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The Sky Is the Limit

A new acquisition is shaking up the market for video surveillance.

At the end of last year most of us were really surprised when Canon acquired Milestone Systems. The acquisition looks like a clever move by Canon to broaden its offering and to step from hardware to software business. Only some weeks later everybody can see that Canon takes its growth plans very serious and tries to acquire Axis. Already in 2013 Canon's CEO pointed out that he sees the future in security cameras and "limitless possibilities for growth". We will see in the future if really the sky is the limit in this market. Competition is growing, particularly since some of the Asian brands strengthen their business outside their home markets, invest in marketing and acquire new people.

For the near future the question is what happens to Axis, the company and the brand? At the moment the plan is that Axis's current management team will remain in place and its headquarters, development centers, and sales offices will remain in their current locations. According to Canon, the strong Axis brand name will be maintained and applied in all relevant markets and Axis will continue to be a separate legal entity within the Canon Group. The Canon comments about the future of Axis were confirmed by an exclusive statement of Axis Co-Founder Martin Gren for GIT SECURITY. He commented that, Canon has a good plan, does not want to make changes in the subsidiaries and does not want to integrate Axis into Canon.

Still the market for video surveillance is a very fragmented market with a lot of market niches and the Axis acquisition will probably not be the last one in 2015. Stay tuned what happens next in this market.

We will keep you updated.

Enjoy reading this issue!

Heiko Baumgartner
For GIT's Safety and Security team



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Frank Gegenbauer, Master Electrician



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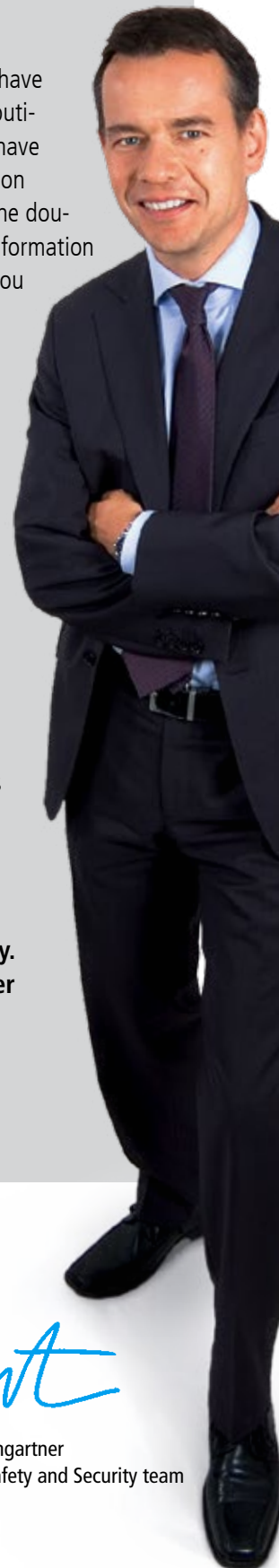
A PERSONAL NOTE

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

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

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

www.git-security.com/user/register



Heiko Baumgartner
For GIT's Safety and Security team

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Sicurezza Announces the New Date of the Next Show

Being a tool for industrial policy at the service of the market and a driver of development are the primary roles of a B2B trade fair. That is why, given the high number of requests received from exhibitors and authoritative sector representatives, Sicurezza, the biennial international exhibition of security and fire prevention, is pleased to announce that the next edition of the fair will be from 3 to 5 November 2015. After the important results achieved in 2014 (29,000 m² of exhibition space, 512 exhibitors, 20,301 visitors), Sicurezza has come up with a strategy to move the exhibition into odd calendar years. As a result, Sicurezza will be the only autumn event to feature in the international scenario in the years in which it takes place, providing an innovative opportunity for business. Following numerous exhibitors' requests, November has been maintained as the month of the fair precisely because it is a particularly favorable one for this sector. So Sicurezza 2015 will not only have a new calendar, but a renewed concept which will have integration as its underlying theme. As well as security, which remains its core business, synergic sectors will be joining the event, opening up a window on the world of the 'Internet of Things' in which the 'things' become smart and can communicate with one another, and everything – from infrastructures to the industrial sphere, even individuals – can link up in a single network. A sphere in which security technologies are increasingly one of the most crucial factors through which to achieve progress. The 2015 Sicurezza exhibition will have a much more extensive area focusing on domotics and intelligent buildings and will pay greater attention to cyber security. Furthermore, there will be a dedicated area on road safety which will include urban lighting solutions, special vehicles and GPS systems. Not only that, but there will be a broad focus on fire-prevention products and services, both from the point of view of fire-detection and fire-fighting systems. Given the increasing level of convergence of the various sectors, safety will also feature highly at the show, encouraging the development of interesting synergies with FISP (the International Fair of Safety and Protection), the event organized by Fiera Milano that takes place in Brazil. So make a note in your planners that the dates of Sicurezza 2015 are from 3 to 5 November 2015.

www.fieramilano.it

Salto and Maxxess Establish Strategic Partnership

The collaboration brings together Salto's Virtual Network (SVN) with Maxxess' universal security management software, called eFusion, to deliver a powerful integrated platform for managing both online and offline access points. The integration combines flexible and efficient wireless SVN access control with the software's command and control capability. When an access incident occurs, this presents operators with accurate details from SVN, along with visual verification through its integrated surveillance capability. Displayed policies and procedures provide the information necessary for security teams to initiate a fast and appropriate response. The result is reduced operator interaction together with automated reporting, which improves productivity, fills security gaps, enforces compliance with standard operating procedures and acts as a force multiplier for multi-site operations.

www.saltosystems.com

Norbain Acquires IT Infrastructure Distributor

Norbain is delighted to announce that it has acquired CMS Plc, a distributor of IT Infrastructure, Network and Safety Solutions. Established for over 20 years, CMS will continue to operate as a standalone business. All sales enquiries will be handled directly at the CMS head office in Farnborough, Hampshire. Anne-Marie Salisbury, Marketing Director of CMS, comments: „Our portfolio is a great accompaniment to Norbain's extensive range of security products and services, and we now look forward to further developing and growing the CMS business.“

www.cmsplc.com

Bosch Delivers Networked Evacuation Solution for New Exhibition Center

A comprehensive public address system for Expoforum, the new convention and exhibition center in Saint Petersburg, has been delivered by Bosch Security Systems. The Expoforum venue in its current first stage opened in 2014 and comprises three exhibition pavilions with 40,000 m² exhibition space, a conference center, two hotels, a business center, a customs facility and parking. The operators required a multi-zone public address system to cover all public areas for public announcements and background music in normal operation while doubling as a voice evacuation system in case of emergencies, and integrated into the complex overall security system. Bosch designed a fully digital Praesideo solution with eight controllers, some 90 amplifiers and more than 2,500 EN54-24 certified loudspeakers, networked via TCP/IP for transmission of both audio and control data. The system is protected against unauthorized connection of external devices, making it highly tamper-resistant.

www.boschsecurity.com

Join In The Discussion With Assa Abloy

The Assa Abloy Future Lab is being re-launched. It aims to educate, inspire and create discussions about technology, design, innovation and sustainability. Future Lab is the company's open innovation initiative, designed to build relationships by presenting an arena for interaction between members and the manufacturer's own employees. Although first launched ten years ago, the objective stays the same: to study the trends that influence security in order to predict the future of the industry. Most of the content is available in English, German, French, Spanish and Swedish.

www.assaabloy.com

Xtralis and City of London Police Put Additional Eyes on the Street

Xtralis have announced that they are working in cooperation with the City of London Police in exploring technology solutions that will allow live transmission of video and audio from central monitoring locations of police vehicles and officer-worn vests so that tactical decisions can be made more quickly and efficiently to respond to threats around London. Traditionally, police officers have used radios to verbally relay situational intelligence. With the new Xtralis technology available, live video feeds at vehicle and officer levels provide real-time situational awareness. Police central stations can view live video and audio at the incident scene to better assess situations and more efficiently deploy appropriate assistance. „The company approached the City of London Police to understand how we operate and how they could help our mission. They were quick to demonstrate a promising solution that could provide us with live video and audio feeds from vehicles and officer-worn vests direct to our central monitoring stations,“ commented Adrian Leppard, Commissioner of the City of London Police. „Having more eyes on developing situations allows for better decisions and quicker and more efficient response, so we're happy to explore and work with the manufacturer to perfect these solutions for the City of London,“ added Commissioner Leppard. „Technology can be the officer's best friend,“ said City of London Police Commissioner. „The police officers, and the public they serve, benefit when there are many eyes on a potential situation or actual crime. These live monitoring solutions can help to assist officers in a remote location at an incident scene and to provide appropriate assistance as needed. We're happy to explore further with the company to advance these solutions, as they will put more eyes on the street,“ commented the Commissioner. „We're honored that the City of London is working with Xtralis to partner on exploring the advanced technology solutions for live monitoring of police response and protection,“ commented Samir Samhouri, CEO and Chairman. „The Dubai Police and Spanish National Police have already adopted our live streaming video technology, and we are proud of that. But London is a city of global significance. We have a real opportunity here to partner with the best to deliver the best in safety and security,“ added Mr. Samhouri.

www.xtralis.com

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And G&D delivers
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Creating Confidence.

Hikvision Secures Valuable Jewelry for Saudi Arabian Retailer

Hikvision has installed an IP surveillance solution at Saudi Arabia's premier jewelry store that balances high technology with the aesthetics of a prestige building. During the implementation process at the Al Fitaihi Holding Group's store in Jeddah, Okaz International oversaw the installation of 75 3-megapixel indoor dome cameras linked to six 32 channel DS-9632NI-RT NVR's in a central control room. While ensuring that the security system minimized the risk of theft, it was also imperative that the CCTV cameras were as unobtrusive as possible, complemented the existing prestige décor and could be installed with as little disruption as possible.



www.hikvision.com

Samsung Video Surveillance Solution for Russian Post Logistics Center

Russian Post has invested in a Samsung Techwin video surveillance solution for its logistics center at Vnukovo International Airport, Moscow. The 65,000 m² logistics center is one of a number of major investments which Russian Post has recently made in its infrastructure with the capacity to handle up to 400,000 items per day. Moscow-based IT and engineering infrastructure specialists, BCC Company, were awarded the contract to design, supply and install a video surveillance system. The specification was for cameras to be deployed able to capture identification grade images as was the ability to record high quality images of any suspicious activity so that they could be used, if necessary, as evidence. Phase one of the project has seen a total of 60 cameras installed, 45 of which are SCD-2080P varifocal true Day/Night dome cameras with IR cut filters, and six are SCD-2080Rs, which share the same feature set but are also equipped with built-in IR LEDs. Nine 'all-in-one' SCO-2080RH bullet cameras have also been installed, designed to withstand temperatures as low as -50°C or as high as +50°C. Built-in IR LEDs allow these to deliver high quality images of objects up to 50 meters, even in total darkness, and a twin glass front negates the problem suffered by many bullet cameras of light from the IR LEDs reflecting back into the lens as a result of dirt or water settling on the glass front. The images captured can be viewed live on one of eight Samsung Techwin SMT-2231 high resolution monitors and simultaneously recorded on one of four SRD-1673D DVRs, each with 1TB storage. Phase 2 of the project will involve the installation of 28 additional cameras to ensure there are no blind spots within the Logistics Center or surrounding areas.

www.samsungsecurity.co.uk

Raytec Vario Empowers 360° Mobile Video Analytics

Vario LED illuminators from Raytec have been selected as part of a bespoke, mobile and solar-powered video surveillance system, deployed across multiple locations in Germany. Local security integrator G&G Sicherheitstechnik had received significant demand for a mobile surveillance solution to provide the detection and identification of subjects at night, from locations which did not have mains power such as highway and bridge construction sites, event security, outdoor and open space monitoring. Good quality lighting was seen as a crucial component, not only so that the cameras could see at night, but also so that the video analytics for the alarm triggers could work to the best of its ability. Each system includes 3 panels of the company's i4 120° low voltage infra-red illuminators integrated onto a mobile pole structure along with 3 dome cameras, a PTZ camera, and a photo-voltaic panel to power the whole system - completely independent from power grid.

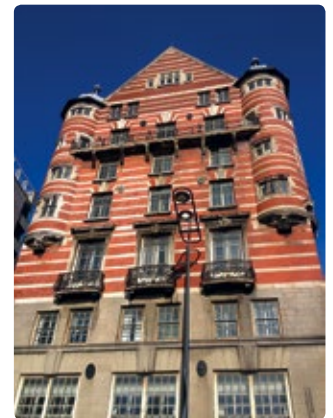
www.rayteccctv.com

International Headquarters Established in Germany For Siemens Security Products

Siemens' Security Products (SP) complements the existing Vanderbilt business portfolio as a supplier with widely recognized brands and long-term relationships with pre-eminent customers. Vanderbilt, a global deliverer of safety and security technology, has announced that it has established its international headquarters in Wiesbaden, Germany. The plan was originally communicated last October when the company announced it signed a Purchase Agreement to acquire Siemens' Security Products, part of the Siemens Building Technologies business. The acquisition, scheduled to complete by the end of the first quarter of 2015, not only expands Vanderbilt's product offering and geographic market coverage, but the addition of SP represents significant value potential with its established installed base of customers and loyal resellers. The new international headquarters, housed in a modern 3,466 sq. ft. office building, will provide its sales offices in 17 European countries with corporate support functions formerly provided by Siemens corporate entities in those countries. The facility accommodates executive management, group finance and controlling and support staff. www.vanderbiltindustries.com

'Titanic' Hotel Protected by C-Tec Touchscreen-Controlled Fire Panel

At 30 James Street, Liverpool's magnificent new Titanic-themed hotel is being protected by one of C-Tec's ZFP touch-screen controlled addressable fire alarm panels. With 64 cabin-style bedrooms, a spa pool, wedding suite and Champagne Bar/Restaurant all inspired by the legendary tale of the doomed ship, the luxurious hotel has been cleverly designed to recreate the magic of the block-busting film. Providing the iconic Grade II listed building with complete protection is a ZFP fire panel, programmed and commissioned by SPL Fire Safety, the Cheshire-based consultancy that oversaw the project. The unit's brightly lit touchscreen interface displays all system information and, in the event of fire, will indicate its exact location. One of C-Tec's SigTEL disabled refuge systems has also been installed. In an emergency, the system will provide two-way communication between disabled people waiting in the hotel's refuge areas and rescue teams. www.c-tec.co.uk



New President and CEO for Gunnebo

The Board of Directors of Gunnebo AB has appointed Henrik Lange as the new President and CEO of the Gunnebo Security Group. He will take up the position no later than July 2015 and succeeds Per Borgvall who has taken the decision to leave the post. Henrik is currently Executive Vice President and CFO for AB SKF and has held several other positions within SKF prior to this, most recently President Industrial Market, Strategic Industries. Martin Svalstedt, Chairman of the Board at Gunnebo, said: „I am extremely happy to be welcoming Henrik Lange to Gunnebo. His impressive list of achievements, international experience and skill as a business leader make him well suited to the role of leading Gunnebo and strengthening the Group's market position and profitability.“ Martin Svalstedt continues: „I would like to extend my gratitude to Per Borgvall for what he has achieved at Gunnebo during the six years he has been President and CEO. During his time in charge, Gunnebo has developed on a global scale with strengthened market positions, a business-oriented culture and a very strong financial position.“ www.gunnebo.com

Asis Europe 2015 to Address Snowden Revelations

Asis International has announced that Axel Petri, Senior Vice President, Group Security Governance at Deutsche Telekom, will give a keynote presentation during the closing plenary on 30 March at the Asis 14th European Security Conference and Exhibition. Asis Europe 2015 will take place in Frankfurt, Germany, on 29–31 March 2015 at the Messe Frankfurt. As a keynote speaker, Mr. Petri will discuss the Snowden revelations that caused an earthquake in the digital industry in the summer of 2013 as well as the ever-growing crime rate in the digital world. His speech will explore their impact on the telecommunication service industry and the need for indispensable trust of the users. On a day-to-day basis for Deutsche Telekom he is responsible for assuring the group-wide, holistic security approach. This includes strategy, regulations and control in all security domains as well as steering the cooperation of all security departments across the group. He is also in charge of information protection and economic security as well as investigations and prevention. As security commissioner he is responsible for the fulfillment of the legal obligations in the field of public safety including strategy and steering of lawful interception and data provision in Germany. The Asis 14th European Security Conference & Exhibition will cover a wide range of security issues in 33 high-level educational sessions divided over 3 parallel tracks.

www.asisonline.org

ONVIF Profile Q Draft

ONVIF, the global standardization initiative for IP-based physical security products, has announced the Release Candidate for Profile Q, the specification that provides quick and easy interoperability in addition to advanced security features. This new Profile is now available for review on the ONVIF website. It gives end users and systems integrators the tools that they need to connect systems and devices as seamlessly as possible. Offering out-of-the-box functionality using the ONVIF specification, Profile Q caters to the security-specific needs of an easy set-up mechanism and basic device-level configuration. It works across brands and profiles with quick configuration and installation, providing innate discoverability with strong device monitoring and event management capabilities. The Profile also supports Transport Layer Security (TLS), a protocol designed to provide secure communication between devices and clients, with an authentication process involving the exchange of certificates and keys over a network. The 'release candidate' process is intended to allow members to more quickly introduce conformant products when the final version of Profile Q is released in mid 2015.

www.onvif.org

Dallmeier's Panomera Watches Over Trains

Trains of the South African public transport operator PRASA are serviced for their next deployment at the marshaling yards in Braamfontein and Wolmerton. Acts of vandalism and theft are frequent. In the past, these problems could not be solved



with conventional video technology as the areas to be monitored are huge. The solution lay in the Panomera multifocal sensor technology by Dallmeier that uses several lenses with different focal distances and makes it possible to monitor a huge surface from only one installation point. Four Panomera systems, each supplying a 90° angle of vision, were cascaded to enable a panoramic view of 360°. In Braamfontein, they monitor a gigantic area of 400,000 m² and in Wolmerton over 354,000 m², in each case from only one installation point. High-resolution and court-admissible video material is available with which offenders can now be identified.

www.dallmeier.com

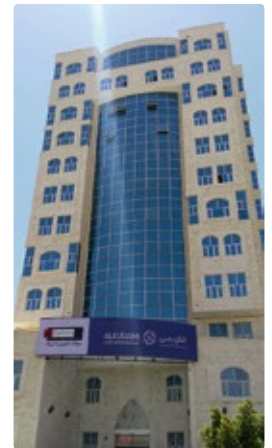
Large Order for Security Scanners

L-3 Security and Detection Systems has announced that it has received orders from the Procurement Agency of the German Ministry of the Interior (MOI) for a combination of more than 100 Provision ATD and Provision 2 security scanners for primary screening at airports across Germany. „We're very pleased that the MOI has adopted our platform as part of its strategy of enhancing both checkpoint security and the experience of airline passengers," said Tom Ripp, President. „Our product is built on a flexible software platform that meets both ECAC CEP Standard 1 and Standard 2 requirements, allowing European airports to choose the configuration that best fits their security and operational needs." The image-free system ensures passenger privacy with software that automatically detects both metallic and non-metallic threats. The high-throughput device uses safe millimeter wave (MMW) technology and requires a simple single pose during a 1.5-second scan.

www.L-3com.com

Islamic Microfinance Bank Security System Upgraded By Dahua

The Alkuraimi Islamic Microfinance Bank is the biggest and most prevalent bank in the Republic of Yemen and plays a very active role in reinforcing the country's economic status in savings, financing money transfers and currency exchange in compliance with the Islamic rules. The previous video surveillance system was analog, which can no longer meet today's monitoring requirements. The Bank required a high degree of detail, such as currencies, people's faces, and staff operation to be easily recognized by the new system. The solution supplied by Dahua includes cameras, storage devices and control management software offered by the manufacturer's local distributor. More than 97 branches scattered around the country are now equipped with thousands of cameras in various shapes and resolutions and hundreds of 16-channel NVRs. As for outdoor surveillance, five large bank branches are equipped with PTZ1182A-N 2-megapixel full-HD IP positioning camera systems. These have a powerful optical zoom up to 20x and support 200 meters IR distance, acting like a second defense to protect the perimeter. The whole system runs on Dahua Smart DSS (CMS software) to have central control and management.



www.dahuasecurity.com

Identoi selects Idesco for Pyhäsalmi Mine

Pyhäsalmi Mine, Europe's deepest underground mine, has deployed a combined access control and rescue control system designed specifically for mining environments. This one-of-a-kind system, designed by Identoi Oy, was developed in extensive co-operation with the mine's management. Identoi has chosen Idesco 7 CE readers that, together with worker transponders, now ensure this access control data is thoroughly reliable and, in the event of an accident, could become potentially life-saving. With access points also covering entrances to the mine's emergency shelters, it will be simple to determine which miners have reached them. This saves invaluable time and resources by searching only for those who haven't yet reached a shelter. Accurate access control data can confirm that all miners have safely exited before blasting takes place. The identities of all underground personnel are displayed in real-time on monitors at each mine entrance and exit. The system also easily accommodates non-employee visitors who are issued with IDs. „This system saves us important seconds in emergency situations, but I really hope we never need to use it in a real situation", says Pyhäsalmi Mine Oy's Managing Director Kimmo Luukkonen.

www.idesco.fi

You don't need one lens for everything



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Fujinon. To see more is to know more.

