenge for us all.

How and with what measures do you ensure that safety rules, operating instructions, emergency plans and other information on security and emergency procedure reach all employees and are taken seriously?

Dirk Fleischer: I believe a high degree of safety awareness prevails in the chemical industry. Lanxess invests a lot of energy in preventing in-

The Lanxes Tower in Cologne

dustrial accidents and involves employees here as well as at all managerial levels. Since the topic of security doesn't enter into competition with the topic of safety, we're able to use the synergies. In the last year, the Corporate Security Department alone has reached more than 3,000 employees at a diverse range of awareness events and across all managerial levels.

In the context of your security management, do you use your own security personnel or work with external companies? What qualifications do you expect from these employees and do you also provide your own training?

Dirk Fleischer: It differs internationally. In Germany and abroad, we also have our own security personnel, but we mainly use security contractors. In terms of qualification, it's vital to know which statutory requirements need to be complied with. At almost all sites, there is some kind of security legislation. Whether it be the requirement of guards with very diverse qualification levels in South Africa; the commencement of legal initiatives in India to standardise the qualification, particularly at chemical plants; or defining standards for safety specialists in operation authorisation at plants in France.

What significance do technical facilities like fire, raid and intruder alarm systems, video surveillance and access control have for the safety of people at your company?

Dirk Fleischer: Technical measures are a fundamental cornerstone of our security systems. In our view, they represent the basis of our safety thinking. Our new Group headquarters is a great example of transparent and efficient working conditions and high technical safety standards. In a so-called measures list, for example, we have defined numerous technical measures, thereby setting uniform technical standards for information security across the group. The challenge for us is to implement consistent standards and to find the correct partner in the process. I'd very much like to see a consistent technical security infrastructure. Up to now, we've failed to find the proper approach for this.

How do you communicate the company's security philosophy and what role do the topics of employee motivation and prevention play?

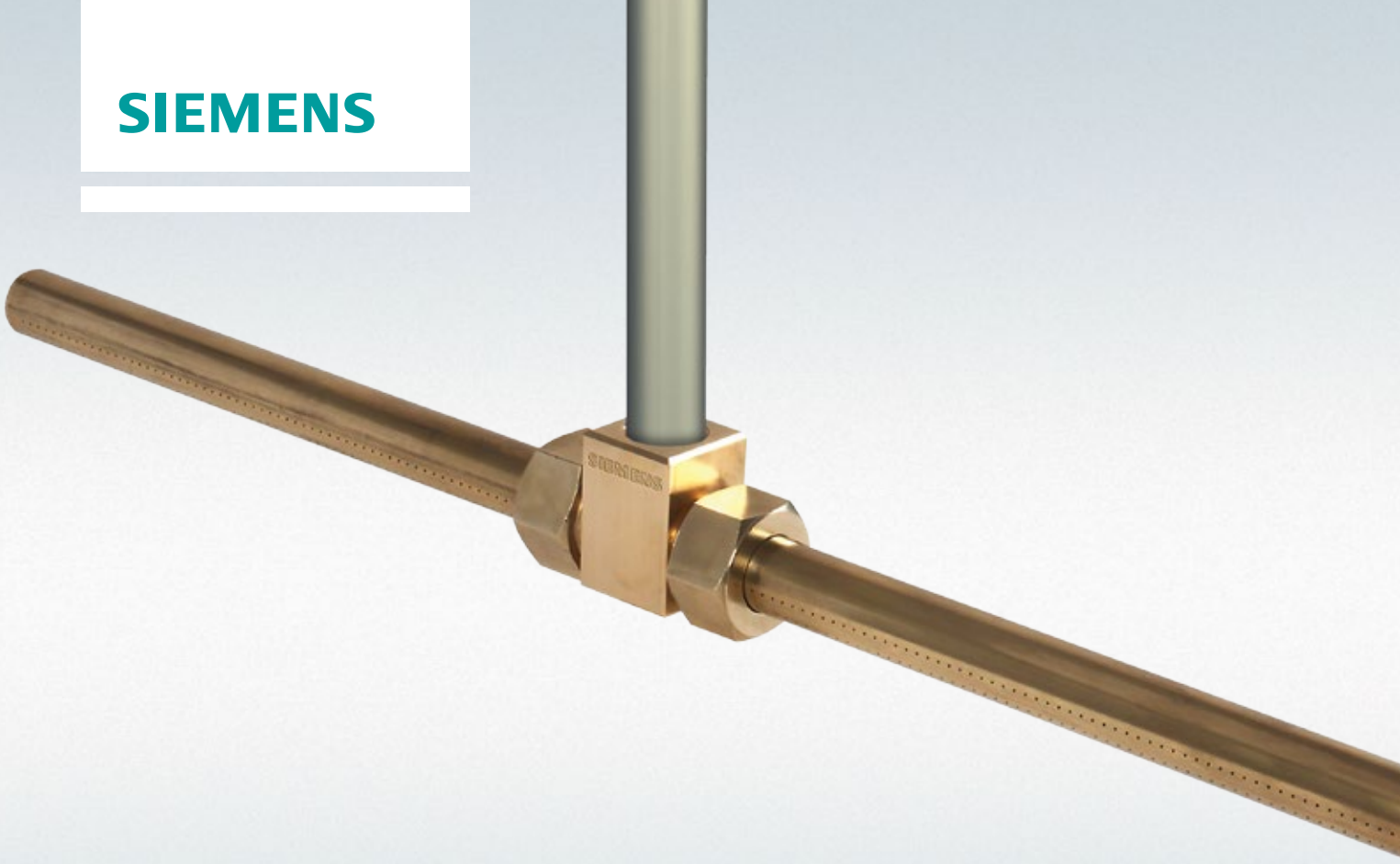
Dirk Fleischer: I firmly believe that criminal activities can only be prevented with motivated, vigilant and capable employees. That's why we feel it's important in my department to reach as many employees as possible with this topic. The best fence is of no use to me if no-one is watching on the door or in the plant to see who's coming and going at our plants and what he or others in the transporter are loading. On the subject of safety, we follow the American campaign "If you see something - say something", encouraging employees to be as open as possible about incidents or near incidents, thereby strengthening the aspect of prevention.

What private ambitions and business aims do you have for the near future?

Dirk Fleischer: In terms of business, I'd like to see Lanxess succeed in overcoming the economic challenges. This is certain to be the case given our current strategy development and management team. Privately, I'd like to have more time for my family.

Heiner Jerofsky,
Detective Chief Superintendent (retired)

SIEMENS



Protecting the quiet way

Sinorix Silent Extinguishing Technology – an intelligent offering for safe and quiet extinguishing in data centers and server rooms.

www.siemens.com/sinorix

Data centers and server rooms are at the heart of the modern business world. Millions of servers worldwide process ever-increasing quantities of data throughout a global network of several billion devices. Losing data can be devastating for companies – the potential consequences range from losing money and damage to their reputations to having to close down. So in the event of a fire, every second counts. That is why a solid fire safety concept is essential.

Recent technological findings show that malfunctions can occur in hard disk drives (HDDs) when automated dry extinguishing systems are released – due to the high noise level. Having always been a pioneer in the development of advanced extinguishing technologies, Siemens decided to develop products and systems that answer this challenge. With the unique Sinorix™ Silent Extinguishing Technology, Siemens is offering safe and quiet extinguishing for data centers and server rooms. This technology reliably protects IT operations and minimizes the risk of business interruptions following a fire extinguishing system discharge. The heart of the technology is the Sinorix Silent Nozzle. For the reliable protection of smaller server rooms, it is combined with other high-quality components from Siemens in Sinorix Compact – an ideal and cost-effective all-in-one fire safety system. The Sinorix Silent Nozzle also ensures optimized quiet extinguishing in medium- to large-size data centers when paired with the Sinorix CDT (Constant Discharge Technology) extinguishing system.

INTERVIEW

Integration Next Level

Bosch and Milestone Intensify their Efforts for High Level Integration

About a year ago Bosch Security Systems and Milestone Systems announced their strengthened partnership to move their business to a new level of interoperability. Through their respective partner programs, Bosch and Milestone focus on technical, sales and marketing collaboration to deliver quality integration solutions to the market. GIT SECURITY had the opportunity to follow-up the interview we did last year, now talking to Thomas Lausten, Milestone's Vice President EMEA, and Johan Jubbega, Senior Vice President and Maarten Wings, Product Management Group Leader, at Bosch Security Systems.

f.l.t.r.: Thomas Lausten, Milestone's Vice President EMEA and Johan Jubbega, Senior Vice President and Maarten Wings, Product Management Group Leader, at Bosch Security Systems

GIT SECURITY: Before we start talking about integration, we need to ask: Does the acquisition of Milestone by Canon influence your cooperation?

Thomas Lausten: As our CEO Lars Thinggaard stated after the acquisition, this move will have no impact on our approach to be open to any camera vendor in the market. There will be no change in our business model. We have a long-standing relationship with Canon as one of our camera partners just as we do with Bosch, and Milestone's support of the other 100+ camera manufacturers we work with will stay in force. Canon confirms that they will respect the confidentiality of our partner relationships as a cornerstone in our continued success.

Johan Jubbega: We trust that the acquisition of Milestone by Canon has no negative impact on our collaboration and we have no doubt that Milestone will take the right steps to safeguard the integrity of all their partner relationships.

As I understand it, the cooperation started with the seamless integration of Bosch IP video devices within Milestone XProtect software. It looks like you did not stop at this level?

Thomas Lausten: We were aiming on a higher level from the beginning of our cooperation. The next steps we took were to support tamper and motion detection, H.264 compression and multi-streaming of Bosch cameras. Then we were focused on integrating video analytics functionalities.

Johan Jubbega: As a result, we have bundled a series of video analytics functionalities for our cameras and offer them fully integrated with XProtect. Through this we provide superior intelligence and analytics at the edge, highest quality of relevant video images in challenging environments and most efficient bitrates, which allows for lower storage requirements versus most other solutions. Through this strengthened partnership with Milestone we can offer more unique and cutting-edge features and products for customers, offering them new integration possibilities.

What is your experience when you work together in the projects with customers?

Thomas Lausten: Bosch is a key partner for us in the whole EMEA region and elsewhere. Our experts and the project workers at Bosch are in a daily exchange of expertise during ongoing projects. They help each other when new project challenges occur, consult each other and develop solutions together with the customers.

Johan Jubbega: Our experience is that the results of the project cooperation and the solutions developed in one project can be used for future projects and the development of new hardware and software components. To summarize, a cooperation that has started on a strategic level is now an essential part of our project work and our product development.

What are the main synergies for both Milestone and Bosch?

Johan Jubbega: For us, partnerships like this one help us to extend our ecosystem and provide an opportunity for our customers to fully embrace and utilize the value-add that Bosch offers. The integration with software partners is crucial to be able to deliver the full potential of the Bosch value proposition to our customers. With the cooperation we become an even stronger solution provider.

Thomas Lausten: For Milestone, the partnership with Bosch opens new markets as we cooperate in a lot of big projects in areas and countries such as the Middle East, Russia and markets, like Africa. In a lot of these markets Bosch has people on the ground that pro-actively approach potential clients and who are involved in the project business. In the Middle East, for example, we see a growing success for our products directly related to the cooperation with Bosch.

What are the next steps?

Johan Jubbega: We are extending our support tools now that we have proven installations on all levels together – this includes training, co-eventing, technical documentation and after sales service.

Thomas Lausten: With the cooperation very well established the focus has moved to consistent work in the daily business. Out of this daily work we get a lot of new ideas for the further development of our offerings. So the projects and the demands for value added service form our roadmap for the future.

Maarten Wings: We have been asked, for example, about access control integration and the integration of video equipment in several projects. A clear signal from the market is the need to make this integration as easy as possible. The newly introduced access control & video solution from Bosch and Milestone is our answer to this customer requirement. Integrated security management is made fully accessible through Milestones XProtect which interfaces with the Bosch rugged enterprise access control hardware. For the security operator there is just one single interface to operate. Extended features like person administration and badge design are included as well, offering a full end-to-end solution.

Is there a good chance that access control, fire alarm and intrusion detection devices will be seamlessly integrated into management systems in the future?

Johan Jubbega: There is good progress as far as access control is concerned. This also supports our position as a solution provider. And this is a customer need we see extending beyond multiple domains. For example, the integration of fire detection components is not that easy as different regulations in many EMEA countries complicates things. The integration of intrusion detection on a basic level works well but there is work to be done for a deeper integration. In summary, we are making good progress in offering integrated security to large projects, where we already have vast experience, now also with a Milestone platform.

Thomas Lausten: We do not have a an exact schedue for the integration of fire alarm and intrusion detection devices but through the project work we make good progress. The level of integration in the future will be determined by the specific demand in the vertical markets and the different regions. There are vertical markets like hotels, transportation and hospitals with a demand for deeper integration and there are regions like the Middle East where the depth of integration will be higher than in other regions due to project complexity.

Maarten Wings: We are flexible enough to react to the specific demands and have already realized projects with a very high level of integration including video management, car park management, visitor management, intrusion detection, a modern elevator control system. And even a system to design visitor badges is included.

▶ CONTACT

Bosch Security Systems,
Grasbrunn, Germany
Tel.: +49 89 6290 1647
www.boschsecurity.com · www.ipp.boschsecurity.com

Milestone Systems A/S,
Broendby Copenhagen, Denmark
Tel.: +45 88 300 300 · www.milestone.dk

EVENT

The Whole World of Security and Fire Protection

40 Years of Security Essen

On September 23–26, the exhibition center in Essen, Germany, will once again become the global marketplace for civil security. Security Essen expects more than 1,000 international exhibitors will show the innovations in the sector. The Security Essen event brings the whole world of security and fire protection technology together under one roof like no other. And that makes it the worldwide number one in this sector.

The Complete Range

For the first time, the fair will encompass more than 40 market segments – from mechanical and digital security technology via fire protection and CCTV right up to IT security and counter-terrorism. This will give visitors a comprehenisve overview of the market. Around 39,000 trade visitors from more than 110 countries will once again be expected at the fair. There will be more international cooperative booths: In addition to Great Britain (Hall 3), Italy (Hall 2), China, Taiwan and Korea (Halls 8 and 9) as well as the USA (Hall 5), Hungary (Hall 4) will also be represented with a cooperative booth for the first time.

As the impetus-providing premier global fair, Security Essen will offer solutions to the latest challenges in 2014 too. For example, the IT Security theme park in Hall 5 will introduce the newest technologies for combatting cyber and bugging attacks as well as economic espionage. For the first time, the international trade fair will also be dedicated to the new trend of global travel security – with solutions for protecting employees and corporate know-how during foreign trips (Security Forum II, Hall 7).

All the Facets of Fire Protection

Two halls (1 and 7) will be dedicated to fire protection. There, 140 exhibitors will present innovations for constructional, operational and installation technology fire protection - from protective clothing via intelligent web-based alarm systems right up to control room planning and equipment. Internet-based fire protection solutions constitute an increasing trend in 2014. For example, there are smoke alarms which, in the event of a fire, can make an automatic connection with the Internet, dispatch status reports by SMS or e-mail in real time and guide the emergency services directly to the seat of the fire using online maps. Alarm and evacuation systems which, in emergencies, send messages to all the computer workplaces in the company or intelligent holders for fire extinguishers which indicate the nearest appliance acoustically and optically were developed for operational fire protection.

Special solutions for industry will also be represented at Security Essen. These will include early fire recognition systems for the storage of self-inflammable materials such as paper, waste or incendiary matter as well as fire detectors for the oil, gas and chemical industries which can recognise hazards even in extreme conditions. Special installations for tunnels which can bridge long distances reliably will also be on display in Essen.

The comprehensive range available at the fair will be rounded off with live demonstrations on the Fire Protection Theme Day. On September 25, exhibitors will demonstrate, amongst other highlights, the utilisation of new aerosol extinguishing systems, fire suppression installations against beginning explosions as well as new fog systems for the non-destructive simulation of tunnel and large-scale fires.

As the premier global fair for security technology and fire protection, Security Essen has strong partners by its side. For example, the exhibition section will be supported by Feuerwehr Essen („Essen Fire Service"), AGBF „Working Group of the Managers of Professional Fire Services"), Werkfeuerwehrverband Deutschland e. V. („Works Fire Service Association of Germany") as well as bvfa („Federal Association of Technical Fire Protection"). On a cooperative booth in Hall 1, bvfa will present itself with eight other companies.

Around 100 Forums on Highly Topical Subjects

With a top-class specialist programme, Security Essen will once again promote the exchange of specialist opinions between manufacturers, developers and users in 2014 too. In around 100 lectures and expert circles, specialists from the sector will impart their knowledge at first hand. Security Forum I (Hall 5) will examine the latest trends in the sector – including those from the fields of alarm installations, mechanical security technologies, security management and counter-terrorism. Amongst other subjects, Security Forum II (Hall 7) will be dedicated to the fields of security research, fire protection and public security.

Security Essen Supports Careers Planning

After the successful premiere two years ago, the Training and Further Education Day at Security Essen will go into the second round: On the first day of the fair (September 23, 2014), schoolchildren, lateral entrants and students will be able to obtain information about training possibilities and occupational perspectives in the security industry. In 2012, several hundred schoolchildren and trainees made use of the chance to initiate direct discussions with representatives of the sector at the fair.

Specialist Guided Tours for Planners and Architects

For the first time, there will be tours of the fair for planners, architects, engineers and representatives of the real estate industry at Security Essen 2014. On every day of the fair, guided tours will be offered on the subject areas of security and fire protection. The executing partner will be Deutsche Gesellschaft für wirtschaftliche Zusammenarbeit (DGWZ – „German Society for Economic Cooperation").

▶ CONTACT

Messe Essen, Essen, Germany
Tel.: +49 201 7244 0 · www.security-essen.de

Claus-Peter Regiani,
Head of Business Division I, of Messe Essen

Mr. Regiani, there will be 40 market segments – from fire protection to video. What new subjects can the visitor expect at Security Essen 2014?

Claus-Peter Regiani: Global Travel Security is an important subject that challenges medium-sized companies and global players alike – in this globalized world, business trips or even longer postings abroad are no longer a rarity. But how can we protect our employees there? How secure is our company know-how that is on the laptop, iPad or smartphone that travels with them? Our world-leading trade fair also pays great attention to the area of IT security: ISMS, forensic evidence security and new solutions for encrypted data exchange are just some of the keywords. New developments in danger prevention in public spaces will also be seen. One example of this is the early recognition of threats through Behavioral Recognition systems. In short: the Security Essen event will provide the visitor with an absolutely comprehensive overview of the market.

How are the numbers of international exhibitors and visitors developing?

Claus-Peter Regiani: As the world-leading trade exhibition, Security Essen naturally has a very strong international character. In 2012 around 39,000 trade visitors from 115 countries traveled here to the Messe Essen to find out about innovations, to make new contacts and to place orders; a superb number that we also expect in 2014. The same goes for the exhibitors: all the major manufacturers of civil security technology from around 40 nations will again be represented at Security Essen. We can already report growth in the number of international joint stands: as well as Great Britain, Italy, China, Taiwan, Korea and the USA, there will also be a Hungarian stand for the first time in 2014 using this world leading event as a window to its innovations and as a business platform.

EVENT

Enhancing Security

12th Transport Security Expo in London Will Open Its Doors December 2-3

For more than a decade Transport Security Expo (TRS) has provided the premier meeting and exhibiting place for the global transport security industry. This year it offers an expanded show, enhanced conference programme and live demonstrations to reflect the latest issues and requirements in the sector. As the UK has grown to become the benchmark for transport security so has the Major Transport Security Expo grown alongside it to become the global networking and educational hub for the world's transport security industry.

Now in its 12th year, TRS finds itself more relevant than ever with another difficult year for transport networks under severe pressure from security threats of all forms and from all four corners of the globe.

From the two tragic aviation disasters involving Malaysian Airlines that saw Flight 370 from Kuala Lumpur to Beijing go missing over the South China Sea and Flight MH17 from Amsterdam to Kuala Lumpur callously shot down over the Ukraine conflict zone to continued piracy through the world's busiest commercial waterways; this has been another 12 months for transport security to analyse and look for solutions.

And as usual TRS will be the place where the industry's senior figures will come to do exactly that through networking, debating and learning. Last year - TRS's biggest year to date – almost 4,000 such figures from 88 different countries attended TRS with those figures expected to be exceeded in 2014. Once again a great deal of industry research and advice from prominent members of the transport security world has been formulated into a collection of world-class speakers and topics that will address the key issues and concerns.

Extended Conference Program

The Aviation, Maritime and Rail Security conferences have this year been bolstered by two new conferences for Major Events Transport Security and Secure Transportation. Major Events Transport Security has been firmly on the agenda in 2014 with the Glasgow Commonwealth Games and the Brazil World Cup, which highlighted the issues off staging such global gatherings among civil unrest, while the Secure Transportation Conference will look at protection of high value assets and dignitaries among other areas.

The extension of the conference programme for TRS represents the determination of the event organisers to ensure that the event continues to grow and adapt to the requirements of the industry.

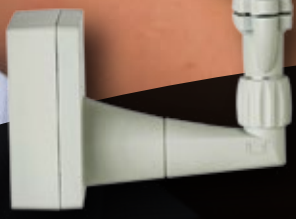
Another new addition to this year's TRS event is the Live Demonstration Theatre, which will provide live real-time examples of security scenarios and solutions in action. Expert teams will demonstrate how to tackle a classic 'Crowd Control' scenario as an unsecured mob hits TRS while 'Venue Search' will provide best practice on how to search a venue prior to the opening of a Major event or in a situation where a suspect package has been found. Remote Operated Vehicles will be used to demonstrate how IEDs are inspected and removed in the IED Disposal demonstration while Cyber Hack will see a hacker illustrate just how easy it can be to bypass even the most secure of networks and with it potentially commandeer control of a passenger aircraft, train or ship. The enhanced programme for TRS 2014 will also see the very latest in armoured vehicles showcased for attendees to personally check out in the Security Vehicle Zone for protection of VIPs, celebrities, high net worth people and cash in transit.

Finally, TRS are also delighted to welcome support from ADS – the premier trade organisation for the UK Aerospace, Defence, Security and Space industries.

This new partnership allied to the refreshed programme of conference events and live demonstrations further enhances TRS as the de facto place for networking, education and solution finding in the global transport security industry.

▶ CONTACT

www.transec.com
+44 208 947 9177 · cashurst@nineteenevents.com



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INTERVIEW

Changing the Face of IP

An Insight into IP and Apps With Samsung Techwin's Open Platform

With its IP network-based video surveillance solutions, one manufacturer has wholly adopted and indeed contributed to the technology advances of recent years. In this brief interview, Joanne Herman, Marketing Manager for the Security Solutions division of Samsung Techwin Europe, explains the benefits of IP and why the time is right to adopt this new technology.

Joanne Herman

GIT SECURITY: Joanne, why do you believe that Samsung Techwin can make such a big difference to how customers utilise Video over IP?

