

MAGAZINE FOR SAFETY AND SECURITY

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Failing to Prepare..



... is preparing to fail. These wise words from our former HR director always come to my mind when time is running out before an important meeting or an event. One knows weeks before an event that it needs to be prepared and then the days go by and finally there is not enough time left to prepare properly.

To help you out, we have collected some previews for upcoming shows that might help you to prepare the shows. For Intersec in Dubai we will provide you the perfect tool for the show. GIT SECURITY will be the official media partner of Messe Frankfurt Middle East for the Intersec 2016 App. The App is especially developed for the upcoming Intersec trade fair in Dubai, providing Intersec visitors with a helpful overview. Clearly structured according to all main topics, the app is a useful navigation tool for MENA region's leading trade fair for Security, Safety and Fire Protection.

With a few clicks you will find all necessary information about exhibitors and the trade fair itself – fast access is granted with the overall search function. The dynamic map with a 3D hall and floor plan provides a comprehensive overview of the whole exhibition area and the following themed tours: Fire & Rescue, Perimeter and Physical Security, Oil & Gas, Construction, Banking and Smart Home. All tours will provide a targeted visitor guide through the Intersec trade fair.

The Intersec 2016 App will deliver mobile orientation at its best and will be available for a free download in the App stores starting mid December for iPhone, Android and Windows Phone. If your company is exhibiting at Intersec you may want to have a look at our sponsoring opportunities.

Enjoy reading this issue!

Heiko Baumgartner
For GIT's Safety and Security team

intersec

17–19 January, Dubai



App
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Dallmeier



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Stop looking in the wrong direction

There are thousands of PTZ cameras in use today, however when video recorded evidence is required they are often found to be looking in the wrong direction.

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Five-star Security for a Five-star Hotel

To increase the safety of guests and employees alike, the Sheraton Warsaw Hotel has replaced an existing fire alarm system by a Bosch fire safety solution. Bosch's local partner ASD also installed a voice evacuation system, which is tightly interfaced with the new fire panels. The new modular solution provides superior fire detection and intelligent voice evacuation with two networked Bosch Series 5000 modular fire panels, which are operated via remote keypads. More than 1,600 automatic optical and thermal fire detectors and almost 200 manual call points were installed throughout the hotel. The company's Building Integration System (BIS) acts as a fire visualization system and enables seamless integration and centralized operation of the fire panels and the voice evacuation system. The digital Praesidio public address and voice evacuation system supports more than 1,500 loudspeakers and enables distribution of highly intelligible and targeted evacuation instructions to different parts of the building.



www.boschsecurity.com

Siemens Wins new Service Contract at Dubai International

Dubai Airports has contracted Siemens Postal, Parcel and Airport Logistics to provide operation and maintenance (O&M) services for its baggage and material handling systems at Dubai International. The contract includes Terminal 1, 2 and 3 as well as a handling system near the Dubai Flower Center. A dedicated and experienced local team is employed on site that is highly familiar with the installed technology and secures immediate resources for all service aspects. Siemens personnel will work alongside the airport staff at multiple levels, forming an integrated operations and asset care team. The long-term contract has many advantages for Dubai Airports, allowing a strategic approach to process re-engineering, energy savings as well as cost and time efficiency.

www.siemens.com/logistics

Ed Browning Appointed as Sales and Marketing Director EMEA

Apollo Fire Detectors has further strengthened its leadership team with the appointment of Ed Browning. Ed graduated in chemical engineering at the University of Birmingham and also gained a Postgraduate Diploma in Advanced Marketing in South Africa. He has extensive sales and marketing experience, gained over 25 years with well-known companies. Steve Brown, Managing Director (EMEA) at Apollo, said: „Ed has a strong background in strategic marketing and business development and his expertise will help take us to the next level in areas such as brand management, product portfolio optimization and new product development. Ed's strategic thinking, execution focus and his international mindset make him a great addition to our leadership team.“

www.apollo-fire.co.uk

Videotec Expands Technical Support Team

A new member has joined the Technical Support Team at Videotec, the global manufacturer of video surveillance products. As he works alongside the current support team, Marco Spadillero will be able to draw on his vast experience in Networking and Network Security solutions for top banking firms. In the past, he has had significant responsibility in the banking industry as IT Systems Administrator and Security Compliance and Governance Consultant. He has a degree in IT Networks and Systems Security. Enrico Bertani, the Technical Support department manager, stated: „Marco's arrival will strengthen our team and enable us to provide even more prompt and constant support to our customers as they get to know our products better, utilize them and integrate them in their systems.“



www.videotec.com

AMG Systems Offers Free, Basics of IP Video Network Design' Whitepaper

AMG, the British manufacturer of CCTV transmission solutions and 5 Megapixel cameras, has produced a free downloadable whitepaper that guides readers through the basics of IP video network design. Written expressly for those who have analog CCTV knowledge, the whitepaper takes into account the significant changes in technology that have taken place over the past 15 years. It takes an unbiased look at the different elements of an IP video system, how these differ from analog CCTV, how system design impacts network requirements and which equipment can be utilized to ensure optimum performance, investment and future proofing as well as the advantages and challenges of using IP video for surveillance installations.



www.amgsystems.com/downloads/whitepapers.htm

ONVIF Publishes Release Candidate for Profile A

ONVIF has announced the Release Candidate for Profile A, a draft specification that establishes an interface for access control clients and expands the configuration options for ONVIF conformant access control systems. It encompasses the tasks of common, day-to-day access control functions for users such as security officers, receptionists or human resource professionals who grant and revoke employee credentials, create and update schedules and make changes to access control privileges within the system. Profile A enables the configuration of these functions at the access control client level. Suresh Raman, chair of ONVIF's Profile A Working Group said „This new profile complements the existing ONVIF Profile C to further enable integration between access control and IP video management systems when combined with ONVIF's Profile C and Profile S.“

www.onvif.org

Morpho appoints Olivier Méaux Executive Vice President

Morpho (Safran) today announced the appointment of Olivier Méaux as Executive Vice President of its Digital Security and Authentication division. He holds degrees from Ecole Polytechnique (1985) and Ecole Nationale des Ponts et Chaussées (1991) engineering schools. He started his career with BNP Paribas in New York, was named Vice President of Digital Systems and Services at Thomson Multimédia in 1995 and three years later was appointed Vice President, Business Development and Telecommunications by the French television network France 2. He joined Orange in 2002, holding successive management positions in sales and business development, with a particular focus on digital services. „Olivier Méaux brings a solid experience in the IT and digital sectors to our company, both in France and internationally,“ said Anne Bouverot, CEO of Morpho.

www.morpho.com

Gunnebo Wins Order from Spanish Royal Mint

Through its subsidiary Gunnebo Spain, the Gunnebo Security Group has won a contract to secure a banknote factory belonging to the Spanish Royal Mint. The order value amounts to some €1.8 million. The plant is located in Burgos in Northern Spain and houses a paper mill where banknotes are printed. Security is clearly a top priority so the Royal Mint turned to Gunnebo to provide armored panels to completely shield the banknote factory and warehouse. The company will supply and install over 2,300 square meters of Grade 4 vault panels, certified to European standard EN 1143-1, which have been specially designed to reinforce the interior and exterior of the building. Installation is expected to be completed in the first quarter of 2016. www.gunnebogroup.com

BSIA welcomes revision of British Standard BS7958

The British Security Industry Association (BSIA) has welcomed the revision of British Standard BS7958, Closed Circuit Television (CCTV) - Management and Operation Code of Practice. BS7958:2015 provides recommendations for CCTV within controlled environments where data that might later be offered as evidence is received, stored, reviewed or analyzed. It now includes newer technologies such as Automatic Number Plate Recognition and body-worn cameras. David Wilkinson, Director of Technical Services at the BSIA, comments: „BS7958 covers CCTV systems used in areas where the public has a ‚right to visit‘, such as places where public services are offered, public footpaths, educational establishments and public arenas such as sports stadiums.“ Evidence gathered using CCTV cameras is one of the most successful ways of securing convictions in court; criminals are much more likely to plead guilty when faced by undeniable CCTV evidence and this can save three to five thousand pounds. Simon Adcock, Managing Director of ATEC Security and Chairman of the BSIA's CCTV section commented: „Professionally designed and implemented systems increase the value of CCTV in fighting crime and protecting people and property. CCTV makes the public feel safer and public support for it is strong. Ensuring this continued support is critical for our industry and law enforcement. To their credit, the Government acknowledged this and created the role of Surveillance Camera Commissioner in the Protection of Freedoms Act 2012, which gave rise to the Code of Practice and its 12 principles. This seeks to ensure that camera systems are only installed where they are necessary, that privacy is considered, standards are complied with and that the resulting information is kept secure and handled appropriately. We are therefore pleased to see that BS7958 supports the principles of the code and to have played an important role in its development.“ www.bsia.co.uk

Restructured SeeTec on Growth Path

On-Net Surveillance Systems acquired a majority stake in SeeTec in April this year, creating a new global player in the field of video management software that changed its legal status from a stock corporation (AG) to a limited company (GmbH). Thanks to the resulting synergies in technology and customer/partner service, the pace of this positive development has now been quickened by increased involvement of SeeTec, which has made an additional 2 million Euro available, allowing further investment in the area of technology that will have a positive impact on the products and solutions of both SeeTec and OnSSI. In particular, further development of products will be speeded up by continuing to expand the software development team. www.seetec-video.com

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www.saltosystems.com

Samsung and Veracity technology partnership deliver video recording/storage solution

Samsung Techwin Europe and Veracity have jointly launched Trinity, an IP network video surveillance solution that does not require a network video recorder. It uses the processing power of Samsung's WisenetIII open platform cameras to simultaneously run multiple on-board edge-based applications, including Veracity's Coldstore 'direct-to-storage' recording solution. This builds a system that does not require a server or network recording device but supports audio and metadata as well as video. Large savings can be achieved on software licenses and NVR hardware costs. With a Coldstore array of up to 120TB consuming just 60 watts, there is also a large potential power saving. For large video surveillance projects, this enables users to apply for EU-funded environmental grants.



Alastair McLeod,
Veracity's Group CEO

www.samsungsecurity.co.uk

Fire Stations Opt For C-TEC's Power Supplies

C-TEC's power supplies, VdS-certified to EN54-4, are performing a vital task at twenty-two fire stations in Scotland. The Scottish Fire and Rescue Service called on Safe Services to install CSL Dualcom fire units, powered by BF360-24 power supplies, to add remote monitoring to fire systems at its stations. As a result, any faults are now reported to a 24-hour alarm-receiving center to ensure additional protection at the sites located across the Scottish Borders, West and East Lothian. Fire legislation in most European countries now states any power supply performing a mandatory function of a fire alarm system must comply with EN54-4/A2.



www.c-tec.co.uk

Fedja Vehabovic Moves To ela-soft

With his extensive knowledge in sales, marketing and organization of EMEA business, Mr. Vehabovic is now responsible as Manager, Export Sales for international business and will continue the growth of ela-soft by opening up new markets. With over 25 years of experience, the company develops manufacturer-neutral management systems for security, building and communication technology such as the successful GEMOS system, which integrates all the technical subsystems into a central, simple-to-operate interface. Mr. Vehabovic comes from JVC Kenwood and will build up foreign sales for ela-soft to make the company's products even better known abroad.



www.ela-soft.com

Protecting Residents and Vehicles in Dublin

Fire detection systems from Patol, a designer and manufacturer of specialist products for industrial applications, are now providing protection in various underground residential car parks in Ireland. The company's analog, resettable Linear Heat Detection Cable (LHDC) provides early warning of any potential threat of fire. The unique characteristics of LHDC make it ideally suited for the exacting conditions that are usually present in covered or underground car parks. These are often large spaces with a high airflow, and the build-up of exhaust fumes can create difficult conditions for conventional smoke sensors in the early stages of combustion. Linear heat detection cable is not affected by such conditions, nor by dampness or high humidity.



www.patol.co.uk

Ian Young Joins VCA

VCA has appointed Ian Young to the role of Business Development Manager for the EMEA region. Ian will be responsible for developing relationships with key market influencers, including consultants, specifiers and systems integrators to identify sales opportunities for VCA's new range of IP network video devices which feature its highly acclaimed analytics technology. Prior to this post, Ian was Commercial Manager for SmartCCTV, a value added reseller of video analytics, video incident detection systems and high end surveillance solutions for the transport sector. „Ian is a welcome addition to our fast expanding global sales team,“ said Kevin Waterhouse, Executive Vice President, Global Sales for VCA.



www.vcatechnology.com

Christian Bohn Joins Vicon in New Strategic Consulting Role

Vicon Industries, a designer and producer of video security systems and high-performance IP cameras, has announced that Christian Bohn has been brought on as a consultant to lead Vicon's strategy planning process for expanded business growth. In this role, Christian will also be responsible for guiding several strategic product and technology projects, centering on standards-based open platform solutions and developing new areas like Business Intelligence Services, reporting to Eric Fullerton, Vicon CEO. Christian previously held senior management positions at Milestone Systems and spent 11 years with Intel and Giga in global product and sales management roles. He holds a degree in Business Engineering from the Danish Technical University.

www.vicon-security.com



The biennial Italian security event again attracted many local and international visitors

EVENT

Sicurezza 2015: Technology to Protect Us

Growth in Space, Exhibitors and Visitors

Sicurezza 2015, the international biennial security and fire prevention event, ran again recently at the Fiera Milano in Italy from 3 to 5 November. There were new market areas, products and services from top industry players with tailor-made integrated solutions on show. The organizers were happy to report ever more products and solutions on offer, and also a double-digit (27%) growth in foreign exhibitors.