Xtralis Sees Largest Fire Detector Market Share Growth For 8th Year

The manufacturer of very early warning aspirating smoke detectors, Xtralis, continues to grow market share according to the latest IHS Technology report entitled 'The World Market for Fire Detection and Suppression Products – 2014 Edition.' The measure of fire detector manufacturers shows that Xtralis rose from number 7 in 2006 to number 4 in 2013 with a 6.3% global market share, up from 5% in 2006. This is a significant lead in the aspirating smoke detection (ASD) category of fire detectors, with an estimated 61.3% market share, up over 15% from 2006 levels. That share does not include China, where the company believes its market share exceeds 80% from sales of its VESDA, ICAM, and FMST ASD products. According to the IHS report, the ASD market will see a 2013-2018 compound annual growth rate (CAGR) of 8.7%, the highest among all fire detector types. The company offers ECO, a gas detection module for VESDA & ICAM detectors, enabling multi-sensor capabilities, and OSID, a dual-wavelength beam detector designed for large open areas. IHS expects the worldwide multi-sensor and beam detector markets to see 7.0% and 6.5% CAGR over the same period, positioning the manufacturer of ECO and OSID products well for rapid growth. The full report is available for purchase from the IHS website at technology.ihs.com.

www.xtralis.com

Winsted Moves to New Office

Control room furniture manufacturer Winsted has announced a move to new premises in Bromsgrove, Worcestershire, near to the M42 motorway, rail and air transportation hubs. An increase in export sales with high profile project wins has led the company to expand the size of its UK operations. The new facility will give the organization almost double the amount of space, which will not only facilitate more stock holding of standard product lines, but also allow for a controlled growth program. Since its inception in 1984 the company has been located in Droitwich, a small Spa town north of Worcester. Over the last 4 years the company has seen tremendous growth in sales across Europe and the Middle East. In 2013 the company was awarded the Queen's Award for Enterprise in International Trade for the second consecutive year, the highest accolade for any UK business.



www.winsted.co.uk

Morpho Signs Major UAE Multi-biometric e-Border Contract

Morpho (Safran), through eMASS, has been awarded the e-Border management project by the Ministry of Interior of the United Arab Emirates. This covers the implementation of a fully integrated multi-biometric border control system, including 96 e-Gates and 94 e-Counters in five major airports across the UAE. Abu Dhabi airport will be the first in spring 2015. The project combines the very latest in biometric technologies, automation and system integration. The system employs the company's Finger on-the-Fly technology, which is a very rapid, touch-less way of capturing fingerprints via a simple wave of the hand in only one second. This offers major advances in both speed and accuracy while mitigating hygiene concerns. The e-Border project is also using iris and face recognition for border control, featuring a Iris-at-a-Distance (IAD) cameras with a fast operational capture time of less than 1 second for simultaneous capture of iris and face. The company is also supplying e-Gates to provide a high level of security while facilitating the traveler experience in airport border control.

www.morpho.com

ONVIF Launches Campaign to Ensure Product Conformance

ONVIF, the global standardization initiative for IP-based physical security products, has announced that it is launching a proactive education and enforcement campaign designed to ensure that all claims of ONVIF conformance by manufacturers of IP-based physical security products are valid. The initiative aims to further protect the ONVIF brand and more preemptively monitor ONVIF's copyrights, trademarks and logos. The campaign will also help further educate the manufacturing community about the specific requirements of compliance and their ability to advertise individual products as ONVIF conformant. There are currently more than 3,300 individual conformant products listed on the website. „We take the protection of this brand very seriously,“ said Per Björkdahl, Chairman, ONVIF Steering Committee. „Our objective with this enforcement campaign is to reinforce to the market that the ONVIF name continues to represent interoperability to the market.“ To augment these efforts, earlier this year ONVIF introduced Observer membership to provide access to the ONVIF test tool, which is used to test the validity of product conformance. This membership level allows consultants, systems integrators and media organizations to individually validate the conformance of a specific product to a particular ONVIF Profile. Stuart Rawling, Vice Chairman, said „We encourage anyone who suspects a product of falsely claiming conformance to contact us.“

www.onvif.org



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Patol Relocates to Accommodate Growth

Fire safety equipment and systems specialist Patol has taken a significant step in expanding its market offering with the relocation of the business to larger premises. The company manufacture and supply specialist fire detection products and services for



industrial applications, specializing in linear heat detection cable (LHDC) and conveyor infra-red heat and flame sensors. Its expertise ranges from discrete military vehicle monitoring through to multi-discipline systems covering all aspects of fire protection, process control and security. It has moved just a short distance from its previous location in Berkshire but has more than doubled the size of its manufacturing facility. Kelvin Miller, Sales Director, said, „We had outgrown our existing premises and had been looking for some time at a suitable site. The move provides the extra capacity that we require while also allowing us to retain our experienced personnel and continue to use the local suppliers with whom we have established very good working relationships.“ The much larger manufacturing facility includes a purpose-built ‚fire room‘ for testing the company's linear heat detecting products and extensive warehousing to accommodate stock as well as larger administrative offices. As part of Patol's growth, the company has appointed Kim Williams as Regional Sales Manager for the Middle East. Kim brings more than 13 years experience within the fire industry and has worked extensively in international sales, particularly in the Middle East.

www.patol.co.uk

Euralarm proposes EU Directive for Tourism Accommodation

In 2013, over 560 million international travelers arrived in Europe. This makes Europe the number one tourism destination in the world. All these consumers expect to have the highest level of safety regardless of their choice of accommodation or destination within the EU. However, this cannot be guaranteed at the moment because no specific horizontal legislation exists at EU level and no standard approach with regard to safety of tourism accommodation services is in place at national level. Euralarm believes that the European tourism sector needs to adopt world-class safety standards which have to be enforced and regulated at European level.

Dominique Taudin, Euralarm Vice-President and Chairman Fire Section: „Currently, national fire safety measures are inconsistent across Europe and lack harmonization. For instance, some countries require installation of fire detectors inside bedrooms and corridors while others only require fire detectors in hotel corridors. The frequency of fire inspections carried out by local fire authorities also vary from one country to another and even among cities in the same country.“ Euralarm believes that decisive actions at European level are necessary to ensure that safety in tourism accommodations is regulated more consistently, more effectively and properly enforced.

Current market surveillance is insufficient. This is proven by the high number of fires in tourism accommodations due to breaches in fire protection. The speed and amount of damage in a fire condition have increased, which can be related to modern materials used for furniture. In addition, safe exit times are also lower than 20 years ago, because fire spreads faster. Taudin continues: „To improve fire safety, Euralarm believes that a European Commission Directive should require Member States to implement national legislation on fire safety and security in hotels fulfilling minimum requirements established at EU level.“

Emphasis for this directive should be on the following three topics:

- fire protection product/system compliance to EN-standards demonstrated by third-party with EU wide approval.
- qualified companies required for planning/design, installation, commissioning and maintenance complying with relevant European standards.
- mandatory site inspections by independent third-parties with a fixed periodicity, depending on the type and size of facilities.

Not only the safety measures are inconsistent across Member states, but also the definitions of accommodation type, room height, size and so on differ. This makes the synchronization of standards extremely difficult and hard to implement. Taudin states: „Euralarm believes the definitions should be harmonized across the EU for safety regulation purpose. At the moment, visitor flats and bungalows, cottages, cabins without housekeeping services and Bed and Breakfasts fall under private housing. They should be categorized under „tourism accommodation“ and have tailored fire safety requirements. This renewed categorization improves and ensures safety for all accommodation types.“

Besides fire safety, Euralarm strongly supports EU-wide regulations addressing CO-related risks. Taudin: „Unlike fire, Carbon Monoxide is a deadly poi-

son at very low concentrations. Since it is invisible and odorless it cannot be detected by guests. There have been tragic incidents of CO leakage, especially in vacation rented facilities with fossil fuel appliances that could be avoided with a minimum level detection. The use in residential living spaces has proven to save a considerable number of lives.“

Additional to the basic safety regulations, specific attention is required for elderly, children and the physically impaired. It is expected that in 2020 20% of the population will be aged over 65. This population group has high purchasing power and leisure time and therefore represents a significant market potential. „Some EU Member States have already addressed accessibility requirements in their national regulations. Closer cooperation between Member States will help to share best practices,“ according to Taudin. Intelligent evacuation systems using both visual and voice alarm could save lives of the most vulnerable people. The 30 million EU citizens who are visually impaired or even blind won't be able to evacuate themselves when there are only visual alarms installed. There are even more adults between the age of 18 to 80 with a hearing loss greater than 25 dB, namely 70 million people across the EU Member States. They require specific visual alarms to keep them from being harmed.

To assess the current level of safety of tourism accommodations across Europe, sufficient and harmonized measurement tools and statistics are required. This factual information is lacking and in the countries where data exists, the sources are not harmonized and cannot be aggregated. Taudin states: „Euralarm supports the establishment of European harmonized fire statistics.

Accurate fire data and reporting by national authorities are essential to understand the current level of fire risk in tourism accommodations.“ There is a need to standardize statistical methods. He continues: „One possible approach would be to collect the data from the fire and rescue services, if an EU central data collection was implemented.“ Transparency is needed to get reliable data to implement future measurements and instruments. EU and international travelers can legitimately expect such transparency.

Euralarm supports the introduction of EU-wide standards where relevant and is ready to provide expertise and resources to ad-hoc CEN and CENELEC Technical Committees. Taudin: „We believe that the development of European standards and guidance document by the European Standards Bodies is the only realistic route to achieve a consensus on safety measures to be implemented in all European tourism accommodation facilities.“ The scale effect of a European approach instead of a national approach could moreover minimize the costs for the European tourism industry. Euralarm believes that the issue of enforcement cannot be treated separately from the regulation of standards. „We call for more binding EU-wide regulations requiring adequate enforcement measures and market surveillance processes to be implemented by Member States,“ says Taudin. Euralarm's position is clearly in favor of an EU-wide binding instrument. Not adopting strong measures would constitute a missed opportunity to put an end to what in many cases are preventable deaths and injuries.

www.euralarm.org



EVENT

At the Forefront of IP

At Intersec in Dubai Vivotek was exhibiting several industry first and world first products including the world's smallest fisheye camera, the world's first L2 PoE switch with IP surveillance management capability, the Industry first IP cam with PoE extender embedded and the 12 megapixel fisheye camera.



Gabriel Yang, Regional Sales Manager at Vivotek

In the center of the presentation at Intersec in Dubai was the launch of the AW-GEV-264A series, the world's first L2 PoE Gigabit switches with IP surveillance management functions. The AW-GEV-264A series is a 24-port managed L2 PoE Gigabit

switch. In addition to comprehensive features of a L2 PoE Gigabit switch, the AW-GEV-264A is easy to manage, configure, and monitor Vivotek IP cameras, video servers, NVRs and central management software. The system was demonstrated live on-site.

Focus on the Middle East

Vivotek has a strong presence in Dubai to take care of the Middle East market. Gabriel Yang, Regional Sales Manager at Vivotek, who is now responsible for the ME market explained that the company is enforcing their relationship with system integrators in the region: "There is a lot of project business in this region and the basis for business is built on trust in your partners and the quality of the products. Together with our system integrators partner's we develop tailor-made solutions that are the basis for the big projects in the UAE but also other countries in the Middle East." His goal for the future is to strengthen the customer service in the region to offer a 24h response rate to the customers.

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CONTROL ROOMS

Boxing Clever

Slim Rear Projection Cubes Require Less Space

Shallow depth, wall-mountable, faster to install and easier to service: these are some of the features of the new slim rear projection cubes by Eyevis for usage in control rooms and TV studios that Eyevis presented for the first time at ISE in Amsterdam.

With a depth of only 422 mm, a 50" screen diagonal and Full HD resolution, the new Slim-Cubes are very space-saving. This now permits installation in areas that, due to space requirements, were not suitable for rear projection cubes before. There are only small bezels between adjacent displays

thanks to a discrete screen clamp design. The cubes can be easily placed on top of each other without an additional supporting structure.

They can also be mounted directly on a wall without a substructure as there is no need for space behind for ventilation, service-access or a support structure. The easy-handling concept with front-support simultaneously enables quick and easy installation and increases the operational reliability thanks to reduced downtimes during maintenance. Eyevis presented the new Slim-Cubes for the first time at ISE in Amsterdam.

The shallow depth and the ability to be mounted directly on a wall means the cubes are slim enough to be installed in even the smallest control rooms and TV studios as all electrical, optical and electronic components, cable and air ducts as well as the cooling system are integrated completely into the unit. Easy installation is assured as the



The EC-50-LHD-ISE-SLIM rear projection cube with 50" diagonal screen

projection unit is fitted to the cube after mounting the housing on the wall and then adjusted with software. Damaged or serviceable projector units are simply removed from the cubes and replaced by an exchange unit.

CONTACT

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Canon Announces Offer to Acquire Axis

Canon said it plans to buy security camera producer Axis AB for about 23.6 billion Swedish crowns (USD 2.83 billion) to further expand into the surveillance products market after the acquisition of Milestone Systems last year. Canon said it was launching a tender offer to buy all of Axis shares for 340 crowns per share, a premium of nearly 50 percent to their closing price of 226.90 on Monday, February 9th.




Canon announced that the offer is friendly in nature and the Board of Directors of Axis has decided to recommend Axis's shareholders to accept it. The three largest shareholders in Axis, including the founders, who hold in aggregate approximately 39.5% of the total number of shares and voting rights in Axis, have undertaken to accept the offer subject to certain conditions.

Acquisition Fits to Canon's Expansion Plan

Canon explained that according to the company's Excellent Global Corporation Plan, launched in 2011, Canon aims to maintain its highly profitable structure and join the ranks of the world's top 100 companies in terms of all key measures of business performance. As a key strategy toward

the achievement of this goal, Canon aims to develop new business through globalized diversification.

In recent years, the video surveillance system market has continued to realize rapid growth. Canon views its network surveillance camera business as a promising new business area and positions the business as a driving force for future

Security Products

more info at www.PRO-4-PRO.com/security

Hybrid Power Solutions

Wavesight is a provider of outdoor wireless network solutions for professional wireless CCTV surveillance and Ethernet bridging applications, employing a range of technologies that deliver transmission bandwidths up to 4 Gbps over distances as great as 60 km where there is clear line of sight. Such devices require power of course and the company recently showcased its Hybrid Power Solutions, which generate electricity using integrated wind and solar energy. The network-independent self-generated energy is also used to supply power for components such as CCTV, street lighting and Internet access. The self-sufficient multi-functional poles offer a wide range of application possibilities that can be adapted and configured as required to meet individual requirements.

www.wavesight.com

First Video Management Units Ready for Shipment

Just on time for the beginning of the year, the first G-Scope video management units have been built and are now waiting for shipment at the Geutebruck warehouse. Some of these are G-Scope/3500s which will be delivered to Qatar. Area manager Harun Oezerdem, responsible for the region, personally inspected the finished units and proudly remarked: „I am happy that the first G-Scope systems have been sold into a bank project in Qatar. Groundbreaking performance and a user-friendly GUI were key factors for securing the project. I am quite positive that G-Scope will be one of the most successful products of the year.”

www.geutebrueck.com

The Book About the Technology

The well-known Australian author, inventor and video surveillance technology expert Vlado Damjanovski has written a book about Panomera multifocal sensor technology. In his book „The Panomera Effect: A new camera technology by Dallmeier” Vlado Damjanovski discusses, among other topics, the concept of the multifocal sensor technology and its advantages for installation. The book also deals with aspects such as depth of field, picture quality, low light and dynamic range. „When I saw the Panomera concept for the first time it was of no surprise to me that such innovation came from Dallmeier. The underlying concept of the camera system appears simple, yet the way in which it is executed, how the hardware is put together and how the software works, is very critical for the results obtained.” And he adds: „I was absolutely delighted to accept the invitation by Dieter Dallmeier to produce this booklet about the Panomera. Having now written and published four large technical books about CCTV as well as producing CCTV technical magazines, I feel well versed in being able to comment about this new camera system. When innovations such as this come about, they bring a dynamism to an industry where engineering concepts succeed into engineering product reality. The Panomera will open up new horizons in the ever evolving CCTV industry.” The Panomera Effect book is available in English and German and can be ordered via the Dallmeier website.

www.dallmeier.com

growth within the Canon Group. After the acquisition Canon envisages the following synergies:

- 1. Strong technology synergies: The combination of Canon's excellent optical and imaging technologies and Axis's outstanding network image processing technology will enable both companies to offer innovative, sophisticated network video solutions. Furthermore, by making use of Canon's wide range of research and development capabilities and manufacturing technologies, Axis will be able to boost product competitiveness.
- 2. Strengthening the intellectual property portfolio: Canon and Axis each own intellectual property in different technology fields. Together, the combined intellectual property portfolio will be strengthened across a broad area of technologies, allowing leveraged product development which will contribute to an increased ability to introduce new and innovative products, solutions and services to the market.
- 3. Enhancing the distribution and service network: To date, Canon has created a global distribution and service network for its camera products and business equipment. Additionally, Axis has a well-established worldwide network of 75,000 business partners, including system integrators. With Axis joining the Canon Group, Canon will be able to add Axis's distribution and service channels for network system products.

Axis Management Will Remain in Place

The Canon press release states that in the view of Canon, Axis has continuously created innovative products and services from its founding in 1984 to today through its entrepreneurship and unique corporate culture. Following completion of the offer, the plan is that Axis's current management team will remain in place and its headquarters, development centers, and sales offices will remain in their current locations. The strong Axis brand name will be maintained and applied in all relevant markets. Furthermore, Axis will continue to be a separate legal entity within the Canon Group.

Statement of the Board of Directors of Axis

The Canon comments about the future of Axis were confirmed by an exclusive statement of Axis Co-Founder Martin Gren to GIT SECURITY. He commented that, Canon has a good plan, does not want to make changes in the subsidiaries and does not want to integrate Axis into Canon.

The Board of Directors of Axis has based on a financial short and mid-term perspective concluded to unanimously recommend that the shareholders of Axis accept the public offer made by Canon. The Board of Directors has given Canon permit to carry out a limited confirmatory due diligence investigation in connection with the preparation for the offer. Canon has in connection with such investigation not received any non-public price-sensitive information.

Each of the Company's three largest shareholders, which together hold approximately 39.5 per cent of shares and votes in the Company, have through separate agreements entered into in January 2015, undertaken to accept the offer and transfer their respective shares to Canon subject to certain conditions.

Recommendation to Accept the Offer

The Board of Directors notes that the offer implies a premium of approximately 49.8 per cent compared to the closing price of SEK 226.9 for the Axis share on Nasdaq Stockholm on 9 February 2015 and a premium of approximately 64.4 per cent and 70.6 per cent compared to the volume-weighted average price for the Axis share on Nasdaq Stockholm during the last 30 and 90 trading days, respectively, prior to announcement of the offer. Furthermore, the Board of Directors has obtained a valuation opinion (a so called fairness opinion) from Deloitte regarding the Offer which was delivered to the Board of Directors on 10 February 2015. Deloitte's opinion is that the offer is to be considered as fair from a financial perspective for the Company's shareholders.