Joanne Herman: Our product development strategy has been based on the understanding that in the current challenging economic environment, businesses and organisations are understandably looking to achieve maximum long term benefit from their investment in video surveillance systems. End-users want to purchase a solution that is not just fit for today's purposes, but is also future-proof in terms of its expandability and its ability to integrate with new technology in the future.

There are many manufacturers of CCTV cameras and recorders who would say that their products are flexible, scalable and future-proof too. Why do your IP solutions stand out from the crowd?

Joanne Herman: Simply put, it's the open platform capabilities of the WisenetIII DSP chipset that is at the heart of all our latest cameras and domes.

The term 'Open Platform' is widely used in the software world. How does this apply to the chipset that is inside your cameras?

Joanne Herman: We believe it is an exciting game changer in that the truly open platform allows users to effortlessly upload Apps and run them on any WisenetIII camera or dome.

And why would customers want to do this?

Joanne Herman: Video Analytics is perhaps one of the best examples in which the functionality of a camera can be enhanced with the use of Apps and the processing power of the WisenetIII DSP chipset is such that we can now give customers the complete freedom and flexibility to choose the edge-based video analytics App that best matches their individual requirements. I am certain that we will look back in a year or so and be amazed at the diversity of Apps that have been introduced. Many video-based Apps are already available. Retailers for example, may wish to use a video analytics App available from AgentVI, which is designed to provide business intelligence on customers' in-store behaviour. It can produce heat maps which show busy areas of a store, by hour or day of the week, to enable a store's merchandising department to identify where to locate in-store promotions or perhaps relocate slow selling items. Data can also be collected to allow analysis of how long customers have to queue to pay and this can be used to help inform store managers to establish how many check-outs should be open to ensure that the customer experience is not adversely affected by long queues. Similarly, security personnel responsible for mission critical sites may wish to use the Foxstream video analytics App, which is ideal for perimeter protection applications where there is a need to have a high performance solution to detect and track would-be vandals and thieves. It's really easy to upload an App to one of our cameras. After connecting a camera to the network, installers or operators simply need to upload their preferred App via the camera's browser. All the 1.3MP, 2MP and 3MP models within the family of WisenetIII network cameras and domes are extremely easy to install and set up, as are all our 'plug-and-play' network recording devices. We believe, however, that it is the open platform capabilities of this chipset that will have the most significant impact on the demand for IP network-based video surveillance solutions and create considerable sales growth opportunities for our business partners, installers and system integrators.

Can users upload more than one App at a time to the camera?

Joanne Herman: Yes. In fact a key feature of this chipset is that it has the ability to run multiple applications simultaneously, such as People Counting and Cloud Storage. This offers a clear advantage over competitors' chipsets which only have the capacity to upload and run a single App.

Do all the leading independent VMS' support these models?

Joanne Herman: Yes. Indeed this is another very important aspect of the open platform nature of the chipset, in that it is very easy to integrate with virtually any video management software package. We are continuing to accelerate our integration programme and are now supported by a large number of VMS' including Genetec, Milestone, Axxon, Ipronet, Exacq, Genetec and Seetec.

▶ CONTACT

Samsung Techwin Europe Ltd
+44 1932 826 700
stesecurity@samsung.com · www.samsungsecurity.com

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CONTROL ROOMS

Keeping a Close Eye

Eyevis Displays Improve Security Surveillance in Glasgow Operations Center

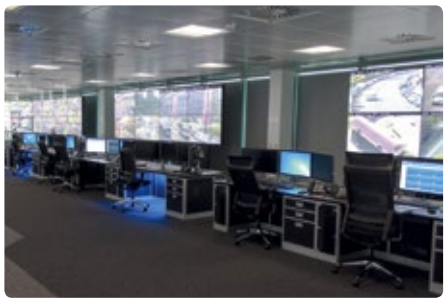
2014 will be one of the biggest years in Glasgow's history. An international major sports event came to the city in the form of the Glasgow 2014 Commonwealth Games. Sportsmen and visitors from all members of the Commonwealth of Nations visited the event. Further major events such as the MTV Europe Music Awards will also take place in the city later in the year. To manage these major events as well as the daily city traffic safely and smoothly, the City has built the Glasgow Operations Center (GOC), one of the largest control centers for traffic and security surveillance in the UK.

2014 is going to be a significant year for Glasgow, as it saw Scotland's biggest city host the 20th Commonwealth Games in July. Alongside the Games, the city – which is also the fourth largest in the UK – hosted three 60,000 capacity open-air concerts during Radio 1's Big Weekend and is also home to the 20th MTV Europe Music Awards (EMA) in November. How will the city's infrastructure cope with the influx of thousands of visitors to its major events, in addition to more than 600,000 residents? One way it will do so is by using the brand-new, multi-million pound Glasgow Operations Center (GOC) – one of the biggest projects of its kind in Scotland. Over 2,000 IP camera signals from Community Safety Glasgow and Traffic Control & Management Glasgow can be monitored and controlled on eighty-five 55-inch displays from eyevis. Their state-of-the-art technology is in use to make life in the city smarter and safer.

The facility brings together teams from Community Safety Glasgow's (CSG) CCTV operation and Traffcom, the Glasgow City Council team which monitors the city's road network, including the traffic lights and traffic cameras. With the facilities now pooled, CSG and Traffcom

Security for participants and spectators at the highly successful Commonwealth Games was paramount

◀ **Celtic Park Stadium seats up to 60,000 sports and music fans**



Centralized surveillance of roads and public areas in a joint operations room

have joint access to the city's entire network of live and recorded CCTV footage.

Higher Efficiency Through Joining of Forces

At the center's opening, the leader of Glasgow City Council, Councilor Gordon Matheson said: "This facility houses our city's entire network of traffic cameras and public space CCTV, which will allow us to keep the city running and to keep people safe. Having both teams working together and operating under the same roof allows access to more information, more intelligence and quicker identification of incidents on our roads and streets. Glasgow will be open for business during the Games, but it will not be business as usual, and the opening of this center shows we're getting ready." Councilor Matheson was right; the city was transformed as over one million tickets were sold for the Games, so the timing of putting the GOC into operation was crucial.

One of the most interesting aspects of this installation is how it brings together the different strands of PSCCTV, the emergency services, traffic management and environmental control under one roof. Kalim Uddin, the GOC operations manager is a passionate technology advocate, and was involved in the project from the start. He said: "A key element in the operational center was to bring together various agencies and partners under one roof, all working in a more seamless approach, both from a traffic management and public safety point of view." With the facilities now pooled, CSG and Traffcom have joint access to the city's entire network of CCTV & traffic cameras. The council has found that the majority of Traffcom cameras (86%) are trained on areas previously not covered by CSG. Similarly, 32% of CSG's cameras now benefit Traffcom operations.

The GOC will be an ongoing project that will be steadily extended. In April 2014 after six weeks of operation only phase 1 was implemented. Phase 2 will mark the installation of significant upgrades to new digital cameras, new interactive mapping systems, traffic system upgrades and video analytics. Staff at CSG believe the true benefits of the center, in terms of reducing crime and anti-social behavior, will be seen in the next phases of the project once the new technology upgrades have been integrated.

Phil Walker, Managing Director of Community Safety Glasgow, said: "The new technology will give us vastly improved capabilities in the way we monitor crime. Also, from a traffic point of view it has given us wider access to cameras and assets, which helps us to reduce accidents, congestion and bottlenecks. Live images, live monitoring and live incident management will help us become more pro-active rather than reactive. We look forward to the continued development of the operations center in order to fully benefit from the superior functionality of the new systems."

Flexible Installation

The GOC is home to eighty-five eyevis 55-inch displays (in a range of different video wall configurations) and eleven video wall controllers, which show live streams from 440 CCTV cameras currently deployed around the city center. Eyevis UK was one of the video wall manufacturers involved with the project consultants, IBI, at the outset of the project over two years ago. The initial discussions between the manufacturer and the consultants centered on how they could build a control room that could handle thousands of IP streams. Alex Adleigh, sales director from integrator SSUK takes up the story. "When the client came to us originally, and we started the design and planning work, the original building plans only had space for one 19-inch rack unit. However, a suitable environmentally controlled equipment room was created to house the multiple 19-inch racks required."

Definitely not screwed to the glass walls, here are some of the 85 displays

The architecture of the new control center also had to be considered; the GOC is housed in a modern office building, built just two years previously. This had ramifications for the video wall installation because the floor of the building on which the GOC is situated has glass walls, which meant the screens couldn't be screwed to the wall. Every video wall in the installation sits on specially modified peerless carts. The difficulty was that when the operator is seated (as they are 24/7), the entire video wall wasn't high enough to be completely visible. SSUK had to detach the top section of the bracket from the back of the cart and get it remade in a workshop, which was then welded back onto the cart to make it two feet taller.

The real muscle of the operation is handled next door to the GOC in the server room, where eleven eyevis Netpix 4800 series video wall controllers, incorporating sixty-five daisy chained IPD32 decoders sit in racks, hard at work. Each one is capable of managing thirty-two D1 (720×576 resolution) IP streams, which gives the GOC the ability to handle up to almost 2,100 different feeds at once. This technology allows Glasgow to approach major events with confidence. Phil Walker added: "With the advent of the Commonwealth Games, we required a CCTV control room that is a leader in its class in terms of what it can provide. Glasgow is going to be in the limelight, so we wanted the Operations Center to reflect Glasgow in terms of where it's been and where it's going. The new operations center technology is a big part of that."

Multi-level Financing

The equipment for the project was bought under an outline contract, and went through ACCESS (a joint venture between Serco and Glasgow City Council), which provided the security systems. The nominated AV supplier, Scottish integrator SSUK, then built the video walls and AV systems in just eight weeks. The funding for the GOC comes from a mix of The Technology Strategy Board (part of the Department for Business, Innovation & Skills) and the Future Cities initiative funds. Glasgow City Council funded Part 1 of the initiative with £5.5m, and £12m from the Future Cities board was allotted for phase 2 and beyond.

In January 2013, Glasgow won a Future Cities competition, beating 30 other UK cities to win £24m of funding. Glasgow City Council demonstrated its ability to integrate transport, communications and other infrastructure to improve the city's economy, quality of life and reduce environmental impact better than anywhere else in Britain. The GOC is one of the first fruits of that program.

▶ CONTACT

Martin Wagner
PR Manager eyevis
eyevis, Reutlingen, Germany
Tel.: +49 7121 4330 3135
m.wagner@eyevis.de · www.eyevis.de

SimonsVoss boss Bernhard Sommer

INTERVIEW

At the Top in All Three Disciplines

SimonsVoss boss Bernhard Sommer talks about his success so far, his plans and how you can be successful by listening.

Bernhard Sommer, a keen sportsman, completed the Hamburg Triathlon in two hours and fifty-eight minutes on 13 July 2014, the day of the German World Cup victory in Brazil. Twelve days later he was sitting together with GIT SECURITY to review his first year as CEO of SimonsVoss – and to cast a look to the future of the pioneers in digital lock technology, access control and lock organization.

A spirit of competition and enthusiasm are decisive factors for success: for Bernhard Sommer that applies to the triathlon disciplines of swimming, cycling and running just as much as to the SimonsVoss disciplines of access control, classic lock systems and integrated systems.

GIT SECURITY: Mr Sommer, since 1 September 2013, a good year in retrospect, you have been shouldering the responsibility at the head of SimonsVoss. What would be your own summary?

Bernhard Sommer: Exceptionally positive! As a stranger to the industry first of all it was made very easy for me. Luckily I was welcomed with open arms – by the employees as well as by the many customers and partner companies that I was able to visit. That made it very easy for me – and also motivated me to really roll up my sleeves for this company and our common aim.

What was your plan for the first few months?

Bernhard Sommer: Firstly it was important to listen! I don't believe in the method of the new guy coming through the door and then immediately changing everything from top to bottom. Rather we held lots of meetings – and I have been able so far to visit around forty of our trade partners and customers. Our aim was to find out together how we could show the target groups within the market what are the advantages of a digital lock system. That is, by the way, the core question within the industry, at least from my point of view, because digital systems still have a market share of just three percent. With all the advantages that this technology offers, we truly have a long road ahead of us – and also great potential.

What are the target user groups, where are the opportunities?

Bernhard Sommer: The opportunities will open up to us once we manage to communicate the many advantages of digital lock systems: simple management of lock authorizations, no cumbersome bunch of old-fashioned keys, efficient organization and management of access rights and rules. With regard to our target groups that will reap the benefits, they include firstly private individuals and commercial end-users as well as small to medium-sized companies. Secondly there are the traditional users of SimonsVoss systems to date, such as those with really large lock systems with anything from 500 to 2,000 doors – property managers, large companies, universities, healthcare establishments. And then finally there are the integrated projects where a large partner, an integrator, is planning not only a lock system, usually for large operator or user, but also to integrate the lock technology into a complete property management system – including fire protection and video surveillance, access control and property security.

Instead of just one there are, in fact, three worlds and three disciplines at SimonsVoss?

Bernhard Sommer: Right. And exactly that is a result of listening: what does the customer want, what does he need? We were pioneers with our classic Digital Locking and Access Control System 3060 – and we are still considered to be market and quality leaders. Correctly, for sure. For a short while now we have also been active at the entry level of the market with an excellent product – the ‚Starter System'. The possibility to be planned into larger, integrated projects with our SmartIntego range is sort of the third discipline, if you like.

And just this third discipline is often comparable to a long-distance run – one has to build up cooperations; to date perhaps not the best discipline at SimonsVoss…

Bernhard Sommer: That's true – but sometimes you first have to learn about something before you can prove yourself at it.

Like in 2011 as you first had to learn how to swim before you could take part in a triathlon for the first time?

Bernhard Sommer: (laughs) Yes, that's right. Back then, a good customer entered me for the Hamburg Triathlon, just like that, and said: „So, you have just three months. Learn to swim, and we'll do it together". And so that's just what we did. But getting back to opening up for cooperations: this wish was expressed during many discussions with our partners, namely, that SimonsVoss technology should also be able to be integrated into large projects. And for that we naturally had to open up a fair bit. And we're doing exactly that with SmartIntego.

And in your opinion why will the ‚Starter System' have the chance to win the long race to the customer?

Bernhard Sommer: I'll return the question: what makes a specific digital lock system interesting at all to a private individual or to small business operators? We have also listened carefully there: the end customer wants to be in charge of his system. And you wouldn't believe how well informed end customers are these days with regard to what modern technology can actually do – and how simply and intuitively at least simple and easily understood systems can be operated. And we answer exactly that with our ‚Starter System'. After all, you don't want to read a 100-page instruction manual for your smartphone before you use it for the first time.

You talk about end users – what will change here in your sales structure?

Bernhard Sommer: Absolutely nothing. SimonsVoss value added distributors are and will be the most important and primary partner. For this reason we are continuing our program to boost the competence and cooperation of these partners – in the future even more. We help with qualification, with project design, we place tutorials online to occasionally refresh previously acquired knowledge – and we are currently in the process of setting up a totally new partner program with even more benefits for close and good partners, and for those that want to become one.

In times of high cost awareness you decided to build a new production facility in Osterfeld near Leipzig. Why did you take this step?

Bernhard Sommer: Because we are now able to guarantee that the products always leave us with the consistent quality that we promise and that is expected from SimonsVoss systems. We are dealing with micro-technology here. Clean rooms, short transit routes and high reliability – we want to ensure these conditions exist at all times. Just to have to send a batch back to the Far East and let the customer wait four more weeks before delivery – we wanted to avoid this risk at all costs. And, by the by, our delivery fulfillment has improved enormously with the new logistics center in Osterfeld. We had room for improvement there are on the right road towards it.

But SimonsVoss has been active internationally for many years.

Bernhard Sommer: That's true. We founded our newest company in Russia. Many of our reference projects have been completed abroad – vacation resorts, universities, student housing,

Digital Lock Technology for Beginners

Small companies can now breathe a sigh of relief when it comes to security and access control. SimonsVoss now offers Starter-System, a simplified version of its 3060 Digital Locking and Access Control System, making it easy to switch from a mechanical lock system to a digital one at a low cost. It brings the advantages of digital lock systems to small installations with up to 20 doors and 100 authorised access users. Integral components in this solution are digital locking cylinders and small, round, digital transponders, the modern replacement for keys, which open doors at the press of a button in the same way as electronic car keys. Powered by battery, they use radio signals to communicate with the locking cylinder. Starter-System also includes a software CD and a USB config device, which transfers data from the computer to the system hardware, locking cylinders and transponders. The advantages of this mini digital system are self-evident: lost keys – missing transponders in this case – are no longer a problem. A transponder can be easily deactivated to prevent the person who has it from gaining access and there is no need to replace door cylinders. The software allows the administrator to set up a simple lock plan, to enter doors and authorised access users; operation is intuitive. They do not need long training sessions to learn system configuration. The administrator simply programmes a further transponder for new employees. A key's validity can even be time restricted, for example, granting cleaning staff office access between 4 and 6 p.m. Changing over to this digital lock system will be easy: SimonsVoss digital locking cylinders have no wiring and can be fitted without drilling holes. The only thing the user needs to do is measure the door thickness.

SimonsVoss international – the branches abroad:

- United Kingdom/Ireland
- BeNeLux
- Sweden/Denmark
- France
- Italy
- Switzerland/Austria
- Russia
- Middle East/Dubai
- Asia/Singapore

Less Integration Work

Connections to existing complex access control systems are now easier than before with the SmartIntego system integration solution. System component auto-configuration ensures that there is far less work in component integration compared to other systems. The product consists of electronic locking cylinders, SmartHandle door fittings and the GatewayNode and supports the transmission standards of all conventional card formats such as MIFARE Classic, MIFARE Plus, MIFARE DESFire/EV1, Legic Advant UID, HID iClass UID and MIFARE UID. The radio-based hub with a RS485 and TCP/IP interfaces becomes a powerful access manager. Installation is done without any cables and drilling. With a battery life of up to 80,000 locking operations in online mode, the components do not require any maintenance for several years.

Convenient Door Monitoring and Emergency Protection

Is the door open or closed? Has it been locked just once or is it double-locked? Is someone trying to break in through the door? The 3061 Digital Locking Cylinder can detect all these situations using SimonsVoss door monitoring and report them to a main control center, where individual status messages for each door are displayed on the Event Agent. This door monitoring cylinder is installed within three minutes with no need to drill a single hole and without affecting door certification. Just fifteen more minutes and the complete system is ready for operation. A fastening screw equipped with an intelligent system which can detect whether the door is open or closed or if an authorised person is trying to open the door at any time, the cam sensor and the monitoring logic detect the position of the dead bolt and if it has been double-locked or locked just once. The cylinder door monitor constantly notifies the main control centre of door status by radio using SimonsVoss WaveNet radio technology and intelligent G2 protocol functions. The Event Agent software displays status messages and also allows messages to be filtered or re-set where required.

libraries – right up to luxurious homes. During my most recent visit to SimonsVoss and some customers in Singapore I was very warmly welcomed as World Cup winner. It's amazing how much enthusiasm our national team have generated around the world – and what a positive effect it appears to have had on the image of Germany and – at least according to the result of this conversation – also on business generally.

What trends do you foresee in the coming years in the world of lock technology?

Bernhard Sommer: I would prefer to say to you and your readers what trends we should develop. What was that with Henry Ford and the question about what the people needed back then? Faster horses was what he was told. But he put something entirely new onto the streets – and was the co-founder of a new era. The trend that we want to develop and promote is the one towards digital lock technology as standard! The simplicity, the obvious applications, the ease of use, the organization and the security of these systems, our systems, should be available to everyone. And they should be used by as many people as possible.

What do you see ahead, what do you wish for your ‚three disciplines' for next year?

Bernhard Sommer: I hope that in one year we will have completed interesting integration projects – national and international; that our trade partners have taken on our strong products and that we have been even more mutually successful with them; that we will have reinforced the cooperation with our trade partners again – with those with whom we are already working, and with those whom we will hopefully gain. Starter System or the classic 3060, Smart Handle, Door Monitoring or SmartIntego: SimonsVoss should stay interesting and, for those who don't know us yet, be interesting in future – yes, if I may say so, for people around the world.

Mr Sommer, many thanks for the conversation and we wish you well in the future – for SimonsVoss and of course for your next triathlon.

Flashback to 13 July, World Cup Final: Germany against Argentina. Bernhard Sommer managed on the same day not only to complete the triathlon in under three hours. In spite of a tailback on the A7, the boss of SimonsVoss also managed to be back home again just in time for the Germany vs. Argentina game. Listening was highly beneficial here too – a local resident gave him a very practical diversion around the motorway blockage. And listening carefully was important – it was an unusual route that led him safely home, right on time. Super.

▶ CONTACT

SimonsVoss Technologies GmbH,
Unterföhring, Germany
Tel.: +49 89 99228 0
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FIRE SAFETY

Business Continuity: The **Need to Protect** Data

Fire Protection for Data Centers Is A Challenge That Calls For Integrated Solutions

In the modern world data is at the heart of commerce with very few businesses which are not in some way reliant on data. There are an estimated 30 million servers worldwide processing ever increasing quantities of video, voice and data through a global network of several billion devices. It is therefore not surprising that business continuity and disaster recovery plans often originate from a corporate data center position since an incident here has such far-reaching consequences. Central to this is the provision of effective safety and security, including the protection of data from the threat of fire.

One of the most likely causes of a catastrophic failure is fire yet its threat is often underestimated. Housing as they do such sensitive, vital information and systems essential to the survival of their clients, data centers present a greater need for absolute protection whilst paradoxically demonstrating an enhanced level of fire risk. The electrical power and extensive cabling that drive the computing systems provide a constant source of potential ignition, particularly under the raised floors, while the many thousands of plastic components supply a plentiful source of combustible materials. Given that an estimated 80 percent of fires are caused by electrical faults, the role of effective, intelligent and safe distribution of power is itself a vital consideration in safety terms.

Cooling Requirements Impact On Fire Safety

Both preventive and active fire protection is therefore particularly relevant in such vulnerable locations. The newer high-performance equipment, such as multi-processor servers and high-speed communications switches are raising rack densities well above 30 kW (equivalent to

the drive output of an electric car). In ever more densely packed layouts, today's servers necessitate air-cooling up to 8600 watts/m^2. To help put this into context, on a cloudless day in mid-Europe, the sun will typically generate 700 watts per square meter. The equivalent of a cooling power of 8400 watts/m^2 would therefore be like lowering the temperature from 12 suns burning down on one square meter. The resulting higher air exchange from cooling will partly remove any smoke with the airflow, making early detection by traditional systems even more difficult, as well as increasing the risk of the fast spread of fire to other areas. Even a smouldering fire without flames can damage hardware through sooting, corrosion and toxic gases. The time between the initial outbreak of fire and its successful extinguishing after detection, is the critical factor when attempting to prevent operational failure of a data center.