For the first time that the fair was held in an odd-numbered year, Sicurezza remained a key appointment for security and fire prevention professionals. This time it was bigger and better, with 10% more exhibition space and, most notably, a large rise in attendance by international exhibitors. The presence of major market leaders at this edition again confirmed Sicurezza as the leading Italian event.

A hundred and fifty top hosted buyers (40% more than last time) came to this year's show. Through EMP – Fiera Milano's proprietary business matching software – they were put directly in contact with exhibitors before the event started so they could set appointments and then have meetings at the stand.

Absolutely No Entry

Video surveillance continued to go from strength to strength. A wider selection of products for passive security was on show, in particular from locksmiths who this year were out in force with the latest-generation of electronic locks. Advanced products were on show for access control; in burglary prevention there were bespoke solutions for every situation, from the home to the office right through to sensitive environments.

IT-based solutions continue to grow in importance and are paving the way for a future of potential opportunities with integration into other sectors and an embrace of the IoT, the Internet of Things, in managing and monitoring technology online, and a number of interesting state-of-the-art solutions were on show. The Sicurezza Drone Expo was a brand-new addition this year, dedicated to the use of drones for security/safety-related purposes for private and public security.

Initiatives in Vertical Markets

Sicurezza 2015 played host to various different vertical initiatives dedicated to a burgeoning world of applications that help industry professionals for every sphere of application – banks, offices, transport, local stores, mass retail outlets, residential, critical infrastructure and smart cities – to make the best choice for their needs and understand the potential of the emerging technologies on show.

Focused specifically on security solutions for the retail trade and large-scale distribution, the Security for Retail Show was staged in Hall 22 for the first time at Sicurezza jointly with the Italian magazine *essecome*/securindex.com. The area encouraged dialog amongst trade professionals in the retail sector and proposed customized point of sale solutions, presenting technologies and vertical solutions in a single context. Over in Hall 24, and offering a privileged overview of the increasingly digital nature of the sector, Sicurezza and the Italian trade magazine *Digitalic* presented ICT Security Village. In a world where security tools are invariably digital devices linked to a network, new expertise and new solutions are needed to adequately protect surveillance tools and the data they record. The Digitalic Village offered concrete examples of the increasing level of integration between ICT and security.

The Intelligence and Security of Things

Another interesting vertical area was the one focusing on the IoT: the intelligence and the security of things (Hall 24): With the advent of the 'fourth industrial revolution', things have become smart and can communicate with each other, and everything nowadays – whether we're talking

about infrastructures, the industrial world or private individuals – is linked to a digital device and a network. In this context, the theme of security becomes a priority. The IoT area brought together companies which, even today, are taking effective steps to solve the security problems that need to be tackled in the light of increasingly widespread intelligent devices and products.

When Security Takes to the Skies

Organized by Mediarkè and appearing for the first time at the show, the Sicurezza Drone Expo in Hall 22 was an initiative entirely devoted to the use of UAVs (Unmanned Aerial Vehicles, or drones) for the purposes of security and safety. Companies specialized in the production of Unmanned Aerial Vehicles (UAVs), or which offer services employing drones, took part in this group event. A special flight area was set aside for demo flights involving multi-rotor drones.

Technological innovation and advancement have prompted the industry to realize that the future lies in integrated solutions. This is the idea that spawned the Solutions Gallery, which showcased 360-degree solutions in fire protection, burglary prevention, access control, building and video surveillance in numerous different vertical markets.

CONTACT

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Milan, Italy

Tel.: +39 02 499 76 221

www.fieramilanotech.com



EVENT

Security and Safety under the Sun

Intersec Promises To Be Even Bigger in 2016

When Intersec 2016 will open its doors from January 17th to 19th in Dubai the show promises to be even bigger. After the record year in 2015, the show will present over 1,300 exhibitors that will showcase a truly comprehensive range of products across five broad sections, including Commercial Security, Information Security, Fire & Rescue, Safety & Health and Homeland Security & Policing.

The last edition of Intersec in January 2015 featured 1,234 exhibitors and welcomed more than 27,303 visitors from 118 countries which made it the largest Intersec of all times. The most important business platform worldwide and the no. 1 in the MENA region is far more than a successful meeting platform. This is where new projects and partnerships are initiated, where visionary objectives are conceived and implemented.

New sub-product sections will be also introduced during the 18th edition of the show: Smart Home & Home Automation Equipment, Safety Design in Buildings and Physical & Perimeter Security.

Smart Home

Intersec 2016 will for the first time present the concept of Smart & Safe Home Automation through its international platform. The technology has seen rampant growth and development. The market in the GCC has not only begun to realize the benefits in terms of comfort, security, and luxury, but also in terms of energy saving and increasing property value, thus all these realizations will continue to lead to a booming market in the GCC.

According to KippReport, the Middle East is approximately ten per cent of the expected Smart home market, which is expected to grow to more than USD

55.8 billion by 2020. Whether it is temperature, lighting, AV control, security or parking system, the modern home is controlled by your fingertips.

The global smart home market has an exhaustive product portfolio. The smart homes market has been segmented by product into energy management systems, HVAC control, entertainment control, security and access control. The energy management system is further segmented into smart devices and lighting control solutions. Different security & access control product solutions included are intrusion detection system, video surveillance, motion sensors, touch screen, and keypads. There

will be a Smart Home LIVE Demonstration area in Hall 1-G11 to discover smart solutions for the business.

Safety Design in Buildings

Another novelty for 2016 will be the Fire Section - Safety Design in Buildings Pavilion. Fire in a building with inadequate fire protection features can present severe problems and create complexity in a fire fighting operation. This inevitably causes deficiency in the protection of occupants from fire and smoke during the egress or evacuation.

However UAE requires a Code of Practice that suits the local trend and concept as well as the firefighting operational needs. It is the policy of the Civil Defence to impose measure to minimize the risk of Fire and to ensure the Safety of life and property. The purpose of this code is to prescribe minimum guidelines for property owner, designers, consultants, Décor companies, Contractors, suppliers, installation and maintenance companies who are obliged to follow the minimum requirements of these codes and regulations. With this in mind, for the very first time, Intersec is introducing the Safety Design in Buildings Pavilion after supporting a successful series of SDiB Conferences within the GCC.

Physical & Perimeter Security

The demand for perimeter and physical security systems is growing rapidly due to increasing instances of threats and high technological and product advancements, aiming to reduce the costs involved in security management. The global perimeter security market is estimated to grow from \$11.6 billion in 2013 to \$17.7 billion in 2018. Physical security market, which has been valued at \$55.59 billion in 2013, is estimated to be worth \$87.95 billion by 2019. Following the swift growth in global and regional perimeter and physical security markets, Intersec 2016 will feature a new stand-alone section for Perimeter & Physical Security.

Industry Experts at Intersec Conferences

Led by high-profile international speakers and supported by Dubai Police and the Directorate General of Civil Defence – Dubai, the conferences are an ideal platform for industry experts to discuss and analyse new developments, innovations, legislation and changing paradigms within the regional safety and security industry. Intersec 2016 will feature a selection of 4 value-add conferences including:

Fire Safety Conference

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

Commercial Security Conference

The one-day conference will discuss the most pressing corporate security challenges that can plague businesses. Many businesses struggle to absorb the effects of these practices and are often forced to utilise increasingly more complex commercial security measures to combat theft, fraud, vandalism and assault. With a growing number of corporate security solutions that are not only more effective, they can also save businesses money.

Occupational Safety Conference

Developing and implementing an effective occupational safety management system ensures safety of operations and enables organizations to monitor and manage risks related to the working environment. The one day conference will provide the knowledge on how to systematically improve health and safety to ensure a sound and healthy working environment for employees. It will also encourage employees to perform to their best. This will in turn improve the financial results. Improved

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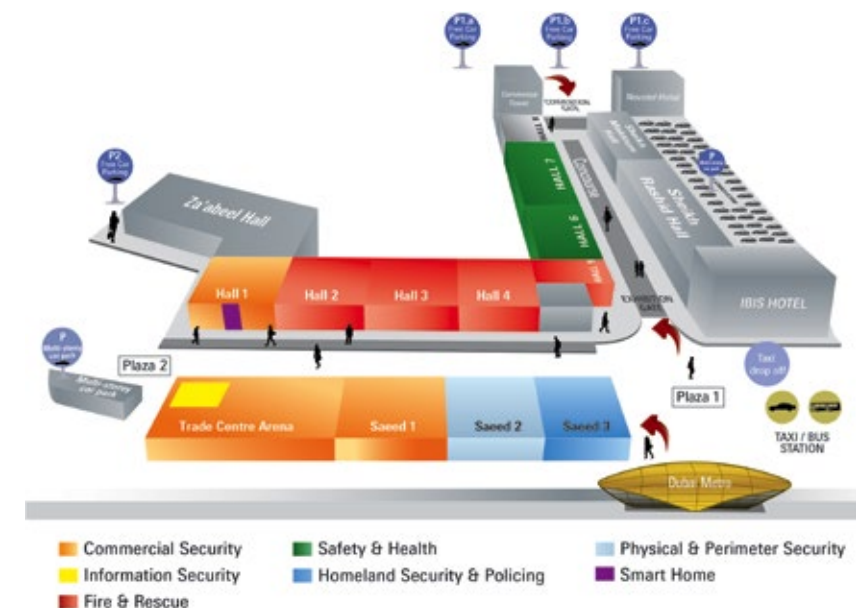
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 More.
 Safety.



occupational safety and health enhances productivity by reducing the number of interruptions in the work processes, reducing absences, decreasing the number of accidents and improving work efficiency.

Safety Design in Buildings Conference

The Safety Design in Buildings conference is a regular GCC-wide debating platform for best practice dialogues between safety professionals of the construction industry and authorities. The conference addresses fire safety and evacuation strategies, material as well as safety system requirements for high occupancy buildings.

Intersec Your Fingertips: The Intersec 2016 App

GIT SECURITY will be the official media partner of Messe Frankfurt Middle East for the Intersec 2016 App. The App is especially developed for the upcoming Intersec trade fair in Dubai, providing Intersec visitors with a helpful overview. Clearly structured according to all main topics, the app is a useful navigation tool for MENA region's leading trade fair for Security, Safety and Fire Protection.

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and floor plan provides a comprehensive overview of the whole exhibition area and the following themed tours: Fire & Rescue, Perimeter and Physical Security, Oil & Gas, Construction, Banking and Smart Home. All tours will provide a targeted visitor guide through the Intersec trade fair.

The Intersec 2016 App will deliver mobile orientation at its best and will be available for a free

download in the App stores starting mid December for iPhone, Android and Windows Phone.

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Tel.: +971 4 338 010 2
www.intersecexpo.com
www.uae.messefrankfurt.com

Security Products

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

Heald Launches Anti-terrorist Security Bollard

East Yorkshire firm Heald has announced the launch of its innovative HT1-Evolution high-security rising bollard. The design of the Hostile Vehicle Mitigation (HVM) bollard means it can be installed at a depth only slightly greater than the height of the actual bollard itself with no loss of protection. The one meter rising bollard requires an excavation depth of just 1.1 meters but is strong enough to stop a 7.2 tonne truck traveling at 64 kph (40 mph). That was proven in the stringent new IWA crash test and it was fully operational afterwards. Crash tests for the company's range of Hostile Vehicle Mitigation security barriers are so spectacular that videos go viral on YouTube. The bollard is available with stylish stainless steel covers in a range of colors to blend in with any environment.



www.heald.eu

TÜV Certifies IT Security of Siptort Access Control System

Siemens has had the IT security of its Siptort 3.0 access control and time recording system certified by the German certification authority TÜV Trust IT. All the system's relevant software and hardware components passed TÜV's tests. From the ID and reader to the controllers, servers, clients and web clients, everything is suitable for use in applications requiring an increased level of protection. All communication channels are encrypted to ensure that only users with appropriate permission can access data. Siptort 3.0 was certified as a 'TÜV Trusted Application' at the end of September.

www.siemens.com/buildingtechnologies

Secure Network Surveillance

DVTEL's United VMS 7.0 platform offers a fresh take on video operations management and control, such as the intuitive EZ Client web interface and IP-immune Cyber Defense Suite. It offers multi-layered protection of customer data and assets from IT vulnerabilities within a surveillance system. PORTection Network Access Control monitors and defends all entities in the system from unauthorized entities or behavioral anomalies. In a case where an extremely sophisticated attacker works his way around a multi-layer protection, the company offers a solution that monitors and ensures that all devices connected to the video network are properly identified, authenticated, and comply with the organization's security policies. The system will either block, quarantine, or report these upon detection of unauthorized devices. www.dvtel.com

Samsung SRN-4000 receives Network Rail PADS approval

The SRN-4000 Network Video Recorder (NVR) has joined the list of Samsung cameras, domes, recorders and Ethernet switches within its IP network video surveillance range that have been approved for use within Network Rail infrastructure. Confirmation that it complies with PADS certification follows comprehensive testing to ensure it meets Network Rail's demanding safety standards. The recorder, voted 2015 CCTV Product of the Year by the readers of PSI (Professional Security Installer) Magazine, is an extremely robust, out-of-the box Linux-based video recording solution with hard drive hot swap facility and a dual power supply. The device is able to simultaneously record and multi-stream images at a high bandwidth, offering 700Mbps total throughput with provision for both internal and external storage. www.samsungsecurity.co.uk



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EVENT

More Space, More Exhibitors – and the 3rd Perimeter

Press Conference at Frankfurt Airport with the Organizers from the Nuremberg Messe and VfS

The location of the press conference in advance of the biannual „Perimeter Protection“ trade fair couldn't have been better chosen: there are 23 square kilometers of land at Frankfurt airport to be secured. Amongst other measures, this is achieved with 42 kilometers of fencing, of which 11 kilometers are a high-security fence surrounding the north-west runway that entered service in 2011. This is good reason for the security experts of Fraport to be in Nuremberg from 12 to 14 January 2016, where the security industry meets up and the Perimeter Protection International Trade Fair for perimeter security, fence technology and building security will be opened for the fourth time. After all, even one of the best organized security departments in the world still wants to be aware of the latest technology developments.