In its assessment, the Board of Directors has, based on a financial short to mid-term perspective, concluded to unanimously recommend the shareholders to accept the offer.

CONTACT

www.canon.com · www.canon-europe.com
www.axis.com

more info at www.PRO-4-PRO.com/security

Security Products

The World of Servers

The G-Scope/6000 Easy Server in the Geutebruck's video management family is a fully functional server 'out of the box'. It is as easy to install and to use as a PC and chosen when the reliability of server technology is required, but the level of complexity and flexibility need to remain easily manageable. Its performance comes from a 64-bit G-Core video engine combined with integrated GPU acceleration that guarantees 3 times faster image processing, while the dual database architecture ensures rapid access to memory images and a high level of protection against tampering. Integrated video analysis provides activity detection for motion-triggered recording. Motion detection in indoor areas along with scene validation for monitoring the cameras are standard features. Options such as powerful video analysis for outdoor security applications and automatic number plate identification for access control expand the features to meet any wishes. Reliability and redundancy are an integral part of the product: a redundant power supply, SSD for the operating system and an integrated RAID system provide a level of availability equivalent to that of an IT server. With its high level of expandability, the system can fulfill demanding tasks with just a single device: 8 hard disk slots provide storage capacity for up to 42TByte in RAID5; up to 64 IP and 16 analog camera inputs make it possible to secure larger sites. The server can of course be integrated into any network, to secure even larger areas or distributed sites, for instance.

www.geutebrueck.com

Large-Scale Video Management Server

The Expert Server in the Geutebrueck G-Scope/8000 family provides a maximum level of redundancy with practically unlimited flexibility and scalability. This makes it an ideal component for demanding individual video security solutions, from high-security prisons to casinos. With a 64-bit G-Core video engine, the device is equipped to provide high performance. The integrated GPU acceleration guarantees 3 times faster image processing, while the dual database architecture ensures rapid access to memory images and a high level of protection against tampering. Integrated video analysis is also included: activity detection for motion-triggered recording or also for motion detection in indoor areas along with scene validation for monitoring the cameras are standard features. Options such as video analysis for outdoor applications or automatic number plate identification for access control expand the features to fulfill the needs of a given application. As a typical server solution, the G-Scope/8000 differentiates itself from the rest of the product family in terms of system availability. It has redundant SSD operating system disks, power supplies and fans, as well as an integrated RAID system as standard equipment. Its design makes unlimited scalability and flexibility possible: 1-3 U each with 4, 8 or 16 hard disk slots, a connection option for additional external RAID5 and JBODs and an integrated server operating system are important technical features. Up to 128 IP camera connections make the system suitable for larger standalone installations, but it can also be easily integrated into a networked system.

www.geutebrueck.com



AIRPORT SECURITY

What Fits for Dubai, Fits Everywhere

The Safety and Security Management at Dubai International Airport

In 2014 Dubai International became the world's number 1 airport for international passengers according to Airports Council International. International passenger numbers added up to more than 70 million in 2014, up 6.1 per cent compared to 2013. The airport serves more than 130 airlines flying passengers and cargo to more than 260 destinations across six continents. Such a fast growing airport needs very efficient and flexible operation management. It is easy to imagine that the security operations are very sophisticated to keep the visitors, staff and assets protected round-the-clock. Bosch Security Systems had organized for GIT SECURITY to meet with Omar J. Bin Adai, Vice President of Engineering Services Unit at Dubai Airports, who is responsible for the security equipment and solutions installed at Dubai International.



Omar J. Bin Adai, VP of Engineering Services Unit at Dubai Airports



Dubai Airports Strategic Plan 2020:

Dubai Airports announced a USD 7.8 billion airport and airspace expansion program which will boost capacity at Dubai International from 70 million to 90 million passengers per year by 2018. It is designed to deliver aviation infrastructure which will support the continuation of the sector's impressive growth, facilitate Dubai's economic expansion and generate an estimated 29,5 per cent of total employment and 37,5 per cent of the emirate's GDP by 2020.

The SP2020 responds to a ten year traffic forecast for Dubai International (DXB) and Dubai World Central (DWC) that projects international passenger and cargo traffic will increase at an average annual growth rate of 7.2 per cent and 6.7 per cent respectively.

Quick Facts:

- The number of stands will be increased by 60 per cent – from 144 to 230
- Cargo growth from 2.2 million tons (2010) to 4.1 million tons by 2020
- The plan involves also the construction of additional terminal space and concourse areas comprising an extra 675,000 sqm of floor space – twice the footprint of London Heathrow Terminal 5.
- 30,000 sqm additional cargo processing capacity at DXB's cargo mega terminal.
- Airspace expansion plans will focus on optimising runway capacity and implementing efficient systems and processes.

GIT SECURITY: Who is involved when it comes to decisions which system is chosen for Dubai Airport?

Omar J. Bin Adai: Well, I would consider two scenarios in this case. There are cases in which Dubai Airports or entities within execute projects or implement systems. In such cases the technical decisions or selection is made by Engineering Services. When it comes to facility expansion projects, this is facilitated by Dubai Aviation Engineering Projects (DAEP). Here too, Engineering Services advises DAEP on end-user expectations, previous experiences, asset life cycle requirements affecting operation and maintenance, which influence design and decision making.

What are the criteria that are important for you when you chose a vendor?

Omar J. Bin Adai: Considering the importance of the business we do and the international clientele – our international passengers – we serve, we look for the vendors who understand the value of our business and align with us in delivering our goals. To deliver high quality solutions with a very proactive after sales support is one of the most important criteria to measure this. Today we have many vendors like Bosch, who meet these criteria and who we consider as our partners.

How does the cooperation look like between you, the system integrator and Bosch as the vendor?

Omar J. Bin Adai: Very often we find it more comfortable to work with the manufacturer than the supplier or integrator considering the volume and

importance. We strongly believe that the manufacturer has a bigger stake in delivering the befitting solution and gaining a satisfied client. This message was given to Bosch a couple of years ago and Bosch has acknowledged positively by improving their direct presence in airport projects. During a project we need a close cooperation of our staff with the system integrator and the manufacturer. We need strong leadership and commitment from all three parties involved.

How do you deal with challenges during such a project?

Omar J. Bin Adai: As a best practice we do not wait for challenges to arise to define solutions. In major projects we conduct risk analyses as part of ground work. Among the various options for mitigating risks, one of the most important is to identify a vendor who has a proven track record in delivering similar projects successfully many times in similar situations. Let me say without any ambiguity, if we spend the right level of effort in choosing our vendor and partner, rest assured they will contribute to a successful outcome. As an airport with a lot of traffic and with our management always looking for new ideas and better solutions, there is also a big advantage for the vendor. We are often working at the forefront of technological developments and develop new ideas, so if a vendor and its products and solutions succeed here in Dubai, they will have success everywhere in the world.

Can you give us an example?

Omar J. Bin Adai: A good example is our public address installation. Our PA installation is the world's largest installation and unlike for many

other airports, in Dubai the PA system is not only used for alarm notifications. Our PA system has been co-developed hand-in-hand from the beginning with Philips and later with Bosch. It is used for alarms and potential evacuation announcements, but also informs our passengers about flights and public announcements. If you listen to the new system installed in Terminal 3, you can easily judge that it is an absolutely no-compromise, high-quality customer experience. Terminal 3 is perhaps the most powerful example yet that Dubai Airports is totally committed to comfort, style and professionalism.

How do you make sure that a new installation is well integrated with the other systems already installed at the airport?

Omar J. Bin Adai: I wish I could ask this question back to you. Of course when we consider such situations our requirement specifications are made with utmost care ensuring a seamless integration is achieved. In the decision making stage itself due diligence is done to ensure that such integration will not adversely affect the ease of use, maintainability, operability and cost.

CONTACT

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www.dubaiairports.aes

FIRE DETECTION

Successful Logistics

Commissioning a Hospital Fire Detection System Functionality

St. Bartholomew's Hospital (commonly known as Barts), is a leading, internationally renowned teaching hospital in London that offers a full range of specialist services, including centers for the treatment of cancer, heart conditions and fertility problems. The nine-storey building comprises hospital wards with 250 beds, day procedure units, service departments and public areas with an average site occupancy of up to 6,000 people at any one time. A comprehensive fire protection system is of course essential, and continuously evolving as facilities are extended and improved.



Skanska was appointed as the main contractor for a development project on behalf of Capital Hospitals and Barts Health NHS Trust. Skanska selected alarm and systems communications provider, SSG, to design, supply, and install a new complex fire system for the additional hospital areas which, in turn, recommended Apollo's Discovery range based on its previous positive experience. The new fire detection system installation followed Skanska's two phases of both new build and refurbishment works at Barts, where the construction of a new concrete framed clinical facility consolidates the existing, widely spread hospital operations into a single purpose built unit.

In total, more than 6,500 Apollo items are installed throughout Barts, including over 5,000 multi-sensor detectors and 1,000 manual call points. The fire alarm control system consists of 28 networked Series 900 Evo panels. The Level 1 system, which monitors more than 300 zones, interfaces with automatic fire dampers, air handling units, door closers, security doors, sprinkler flow, gas valves, lifts and smoke extractors and purge fans. As required by the Hospital Technical Memorandum (HTM), in the case of a fire, the building is evacuated on a horizontal phased basis.

Minimum Disruption

As a busy hospital, there were a number of factors that needed to be taken into consideration in the fire system design. Special attention was given to audible and visual alarms in public areas, such as waiting rooms and associated circulation spaces,



Discovery Multisensor Detector

as well as areas of high ambient noise such as plant rooms. There are also a number of potential causes of false alarms which had to be factored in to the design, such as cooking facilities, contractors working on site and the high volume of general public access.

Speaking about the project, Phil Wade, Director of Marketing and Fire Alarm Sales at SSG, commented: „The main works were carried out over two phases with the first phase being completed, occupied and operating as a fully functioning hospital in advance of the second phase being installed. Cause and effect testing and proving was carried out separately for both phases as part of the construction program. However, as the two networks needed to ultimately be combined onto one common network, the final integration of phase two with the first phase required considerable logistics and planning to avoid unnecessary disturbance to patients and staff.“

Kieran O'Halloran, Senior Project Manager at Skanska, added: „SSG developed a testing regime together with us to minimize disruption to the occupied areas. The requirement to test was explained to the client team in joint presentations by both companies. Alongside this, software was independently tested in advance of site works to minimize disruption.“

CONTACT

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SIEMENS

www.siemens.com/hotel-falsealarm

Do you care about false alarms?

Fire safety systems from Siemens with the Genuine Alarm Guarantee – for a safe and sound sleep

In the hotel industry, false alarms are a major issue, and it is critical that these incidents are minimized. The complete fire safety portfolio from Siemens offers access to unique technologies that guarantee to prevent false alarms: Smart detectors with **ASAt**technology™ ensure the earliest possible and highly reliable detection of fire and smoke.

In addition, intelligent extinguishing solutions can be tailored to a hotel's individual needs for maximum protection. Evacuation systems enable controlled and fast evacuations. Rely on intelligent fire safety and protect guests, business continuity and reputation. Invest today in the future of your hotel – for a safe and sound sleep.

Answers for infrastructure and cities.

SECURITY FOR HOTELS

A Safe and Pleasant Hotel Stay

The Best Option Is a Stay Completely Protected From Fire

Reputation is a fragile thing. Years of hard work building a successful business and providing good and efficient service to thousands of happy and thankful customers can be completely undermined in an instant by a single incident. To re-establish the same level of reputation may well then take many more years. Yet sometimes the damage caused might be so great that the same level can never be achieved again.

One example of such a damaging incident would be the outbreak of fire in a hotel. Even when nobody is hurt, a single incident where prevention measures fail and fire is known to have started can result in the complete erosion of trust so vital to guests staying under the hotel's care. Such a breakdown in the confidence of guests in the standards of fire protection provided may well, of course, result in the hotel going out of business. Yet paradoxically, any occurrence of unwanted or 'false' alarms will irritate and alienate even the most reasonable guests when the alarms are eventually proven to be groundless, especially when they happen at night.

With so many different sorts of area which all need different levels of fire protection – guest rooms, kitchens, laundry and drying rooms, restaurants, stairways, garages and parking areas and plant rooms – the problems involved in providing completely reliable fire protection within hotels are multi-faceted and complex.

Guestrooms

Typically, guestrooms occupy a large proportion of any hotel. Yet they are probably subject to less control than other areas, as guests are generally not included in the organized fire protection measures enforced by the hotel on, say, its members of staff. It is not surprising therefore that guest rooms, which house a wide variety of possible ignition sources such as overheating electrical devices, cooking facilities and even misbehaving occupants, are the primary origin of non-confined fires in hotels. According to the US's National Fire Protection Association (NFPA), they are also responsible for around 72% of civilian deaths. Most fires in hotel rooms start with an incipient, smoldering stage and, if detected early enough, can often be extinguished simply by removing the source of power (in the case of an electrical fire),

or with water or an extinguisher of the appropriate variety.

Guests are probably far more vulnerable and at risk to injury or death through serious fire that has taken hold, when they have retired for the night or are fast asleep. It is critical therefore for the safety of all occupants of the hotel that all potential sources of ignition or combustion are kept to an absolute minimum within the rooms. Guest should be made aware of the hotel's stance on smoking (the cause of fire in 79% of civilian deaths), handling open flames such as candles or behaving in any way which might lead to the outbreak of fire. All electrical equipment such as television sets, fridges, kettles and irons, must be well maintained, carefully cleaned and checked on a regular basis. Evacuation plans, routes and assembly points must be easy to understand and clearly displayed to guests within their rooms, corridors and communal areas. Every guestroom should be fitted with at least one automatic, point-type smoke detector and this should be installed in such a way that it delivers the earliest possible warning of fire. On no account should it be susceptible to false alarms caused by deceptive phenomena such as steam, dust or other vapors.

The type, setting and positioning of the detectors should be determined by the likelihood of this deceptive phenomena which generally has less impact on bigger, higher rooms. In small guest rooms, intelligent multi-criteria fire detectors must be used to guarantee early fire detection and high immunity to such deceptions. Most false alarms in hotel guestrooms are caused by steam from the shower. To prevent false alarms caused by hot showering, detectors should be positioned in areas where little steam is expected. To ensure reliable operation, the detector in a guest room must be sited in an area where fire phenomena such as smoke may easily reach the detector and where

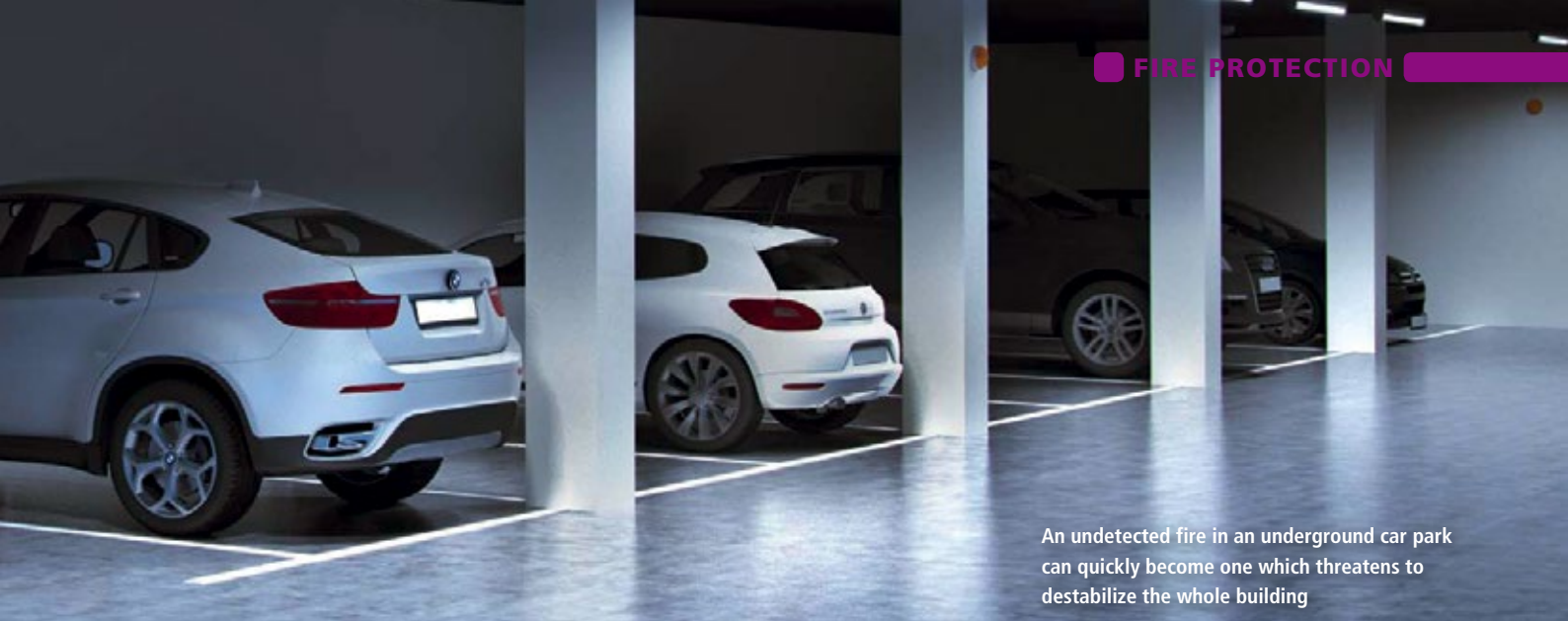
the intensity of possible deceptive phenomena are as low as possible. Special attention must be given to the hotel's HVAC (heating, ventilation and air conditioning) system so that in the event of a fire, the system does not prevent smoke from reaching the devices in sufficient concentration. If a detector with a temperature sensor, such as a neural fire detector, is specified, it must also not be mounted within the airflow of any heating unit. Otherwise there is a risk of false alarm caused by the rapid and significant rise in temperature caused when the heater begins to operate.

The fire system should be designed in such a way that all hotel guests are alerted effectively and efficiently in the case of an emergency and staff are always fully aware of which rooms contain guests who are less mobile and need help in evacuating the building.

Kitchens

In commercial kitchens – and those in hotels are no exception – the open flames, grease traps, large cooking pots, kettles, frying pans and deep fat fryers present a very real hazard because of high fire load and the potential for catching fire if overheated. This makes the kitchen one of the most dangerous places in the hotel. But there is little possibility of eliminating or even reducing all sources of ignition here.

However several sensible yet simple precautions can be put in place to limit the risk of fire. These include keeping flammable materials such as cardboard or paper packaging to a minimum and always away from the flames of cookers. The same applies to hair and loose clothing. Taking care when lighting all devices, especially gas stoves, should be an obvious procedure, along with turning off electrical appliances when they are no longer required. Oven mitts, tea towels and other combustible cloths should not be left



An undetected fire in an underground car park can quickly become one which threatens to destabilize the whole building

around the stove and, if not wanted for a long period, turning off the gas supply is another sensible precaution. Again, regular cleaning, checking and maintenance of all appliances is not only a wise move as regards hygiene of the equipment but also from the point of its safe operation.

Traditionally smoke detectors have not been used in commercial kitchens. Again the problem of steam and other deceptive phenomena makes their installation impractical, only much more so. When planning and implementing any fire detection solution for a hotel kitchen, the increased fire risk, the steam and the sudden, rapid rises in temperature caused by activity in the kitchen must be taken into consideration. Where detectors have been used in kitchens in the past, they were usually heat detectors which triggered an alarm at a pre-determined maximum temperature around 80°C. More often, fire blankets were positioned around the kitchen so that occupants of the kitchen could use them to suppress any outbreak. Manual call points were installed so the alarm could be raised if the incident escalated. However, some of today's devices are able to differentiate between the aerosols caused by cooking and the characteristics of combustion. They are able to assess signals intelligently, can be adapted to ambient conditions and can be set up to respond appropriately to the many occurrences of steam that is a constant feature of busy kitchens. When posi-

tioned outside the immediate cooking area, where the rapid temperature increase caused by cooking, frying and opening ovens is less immediate, such detectors can effectively cover even the largest commercial kitchens and will even detect smoldering fire as well as the outbreak of open flame. Just as in the hotel's guestrooms, these detectors should be mounted away from the direct flow of the ventilation or air-conditioning systems so that any airborne particles of genuine smoke are not diluted before they reach the detectors.