The Earliest Possible Warning

Given the susceptibility of data centers to the threat of fire, even in its early incipient stages, detecting it at the earliest possible point is the objective. It is generally accepted that aspirating smoke detection (ASD) is one of the technologies which provides the earliest detection of the incipient stages of combustion. ASD is therefore very widely used to protect IT and telecommunications facilities – the applications for which it was originally developed – protecting the highly ventilated atmosphere which typifies the data center environment.

Aspirating smoke detection systems can detect smoke before it is even visible to the human eye. The systems generally consist of a network of independent pipes with one or more sampling apertures that actively draw air into a highly sensitive smoke-sensing chamber. There, the sampled air is precisely and accurately analyzed by a scattered-light detector for smoke particles. If smoke particles beyond a preset threshold are detected, the system triggers an immediate alarm. In that way, a timely warning is given – along with the opportunity to fully investigate the cause of the alarm. The most appropriate response can then be initiated to stop the fire gaining a hold and thus prevent injury, damage and disruption to business.

Aspirating systems can be up to a thousand times more sensitive than a standard point detection system. By combining this level of sensitivity with an environmental learning capability, it is possible for such a system to provide and maintain the optimum operating level and keep unwanted or ‚false' alarms to an absolute minimum – without external input. Aspirating systems also usually have the capability to monitor their own integrity and, in the event of the system's ability to detect smoke being compromised for any reason, an alert is raised.

Intervention and Extinguishing

Shutting down equipment at the earliest indication of fire will stop even corrosive combustion gases developing further. However, in order to prevent false alarms, standards still often require two separate detectors to sound an alarm before the extinguishing system is activated – a single detector causes the system to go into a state of pre-alarm, and only if the alarm is reconfirmed the extinguishing agent will be released. Thanks to modern technology though and to the high detection reliability of today's point type detectors and ASD, false alarms can be excluded, even when using just one detector, without an alarm verification system.

The method of delivering the extinguishing agent and selecting the correct agent for the given application is a very important factor in optimizing protection. In critical applications, a dry extinguishing system is essential because of the sensitivity of the IT infrastructure. Water is generally not used as an extinguishing agent in data centers, the only exception being in generator rooms in which combined gas/water solutions are used because of the thermal risk. Two types of gas extinguishing systems are especially suited to data centers: chemical extinguishing agent systems and inert gas systems. The latter tend to be employed in medium to large-sized data centers while chemical agents are used in small to medium-sized data centers.

◄ **Effective fire safety systems are a fundamental requirement in achieving maximum system uptime and availability**

Aspirating smoke detection (ASD) from Siemens will provide the earliest possible warning even when the smoke is barely discernible to people ▼

◄ **Safe Host, a Swiss data center, uses a Sinorix gas extinguishing systemv**

Since the server rooms are the raison d'etre of a data center, special solutions have to be employed even on the hardware side of extinguishing: recent studies have shown that the noise of conventional gas extinguishing systems could affect the performance of the hard disk drives. That is why today silent extinguishing systems with purpose-built silent nozzles are the solutions of choice for data center extinguishing, with both natural gas and chemical agents.

In other critical applications such as generator rooms, uninterrupted power supply (UPS) systems ensure continuity in case of power cuts. As alluded to above, in such situations extinguishing agents are available which combine nitrogen and water – the excellent extinguishing characteristics of nitrogen with the addition of water mist to cool down hot surfaces, thereby putting out the fire faster and avoiding re-ignition.

The seamless interaction between fire detection and extinguishing is a basic requirement for ensuring effective fire safety and minimum downtime. Analyses by leading independent testing institutions in fire protection and security worldwide consistently highlight that the prime cause for fire safety system failure is the interface between detection, alarming, control and extinguishing. Early, reliable detection of a fire and the initiation of appropriate extinguishing measures are critical factors in an effective protection concept. Fire detection, evacuation and extinguishing systems must therefore be fully compatible with each other. Systems with real interoperability from a single source are therefore the preferable option in such a mission critical environment as a data center, requiring a partner with competence not only in the detection and extinguishing technologies but in the interoperability processes themselves.

Integrated Solutions

Electronic security and safety solutions can help protect a data center and in doing so protect an organization's application availability, its confidentiality, its integrity and, ultimately, its ability to function. Integration of security and safety measures is one of the prime methods of enhancing business continuity through protection of business-critical data. Central management of operational systems provides a more efficient and dynamic use of resources, focusing them when and where they are needed. Fire safety and security can be integrated through danger management stations. This allows for centralized supervision and alarm handling from a number of different sources, including fire detection, video surveillance, access control and intrusion detection.

The benefits of integrating fire safety and security are numerous: video surveillance allows the danger zone to be viewed immediately, offering a visual means of verifying and assessing the situation; integrated access control provides monitoring of escape routes and the means to quickly open or close doors, an important part of the evacuation process; integrated intrusion detection means that data and electronic equipment are protected not only from the threat of fire but also against unobserved theft or sabotage. All of this through a single, centralized station which guides personnel through the step-by-step processes to be followed in the event of an incident. This integrated view of what is happening not only helps to resolve an incident but also provides the capability to learn from incidents which is crucial in enabling process adaptation in the very dynamic risk landscapes which characterize today's business environments. Although safety and security are not a direct part of IT operations, they definitely help to ensure the business continuity environment of a data center.

Also building automation and control systems can be integrated to enable control of heating, ventilation, air conditioning, lighting and blinds to optimize energy efficiency - a vital consideration when growth in data center infrastructure requirements suggests power needs may necessitate the construction of 10 to 15 new power plants over the next decade in each high density region.

◀ **The seamless interaction between fire detection and extinguishing is a basic requirement for ensuring effective fire safety and minimum downtime**

Safe Host

An example of how an integrated approach to safety and security can optimize protection is illustrated by Safe Host, a Swiss data center comprising a six story building, five of which are occupied by approximately 12,000 servers and storage devices containing the data of more than 140 customers. The expansion of the data center was driven by demand – the facility being equipped floor by floor with the latest technology, as and when required. For this reason, Safe Host's building now contains different generations of fire detection and extinguishing equipment. Some floors use detectors and control panels from Siemens older AlgoRex line, while most are equipped with devices from Siemens' current Sinteso family. All security devices are managed using a central Siemens' management station that collects information from more than 2,800 data points and visualizes them on 60 graphical displays of all the floors.

The Safe Host building is today divided into 350 fire detection zones and uses no fewer than 830 highly sensitive fire detectors from Siemens' Sinteso and AlgoRex families. They are supported by approximately 30 aspirating smoke detectors (ASDs) that continuously analyze air in the rooms for smoke particles. All detectors throughout the Safe Host building are connected to four fire control panels, supplemented by floor repeater displays. Some 50 manual call points are also installed at strategic locations and in an emergency, 65 alarm sounders ensure that the building is evacuated effectively.

As already stated. solutions using water or water mist are not recommended in data center applications. The moisture could potentially cause more damage to the servers' sensitive electronics than the fire itself. For this reason, Safe Host uses a Sinorix gas extinguishing system. If the fire detectors confirm a fire, the system automatically triggers the extinguishing process. Valves on the gas cylinders in the basement of the building are opened and nitrogen, as an inert natural gas, flows through a network of pipes to wherever it is needed. There, the nitrogen displaces oxygen, depriving the fire of one of its essential components. Once the oxygen level is reduced from 20.9% to under 14% any fire is extinguished and re-ignition is impossible. This all happens in a matter of seconds and it is an effective way to extinguish both open and smoldering fires. Nitrogen also poses zero risks to human health or well-being.

The author: Emelie Andrén Meiton, Line Manager Extinguishing at Siemens Building Technologies Division. She holds a Master of Science in Mechanical Engineering degree.

▶ CONTACT

Siemens Infrastructure & Cities Sector,
Building Technologies Division, Zug, Switzerland
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Detectors and Loop Protocol

Apollo Fire Detectors, designers and manufacturers of fire detection products, will be showcasing their comprehensive range, including the XP95 and Discovery detection devices, as well as an addition to their portfolio of products, the Soteria range, at Security Essen. The latter is designed to improve detection, reduce false alarms and deliver improved reliability. The detectors have been extensively tested by the company's in-house testing team using advanced private testing equipment. The aptly named Coreprotocol applies to fire loop communication, gives greater control and more loop power with forward and backward compatibility and the ability to manage a significantly increased number of devices.

Security Essen · Hall 3 · Stand 205 **www.apollo-fire.co.uk**

Obsolescence Management of Train Network Refurbishments

Moxa offers a complete portfolio of systematic communication solutions for traffic management and the railway industry. Under the motto 'timeless innovation' they will present various new products and technologies at this year's InnoTrans show in Berlin in hall 4.1. at booth 312. The Toughnet series of EN 50155 compliant managed Ethernet switches support the company's Dynamic Ring Coupling technology that enables the speedy and automated configuration of Ethernet Switches aboard trains when rolling stock is rearranged in mid-journey. It also guarantees inter-consist network recovery in under 1 second, and even faster intra-consist recovery in 20 milliseconds.

www.moxa.com

BIM Ready

Following the launch of their Tourniket and Crystal Tourniket revolving door models earlier this year, Boon Edam have now launched their second phase of Building Information Modeling (BIM) objects. Working with The National BIM Library to create and host their range of BIM products, the most recent release incorporates models of their security doors and pedestrian speed gate product ranges, and now totals 18 BIM objects available. BIM will be mandatory on all public sector projects from 2016 to streamline the construction process and cut costs by predicting and reducing errors throughout the different stages of design. Specification Managers are on hand to work together with architects and contractors to ensure using Boon Edams objects is a simple process.

Security Essen · Hall 4 · Stand 217 **www.boonedam.co.uk**

RFID Local Support in Germany

Idesco began selling its RFID readers and devices globally 25 years ago. Systems are rapidly becoming both more complex and increasingly interconnected with underpinning IT systems, security requirements are also growing rapidly while technical progress requires more frequent system updates to ensure their security. The company now bring its products, solutions and support to its current (and future) customers in Germany by offering local service through their partner, Unitronic AG. Meet both companies at the Security Essen exhibition from September 23rd to 26th, 2014.

Security Essen · Hall 5 · Stand 213 **www.idesco.com**

Heat Detection Cable

Firepro UK, the UK distributor for Firepro aerosol fire suppression systems, uses digital linear heat detection cable (LHDC) supplied by Patol. The simple, versatile and highly effective modular aerosol fire suppression technology is an efficient and cost effective alternative to water mist or conventional gas suppression systems. Cable supplied by Patol, a designer and manufacturer of specialist fire detection products for industrial applications, plays an important and integral role within these systems, giving early detection at temperatures well below flame point. This enables the swift release of the condensed aerosol fire extinguishant. **www.patol.co.uk**

Touchscreen Fire Panel

A single loop version of C-Tec's ZFP touchscreen-controlled addressable fire alarm panel is now available. With the same touchscreen interface, 64 node peer-to-peer network capability and device manager functions as the 2 to 8 loop panels, this very cost-effective addition to the range can also be easily extended using the range of programmable indicator and switch modules, expansion A-Bus PCBs and touch-screen compact controllers. Charlotte Manley, C-Tec's Sales Director said: „Our single loop ZFP has been specifically designed to meet the demand for a very cost-effective yet powerful addressable solution for small to medium sized applications."

Security Essen · Hall 1 · Stand 501 **www.c-tec.co.uk**

Police Access to Town Center CCTV

An addition to the Silvernet wireless network range provides police with immediate access to video of any suspicious activity or of a developing incident. The Access 240 Dual AP provides authorized users a secure local WLAN connection in order to view live or recorded video captured by a town center's security cameras. It offers police who may be 'on the beat' or in a patrol car, with the opportunity to verify via a laptop, tablet or smartphone, if a suspect may have been involved in anti-social or criminal activity. Ultrafast radio speed and MIMO spatial multiplexing enables the device to offer outstanding data throughput capabilities on both 2.4GHz and 5GHz frequencies. **www.silvernet.com**

Upgraded Speed Dome Network Camera

Vivotek has announced the launch of their SD8364E 1,080p Full HD speed dome network camera. This camera not only maintains all the features of its predecessor but also includes several new features, such as a 30x zoom lens, image defog and electronic image stabilization (EIS) technology. It is designed with 360° continuous pan and 220° extended tilt range, which effectively alleviates dead angles. The upgraded 30x optical zoom lens enables the camera to capture images in even greater detail at higher quality. This makes the camera ideal for monitoring wide open indoor and outdoor spaces. It is capable of coping with challenging lighting conditions and generating image quality close to the capabilities of the human eye.

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Early fire detection, here in IT area

FIRE SAFETY

Fire Alarm Technology: Technology Against **False Alarms**

In the last 15 years false alarms in industrial environments have become less, whereas the fire detection was less adequate before. Nowadays fires are often detected at a very early stage – and are almost without false alarms. The following article gives insight into the subject of false alarms and what air sampling smoke detectors (ASDs) have supplied in assisting in their development.

When fires cause substantial property damage or even put lives in danger then this is usually a consequence of accepted risk, which is associated with the permanent applicable risk and damage probability. For a business, the disruption, the inability to deliver, the non-sustainability to maintain turnover and the loss of customers resulting from a fire is a financial risk. This must be taken into consideration when planning fire protection concepts. Modern fire prevention technology allows for the determination of protection, almost without compromise, to an acceptable target level – even when the design process is subjected to very challenging environmental conditions.

In absence of alternatives, heat detectors are often installed in very dusty areas. The detailed fact, that these detectors must "wait" a significant and precious amount of time after a fire has started before it has reached the detectable size of conflagration is more than often disregarded. The typical fires and controlled test fires have shown that numerous specialists have underestimated the crucial advantages of very early fire detection.

While early detection in rapid test fires brings a few seconds advantage, in around two-thirds of normal fires this equates to numerous minutes or even hours which are gained. The early fire detection, bringing with it the time advantage, as a consequence, drastically reduces the scale of damage. The reduced scale of damage often transforms the incident from a potential and complete write-off down to minor situation with limited damages.

With early smoke detection – instead of tackling blazing flames – electrical faults are the statistical proven majority causes of fire – in this case fire can be prevented by removing an electrical fault, such as short-circuit. Instead of a massive amount of fire-quenching water, it will often suffice to turn off the power to an area of the building. This will remove the energy input which would maintain and boost a developing fire. The damage that is prevented every year by early detection and its countermeasures has not been quantified in any statistics.

Measures for the Prevention of False Alarms

Twenty years ago, a smoke detector was only considered "good" in expert circles when it was adjusted to such a de-sensitized state that it detected the standardized fire just within prescribed limits. This low sensitivity was the best-known method at the time to prevent false alarms and was only enhanced in combination with the application of heat detectors. Numerous technical measures – even when they were introduced individually into the market – have since ensured that smoke detectors have become significantly less prone to false alarms in spite of an enormous increase in sensitivity:

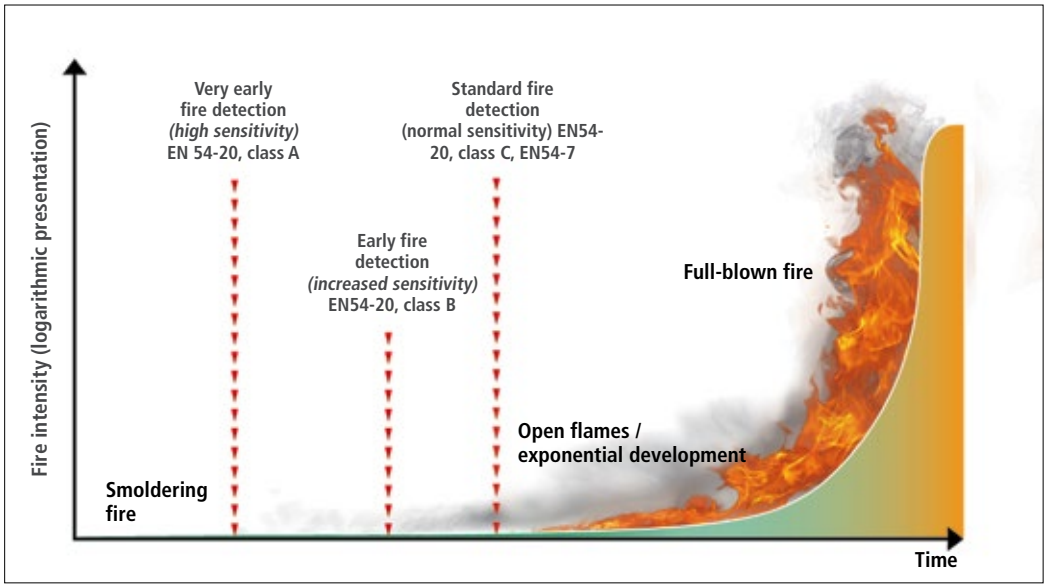


Diagram 1: Progress of a typical solids fire (in c. 2/3 of all cases started by a smoldering fire)

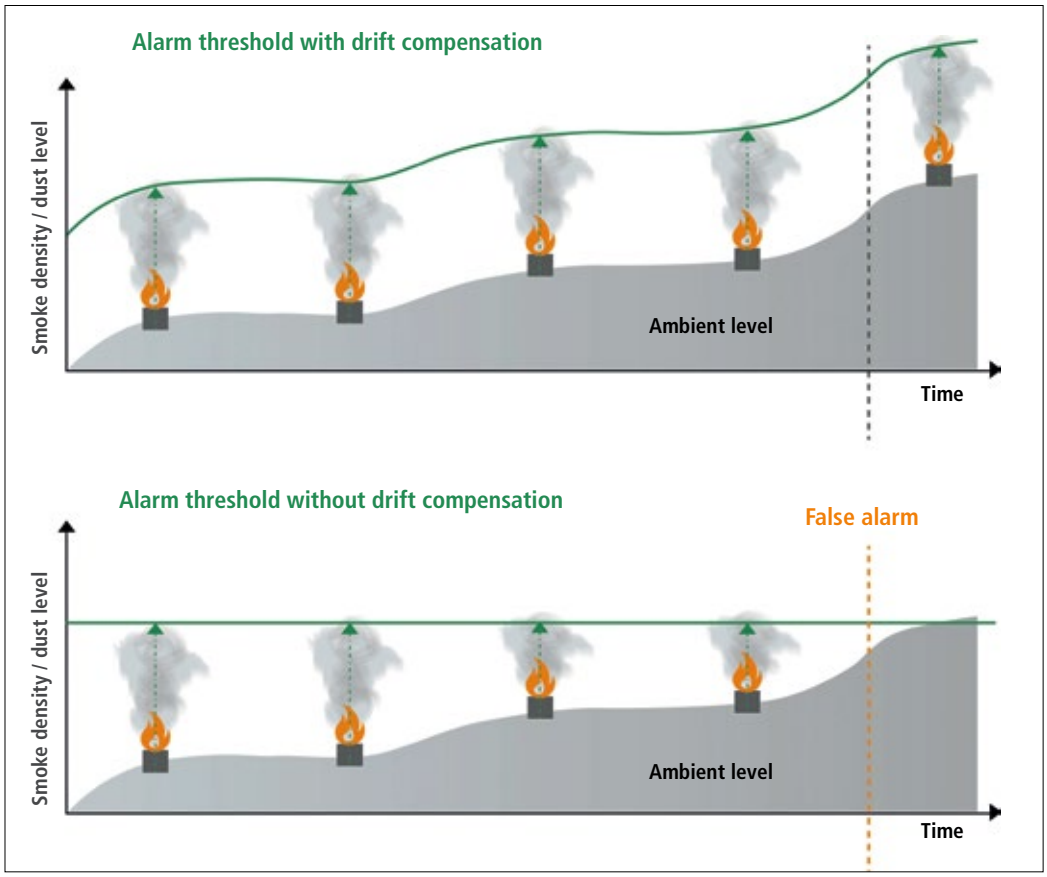


Diagram 2: Drift compensation for constant detection quality

Technical Measures ‚TM' acc. VDE 0833-2:

- Dual detection dependence (Type A or B):

The fire alarm will only be activated when two automatic fire detectors which are paired have given an alarm signal. This measure is required for the control of automatic fire-extinguishing systems. It has limited effectiveness in regards to deception when the same principle of detection is used in two paired detectors.

- Fire type detection:

Smoke detectors cannot reliably distinguish whether the detected particles are smoke particles or if they are just of a disturbing size. By contrast, highly effective algorithms for fire type detection evaluate instead if the signal development of an event corresponds to the pattern of a fire situation and/or a non-fire situation.

- Multi-criteria evaluation:

By combining various fire detection criteria it is possible to achieve effective protection against false alarms. The effectiveness of these measures depends on the sensors and how they are used in combination with one another. When different technology detectors with different sensitivities are combined, the detection rate can be influenced in a less effective manner e.g. to the level of the most insensitive element.

New approaches to detection are being tested. These would be detectors that analyze aerosols by using different wavelengths and diffraction angles and in this way not only differentiate between disturbance alarm and fires but are additionally able to detect what particle size that can cause a disturbance and further identifies what material is burning.

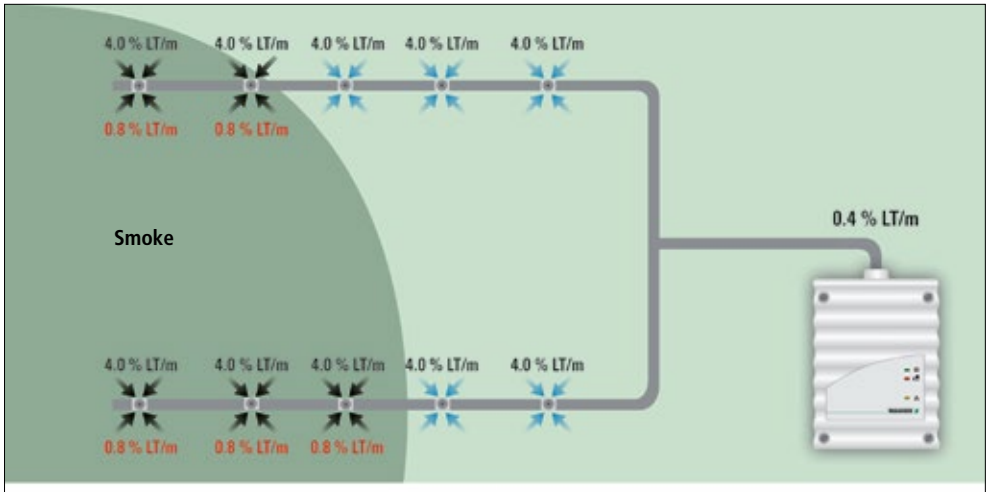
Other Measures:

- Drift compensation:

The worthy progress made in general fire detection technology in regards to the prevention of false alarms can be assigned largely to the implementation of drift compensation. An alarm threshold is set within the range of normative prescribed limits and to ignore fluctuations within the measured base value (caused for example by dirt or background noise in the area of operation). The aim of this measure is to maintain constant detection quality so that the same volume of smoke is required to generate an alarm (absolute fire detection, see diagram 2). In contrast when comparing the detection quality of most older detectors without drift compensation the detection quality is inevitably subjected to the fluctuations of background noise.