Markus Vohals explains the operational principle of the high security fence surrounding the northwest runway



Fraport Head of Security Erich Keil: "Simple wire netting before - today with detection, cameras and direct connection to the security control room"



Organizing the accompanying congress: Wilfried Joswig, President of the VfS (Association for Security Technology)

The Perimeter Protection event is also unique in 2016 by its complete solution approach that demonstrates mechanical and electronic systems for the protection of open areas. The Perimeter Protection congress, organized by the Verband für Sicherheitstechnik (VfS – Association for Security Technology), runs in parallel on the first two days of the show. This will be the third time that highly qualified speakers both from the industry and planning offices discuss the optimum security of open terrain, even when Frankfurt airport is already very well protected. The Fraport security department is always on the lookout for new technology and perhaps even better products and solutions.

The organizers have already been able to report positive news: „The preparations for Perimeter Protection are running at top speed and we are very pleased with the number of registrations. We have been able to assign considerably more space than last time and have currently occupied over 3,700 square meters (2014: 3,270). Compared to this time two years ago we also have significantly more exhibitors, also from abroad,“ explains Head of Organization Alexander Stein happily. For this reason, Perimeter Protection will be extended for the first time, also moving into Hall 12, so interested companies can still obtain attractive stand areas.

The evidently successful concept of Perimeter Protection is working well: it is the only trade fair focused



Organizer Alexander Stein of the Nuremberg Fair: „Significantly more space for Perimeter Protection than ever before“

on the security of open areas and remotely located systems.

Providers of active and also passive security systems will meet highly-qualified purchasers from industry, government departments and regional government as well as planners of building security and installers of building security systems.

3rd Perimeter Protection Congress

Perimeter Protection again offers an accompanying congress on the first two days – organized by the VfS – albeit held only in German. This provides a platform for discussion by recognized and experienced experts on security about the particular challenges of providing optimum external security. This takes into account the whole process from planning, then contract award through to real-



Markus Vonhals, Security Operations Planner at Fraport

ization and acceptance. The Perimeter Protection congress is addressed not only to consulting engineers and manufacturers but also to users, system providers and installers. Authorities that are responsible for security solutions in the compounds of businesses, industry and public buildings are also given an fascinating knowledge platform. This year the focus falls, amongst other aspects, on subjects such as the protection of particularly sensitive objects in times of increased danger as well as intelligent fence concepts to save energy and reduce CO₂ emissions. Of course, within this context the particular risk of drones (UAVs = unmanned aerial vehicles) will be analyzed. After the discussions or on the third day of the event, participants can bring themselves up-to-date on the latest technology – an optimum combination.

The 2016 congress program can be found now in the German web presence at:

www.perimeter-protection.de and later also at: www.vfs-hh.de.

About Perimeter Protection

Over 2,200 industry visitors informed themselves about the latest products and solutions for open site protection offered by 78 exhibiting companies, 17 of those from abroad, during Perimeter Protection in 2014. And the special element of the event: not only mechanical protection measures such as fences, gates and barriers but also electronic systems such as video surveillance, intruder alert systems, external lighting and access control are on display. The fourth ‚Perimeter Protection‘, the International Trade Fair for Perimeter Protection, Fencing Technology and Building Security, takes place from 12 to 14 January 2016 at the exhibition center in Nuremberg.

GIT SECURITY says: a visit is worthwhile – anyone who has to do with the security of open compounds will get their money’s worth at Perimeter Protection in January 2016.

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Perimeter Protection: Now Already with Increased Space

From 12 to 14 January 2016, the security sector will come together once again at the exhibition center in Nuremberg. That is when Perimeter Protection, the International Trade Fair for Perimeter Protection, Fencing and Building Security, will already be entering its fourth round. The event, held in a two-year rotation, will again bring together mechanical and electronic systems for outdoor site protection – an integral concept. Around three months before the next Perimeter Protection we spoke to the event managers, Hanna Hauser and Alexander Stein.

GIT SECURITY: Ms Hauser, Mr Stein, how are preparations going for Perimeter Protection 2016?

Hanna Hauser/Alexander Stein: Our event organization is currently in full swing and we are very satisfied with the level of exhibitor applications. We have already allocated the entire space of around 3,200 square meters occupied by the previous event, and currently have 70 percent more exhibitors, even more in international terms. So in 2016 we will be going into extra time for the first time, so to speak – into Hall 12 in fact. That means we can still offer interested companies attractive locations for their stands and are looking forward to several new exhibitors taking part. This confirms our concept of Perimeter Protection, as the only fair to focus exclusively on the security of outdoor sites and facilities. We bring suppliers of both



Hanna Hauser

active as well as passive security systems together with highly qualified buyers from the industry, authorities, agencies and local authorities as well as building technology planners and installers of building security systems.

In addition to the exhibition, Perimeter Protection is offering



Alexander Stein

an attractive support program. What can visitors expect in January 2016 in Nuremberg?

Hauser/Stein: Perimeter Protection will have a supporting congress once again, running on the first two days and organized by our partner VfS Verband für Sicherheitstechnik e.V.

(Association for Security and Safety). Top-ranking speakers from industrial companies and planning offices will be discussing the optimum security solutions for outdoor facilities. The Perimeter Protection Congress is directed not only at planners and manufacturers, but also at users and constructors. It also offers those authorities and agencies that are responsible for security solutions at outdoor sites of companies, industry and public institutions an interesting source of knowledge. The participants can bring themselves up to date with the latest technology in the hall between the lectures or on the third day of the fair – an optimum combination, we think. ■

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Rack-mounted NVR

Milestone Systems, the open platform company in networked video management software (VMS), has released Milestone Husky M50 Advanced. This streamlined appliance is a customizable, rack-mounted, premium solution that combines high-performance, robust industrial-grade hardware and Xprotect advanced video management software for complex, multi-site deployments. The unit supports up to 120 cameras in an all-in-one set up. An on-site configuration wizard simplifies deployment of all-in-one and recording server configurations. The assistant can also help customers with multi-site advanced software deployments to maintain a standardized NVR/server configuration company-wide. The appliance can be operated as a stand-alone unit, with the advantage of joining even the most advanced distributed setup with no extra software or upgrades required. www.milestone.dk



Updated Version of Ipolis Mobile App

The latest version of the Samsung Ipolis Mobile app now has a host of new features to make it even easier to remotely gain access to live images in HD via a smartphone or tablet and avoid unauthorized access to confidential data. Version 2.6 enables the direct remote monitoring of multiple HD cameras at multiple sites and negates the need to access the images via a recording device. The app also supports audio and is fully compatible with all Samsung IP network cameras and domes, including full pan/tilt/zoom models. It allows authorized users to gain access to camera SD cards, DVRs and NVRs, to search and play back recorded video of any incidents. With an option to display favorite cameras, DVR and NVR profiles in a tile format, users can effortlessly switch from live or recorded images. www.samsungsecurity.co.uk



Quick-folding Vehicle Gate

The Perimeter Protection Group has expanded its product range with the Entraquick PU30 quick folding gate. This is based on the proven design of PPG's single leaf Entraquick II, and enhanced by the addition of a self-locking arrestor system for impact resistance. The arrestor system was designed to prevent forceful entry of a pickup truck traveling at 50 km/h and comes with a penetration rating of P1, proven by vehicle impact simulation. The arrestor system is simple and effective as the interceptor rod only engages in the catch hooks on the receiving post in the event of a vehicle impact. This makes any unlocking action normally required prior to gate operation unnecessary. Another advantage of the system, with a TÜV certification to DIN EN 13241-1, is the fact that it can be retrofitted to any already installed single leaf Entraquick QFG II on site. www.werra.de



Multi-technology System Gives Enhanced Threat and Contraband Detection

American Science and Engineering, a worldwide supplier of X-ray detection solutions, has announced the next generation Z Portal system, a drive-through cargo and vehicle inspection system that uses multiple detection technologies to provide up to six views of scanned passenger vehicles, trucks, buses, and cargo. The system incorporates the company's latest source and detector innovations in a more compact design, enabling improved image quality along with higher throughput, even in space-constrained locations. The multi-technology solution delivers even greater visibility into scanned objects at increased vehicle scan speeds of up to 20 km/h (12.4 mph) and high-throughput screening of up to 400 passenger vehicles or 250 trucks per hour. It is safe for drivers, operators, scanned cargo and the environment. www.AS-E.com



Universal Driver for Arecont Megapixel Cameras

OnSSI today announced a universal driver for Arecont Vision's line of megapixel imaging solutions to seamlessly integrate with the company's Ocularis Video Management Software (VMS) platform. This new driver provides compatibility with all the camera manufacturer's current and future camera models, using the same driver. Because of its architecture and design, integrating even the most advanced multi-sensor cameras is a simple plug-and-play operation, without development or an extensive set-up process. The Ocularis VMS automatically requests resolution and feature data from Arecont Vision cameras and applies the appropriate video-streaming settings. The remaining setup is accomplished through the OnSSI interface. The simple set-up process results in significant cost and time savings for integrators and installers. www.onssi.com

Illustra Flex Outdoor Mini-Domes with Improved Temperature Performance

Tyco Security Products has introduced a significant temperature performance improvement to their Illustra Flex Series of IP cameras. These cost-effective, high definition video cameras give end users a better IP video solution in demanding, colder environments. The 1 and 3 megapixel outdoor Mini-Domes will operate in -40°C to 50°C (-40°F to 122°F) temperatures using standard PoE (Power over Ethernet) instead of a 24VAC power supply, which lowers the overall power consumption and greatly simplifies the wiring infrastructure necessary for outdoor cameras. Beyond this, the cameras offer excellent low-light color video quality with true day/night operation, integrated IR illuminators and IK10 vandal rated performance. www.illustracameras.com





EVENT

Focus on Seven Key Capabilities

Security and Counter Terror Expo Will Offer High-level Exhibition and Conference

Security & Counter Terror Expo (SCTX), the leading international event dedicated to mitigating the threat of terrorism will open its doors for the 8th edition of the show on 19th and 20th in April next year at London's prestigious Olympia. The 2016 event is fully supported by the Home Office. The evolution of the show's title as well as the re-focus on the security capabilities outlined by UK government reflects this level of support.

Aligned with UKTI and Home Office Export Strategy, Security & Counter Terror Expo will focus on seven key security capabilities. Launched by the Home Secretary in February 2014, it is the first ever Security Exports Strategy. The Strategy is a joint product from UKTI's Defence and Security Organisation (UKTI DSO) and the Home Office's Office for Security and Counter Terrorism (OSCT) and sets out the government's approach to the security export market.

The strategy is a vital blueprint for increasing UK security exports around the world. It supports the security industry's strengths and aims to increase the UK's share of the global security export market. The seven sector focus areas are Border Control, Critical National Infrastructure Protection, Cyber Security, Major Events, Offender Management, Policing & Counter-Terrorism and Services. By focussing on the above capabilities, exhibitors at the show will be able to make unprecedented in-roads into new international markets as well as meeting key domestic buyers. Visitors will also benefit greatly – the capabilities will provide the backbone for content and a highly structured learning experience.

David Thompson, Event manager says "with the Home Office support and the UK being a world leader in national security, Security & Counter Terror Expo has risen to being one of the crucial security events of the year. It has become an essential visit not just for UK visitors but international attendees too – many use the UK as their benchmark in fighting terrorism". This was supported by attendees from over 100 different countries making the trip to the event in 2015.

The event will bring together leading manufacturers, buyers and industry VIPs from across the spectrum of Government, Military, Law Enforcement, Emergency Services, Critical and National Infrastructure, Private Sector and

the Security Services. At the heart of Security & Counter Terror Expo is a comprehensive learning experience with content being defined by the UK's security capabilities.