Laundries

Laundries too are relatively critical areas in hotels. With lots of combustible materials such as cleaning agents and fabrics, there is usually a high fire load and the possible overheating of various heavily worked electrical equipment – most involving integral heating elements – also presents a high fire risk. Again deceptive phenomena such as steam and dust is more than likely to be present. Fire detectors which guarantee an early warning whilst guarding against unwanted alarms are needed to alert and evacuate all parties at risk and to activate the relevant fire control installations.

The main causes of fires in laundries are technical defects, a lack of cleanliness and the spontaneous combustion of textiles. As well as the overloading and short-circuiting of electrical devices such as washing machines, driers, irons and

presses, the ignition of dust and lint balls and the potential of some textiles to self-combust presents a challenge for effective fire protection. Just as in the kitchen, certain procedures such as regular cleaning, checking and maintenance of all appliances can help minimize the number of potential ignition sources. The regular cleaning of air ducts and exhausts and the removal of all dust and lint is obviously an important and integral part of this procedure. Again removing all unnecessary flammable materials such as paper or cardboard packaging is also vital. The full and proper instruction of staff in the correct operation of equipment and turning it off when it is no longer needed is recommended too. The heat within the laundry area can cause a reaction between oxygen within the atmosphere and unsaturated fatty acids, so grease-affected textiles should be cleaned separately and warm fabrics and items of clothing should not be stacked or packed whilst still warm.

The majority of fires occurring in laundries begin with a smoldering stage. If this kind of insipient outbreak is detected early it can be dealt with relatively easily again by switching off the power supply if it involves electrical equipment and using water or a fire extinguisher. As in the kitchen, the best possible fire protection will be achieved if the detection system is designed in such a way that the detection behavior automatically adapts to the environmental conditions. Intelligent fire de-



Every guest room should be fitted with at least one automatic, point-type smoke detector which should be installed in such a way that it delivers the earliest possible warning of fire



Due to the high fire load of open flames or frying pans, commercial kitchens are one of the most dangerous places in a hotel



Deceptive phenomena such as steam and dust are more than likely to be present in a hotel laundry



When a fire is detected, is it vital that the extinguishing system in a plant room does not cause further damage to the electrical or electronic system at fault

tectors enable time dependent or event controlled detection behaviors. This feature allows, during the time the laundry is in operation, to set the system to alarm when there is medium smoke generation. But when it is not, the system should be set to alert as soon as there is only little smoke generation. In addition to the automatic fire detectors, manual call points should, of course, be installed for manual triggering. In really busy laundries where the noise levels of active operation can be extremely high, sounder beacons should be fitted to warn workers visually, as well as audibly.

Restaurants

The various possible sources of ignition within restaurants such as candles, chafing dishes, heaters and cooking at the table, coupled with the numbers and concentration of people in a relatively confined space during peak times, makes them another area for concern within hotels. In the event of a fire, the need to alert and evacuate all parties affected is naturally the overriding priority. The fire sources, loads and risks within restaurants cannot be eliminated altogether, but they can be significantly reduced in much the same way as in kitchens and laundries. The number of possible sources of ignition should be kept to an absolute minimum. Electrical appliances should be switched off when not in use and regularly cleaned and maintained. The naked flames of candles and rechauds should always be handled with care and flammable materials kept away from them. When rooms are dressed for special occasions, decorations made only with flame retardant materials should always be used.

Although restaurants are low-to-medium risk when it comes to fire protection within hotels, the occasional preparation of dishes at the table-side means there exists yet again the potential for smoke and steam – deceptive phenomena. In these areas, automatic fire detectors that reliably detect the start of a fire in its early stages should be specified, with numbers and positions based on the size and shape of the room with consideration being given to any feature which prevents the consistent spread of smoke and heat. Detec-



To avoid the risk of fire, open flames of candles and rechauds often used in a restaurant should always be kept away from flammable materials

tors should again be located away from heating and ventilation systems. The general rule to adopt would be the higher the ceiling, the more sensitive the detectors are set and the higher the risk, the smaller the area monitored by each single detector. Manual call points, fire blankets, fire extinguishers and sounder beacons should again also be installed throughout.

Stairways

As elevators should not be used in a fire, stairways play an absolutely vital role in any emergency evacuation. They allow people to travel between floors and to escape safely from the building, as well as enabling rescue services to assist those who have not. Consequently, legislation has been brought out which mostly covers the building requirements for these areas. The minimum number of stairways and fire escapes is based on the height of the building, the area of each story and the maximum number of hotel guests staying there. If the hotel building is greater than 24m tall, the area of each story more than 600m² or if more than 100 people are staying there, an additional stairwell sealed from any possible fire or an exterior fire escape is also required. If a stairway leads to more than one basement floor, it must be separated from the stairway on the ground floor. Stairwells that are designated escape routes must be kept clear and accessible without any kind of restriction at all times. They must be cleaned regularly and kept free of flammable materials.

But safe escape via a stairway is only possible if there is no excessive smoke concentration. Stairways that serve as escape and rescue routes should be separated from the rest of the building in a fireproof construction and should incorporate only self-closing fire doors. Stairs, walls and ceilings should be constructed of flame-retardant material. The risk of fire has to be kept down, so the fire load has to be minimized. Electrical installations – potential sources of ignition – must be built into fire-resistant units and lighting must be connected to an emergency power supply. To ensure the escape route remains safe, smoke entering the stairwell must be prevented or at least



To ensure a safe escape in case of a fire, stairways that serve as rescue routes should be separated from the rest of the building in a fireproof construction

effectively extracted. Interior stairways must therefore be equipped with a smoke outlet or smoke extraction system. Exterior stairways without opening windows should also be equipped with a smoke outlet or smoke extraction system above a certain height – say 13 meters. Even if the fire risk is low and the potential for smoke to enter the stairway from other areas can be mostly excluded, manual call points and automatic fire detectors must be installed.

If a fire should start directly within the stairway or enter from outside, it must be detected at the earliest possible stage. To this end, detectors that again reliably detect all types of smoke yet respond appropriately to deceptive phenomena such as cigarette smoke should be fitted. Smoke generated by a fire in the stairway will quickly spread to the upper floors because of the ‘chimney-effect’ of the stairwell. The very minimum of at least one detector must therefore be installed in the stairway, on the ceiling of the top floor. In higher stairways, a detector must be installed on every third floor. If individual stories are separated by a door, a fire detector must be installed on the ceiling before every door. In electrical cabinets and installation ducts, sensitive detectors that will detect the earliest, most incipient, smoldering stages of a fire should be employed. A manual call point should be fitted next to every escape door that leads to the stairway, so that the alarm can be triggered manually outside the stairway. To stop people entering any stairway where there is an excessive build-up of smoke in a fire, a pre-determined alternative escape route should be indicated if two detectors report an alarm condition.

However, if the hotel stairwell is constructed strictly adhering to the requirements of Building Regulations, if organizational requirements are observed and if the right, reliable detection system is installed, the constant availability of the stairway, as both an escape and rescue route, can be readily achieved.

Garages and Parking Areas

An undetected fire in an enclosed garage, say an underground car park, can quickly develop into a

dangerous situation for those caught up in it. It can also quickly become one which will become difficult to extinguish and one which threatens to destabilize the whole building. As the high fire load of several parked cars in a contained location is considerably more serious than one on an outside lot, the alerting of all parties involved to the situation and their evacuation is an obvious priority in the event of a fire taking hold. If an open fire is not detected in its earliest stages, it can quickly spread to several parked vehicles and, in an enclosed garage with a relatively low ceiling, thick smoke will quickly fill the whole area. In this scenario, the ensuing conditions would mean that the conflagration could probably only be effectively extinguished by the fire brigade wearing breathing apparatus. But again, any unnecessary evacuation is to be avoided.

To limit damage, appropriate measures are needed in structural, technical and organizational protection. The use of detectors developed specifically for harsh surroundings is advised with the monitoring area for each detector not exceeding 60 m². Unlike older models, the design of today's detectors means it is possible to limit the ingress of contaminants and modern, intelligent detectors are equipped with automatic signal tracking so that low-to-medium contamination does not impede the detection behavior. Again, modern detectors can be set to respond appropriately to exhaust emissions and if operated with the correct settings, the risk of unwanted alarms can practically be excluded. To guarantee early detection with a reduced risk of false alarms, the detectors should be positioned above the parking spaces and not above the access lanes. Ventilation conditions should also again be taken into consideration when siting the devices.

Flammable materials (gasoline, oil, gas, chemicals, wood, cardboard boxes) must be prohibited on site and there should be a minimum of two well-signposted escape routes.

There must be an appropriate emergency lighting system in place. Portable fire extinguishers should be readily to hand. In larger underground garages: the total area should be divided into separate fire sections; there must be a working fire detection system; there must be a mechanical ventilation system; there must be an automated extinguishing system covering the whole garage; and there should be a monitoring system to warn of the build up of carbon monoxide (CO) levels.

Plant Rooms

The plant rooms of hotels are usually quite limited in space but can house critical power supply, control, security or IT and communications systems. As unrestricted availability of each of these systems is a fundamental requisite for the hotel's continued operation, these rooms especially need protection from fire if the hotel's occupants, staff, its reputation and its business continuity are to remain unharmed. The plant rooms pose a high fire risk, the hardware and cabling continuously being a potential source of ignition. Subsequently there is a very

typical pattern in the development of the outbreak of fire in these areas.

When electrical and electronic components overheat, small quantities of aerosol are generated. If the overheating is not detected, a smoldering fire will develop during which smoke becomes increasingly visible. If the problem is noticed at this point, the fire can be extinguished easily with damage limited to a single device or area. However, if the smoldering fire develops, any resulting open fire can cause significantly more damage.

During the smoldering stage, little heat is generated which means that the increased aerosol concentration is not lifted and carried through a wide area. Also if the systems are being constantly ventilated to keep temperatures of the hardware and cabling down, the high airflow will dilute the concentration of aerosols. When the fire is discovered, it is vital that any extinguishing system in place to protect the hotel does not cause further damage to the electrical or electronic system at fault. But most importantly, the fire must be prevented from spreading to other parts of the hotel.

Within the building's various plant rooms, there should be no occurrence of the deceptive phenomena that occur in other parts of the hotel. Fortunately this means that the lowest aerosol concentrations which must be detected to keep the area safe, can be measured and monitored by aspirating smoke detection (ASD) set to the highest levels of sensitivity. These systems are able to generate different warnings and alarms but are also used to activate the appropriate extinguishing systems. Extinguishing systems using inert gases or dry chemical agents are ideally suited to protecting delicate electronic equipment. However, recent findings have shown that malfunctions can occur in hard disk drives (HDD) caused by the high noise levels that happen when automated extinguishing systems are released. These malfunctions range from automatic shutdowns to more severe disturbances resulting in a loss of data. So, if possible, it is advisable to improve the room's acoustics, to extend the discharge time and to use only those nozzles that keep noise levels below those that pose a risk during discharge. To protect structural damage to the area, all gaseous systems also need pressure-relief openings, the size of which need to be specifically calculated.

Aspirating smoke detection systems are able to cover areas of several hundred square meters, so even large plant rooms can be monitored by a single system. If the area is not equipped with active ventilation, the ASD sampling pipe is installed beneath the ceiling, whereas critical equipment such as large servers can be monitored more effectively with the appropriate routing of the air-sampling pipe.

Complete Fire Protection for Hotels

The problems involved in providing comprehensive fire protection for hotels are complex. In short, to protect the guests and staff of any hotel throughout the day and night, along with the building itself, its reputation and its business continuity,

it is necessary to put certain procedures in place: the keeping of all possible sources of ignition to an absolute minimum; the regular and competent cleaning, checking and maintenance of all appliances in all parts of the hotel; the removal of flammable materials and the elimination of obstacles from stairways and all evacuation routes; the positioning of informative signs and notices keeping guests informed of restricted practices, alarms, practice drills and evacuation procedures; the siting of manual call points throughout the hotel in all the appropriate places; the siting of all types of relevant fire extinguishers – along with the full and adequate training of all staff – both full-time and part-time.

It is vitally important for hotel owners and operators to utilize the protection of an early warning fire system which features intelligent detectors able to differentiate between the outbreak of fire and other, naturally occurring, deceptive phenomena. False fire alarms are a major issue for the hotel industry and must be avoided. The logistical problems of evacuating the hotel when dealing with large numbers of guests, some of whom might be elderly or less mobile, can be significant. The problems when dealing with those same inconvenienced customers when an unnecessary evacuation happens at night-time can be much greater.

Detectors should be positioned where they are not adversely affected by the hotel's ventilation system or other influences that detract from their performance. In doing so, it is possible to provide effective and reliable detection at the earliest possible opportunity, of the outbreak of fire starting in all possible ways – without causing the unwanted day or night-time alarms that alienate the hotel's guests. This intelligent system should be allied with, if possible, a reliable and effective extinguishing system in those parts of the hotel wherever it is practical.



The Author

Markus Späni is Application Manager in fire protection at Siemens Building Technologies in Switzerland where he is leading and coordinating the international Application Network for Fire Protection. In addition to different application guidelines, Markus is the principal author of the Siemens Fire Safety Guide which is used as a reference book in the market and as educational literature in universities.

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Cold Store Fire Protection

Wagner Group, the fire protection suppliers from Langenhagen, Germany, have reached a milestone and established the first Oxyreduct active fire prevention system in Singapore for protecting a cold store. With this, the company not only expands its portfolio but actively gains a foothold in the Asian market. Those responsible for the Jurong Cold Store project and Wagner representatives signed the contract for the new fire prevention system on 1st of December 2014, a successful conclusion after intensive research and offer analysis. The new 77,000m³ cold store for fish and seafood will start to operate in 2016 and be run at a temperature of minus 18°C. The first contact between Wagner and Jurong Cold Store was made in January 2014. Contrary to standard practice in Singapore, Jurong judged the mandatory sprinkler systems to be afflicted with too many disadvantages and, while searching for an alternative, it came across Wagner's Oxyreduct fire prevention solution. The client decided in favor of a fire protection solution made in Germany after being convinced of the advantages of active fire prevention, such as having a low capital cost, improved storage capacity, the prevention of collateral damage after release of false alarms and the prevention of damage to stored goods. A further good reason to choose this solution was incidentally provided by the fire authorities, the Singapore Civil Defense Force (SCDF), who had already approved active fire prevention technology as an alternative to sprinkler systems. Like the VdS Schadensverhütung in Germany, the SCDF imposed the condition that an early fire detection system must be installed in addition to the Oxyreduct system. Wagner provides a custom solution that ensures overall protection with its highly reliable and sensitive Titanus aspiration smoke detectors. For Frank Siedler, Sales Director International, the project is the initial spark for introducing the system to further applications in Singapore and Asia. Local presence is required to help write the success story and to live up to the quality promises to the Southeast Asia region. „We are now tackling the next task: in the medium-term it is our intention to provide service and maintenance for the Jurong Cold Store project with our own presence, a Wagner subsidiary in Singapore.“ The company provides planning, development, engineering, service and maintenance based on the principle of ‚everything from one source‘.

www.wagner-uk.com

PoE Extenders Meet the Challenge of Long-Distance Surveillance

In its ongoing efforts to provide the market with simpler and easier implementation of long-range surveillance systems, Vivotek has announced the launch of three PoE extenders: the AP-FXC-0400 4-port indoor extender, the AP-FXC-0150 single-port outdoor extender and the AP-FXC-0250 2-port outdoor extender. When it comes to long-distance surveillance system construction, solving cable length limitation and power supply issues are always the biggest challenges for installers and systems integrators. Given the limitations of data-transfer over Ethernet, the maximum distance between a PoE switch and network cameras was 100 meters. However, this PoE extender technology permits installers and systems integrators to build wider networks while maintaining reliability. Users may enjoy high quality and robust surveillance without the need for extra power supplies. The AP-FXC-0400 is well-suited for a wall mount application. It has 1 PoE-In port and 4 PoE-Out and so can connect with 1 high power PoE switch at the back-end and 4 network cameras at the front-end. All connections may add up to 100 meters of connectivity to the existing network. Both the AP-FXC-0150 and AP-FXC-0250 are designed with an IP66-rated housing and can endure a wide temperature range between -20 and +60 °C. These units allow installers to build high quality and robust outdoor surveillance simply, while remaining confident in its ongoing stability and integrity.

www.vivotek.com



Perimeter Protection Managed Through Security Management Platform

Maxxess and 360 Vision Technology recently showcased new off-the-shelf integration at Intersec 2015 in Dubai that saw Predator HD cameras integrated into Maxxess' eFusion security management platform. With more than 50 integrations with third-party security manufacturers, the integration of 360 Vision's Predator HD cameras into eFusion assists customers looking to strengthen perimeter security, while driving operational efficiencies through a single-user interface and alarm management platform. The Predator HD has a x30 optical zoom with two streams up to 1080p 2MP Resolution and includes White Light technology that enables full color images even at night. The Night Vision version offers HD of 720p with a x30 auto focus zoom lens, and even color images at 0.1 Lux and mono images at 0.008 Lux.

www.maxxess-systems.com



CCTV System Availability Monitoring

Hikvision is expanding the opportunities for comprehensive CCTV system checks through a unique partnership with EMCS, an independent UK monitoring station. EMCS will use their CCTV Sentry software to proactively monitor every customer's CCTV system, not just those that traditionally opt for a monitored solution, and send an email if any problem is detected. Hikvision has ensured that its entire range of DVR, NVR, Hybrid, and HD-SDI products is 100% compatible. The two companies have worked closely to roll out this comprehensive system-checking service to the 80% of customers that have not, until now, had their CCTV systems monitored. Every Hikvision DVR provides information on camera and hard disk failures, recording issues and time accuracy problems. As well as email alerts, CCTV Sentry customers can view a live status web page on a smartphone, anywhere, anytime, providing them with a valuable and highly proactive maintenance service tool to help ensure that their CCTV systems are fully operational 24/7.

www.hikvision.com

LED Illumination

The Vario Lighthouse Kit (VLK) from Raytec is a new extension to their family of illuminators. It provides a fully integrated lighting and camera housing solution as an all-in-one alternative to cameras with integrated LEDs. The LED illuminators, available in Infra-Red, White-Light or Hybrid, along with the facility for up to two IP or analogue cameras of the user's choice (not supplied) are built into one pre-wired and cable-managed housing. Standing separate from the camera, the illuminators are thermally managed and run cool with no risk of the LEDs overheating. Critically, this avoids attracting insects which form webs over the lens, preventing the cameras from providing usable images and also cause an increase not only in false alarms but also the risk of failing to detect an intrusion. For this reason, the latest British Standards for remotely monitored CCTV sites (BS8418) states that „IR illumination should not surround the camera lens on external cameras“. Users can integrate up to two cameras of their choice into the VLK unit which, with the associated Vario LED lighting, can deliver excellent nighttime images up to 220m (722ft) for a variety of applications including CCTV, ANPR/LPR and thermal.

www.rayteccctv.com



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COVERSTORY

Simply Accessible

Integration of Access Control into Building Management Systems

Of all the technologies deployed in buildings, security systems are of particular and crucial significance. Systems for fire and intruder alarms, video surveillance and access control contribute enormously to people's security and safety. An amalgamation of different systems is on the increase to reduce complexity. With the development of this system, SimonsVoss provides a solution to handle system integration into existing security systems.

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An extensive access control system is often already installed in buildings such as hospitals, universities, public offices with several doors and conference rooms. This is usually a card-based system with an online access control platform. Access authorizations are stored there and also secure the classic offline card reader. Connections to existing complex access control systems are now easier than ever before with the SmartIntego system integration solution. The system consists of the electronic locking cylinder, SmartHandle door fitting and Gateway Node components. System component auto-configuration in the SmartIntego Manager ensures that there is far less work involved in component integration than with comparable systems.