- Signal-to-noise margin:

High-quality detectors in combination with complex algorithms



4.0% LT/m: sensitivity at the individual intake openings (IO) without accumulation effect
0.8% LT/m: sensitivity at the individual intake openings (IO) with accumulation effect

Sensitivity without accumulation effect: 0.4LT/m x 10 IO = 4.0% LT/m
Sensitivity with accumulation effect: 0.4LT/m x 10/5 IO = 0.8% LT/m

Diagram 3: Accumulation effect, example

Dr. Oliver Linden

		Fundamental suitability to early fire detection	Suitability for use at temperatures under -10 °C	Increased false alarm protection	Good airflow monitoring in the detection chamber	Suitability for normal environmental conditions	Able to cope with difficult environmental conditions
Light source	LED	✓	✓			✓	✓
	Laser	✓	-			✓	-
Fire type recognition	with			✓		✓	✓
	without			-		✓	-
Detector	adapted, enclosed airflow				✓		
	point-type smoke detector				-		
Drift compensation	with			✓		✓	✓
	without			-		✓	-
Filter technology	without external filter					✓	-
	with optional coarse filter					✓	-
	range of graded filters					✓	✓

Evaluation by the author: ✓ Recommended // - Not recommended // □ Function/feature not relevant

make it possible to produce fire detectors with a narrow noise margin. These have a very low noise level relative to levels of the desired signal. Such fire detectors possess a high sensitivity and a low false alarm rate.

- Physical dust filtering:

In applications where high amounts of dust is prevalent, the most large dust particles are filtered out with use of air filters, while the smaller smoke particles pass through unhindered. This method is limited to the use of air-sampling smoke detectors.

- Accumulation effect:

Air-sampling smoke detectors make use of the fact that smoke gases are widely distributed throughout a room in the early stages of a fire. Each individual air inlet must at least meet the same requirements for fire detection as a conventional, single-point fire detector. The density of smoke in the detector increases with every additional opening through which the smoke is drawn in (see diagram 3). Different types of dust however possess a higher fall rate than smoke and only reach the air intakes that are in the direct vicinity of the point of their release.

Air-sampling Smoke Detectors: Economic Combination of Multiple Measures to Increase Protection Against False Alarms

The implementation of one or more of the above mentioned technical measures in a conventional single-point fire detector is very expensive as a high technological effort must be made for each and every detection point. Air-sampling smoke detectors provide an economic alternative in such situations as it is a central system with which many detection points can be covered.

Apart from the advantages of centralized equipment and the filtering of the air intake, air-sampling smoke detectors also provide further advantages for use in critical environmental conditions, such as:

- Immunity against electromagnetic and radioactive radiation. The sensors can be installed outside the area being monitored
- Removal of condensate to prevent faults and detector defects.
- Installation of the air-sampling smoke detector at an easily reachable location for maintenance without process interruption and/or without having to enter the detection or safety area.

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Frankfurt Airport: Perimeter **Protection 24/7**

Thermal Cameras Protect The New North/West Runway

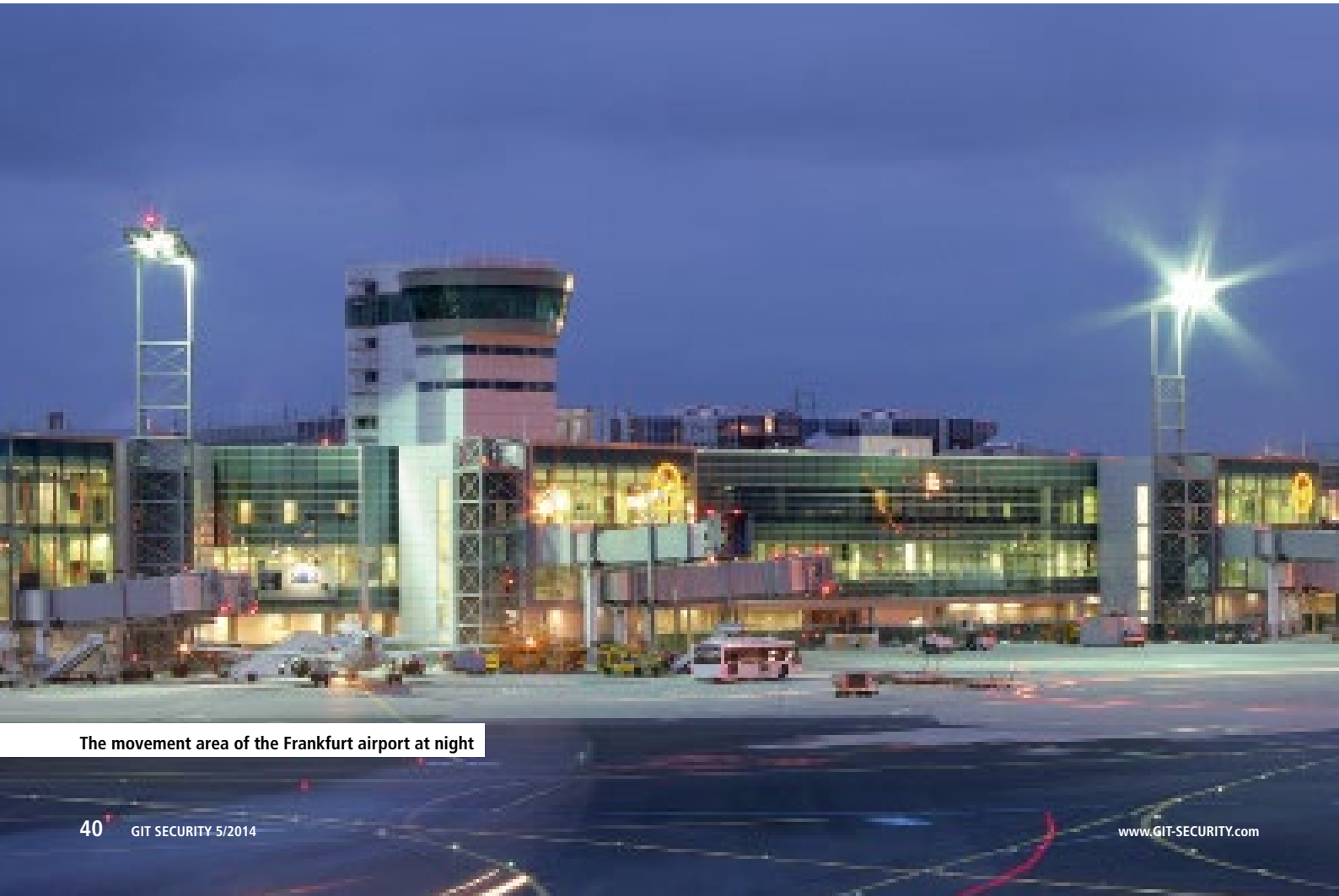
Fraport AG not only manages the largest airport in Germany. With approximately 78,000 employees, the Frankfurt airport is also the largest local job site in Germany. In 2012 Frankfurt was ranked 11th in the world with regard to the number of passengers and 9th with regard to cargo volume. The huge premises covers more than 21 square kilometres, which are protected among other things using FLIR thermal imaging cameras.

New Runway, New Security Concept

As part of the Frankfurt airport expansion programme with the new North/West runway, a uniform impermeable security concept was required for perimeter protection of the new area. The guidelines laid forth by the responsible regional aviation authority – in this case the Hessian Ministry of Economics, Energy, Transport and Federal State Development – and the ICAO (International Civil Aviation Organization), as well as structural conditions on site, it was clear that only a combination of different technical solutions would be sensible for perimeter protection. The solution would have to consist of fences, CCTV cameras and thermal imaging cameras. Therefore, Fraport's purchasing division invited various manufacturers to present their products in a large-scale test run. Torsten Siats, who is responsible for telecommunications, radio & CCTV at Fraport, remembers: „There were probably 4–5 fence manufacturers and at least 5–6 video systems providers, who presented their products under the same conditions. About 40 different cameras were hung on two masts and a perimeter route was spanned between the masts with different types of fences."

Test Run With Weather Simulation

Manfred Reinhard, who works in Fraport's aircraft and terminal management and enterprise security division, adds with a smile: "In our test run, we have the unusual ability to simulate an extremely wide range of weather conditions from tropical rain to the finest fog using our large Simba fire trucks." These experimental simulations also clearly confirmed that a combination of various perimeter protection measures is ultimately useful because each technology had different strengths and weaknesses. "Under normal daylight conditions, we can recognize possible hazards most easily using CCTV cameras. But they show weaknesses at night and



The movement area of the Frankfurt airport at night

in adverse weather conditions", explains Manfred Reinhard and his colleague Torsten Siats adds: "Thermal imaging cameras work very well day and night and even in cases of light fog or smoke, but they also reach their limits during tropical rainstorms. In this case the water acts as a wall which is impermeable to thermal radiation."

The Security Concept

The test run resulted in a detailed security concept. Fraport opted for a combination consisting of a fence, over 50 CCTV cameras and about 40 thermal imaging cameras in sensitive areas of the security perimeter. The technical planning phase had been product-neutral, but now it was time to choose suppliers for the various products. The market leader FLIR Systems was awarded the contract for the thermal imaging cameras. In October 2010 the FLIR F series was implemented – at first only with a field of vision of 48° and an infrared resolution of 320 x 240 pixels.

One important aspect for Fraport's technical department, was that the cameras be easy to start operating. Therefore they were initially connected using analogue technology and installation was carried out by the installation company SAM. Another important selection criteria was that the cameras should have both an analogue video port and an IP network connection. Now all FLIR F series cameras are controlled as IP cameras using their internal encoders. Fraport's technology department provided FLIR with valuable suggestions for the encoder's user interface.

Rain Protection

Due to the fact that the cameras were installed in an almost horizontal position and on an open stretch of land at the airport site, the cameras were exposed to strong lateral winds from the outset. Therefore in the case of rain and strong winds, alarms were triggered by rain drops that hit the camera lens almost horizontally due to the wind. FLIR F series cameras are equipped with sun and rain protection by default. However, this can't be extended so an employee in Fraport's video department designed their own technical solution. "We should have patented it", explains Manfred Reinhard with a grin, because FLIR has now implemented this concept for adjustable sun and rain protection in its FC series S.

Practical System for Removable Camera Cassettes

Yet another subsequent change was required. Fraport needed thermal imaging cameras for some selected locations to have a wider range. The FLIR F-324 model was particularly suited for this job with its 19 mm lens, which can detect

(photo: Fraport AG)

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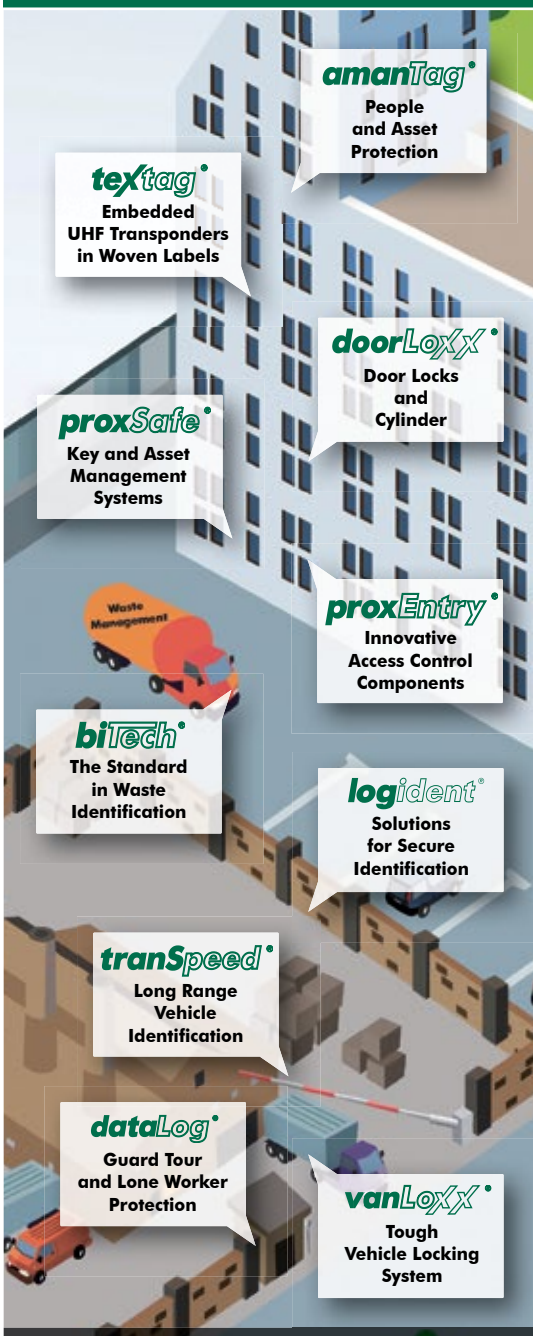

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(photo: Fraport AG)

◀ The new North/West runway

Large fire trucks with an unusual task – rain simulation ▼

(photo: Fraport AG)

an object the size of a person at a distance of almost 500 m. The design of the FLIR F series was ideal for replacing the camera unit. FLIR has developed a practical cassette system, which enables users who need a higher viewing/opening angle to make the required modification without having to buy a completely new camera system. Therefore sensors and lenses can be quickly upgraded or repaired. Users do not have to return their camera and upgrading or replacing the cartridge only takes a few minutes.

Data Protection

Thermal imaging cameras are also interesting with regard to data protection. They don't show individual features, but only depict "temperature signatures". Therefore, they can be used in all cases requiring special data protection, as they are not problematic in this regard as compared to CCTV cameras.

Calibration and Training

Proper calibration of all the cameras was a complex task, as it actually requires a full cycle of the seasons. The conditions in winter are completely different than in a hot summer and a wet autumn is different from spring. When it comes to calibrating thermal imaging cameras, the most important factors are not, as one might think, the extremely high or low temperatures. The medium temperature range is actually much trickier because there is not such a big difference in temperature between the environment and objects. It is also important to take into consideration that the cameras are not accessible to service personnel at all times, because they would trigger alarms and because airport operations should not be interrupted. In order to best calibrate the cameras and for a better understanding of the underlying technology, Marcel Wiechmann of FLIR's Infrared Training Center (ITC) trained the Fraport employees in an in-house workshop on location.

Detection and Software

The task of the cameras of course consists first and foremost of reliably detecting potential intruders. "Priority number one: If someone or something violates the airport's perimeter, then the system has to detect it", explains Bernhard Amthor, who is responsible for video among other things in Fraport's Information & Communication department. "Priority number two: If this is not the case, then no alarm should be sounded. The number of false alarms should always be kept to an absolute minimum to ensure efficiency. Of course this never works 100% and that can sometimes even have charming aspects. For example, there is a lonesome fox that makes its rounds around the fence every night at a certain time and has become a good friend for the Fraport team. It is detected as such and no alarm is sounded."

An alarm involves a whole chain of software. When the FLIR infrared camera detects motion, an alarm is triggered in the Aimetis system. The motion detection system made by Aimetis is able to distinguish between movements in different directions. Often only movement in a certain direction is defined as unusual. Therefore landing planes do not mistakenly trigger an alarm for example. Therefore the Aimetis software can be configured so that only certain direction-specific movements are reported. The software then sends such an event to the video management system (VMS) provided by the company Schille. The VMS forwards the event to the security control center's deployment system – and only then is deployment initiated.

Maintenance, Warranty and Energy Efficiency

The FLIR cameras are basically maintenance-free, but Fraport services all its cameras twice a year and it makes no exception for the F series cameras. FLIR provides a 2-year warranty on the current cameras and even a 10-year warranty on the detectors (after registration of the camera after purchase). This is also good news for the controlling department, because the purchase and replacement costs are spread over a longer period of time. When it comes to operating costs, thermal imaging cameras are unbeatable despite their higher purchase price compared to CCTV cameras. Additional spotlights and the masts to mount them on are unnecessary because no additional illumination is needed. Infrared cameras can "see" even in the darkest conditions. This energy efficiency is well aligned with the "Airport Environmental Partnership" program, in which Fraport has joined airline companies, energy suppliers and the German air-traffic control to contribute to climate protection.

▶ CONTACT

Ruud Heijsman
FLIR Commercial Vision Systems,
Breda, The Netherlands
Tel.: +31 765 794 191
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Since 2012 LG Electronics has chosen European Security Partners Ltd. to increase their presence in Europe. With a new and improved line up of smart IP cameras, recording devices and software solutions, LG offer FullHD and HD systems for a variety of projects and applications. The whole product strategy and market approach is based on a family theme, which combines innovation, ease of use, stability and strength.

COVER STORY

Family Business

Smart CCTV Solutions From LG Electronics Are Capturing the European Security Markets

One Family With Many Relatives

The LG CCTV product family is growing. All new cameras are familiar to their siblings, the new HD-Line-Up has the same housing style as the well-known Full-HD cameras, providing consistency and familiarity throughout the range. The 1.3MP CMOS sensor is driven by the same XARINA Chipset. This leading edge technology has then been developed and enhanced by LG engineers, to make the cameras smarter and easier to use.

Built in video analytics features provide intrusion detection, tampering, face and object detection as well as counting. Combining these features with bi-directional audio and audio Detection makes the cameras powerful surveillance tools. Network edge recording is provided by full SD card support. All these and many more practical features are the basis for a flexible camera family that can be used in a wide variety of applications. Available as box, fixed dome and bullet cameras, these family members excel in many different situations.

Big Brothers and Sisters

Higher in resolution but with the same sharp, stylish looks as the 1.3MP cameras, the Full-HD family offers advanced picture quality in addition to the popular feature of SmartControl. SmartControl allows fixed dome cameras to be remotely controlled to change the angle of view and direction. This simplifies and speeds up the installation of the camera; also making maintenance more efficient. Additionally, the customer achieves greater flexibility, as the camera's field of view can be adjusted with a fingertip on a smart phone, tablet or computer. So as the risk changes, the camera can be remotely adjusted to meet the new requirements with no need to attend the site.

Parents Take Care

To control and record the video data sent by the different IP cameras, LG has 3 solutions: The 16 and 24 channel hybrid DVRs combine both worlds of analogue and IP digital systems in one unit. The 4 and 24 channel network recorders for small and medium surveillance systems and the fully-scalable LVi510 software suite, can control and manage all LG recording devices and IP cameras. LVi510 is free to use for up to 16 recording channels and as a Central Management System for the recorders and can be upgraded to a large Video Management system, with up to 500 cameras. Offering features like video wall and site-map support, client-server architecture, various recording and search methods, it fulfils the needs of many security projects and applications.

The Little Helpers Around

They are not the main players in the LG CCTV family, but still an important part. Accessories of different types are the key to utilising the cameras in various environments. Controllers, brackets, back boxes and many other smart additions enable the products to be more flexible in daily use and help provide solutions to many challenging installation tasks.

And the Family Grows and Grows

Not only from a technical point of view, but also in regard to the sales strategy, LG and Eu-SP are working as one with the same objective. All sales partners in Europe are chosen carefully to become part of the LG family. Close co-operation and open communication is the foundation for a trusting and successful market approach. Distribution partners in each European country are acting together and the contact between them is encouraged by the manufacturer and regional representative Eu-SP. Customer conferences and regional meetings are helping to identify market trends and needs to define future products that are optimised for European requirements in projects and applications. Together with an innovative technical development, this kind of market strategy is able to create strong organic growth and a stable market position. Sales partners of LG and Eu-SP are secured and will find the best environment to establish a successful and reliable business for the future. A true family in every respect. ■

▶ CONTACT

European Security Partners, Donington, UK
Tel.: +44 1332 638 140

DACH region:
Tel.: +49 8072 579 9111 · stefan@eu-sp.com
www.eu-sp.info/home/lg-electronics-1/full-hd-family/

Two and a half years ago, David Hammond and Stefan Teuber founded European Security Partners Ltd. Based on the vast background in technical support, customer service and sales both gained working for market leaders in the video surveillance market in the past, their goal was to ensure that customers receive the highest levels of support whilst striving to ensure expectations are not just met, but exceeded in relation to products and services. Both had a head start when LG's Security Division entered the European market and appointed European Security Partners to manage the Sales, Marketing and Technical Support for its security products within the European region.

A lot has happened within the last two years. Can you give us an overview what you have built up in the last months?

David Hammond: With offices well established in Germany, Italy and the UK now, we are able to combine the knowledge of a team of seasoned security professionals, with many years' experience and expertise, to advise and support the local LG distribution partners in their respective countries. Together with these partners we conducted many training and educational events. Finalizing LG IP camera integration with international and European country specific platform manufacturers has been a priority for us to help our partners and we are pleased to say that this has been very successful. In addition we have been actively engaged in bringing together local distributors, integrators and end users to help and develop continuing business opportunities in various vertical markets. The most recent examples of this have been with large airports, food processing plants and car manufacturing companies.

When you look at the LG offering, where do you see the highest demand?

Stefan Teuber: Without doubt the strongest demand has been in the IP Range. As the technology develops there are ever increasing opportunities especially as IP Systems offer so much flexibility and higher quality. The product focus is more and more changing towards FullHD systems in combination with clever features like SmartControl and Video Analytics.

Are analog systems still relevant for the market or do you see only business with IP network products?

Stefan Teuber: We are still selling analogue systems and related to European countries we see different demands. Overall analogue business is decreasing but with other manufacturers stopping their activities in analogue and with ongoing demand for product replacement we still see some reasonable opportunities for analogue solutions. LG is continuing the analogue line-up in order to serve this demand.

When we met last time at IFSEC in London, you mentioned that more and more customer concentrate not only on data sheets and price lists before buying, but have a closer look on the reliability of products and after-sales support. Do you see this as a general trend?

David Hammond: Absolutely. End users want more from their security systems and their installers are becoming smarter in the offers they propose now. Price is an important part of the decision making process especially in recent economic times but, it has not been the number 1 factor. LG manufacturing is extremely good. Performance and reliability play a vital role in the QA process.

Stefan Teuber: All LG products undergo vigorous testing through all the production stages before they arrive with us in Europe. Failure rate is at 0.03% across all product groups. In our long experience in working with other blue chip manufacturers in CCTV, this statistic is exceptional. This in itself is a very strong consideration when an end user or installer is making a decision on which brand to choose.

Your portfolio is not limited to LG cameras. Who are your other partners?

Stefan Teuber: We have been careful to choose and work with other manufacturers that enhance a solution offering. It has been important to work with like-minded partners who value and believe in their products regarding: quality, reliability, performance and choice. Sicurit are a well-known and respected, long established Italian manufacturer of high quality perimeter detection systems ranging from dual tech barriers, passive IR, microwave up to fence protection systems with many high level end user clients. Many vertical markets have chosen Sicurit products including high risk environments.