World Counter Terror Congress

World Counter Terror Congress is the centre-piece paid-for conference. It will provide a high-level strategic overview covering the most pressing issues and will take a detailed look at the future security landscape.

In 2015, over 300 international professionals attended the Conference to hear from the likes of the Home Office, Met Police, NPCC and NATO. It provides a unique and secure environment to debate the threats we face, define operational strategies and to help shape future policy.

Critical and National Infrastructure

For the first time, the Critical National Infrastructure conference will be free-to-attend. Located on the exhibition floor, it is set to attract hundreds of public and private sector security professionals tasked with protecting the multi-billion pound national infrastructure. In 2015 it saw UKTI, CPNI and Heathrow (to name just a few) present on the issues faced, best practice and critical focus areas for national infrastructure protection.

Cyber Threat Intelligence Zone hosted by techUK

With Cyber terrorism on the rise, there is an increasing need to develop sophisticated defences. Hosted by techUK, the Cyber Threat Intelligence conference will analyse global cyber security threats and best practice in mitigating them. Cyber Threat Intelligence is one of the UK's fastest growing cyber security events. Run for the first time in 2015 it attracted over one thousand delegates from the public and private sectors. The free-to-

attend conference provides a platform for those tasked with preventing and responding to cyber-crime and terrorism.

The theatre will produced in partnership with techUK, the industry body at the forefront in helping the UK increase resilience to cybercrime and cyber terrorism. Their comprehensive network of experts from the private and public sectors will come together to build an impressive line-up of speakers.

Transport Security Live

The global terror threat is high and transport networks are a favoured target and vulnerable area for attack. The free-to-attend Transport Security Live Conference at SCTX will showcase international case studies and the latest developments in protecting transport networks, transport hubs and passengers.

Transport Security Live brings together the key stakeholders from government, police, aviation, maritime, public transport, rail and secure transport to discover best practice, the latest solutions and developments in transport security.

Advanced Technologies Stage – the Future of Security and Counter Terrorism

The Advanced Technologies Stage will be the place to see the products that support UK Security capabilities. It will host some of the most cutting edge solutions and provide a rare opportunity to see equipment for the first time on display. The Stage also offers the perfect opportunity for SME’s to present their solutions and raise their profile on a broad and international platform.

Policing and Special Operations Zone

Ensuring that law enforcement and special operations teams are as prepared as possible is a vital aspect in combatting terrorism. The Policing and Special Operations Zone at Security & Counter Terror Expo will showcase the latest products, strategies and thinking for Law Enforcement and Special Operations teams across the world.

It will provide an ideal opportunity for special operations units to review and benchmark their operations against industry standards and explore development areas. The Zone will see significant involvement from UK Police forces and SO units – with many taking the opportunity to make educated procurement and investment decisions. The Zone will also attract the world’s police forces as they look to align their tactics with the UK and also source new thinking and services.

The combination of a high-level conference and extensive exhibition provides a vital opportunity for public and private sectors to meet to discuss how to protect against terrorism and ensure effective threat mitigation solutions are put in place. Attendance records were broken at the 2015 show; over 9,000 visitors made the trip to find how to protect against terrorism. Set to be significantly larger than the 2015 edition, the exhibition will see 300 companies, showcasing more than 4,000 products and services. Visitors will see the most comprehensive display of technology, equipment and services designed to protect nations, borders, crowded places, critical national infrastructure, companies, assets and individuals from the threat of terrorist attacks.

Co-located With Leading Events

Adding extra interest to the event as a whole is the co-location of two other high-level events: Ambition – the EPRR Expo and Forensics Europe Expo. The combination of these events under one roof allows for extensive networking and learning opportunities.

Bringing together the Security and Emergency Preparedness, Resilience and Response communities, Ambition 2016 will provide professionals from Government departments, the NHS, councils, local resilience forums, ambulance trusts, fire and police organisations and specialist agencies with the unique opportunity to meet, network and debate the latest challenges of today.

Forensics Europe Expo combines a high-level conference and seminar programme with an exhibition of specialist equipment in applications across all areas of the forensic sector. Now in its 4th remit, the only international event dedicated to forensic technology is expected to grow considerably with more global exhibitors showcasing the latest innovations to an audience of senior buyers and specifiers.

CONTACT

Clarion Events

www.counterterrorexp.com

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Riet Cadonau,
CEO of the dorma+kaba group

COVER STORY

A Matching Pair

Potential thanks to megatrends of urbanization, need for security and digitalization. CEO Riet Cadonau on the newly created dorma+kaba Group

Dorma and Kaba have merged to form the dorma+kaba Group. A global top 3 company in security and access solutions has emerged with a pro-forma turnover of around EUR 1.9b. GIT SECURITY spoke exclusively with Riet Cadonau, hitherto Kaba CEO and now CEO of the dorma+kaba Group.

GIT SECURITY: Mr Cadonau, there had already been a lot of movement in the access control market during 2015: Dorma and Kaba have got together and risen to third place amongst the market leaders. Shortly beforehand, Allegion and SimonsVoss merged, which made them second largest provider in this segment after Assa Abloy. Will there be further consolidations in this otherwise very fragmented security and access control solutions market in your opinion?

Riet Cadonau: Yes, we expect the trend of consolidation of the market to continue – driven on the one hand by the larger players – but also by inherent necessity that arises from other developments. An example of this would be the need for investment in innovations such as cloud-based solutions,

that could overstretch small or medium-sized firms in the medium term.

What course will dorma+kaba take here? Are you considering other acquisitions?

Riet Cadonau: Within the realms of our ability we will also expand and grow stronger through targeted acquisitions. This will follow clearly defined criteria such as strategic fit, technology and geography as well as the respective purchase price.

There has been friendly contact between the companies for many years – but about two years ago you started to talk about a merger. Everything happened quite quickly since the first announcement in April – the new group

management is in place, the Kaba shareholders have given their approval, and the competition regulators too. What gave the final impetus to go for the fusion?

Riet Cadonau: A large number of factors have to be in place on comparatively large projects such as this. But the decisive element was the mutual personal trust that was able to develop between those involved. Without this foundation, it would not have been possible to come to a result that is acceptable for everyone. In fact, the key to success lies in simultaneous similarity and complementarity. Even though the Kaba Group is a listed company, just like the Dorma Group we also have a long tradition as a 'family-run business' with very strong family shareholders. This has led to corresponding similarities in the company culture, the



values, etc. On the other hand, we are complementary with regard to the product portfolio, geographical presence in Asia and America as well as our combined capacity throughout the entire value chain.

You stated that you will be better able to serve market and customer needs together through the merger. Where exactly are the advantages of the link between Dorma and Kaba – in what way do the two companies complement each other?

Riet Cadonau: Dorma provides access solutions and the corresponding service and in particular is a leading global provider of automatic, glass and door locking technology. Kaba on the other hand is an important global provider of access control systems, cylinders and locks, time and attendance data collection as well as keys and key systems. But until now, both companies were not able to offer their customers all the products to do with access to buildings – something that is increasingly demanded by customers. This is particularly relevant to the Asia-Pacific and Middle East markets, but frequently also to the developed markets. Within the value chain surrounding doors and thanks to the contacts of Dorma, Kaba products will now be brought into the selection process earlier by architects, planners, main contractors etc. Kaba can also benefit from Dorma's design competence. Conversely we can combine the leading technology competence of Kaba in electronic and cloud solutions with the products of Dorma. Together we will become the leading provider of complete access solutions.

And regionally the two companies complement each other, thanks to different global presence?

Riet Cadonau: That's true, we also benefit from each other in this aspect. Besides the common strong roots in Europe, Dorma is better represented in Asia, Kaba in contrast in North America. So we not only strengthen our presence in those

regions but together also reach a critical mass in many markets.

What effect will the merger have on the future product portfolio?

Riet Cadonau: It is too early to be able to give detailed information about that. Both parties have an intact and healthy portfolio in their relevant areas. We will combine these and develop them further with consideration to future customer requirements.

What plans do you already have – also for differentiation to Assa Abloy and Allegion?

Riet Cadonau: We do not orientate ourselves primarily towards our competitors. The fact is that our customers will profit in future from the combined and largely complementary product portfolios of Kaba and Dorma from one source. We will provide an extensive range of building access products as a 'one stop shop' – we will position ourselves as a provider of complete solutions. We can better reach our customers by combining our sales channels. And we should not forget our combined power of innovation: dorma+kaba will continue to strive for leadership in innovation and will invest around four or five percent of the higher combined turnover in research and development. Our customers will benefit from that too.

Where do you see opportunities for growth for dorma+kaba?

Riet Cadonau: In general, we are luckily in a growth market. Four already recognized megatrends offer us positive business potential. These are urbanization, the growing need for security, technological development – in particular digitalization – as well as growing wealth in emerging markets. As the dorma+kaba Group, we are very well positioned to use these trends more effectively for our growth. In particular, additional growth opportunities arise from the merger to dorma+kaba – for example, through the combina-

tion of our product portfolios or our sales structures.

What sales strategy will dorma+kaba follow? More solution-oriented with a portfolio selling approach or segment-oriented and specialized?

Riet Cadonau: We don't want to disclose any details on that right now. We are currently in the middle of discussions about the relevant strategic issues. Please also don't forget that we have only been able to fully exchange information and work together since 1 September 2015. Before that we kept strictly within the limits set by the competition and cartel authorities.

What targets have you set for yourself for the first year after the merger – what do you want to have achieved for dorma+kaba by then?

Riet Cadonau: We said in our announcement about the merger that we want to create added value for all stakeholders. And we stand to be measured by that. But it will take time. Our first priority is to continue focussing on our customers and partners. The success of the joint projects is high on the list. Apart from that, the first year will be dominated by the merger. So we want to have made all the decisions with regard to structures and communicated these to those responsible by January 2016. The existing organizational structures will be moved into the new structure according to region and country. We plan to have completed this by 1 July 2016. After that we will have advanced in our merger process so far that we can operate together. The actual consolidation, however, will take a further two years.

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CONTROL ROOMS

Energy under Scrutiny

Eyevis and Wey Modernize Control Room for Tirol Energy Supplier

Eyevis, the German manufacturer of visualization solutions and Swiss-based Wey have installed a large screen display and a video distribution platform (a KVM switching solution) in Tiwag's Dispatching Center in Innsbruck. This oversees the entire energy management of the energy producer's power plants and includes the forecasting of inflows, the prognosis of customer load and intensive monitoring of the relevant energy markets. It is staffed around the clock, seven days a week to meet the high requirements of security and stability standards.

The scope of the Tiwag project includes two high-performance workplaces, each with six screens, two hot-standby workplaces each with four screens and an Eyevis video wall solution consisting of a 3x2 stackable and seamless, ultra-thin bezel 55" Full HD LCD monitors, a Netpix graphic controller and eyecon wall management software. The video wall is visible from both of the main workplaces and provides an optimal overview for the operators as well as the ability to present high resolution pictures on several screens.

Dipl.-Ing. Mr. Markus Watscher, Head of the Dispatching Center for Tiwag notes, "Thanks to the new visualization system and the control options made possible by the distribution platform in conjunction with the multifunctional keyboards, our dispatching center has become more user-friendly and efficient. The modern and efficient equipment creates a working environment which not only enhances productivity but is also comfortable."

Easy Routing

All the PCs and the videowall controller are connected by the Wey Distribution Platform (Workplace Management System). These sources are all controlled by a Smart Touch multifunctional keyboard on each desk, and can be displayed on any of workplace screens or the large Eyevis video wall with the press of button. Content which can be displayed includes that from system cameras, pictures or online information from control systems and television channels.

For this Tiwag project, Wey's mandate was to design and deliver a fully integrated and customized turnkey solution. David Mrnak, Sales Engineer at Eyevis summed up the project as follows: "Working with our partners at Wey, we have been delighted to help upgrade a very important control center in the important area of renewable energy generation in Tirol. It is vital that control rooms like these can rely on the equipment they use. In a variety of projects, solutions from our two companies

have demonstrated that we can completely meet these client requirements." Alexander Höger, Sales Manager at Wey, "In a second step we were able to upgrade the main workplaces with our Smart Touch keyboards, further enhancing usability for the dispatchers. The collaboration with TIWAG was ideal as they were receptive to our recommendations and allowed us to realize optimal workplace solutions."