Oliver Quaisser, Sales Director for SmartIntego, describes the system integration product: „For many building operators, equipping an entire building with card readers and cabling them is too costly, too complex and in some cases due to building specifications simply not feasible. Card readers are normally only deployed for external doors or the highest security level doors. In all other cases, the doors are generally equipped with low security level mechanical locks and keys. To replace these systems, SimonsVoss is offering a cost-effective, secure and fully flexible electronic solution that seamlessly integrates into the existing access control system and database. Alongside enhanced security features this also provides a

shrewd and fast return on investment.“ The manufacturer is targeting leading international system integrators with this new product line.

Widely Compatible

The electronic locking cylinder 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. Installation is performed without any cables or drilling, and with a battery life of up to 80,000 locking operations in online mode, the components require no maintenance for several years.

The SmartIntego system provides the connection between the digital locking cylinder or SmartHandle and the central building security control system. As an intermediary device, the wireless gateway node communicates between the intelligent cylinders or smart handles and the access control system components and security software. A number of features transform the radio-based gateway node with an RS485 and TCP/IP interface into a powerful access manager. Each Gateway Node is capable of handling up to 16 locking devices, is able to transmit so-called „White lists“ entries, with up to 250 pre-defined users per lock, so even in the event the network connection is lost, access can be gained locally at the door, ensuring optimum convenience and flexibility.



Following the trend of integration of subordinate systems, GIT SECURITY met with **Oliver Quaisser, Director of Sales, System Integration** at SimonsVoss. We asked him about incorporating electronic locks into existing building management systems.

GIT SECURITY: Mr Quaisser, your SmartIntego building security system has recently been brought to market. Could you first of all tell us a little about it?

Oliver Quaisser: The SmartIntego system is the latest high innovation product platform from SimonsVoss. SmartIntego has been specifically developed to meet the needs of the manufacturers and integrators of access control and management systems, with regard to their electronic locking systems. This makes SmartIntego with its various components one building block of the entire system that manages access, video, building systems etc. Not all the doors within a building can be cabled for physical or cost reasons. Therefore, SmartIntego provides an elegant solution and by using encrypted radio-based online components to intelligently secure the doors. In addition, SmartIntego also provides the ability to include virtual networked components so that the customer can mix systems (online/offline) and therefore implement the building security concept according to specific needs and available budget.

What are the individual elements of the system?

Oliver Quaisser: The system consists of components that are already known and proven in the market, such as SmartHandle, digital locking

cylinders and padlocks. Added to that is a so-called Gateway Node that provides the interface between the access control and the SmartIntego systems.

For what sort of project is it intended – and what are the differences to other systems of this type?

Oliver Quaisser: In principle there are no restrictions, as it can be used in commercial installations as well as incorporated into home automation systems. Nevertheless we have also witnessed implementation into market segments such as educational institutions, hospitals, public buildings, etc. The SmartIntego system integration solution immediately provides a simple connection to existing conventional access control systems, as all the functionality is included within a powerful protocol. No additional software is therefore necessary for system management on a daily basis. This significantly reduces the complexity and user training effort, with system maintenance limited to an absolute minimum.

What are the most important benefits for users and integrators?

Oliver Quaisser: The automatic configuration of system components via the SmartIntego Manager ensures that the system always adapts ideally to

the respective building characteristics and this ensures optimum radio coverage within the building. The electronic locking cylinders and the smart handles are compatible with the transmission standards of all common card formats. They are installed without cables or any drilling of the door itself. With a battery life of up to 80,000 activations in online mode, the components are maintenance-free for many years. SmartIntego functions alongside the existing software that the user is already familiar with, so minimal administrative training is required.

The integration of various different brands is planned – what cooperations have already been secured?

Oliver Quaisser: I have to say that the interest and uptake on SmartIntego has been unprecedented, not only in the German market but worldwide. This has enabled us to bring on board new partners within a very short timeframe along with some exciting project business. Some example partners are: AHB Electronic, Aras Security, Bravida Fire & Security, Ilevia IVS Zeit + Sicherheit, Nedap, Netgenium, and TDSi. Further national and international partners will be revealed within the coming months.

What started with the super-flat Matrix Air electronic fitting is being continued by Dorma with five further new products – among them glass locks and patch fittings for glass assemblies, horizontally sliding walls and folding doors. The presentation of the new solutions during the ‚Bau‘ trade fair in Munich was the start of their market introduction worldwide. Matthias Erler of GIT SECURITY spoke with Dorma CEO Thomas Wagner about the latest innovation offensive of the company.



Thomas Wagner, CEO Dorma

ACCESS CONTROL

The Customer's Benefits

Dorma Goes On the Innovation Offensive

GIT SECURITY: Mr Wagner, you introduced six new products at the beginning of this year – and you did it at the ‚Bau‘ in Munich, right in front of the eyes of the building fraternity, so to speak. Before we go into the details: what is so special about these new products – what is the multiplier?

Thomas Wagner: That can best be explained by looking at our definition of the word ‚innovation‘: we consider everything to be innovative that brings the customer some benefit – and we devote all our entrepreneurial effort to that. The matter of innovation doesn't just apply to our Dorma products: we also apply it to the entire value chain – from advising our customers, presentation of the solution, in our Design Centers and Showrooms right through to the quality of our packaging, installation processes and service. But this approach to innovation, influenced to a large degree by customer benefit, also means that we prefer to present complete solutions rather than individual components.

... as you did at the Bau event in Munich.

Thomas Wagner: Yes. Not just new products, but six solutions providing customer benefit were at the forefront of our presentation. Incidentally, the Bau event was just the start of the introduction of

these solutions in which we have invested heavily over the past three years. They are intended to cement our positioning in the long term as a provider of premium quality, the highest functionality, the most modern technology and sophisticated design. We make our customers happy in this way, and we distance ourselves from our competitors.

Let's single out a few of these solutions – perhaps the Matrix Air super-flat electronic fitting first of all – we already reported on this in GIT SECURITY as it was introduced at the Security event in Essen.

Thomas Wagner: What you immediately notice is its special design. Matrix Air was given the gold iF Design Award and really is the flattest electronic latch currently on the market. But even more important for us is the exceptionally positive feedback that we have received from our customers and the market in general. That motivates us a lot for the market launch that we have just begun.

Aside from the benefits for users, what will particularly interest specifiers and installers?

Thomas Wagner: A really important advantage here is the battery operation that of course removes the need for any cables. And the way in

which the battery has been integrated is special too – it's in the handle. It is this step forward that makes the flat design possible at all. Access rights can be set up with just a few finger movements using a drag-and-drop technique on a mobile terminal. Installation and access control programming are very simple. And an important feature under real conditions is the telescope ability of the electronic cylinders: this enables them to be adapted to different door thicknesses. This increases the flexibility of the product, our sales and installation partners can keep a smaller amount of stock on the shelves and the whole process from placing the order to installation and commissioning is simplified and accelerated. We are convinced that this will be well received by the installers.

The ‚Mundus‘ locks and patch fittings for glass doors are also new?

Thomas Wagner: The high quality and functional design of this product is also immediately noticeable. No screws are visible. Importantly there are various different collections available in this range, which will make it especially interesting for interior designers and architects. An adjustment system enables us to fit this hardware to glass doors between 8 mm and 22 mm thick without the need



The super-flat Matrix Air electronic fitting

An Overview of the Individual Products

- Mundus: Glass door locks and patch fittings that offer many design opportunities.
- HSW Easy Safe: Horizontal sliding wall that, thanks to proven clamp and glue technology, now also supports laminated safety glass.
- HSW Flex Therm: Horizontal sliding wall that makes thermal isolation easy thanks to a new lock bar system.
- FFT Flex Green: The widest folding door on the market.
- Matrix Air: The flattest electronic fitting currently on the market with an electronic cylinder that can be telescoped to fit the door thickness.
- Muto: Multi-functional manual sliding door system.
- Archimedes: The novel drive technology for revolving doors (prototype)

to change pads, gaskets and liners. The system is infinitely variable within this range, does not need spacers and fitting has become both quicker and simpler. We have received a German Design Award for this product too.

Apart from the six innovations that are already market-ready and available, you presented a prototype in Munich of a specially flat direct drive for revolving doors. What is so special here and when will it be on the market?

Thomas Wagner: This system is based on a gearless direct drive; it works without any reduction gearbox and with no belts or chains. This sort of rotary drive system is often used in robot technology, for example. It is very energy-efficient, can be controlled very precisely and only needs a very small and shallow space. That opens up new design opportunities for architects. We are already getting excellent feedback on the study that we showed in Munich, and this drive will be available in 2016.

Mr Wagner, you operate a very special sort of innovation management at Dorma – in particular in the form of internal ‚MIND processes‘ that you introduced in 2011. Could you explain to us what that means exactly and how it has had an effect on the products that have been recently launched?

Thomas Wagner: The abbreviation ‚MIND‘ stands for ‚Management of Innovation from Need to Demand‘. The associated process is based on directing our innovations toward the needs of our customers and the market. This includes the planning, control and supervision of all innovation projects and their market introduction. So it’s not just about having a nice product, but also the organization of sales worldwide, including the marketing campaign and promotion activities. Mind means that we always begin with the question of what motivates customers and how we can improve the product for them. This influences the following phases of product development right through to market introduction. Our aim is to reduce the time

to market, and then in turn to accelerate feedback from our customers and commercial partners. Their feedback is immediately made available for improvement of the process.

You have recently set up a so-called ‚ramp-up factory‘, a pre-production factory, where products grow, so to speak, from the R&D germination phase to being ripe for production. How does that work in practice and what has your experience been so far?

Thomas Wagner: That is also part of our innovation initiative. New materials and technology require new tools and machines and they alter the production and assembly processes. With our ramp-up factory we have created here at our head office in Ennepetal our own specific department in which we can develop and prepare smooth operating processes from start to finish. That increases effectiveness and quality, saves costs and time and further shortens the time to market. This ramp-up factory in which we can simulate and adjust the entire work sequence is separate from the main production area. Our experience has been very good: the preparation time has been significantly reduced, and the quality has been further improved.

There is also a new design center in Ennepetal?

Thomas Wagner: We currently operate two Design Centers, one each in New York and Dubai, as well as numerous new showrooms, among them one in Shanghai. We are now building what will be our largest Design Center worldwide in Ennepetal – it alone will bear the name ‚Design & Innovation Center‘ and not just be a flagship store and showroom but also a place to meet. There will be large events for architects, specifiers, installers and customers – and for this it will be fitted with large multimedia displays. The Center should also be a place where we can discuss in depth subjects such as people flow in buildings, building automation and the digitization of our world. We want to make a statement by choosing Ennepetal as our most important location: it is a clear recognition of our origins and history for our customers, partners and employees. As well as our Design & Innovation Center we are also building our European Technology Center for Mechatronics and Electronics at the same location.

After this innovation offensive at the beginning of the year, will you be beating the drum again later in 2015?

Thomas Wagner: The next products are already in the pipeline: our presentation at the Bau event was, as I mentioned earlier, just the beginning. Also in our massive investment program for the period 2015 to 2017 is a new European Logistics and Spare Parts Center in Wuppertal. Additionally we are expanding our factory in Zusmarshausen to be our European door factory – it will be opened in Spring. In general, we can say that innovations are not fast-moving items for us. We will be concentrating in the near future on the market introduction of our new solutions. And for that we will use our close relations with our customers, our commercial partners and the markets.

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ACCESS CONTROL

Challenges for System Integrators in Access Control

Practical Advice for Integrating Access Control and Video Surveillance Systems

The evolution of standards developed by organizations such as ONVIF and the Physical Security Interoperability Alliance (PSIA) has led to promises of increased interoperability between video surveillance and access control systems. However, the integration of these two critical components remains, for the most part, something that has to be customized for each individual project. Managing expectations and avoiding common mistakes are key to optimizing integration.

In addition, while both video and access control management systems typically deliver the same basic type of functionality, their architectures and hierarchies as to where and how information is routed can vary significantly depending on the customer. For example, does the end user want all of the alarms generated by the VMS to be managed by the access control/alarm management system, or should they reside strictly in the video management system (VMS)?

The challenge for systems integrators is to find a balance between the needs and wants of their clients while helping them understand the limitations of their technology solutions.

Managing Customer Expectations

Anyone who has been around the security industry for any length of time is familiar with what many people refer to as the "CSI Effect," in which end users have unrealistic expectations about what they can accomplish with the latest and greatest technology. The role of systems integrators, in many ways, is to go beyond the technology installation itself, and act as a trusted advisor to their end user clients to help temper these types of expectations. This level of honesty not only builds goodwill between the two parties but also fosters a relationship that could extend well beyond a single project into a long-lasting partnership for years to come.

Perhaps one of the most common obstacles facing systems integrators today is being able to perform all of the necessary upgrades on video

and access systems at a customer site each time a manufacturer releases a new software version or desired product feature with minimal site disruption. Once you complete integration, integrators are bound to provide ongoing support, and performing tasks such as regression testing can be somewhat of a challenge. In some cases, vendors will roll out a feature that interferes with a user interface or complicates how an access control platform is tied into a video system and vice versa. To be a systems integrator that's known for dependability and customer support, you have to be prepared to have a lifetime commitment to your customized installations.

Traditionally, the overwhelming majority of requests for systems integration have come from end users who already have an access control system in place and want to tie it into a new or existing video platform. Oftentimes, end-users who want these integrations can't describe, from a functional standpoint or to what degree, how they want those platforms integrated. As previously mentioned, managing the expectations of the client is critical for integrators to have a successful outcome on a project. Today, many end users expect the integration of these platforms to be seamless and easy; creating seamless integration is often a complex task.

Increasingly, end users want the ability to add a forensic element to access control transactions. Aside from the audit trail functionality provided by most access systems, end users are turning to vid-

eo to aid them in real time, as well as in post-event analysis. The ability to see who may have been hovering around a door 30 seconds before an unauthorized entry or being able to run a report of when and where a credential has been used with accompanying video footage of each incident can be invaluable assets in a security manager's toolbox.

Avoiding Common Pitfalls

One common misstep is failing to properly synchronize the date and time in the interfaced systems. For example, imagine a transit agency in a metropolitan area has cameras focused on turnstiles, through which hundreds of people walk within a 30-second timeframe. If the transaction history is off by as little as one second when security personnel are reviewing the video, the person of interest they are seeking will not be associated with the transaction. If access and video systems are not synced to a common reference time source, collected data can become completely useless.

Another item that may be overlooked in rolling out a new access control and video surveillance system is maintaining the network security of the cameras and access panels. In many cases, those policies are not adhered to and default manufacturer passwords are left in place, leaving cameras and other devices open and vulnerable to online threats. With minimal knowledge, hackers could gain access to the camera source feeds, and wage havoc on the security system.

VMS Rises to the Forefront

There is no denying the prominent role that VMS solutions now play in the systems integration process. When it comes to access control, there usually is a finite number of doors that need to be secured. But with cameras, the possibilities are nearly limitless. There is a tremendous need for video in every vertical market.

Although some may have expected the advent of physical security information management (PSIM) software to have a much broader impact on the industry by now, the fact is that many of these platforms' actual capabilities are oversold. As a result, they still remain a small portion of the overall market when it comes to systems integration.

Take Advantage of Educational Opportunities

Considering customer expectations, integrators need to take advantage of the myriad of educational opportunities and certification classes presented to them on a regular basis. Systems integrators can attend onsite training classes to help them understand what a system can and cannot do. When an end user makes a request, they can subsequently take that knowledge and be able to explain, based on the technology

under discussion, what can realistically be achieved.

At the end of the day, an integrator has to work within the capabilities and limitations of the technology platforms they have been tasked with integrating. While some requests may seem logical, the reality is they may not all be feasible. End users often want a magic button that can accomplish everything on their wish list and integrators need to interpret the needs of their clients and be able to deliver a system that

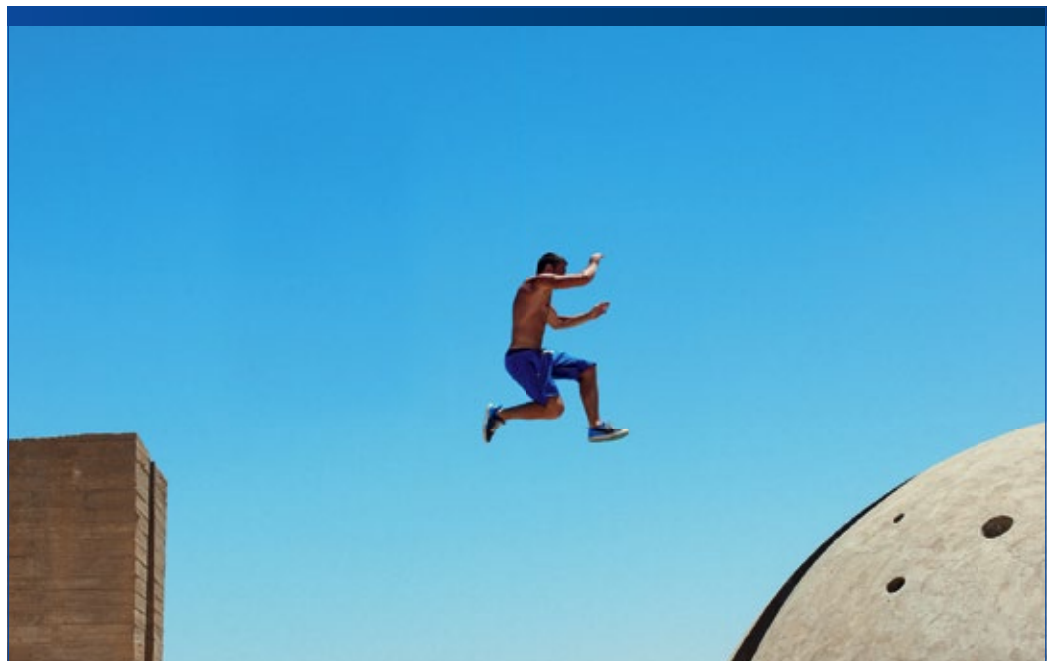
works as it was intended while paving the way for future scalability and advancements.

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SECURITY FOR HOTELS

Discrete By Design

An Electronic Access Solution for a Luxury Hotel

The Chedi Andermatt is a 5-star deluxe hotel that opened on December 6, 2013. It is the first stage of an integrated project being undertaken by Egyptian developer Samih Sawiris that will eventually transform the town of Andermatt into a year-round holiday destination with six hotels, 42 apartment residences, 25 chalets, a golf course and a swimming pool. The hotel required an access control system that would meet the significant operational and design demands placed upon it.

When construction work on the hotel began in 2010, no specifications had been provided indicating how guest-related procedures should be accommodated or indeed implemented. As a result, all the planning was carried out as the building work progressed, that is to say, the functional scope and the processes were defined and continuously adapted „on the fly“. But the system to be installed in the Chedi Andermatt did have two major requirements placed upon it – total compatibility with the internal design and full integration in a complex building control system. And both precepts have been fulfilled with the online and offline components that make up the solution provided by Salto.

The agencies responsible for the project prepared a number of specifications based on the primary expectations of the hotel operators. „The architectural prerequisites took highest priority and were absolutely binding,“ recalls Thomas Hentler, Senior Project Manager at Andermatt Swiss Alps AG, the hotel developer. „Which meant the equipment had to fit in with the architecture. That not only applied to the access control installations, but they of course were also no exception. The requirement was that the guests should not be able to see the technology but that the equipment should nevertheless provide positive user support and easy facility operation. Hence we designed doors, for example, without any cable loops, which is why we have now installed wire-free mortise locks. The wall readers for the guest rooms also had to be concealed. These are now integrated in a hardwood cladding. The only things that indicate the presence of the readers are an LED peering through the paneling and a symbol on the wood.“

System Interaction

Another expectation that had to be satisfied was that guests should be met by an appropriately preset ambience as they enter the room. So, for example, the fireplace, the lights and the media all had to be just right. And those various systems had to be operable not only via classic switching devices but also by means of an iPad. „This was also key to ensuring the extensive integration of the access system into the building control hierarchy. Now, for example, the door bell has an interface with the in-room iPad which every guest is provided with. Guests can also use the iPad to adjust all the settings relevant to their room such as heating or lighting levels,“ explains Thomas Hentler.

The master system here is the building management solution provided by Neuberger Gebäudeautomation from Geroldswil in Switzerland. The software processes all the input and output signals and gates them using specific control algorithms. Representatives of the company were always present at meetings in order to assess and examine the various integration requests and possibilities.