David Hammond: Another partner, SilverNet is a UK company that specializes in the design and manufacture of rugged, high performance cost-effective wireless networking devices. Over the past 10 years SilverNet have gained an excellent reputation in the Wireless market as a leading innovator in the design, manufacture and supply of Indoor and Outdoor wireless solutions. Dedicated to ensuring the highest possible product quality and reliability the products are built to the highest standards and most products are housed in rugged enclosures. Every radio that is built goes through a very intense testing process, this ensures that reliability issues in the field are kept to an absolute minimum. SilverNet products can boast a system uptime of at least 99.999%, thus proving their dedication to providing the highest quality components and design in their equipment.

Stefan Teuber: Finally, we have Loox as our brand. This range was developed as there was a need to help installers and end users migrate from analogue, maybe via HDSi to Full IP solutions. This range of products seamlessly can integrate on to one platform, thereby helping an end user who may have more than one system move to new technology with minimal effort. As stated above, it was important that all products chosen were of high quality, reliability, and value for money. Price is always a factor in the decision but our experience acquired over many years is that the customer wants a great value product which includes: high levels of support, honest advice, reliability, strong build quality and a device that does what it should do. We have built on many years' experience in striving to achieve and surpass client's expectations.

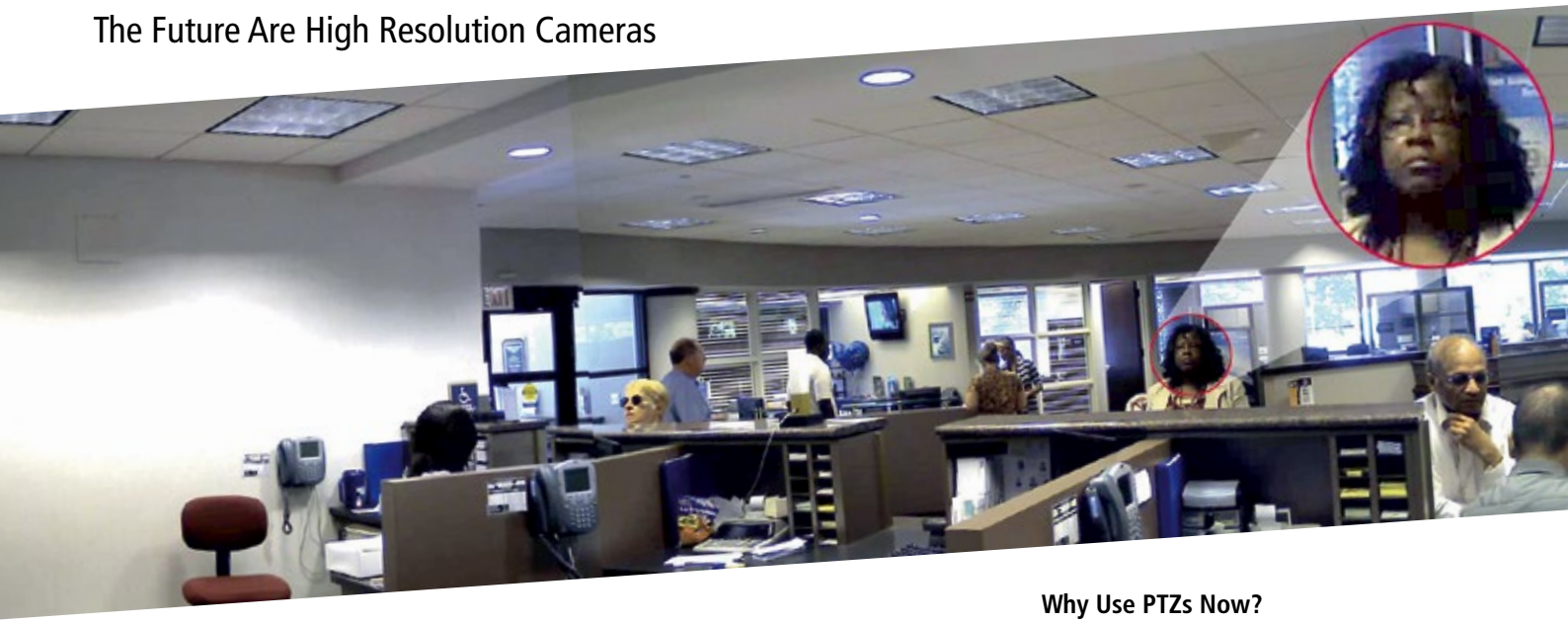
Will you be present at Security Essen show?

David Hammond: Essen is always an important show for us and it has become a must in our calendar. We will be at the show meeting with our European sales partners and supporting our manufactures too. But there won't be a booth of EuSP, because we are dealing with wholesale partners all over Europe and not directly with integrators and end customers. So we decided to use the marketing budget for many local activities together with our sales partner. ■

VIDEO SURVEILLANCE

How Megapixel Cameras Can Eliminate PTZs

The Future Are High Resolution Cameras



How might the world of video surveillanc e have evolved differently if megapixel cameras had been invented before analog cameras? Consider all the image quality compromises we had to accept over the years because of the limitations of analog cameras. Think about how we created approaches to try to compensate for low-grade image quality. We designed thousands upon thousands of video surveillance systems in which the accepted resolution standard of 480 TV lines was the weakest link.

Never A Perfect Solution

One of the ways we sought to compensate for low resolution and field-of-view limitations was the invention of the pan-tilt-zoom (PTZ) device. "Zoom" was needed because analog cameras couldn't view objects clearly more than 20 or so feet away, and "pan" and "tilt" were needed to expand coverage for larger areas. Analog cameras (and IP-based network cameras providing similar resolution at 307,200 pixels) yield a specific, limited resolution that is a constant. System designers had to "work around" that limitation using tools such as mechanical PTZ devices.

The alternative was to add more cameras, which was often cost-prohibitive, especially taking into account both the cost of the cameras and the ancillary costs of installation, recording systems and the need for additional operations staff to monitor the cameras.

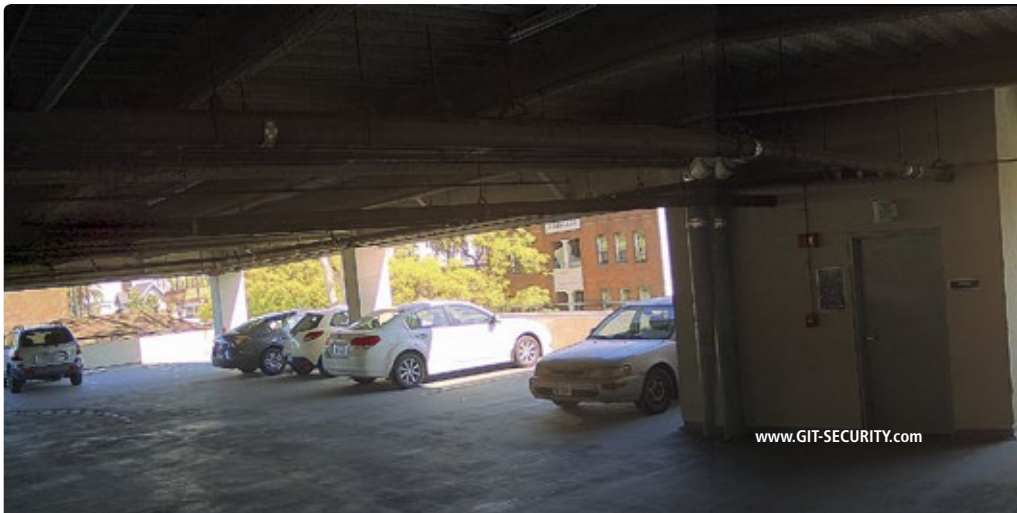
But PTZ devices were never a perfect solution and could never quite compensate for the shortcomings of analog images. For example, what is the likelihood that a PTZ camera will be viewing the exact location within a large area at the exact right time to capture an event? It's much more likely the camera will be looking at the wrong place at the wrong time, even if someone is being paid to guide the camera in real-time.

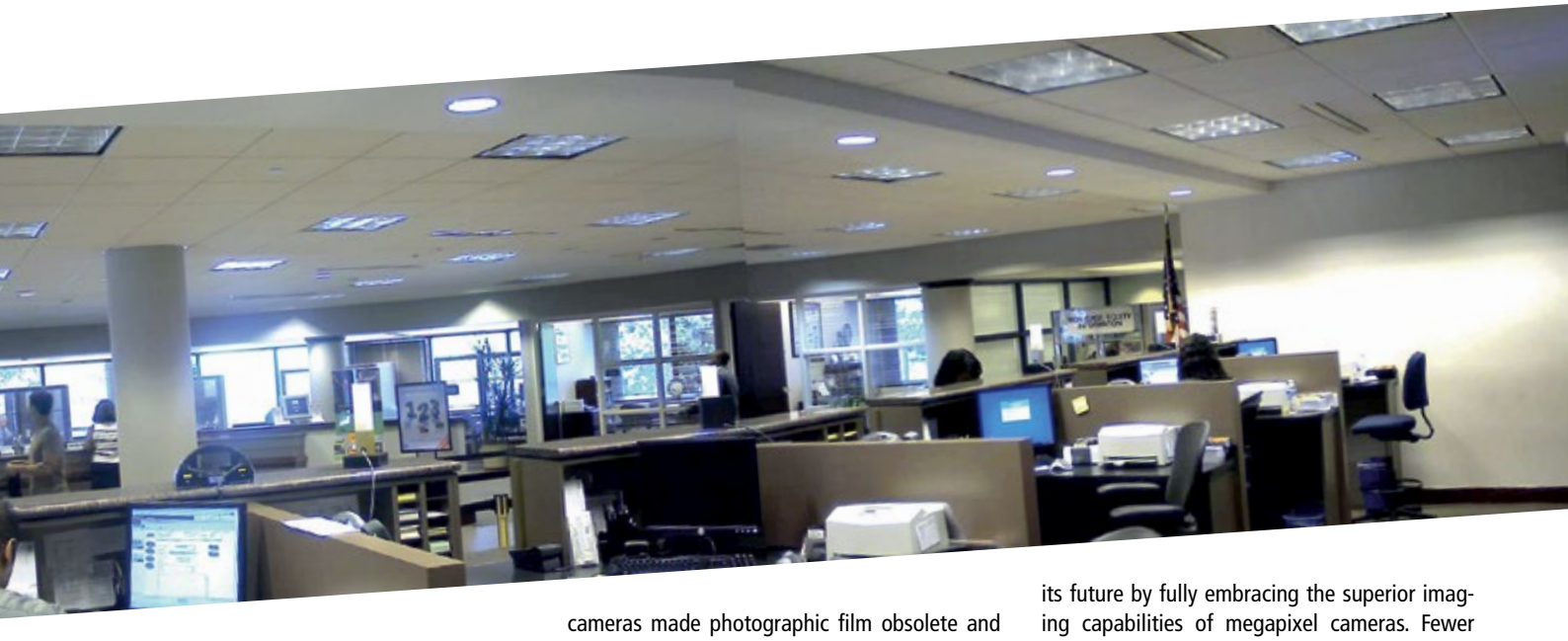
Another aspect of PTZ devices and cameras is maintenance and product dependability. The devices include mechanical components that need maintenance and are subject to failure over time.

Why Use PTZs Now?

If megapixel cameras had been developed first, one could argue that PTZ devices would never have been invented. Simply put, with megapixel cameras PTZ technology is not needed. By completely transforming how systems are designed and used, higher-resolution megapixel cameras today make PTZ devices obsolete.

The development of high-resolution megapixel cameras resolves the issues that PTZ devices have sought – and often failed – to address over the years. The high resolution imaging capabilities of megapixel cameras provide significantly improved fields of view with extreme detail. The ability to electronically zoom into live scenes and recorded video while maintaining high resolution and wide area coverage is simply not possible with conventional analog or IP PTZ (or fixed) cameras. In addition, when using megapixel cameras, there are no mechanical optics components to fail and no directional issues to contend with. Perhaps most important, megapixel cameras provide a much greater





value proposition overall for mainstream video surveillance applications.

Today's range of available megapixel cameras can provide images at any resolution, from a million pixels up to 20 million pixels or more. System designers can choose whatever resolution they need for a specific application, and they can use fewer cameras, too. For example, a 3 megapixel camera can replace two to five standard-definition VGA (307,200 pixel) cameras. Panoramic and high-megapixel cameras are a real game changer as they can replace dozens of standard-definition cameras, view large areas and "see" everything at once, without the need for mechanical panning, tilting or zooming. Large, clear images can be viewed in real-time or stored and viewed later. Detail permeates the entire field of view and any specific area can be viewed at any time, clearly and close-up. Capturing the whole view negates the need for PTZs and the need for personnel to operate them.

It is therefore inevitable that mechanical PTZ devices will become obsolete. Their demise is a simple and logical result of the superior performance of megapixel cameras, just as digital cameras made photographic film obsolete and touch-tone telephones obliterated the need for rotary dials.

The Picture Could Not Be Any Clearer

However, although the end is near, market forces foretell a lingering death for PTZ devices. "Traditional" security camera manufacturers still enjoy high levels of sales and profits from older technologies, which can dampen enthusiasm about transitioning or even provide motivation to impede progress. Security resellers may also be hesitant to embrace newer technologies, at least until their customers demand it. The perceived technical challenges of IT/IP systems – networks, servers, storage and software – can also give old-school resellers pause until they realize that digital deployment is actually simpler than what they have been doing in the past. But once you see a demonstration of the superior image quality, reduced security operations staff, fewer cameras and cost improvements made possible with new IP megapixel solutions, the picture couldn't be any clearer.

We can't change the history of the video surveillance market, but we can certainly transform its future by fully embracing the superior imaging capabilities of megapixel cameras. Fewer cameras, less labor costs and better results all contribute to a far superior return on investment (ROI). And mechanical PTZs will become as passé as slide rules and beepers.

Security Essen · Hall 2 · Stand 206

CONTACT

Waldemar Gollan
Arecont Vision Europe, Frankfurt, Germany
Tel.: +49 6969 534 600
europe.sales@arecontvision.com
www.arecontvision.com

VIDEO SURVEILLANCE

Wireless Network Solutions

Questions to Be Asked Before You Decide on Wireless Solutions

Building on the significant success achieved by the company over recent years, UK based SilverNet is looking to develop a pan-European presence. One of the key objectives of the manufacturer of wireless network solutions exhibiting at IFSEC was therefore to make contact with new, potential international value-added distributors. In this article, Keith Newton, Business Development Manager for SilverNet shares his knowledge of wireless network solutions and provides an insight as to why he believes they will be increasingly being specified for security applications across Europe.

Overview

The proposition is quite simple; deciding to invest in a wireless network as a method of transmitting video and data can result in massive savings compared to the cost of traditional cabling methods or leased lines, and as such offers a highly cost-effective option for businesses and organisations that are looking at ways to reduce their ongoing infrastructure costs.

A recent project for Watford Borough Council is an excellent example of a wireless network providing a high performance video transmission solution. Systems integrator, Videcom Security, was commissioned to providing a full IP infrastructure for the backhaul of Watford Town Centre's CCTV cameras. They recommended that a wireless network should be deployed as part of a project to upgrade the town centre's video surveillance system with the key objective being to provide an easy upgrade path to ONVIF compliant Full HD cameras and to control equipment that the Council may wish to deploy in the future. By doing so they wished to help police respond quickly to any incidents, whilst also providing the opportunity to monitor traffic flow and the supply of live updates for the Highways Authority.

The high capacity wireless transmission links which were installed by Videcom Security are being used to facilitate the transmission of the images captured by 60 high resolution cameras located throughout the town centre to a central control room where wireless network monitoring software is working alongside Command & Control and bespoke remote monitoring software. By being able to take advantage of the latest advances in network wireless technology, Videcom Security was able to minimise installation time and costs by negating the need for the laying of new underground cabling and engineering works associated with doing so.

Secure Wi-Fi

It is worth pointing out that Watford Borough Council now have the option to provide police with immediate access to video of any suspicious activity or of a developing incident. Recently introduced by Silvernet, Access 240 Dual AP provides authorised users with secure Wi-FI access points to view live or recorded video captured by a town centre's security cameras. It offers police who may be 'on the beat' or in a patrol car, with the opportunity to verify via a laptop, tablet or smartphone, if a suspect may have been involved in anti-social or criminal activity.

Terminology Explained

Much of the terminology used around wireless networking will be more familiar to those who work within the telecommunications sector and so for those who work within the electronic industry here is an explanation of some key terms.

Point to Point

A Point-to-Point system provides a wireless link between two buildings or sites for the encrypted transmission of video, voice and data. Point-to-point offers the highest throughput capacity, a high resilience to interference and among the wireless network options is the simplest to install. Subject to line of sight, bi-directional transmission can be achieved at distances up to 60 kilometres.

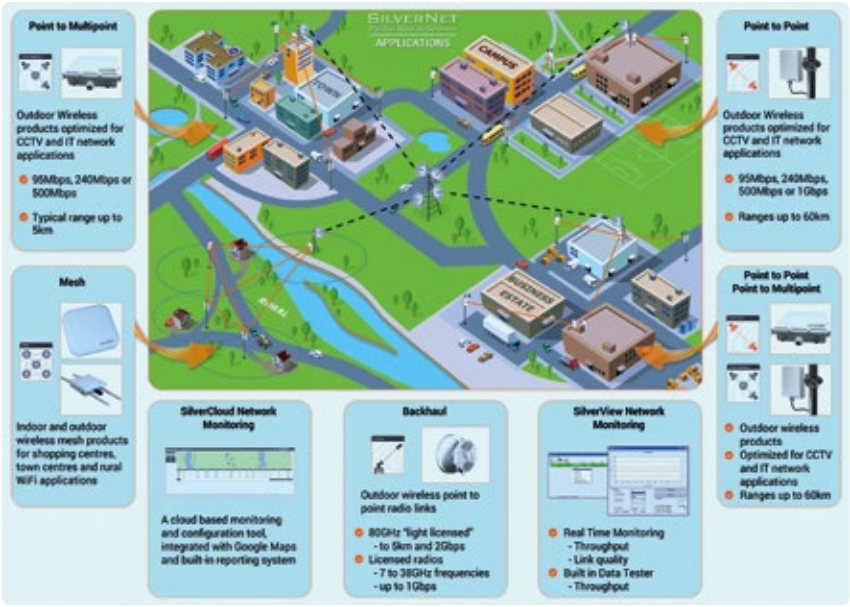
Point-to-Multipoint

A Point-to-Multipoint provides the ability to transmit to a single location encrypted video, voice and data from two or more locations. This is an ideal wireless networking solution for when there is a requirement to connect one or more buildings or more than one user. Multiple streams can be simultaneously transmitted up to 5 kilometres together with audio alarms, as well as video and PTZ controls.

Backhaul

Backhaul links are typically deployed for the wireless transmission of multiple channels of high volume video to a single location. They offer high capacity outdoor radio links which are optimised for transmission up to 5 Kilometres.

A typical wide area wireless network solution is likely to comprise a number of Point to Point and/or Point-to-Multipoints which is then backhauled to a remotely located control room.



Things To Ask Before You Decide

If you are an installer, systems integrator or end-user, you will find that there is no shortage of manufacturers claiming to offer robust, reliable, high performance wireless network solutions. Many are reputable companies who are likely to deliver what they promise. However, before you are tempted by cheaper options from manufacturers who might be compromising on quality by using inferior components and who do not offer adequate levels of pre and post sales support, here are a few questions you might like to ask before you buy:

- Does the manufacturer offer a site survey and path profiling service? This is always advisable for when long distance transmission links are required and where there may be uncertainty about line of sight?
- Will the manufacturer provide an onsite commissioning service to give you peace of mind that the system has been optimised?
- What software is available for ongoing bandwidth testing, as well as system monitoring and, is it free?
- The utilisation of high quality components should ensure robust, reliable solutions which have a low total cost of ownership. Ask the manufacturer to provide data on their 'uptime' reliability. It should be 99.999%.
- Will the wireless network equipment work seamlessly with your preferred video codecs and/or IP recording devices and do they utilise processors specifically designed for use with video, as well as audio and data?
- Are there any bandwidth limitations?
- Is the wireless network equipment designed to be 'green' design to ensure low energy consumption and minimise running costs?
- Does the manufacturer offer training courses to help you improve your knowledge of wireless technology?

▶ CONTACT

Keith Newton
SilverNet, Milton Keynes,UK
Tel.: +44 800 652 162 9 · knewton@silvernet.com · www.silvernet.com

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HOME SECURITY

Dream Big, Live Smart

New Technology Brand Smanos Stands for Clever Wireless Smart Home And Smart Security

In the picturesque outskirts of Amsterdam (Hoofddorp) came about the inception of smart home technology brand smanos in 2013. Harnessing cutting-edge design and DIY usability concepts and ergonomics, smanos brings the ultimate simplicity in wireless smart home and smart security user experience to households worldwide. Delivering more than just a sense of security, smanos also ensures user-definable comfort and convenience, along with mobile accessibility. In its pursuit for perfection in human-centric research and design, smanos continues to invest heavily in product and market development, and partners with top-notch hardware/software developers and industrial designers in Europe and the U.S. for greater smart home integration.

While smanos is a relatively new smart home technology brand on the market, the forces behind are anything but. A brainchild between Chuango Security Technology Corporation, Chuango Europe B.V. and smanos Holding, smanos embodies a decade-long commitment to simplistic design and system reliability. Marketed and serviced from Amsterdam, smanos is Chuango's security, monitoring and automation solution portfolio for the global market, targeting especially retail and security channels that look for wireless and DIY simplicity.

The mother company Chuango was established in 2001 by Ken Li and his late father Lee, and specializes in radio frequency technology and wireless smart home systems, ranging from DIY security and home automation to energy and health management. The company is rapidly expanding its solution portfolio and global partner network, with products and systems researched and developed in Fuzhou and Taipei, designed in Shenzhen and Amsterdam, created and packaged in Dongguan, and brought to life worldwide.

What Makes Smanos Tick

Traditional alarm systems are associated with tedious wired installation and hefty monthly fees and false alarm fines. smanos puts the smarts of smart home and smart security back in users' hands and enables them to regain control and privacy from guards and monitoring stations. Installers working with smanos products can cut down on field time and improve productivity.

"From wireless, app-enabled alarm systems to remote security, energy and health management, our solutions cater to today's homeowners' mobile lifestyles, and ensure they have complete control, comfort and visual confirmation right at their fingertips within a few short minutes and easy steps," said Brian Borghardt, General Manager for Chuango and smanos Europe. "We go to great lengths to seamlessly blend security, monitoring and automation capabilities into end users' everyday appliances so that they can focus more on other more precious things in life."

To deliver what the market needs, smanos works with multiple development teams in Fuzhou, Shenzhen, Dongguan, Shanghai, Taipei, Singapore, Amsterdam and Silicon Valley, in addition to Chuango resources, to make sure the latest hardware/software designs and reliable wireless transmission technologies are embodied in all the solutions, "to make the lives of our channel customers and their end customers easy, secured and environmentally friendly," explained Hayden Hsu, Director of Global Brand Development for Chuango and smanos, and General Manager of Chuango Taiwan.