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Integration of DirectIP and Predator HD Cameras

Idis has announced the successful integration of its DirectIP network video recorders (NVRs) with 360 Vision Technology's Predator HD cameras. The range of full-HD cameras feature up to 175m of infrared (IR) illumination and up to 150m of ultra-bright white LEDs to provide outstanding night time surveillance in both monochrome and true color. The IDIS integration provides operators with advanced functionality directly from the NVRs, allowing full PTZ, white light, IR, presets and wash/wipe control among many other features. Simple to install and operate, DirectIP NVRs provide a cost-effective recording platform enabling full-HD live streaming, easy retrieval and play back of time selected footage, all captured in full-HD.



www.idisglobal.com

Retrofit for Wireless Access Control



The model 3061 Door Monitoring digital locking cylinder from SimonsVoss, recently shown at two European security trade fairs, makes it possible to retrofit any door into a monitoring system. The associated LSM administration software gives users peace of mind by reporting whether a door is properly locked or not. The cylinder is particularly suitable for sensitive areas needing special protection against unauthorised access inside buildings or through external doors. The company's Smartintego product offers an integrated access control solution consisting of locking cylinder, Smarhandle and gateway node. It can be seamlessly incorporated into existing control systems for building security technology without the use of any additional software. The cylinders are wireless and can be installed without any drilling.

www.simonsvoss.com

Redundant Modbus Gateways for Large-Scale Industrial Applications

Moxa has announced the Mgate MB3660 series of high density Modbus gateways that convert between the Modbus TCP and Modbus RTU/ASCII protocols. The gateways can be accessed by up to 256 TCP master/client devices, or connect to 128 TCP slave/server devices simultaneously without decreasing performance. Each serial port can be connected with up to 31 serial devices. In addition, the gateways are designed with dual Ethernet interfaces and dual power modules for addressing redundancy concerns. This collection of features make them ideal for power monitoring, environmental monitoring and data center infrastructure management (DCIM) in large-scale industrial applications and, with 2 kV isolation protection, also suitable for power substation applications.

www.moxa.com

Porsche – Who Doesn't Have the Dream?

Ferdinand Porsche was an incomparable visionary and pioneer of his time. He is considered the inventor of the first electric and hybrid engines, which developed into an ecological trend of the future more than 100 years later. His grandson,



Ernst Piëch, documents the work of his grandfather in the fahr(T)raum World of Experience in Mattsee, Austria. And Geutebruck protects it. The human dream of individual mobility is skillfully staged in 2,000m² of exhibition space where valuable exhibits from Lohner, Steyr and Austro-Daimler along with a collection of tractors, added in 2014, from the Allgäu and Porsche production are presented to the visitors. But look, don't touch! As this dream project became a reality, it became necessary to secure the fahr(T)raum. The task was given to Fiegl + Spielberger, who created a solution from a single source. The specialists integrated different security systems into one powerful unit, at the center of which is a Geutebruck Geviscope video system platform. Thanks to the manufacturer's policy of open interfaces, it was not only easy to integrate all the subsystems, they can also be centrally operated in a uniform, user-friendly manner. Expansion with additional systems or the integration of new technologies can also be achieved at any time. When deciding on Geutebruck, the extremely high level of reliability and the quality of the products fitted the concept best.

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Recycling Facilities are only one application where ASD can enhance fire protection



GIT SECURITY talked to Honeywell’s Tim Checketts (EMEA Sales Manager) and Kevin Dennis (Business Development Manager) about the growing popularity of Aspiration Smoke Detection (ASD), and how next generation technologies are broadening the range of applications.

FIRE PROTECTION

Enhanced Sensitivity

Aspiration Smoke Detection Is One of the Fastest Growing Monitoring Principles



GIT SECURITY: What are the factors driving ASD installation growth?

Tim Checketts: Historically ASD was associated with sensitive detection, so many businesses were either unaware of its additional value aspects or of the belief that they did not need enhanced sensitivity. Technological advancements now available in next generation ASDs like Honeywell’s FFAST (Fire Alarm Aspiration Sensing Technology), highlight the considerable value of this technology for a wide diversity of applications. FFAST combines a number of aspects that make it increasingly popular, like false alarm immunity even in the presence of high dust/dirt and fluctuating environmental conditions. This is advantageous for most sites – and particularly those like waste recycling, wash-down and industrial applications, where the risk of false alarms are significantly increased. A single false alarm results in a 30 minute facility downtime, which is unacceptable in a World where maximised productivity is essential. FFAST uses pioneering filtration techniques, combined with dual optical analysis to ensure reliability where other detection methods are known to fail or fall short. This enables varied applications to cost-effectively leverage the value of sensitive and accurate de-

tection without the risk of generating nuisance alarms, dispelling the myth that increased sensitivity leads to increased false alarms.

Can you show us where ASD is the method of choice?

Kevin Dennis: The intrinsic design of an ASD makes it well suited to complex spaces, difficult to reach locations and areas where aesthetics matter; the system features an advanced dual-laser detector and aspirator, which can be situated outside of the protected area. Air is drawn into the detector via sampling points in the system's discrete pipe network, located within the protected area at ceiling height either exposed or concealed in a roof void. The pipe work itself requires no maintenance and a single FFAST unit can monitor a space up to 2,000 m² or 4,000 m² using a dual-channel variant, replacing many points of detection that would require both wiring and individual maintenance.

Less maintenance is another benefit of ASD?

Tim Checketts: Yes, the ability to reduce ongoing testing and maintenance is a key factor in ASDs growing install base. FFAST only requires minimal maintenance on the device itself and features simplified ground level testing that can be carried out by a single operator, with no need for additional equipment or process shutdown. Applications like cold storage and food processing operate 24/7 so this aspect is essential. This value also makes FFAST popular in hard-to-access locations such as voids and lift shafts, preventing out of hours maintenance. System design is simplified by FFAST's three-in-one design, configuration and monitoring PipelQ software, so large open spaces like shopping malls and leisure centres, where challenges like smoke stratification and solar gain exist, or warehouses, where racking must be accommodated, can be easily overcome at the design stage.

Kevin Dennis: Aside from the design features mentioned, macro trends are also driving ASD popularity. Insurance stipulations are becoming stricter; particularly in high risk industries like waste recycling. FFAST is proven to be 300 times more effective than comparable fire detection, which was confirmed by independent testing by the University of Maryland. This helps to mitigate risks for both high risk applications and businesses that self-insure – a growing trend in the wake of rising insurance premiums. An advanced ASD solution is therefore able to deliver on all the performance levels required, with the added benefit of also reducing costs. Our growing install base has led to many positive testimonials and case studies, which help to showcase ASDs versatility and pro-

ven performance. Real-world examples are powerful and add confidence to those considering ASD.

Within which applications is ASD integration growing fastest?

Tim Checketts: The biggest growth is within heavy industrial applications and power/nuclear generation where regulations demand enhanced safety solutions. FFAST's Independent Nuclear Compatibility Testing demonstrates its environmental resilience in conditions ranging from -28°C up to +65°C and from 0 up to 95% condensation/humidity and k3 seismic stability up to 9G. The increase in terror threats has also changed the safety landscape. False alarms are now treated as real alarms, leading to ASD install growth in rail and underground transportation applications. Aspects like FFAST's five stage alert and double confirmation are advantageous in such environments. We are also seeing growth within EN54-20 Class C applications like high-end residential, hotels and historic buildings where aesthetics matter. FFAST's whisper quiet detection, near-invisible pipe network and easy installation into ceiling voids adapt well to such environments. ASD also offers more integration flexibility and maintenance reduction capability than traditional point detection, which up until recently was preferred in such applications.

What is the future of ASD in terms of integration and design evolution?

Kevin Dennis: Generally speaking, the evolution of ASD will mirror that of all technologies; a refinement of its features to ensure an even greater flexibility, ease of use and reliability. The trend of ASD integration into BMS systems will continue to grow, so future design evolution will permit increased integration flexibility and simplicity. The combination of both ASD and gas detection would be of great value to the marketplace and represents the next big evolutionary step for ASD technology. Many industries like petrochemical plants, distilleries and biomass applications would benefit from a single solution with dual detection. Such technology would also benefit data centres where hydrogen detection from backup batteries is required and high-end residential environments or hotels, where smoke and carbon monoxide detection is essential.

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New Escutcheon Brings Multi-factor Authentication

Behind its sleek, brushed steel design, the code-and-card escutcheon from SmartAir packs extra layers of security. This slimline addition to the wireless access-control range of Assa Abloy works with both a 4-digit entry code and RFID smart cards. „The escutcheon was designed to blend in with the aesthetics of a modern office or public building,“ says Eileen Kuhn, Sales Manager. The wire-free and battery operated escutcheon offers three levels of user authentication: it can be opened by code only, by RFID-enabled smart card only, or can require both to permit the access. It is compatible with all leading RFID technologies, including iClass by HID, Mifare Classic and DesFire. For ease of use in low light, keypad digits are illuminated, glowing blue when the user is entering a code, green when access is permitted, and red when entry is refused.

www.assaabloy.de

New Combined Honeywell Security and Fire Business Unit

Honeywell has announced to its employees that the company is combining the Honeywell Security Group (HSG) and Honeywell Fire Safety (HFS) businesses to form the new Honeywell Security and Fire (HSF) business unit within the Automation & Control Solutions (ACS) division. The combination of the two businesses makes sense for Honeywell and for its customers as it offers a broader and more robust portfolio of products and end-to-end connected solutions for homes and buildings. The new business will be led by David Paja as president of HSF, reporting to Alex Ismail, president and CEO of ACS. Paja, who joined the company in 2003 and most recently served as President of HSG. He also served as Vice President and General Manager for Honeywell Transportation Systems in China and India and has extensive global business, operational and marketing expertise.



David Paja,
President of
Honeywell HSF

The creation of this new business unit underscores the continued commitment of Honeywell to strengthen the depth of its technology and product offerings. These businesses are a natural fit because of their shared long legacy of life-saving innovation. The sales leaders within the legacy HSG and HFS businesses will remain in place to ensure continued focus on the customers' success. The company remains committed to supporting its customers with the same level of reliable and quality products, service and delivery throughout this process, with a focus on transparency and open communication.

www.honeywell.com

A combination of active fire prevention and early fire detection ensures the safety of this cold storage warehouse

FIRE PREVENTION

Hotcakes in the Cold

Active Fire Prevention for a Bakery Cold Storage Warehouse

A study by the German Insurance Association showed that roughly one third of all severe fire damage in industry and commerce occurs in warehouses. The narrow passages, the high-bay shelf systems, the long conveyor belts and the greatest possible volume of goods packed into the smallest possible area, some of which are packaged in flammable materials, increase the risk of a fire spreading rapidly. Therefore an efficient fire protection system is necessary for any warehouse. La Lorraine Bakery Group (LLBG) relies on the active fire prevention system Oxyreduct from Wagner Group.

„A passion to share“ is the motto that guides the La Lorraine Bakery Group. The Belgian group has a passion for one thing above all: bread, rolls and all manners of sweet and savory pastries. La Lorraine supplies over 1,500 supermarkets with fresh baked goods and retailers and catering businesses with deep-frozen bakery products each day. The Belgian market leader also runs its own shop con-

cepts, such as The Coffee Club and Deliway, as well as approximately 250 sandwich shops under the brand name Panos, and their Brabomills brands makes it one of the largest producers of flour. Continuous annual growth over the past 15 years has led to a workforce of 2,700 and a turnover of €566 million in 2013. LLBG is expanding in 25 countries and runs a total of 11 production facili-

ties, three of which are in Europe, specifically Belgium/Luxembourg, Poland and the Czech Republic.

Far-Reaching Effects

The most common causes are sparks from overloaded electrical or electronic components, such as drive motors or storage and retrieval machinery, as well as technical defects. In August 2013, La Lorraine built a new 4,000m² high-bay cold storage warehouse in the Czech town Kladno with a volume of almost 166,000m³ to store frozen ready-baked goods. So a risk analysis was performed in order to assure optimum protection of the new warehouse. The results showed that it was unlikely that a fire would break out in the warehouse, but if one did, it would cause severe and widespread damage. It was absolutely necessary to prevent staff from being injured, goods and storage equipment from being damaged or lost, the production process from being interrupted and the company's ability to deliver from being impaired – any of which could have disastrous financial effects. The specific protection solution the company opted for was an Oxyreduct fire prevention system as well as Titanus air sampling smoke detectors for very early fire detection.

Wagner's Czech sales partner Euroalarm helped overcome the language barrier and knew the local fire protection requirements, a big help for the customer when he applied for the build-



Oxyreduct decreases the oxygen concentration inside the warehouse to prevent the spread of fire

ing permit. Controlled feeding of nitrogen reduces the oxygen levels in the warehouse to limit a fire's progress when it is still only starting. The concentration of remaining oxygen was set at 15.2% vol and was determined based on the individual ignition thresholds of the goods in storage. The nitrogen required to reduce the oxygen level in the enormous protected area is taken directly from the ambient air on site using Vacuum Pressure Swing Adsorption (VPSA) technology. This is achieved by three VPSA generators, each of which produces 120m³/h of nitrogen. Highly energy-efficient VPSA technology can cut energy costs by up to 80% compared to systems with conventional membrane technology. The installation of a fourth VPSA system would meet La Lorraine's requirement of redundancy. The failure of one system must not affect the level of protection or limit supply.

Highly Sensitive

The storage area and loading zones are monitored by 22 Titanus Pro-Sens air sampling smoke detectors with a total of 42 detector modules ready-to-use in cold storage installations. This early fire detection system enables highly sensitive, false alarm-proof detection, providing a head start in localizing and eliminating potential fire sources. The Titanus family air sampling smoke detectors are not only 2,000 times more sensitive than conventional point-type detectors, they are also ideal to use in harsh environments such as high and hard-to-reach places, as well as at extremely low



Titanus aspirating smoke detection systems constantly sample the very cold air

temperatures down to -40°C where other systems are beyond their limits.