A further technical imperative imposed on the access control system design was that it use an IP-based network with two virtual LANs providing an online system both for the room doors and for elevator control. „Given these outline specifications, naturally we had no choice but to opt for an electronic access control system. With it, we would be able to not only deliver the required level of user convenience expected by a Chedi hotel, but also offer a wide range of benefits in terms of system management and administration. Such a solution also offers huge flexibility when it comes to changes of use and the associated re-programming requirements, there are no costs associated with keys getting lost, and we can retrieve audit lists in real-time. This in turn means that we would be able to offer the high level of security expected by our guests as a matter of course,“ says Thomas Hentler as he recalls the decision-making pathway.

Choice of Hardware

Before the project was implemented, Andermatt Swiss Alps AG consulted Ronny Zaugg, Managing Director of Zaugg Schliesstechnik, Lucerne, as to what electronic access control systems might be suitable. They also visited Campus Sursee together, a modern conference center and vocational training school for the construction industry built in 2010 and located a few miles to the north of Lucerne. Zaugg was responsible for fitting around 1,100 doors of this facility with online and offline access control from Salto, including 355 hotel room doors.

In describing how Ronny Zaugg's proposal won the tender for equipping the hotel, Thomas Hentler states: „The really decisive factor was that Salto was able to provide us with a solution that corresponded precisely to our requirements. It was pretty obvious in the case of the other suppliers that they were unable to achieve the level of flexibility needed. We also decided on this solution because of the sheer range of products available, offering the single-source supply of electronic readers, cylinders and escutcheons. In addition, this system provides us with the possibility of a refit later on if there should be a change of requirements.“

A further aspect of importance was the free choice of lever handles and mortise locks. The hotel had certain ideas in this respect – or rather architectural specifications – which were met to the full and without difficulty thanks to the adaptability of the solution. Thomas Hentler adds: „How people get on with one another is also an important consideration. Here we had a manufacturer able to accommodate customer requests, a partner that actively participates in the project communication process and that also shows commitment when meeting unconventional requirements – it's so much easier if you are working with someone who is seriously involved, offers good quality and is truly willing to go that extra mile.“

Characterizing the approach adopted, Ronny Zaugg explains: „Our focus was not just on the sale but also on providing the customer with extensive advice while working together with the developer and operator in order to find a viable solution. You can only do that if you talk to one another and create a proper basis of trust.“

The preparatory work and the planning of the installation lasted from April to November 2013, with actual installation of the access solution then taking six weeks. During this latter phase, there were no problems as such, although integration of the various systems did give rise to a number of challenges that needed to be resolved. „Ronnie Zaugg really made things happen in this regard, impressively underlining his commitment to providing a good service,“ says Thomas Hentler in fulsome praise.

VIP Access

The access control system in the Chedi Andermatt is largely online in the guest area so that, in particular, audit lists can be created in real-time. This facilitates immediate response whenever required – a security aspect not to be underestimated, given the fame and fortune of some of the guests. The hotel uses a total of 240 XS4 online wall readers for outside doors, room doors and the elevators. „Our stairwells are not freely accessible. That means we can isolate entire floors if, for example, we are welcoming high-ranking guests,“ explains Thomas Hentler.

The online system is supplemented by an offline networked infrastructure in the back office, with the Salto Virtual Network (SVN) providing the integrating, interfacing capability. For this system, Thomas Hentler has had approximately 150 XS4 Original electronic escutcheons and some 100 XS4 GEO electronic cylinders fitted. The escutcheons serve the administrative offices and the cylinders are installed in the service rooms on the various floors (e.g. storage or luggage rooms). „That means we also have controlled access to the storage areas as well,“ notes Thomas Hentler.

The SVN allows stand-alone locks to read, receive and write information via an encrypted and secure data-on-card system that utilizes the capabilities of patented RFID read/write technology. In an SVN environment, all access data is stored on and distributed by its operating smart card. When presenting a smart card to an offline stand-alone door, not only does this control access rights to that door but thanks to two-way communication, the door also writes data like blacklist information or battery status back to the smart card. The smart card then transmits this information back to the server via online wall readers that are able to update and receive information from the cards any-time and anywhere in the building.

Trigger Mechanism

The access control system is linked not only to the building control system but also to the staff garment hand-out facility, which can only be accessed by means of a card, and also the CCTV systems monitoring the entrance doors. Certain access events trigger the transmission of video pictures to designat-



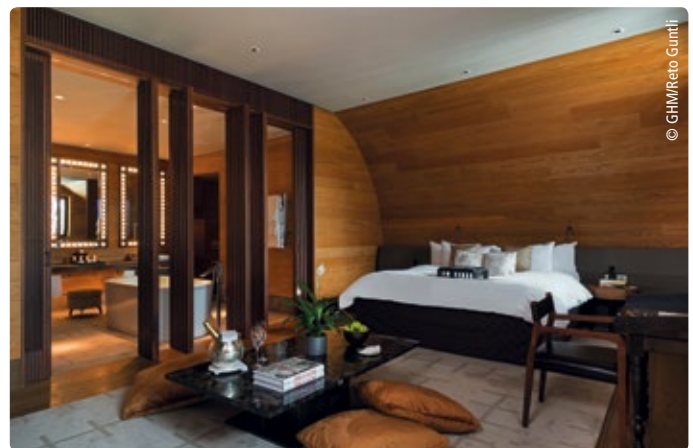
XS4 GEO cylinder at a service room door

© SALTO Systems



The locker room is secured by a XS4 Original wall reader

© SALTO Systems



The access control system installed fits to the internal design and is fully integrated in the building control system

© GHM/Reo Guntli

ed security monitors. The hotel uses Salto's specially developed Hotel Access Management Software (HAMS) so the management of access rights and card encoding for the employees is handled entirely within the HAMS environment. For guests, only the coding of the cards is carried out by the software where the system draws from the master data of the Micros Fidelio property management system.

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ACCESS CONTROL

In The Fast Lane

A Modular Entrance Control System Designed With Insight

With people passing through all day long, the security of sensitive areas of buildings, as well as the personal safety of the people visiting must be guaranteed. Recognizing this, Boon Edam has created a security product range to manage the flow of people in and around a building. The challenge was to design a secure entrance environment whilst still being visually inviting.

The ever changing business world has seen traditional 9–5 working days being replaced with a twenty-four seven culture. With this, a new view on building security is required as it becomes increasingly difficult to keep track of who is in the building, where and when. Using new technologies and premium materials, the Speedlane Lifeline Series is an innovative and highly customizable

security barrier for access control, which has been launched by the manufacturers across Europe.

On their journey to determine the requirements for the new product range, the company studied the behavior of pedestrian mobility and listened to architects, building managers and tenants alike. This insight helped the company to visualize and create something very different. "As work environments become increasingly dynamic, the need for increased security measures within buildings grows. Knowing this, we started seeing things from a new perspective to meet the changing demands," explains Product Manager Daan van Beusekom. "We have designed the Speedlane Lifeline Series to be a sophisticated entry management system, intuitive, interacting with all who approach it and guiding visitors through a secure gateway to their destination. As the name 'Lifeline' implies, the product is alive and living."

Intuitive, Interactive and Innovative

The new product range, which includes a very slim security barrier, consists of three models; the Slide, Swing and Open, each of which are available with a variety of options. Whether it's for a higher security level or disabled access, numerous combinations



Flexible arrangement of different entry modules

are possible. Recognizing that each installation is different, the modular systems mean the product is highly customizable. Customers can accentuate their chosen product by selecting from an array of different color options and finishes, whether to make a statement, to fit with corporate identity colors or to create a harmonious interior design.

The form given to the Lifeline series is sleek, ergonomic and refined. The tapered shape of the modules, seen from all angles, gives the illusion of spaciousness and a much smaller footprint. Combined with a mirror panel at its base, the product seems to float within the mobility hotspot, giving a sense of futurism. The product range also includes unusual features such as using sensors that detect visitors approaching, a sleep function to save energy and pulsing light strips to guide the user. The series is available via the manufacturer's subsidiaries and distributors across Europe and interested customers also have the opportunity to visit Boon Edam's showroom in Edam, The Netherlands, to see the full product range first hand by prior appointment, arranged via their website.



Intuitive barrier operation

CONTACT

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Four Cameras Added To Range

Vivotek has launched four new 5-Megapixel network cameras: the IB8381 and IB8381-E professional outdoor network bullet cameras, the FD8381-EV outdoor network dome camera and the FD8181 indoor network dome camera. Equipped with enhanced image processing technology, these four new cameras provide excellent image quality and finer detail. Incorporating advanced features such as 3D noise reduction, smart IR and smart stream technology, all four cameras are able to suppress sensor noise, prevent overexposure and deliver clear images around the clock. The FD8381-EV, the outdoor version of FD8181, is specially designed with a robust IP66-rated and IK10 housing to ensure the camera body withstands rain and dust and is protected against vandalism or tampering. www.vivotek.com



WiFi Network Video Recorder

Hikvision, the supplier of video surveillance products and solutions, has launched its latest generation DS-7108NI-E1/V/W WiFi router NVR, in an expansion of the company's Easy IP product line-up. The versatile WiFi NVR provides a straightforward way to set up a network video surveillance system by allowing automatic IP camera connection and video recording without any interference. The device has a built-in WiFi router that supports 802.11 b/g/n and uses dual built-in WiFi antennae. The unit is equipped with a silent fan that automatically adjusts its speed as necessary, making it an unobtrusive addition to a productive work environment, and optionally contains an internal hard drive with capacities of either 500GB or 1TB. The product supports up to 6 megapixel resolution recording. It provides up to 1920x1080P resolution for HDMI output with up to 8-channel real-time live video viewing and playback at 1080P. www.hikvision.com



Biometric Solution Integrated with Access Control System

Suprema, a global provider of technology in biometrics and security, has announced its biometric technology is to be integrated into Net2 from Paxton, a UK-based provider of electronic IP access control and door entry solutions. Net2 offers centralized administration and control of sites, ranging from one to hundreds of doors and thousands of users. This integration maintains the user-friendly interface of the platform by providing integration via a plug-in to the existing platform software. An administrator will

be able to enroll users, create biometric tokens and automatically link user templates to readers through a new embedded 'Suprema Biometrics' button. The inclusion of biometrics allows additional convenience and security by utilizing the benefits of true identity. The integration will be updated to meet a number of different user requirements through regular upgrade releases and offer new functions and features in the near future.

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The latest generation of products from Interflex is called eVayo. Main products, among others, are the IF-800 online access control terminal, the IF-5735 time recorder as well as eVAYO Office, an electronic lock system for offline access control. The company places great importance on the interaction between staff assignment, security and attendance recording. GIT SECURITY spoke about these with Dr. Andreas Anton Bloom, Senior Product Manager at Interflex.



ACCESS CONTROL

From the Engine Room of Time and Attendance Recording

„Symbiotic“ System Interaction at Interflex



Dr. Andreas Anton Bloom of Interflex and Allegion

GIT SECURITY: Mr Bloom, Interflex belongs to the Allegion concern since the end of 2013 and no longer to Ingersoll Rand. What effect has this had on the Interflex product strategy and on product development?

Dr. Andreas Anton Bloom: The former Security Solutions division of Ingersoll Rand has been spun off to an independent company called Allegion. Interflex is embedded in a large concern and part of the Allegion family, just as before, and can benefit from its developments and connections worldwide. Allegion places great importance on strong brands and regional expertise so that we have the chance to specifically address the needs of our markets, but also to achieve our ambitious growth targets through our global presence. This

applies not only to product developments but also to sales activities.

Among the most recent product introductions of your company is the eVayo range of terminals. You describe them as a „symbiotic system – what does that mean exactly and what are the benefits of that?

Dr. Andreas Anton Bloom: The eVayo range of products has been conceived from the beginning as a family consisting of hardware and software applications that are optimally matched to one another aesthetically and functionally. Whether using access control hardware or a time control application, the user will always encounter the same graphical user interface. We will be expanding

the family further in 2015 and provide additional solutions with software modules, such as eVayo Mobile or eVayo Time, for example. This universal concept of matching components is what differentiates the solution from others.

What new aspects does the new product range bring generally and how does it differ from competitive systems?

Dr. Andreas Anton Bloom: For example, we have introduced integrated data transmission via WLAN into the hardware of the new eVayo series. This provides our customers with increased flexibility, in particular within existing buildings when substantial building works are either to be avoided or are not possible. This also makes temporary attendance recording possible, for example at an employees meeting in a rented hall, without further work. In addition, we have further differentiated our products and with our terminals we can now more closely meet the needs and wishes of our customers.

The range includes the IF-800 online access control terminal. What is new about it and what are its particular advantages?

Dr. Andreas Anton Bloom: The IF-800 online access control terminal was the first product in the new eVayo family and, as well as providing the usual functionality, it provides intuitive operation above all with its new lighting concept and the character-defining ring. Apart from that, we have equipped the terminal with new functions, such as a power-saving mode and also security functions (secure mode).

The eVayo system also includes time recording, and the Interflex App eVayo Mobile belongs to this. Could you tell us about it?

Dr. Andreas Anton Bloom: We have already provided our customers and their employees the opportunity to operate their time recording system via a web interface in the past, independently of the installed hardware. We have consistently pursued this line of thought and provide the same ease of operation as with apps on a smart phone. Apart from just simple arriving / leaving recording, this also involves more complex time management matters such as displaying time accounts or correcting them. The app has been created with responsive design and automatically adapts to the terminal currently being used, regardless of whether this is a smart phone, a tablet or a fixed PC with a large screen.

You clock in then with your own smart phone – on the lines of ‚bring your own device‘. How do you view the much discussed security risks involved with this and the subject of potentially making IT infrastructure more complicated?

Dr. Andreas Anton Bloom: Of course, such an application has to fit in with the general security policy of a company. We at Interflex are not going our own way here but are instead blending in

with the common mobile device management of the organization. As the number of applications for smart phones that are relevant to companies is on the increase, it wouldn't make any sense here to work out a separate security strategy for each application.

You have been using integrated cameras in your time and attendance recording system for some time with the aim of preventing fraud through cards being passed on etc. How has that been accepted in the market?

Dr. Andreas Anton Bloom: We will be able to make the device available to our customers during Summer. The initial feedback that we could gather at the Security trade fair was very positive. In particular our international customers have expressed great interest. Instead of applying elaborate biometric systems with their own enrollment and complicated transactions – together with the associated costs – the camera provides the simple and flexible option to follow up on suspected cases of so-called Buddy Punching.

How does that work in your system exactly?

Dr. Andreas Anton Bloom: A camera is built into the time recording terminal that takes a photo of the user each time a time recording transaction is made and transmits it to our software. The image is stored there together with the transaction. If there is suspicion of fraud by an employee, the recorded events and the images can be viewed, under compliance with data protection rules and possibly applicable labor agreements.

What other new things are coming from Interflex in the mid term?

Dr. Andreas Anton Bloom: We will be continuing to extend our software. Aside from integration, one main point will be simplifying the use of the systems. With eVayo Works we will be making user-specific user interfaces available during the year. These will then show only the functions that the employee actually needs, depending on his role within the company. This will prevent incorrect operation and reduce the amount of training for employees to an absolute minimum. And these new interfaces will of course also be available as apps. And there is something big going on in the engine room too. The new generation of software will allow us to continue to provide modern and reliable solutions for access control, time management and personnel allocation. We can make functions available in a modular way, according to the needs of the users. Interflex is working continuously on the development of intelligent, complete solutions that allow our customers to concentrate on their core business.

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Biometric Tokens for Access Control System

Paxton, a UK supplier of electronic IP access control and door entry solutions, has announced the integration of its networked access control system, Net2, with Microlatch's BIOFOB range of biometric tokens. The integration offers a higher level of security to existing Net2 infrastructure with the addition of fingerprint authentication, meaning that only verified users can activate the tokens, improving the level of assurance offered. All biometric credentials are stored locally on the BIOFOB, overcoming privacy issues and avoiding the need for additional software or hardware. Adding BIOFOB-ID-PX to a Net2 system is extremely simple with no installation required, just simple enrollment of the administrator's BIOFOB using the same process as a standard card or token and allocation to the authorized user. Sites will not need to change existing readers as each BIOFOB includes an integral Paxton HiTag2 chip enabling compatibility with all the company's readers for seamless integration. www.paxton.co.uk

Useful Video Surveillance Planning App

Either as an app for tablets (iOS/Android) or in the desktop version for PC or laptop, the Dallmeier Promoapp contains essential information about all aspects of video surveillance and video security technology. The latest product data, videos and brochures along with a wide range of free tools are available here. The app includes a virtual showroom with products and solutions under the headings of Cameras, Recording, Management, Video Analysis and Video Data Transmission, making it easy to stay up-to-date and access technical specifications and data sheets as well as specific links to instructions, white papers or updates. An entertaining special feature is dedicated to the patented Panomera multifocal sensor technology, with many animation clips and demo sequences. In the „Tools“ area there are many useful free tools for planning video projects, such as for calculating and mapping video surveillance projects, hard disk calculation or testing different potential camera positions. The „Media center“ is home to demo sequences for the cameras, the company's CCTV IP Academy or „How To“ videos with short, simple instructions on how to configure HD cameras or set up a Video over IP network, for example. The „Solutions“ tab explains how video technology use has been optimized in several different industries such as banks, sports stadia, airports and residential buildings. The „Worth knowing“ section contains a short dictionary in which the most common abbreviations used in IP Video and CCTV are explained. www.dallmeier.com



Weather-resistant
RFID terminals for
use outside

primion Technology is celebrating its 20th birthday in 2015. The specialist company for integrated solutions in security technology, access control and time recording was established back in 1995 with just five employees under the name of AZS Datentechnik. The company was renamed in 2000 as part of its program of internationalization and today, as the primion group, is an internationally operating group of companies.

ACCESS CONTROL

Happy Birthday. Come on in!

An International Technology Group Had Small Beginnings

With around 400 staff, regional offices across Germany, subsidiaries in France, Spain, Belgium and the Netherlands and a widespread international network of system integration partners, primion Technology has successfully expanded its areas of operation and opened up new markets during the past two decades through targeted acquisitions and the successive development of new technologies.

Amongst the highlights over the last 20 years were receiving the Baden Württemberg State Innovation Prize just one year after the company was founded as well as being the first company in the world to receive Class C Certification in access control from the VdS (Verband der Sachversicherer), Germany's prestigious Association of Property Insurers, which has been developing advanced security concepts for the industry for decades. Further milestones in the company's history were the iF Design Award for terminals and readers from the Crystal Line range and winning the prize for Innovation Product 2008 with readers from the same series. primion was one of the first companies from the industry to develop a fully

web-based solution for managing time recording and access control.

Spreading Its Wings

The strategy of internationalization started just four years after the company was founded with the conversion to a Joint Stock company. The first subsidiary was established in France. Many large companies who were amongst the early adopters of the primion solution are still customers today: twenty of Germany's Top 100 listed companies are on the customer list.

As the company moved into the 21st century, further large projects followed, for example Toll Collect, whose motorway toll-gathering installations across the German motorway network are secured and monitored through a primion system. New, intelligent biometric and mechatronic systems and applications were developed and successfully launched onto the market. 2005 and 2006 stand out as a period of acquisition and wide-reaching changes. primion Technology bought the Time & Access Division of Dr. Städtler

in Nuremberg and the Spanish company Digitek, one of Spain's leading specialists for access control systems. Large orders from well known companies from the chemical and pharmaceutical industries underpinned the primion business model. On 13th February 2006, the company was floated on the Frankfurt Stock Exchange, initially with a listing in the Prime Standard and then with a move to the General Standard in 2009.

The acquisition in 2006 of the GET Group, market leader for time recording systems in Belgium and the Netherlands, extended the company's area of influence in northern Europe. This was followed by a large order for the Finance Tower project in Brussels. primion continues to be successful on the domestic market with large projects at the Free University of Berlin and the Hamburg-Eppendorf University Hospital.