Redefining Smart Home

A glimpse into the current and future smanos pipelines is rather exciting. "The H400 Home Cloud system is our brand new smart home command center which can control your security alarm and camera devices and energy-saving plugs via WiFi while maintaining smanos' renowned cellular capability; whereas the W100 WiFi/PSTN dual-mode alarm system doubles the protection with system redundancy, so that preprogrammed numbers always get the call or smartphone push notification when an alarm is triggered," Borghardt said.

Building on its mother company's strong foundation, smanos will continue to steamroll ahead with even more consolidated app control over in-house security, monitoring and automation devices, and explore all possible wireless protocols.

▶ CONTACT

smanos Holding, Hoofddorp, The Netherlands
Tel: +31 23 727 1570
info@smanos.com · www.smanos.com

HD CCTV Over Coax

Analog CCTV users can now enjoy HD resolution while safeguarding their investment in existing cabling infrastructure with Hikvision's launch of its Turbo HD Analog solution. The company's technology supports latency-free 1,080p HD over up to 500 meters of coaxial cable and offers seamless compatibility with traditional SD cameras, their own IP cameras and HDTVI-compliant cameras and DVRs. The Turbo HD product family consists of a range of DVRs and 720p/1,080p cameras, including bullet, dome, PTZ dome, turret, vari-focal, vandal-proof and low-light units. The product is based on the HDTVI (High Definition Transport Video Interface) and retains the ease-of-use of an analog system while offering up to 1,080p HD video output.

Security Essen · Hall 2 · Stand 221 **www.hikvision.com**

Low Consumption Monitors

Idis has launched a new range of monitors and cameras at this year's IFSEC International at London's ExCel. The range of 32 to 98-inch full-HD and Ultra High-Definition monitors suit a wide range of security applications for large or small businesses. The range includes a large 98-inch security monitor and a narrow 3.6mm bezel to bezel 55-inch video wall. The range is simple to install and under 24/7 operation will have power consumption up to 30 per cent lower than competitive models. Also launched during IFSEC, were 4k cameras utilizing 30 image per second rate with no visible network latency. **www.idisglobal.com**

Electronic Door Locks

Doorloxx from Deister Electronic is a family of products consisting of electronic cylinders, strikers and lock inserts that is highly flexible with regard to the thickness of the door. At least 100,000 open/close cycles are guaranteed. The cylinders are fitted with radio-control as standard and can therefore be included in an online system later without any modification. Group or time profiles can also be set up at any time. A comprehensive description of the system and the Multicommander administration software together with an interview with Thomas Blum, Head of Sales, will appear in the next issue of GIT SECURITY.

Security Essen · Hall 11 · Stand 504

Cameras for Public Transport Vehicles

The rugged and discreet P39-R Network Camera series from Axis is specially designed for video surveillance in buses, trains, subway cars and other rugged environment vehicles. They are protected against dust and water and able withstand vibrations, shocks, bumps and temperature fluctuations. They also have an active tampering alarm function to detect blocking or spray-painting. With HDTV resolution, substantial processing performance and edge storage, they share the same physical interface as the company's M31-R series to make upgrading easy. The cameras respond quickly to changes in light levels and progressive scan enables the cameras to show moving objects without distortion.

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ACCESS CONTROL

Untiring Security

Paxton's Net2 Access Control System Protects Manufacturer's Know-How

Established in 1898 in France, the international Michelin company are now amongst the largest tire manufacturers in the world. With 72 production facilities in 19 countries, their Dundee factory in Scotland has been operating for nearly 40 years. This site - and importantly, the valuable intellectual property within it – is now protected with a networked access control system from Paxton.

As the only tire factory in Scotland, and one of two main Michelin factories in the UK, the Dundee site has developed a rapid production rate, producing between six and seven million car tires a year. Mike Donald, Senior Risk Manager, is responsible for the prevention of risk to the company environment at the factory there.

Large Site

„The secret recipes and formulas are something unique to our company. Michelin's 'know-how' is the sort of technology worth protecting." He says: „Security is very important to us. We need to manage the flow of staff and visitors to our factory as well as secure proprietary information. Over the years we have successfully invented and launched the radial tire, among other breakthroughs." The Dundee factory is a large site with over 800 employees working a 24 hour industrial shift pattern, spread across 22 different buildings. Mike wanted a security system to control access to the main gates and other core buildings. He called in Richard McCredie from Midlands Electrical Fire and Security Ltd who specified Net2, Paxton's electronic access control system.

„The security team had no problems learning to use the equipment. The software is very intuitive and they picked it up really easily." Richard continued: „Michelin wanted to secure their main gates and areas they didn't want the public to gain access to. This included their factory, the training school, the main IT room and some private offices. Once the system was installed and they saw how simple it was to use, the decision was made to extend the system to more doors around the site."

Designer Cards

Richard fitted Paxton's Metal readers to the main turnstile gates at the entrance to the site. Now, when visitors arrive at the manned Reception desk they are given a smart ID/access card in one, branded with the Michelin logo. Receptionists use the Card Designer program within the system software to design different cards for staff and guests.

Additionally, some visitors require regular vehicle access to deliver supplies and material for making the tires These visitors simply keep their ID/access cards in their vehicles and present them to the Metal readers on the main gates as they approach the entrance for access. Michelin have a security team, a permanent presence at the main gates who manage access rights in the Net2 software for staff and visitors.

Mike said: "It's a great solution for us as we are now able to use the reports to monitor staff and guest access around the site. The Net2 system helps us protect our brand and what we do here. It's a great solution for us."

The client is very happy with the system. Using a cost-effective system has meant that Michelin can start by securing access to the core areas of their business and expand accordingly, as budget becomes available. All Net2 access control units are designed to control one door. This one door philosophy also works well at this particular installation as it means that doors can be added to the system quickly and easily when needed.

Mike added: "We have a lot of risks to control with the budget given, but can now do this efficiently. It helps us to protect our people and our brand as the Michelin 'know-how' is of global interest to competitors."

▶ CONTACT

Paxton Access Ltd, Brighton, UK
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AXIS COMMUNICATIONS

ACCESS CONTROL

Wire **Free Access** Control Solutions

Salto Systems is exhibiting at this year's Security Essen at the heart of the show's access control arena. The spectacular white booth will feature a range of cutting edge new products. These include the completely new access control platform XS4 2.0, the innovative cloud-based access solution Clay by Salto and the new web client management software Space.

Capture: The new product generation XS4 2.0 from Salto comes with a new design language

Capture: Clay by Salto: the cloud-based access solution

XS4 2.0 is the name of the new product generation from Salto for wire free networked electronic access solutions. The short-plate escutcheon XS4 Mini is the first of the new range, with a further series of products to be launched in the coming months including XS4 One, a long-plate escutcheon, the re-designed XS4 Wall Reader, a new controller unit and new cylinders.

The XS4 Mini is a completely new short-plate escutcheon with lots of cutting-edge technology inside, including a much faster microprocessor and a 4x greater memory. The most obvious thing though is the new design, with which the XS4 Mini introduces the new design language of Salto. The smart compactness simplifies installation in virtually any kind of door – just remove the existing handle set and install. No complicated retrofit required. The XS4 Mini's design also results in increased security and control, because doors maintain their integrity. Thanks to the ingenious new no-drill hardware, doors can maintain their fire certificates because no additional drilling or alterations to the door are needed.

Cloud-based Wireless Locking Solution

Clay by Salto is the easy and secure cloud-based wireless locking solution for small and medium sized enterprises. Clay's real-time reporting brings together control and convenience by combining an intuitive cloud platform with high-quality and well-designed hardware that is easy and quick to install. This is a ground-breaking product that brings wireless electronic access control to SMEs, providing vastly better functionality and performance than is possible.

In a traditional mechanical solution with a flexible management system that requires neither software installation nor the cost of a fully-wired electronic product. Users can for example change access rights via cloud platform or app immediately, can receive messages and alerts for defined events or open and close doors remotely. The expensive and time-consuming changing of mechanical locks and keys is over once and for all. On the other hand Clay is also superior to any fully wired access control, because it brings the same functionality, but without expensive cabling and complex system configuration. With Clay there is no software installation, no router configuration, and no wires.

Decentralized Access Control Management

Salto ProAccess Space is the new web client from Salto for decentralized access control management. It offers many features of the management software ProAccess via web browser. ProAccess Space is designed for modern distributed work environments where there is no central access rights management required. Main features include easy updates due to the use of web technology, a modern and clear interface for intuitive handling and the hotel front desk, which not only manages access rights for guests and employees, but also does check-in and check-out.

In addition, Salto will present at Essen the recently introduced electronic Salto GEO Cam Lock and the VdS certified electronic Salto GEO cylinders.

Security Essen · Hall 10 · Stand 410

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Better Security, Better World

Aperio enables the cost-effective expansion of any access control system

ACCESS CONTROL

Effects

Aperio and the Quickest Way to Give Facilities a Security Boost

A mechanical master key system is expensive to run. Losing a master key means replacing cylinders and keys right across your facility. There's no short cut – or is there?

How many replacement keys did you order last year? Every lost key costs time and money – and an instant replacement is impossible. Stolen or copied keys are an ever-present security risk. No electronic audit trail is possible, and keys cannot be reprogrammed. Access rights are inflexible and secure key management eats into your budget.

So, what's the 21st-century solution? For anyone running an access control system in parallel with a master key system, it could be Aperio, wireless access control from Assa Abloy.

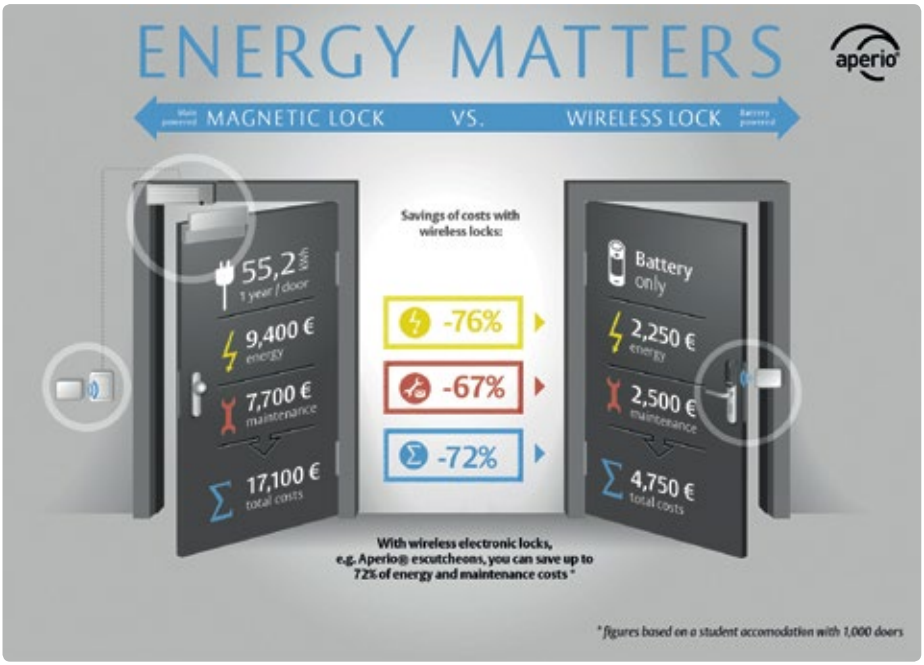
It is easy to extend an existing access control system: simply add Aperio battery-powered locks with integrated card readers to any door where you want to upgrade security. Every door is linked to the access control system, and can be opened with existing cards or a single digital credential – and without a wire in sight. It takes a few seconds to issue or revoke cards from a computer or a smartphone using the companion software. You can monitor and manage your premises, at any time of day or night. Reprogramme an RFID card and you have a new key – instantly. That's what Assa Abloy is calling the "Aperio effect".

Installation could hardly be easier – no cabling is needed

Beats Wired Systems?

Wireless access control beats wired systems hands-down when it comes to installation speed. It takes the stress out of upgrading your access control. So does Aperio. No wiring and no cabling means there's no expensive electrical work required on-site, and no need for decorators to tidy up after the contractors.

And just how quick is it to install the technology? To find out, look at our video on GIT-SECURITY.com at http://bit.ly/1mlBAdp.



Energy matters: Lower energy use means cost savings with Aperio

In this video you'll see a technician complete one installation process, from start to finish, in 1 minute, 58 seconds. Aperio is simply one of the quickest ways to bring any door into a new or existing access control system.

There are Aperio products to fit many door and security needs; the range includes locks, cylinders and escutcheons for wood, aluminium or glass doors. It protects both exterior and interior doors, from fire and safety doors with mandatory security requirements to meeting rooms and offices where an audit trail would help to make building management work better.

If you chooses Aperio, you can add all this without disrupting everyday business. A weekend is all it takes to upgrade a medium-sized site with the wireless access control technology. Another "Aperio effect".

Cheap to Run, Quick to Install?

For a system that's cheap to run and quick to install, Aperio wireless locks set the benchmark. Standard wired security doors stay locked thanks to a magnetic lock paired with a reader. Their magnets are powered by electricity, via an always-on mains connection.

Wireless locks like those in the Aperio range. They run on standard lithium-ion batteries, and only "wake up" when prompted by a smart card or other user credential. They are not connected to the mains, and use no power when inactive. Maintenance could hardly be simpler. This lock needs a battery replacement every two years, nothing more.

And some wired locks are hungrier than you might imagine. A typical Aperio lock consumes 0.001 kWh of energy per year. Together, a standard wired lock and its reader consume an average of 55.2 kWh, every year.

So, Aperio can save money on energy costs, and some more on maintenance. In fact, installing this lock in a typical 1,000-door accommodation block could save between 14,000 and 16,000 Euro in running costs, every year, over conventional wired access control.

For background and the full calculations, see Assa Abloy's "Energy Matters" whitepaper on GIT-SECURITY.com at http://bit.ly/1qpSrg0

Topics covered in the whitepaper include how to spend less money, leave a lighter carbon footprint, and secure an organization against rising energy costs in an uncertain world. In short it's about the "Aperio effect" again.

Boost Security

Want to boost your site security the easy way? A system like Aperio can be integrated into access control systems made by any manufacturer. To make the switch, contact one of almost 100 Aperio partners for a new wireless access control system, or ask your existing provider to upgrade your doors with Aperio.

CONTACT

Author:
Thomas Schulz
Assa Abloy EMEA
Tel.: +49 30 8106 2970
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VIDEO SURVEILLANCE

What Are You Looking At?

The Importance Of Capturing The Images That Meet Your Needs

With a lot of emphasis placed on image quality, oftentimes the actual needs of the end user and the challenges posed by a specific application and environment are ignored. It is therefore important to first understand how video surveillance images will be used and what detail they will need to deliver. Then the to-be-captured scenes need to be analyzed and the specific challenges of the camera positions identified. After having carried out these assessments, camera requirements can be defined and the most suitable cameras be chosen. Only this focus on image usability leads to optimal video surveillance solutions.

For instance, video surveillance cameras are often marketed highlighting technical specifications such as a certain pixel resolution or lux light sensitivity. While these numbers describe the technical capabilities of individual camera components there are many more aspects to achieving optimal image usability for a specific application and environment these numbers alone simply cannot express. Can a person be identified? Was it a blue or a green car? Are there any objects obstructing the gate? Can a license plate number be recognized? The most important question to ask is how images will be used and what detail they will need to deliver.

Key factor to consider: #1 Light conditions

For Low-light Conditions:
Surveillance cameras incorporating technologies such as Lightfinder are a perfect solution for indoor and outdoor video surveillance in low-light conditions, especially where users require color information in the video to enhance recognition and identification of people or objects. In contrast to conventional day and night cameras that switch to black and white when the dark falls, cameras incorporating Lightfinder technology maintain colors even in very dark conditions.

For Extreme Light Conditions:
For extreme light conditions, users should consider Wide Dynamic Range (WDR), sometimes also referred to as High Dynamic Range (HDR). Imagine wearing sunglasses and carrying a torch at the same time. This is for situations when the surveillance camera has to control the glare and light up the dark simultaneously.

For Complete Darkness and Close Range:
Infrared (IR) is needed for seeing in complete darkness. Built-in IR LED lights can kick in at night providing users with high-quality, low noise video at any time of the day. Surveillance

cameras equipped with built-in IR LED lights are ideally suited for operation in the dark and low-light conditions up to a range of 30m (100ft) With solution such as OptimizedIR, the IR illumination angle automatically adapts to the camera field of view, ensuring that no illumination power is wasted.

For Complete Darkness and Long Range:
You can run, but you can't hide. Thermal cameras detect and create images based on heat, through darkness, haze, smoke and dust. And without the need for any extra light sources, they keep a really low profile. It is important to keep in mind that thermal cameras won't help identify people, so in most cases they will need to be used alongside conventional cameras.

Key Factor to Consider: #2 Image Details

Most people nowadays have HDTV at home. The detail is amazing. With HDTV technology, surveillance cameras can be five times sharper, making identification – even at long range – as easy as watching TV on your own sofa. Compared to video surveillance technologies just a few years ago, today's HDTV 1080p network cameras capture images that are almost 25 times bigger. This becomes the key determiner for image quality.

Key Factor to Consider: #3 Depth of Field

You know when you have to screw your eyes up in bright sunlight and everything goes a bit blurry? That's where P-Iris comes in. It adjusts automatically to the light conditions, but keeps diffraction and blurring to a minimum. P-Iris is an automatic, precise iris control which involves a P-Iris lens and specialized software that optimize image quality. The system is designed to address the shortcomings of an auto-iris lens and provides improvements in contrast, clarity, resolution and depth of field.

It is especially important for video monitoring in high resolution of, for example, a long corridor or parking lot, when customers need to have a good depth of field, where objects at different distances from the camera are in focus simultaneously.

Key Factor to Consider: #4 Vertical Scenes

The world isn't always landscape-shaped. Sometimes things are upright. Thanks to Corridor Format, we can stop wasting large chunks of the frame and recording vast areas of blank wall space.

In many video surveillance situations customers want to monitor an area that is more vertical than horizontal in shape, such as staircases, hallways, aisles, roads, runways, tunnels, and many other applications. In these situations, the traditional landscape format is not the optimal solution since it creates video streams where a large part of the field of view – specifically the sides of the image – is redundant. In turn, this means that the image quality is not maximized because the full area and resolution of the surveillance camera's image sensor is not utilized. In the process, bandwidth and storage is also wasted.

One Size Does Not Fit All

Image usability is the one all-important factor in video surveillance. We are often mislead by the consumer electronics world that technical specifications such as a certain pixel resolution warrant a certain image quality. When looking at the specific challenges of different video surveillance applications and environments however it quickly becomes clear that only a careful assessment of all the environment parameters can lead to the correct specification of what type of camera is truly needed in order to achieve optimal image usability. An interactive image usability guide is available on http://www.axis.com/imageusability/index.php to provide further information about choosing the right camera for the appropriate scenario.

Andres Vigren, Product Manager, Axis Communications

▶ CONTACT

Axis Communications, Lund, Sweden
Tel.: +46 46 272 18 00 · www.axis.com

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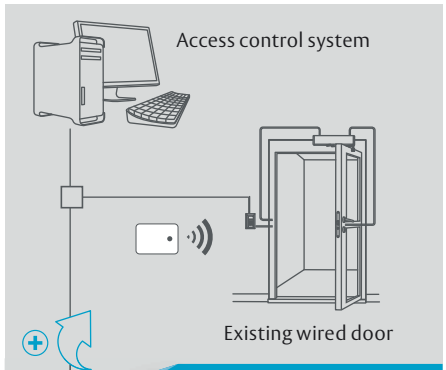

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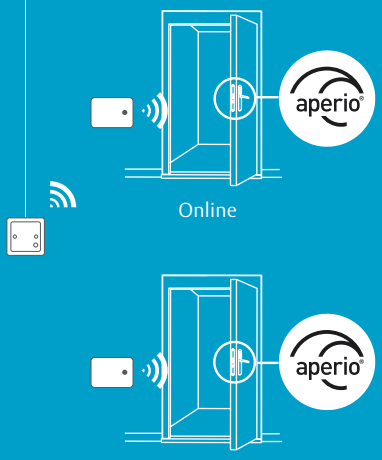

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Day Night

The new DV2.2x4.1SR4A-SA2L from Fujifilm
Advanced optical performance to capture security footage at the high resolution of 4K. Finest details during day and night thanks to the incorporated Day/Night technology. Scan for more or visit www.fujifilm.eu/fujinon
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VIDEO SURVEILLANCE

Smile!

Video Surveillance for Perfumery Retail

If it has value, it will be stolen. This holds especially true for luxury and lifestyle products. For this reason, Geutebruck provides security solutions for Stadt-Parfumerie Pieper outlets, Germany's largest owner-operated perfume chain.

The G-Cam/E2 series HD cameras survey Germany's largest owner-operated perfumery company

For indoor applications, day/night IP fixed domes with automatic IR cut filter are used

Founded in 1931 as "Seifen Pieper", today the company offers a wide range of branded products. None of the big names are missing. The 130 perfumeries sell the highest quality products, presenting perfume, cosmetics, toiletries and extensive beauty accessories in an attractive setting. The offer is not only popular, but also very "hands on" and thus relatively easily stolen. The company has tackled this problem with a video security concept that is based on deterrence as well as the efficient resolution of theft. Wellmann security technology has designed a modern security concept for this application, which was transferred relatively easily to all stores. The majority of the projects are now complete; all others are ongoing.

Visible Deterrent

Usually between 10 and 16 cameras were installed in each perfumery, positioned to capture critical areas. This is not done secretively, but rather as ostentatiously as possible! As soon as customers enter the store they see the multi-monitor operation in the entrance, providing an effective deterrent to potential thieves. The video security system is in operation 365 days a year, 24 hours a day. To ensure that images are recorded at the right time, the recordings are initiated based on events. This tool is called "Activity Detection". The images are stored locally on re_porter, Geutebruck's business surveillance system. If an incident occurs, the security control center at the company's headquarters can retrieve data remotely. In this case, image analysis tools facilitate the retrieval of relevant sequences.

Credit card fraud, for instance, is a relatively common occurrence. Every police inquiry with date, time and location initiates a search procedure that quickly provides clear results. The corresponding video sequence is found quickly and is provided to the police on a data storage medium. The images make it possible to identify the offender and provide proof of the payment process at the Eurocard terminal. Because the video data is tamper-proof and is admissible in court, the situation can get uncomfortable for the crooks. In this case, smiling when "paying" does little to help.

▶ CONTACT

Geutebruck GmbH, Windhagen, Germany
Tel.: +49 2645 137 0
info@geutebrueck.com · www.geutebrueck.com

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VIDEO SURVEILLANCE

Defog Your View

Modern Defog Technologies Help to Produce Clearer Images At Lower Costs

For video surveillance system, weather is always a big problem, for example, the extreme high or low temperature, pouring water, etc. One important aspect is the fog problem. When it is fog, haze or drizzle, there will be large amount of liquid and solid granules in the air. The strong scattering effect the granules have on lights can influence image quality. That includes decreased image contrast and saturation, noise and blurring of image. As a result, important details of target will be difficult to recognize. And long range monitoring is impossible. Thus defog technique is an important topic in outdoor surveillance.