The combination of active fire prevention and very early detection provides La Lorraine with the highest possible level of protection for its high-bay cold storage warehouse. On 31st January 2014, an unprotected production plant of La Lorraine suffered a severe fire, causing serious consequences for the company: damage by smoke, soot and the fire itself meant that the entire production had to be stopped. This experience made it clear to La

Lorraine that they made the right decision to protect their new warehouse with similar fire protecting systems. La Lorraine's next new warehouse in Nowy Dwór Mazowiecki, Poland, will also be equipped with an Oxymat fire prevention system.

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SECURITY FOR TRANSPORTATION

Video Surveillance for Distributed Teams

Large-Scale IP Video Surveillance at Two Major International Airports

While Dubai International has been the main airline hub in the United Arab Emirates since 1960, welcoming over 68 million passengers per year and serving 260 destinations, upon completion, Al Maktoum International (which opened its doors to passengers in 2013) will become the largest airport in the world with an ultimate capacity of more than 160 million passengers annually. The sheer scale of the video surveillance system that covers both these airports exceeds many manufacturers' system capabilities.

Dubai Airports is the designated government authority that owns and manages the operation and development of both of Dubai's airports – Dubai International (DXB) and Al Maktoum International (DWC). When it comes to security and protecting the millions of passengers who frequent the airports every year, Dubai Airports require the very best security technology on the market. A decade ago, the organization sought to upgrade an existing closed-architecture analog system, understanding before many other airports the value in an open-architecture IP-based video surveillance system.

Dubai Airports wanted to implement a more robust, user-friendly and scalable network-based platform that would be capable of handling over 1,000 cameras, and of accommodating its ambitious expansion plans. The new video surveillance system also had to be successfully implemented at other international airports. After much deliberation, Dubai Airports chose Genetec Omnicast IP video surveillance for its proven ability to scale up

to thousands of cameras while maintaining high system availability.

High Camera Count with High System Availability

Today, Dubai Airports has over 6,500 cameras on the Omnicast system at Dubai International and another 1,200 cameras at Al Maktoum International, which were upgraded in three phases. The flexibility of the open architecture video surveillance system allowed Dubai Airports to preserve existing analog investments by simply adding IP encoders, while also installing newer IP camera models throughout the expansion. The most significant benefit of using this system has been its ability to maintain the highest level of system availability.

Since each terminal and concourse has its own security team actively monitoring the cameras around the clock, the support for multicast streaming has been crucial to Dubai Airports. Multicast helps to minimize network traffic and to opti-

mize bandwidth in situations where multiple users are accessing the same live video source. With a multicast transmission, operators actually connect to a multicast IP address of the video stream which is shared amongst all users. This adds another level of reliability to the system by ensuring the network is stable and optimized within this massive installation.

Contemporary Features Enable Efficient Response

Since each subsystem has been installed independently, Dubai Airports has leveraged the Federation feature from Genetec to easily access any camera throughout the airports as if they were all part of a single system. From any workstation or control room, airport authorities with appropriate privileges can get a global view of their security operations, and handle live incidents with all video evidence at their fingertips.

With just under 8,000 cameras to manage, and more expansion plans on the horizon, Dubai Air-



8,000 cameras provide security personnel with the complete overview

ports is using the interactive map-based interface called Plan Manager. Operators can quickly find cameras, change a camera's field of view, or respond to alarms directly from the map of a specific terminal or concourse. This feature has significantly reduced the time and effort required by opera-

tors to find cameras, since they no longer have to memorize camera numbers or to search through long tree lists.

The open architecture of Omnicast has also enabled Dubai Airports to integrate with existing third-party access control systems. Access control

events such as a door being forced open, access denied to a cardholder or a door remaining opened for too long automatically prompt video of nearby cameras to display on screen. With this integration, operators have a comprehensive view of their surroundings, enabling a more efficient response and tighter control over restricted airport areas.

Continued Growth Assured

The intuitiveness and complete reliability of the 8,000 cameras on the Omnicast system has assured Dubai Airports that its continued system expansion will never be limited. "We have the flexibility and peace of mind to not only expand and customize our system at our own pace, but we are also able to provide our operators with the tools they need to vigilantly maintain the highest levels of safety and security within our airports," explained a senior airport official.

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SECURITY FOR TRANSPORTATION

Easy on the Eye, the Back, the Arms, ...

Winsted Workstations Chosen for Birmingham New Street Station

With one train said to arrive or depart every 37 seconds, the control rooms are at the very heart of the daily operations of Birmingham New Street station. Winsted was awarded the tender to equip several operational rooms at the station with furniture specially designed to comply fully with 'Section 12' (fire and safety legislation) requirements.

Control room furniture manufacturer Winsted has provided custom-designed equipment for Network Rail's major overhaul of Birmingham New Street, which is designed to address problems that include significant passenger overcrowding. As the busiest station outside London, it was last redeveloped in 1967 but now handles over 170,000 passengers daily.

The company's Section 12 consoles for rail applications consist of modular, powdercoated steel assemblies and are available as stock items with Trespa work surfaces that match the console finish. The custom furniture comprised two large consoles accommodating up to 8 operators and two smaller consoles in adjacent rooms, complete with fire retardant storage units. All furniture was aesthetically designed to complement the fresh and airy environment.

etically designed to complement the fresh and airy environment.

Ergonomically Correct

Commenting on the consoles and ancillary furniture supplied, Julie McGill, Winsted's UK Sales Manager, says the equipment is ergonomically designed to help maximize the control room operators' monitoring performance: "We're very pleased with the installation, which meets all the client's operational requirements. The furniture's modular design also allows for future configuration changes if needs should evolve."

Winsted's custom design service provides ergonomic expertise to ensure that operators benefit from appropriate knee space, viewing distances, sight lines, view-over heights, reach and related elements that together help to ensure a comfortable, efficient and effective working environment.



A modular approach enables easy reconfiguration when needs change

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EVENT

From Capture To Output

The Canon Expo 2015 in Paris Impressed with Scale and Technology

The life of a typical Marketing Manager can be a series of stressful and slightly less stressful periods. The Marketeers at Canon Europe evidently put in some long hours and really excelled themselves at their own Expo held in the Grande Halle de la Villette in mid-October. They presented the group's products in a series of theme zones that together covered a vast arena of some 15,000 m². For this five-yearly event, they set themselves the task of showing each link in the imaging chain, from capture, through processing, to output in whatever form that may be. And this imaging process includes security video surveillance, of course.

The company's network visual solutions (NVS) division will be an important growth unit in the coming years. The estimated market value amounts to around €18 billion for the next three years, just in Europe alone. So Canon's commitment to gaining its share was clearly visible in the range of leading-edge products that were on display. Key elements of reaching Canon's market share targets will also be the contributions from newly acquired firms that bring important technologies into the whole product palette.

Canon's acquisition of Milestone, the security hardware and software systems manufacturer, in 2014 brought them quite a few links in the whole imaging chain in one single step. The Xprotect Video Management Software (VMS) has been developed on the basis of an open platform that, together with the expertise of partners, provides a wide spectrum of vertical solutions. The open nature of the product allows third parties to add their own features and functionality to meet the needs of specific applications and industries. Just one such example of this would be a wide area city surveillance system that, through advanced image analysis, can pick out pre-defined individuals in a crowd, identified by their hair, clothes or skin color, their height or other individual characteristics. Canon sees further opportunities for the technology and believes that such diverse areas of application as tourism and sport can also benefit.

Analysis for Intelligence

Indeed, video analytics will be delivering further very practical features to aid, in particular, the retail industry. Coming soon will be enhanced in-store analytics functionality that will measure customer behavior by segment and, when combined with other data, this will make obvious which aspects of the customer experience are working as intended and those that are not. Even the customer's movement as influenced by their interest

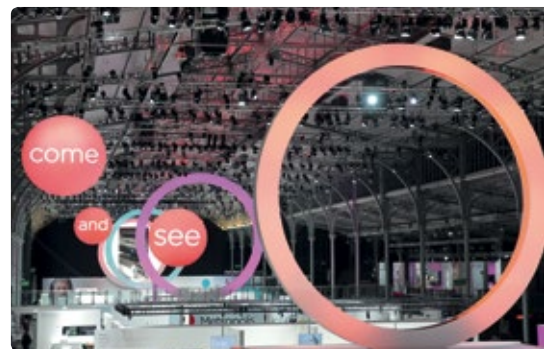
in in-store advertising will be under scrutiny and deliver decision-making data for marketeers.

The combination of Canon, Milestone and the recently acquired Axis brings together complementary technologies and solutions to respond to society's ever-expanding monitoring needs. Ground-breaking new solutions, such as the concept high-sensitivity network camera with ultra-telephoto lens on show at Expo 2015, demonstrate what's possible for the security market and beyond. A network camera was on show with an ultra-telephoto lens that achieves eight times the brightness of conventional lenses, making night filming possible for the first time without the need for infrared lighting.

Commitment to Video Surveillance

Fujio Mitarai, Chairman and CEO of Canon, ahead of his keynote speech at Canon EXPO Paris 2015, commented: „I am delighted to welcome our valued partners and customers to Paris today and to explain my vision for a future Canon, where both regional independence and international collaboration is put into practice.“ In the new network of companies, each regional headquarters will manage local R&D and manufacturing, as well as service and support customized to its market. Europe will focus on printing and network video surveillance (NVS) and Canon has already brought on board strong suppliers in these business areas such as Océ, Axis and Milestone Systems. As a result, in addition to its already well-established global reputation for cameras, Canon has now extended both the printing and the network surveillance systems in its portfolio.

Rokus van Iperen, President and CEO, Canon EMEA, added: „We are excited about the huge opportunities the shifting landscape presents and believe that, in the future, every image should have a connection with Canon. Whether it is taking the image, recording, storing, editing or printing it, we want to play a part and are building the businesses



to do this.“ And Jacco Leurs, Canon Europe's Head of Network Visual Solutions added, „They [Axis and Milestone] bring a wealth of experience, customers, partners, technologies and solutions. Canon's global investment in network visual solutions reinforces our commitment to the industry and to strengthening our research and development in this area over the next five years and beyond.“

Coming To This Screen Soon

Where the company is going with all this technology could be seen in some of the prototypes and studies that were on display in Paris. Not sufficed with providing just 4k TV images, the company has developed an 8k UHD camera for its Cinema EOS system. Intended fundamentally for broadcast applications, it could however easily find itself being adapted for surveillance applications where ultra high definition images are needed. It provides an astounding resolution of 8192 x 4320 pixels at up to 60 fps. Still images can be extracted of course, and each one will be of 35 megapixels.

Such high definition images need to be displayed somewhere and the prototype 4K and 8K resolution HDR displays both provide an extremely high pixel density. The resultant images provide greater detail and scene tones, and these will most likely find application in the printing and other graphic-related industries. For control room applications, the company's 4K projector will provide a resolution of 4096 x 2400 pixels and, in multiple configuration, will also display 8K image and video sources in extremely high detail and at 5000 lumens. It will also project correctly onto curved surfaces if required.

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SECURITY FOR CASINOS

Safer Gambling

High Quality Cameras Secure a Calmer environment at Casino Odense



Casino Odense is located in Odense, Denmark and is the only casino in the Southern Denmark region. New internal requirements meant that the casino needed to upgrade their existing analog camera system.

Casino Odense needed an effective camera system with high-quality cameras that had excellent image quality and could record detailed images, maintain a good overview of the premises, and handle complicated lighting conditions. Casino Odense also wanted to be able to more clearly see transactions at both the slot machines and the gaming tables to make it easier to resolve disputes, thus increasing comfort and security for employees and visitors alike.

The Solution

IT installation company Info-Connect was contracted by Casino Odense to install a new camera system that was reliable, easy to install and adjust, and met the casino's requirements. Casino Odense installed Axis P1354 Network Cameras, Axis P3354 Fixed Dome and Axis P5534 PTZ Dome Network Cameras. A total of over 50 cameras were installed, along with software from Milestone Systems.

Result

Casino Odense has acquired a safer and more secure environment for both staff and visitors. There has been a decrease in the number of discussions that arise at the gaming tables and lead to disputes and problems. Thanks to these positive re-

sults, Info-Connect, which is the only IT integrator in Denmark with government authorization for the installation of gaming tables at casinos, has received requests to install similar camera systems at other casinos in Denmark

Need for High-quality Cameras

Casino Odense, which is now owned by Casino Austria International, has had camera surveillance since 1993. When Casino Austria acquired Casino Odense, additional requirements were set on the cameras.

Casino Odense needed high-quality cameras that

- had excellent image quality
- could produce clear images even of small details
- could handle complicated lighting conditions
- provided a good overview of the entire casino and all of the people on the premises.

Sharp Images in Complicated Lighting Conditions

IT integrator Info-Connect has been installing systems in casinos for 15 years and has a formal service agreement with all the casinos in Denmark. "Everything has to function around the clock, with

no disturbances," says Rasmus Teilmann, CEO of Info-Connect. The casino is brightly lit in some places with spotlights, while other areas have more subdued general illumination. Florescent lights and lighting that shifts in different colors emits from the slot machines, which contributes to the complicated lighting conditions.