As part of the company's ongoing focus on the security area and the applications connected with security, Jans Sicherheitssysteme in Ludwigsburg was acquired in 2007. And in the next four years, further large projects followed, including one from

Fraport, the operating company for Frankfurt Airport. This is one of the largest projects in the industry and, as well as covering access control, the system also encompasses the installation of a gate management application especially tailored for the airport and systems for time recording and credential management. Following the launch of the psm2200 security command center, primion was able to win Telenor as a customer, one of the biggest players in the telecommunications market with companies in 13 countries around the world. Access control and security systems have already been installed in four countries – India, Serbia, Montenegro and Bulgaria – across the company’s many locations. Further orders are expected to follow.

Solid Basis for the Future

The showcasing of new, innovative and intelligent products at the Security 2014 trade fair represents the latest highpoint in the company’s history. The intelligent prime Visit visitor admin-

istration application, the innovative ADT 1200 terminal, a new mechatronic escutcheon reader and a new access control panel have underpinned the reputation of the company as one of the most respected suppliers in Europe. The introduction of a new group logo further demonstrated this claim in a striking way.

The company is looking forward to the future with optimism as it continues to focus on the strengths and synergies to be found within the group; in France through primion SAS, in Spain through primion Digitek and in Belgium and the Netherlands through primion GET. The solutions from the group will significantly influence the way the market for security solutions, access control and time recording develops over the years to come.

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SAFE CITY

Ring of Protection

Eight Cities Video-Linked With Milestone Inter-city Security Solution

Minneapolis/St. Paul is a populous area with more than 3,000,000 people. Eight cities here covering more than 200 square miles have formed a valuable circle of relationships by connecting their video surveillance to protect citizens and quickly resolve incidents that can cross between their borders. With the networked Milestone XProtect video management software, individual municipalities control their own security monitoring yet quickly connect with neighboring systems for collaborations.

The Power of Partnering

"We had a collective idea between municipalities to centralize local systems with the same IT backbone. Every city can adopt software from the Milestone platform to have its own system. But there are times administrators may want to open access to their system to solve a mutual incident, and they can get assistance from neighboring emergency services for as much help as possible to solve a problem. Sharing camera feeds through Milestone has been a valuable yet easy-to-integrate solution that each municipality has eagerly installed," says Tim Ferrian, Director of Sales and Marketing, Pro-Tec Design.

Security integrator Pro-Tec Design identified the parallel and individual needs of each city and their various departments. For example, the police department in one city has a variety of unique applications different from the IT department, schools or retail business in another. The widespread commonality for all cities was the need for IP video management software (VMS) to replace limited legacy analog systems.

Milestone XProtect VMS with its open platform technology allows each city to monitor and secure its own assets, be it a government building, transit stations or city-owned business. Milestone enables each to strategically design and install the hardware and software that meet its own needs, providing a cost-effective, flexible solution that can also be shared across locations to leverage more resources. With a combined Milestone VMS

service, updates and maintenance are streamlined for quick response from Pro-Tec.

Mobile Access

Milestone solves the core needs of each municipality but offers versatile feature sets and client interfaces that address unique requirements. For example, Milestone Mobile is deployed on tablets and smartphones. The cities are saving money by efficiently deploying emergency services, knowing exactly what they are dealing with before sending out first responder teams. Pro-Tec also expanded the open platform into additional applications, such as video integration using XProtect Transact for government-owned retail stores.

Pro-Tec's relationships with the cities in Minnesota developed from a foundation of card access control and video surveillance, so a transition into open platform, network-based VMS that could integrate the two was a logical step.

"We could see the shift in security and surveillance to IP, and we wanted to partner with strong companies to provide our clients with a solution beyond their current expectations that could easily be installed, upgraded and expanded over time," says Ferrian. "Milestone understood this, not only in the technology's infancy but how it would evolve to what end-users expect in the future, to deliver as a flexible core offering."

There are many common themes within city surveillance: watching out for the visitors of city halls, keeping track of persons in custody at po-

lice stations, providing evidence for investigations, protecting staff and equipment, monitoring community pools and protecting the government from liability, or watching intersections for public works operations (moving snow, salting roads). There are also such needs as monitoring a busy farmer's market, senior centers, community sports, schools, historical landmarks, water towers and treatment facilities.

Easy Interface Connects Eight Cities

These eight cities are currently linked via Pro-Tec's Milestone video solution: Shoreview, Farmington, Brooklyn Center, Minnetonka, Maple Grove, Brooklyn Park, Edina and Minneapolis Proper. In addition, the Minnesota Department of Transportation (MNDOT), Minnesota Department of Employment and Economic Development and the Minneapolis Convention Center are included within this 'Ring of Protection'.

Nick Lovejoy, IT Specialist, City of Edina says: "Our Milestone installation process was very simple; the interface is easy to use and very straightforward. It's evident in our day-to-day operations that the Milestone interface has helped us improve services in the city, addressing and solving many issues with a quick turnaround."

Brooklyn Center has integrated the Point of Sale (POS) systems at its liquor stores with Milestone's XProtect Transact software, which displays video associated with register transactions. This integration gives a time-synchronized interface linking receipt data with corresponding video, extending the monitoring of operations to include actual cash register data. This identifies problems involving POS and credit cards to reduce shrinkage and fraud, providing a safer shopping environment.


"Ease of use was extremely important when deciding on our VMS installation," states Patty Hartwig, IT Director for Brooklyn Center. "We did




our research looking for user-friendly, adaptable and easy-to-modify solutions. Our system needed to play back and pull up video in an instant. We put an extreme value on the Milestone VMS protecting our city assets: we required a product that would be here today, tomorrow and in the future. Milestone has and continues to show that value."

CONTACT

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SAFE CITY

Zoning In On Safety at University of York

World Leading University Implements CriticalArc's SafeZone to Enhance Safety and Security

© Tim Ball

The University of York launched CriticalArc's SafeZone on the 8th January to provide round-the-clock safety reassurance to students and staff. York is the first University in the Russell Group to roll out the simple-to-use, free application designed to help those on campus to summon security or safety assistance via their mobile phones.

The SafeZone system allows security or first aid personnel to pinpoint the location where help is needed. It also provides students and staff with a way of summoning general assistance swiftly from the Security Services help desk through a simple tap of an on-screen button.

Nearly 20,000 students and staff will be able to access three main features using SafeZone - emergency, first aid and general help. Emergency and first aid options will bring security or first aid officers to the location of the call, while the general help button connects directly to the Campus Services Helpdesk. The SafeZone system will also help the University send targeted notification messages to students and staff in the event of an incident in particular areas or buildings on campus.

Security staff across campus have put SafeZone through exhaustive trials for more than a month and the University will stage a series of roadshows this week to explain how students and staff can sign

up for the app. SafeZone works within designated zones covering Heslington West, Heslington East, the King's Manor and the University Boathouse.

Assistance Is Only a Button Away

Denis Fowler, the University's Director of Health and Safety said: "Our campus is already very safe but SafeZone gives students and staff extra reassurance that assistance is no more than the touch of a button away." The system allows us to monitor the positions of security personnel and first aiders so we can deploy them swiftly and efficiently to provide assistance and support where necessary. Previously, in the event of an emergency many students automatically called 999 but SafeZone provides a more targeted method of summoning assistance on campus."

The University has worked with the developers of SafeZone, Australian company CriticalArc, to introduce the system. Darren Chalmers-Stevens,



Get assistance from the Security Services help desk through a simple tap of an on-screen button

EMEA Director, CriticalArc, said: "SafeZone's adoption at the University of York is testament to how it can revolutionise the way education institutions manage their day-to-day security and safety operations, while ensuring a safer learning environment.

"SafeZone provides security teams and first responders with the right information quickly, to improve their ability to react to situations efficiently and appropriately. By providing an unobtrusive security application versus traditional physical security equipment, we're empowering the University to mitigate risk and improve brand reputation through enhanced duty of care, while gaining significant efficiencies through the improved deployment of manned response teams."

CONTACT

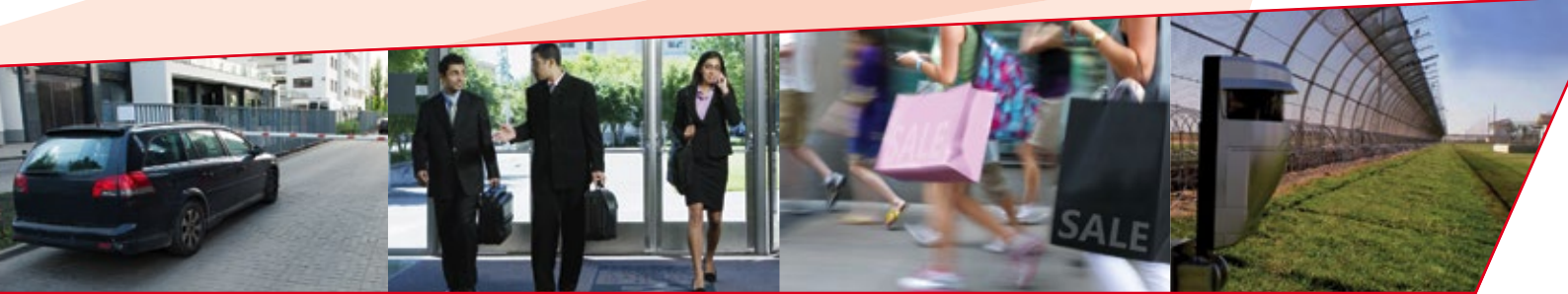
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Data Centres: Security Starts at the Perimeter

Clever Intrusion Detection Systems Protect Every Layer Data Centres

Perimeter Protection

The first layer of security for a data centre starts at its perimeter. Walls or fences are a good deterrent, but can be defeated; intruders can cut through or climb over a fence or even jump over it from the top of a van or an adjacent building.

That's why it is usually recommended to have two layers of intrusion detection; this could be a combination of a fence/wall detection system with an additional layer of a virtual wall to cover the top; thus providing a "Double-Knock" approach that also reduces any false alarms, but increases the probability of detection.

Optex's fibre optic solution can be mounted directly on to a fence or on a wall and will pick up the vibration caused by people cutting through the perimeter line or climbing over it. Extremely reliable, this solution offers a low cost of ownership. Virtual walls or invisible detection walls can be created by Optex's laser sensors, these have the ability to be customised to the site layout, masking irrelevant areas. This technology is unaffected by lighting and harsh weather conditions, making it a valuable and versatile outdoor intrusion detection tool.

Building and Roof Intrusion Detection

Criminals have on occasion managed to access critical areas or data rooms by drilling holes in walls, while others have broken in using flat roofs and skylights. Roof and wall protection shouldn't be overlooked and should be treated as another layer of security. The roof can be protected from outside using sensors and cameras on the roofs, or from inside by creating a false/virtual ceiling. Although the latter captures the break-in at a later stage, it has the benefits of the cameras and sensors not being impacted by animals or harsh weather conditions.

For wall protection, Optex suggests using either fibre optic sensors fixed on the wall, or a virtual wall generated by the laser sensor. For outdoor or indoor roof/ceiling protection the laser sensor is ideally suited.

In Field Protection

If intruders have passed through the perimeter line it is critical to know their whereabouts. This can be using a combination of thermal sensors that recognise the difference between the human body and ambient temperature, and PTZ cameras that point towards the detection area to provide visual verification. Optex offers a selection of mid- to long-range 3D thermal sensors that cover areas from 20m by 30m to 100m by 3m, and a number of independent detection areas to match PTZ pre-set positions.

Data centres need to be as secure as a fortress to avoid any intrusion, unauthorised access and any attempt to tamper with critical data or equipment that ensures smooth operation. Optex provides a range of intrusion detection systems that help protect every layer of the data centres from the perimeter to the access to critical assets inside including generator rooms and server racks. Optex also offers a fibre optic system designed to protect the network cable at its physical layer.

Controlled Access within the Data Centre

Every area of a data centre is clearly compartmented and each room has restricted access to authorised people. To help on site security personnel monitor that individuals are only entering the area(s) they are authorised to, additional analytics solutions can be implemented.

A multi-directional people counting solution can identify how many people are passing through corridors and towards a door. If used in conjunction with an individual tagging system, it can generate an alarm if a person is supposed to turn left into the authorised corridor, and ventures right into an unauthorised area.

Optex can provide such solutions that provide over 95% accuracy.

Some authorised personnel could let unauthorised individuals in, and this can be identified using a piggy-backing and tail-gating detection solution. These compare the information given by the access control system, for instance one card should be swiped per person, with the video analytics solution checking the number of individuals.

Server Protection

Servers hold the most business sensitive information and need an extra layer

of security to ensure they are not tampered with. Floor voids have been identified as a potential weakness in accessing servers and vigilant data centres are also looking at having these protected. Creating a virtual wall will detect any intrusion and can be achieved using Optex's laser technology.

Indoor Detection

Every room needs to be protected in a data centre, it is recommended to install internal intrusion sensors that trigger an alarm or a camera in case of intrusion.

Integration With All Major CCTV Players

Detection is the first step of a reliable event-driven security solution, so Optex has partnered with all major video management software manufacturers to provide an easy integration with all its IP sensors. Optex's 30 years experience in sensing technologies helps enhance the reliability of video surveillance systems.

Physical Cable Network Protection

Cables form the network backbone by transmitting all data and yet can be vulnerable to intruder tapping into their streams. One of OPTEX's companies, Fiber Sensys has developed a solution that detects any tampering to the data network cable. This could be the ideal solution to guarantee that no-one is accessing the cables from the inside of the building or through access points beyond the secure perimeter.

Don't Cross the Threshold

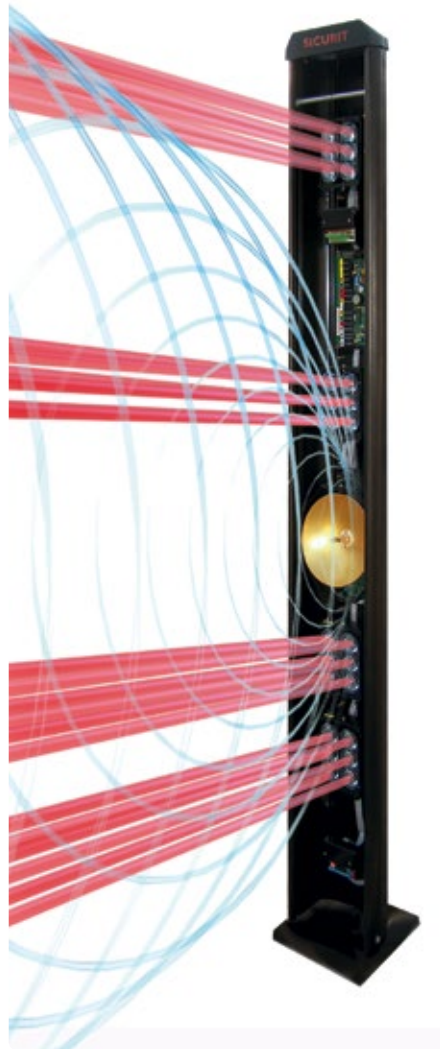
Protection of the Independence Palace in Minsk

The Independence Palace in Minsk is a palace located on the Pieramožcau Avenue, near the BelExpo exhibition center and the State Flag Square, not far from Victory Park. The purpose of the Palace of Independence is to host important and landmark events, and it is often the venue for meetings of foreign delegations. The task at hand was to secure the palace from intrusion by protecting its external perimeter and detecting any intruders before they could reach any strategic objects, persons or assets.

The total area of the Palace of Independence is around 50,000 square meters, and it has several hundred rooms. The first official events in the palace were the meeting of the Supreme Eurasian Economic Council at the level of heads of state, and the meeting of the Council of CIS heads of state. The meeting on the Ukraine crisis between the presidents of Russia, Ukraine, Belarus, Kazakhstan and representatives of the EU was also held recently at the Palace.

Local Partnership

After considering all the possible options, the philosophy of the system is to use a dual-technology solution, to ensure high detection capability with the least possible nuisance alarm. To achieve this, the Absolute Plus surveillance columns from Sicurit have been installed. This solution fulfills all the customer's requirements about providing the highest degree of security with a design that prop-



erly matches the image of such a representative building as the Palace of Independence.

Thirty Absolute Plus dual technology barriers have been installed for this project. These provide a long-term security solution that can operate un-

der any environmental conditions, always ensuring proper detection capability and a low nuisance alarm rate. The project was commissioned by Atomium-Security, the local partners of Sicurit Alarmitalia and working in the Belarus Security market since 1997. They were chosen because the manufacturer and integrator together have technical and product knowledge as well as significant experience in developing and producing devices especially designed to protect highly sensitive sites. All Sicurit authorized partners, such as Atomium Security, have been properly trained and certified.

Beam Me Up

After accurate setting up and adjustment, the system is now operative and fully complying with the customer's requirements and expectations. The barriers send and receive both microwave and IR beams over a range of between 50 and 200 meters. They can raise the alarm in a number of ways; via a voltage-free relay contact and/or via RS-485 and/or via IP. They often find application in and around industrial, military and governmental installations.

Surveillance is carried out by a temporary window memory circuit. The pilot circuits of both detection systems are equipped with a timer whose range is adjustable from 20 seconds to 2 minutes. The first device (usually the microwave, the activator) that receives a stimulus activates its own timer. Meanwhile, the second system is activated to confirm the final alarm. With this method of operation, nuisance alarms caused by environmental factors are almost completely eliminated.

CONTACT

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Total Command and Control Solution

From its headquarters in Windhagen, Germany, Geutebrueck announces its cooperation with Risco Group, a provider of integrated security solutions. Their collaboration enables both companies to offer an integrated command and control solution which combines Geutebrueck CCTV solution with Risco's SynopSYS integrated security and building management platform. Partners and end-users will benefit from enhanced control capabilities, increased situation awareness and more precise response capabilities to security breaches, which add up to a more direct and accurate response to any threat. Another advantage is the reduced costs achieved through the improved efficiency of having all information channeled through a single interface. Successful partnership on a prominent European project has en-

abled their mutual system integrators to deploy a tightly integrated security management system. It is the reaction to a market need and the synergies between the two companies have been utilized to the best advantage. The combination of in-house software and hardware components with carefully selected third-party products provide optimal functionality together with a high level of reliability and the comprehensive command and control solution is now available for integrators. Solutions from Risco matching customers' requirements and industry standards for buildings and control rooms, sophisticated detector technology, intrusion, video and access control systems are found in commercial, industrial, institutional and residential applications around the world.

www.geutebrueck.com

VIDEO SURVEILLANCE

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The phrase „Secure supply chain“ can be interpreted in different ways.

In this case it means the protection of tkv* Transport-Kälte-Vertrieb.

The company distributes high-quality transport refrigeration units and air conditioning systems for commercial vehicles and also offers a wide range of services related to transport refrigeration. It put a Geutebruck video system into operation in October 2014. This video solution performs two main tasks: during the day, it is mainly used to check

the incoming and outgoing vehicles for damage; at night it supports the factory's security service to secure the facility.

Geutebruck's sophisticated video analysis software has some features that are particularly beneficial for the customer, such as a 'click-for-click' facility where the operator can jump from one event to the next. This makes it possible to review the entire shift in 1 to 2 minutes.

Be Punctual

The data from the tkv* sites are provided to the factory security services via Citrix. The integration of the factory server and Geutebruck technology was smooth, saving both time and nerves. Camera

operation was configured specifically to the customer's needs because at certain times an employee is allowed to be present on the premises. Outside these hours, the employee must register with the factory security service to avoid accidentally triggering an alarm. Otherwise they will be greeted by the factory security personnel who check every alarm, equipped with a dog and a gun!