Uniview have realized the importance of defog and started research. In the early 2013, Uniview IPC fully demonstrated the defog functionality in both optical defog and digital defog. Driven by the idea of "Detail Oriented – More than High Definition", Uniview advanced in 54 different techniques, covering various areas such as ISP processing, focus adjustment, encoding, storage, system management, structural design. Also it concerns about environment protection with intelligent temperature control, energy conservation.

Advanced Optical Defog and Digital Defog Techniques

Though the defog techniques is quite common in industry, there are still some problems. Uniview provides solutions for both optical defog and digital defog with better performance and at lower cost.

Optical defog is realized with near-infrared light. Because that light has a longer wave length, it receives less effect from granules in the air. With special light filter and light path, the near-infrared light can be captured for imaging, producing a black & white picture. In industry this is usually done by the lens. The problem is that HD defog lens is only realized in long zoom range motorized lens with very high costs. So the application is limited and only some essential scenarios can afford the high costs, for example in harbors or for forest fire prevention.

Uniview have special design for optical defog that results in a lower price. Thus more scenario can apply optical defog according to their needs. Together with defog lens, it can realize auto switch of defog model and normal model, producing a much clearer image in fog weather.

Digital defog is realized in the ISP of the camera or the backend software. It is an image recovering technique based on human visual sensation model. The cost is lower and the deployment is easier. Many manufacturers have put forward defog technique based on image reinforcement. Most of them have applied a simple algorithm that has a limited effect. Others developed methods based on mathematic models that are difficult for implementation.
The Uniview digital defog combines the advantages of different defog algorithms and mathematic models and makes a huge difference. The balance between image details and noise suppression is reached. The image noise and block effect that are caused by traditional defog algorithm are reduced while the image details are

Digital Defog Off

Digital Defog On

Optical Defog Off

Optical Defog On

Optical Defog Camera

recovered and enriched. In foggy weather, the effective color range can reach two times that of human eyes.

Quality Is in Details

Uniview aims to deliver better products with its best efforts in research and development. Uniview keeps pioneering in techniques that can produce the best image quality with best reliability. VP and R&D president of Uniview, Changkang Liu comments: "To conquer the problem involves various technical areas related to IPC, machinery, photology, networking and harsh environment adaption. Correspondingly, Uniview started a IPC component special technology research project, containing 69 big projects and 206 small projects. Those project harvested advanced technology in electromechanical, ISP imaging, industrial application and manufacturing prediction."

Since Uniview was established, within two years, the company has completed more than 500 IP front end devices, including box camera, bullet camera, fixed demo, traffic camera, PTZ camera series. The front-end device R&D process produced 61 patterns covering ISP, focal adjustment, encoding, storage, system management, structure and design etc. 20 of them are authorized and 41 are in process.

Security Essen · Hall 9 · Stand 430

▶ CONTACT

Stephanie Guo
Uniview Technologies,
Hangzhou, China
Tel.: +86 180 6978 8428
www.uniview.com
overseasbusiness@uniview.com

VIDEO SURVEILLANCE

Site Protection **Plus Anonymity**

Evitech Develops Cost-effective Solution For Pool Surveillance

Thermal imaging cameras are an ideal way to protect your premises against intruders at night. Not only is thermal imaging very effective in detecting all kinds of anomalies in a wide variety of weather conditions, it is also a cost-effective solution. In a recent project where an important swimming pool in Orsay, France, needed to be protected against intruders, security installation specialist Evitech proves that you can secure an area of more than 1,000 square meters with one single camera.

The public swimming pool in the municipality of Orsay, France, receives several hundreds of visitors every day. Schools, sport clubs and recreational swimmers all find their way to the Olympic (50 meter) swimming pool for all kinds of swimming, diving or water-polo activities. As crowded as it might be during the day, at night during closing hours, the pool is not staffed and you only need a ladder to climb the fence and access the pool. In order to monitor the pool deck at night for irresponsible behavior and to prevent possible deaths by drowning, the municipality of Orsay decided to invest in an efficient security solution. At the same time, it was important to limit heavy construction works and guarantee anonymity for all swimming pool guests. Evitech (short for Electronic Vision Technologies), based in Antony, France, catered for the installation of an intruder detection system with thermal imaging technology from FLIR Systems, in cooperation with security technology installer TIFALI Group.

Evitech Video Surveillance Specialist

Founded in 2005, Evitech is a European leader in video analytics for security applications. Evitech's solutions help to monitor and protect sensitive sites, public spaces and transports, and oil & gas installations. The company can boast some very prestigious references, including government premises, big defense security system providers, sensitive energy sites and big construction companies. Evitech's most notable security solutions are Jaguar, a video analytics software package for intrusion detection, and Lynx, a software tool that helps to manage movements of crowds of people through intelligent video-analytics.

Single-camera Installation

For the monitoring and detection of the pool deck around the 25x50 meter swimming pool, Evitech opted for the FLIR FC-690 camera, installed on the corner of the adjacent pool building, coupled with Jaguar video analytics software. As a very cost-effective intruder detection solution, the FLIR FC-690 camera can capture all people movements in its field of view, based on the temperature information the human body gives off.

The FLIR FC-690 is an affordable, network-ready fixed mount camera with 640 x 480 pixel resolution. The camera uses a 7.5 mm lens, which offers a field of view of 90° wide. Thanks to this lens, only one camera is needed to ensure the surveillance of the whole site. The camera has been installed on the roof of an adjacent building without the use of a mast. This way, the entire pool including the surrounding walkways and deck chair area, can be monitored.

The Jaguar video analytics software is a perfect match for the FLIR thermal imaging cameras. The software continuously detects all kinds of movements on the water, hereby efficiently filtering out the movements of the pool water. Only activated during closing hours, the detection and monitoring system generates alarms when intruders are detected and automatically reports them to the city police.

Thermal Trumps Other Technologies

Before selecting thermal imaging with Jaguar analytics, the municipality investigated other technologies. A common solution for detecting intruders is the use of infrared barriers. These detectors however require a lot of cable pulling and therefore also a lot of costly installation works that require the ground to be opened up. Another frequently used solution is visual video technology (CCTV). However, the area around the Orsay swimming pool is not lit at night, which makes detection difficult. In case lighting would have been installed, then the light that plays on the moving or rippling water would definitely generate a lot of false alarms. That's why thermal imaging proved to be the most sensible solution. Thermal imaging cameras do not need any lights to operate at night. And with only one camera covering the entire Olympic swimming pool, the installation works would be minimal.

Anonymity Guaranteed

Although the detection and monitoring system is switched off during opening hours, then the swimming pool customers could still be under the impression of being watched. Specifically in France, this would mean invasion of privacy, which could lead to legal actions. With thermal imaging cameras, that is not really a problem anymore. Unlike visual based CCTV cameras, a thermal imaging camera does not actually identify the person in question when he or she is detected. This way, the municipality is able to protect the swimming pool site against intruders at night or while it is closed, and at the same time respect the anonymity of the bathers while the pool area is open.

▶ CONTACT

Ruud Heijsman
FLIR Systems, Breda, The Netherlands
Tel.: +31 765794191 · ruud.heijsman@flir.com · www.flir.com

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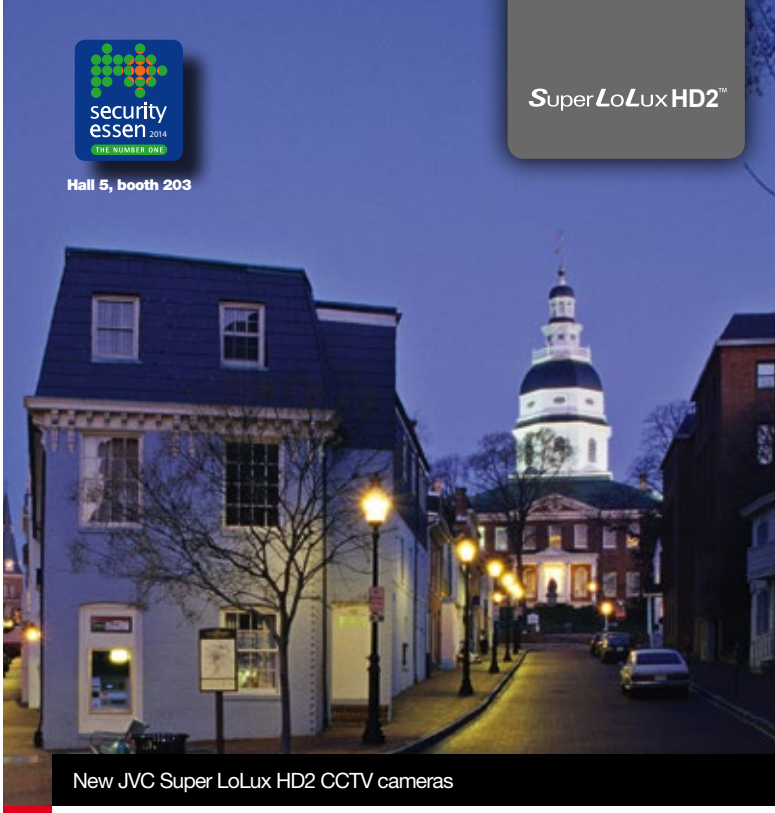

New JVC Super LoLux HD2 CCTV cameras

SUPERIOR COLOURS
EVEN IN LOW LIGHT CONDITIONS

Combining high performance with full HD resolution, the next generation Super LoLux HD2 cameras (EX models) offer superior colour reproduction even at low light.

JVC's new Super LoLux HD2 IP cameras deliver outstanding performance and precise colour reproduction, and are equipped with newly-developed CMOS sensors for exceptional low light performance with full 1080p resolution. Sensitivity has been greatly improved from the first generation of these cameras and the new SLL HD2 (EX models) deliver impressive detail and colour – without requiring LEDs – at light levels as low as 0.05 lux (0.012 lux b/w).

The six models in the SLL HD2 range consist of three box cameras, two indoor domes and an IP66-rated outdoor dome, each with multicodec support including M-JPEG, MPEG-4 and H.264 High Profile. There's improved smart backlight compensation too, for optimal image quality in difficult back-lit areas, while clever image processing ensures pictures are as clean as possible, whatever the lighting conditions. And operating at as low as 64kbit/sec for slower network environments, with MTBF figures of 90,000 hours, the new Super LoLux HD2 cameras are exceptionally reliable.

Previous Super LoLux HD camera
(real image taken at 0.1 lux)

New Super LoLux HD2 camera
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JVC

VIDEO SURVEILLANCE

On The **Road** Again

Octoberfest Starts for Some in September in Essen

Dallmeier celebrate the 30th anniversary of the company's founding with the Panomera Octoberfest in the open exhibition area FG 1 of this year's Security trade show in Essen. On every day of the show, visitors can look forward to being treated to typical German sausages such as Weisswurst and Regensburger Knacker, as well as fresh pretzels and good Bavarian Weltenburger beer!

The highlight of the Dallmeier trade show presence is of course the Panomera show truck, in which the latest models of their patented multi-focal sensor technology will be presented live. Especially for commerce, industry and mid-sized companies, these models provide an ideal solution for comprehensive surveillance of expansive areas. In contrast to single-sensor cameras, the multi-focal sensor technology supplies a guaranteed constant resolution of at least 125 pix/m. This makes it possible to monitor large areas and distances from one single location, achieving this in real time with consistent resolution, higher dynamics and full depth of focus.

Multi-focal

"At the trade show we are focusing on using the multi-focal sensor technology to show practical, economical solutions for applications for which no solutions at all could have been found in the past using conventional engineering. That's why an estimated 30% to 40% of projects were never completed," says Dieter Dallmeier. What's new this year is an additional pavilion of over 90m² in which Dallmeier will present various video IP solutions with selected partners.

If you can't come to Security in Essen, Germany, you will have the opportunity to see the Panomera Truck during the Dallmeier Roadshow from the beginning of September to the middle of October, which is traveling through Germany, Denmark, Belgium, France and Switzerland.

▶ CONTACT

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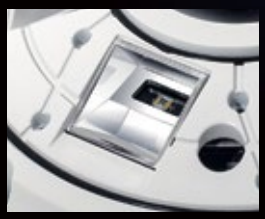
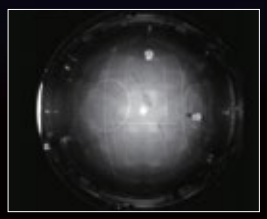
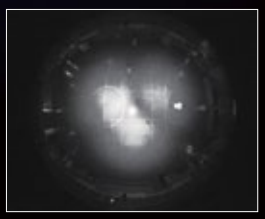
The World's First Complete IR Fisheye Camera Solution Has Arrived



Patent Protected Light Cup Design



FE8181V IR Uniformity



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FE8181V IR Fisheye Camera Solution

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VIDEO SURVEILLANCE

Double-Edged Sword

Why Open Standard Cameras are a Potential Security Risk

Many industries spend a substantial amount on security cameras to monitor premises. Most IP-based cameras are designed to support open standards, meaning their architectures are available on the internet for anyone to read. Compatibility can be a double-edged sword and the downside means that not every surveillance camera on the market is secure.

Not IF but WHEN will the hack attack come?

In times of trouble, a large investment in an IP-based surveillance system is often justified by the device's ability to provide crucial video evidence. "But not every surveillance camera on the market is secure", explains Dr. Wallace Ma, CMO of TeleEye Group.

The Reality

Hacking into live feeds of IP cameras or seizing control of the system to zoom into objects on the premises without the security staff noticing may seem like scenes from a movie. In reality many open-system IP cameras installed in banks, retail stores or government buildings are often susceptible to hacker attacks.

How?

Most IP-based cameras are designed to support open standards. Free access to these architectures on the Internet mean that they are intentionally there for anyone to read. For those without any knowledge of hacking, the web abounds with help. Instructive videos on how to hack into a live IP camera and how to view confidential security camera streams are easily accessible on the Internet. This vulnerability is the equivalent to leaving the back door wide open for criminals.

Dr. Wallace Ma, CMO of TeleEye Group

The Solution

TeleEye have designed a unique 5-level protection into their IP cameras to prevent intrusive activities.

- A set of special video streaming protocols provide extra security during internet transmission.
- AES 256-bit encryption, which is also adopted by the US government to protect their critical data.
- Giving individual identities to all hardware and software applications to restrict unauthorised access.
- Allow only designated IP addresses to access the cameras.
- Protect visual data in a proprietary HD SMAC-M format.

To learn more about TeleEye Hacker Resistant technology, please visit TeleEye at Security Essen, Booth Number: 502G, Hall 3. On 23rd- 26th September 2014 or **www.TeleEye.com**

▶ CONTACT

TeleEye Group
Tel.: +852 2995 5996
info@TeleEye.com · www.TeleEye.com

Modular Miniature Camera

The Axis F modular network camera series are extremely discreet HDTV 1,080p cameras with wide dynamic range and ideal for ATMs, banks, stores, hotels, as well as rugged environments such as emergency vehicles. The camera is split into a lens and image sensor unit, and a main unit. This allows a small sensor unit to be installed discreetly in tight places and the bigger main unit to be placed elsewhere. The F41 Main Unit and four compatible Axis F sensor units with different form factors and lens types for different fields of view are sold separately. They can be flush-mounted in walls, ceilings, doorways, elevators and behind sheet metal with just a tiny hole for the lens.

Security Essen · Hall 2 · Stand 311 **www.axis.com**

Lens For High-definition Cameras

At this year's Security event, Fujifilm Europe is showing their Fujinon DV2.2x4.1SR4A Varifocal lens for security applications. This lens provides improved optical performance with a definition of 4K for use with high-definition CCTV cameras. In combination with high resolution 6 Megapixel cameras (1/1.8"), the lens delivers sharp, detailed images and high resolution right up to the edge of the image. With a focal length range of 4.1mm to 9mm (2.2x) and a maximum aperture of F1.6, it will provide a large choice of options in selection of the image frame for many applications. Thanks to day/night technology, it is also usable around the clock, both within and outside buildings.

Security Essen · Hall 2 · Stand 125 **www.fujifilm.eu**

Web Client and Support for OPC and DVRs

Interfaces to external systems and standardized protocols have increasingly gained importance in security technology. Via a server interface, version R3 of the Seetec Cayuga video management software now supports OPC UA, a standard for automation and security technology systems. Third party systems, such as access control and building management systems, can now communicate with and trigger actions in Seetec Cayuga. An example: an invalid scan registered by an access control reader will trigger the live image of the respective camera for security personnel. The Web Client offers live and archive access. With the Samsung SRD-1650D and Samsung SRD-1673D models, the software now supports digital video recorders as image sources.

Security Essen · Hall 2 · Stand 217 **www.seetec.de**

Multi-Stream Thermal Camera

Sierra-Olympic Technologies introduces the Vinden CZ 320 continuous zoom open-frame thermal chassis camera. Offered in both 60Hz and 9Hz frame rates for integrators, OEMs in industrial, security/surveillance, and military markets, it provides 3x optical zoom and 2x digital zoom covering 8.9 degrees to 1.5 degrees and is managed by a custom processor for critical multiple-image processing and noise-reduction functions, with extensions for edge analytics. It generates H.264/MJPEG IP-video streams, simultaneous NTSC/PAL analog video and 14-bit Camera Link digital video. Control is via Ethernet or TTL serial. The rugged, compact chassis designed for commercial use weighs less than 860gm. **www.sierraolympic.com**

Certification Under OpenAccess Alliance Program

On-Net Surveillance Systems (OnSSI) has received factory certification from Lenel Systems International and joined their OpenAccess Alliance Program (OAAP). The Ocularis v3.8 video-centric physical security information management (PSIM) that provides video surveillance and access control event management for streaming, recording and managing an unlimited number of cameras at multiple sites with PSIM functionality now interfaces with the Lenel OnGuard access control system to enable seamless functionality between both systems. The certification validates bidirectional integration of both products for a more comprehensive and effective physical security system. **www.onssi.com**

Fingerprint Scanner SDK for Android

The SDK is designed for use with Suprema's fingerprint scanner, the Biomini Slim. It enables mobile devices to capture fingerprints under harsh environmental conditions and direct sunlight of up to 100,000 Lux. "Tablets and smartphones are replacing desktops or notebooks to collect biometric identity. We expect to see even more integration of biometrics and mobility soon," said Young S. Moon, Vice President of Suprema.

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VIDEO SURVEILLANCE

From Analog to IP in **Good Health**

Finland's Tampere City Department of Social Services and Health Care Modernizes Security Systems

Reducing incidents of violence and crime, better protecting patients and its 5,600-plus employees, and improving overall best practices in their health care facilities were the challenges faced by the Tampere City Department of Social Services and Health Care. Avigilon was able to leverage 600 existing analogue cameras and assist them with the transition to IP with 67 Avigilon video encoders, while simultaneously adding an advanced high-definition surveillance system consisting of cameras and software.

With a decentralised, publicly funded health care system, Finland is considered one of the healthiest nations by international standards. Responsible for providing health care to its residents, municipalities across the country have developed client-focused service systems to ensure they provide high quality care. A leader in technology, research, education, and culture, the Tampere Department of Social Services and Health Care is at the cutting-edge of health care, offering preventative services and solutions that reduce the social costs of poor health. As one of the country's most rapidly developing regions, Tampere City Department of Social Services and Health Care delivers primary care to its 215,000 residents through more than 200 social and health care units, and three hospitals. To reduce incidents of violence, vandalism and crime, and create a safe environment for patients and employees, the department has deployed the Avigilon solution at all of its locations across the country.

The Solution

Previously, the Tampere Department of Social Services and Health Care had an analogue-based surveillance system that only monitored the exterior of its buildings because budget did not allow for an indoor system. "We have learned through experience that it is also very important to cover the corridors and lobbies to effectively track client movement," noted Raimo Rae, Hospital Engineer at the Tampere Department of Social Services and Health Care"Our nurses rely on the Avigilon system at night to monitor activity throughout the health centres to ensure their protection." And with more cameras monitoring a larger area, users have more opportunity to capture a clear image of an individual or incident for positive identification.

The Tampere Department of Social Services and Health Care installed more than 335 Avigilon HD cameras ranging from 1 MP to 5 MP across its properties, all of which are monitored 24/7 and managed using the Avigilon Control Center (ACC) software with High Definition Stream Management (HDSM) technology. The department relies on 67 Avigilon analogue video encoders to improve the performance of its existing 600 analogue cameras. With 13 Avigilon Network Video Recorders (NVRs) and plans to upgrade its remaining 25 servers to Avigilon, the department stores up to two weeks of continuous surveillance footage.

Resolving Crime; Improving Quality of Care

Tampere installed the Avigilon solution with several key goals in mind. Firstly, the department wanted a reliable way to clearly capture and record data about its facilities, patients, and employees to successfully resolve issues and ultimately reduce criminal activity. Secondly, employees needed a system that would assist with patient control, particularly during the evening and night shifts when only a few nurses are on duty. Finally, the department needed to easily review footage to assess and improve customer service levels. "We are committed to providing the highest quality care possible and are always looking for ways to enhance our services," said Mr. Rae.

Complete Search Control

The Avigilon Control Center software, designed with an intuitive, easy-to-use interface, gives users complete control over video playback – a key selling feature for Mr. Rae and his team. "Avigilon delivers the best search and playback functionality I have ever seen and the software could not be any easier to use," commented Mr. Rae, who also leverages the advanced mapping interface to plot cameras and servers on an imported map for easy navigation. The department utilises the map feature to track suspects in real time. "The mapping interface simplifies system management – especially important for us because the Avigilon system spans many locations of different design and size."

Quick Searches for Positive ID

The innovative, user-friendly ACC software allows Rae to quickly and effectively search through footage for rapid positive identification to speed up investigations. "With exceptional image clarity, we can now find the right evidence in a fraction of the time," claimed Mr. Rae, who added that Avigilon's pixel search has been invaluable in his work. "In fact, our searches take less than 20 percent of the time than with our previous system." He also regularly shares footage with the local police, who have been very impressed with the quality of evidence provided. "Our footage has led to warnings, dismissals, and even conviction in several cases, and we have also noticed a marked increase in confessions because the image quality is truly indisputable."

Saving Costs with Better Security

Not only does the Avigilon system allow the department to focus on improving security, but it has also helped save some of the costs that stem from property damage and theft. "We have succeeded in reducing the number of serious cases of crime, which consequently reduces the time and cost of dealing with these issues," said Mr. Rae. Since deploying the Avigilon system, the department has only had three medical room break-ins, all of which were quickly resolved. "Without Avigilon, the number of thefts we experience could easily be ten-fold. One theft can result in tens of thousands of euros in loss, which we can now save."