Info-Connect installed Axis P1354 Network Cameras, Axis P3354 Fixed Dome and Axis P5534 PTZ Dome Network Cameras, along with Milestone XProtect Corporate software. Over 50 cameras in all were installed in the 500 m² premises. The cameras have HDTV quality, and enable Wide Dynamic Range – Dynamic Capture, which means that they provide sharp images even when there are strong variations in lighting conditions. They also have tone mapping for better imaging when there is a wide range between light and dark areas in the image, and maximum frame rate (number of images recorded per second).

Axis P1354 was installed above the gaming tables and at the slot machines. The cameras were equipped with a wide-angle lens and adjusted to handle reflections from the gaming tables and the white cards. The white balance was also fine-tuned to produce perfect images and ensure the white cards weren't blurry in the images.

The cameras help ensure that the casino is a calm and safe place for everyone



At the tables, the cameras record hands, cards and chips in detail. The cameras see how many chips are in a stack, even if the chips are thin and the lighting is dim. Supplementary cameras show the people around a table during a deal. At the slot machines, where cash transactions take place, the cameras film the entire person and can see, for example, if anyone puts anything in their pocket. Axis P5534 and Axis P3354 are mounted in the ceiling and oversee the entire premises. Sound is captured by the cameras – no additional microphones are needed.

"Axis cameras are very flexible and you can customize them as needed – change to a different lens, for example," says Rasmus Teilmann. He also points out other advantages, such as that Axis cameras are easy to install and adjust, and that they support remote changes and are reliable.

Increased Security and a Calmer Environment

The cameras help ensure that the casino is a calm and safe place for everyone. "We are immensely pleased with the cameras," says Eva Lynd-

gaard, Operations Manager, Casino Odense. "Now we can even see details at the tables and slot machines. It saves a lot of time for us, since we don't have to deal with arguments and can quickly produce images. It's good security – for employees and visitors alike."

There are 3-5 incidents every night – everything from chips being forgotten on a gaming table, to a dealer and customer disagreeing on how many chips have been played, to players thinking that a dealer hasn't shuffled correctly. The game is then stopped and the casino manager goes up to the control room to investigate exactly what has happened. With the help of the cameras and the recorded video material, disputes can be resolved to everyone's satisfaction.

CONTACT

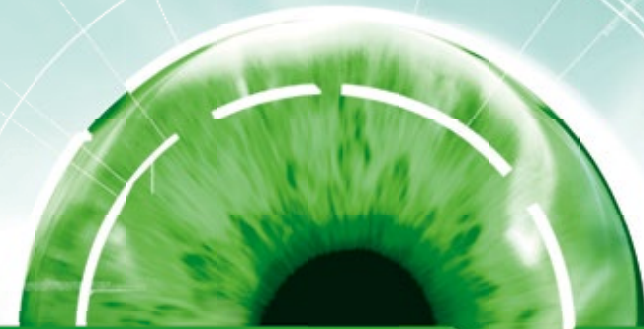
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PERIMETER PROTECTION

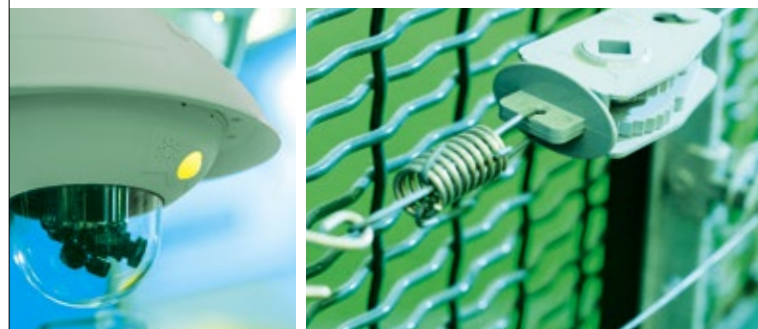
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The Hotel Villa d'Este has been nestled in Cernobbio for almost 150 years. Its list of VIP guests is impressive and highlights the need for effective yet discreet video security. The daunting challenge has been taken on by Dahua and its partners.



The Villa d'Este – a special building with special requirements

SECURITY FOR HOTELS

To See and Be Seen

Dahua Delivers Video Security for a Luxury Italian Hotel

The hotel on the south-west bank of Lake Como was originally built in 1568 as a private residence and was first transformed into a hotel in 1873. It has received numerous prestigious international awards for excellence. Over the years, countless celebrities have stayed in this beautiful hotel, including kings and queens, presidents, Hollywood stars,

writers, musicians, singers, designers, politicians, etc. Celebrities such as Alfred Hitchcock, Frank Sinatra, Barbra Streisand, Madonna and Mick Jagger, Mikhail Gorbachev and Winston Churchill, just to name a few, have all been guests at the Villa d'Este.

Dahua, in conjunction with Videotrend, was paid the highest compliment when it was asked to

secure this spectacular venue. The challenge was to set up a highly professional video surveillance system, with the help of specialist installer Emit di Lecco, to protect the property while ensuring absolute privacy for celebrity guests. The installed security system now monitors the entrances, parking lots and other outdoor areas via 75 different cameras from the manufacturer's Eco Savvy 2.0 series.

Intelligence On Board

The cameras in this series feature a 4-megapixel progressive-scan CMOS, which delivers high quality images at 20fps and an impressive range of smart detection features, including face detection, tripwire detection and intrusion detection. These features mean that users are provided with more precise video analysis and, as a result, greater security efficiency. Eco-savvy 2.0 also has WDR image enhancement technology, triple video streams and intelligent video surveillance (IVS). The wide dynamic range of 120dB ensures that the cameras deliver clear images in scenes that are backlit as well as in dark areas, which has traditionally been challenging for surveillance cameras. The cameras are equipped with CMOS progressive scan sensors with 4MP resolution.

In addition to these, Dahua also upgraded the NVRs for the hotel with their model NVR6000. This supports up to 128 IP camera input channels and provides 1080P real-time live view. The hotel has also taken the opportunity to install a Dahua VDP system for the interior of the villa. The Dahua video door phone is specially designed for the modern intelligent villa. It features outdoor visual intercom, face recognition access control, card unlock, indoor monitor unlock and camera surveil-



Some of the range of Dahua Eco-Savvy cameras



The model NVR6000 network video recorder with up to 128 input channels

lance. The outdoor station is made from an aluminum alloy panel while the indoor monitor is very sleek and easy to install and relocate. A complete parking guidance system solution, including monitoring, recording, analysis and license plate recognition was also installed. All the information is recorded and classified for rapid access to information when searching for a particular event.

„We delivered the most advanced comprehensive product series to secure Villa d’Este. Our products offer the great advantage of high definition viewing, which enables users to see the details of the scenes and ensures safety as well,” said Elmer Zhang, Sales Director of Europe at Dahua Technology. „The proper use of our products in Villa d’Este has proven to be a great success, which we hope will encourage the installation of our products to serve more customers in the hospitality market.”

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VIDEO SURVEILLANCE

On the Ball

Newcastle United FC Selects
Mobotix to Help Protect St James' Park

Since the construction of the first stand in 1830, St James' Park has grown to become one of the UK's largest and most iconic of stadia. The 52,000 seat capacity welcomes football and rugby fans to over 34 matches each year. With such huge numbers, the stadium maintains tight security and health and safety procedures and was an early adopter of video surveillance. The legacy system installed in 2000 was starting to show its age in comparison to modern designs. With requirements for better image quality, removing the limitations of manual PTZ and a desire to increase the durability of the video surveillance network, stadium manager Eddie Rutherford began looking at alternatives.

The Stadium also hosts a number of concerts and events in support of the local community with an estimated 20 million visitors using the facilities each year. The existing system of 140 cameras provides visibility over the entire internal and external site and is manned by two dedicated control rooms which, in 2000, according to stadium manager Eddie Rutherford "... were state of the art at the time".

"The two main issues were image quality and maintenance," explains Rutherford, who has been with the Club for 14 years. "We need a very high quality view of the seating areas for health and safety reasons and as such we use cameras with motorized pan-tilt-zoom. But when we are zoomed in on one section, it is no longer possible to view the wider picture on that camera. Also, the quality of the current generation of cameras far exceeds what was available 15 years ago, which means that identifying people and situations is not as easy."

Out Of Reach

"Another issue is maintenance. Many of our cameras are high up in the roof structure and when one fails, it is a complex and expensive procedure to gain access. Over the years, the vast majority of cameras have needed repairs or replacing and,

◀ **Optional modules will provide the control room with people-counting and thermal imaging facilities**



at a certain point, it was no longer economically viable to repair them, which is the main reason we decided to look at a complete upgrade."

With the requirements of better image quality, removing the limitations of manual PTZ and a desire to increase the durability of the Video Surveillance network; Rutherford began looking at alternatives.

"We visited the Mobotix IP-Video installation at Kaiserslautern FC in Germany and we were incredibly impressed by the image quality of the digital PTZ," he explains, "But even more so at the reliability figures, especially as that stadium had installed a similar number of cameras as we had in St James' Park at roughly the same time, but had almost zero failures during the last decade."

Mobotix, a manufacturer of digital high-resolution, network-based video security systems, has released details of the project for Newcastle United FC to provide its St James' Park Stadium with a comprehensive IP-Video system to protect staff, visitors and property. Local partners Direct Technology have now successfully completed the first phase of a 130 camera deployment to protect visitors at the third largest stadium in the English Premier League.

Stored Here and There

Rutherford was also impressed with the manufacturer's decentralized IP-Video concept, where recording on all camera models takes place both

internally on an SD card or via the IP network onto Network Attached Storage offering nearly unlimited capacity. The 'decentralized' recording concept removes the need for a centralized server or control room that limits legacy central VMS based recording solutions.

Working closely with Direct Technology, a local IP-Video expert and Mobotix installer, the Football Club began a trial to ensure the technology would be suitable for the stadium. Following its successful completion, the first 30 cameras were installed to cover several key areas. "There are some additional benefits in using these," says Rutherford, "We don't need to use special PTZ boxes, heaters or even separate power cabling and the cameras are adjusted so that they work automatically both during the day and during floodlight matches with the same image quality."

Future Functionality

With the first installation phase complete, Rutherford plans to install the remaining 100 cameras over the next 36 months. "The old video surveillance system is still in place but as cameras fail and when we have our routine maintenance projects, we plan to replace them with the new Mobotix cameras."

To date, there have been no failures and Rutherford has been extremely impressed by the innovative approach to upgrades, "We like the fact that we can add to the cameras as our needs

change," he says, "For example, I know that there are optional modules for automatic people counting and thermal imaging, which is useful for quickly spotting if a flare or other flammable item has been set-off in the stands. These are not things we are doing yet, but the fact that the system supports it is a potential future benefit."

The combination of diligent management and Mobotix technologies will help to ensure that St James' Park continues in its long tradition of both welcoming and protecting all its guests.

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VIDEO SECURITY

Power of the Heart

Geutebruck's G-Scope Now with Version 1.3 G-Core

Geutebruck's G-Scope recorder range has received an upgrade right at the core. The latest version 1.3 of their G-Core Video Engine provides more functionality, security and flexibility on all NVRs in the system family.

Browser access using G-Web has been improved so that users can now see all the cameras of any G-Scope generation on any device in one single browser window, providing an instant overview of their entire system. Using individually configurable buttons, they can control their object remotely, for example to open a door, start video analysis or activate the intruder alarm system. Convenient for the user: the resolution of received images is automatically adapted by the system, bandwidth optimized, appropriate to the screen resolution. For more control, users can also manually adapt frame rate and resolution to their bandwidth.

More Security

The encryption feature for Axis and other cameras via an https connection now provides even more protection for security systems. Unauthorized persons have no chance of gaining access as image transfer from camera to server, from server to viewer and to the storage medium is encrypted. Alarms can be automatically sent via e-mail, if required also encrypted in TLS format. The privacy functions of the company's latest release allow masking of specific areas of video images as well as pixelization of motion. Based on rights profiles, each user can only see what he/she is allowed to. And this is independent of the user interface; whether it is the proprietary viewing application G-View, the browser-based G-Web or G-SIM, the security information system.



The G-Scope NVR benefits from the V1.3 G-Core release

Greater Flexibility

The G-Core V1.3 release provides more flexibility than before. Fisheye cameras deliver – similar to a peephole – perfect all-round visibility, but quite distorted: the scene looks like it is seen through a big bubble. When using 'fish-eye' cameras such as the G-Cam/EHC 3180, the new viewer-integrated de-warping function converts the currently selected screen area into the original dimensions of the viewer. The user controls the view by panning and tilting, or the scene is displayed in multiple viewers in a panorama or quad view. This works not just in the live stream, but also for recorded images.

To provide as much flexibility as possible, the number of interfaces in G-Core to third party systems is continually expanding. They now include, for example, the access control provider Lenel, intercom systems from Commend and SchneiderIntercom as well as the perimeter detection systems of Southwest Microwave.