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LCD Video Walls Serve Kaohsiung International Airport

AG Neovo has played a crucial role in keeping many public transport systems around the globe run smoothly and safely. The latest addition to its clientèle in this sector is Kaohsiung International Airport, the second-largest international airport in Taiwan. As Taiwan's national gateway in the southern part of the country, Kaohsiung International Airport knows it must keep up an equally deserving image. To this end, it has specified premium LCD displays to construct video walls for flight information, doing away with increasingly outdated rear projection displays. A total of 42 AG Neovo's PN-46D displays are installed to form four video walls at the airport. Intended to display arrival and departure

schedules and other flight information, two video walls of four-by-three displays are placed at the information desks of two leading airlines; two of a three-by-three configuration are placed at the departure hall. Displays meant for such applications invariably stay on duty for long periods of time, and glitches are the last thing operators want to cope with too frequently. Even a single display going out of order easily stands out on a video wall so these displays have been crafted for 24/7 operations, and built with a 10-bit premium-grade MVA panel and other rigorously selected components. The company's proprietary anti-burn-in technology helps prevent burnt-in images.

www.agneovo.com

AIRPORT SECURITY

Hi-res Inspection

Munich Airport Upgrades Hold Baggage Screening



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Developments in baggage screening technology and the necessity to comply with forthcoming legislation have brought together the fine resolution of medical scanning and the explosives detection of traditional machines. Morpho (Safran), through its subsidiary Morpho Detection, has announced a contract with the District Government of Upper Bavaria for the deployment of its high-speed CTX 9800 DSi explosives detection system (EDS) at Munich International Airport.

Once deployed, the computed tomography (CT)-based system will be used to screen all passenger checked baggage - referred to as Level 1 screening - for selected high-risk flights. In addition, the unit will be used to help Munich Airport prepare for a full transition to Standard 3 explosives screening capabilities in accordance with approaching European Civil Aviation Conference (ECAC) mandates.

The CTX 9800 DSi introduces a new data acquisition system that delivers unprecedented high-resolution 3D images. This high-resolution imaging engine, called Clarity, represents the culmination

of years of aviation security experience around the world combined with GE Healthcare's work in 3D CT technology for high-resolution medical scanners. The combination of these two capabilities generates high-resolution 3D images that afford finely detailed views of baggage contents and precise algorithmic calculations, providing an increased ability to identify threats, reduce false alarm rates and lower operational costs.



Virtual Reality Inspection

The user interface helps operators maximize the value, detail and threat separation that high-resolution 3D images can provide. With the ability to visually travel throughout the bag and fully manipulate images, operators have more information and flexibility than ever before. Combining high-resolution 3D images with advanced navigation tools enhances the analysis of details and specific structures of suspected threats by maximizing the information available to make efficient and effective

security decisions. Utilizing a flexible network architecture, this system can be collaboratively combined with other platforms such as X-ray Diffraction (XRD). The fusion of multiple sensors increases the breadth of threat detection and alarm resolution capabilities, which can enhance the security of the combined system.

The manufacturer has already supplied Munich and other airports in Germany with XRD-based EDS developed in Hamburg for more than 10 years. "We are thrilled to continue working with Munich Airport and local aviation security authorities to integrate advanced hold baggage screening capabilities through the deployment of the first CTX EDS in Germany," said Karen Bomba, president and CEO. "By reducing false alarms and time-intensive manual inspections of checked luggage, this system is delivering on our commitment to help airports prepare for approaching regulatory mandates and security challenges." In addition to meeting EU Standard 3 requirements, the highest standard set by ECAC, the CTX 9800 is certified by the U.S. Transportation Security Administration (TSA) and Civil Aviation Administration of China (CAAC). Nearly 2,000 units of the CTX series have already been shipped worldwide.

CONTACT

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COUNTER TERROR

Preparation Is Key

„Every Location Where People Gather Needs to Plan for Possible Terrorist Attack“

Chilling advice but, in the light of recent events, quite justified. Security expert Chris Phillips says that the attack on the Lindt café in Sydney highlights the need for all crowded places to have a contingency plan for implementation in the event of a terrorist attack.

Speaking on behalf of Counter Terror Expo, the annual exhibition and conference, Mr. Phillips said, „We have to face the reality that locations such as schools, shopping malls and leisure centers are all potential targets for terrorist attack today. They should all develop and rehearse an emergency response plan just as they do with fire drills.“

Drawing on his extensive experience of counter terrorism, Mr Phillips makes a number of rec-

ommendations for preparation. It is important to understand that a terrorist attack is a very different situation to a fire and there are different options to consider. While evacuation is usually the standard response to a fire, a security emergency may instead necessitate a lock-down, as sending people out could actually be more dangerous. One should be aware where the safe places are on the premises and, if hiding from the attackers, create a barricade, stay away from doors and remain quiet.

Consideration should be given to how you communicate in such an emergency, e.g. via alarms or group texting, and be ready to communicate key messages such as „Stay away from corridors and evacuate through windows.“ Unless evacuating the building at the time, do stay away from windows which can cause numerous injuries in the event of an explosion. The emergency services need information and one should understand the need to communicate with them and provide them with what they need to know, i.e. the number of suspects, the types of weapons they are using, their location or

direction of travel. First aid kits should be widely available and people trained to use them are just as essential. Practice the plans you have made, just as you would a fire drill, to see if they are viable and to instill the importance of the matter.

A lot more key advice about the actions that you and your business can take to reduce your vulnerabilities, together with the products and services to implement these, can be obtained at the Counter Terror Expo 2015, taking place at London's Olympia on 21–22 April 2015. Speakers during the accompanying conference will include representatives of the Home Office, the Metropolitan Police as well as NATO. The event is aimed at visitors from the public and private sectors who are tasked with sourcing and delivering a robust defense against international terrorism.

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Access Control On Show

Having exhibited on partner stands in previous years, Paxton, the UK suppliers of electronic IP access control and door entry equipment, showcased its own stand located in the British Pavilion at Intersec 2015. Hundreds of security professionals visited the company's stand to learn about its product offerings, including the award-winning Net2 access control range. Visitors were introduced to the company's free training and installer-focused workshops which launched in the UAE in 2014. The Certified Paxton Installer Program has trained over 4,000 installers from 2,000 companies globally since January 2014, highlighting the company's international presence. Dan Drayton, Paxton Access Sales Manager said: „Intersec provided us with a great opportunity to meet with existing and prospective customers and it was great to receive such a positive response from visitors.“ The company's access control system is simple, scalable and suitable for projects of any size and will now also be available to purchase through the company's dedicated network of UAE distribution partners, Mayflex, Anixter, Norbain and NIT.

www.paxton.co.uk

New Demo and Training Venues in Germany

VuWall Technology, a developer of video wall management software, has built its reputation on delivering controllers and intuitive collaboration software for the intelligent control of video walls. The products enable collaborative visualization in mission-critical environments ranging from utilities, oil and gas, and security to transportation management centers. It also develops products for the digital signage and corporate markets. The company has now launched two new demonstration and training venues in Germany. The show rooms and training centers in Stuttgart and Munich are operated on an appointment basis and customers and partners can experience the range of systems. The team can demonstrate how the systems can improve the effectiveness and productivity of video walls of any brand or technology and also reduce the reaction times of operators. Mark Schmidt, CTO of VuWall Technology Europe said: „VuWall Technology's VuWall2 Pro embodies an ‚ease of use‘ design that sets a new benchmark in project deployment, an approach that makes collaborative video walls viable for small to large projects. VuWall2 Pro is powerful, intuitive, flexible and robust, makes control room solutions simple and is a fresh approach to collaborative visualization.“

www.vuwall.com



AIRPORT SAFETY AND SECURITY

In Plane View

Multifocal System Enhances Security at Naples Airport

The international airport at Naples, Napoli Capodichino Airport, is used by 6 million travelers every year. Security in both the apron and the airport forecourt areas has been enhanced with the introduction of the Panomera multifocal sensor system from Dallmeier.

Napoli Capodichino offers direct connections to 50 domestic and international destinations. It is managed by GESAC SPA, a member of the F2I Airports Group, an airport management company. GESAC works constantly to find efficient solutions and satisfy the requirements of its passengers and field operators, particularly with regard to personal safety and environmental protection.

GESAC's security engineers saw the Panomera multifocal sensor system for the first time at the 'Sicurezza' trade fair in Milan in 2010, and were very impressed by the capabilities of this innovative video technology. Unlike conventional cameras, which have a single focal lens, multifocal

sensor technology is a multi-sensor platform with several lenses, each with different focal lengths. This system provides surveillance of large areas with extremely high resolution, all from a single installation site.

The contact at the trade fair was followed by an intensive planning and design phase, during which the staff at Dallmeier Italy worked closely with the Infrastructure Development and Flight Operations department of GESAC, under the direction of Alessandro Fidato. Representatives visited the site several times so that they could adapt the new video system precisely to the requirements of the airport management company.

Safety for Apron, Runways and Forecourt

For GESAC, two major zones of the airport site were of paramount importance: the area in front of the airport buildings, and the apron and runways. In the airport forecourt and concourse, traffic and pedestrian flows between the multi-storey car park, Terminal 1 and the network of feeder roads and paths by which people arrive at and leave the airport, either in motor vehicles or on foot is monitored. The client also wanted to obtain complete coverage of the movements of all vehicles and aircraft anywhere on the entire airfield, including the ramps and aprons, taxiways,



The Aeroporto di Napoli Capodichino



and takeoff and landing runways, so that incidents could be reconstructed if necessary, wherever they occurred on the site.

The cameras of the system for this airfield project were installed at a considerable height, close to the roof of the apron tower at about 13 meters; three systems installed in a semicircle provide a panoramic view through 228°. The viewer workstation was located inside the apron tower to provide security staff with a unique and full panoramic view of the entire airfield. „With this technology, distant objects can be captured with the same quality as those in the foreground. The extremely high resolution over the entire area of interest and intuitive operation of the system led us to choose this supplier“, says Giuseppe Musto, Head of Innovation & Automation Development for GESAC.

Another important difference between the Panomera system and conventional PTZ cameras is that the whole area to be monitored is recorded continuously, so the high resolution images enable important, single details to be examined even after the event. With PTZ cameras, the general overview image is lost while the camera is recording a detailed area.

Reliable recording

Recording is based on Dallmeier DIS-2/M NSU blade technology – this ensures maximum availability and reliability of the recording. Each blade

unit is equipped with a redundant hard disk. The units are powered via a rack for 19" slide-in modules with redundant power supply units. The rack system can accommodate up to 10 single modules, so that even relatively large systems can be installed in a compact and cost-efficient manner. The modular structure of the system guarantees high availability of the overall solution.

Alessandro Fidato describes the video system as a resounding success: „With these two projects, GESAC confirms its orientation towards innovative solutions that ensure high standards of security and simplify management arrangements. We are very satisfied with this cooperation.“ Pierpaolo Piracci of Dallmeier Italy responds: „I am very proud to have been personally involved in these highly innovative projects, and I would like to thank Alessandro Fidato and Giuseppe Musto of GESAC SPA for the confidence they have shown in our technology and professionalism.“



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SECURITY FOR RETAIL

Precious Pictures

A Higher-resolution Surveillance System Identifies Robbery Suspects

Among the many tenants at 'Las Américas', the second largest shopping mall in Morelia in Mexico, a jewelry retailer experiences the mall's daily foot traffic, the highest in the area. Mallor Joyeria is a popular jewelry store in the upmarket venue and had been robbed several times. However, with the low-quality resolution of the store's previous surveillance system, none of the suspects were ever clearly identified or caught.

The previous system consisted of eight security cameras, installed to deter shoplifting and theft. The store was evidently in need of a higher-quality system to help protect its customers and valuable inventory from future criminal threats. Specifically, they were looking for wider views and higher-resolution coverage. The shop management contacted Sermex, a well-known nationwide security company specializing in video surveillance since 1988. The company is committed to developing high-technology video solutions and works hard to keep its service competitive, according to its Products Engineering Manager, Rodrigo Cervantes.

Sermex turned to Arecont Vision products for higher-resolution IP megapixel cameras to use at the jewelry store. In addition to additional security benefits and the ability to identify suspects, these

cameras provide efficiency benefits such as wider views and higher-resolution coverage. The engineering department lists high recommendations and performance as the two biggest factors in selecting cameras while price and cost-effectiveness also influence the decision.

A Sermex integrator installed eight Megadome cameras at the jewelry store, including six in the store area covering the jewelry showcases. Two more cameras were installed in 'very confidential and restricted areas' according to Sermex engineers. The system is monitored locally by the jewelry store management and can also be monitored remotely via Internet. The greater resolution of these cameras enabled the Mallor Joyeria to gather better, more detailed information to help them track, verify and stop the operations of those

attacking the store. The result is a lower rate of violent attacks and an increase in security for the store's customers.

New Insight

A significant benefit of the new system is a greater comfort level for the store's customers. Previously, customers did not feel at ease in the jewelry store because of perceived security threats, which kept them from shopping there. Now they feel safer and are more likely to visit the store, which will help contribute to return on investment (ROI) of the new system, according to the jewelry store management. Not only will it stop burglars, it may also decrease insurance costs because greater image clarity translates into better information to be used as evidence to apprehend the criminals.

Mallor Joyeria management has seen that the improved video quality of megapixel imaging can also provide other benefits in retail applications. For example, better video quality makes it easier to view the way clients and clerks handle the jewels, watches and other products while these are being showcased. The picture quality and digital zoom capabilities of Arecont Vision cameras far exceed analog technology and enable retailers to retrieve highly usable video. Megapixel imaging represents a significant upgrade in system functionality compared to standard-resolution cameras. The use of fewer megapixel cameras to cover larger areas can dramatically decrease costs related to other elements of a system. This advantage plays especially well in the retail environment, where costs are always a consideration.

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MegaDome cameras enable the jewelry store to gather, analyze and interpret any evidence of theft

VIDEO MANAGEMENT

MEA in the Focus

Milestone Systems Middle East and Africa Expansion Highlighted at Intersec 2015



Milestone Systems spotlighted the award-winning XProtect portfolio and sleek Husky NVRs in their busy stand at Intersec 2015 and announced a strategic roll out in MEA region that supports Milestone's leadership.

Office in Dubai will Accelerate Growth in the Region

At the show, Milestone talked about its growing activities in the Mideast and African (MEA) regions. In 2014 Milestone expanded its reach and solidifies its presence in the MEA region. In addition to a main regional hub office in Dubai (opened eight years ago), another Milestone office has been established in Saudi Arabia – making Milestone the first major VMS vendor to do so. Dedicated sales staff for North Africa are in place to ensure that Milestone can keep up with the growing demand for open platform solutions in this important region. Pinnacle Africa is newly appointed distributor for Milestone in Southern Africa. An expanding Milestone strategy emphasizes

the distributor channel as a major focus for the region to satisfy the increasing interest for solutions based on Milestone open platform technology.

Seven Milestone partners were also present at the Intersec stand, showcasing solutions spanning from infrastructure and intelligent buildings to video analytics. Video analytics provide a tool not only for use in security systems but also for enhancing business applications, for example in retail and as a part of 'smart buildings'. The ever-growing number of third-party integrations is now in the hundreds, confirming Milestone's position as the open platform VMS of choice.

Ambitious Plans

At Intersec Thomas Lausten, Vice president EMEA, explained: "We have ambitious plans for MEA and we are applying the same strategy, we have established for the whole EMEA region". Peter Biltsted, Sales Director, Middle East & Africa, Milestone Systems, says: "It was a very successful Intersec 2015 for Milestone and our partners. We are dedicated to strengthening our local presence across the whole MEA region. This resulted in very dedicated conversations at the show making it the most successful ever. We are honored to be chosen by so many highly esteemed customers here

in MEA, and we are very positive about the many new opportunities with our open platform technology and dedicated partner ecosystem." Peter Biltsted further explained that in the MEA region strong regional offices are the key to success. The office in Riyadh is important for the Saudi Arabia market with government and oil&gas projects, while the Dubai office will take care of corporate projects in the vertical markets banking, hotels, government in the VAE. In the Mahgreb region it is important to have representatives who are fluent in French and Arabic language to handle the projects there. The market in South Africa is different and Milestone handles this market via their Johannesburg office. In South Africa Milestone VMS protect some big facilities in the mining industry.



◀ Peter Biltsted, Director Middle East and Africa

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The system covers multiple expansive public areas

EVACUATION

Sound Design

Networked Evacuation Solution for New Exhibition Center

A comprehensive public address system for ExpoForum, the new convention and exhibition center in Saint Petersburg, has been delivered by Bosch Security Systems.

The ExpoForum is a modern venue for exhibitions, conventions and forums, but also hosts cultural and sporting events. In its current first stage opened in 2014 it comprises three exhibition pavilions with 40,000 m² exhibition space, a conference center, two hotels, a business center, a customs facility as well as outdoor and underground parking.

The operators required a multi-zone public address system to cover all areas for public announcements and background music in normal operation while doubling as a voice evacuation system in case of emergencies. The solution had

to take into account the different requirements of exhibition halls, outdoor areas and the convention center to guarantee perfect intelligibility throughout the entire premises. Another important requirement was easy integration into the complex overall security system.

IP Control

Bosch designed a fully digital Praesideo solution with eight controllers, some 90 amplifiers and more than 2,500 EN54-24 certified loudspeakers, allowing very targeted sound and message distribution. All components are networked via TCP/IP for transmission of both audio and control data. Due to the tight integration of all subsystems, the entire solution can be easily configured and operated remotely from multiple operator workstations. Operational status and connections are continuously monitored to guarantee the availability of the solution while the system is protected against unauthorized connection of external devices, making it highly tamper-resistant.

While this Praesideo solution covers the existing infrastructure today, it is intended to be expanded in line with the entire exhibition center. Due to its modular and flexible architecture, the solution can easily be scaled to include additional pavilions as they are added over time without the need to modify the basic solution design.



Multiple networked operator stations are provided

EXPOFORUM
Exhibition Centre in
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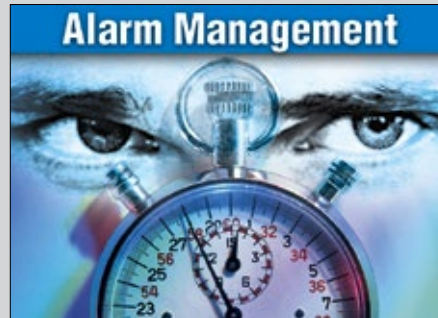


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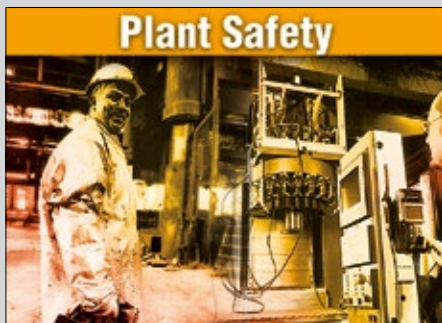


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EVENTS 2015

SECURITY EXPO Sofia 2015

Date: March 25–28, 2015
Place: Inter Expo Center Sofia, Bulgaria
Website: www.iec.bg

INTERPOL World 2015

Date: April 14–16, 2015
Place: Singapore
Website: www.interpol-world.com

In 2015, INTERPOL will open the INTERPOL Global Complex for Innovation (IGCI) in Singapore. IGCI will be a cutting-edge research and development facility for the identification of crimes and criminals, innovative training, operational support and partnerships.

Counter Terror Expo 2015

Date: April 21–22, 2015
Place: London, UK (Olympia Centre)
Website: www.counterterrorexpocom

Counter Terror Expo is the annual professional event delivering both focus and clarity to the complex and multifaceted task of protecting people and assets from those with the intent and determination to strike out.

Secutech Taiwan 2015

Date: April 28–30, 2015
Place: Nankang Exhibition Center, Taipei, Taiwan
Website: www.secutech.com

Secutech is Asia's leading security exhibition which offers a total solution to security channels and business units.

Saudi Safety & Security 2015

Date: May 10–12, 2015
Place: Dammam, Saudi Arabia
Website: www.sss-arabia.com

Saudi Safety & Security 2015 (SSS), the annual fire, safety and security exhibition is taking place once again at the DIEC in Dammam, SSS 2015 looks forward to another hugely successful exhibition attracting the global safety and security community.

Interschutz 2015

Date: June 08–13, 2015
Place: Leipzig, Germany
Website: www.interschutz.de

Commercial enterprises unveil their latest innovations at the show, while fire and rescue service professionals show the latest equipment and systems in action on the outdoor demonstration ground. In 2015 INTERSCHUTZ is once again set to become the destination of choice for all those who want to see the latest products, make new business contacts and share information and expertise with fellow professionals.

IFSEC 2015

FIREX 2015
Safety & Health Expo 2015

Date: June 16–18, 2015
Place: ExCel Centre in London, UK
www.firex.co.uk
www.ifsec.co.uk
www.safety-health-expo.co.uk

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