The Tampere Department of Social Services and Health Care has also lowered the number of liability claims since deploying the Avigilon solution. "We have only dealt with a couple of cases and they were all quickly and easily resolved with no consequence to us," noted Rae.

Looking Ahead

Always looking for new ways to improve health care services, the Tampere Department of Social Services and Health Care is at the forefront of technological innovation. "Modern technology allows us to be more efficient in all aspects of our job, including security," concluded Mr. Rae. "The Avigilon system is so powerful and easy to use that we can always stay one step ahead to meet our clients' evolving needs."

Security Essen · Hall 2 · Stand 240

▶ CONTACT

Avigilon Corporation,
Vancouver, Canada
www.avigilon.com

SECURITY FOR BANKING

Remote **Monitoring** of Bank Branches

Over One Thousand Axis Cameras Monitor the Work in Russian Standard Bank Branches

Currently Russian Standard Bank is one of the largest privately owned retail banks in Russia with 26 Mill. customers and is one of the most recognizable trusted financial brands countrywide.

The Bank Challenge

Different branches are rarely equally busy. Long lines harm a bank's reputation in the eyes of customers and at the same time, low customer traffic per employee is not economically sustainable. Therefore, in order to achieve the greatest efficiency, banks need to optimize branch operations depending on the time of day, day of the week or date. Due to its individual characteristics, the financial sphere attracts various kinds of white-collar criminals. And many banks literally have to pay the price to find out who the criminals are among their staff. Discovering a potential fraudster or disloyal employee sooner will lessen the consequences of his or her tenure at the bank.

High standards of customer service require continuous real-time monitoring of the bank's branch operations. The management must have the ability to monitor branch loads, observe improper employee behavior or appearance in real time and stop unusual or illegal activity in its offices.

The Project

Russian Standard Bank was founded in 1999. Russian Standard holding company is the main shareholder in the bank. Today, the bank is one of the largest national financial institutions in the country. It has over 320 branches and 5,000 ATMs and terminals in Russia. Russian Standard Bank maintains high standards of corporate management and corporate ethics. The bank management adheres to international principles of management and business transparency. Bank employees are instructed to provide as much access as possible to financial services and the best level of service.

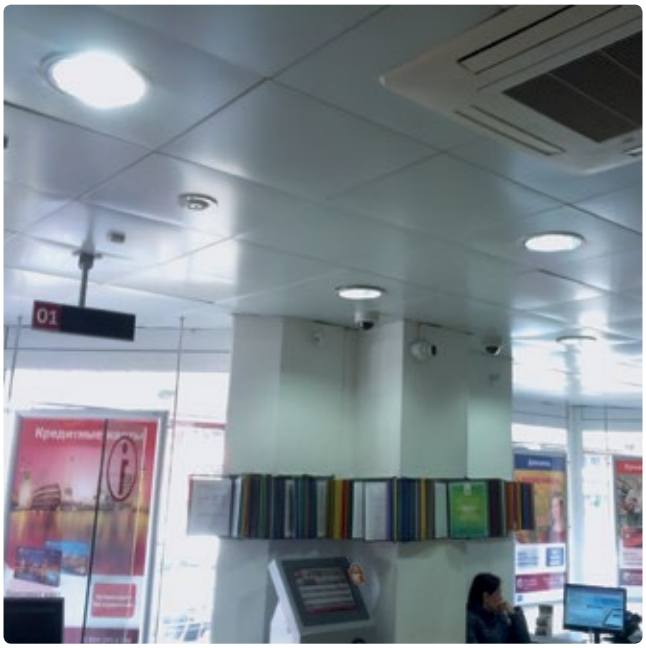
The objective of this project was to remotely monitor bank branches. It currently also includes two subordinate objectives: to detect employee violations of internal regulations and to identify the busiest offices in real time. The geographic distribution of branches throughout Russia makes this monitoring impossible without an efficient video surveillance system. The primary requirements for such a system must be high image quality, equipment reliability and the ability to work with an extensive network of video cameras.

Camera Selection

The bank held a call for tenders, taking into account its functional requirements and desires, in order to select a supplier. The bank branches have various layouts, so the project required both fixed and pan/tilt/zoom cameras with various properties. As a result, a shortlist of potential winners was drawn up, from which Axis was selected based on its technical and financial parameters.

The cameras selected for the project were Axis 213 PTZ and Axis P5512 PTZ network cameras, Axis M1011 fixed network cameras and Axis 212

◀ **Axis Network cameras secure Russian Standard Bank's branches** ▼



PTZ network cameras with ultra-wide angle. Depending on the size and layout of rooms, 3–4 network cameras (on average) were installed in each branch. Today, the project uses a total of 1,012 Axis cameras. To handle the data, the bank developed its own software for the project. A network resource was developed for monitoring in order to display information transmitted from cameras in online mode. The resource includes a multi-user interface with online transmission, integration with the Active Directory and systematization of video streams by region. In order to reduce the load on communication channels, images are refreshed several times per minute and then archived in data storage.

The Result: Less Violations of Regulations and Fraudulent Activity

As a result, the bank's management gained a tool that allows them to monitor bank branch employee activity, to get an up-to-the-minute picture of how busy branches are and to detect violations of internal regulations and fraudulent activity. Information from cameras can be used to investigate complaints. In addition, many bank divisions use the video system for their own purposes (such as verifying correct placement of advertisements or IT equipment status).

"Executing the project has resulted in better customer service in bank branches. The number of complaints has decreased. We can now get a picture of what is happening in the branches in real time. Axis cameras have, for their part, successfully achieved the set objective", comments Maksim Goldin, Chief Specialist of the Project Development and Execution Department at Russian Standard Bank's Branch Network Division

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SECURITY FOR BANKING

Next Please

Bank Sinopac Adopts Integrated IP Solutions from Vivotek

Bank Sinopac, a wholly owned subsidiary of Sinopac Holdings, aims at providing the best financial services and innovative product lines to customers through its extensive branch networks. Statistics at the end of 2013 showed that Bank Sinopac employs approximately 5,500 employees and possesses NT$59.6 billion in paid-up capital and NT$1,357 billion in assets. The bank has already established 129 branches in Taiwan alone and further expanded operations into Hong Kong, the United States, Vietnam, and China. With such an immense operations network, the security of each and every branch has become an increasing challenge for Bank Sinopac.

Teller area completely covered

The Supervisor's view of event

The Vivotek IP8362 network bullet camera

The previous surveillance solution adopted by Sinopac was primarily based on an analog surveillance framework. Following the advancement in surveillance technology over recent years, the demand for video clarity and recognition capabilities have become increasingly apparent, especially around the teller area in banks where the bulk of transactions are handled. For Sinopac, a new solution was required that could seamlessly integrate with its extant analog framework. In this project, seventy-five Vivotek IP8362 network bullet cameras were installed. The project was comprehensively implemented in April and May 2014, and is now set up in 15 Bank Sinopac branches.

The bullet network cameras were installed in the teller area of each Bank Sinopac branch to achieve comprehensive coverage of the designated area. Both money transactions and the legal document processes can be recorded precisely and clearly. The camera comprises a 2-megapixel CMOS sensor capable of producing a video resolution of 1080p Full HD at 30 fps. Designed with a removable IR-cut filter and built-in IR illuminators, the camera can adapt to constantly changing lighting conditions, making it a true day/night camera. Moreover, with its WDR enhancement, the camera can clearly capture detailed features when an object of interest appears in locations like bank entrances where there is intense backlight.

IP Adoption on the Rise in Banking

William Ku, Vice President of Vivotek's International Business Division, said, "Because of the nature of legality and the huge volume of money transactions, the banking industry spares no expense in its security systems to reduce security risks. Taking into account the increasing demand for clear and detailed video footage, the centralized security management of branches in various locations, intelligent video analysis for strengthening daily operations or suspicious object detection, and also governments' regulations, the investment and deployment of IP-based security solutions is on the rise. In the past few years, we have accomplished several IP surveillance system implementations for banks in several countries in Asia and the Middle East. We are pleased that Bank Sinopac adopted Vivotek's network cameras for enhancing the security in its 15 branches. We look forward to extending the installation to other branches of the Bank around the globe in the future."

Security Essen · Hall 2 · Stand 332

▶ CONTACT

Vivotek Inc., New Taipei City, Taiwan
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Intelligent Thermal Cameras

Flir Systems FC-Series S thermal cameras include onboard video analytics to allow intruders and other threats to be clearly seen in total darkness and bad weather. They can classify human or vehicle intrusions and provide reliable detection results and flexible alarming options sent by email or ONVIF and configured via a web interface, iOS apps, or the company's Sensor Manager. They are available in 640×480, and 320×240 formats. The FC-Series R provides a non-contact temperature measurement capability.

Security Essen · Hall 2 · Stand 308 www.flirsecurity.com

Network Illuminators With PoE

Winner of the 'IFSEC Best CCTV System of the Year', Raytec's range of Vario network illuminators has now been extended to include PoE capability and four new model sizes in both infra-red and white light. PoE capability allows for a much quicker and more cost effective lighting installation. The illuminators can be easily integrated onto an existing network infrastructure. Operated via integrated web interface or VMS, users have full control over their lighting at all times to respond to live events in real time, triggering lighting to deter crime, or altering light settings in response to operational changes for the best CCTV images and safety.

Security Essen · Hall 2 · Stand 333 www.raytecccctv.com

Video and Access Control Combined

Avigilon has updated its Access Control Manager platform to ACM 5.2 to address the physical security needs of small to medium-sized sites. It includes a Professional appliance and a deeper integration with their ACC video management software. „Small to medium-sized projects with 32 doors or fewer make up a large portion of the worldwide access control market. This version provides broader capabilities that enable us to better serve this segment," said Ian Povey, Director of Product Marketing and Product Management. Users of the two packages can seamlessly monitor both video and access control events and alarms through a single platform, enabling quicker response times and more efficient management of building security.

Security Essen · Hall 2 · Stand 240 www.avigilon.com

Fish-Eye Camera

Hikvision is set to reveal its DS-2CD6362F-I(S)(V) 6MP IR fish-eye network camera. This features a 1/1.8" progressive scan CMOS sensor to provide high-resolution images of up to 3,072x2,048 at 30fps, and a 1.19mm fish-eye lens for a 360° panoramic view. A 3MP model of the WDR Fish-eye Network Camera is also available – the DS-2CD6332FWD-I(S)(V). This features a 1/3" progressive scan CMOS sensor, 120dB WDR and streams video of up to 1,536x1,536 resolution at 30fps. A single 6MP/3MP IR fish-eye network camera can do the work of multiple cameras in both indoor and outdoor surveillance environments.

Security Essen · Hall 2 · Stand 221 www.hikvision.com

VIDEO SURVEILLANCE

Focus on Details

Abus Adopt New Market Position for 2015 in the Area of IP Video Surveillance

Over recent years Abus has been listening very carefully to its partners. The general tenor has been that the ‚megapixel race', contested by some manufacturers, plays only a minor role in most projects. Selecting the right resolution, and above all image usability, integration capability as well as easy installation and configuration are, according to this, the important details for optimal results in video surveillance. Our cover story looks at the repositioning of Abus in the IP video market.

The fine tuning between picture quality, backlight performance, compression and network load is essential for the delivery of a leading product. A video surveillance system is only as good as its weakest link. But that's just the start – the complete package must also impress in the area of service: From pre-sales advice and set-up support through to successful product marketing. "All these components are important if we are to move from satisfaction to making customers passionate about our products. The formula at Abus is therefore: product times service equals passion", explains Benjamin Pflaum, Managing Director of Abus Security-Center

"The Abus Response"

Abus, according to TNS Infratest the most widely recognized German brand for safety technology, has completely repositioned itself in the area of professional video surveillance with a newly developed IP camera series and new video surveillance software. The new IP camera range, with a total of nine camera models, is to be presented in full for the first time at the 2014 Security trade fair in Essen. Visitors to Ifsec International 2014 in London were able to enjoy an early sneak preview of the nine cameras.

Benjamin Pflaum, Managing Director of Abus Security-Center:

"We intend to make IP cameras available to the market that are better than the competition in every important detail."

"We Never Leave the End Customer Alone"

Interview with Stefan Schwendner, Head of Services, Discussing the Abus Brand's Quality Promise

GIT SECURITY: Stefan, tell us about quality at Abus – how do you define it, and what does it look like in practice?

Stefan Schwendner: We measure our quality using a strong reference – the passion of our end customers. This passion, in turn, derives from two experiences: the product experience as perceived by the customer and the service that the end customer receives. The logic behind this is as follows: if the end customer is satisfied, we have done a good job. However, if the end customer is passionate about our products, then we are where we want to be. Our quality triangle therefore consists of product, service and end customer experience. Of course, there are many other dimensions to the issue. But basically we really want to make the product and service so good that

Nine new camera models in five designs: Indoor and outdoor dome, compact, tube and box cameras

High Investment in IP Technology

Abus had begun to gradually capture the IP video surveillance market at an early stage, and the company has now been providing IP cameras including software and recorders for ten years. Since the company was formed near Augsburg in 1999, it has grown from what was once a five man operation into a company which today employs almost 300 staff. The last four years have seen the company increase the investment in research and development of its own IP technology, which Abus Security-Center now intends to use as the basis for its future planning. Experts at the company headquarters in Augsburg collaborate closely here with their colleagues in Kiel (software development) and in Taipei/Taiwan, where an R&D center has been established.

Focus on Details

At first glance it doesn't seem that impressive: Full HD 1080p resolution with 1920 x 1080 @ 25 fps or HD 720p with 1280 x 720 @ 25 fps have become standard over time. The Abus approach, however, is all about: Focus on Details. "We intend to make IP cameras available to the market which are better than the competition in every important detail", states Benjamin Pflaum, Managing Director of Abus Security-Center. "It goes without saying that, besides hardware, our quality promise also applies to software, to our services and not least to the professionalism of our Abus partners", adds Pflaum.

The Finest Technology

The 1080p cameras all come with high-quality hardware components that speak for themselves: a Sony Xarina DSP and Sony Exmore image sensor (1/2.8"), Tamron motor zoom lens and an integrated Toshiba 16 GB eMMC memory to ensure data recording in the event of a network failure. In addition to this, all new IP cameras are provided with Power-over-Ethernet (PoE+).

High Image Quality and Reduced Network Load

Abus engineers describe the image quality of the new IP cameras in a nutshell as" almost noiseless and high dynamics at lower bandwidth". In fact, a particular feature of the new IP series is the efficient use of the bandwidth available without having to compromise on im-

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the end customer is passionate about our products and services.

Can you now explain these challenges to us using a specific example – in light of the quality requirements you are seeking to deliver?

Stefan Schwendner: It all starts as early as the product idea. We don't just think of a new product. Instead, we ask the people in the market questions: How satisfied were you with the current products? What positive and negative experience did you have? What requirements do you still have? We put all this information together, organize the initial design workshops and assemble the product idea from these individual building blocks. The quality concept is an integral part of idea generation right from the start.

How exactly do you survey the market?

Stefan Schwendner: We survey specialist installation contractors as well as end customers. We find out at first hand from our technical field service (TFS) how satisfied our partners are and what requirements they have. This happens on a daily basis. Our market research does surveys for us both online and by phone. We regularly conduct "customer polls" specifically concerning satisfaction with product quality, service quality, commercial processing etc, etc. We apply all this in a targeted manner to the product idea or product improvement, and to the further development of products.

Now, a certain level of availability also has to be guaranteed within normal day-to-day business...

Stefan Schwendner: Our large support team deals with this. On-site here ten employees look after our specialist installation contractors in day-to-day operations, they are close to the customers and aware of their needs. This means we quickly gain genuine and unfiltered information regarding how our service is received.

How do you learn from complaints and returned goods?

Stefan Schwendner: We certainly study the RMA rates closely ("Return Material Authorization") and look at exactly which problems and issues are occurring. We utilize every piece of information, without exception, from both telephone support as well as the area of RMA; in other words, everything covering defective goods – or frequently goods which are merely perceived as defective. We are quick to draw our conclusion from this and put the changes in place for further product improvements and product development.

How does this differ from other competitors in the market – how do your advantages compare, also in terms of quality?

Stefan Schwendner: We have a very particular corporate culture as far as quality is concerned. This is reflected both in our 90 year tradition and in the outstanding reputation enjoyed by our brand. Our guiding principle is never to leave the end customer alone. That probably sounds like an overused cliché for you as a journalist. But for us it is, in fact, absolutely crucial that those who opt for Abus always receive a product, system or service which satisfies them in every respect, without exception.

What specific analyses can you use to support this?

▸▸

Stefan Schwendner: Very precise analyses ... Over the last twelve months, technical support received 68,500 queries. A good 30 percent of these were end customer queries – split pretty much 50:50 between alarm and video. We had almost 7,000 conversations where we called customers back and passed on information. It is also interesting to note exactly what the customers asked. 73 percent were purely wanting advice. In contrast, only twelve percent were related to problems with a product, repair requests or requests for testing. Nine percent of callers were immediately sent a replacement device by us, even before we had received the device. In these cases we don't really know whether there was a fault with the product or not. But that is not important for us at this stage. What is important is that the installer and end customer have a functioning product. We send out a replacement product immediately which means the installer only needs to drive to the end customer once – reducing costs for both parties as a result. When we have received the supposedly defective part, we then calmly check whether it is actually defective or not, and take the necessary steps. In our view, that is correct and proper service!

Interview with: Stefan Schwendner, Head of Services (centre), with Benjamin Pflaum, Managing Director of ABUS Security-Center and Steffen Ebert from GIT SECURITY

Is there a service you provide at no charge to your customers?

Stefan Schwendner: All these services we provide are actually free of charge to Abus partners and end customers. And if you consider the number of people here, and how many queries they process, then the extent of the service element we offer and provide quickly becomes apparent. And once again, we do not ask the question "have you read the user guide?" We help straight away!

■

"Welcome to security" – under this slogan Abus Group companies will jointly present their product innovations in Hall 1, stand 108, in the 90th anniversary year. Apart from the new Secvest wireless alarm system and IP video surveillance, the range includes mechatronic solutions with integrated alarm as well as networked access control systems and smoke alarm devices.

Web-based software for setting up cameras, also on mobile devices: Network access to all parameters – including picture sharpness, thanks to the motor zomm lens

age quality. The fact that at 1080p resolution the data transmission rate can be kept below 50 percent compared to similar cameras is also thanks to the DNR function. It simultaneously ensures low noise images and a reduced load on the network. For the WDR function, the developers have optimized the Sony chip sets in order to gain the maximum from these – and with some success, as image comparison with competitor products revealed.

The devices have three independent streams available for the optimal display and recording of camera signals: Two streams are already optimized for recording and mobile end devices, the third stream can be individually configured. Abus recommends lighting up the area of the premises to be monitored with remote IR floodlights in poor light conditions, and supplies a new range of powerful, discreet and semi-discreet illuminators as well as a white light LED option for this purpose. IP tube and compact cameras from the new range come with integrated high performance LEDs and this completes the camera portfolio.

Variable Housing Design for Different Installation Locations

Nine new camera models in five designs are available: Indoor and outdoor dome, compact, tube and box cameras. Here the manufacturer has also kept to their promise to be better than the competition in every important detail. This is evident, for example, in a dome with an underlying square-shaped design which can be integrated perfectly in any environment and, if needed, can be fitted inconspicuously in a corner. In addition to this, integrated mounts and concealed cable routing are part of the design, which has been kept strictly functional, which itself is a feature of the entire new IP range.

Set-up Via Web Browser

The installed Tamron motor zoom lens makes it possible to determine or change all parameters including image sharpness – this can be done conveniently via the network. The user interface of the IP camera is already optimized for mobile devices.

Fully Integrated In Well-known VMS Solutions

The customer can choose the video management software they wish to use to operate the Abus IP camera. In addition to the newly developed Abus "Eyseo" video surveillance software for up to 128 cameras, the new Abus camera family will be fully integrated within Milestone. The integration of cameras within additional well-known VMS solutions is on the road map. ONVIF compatibility is, of course, provided.

Customer Service Overview

Abus provides the entire development and manufacturing process, including pre and after-sales services, from a single source and guarantees the highest levels of product and system stability. Installer confidence in Abus pays off: Over the past year new sites now using Abus IP video surveillance include the luxury hotel, The Ritz-Carlton, Berlin located on the Potsdamer Platz and the alarm receiving center in Gardelegen, Germany – a Dussmann Services high security area. The Abus nationwide technical field service play a significant role here in project success, providing support with project management or on-site set-up.

▶ CONTACT

Abus Security-Center GmbH & Co. KG,
Affing, Germany
Tel.: +49 820 795 990 0
info.de@abus-sc.com · www.abus.com

GIT BUSINESSPARTNER The Purchasing Section for direct contact
GIT BUSINESSPARTNER The Purchasing Section for direct contact

Security Management

NSC Sicherheitstechnik GmbH
Lange Wand 3 · D-33719 Bielefeld
Tel. +49(0)521/13629-0 · Fax +49(0)521/13629-29
info@nsc-sicherheit.de · www.nsc-sicherheit.de
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ABUS Security-Center is a manufacturer of innovative alarm systems, video surveillance systems, door intercom systems and detectors. As a member of the ABUS Group, the company is specialised both in industry-specific security requirements as well as the demands which private users have.

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Tel.: +49 (0) 6201 606-0
Fax: +49 (0) 6201 606-791
info@gitverlag.com · www.gitverlag.com

Managing Directors
- Jon Walmsley
- Prof. Dr. Peter Gregory

Publishing Directors
- Dr. Heiko Baumgartner
  Tel.: +49 (0) 6201/606-703
  heiko.baumgartner@wiley.com
- Steffen Ebert
  Tel.: +49 (0) 6201/606-709
  steffen.ebert@wiley.com

Sales Managers
- Regina Berg-Jauernig
  Tel.: +49 (0) 6201/606-704
  regina.berg-jauernig@wiley.com
- Dr. Katina Leondaris
  Tel.: +49 (0) 6201/606-734
  katina.leondaris@wiley.com
- Dr. Michael Leising
  Tel.: +49 (0) 36 03/89 31 12
- Manfred Höring
  Tel.: +49 (0)61 59/50 55

Editorial
- Matthias Erler
  Tel: +49 (0) 6723/9 94 99 82
  matthias.erler@wiley.com

Editorial Assistant
- Sophie Platzer
  Tel.: +49 (0) 6201/606-761
  sophie.platzer@wiley.com

Production
- Christiane Potthast
- Andi Kettenbach (Layout)
- Elli Palzer (Lithography)
- Claudia Vogel (Sales Administrator)

European Representatives
- Dave Harvett, Direct Media
  Tel.: +44 (0) 121 705 2120
  daveharvett@btconnect.com
- Oliver Haines, Impressive Marketing
  Tel.: +44 (0) 1743 369611
  impressive.marketing@virgin.net

Bank Account
Commerzbank AG Mannheim, Germany
Account No.: 07 511 188 00
Routing No.: 670 800 50
BIC: DRESDEFF670
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