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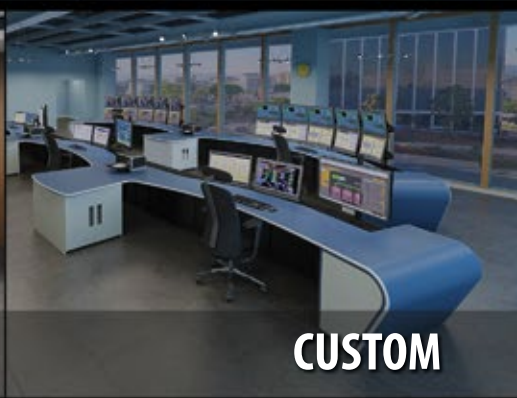
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VIDEO SURVEILLANCE

Focal Point

Panomera Multifocal Sensor System Watches Over Millennium Square in Bristol

A popular meeting point in the center of the city, Millennium Square is right beside the At-Bristol Science Center, an interactive science center. For visitors, the square with its remarkable water features and sculptures is made yet more attractive by an enormous LED wall and many restaurants and bars close by. Millennium Square is visited by immense numbers of people every year. With its location close to the neighboring Harbourside and the many festivals held there, it is understandable that the expansive square is a busy Bristol locale.

For this reason, the city administrators decided to improve security in the public square and install a video system equal to the task. Previously, surveillance for the square had been provided by just a single PTZ camera, part of the At-Bristol center CCTV system. Panomera multifocal sensor technology by Dallmeier now keeps a watchful eye on the Millennium Square in Bristol, England, making the busy plaza a little safer.

"The At-Bristol Control room is windowless and the Panomera system is used daily by security staff to give us a live, virtual window on to Millennium Square. Previously the square was covered with a single PTZ which was generally left in a wide angle view to give us an overview of the area. The problem was that, if we had to retrieve any recorded evidence, the images needed to be digitally zoomed and would pixelate too much to be of any evidential value", relates John Whittaker, Security Team Manager for At-Bristol.

So the biggest challenge was to find a solution that delivers a continuous overview of the entire square at highest detail resolution, but which is still cost-efficient and easy to operate. "Our experience with the PTZ camera was that the recordings taken from it are basically worthless for purposes of subsequent investigations due to the low resolution. One alternative would have been to install several HD cameras at various locations

all over the square – but then the job of operating the cameras would become very complex for the security staff, and the infrastructure costs would be prohibitive", John Whittaker explains the initial deliberations.

Everything in View

Then finally, Bristol City Council found the solution at a CCTV User Group conference, where they learned about Panomera multifocal sensor technology by Dallmeier. With the patented sensor concept of this new camera technology, it is possible to monitor even very large expanses from a single installation point, with very high resolution and consistent depth of focus. And, the entire viewing area is recorded at all times, unlike PTZ cameras, which only record the area they are currently viewing live. "The Panomera gives us the best of both worlds – the wide angle perspective plus the high quality detail at the furthest point", says John Whittaker.

"We have been working with the city administrators in Bristol for several years now", says James Walker, Managing Director for Dallmeier UK. "The city already has many Dallmeier products in place, and this was one reason why they decided to test the MFS technology." A suitable installation site was chosen for the Panomera in consultation with the CCTV provider Select Electric. A single Pano-

mera camera with a 90° viewing angle is enough to monitor the whole of Millennium Square in the highest possible resolution.

The images from the IP camera are recorded at a rate of 12.5 fps on a Dallmeier video appliance. One workstation in the Security office in the At-Bristol center allows the recordings to be searched as well as providing live monitoring of the camera feed. A second workstation has been set up in the Council Emergency Control Center, where it is used daily by the CCTV operators to monitor the area.

"We know we are not missing anything now, because we can look for incidents in the recordings after the fact", says John Whittaker enthusiastically. "Knowing the whole square is being recorded at high detail across the whole scene all the time also enables us to track offenders that have been reported by members of the public perhaps in other areas. The square is a main thoroughfare and this enables us to provide continuity on an offender's direction – both where they are going and where they have come from."

Independent System Operation

"The images from the Panomera are reviewed and analyzed not only by the security operators in the At-Bristol science center, but also by the city council security personnel – entirely independently of



each other", states Ray Murphy, Managing Director of Select Electric.

Unlike PTZ cameras, MFS technology has multi-user capability, i.e. multiple operators can view the camera images at the same time and tilt or zoom as they wish – not only in the live images but also in the recorded material at the same time, without interfering with other users.

Good Results

„Millennium Square has a busy schedule of events throughout the year which attract thousands of members of the public. We have used Panomera to obtain evidence for a number of incidents. In fact



within its first couple of weeks of installation we had video of a handbag theft which the Police said were the best quality images they had ever seen from a „CCTV“ system”, says John Whittaker.

“The Panomera multifocal sensor technology is a remarkable solution to the problem of moni-

toring the whole of the Millennium Square – no other system would ever have been able to do that from a single installation point”, John Whittaker concludes with satisfaction. “We are both pleased and impressed with the power and ease of use of the system and would not want to be without it.”

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The WisenetIII cameras can run multiple apps simultaneously

VIDEO SURVEILLANCE

Multitasking Cameras

Samsung Offers Out-of-box Camera Applications

In this article, Dan England, Technology Partner Manager at Samsung Techwin Europe, explains why the company is going down the route of offering cameras with pre-loaded software. He highlights who will benefit from this significant move, designed to provide out-of-box solutions to elevate video surveillance from being just a security system to a smart solution that can deliver so much more to customers.



Dan England, Technology Partner Manager for the Security Solution division of Samsung Techwin

Last year Samsung Techwin introduced its WisenetIII Open Platform camera range. These bullet, dome and body camera variations run the very latest high performance DSP chipset, giving enough processing power to simultaneously run multiple edge-based applications. Now, following on from the recent appointment of Dan England as Technology Partner Manager, Samsung Techwin Europe has given advance notice that it intends to supply these models with preloaded applications.

GIT SECURITY: Dan, tell us about yourself.

Dan England: I am now in my seventeenth year in the security industry and have gained experience as an integrator and project manager. I have also worked for manufacturers of both access control and CCTV. I have a specific interest in edge-based video applications.

Can you explain what your role as Technology Partner Manager entails?

Dan England: My overall objective is to ensure that we are best placed to provide users with significant added value from their video surveillance systems. Since we launched the WisenetIII Open Platform camera range, we have been approached by countless software development companies who want to capitalize on the new business opportunities that can be created by running their solutions on these cameras. My role is to manage, encourage and support all of these application developers and video management software (VMS) providers, and work with them in partnership to ensure that our mutual customers have the freedom to choose from a wide range and combination of Samsung-approved solutions.

If you are intending to pre-load applications onto the cameras, will this not restrict a customer's choice as to which applications they can work with?

Dan England: No, not at all. After listening to market feedback, it makes perfect sense to offer a number of 'pre-packed' options for those customers that are perhaps new to video analytics or would benefit from a simple 'no-fuss' purchase. It is also important to emphasize that customers will still be able to buy our cameras without any pre-loaded software and still have the option to upload the applications of their choice as required. After connecting a WisenetIII camera to the network, installers or operators simply need to upload their preferred app via the camera's browser.

So what are the advantages of ordering cameras with pre-loaded applications?

Dan England: Our decision to do this is based on enhancing Samsung's reputation as a brand that can always be trusted to look for ways to not only make it easier for customers to deploy our video surveillance solutions, but also for them to achieve maximum return on investment. In this respect, Open Platform is an exciting game changer which we are determined to help customers take advantage of. By pre-loading software that we have fully tested and evaluated, we will be saving installers, systems integrators and users, considerable time and

effort in having to research the fast growing list of available applications. And because we have worked very closely with the respective developers of these applications, customers can be assured of a seamless integrated solution that is easy to configure.

What kind of applications are you recommending to customers?

Dan England: Well the good news is that some, such as Artec Automatic Number Plate Recognition and Facit video analytics, are already available preloaded onto our cameras. However, as well as video analytics, we will be offering the cameras pre-loaded with storage, people counting, intruder and perimeter protection applications, as well as specialist retail analysis solutions. Over the coming months, I have no doubt that many more different types of applications will emerge. As predicted when the series was first launched, one thing we can be certain of is that we will be able to look back in a year or so and be amazed at the diversity of applications that have been introduced. The very latest out-of-box application is a specialist time-lapse solution from Pernixia, which has been developed to meet the requirements of the broadcast and construction industries.

It sounds like it might be quite complicated for customers to order a WisenetIII camera with the right application pre-loaded and particularly so if they want to take advantage of the ability of the cameras' ability to run more than one application.

Dan England: In reality this won't be a problem. Using smart part numbers, we will make it a no fuss process for customers to identify and order the ideal camera/applications combination.

Who are your preferred suppliers of these applications and which regions do they cover?

Dan England: We will publish a complete list on our website in the near future, with a mixture of European and global solutions, but in the meantime I am available to offer advice and guidance on the best option for specific projects.

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VIDEO SURVEILLANCE

One Size Does Not Fit All

Video Surveillance Installations are Not a Commodity



Julian Rutland, Visual Communication Products and Solutions Director

To accommodate this, system integrators must work closely with customers in the planning and pre-installation stage of a project in order to offer the best fit that can not only protect that customer's business, but also potentially offer enhanced benefits beyond security. The video surveillance landscape is rapidly moving away from the 'tick-box' approach of previous years. It has never been more important than it is today for installers and resellers to acknowledge this new reality.

Video surveillance continues to play a vital role in the fight against crime as security and safety concerns rise across Europe. With network cameras and CCTV systems becoming essential for business, integrators and installers must ensure that they are able to position themselves as trusted advisors to their customers to help provide the best possible security solution. With this in mind, there needs to be a shift in attitude away from considering network cameras as a commodity and more as a significant component of a solution that can add true business value to suit each customer's individual requirements.

The planning stage is key to building a fit-for-purpose video surveillance system. Close co-operation between the integrator and customer is vital at this point – when the purpose of the installation, security equipment specifications and technical requirements are confirmed. The eventual video surveillance solution will have several components: cameras, access control, network infrastructure, storage and VMS (video management software) for managing the systems. And there are

a number of considerations that must be taken into account for the integrator to make the best recommendation for each of these. These include:

Defining the Parameters

The first stage of the process will be to determine the primary purpose for the surveillance installation, as this will dictate the recommended solution. For example, does the customer need video surveillance in order to monitor movement of



people, monitor for missing or moved objects, or as a business tool. Video surveillance is primarily used for crime detection or prevention, but we are seeing these systems increasingly used as a business tool adding real value to organisations. A key example of this is in the retail industry, where more and more retailers are using video to map movement of customers in order to ensure optimum product placement and increased foot flow, which can help drive sales. Where surveillance is in an outdoor environment such as a car park, a HD system with high quality zoom capability will be most useful, for example, when required to zoom in on vehicle licence plates.

Going Digital for a Digital Age

Once the purpose of the video surveillance has been established, determining the type of camera system becomes easier. Businesses are increasingly opting for digital IP network cameras as opposed to analogue CCTV systems. These IP cameras have a number of benefits including remote accessibility, better image quality, more effective video management and no limit on the number of cameras on the system. Integrators should be in a position to recommend the type of IP camera that works best for the customer, determining how to balance the capability and functionality of the camera, with that of the VMS software or central Network Video Recorder (NVR).

Different network cameras suit different environments. For example, Canon's range of PTZ (Pan, Tilt, Zoom) cameras allow simple monitoring of expansive areas and following of subjects. Dome cameras, on the other hand, offer discretion whilst being suitable for outdoor and indoor surveillance. There are also more cost-effective options such as Canon's ultra-compact 1.3 megapixel resolution network cameras that are designed for indoor monitoring whilst offering impressive low-light performance. These are all options that will be dictated by the initial requirements set out in the early planning stage.

This is also the time to examine how many cameras will be needed and where they will be placed in the business. In some circumstances, it is advantageous to use cameras with a wide angle of view – where doing so can reduce the total number of cameras required. For example, the British Library was able to save over €330,000 in camera costs and associated installation charges as a result of using fewer HD quality cameras covering a large space.

Recording, Storage and the Network

Adding a HD network camera system to a customer's existing network infrastructure can have a significant impact on bandwidth and network connectivity. The integrator must assess the impact this will have on the customer's network performance in order to ensure that it does not adversely affect the connectivity or interrupt business critical applications. Bandwidth will also be affected by whether the system is unicast (one-to-one) or multicast (one-to-many), which will depend on the number of clients monitoring the video feed.

The integrator and customer should also consider the monitoring, recording and storage of footage prior to installation. How will the system be monitored, and will this be recorded 24/7? The recording and storage period will also be vital. Local legislation can affect how long data should be held for and what businesses can do with footage once they have it.

The Importance of Software

Integrators should work with the end-user to determine what level of product interoperability is required for the specific project. The capability of the software to integrate seamlessly with the whole system, not just the cameras, is extremely important in delivering the right solution for the client. Camera manufacturers therefore need to make every effort to ensure network security cameras have wide compatibility with many VMS solutions and a deep level of integration so that the cameras' full range of functions and features are supported in the VMS software. Only with good integration between hardware and software can an integrator deliver the solution the customer is really looking for.

Adding Business Value With Bespoke Installations

There is no such thing as a 'one-size fits all' approach to video surveillance anymore. The final surveillance solution should offer real business value rather than simply meeting compliance needs. Those resellers and system integrators that embrace this new landscape and opportunity will be the most successful in the long run.

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VIDEO SURVEILLANCE

Goal Achieved

In 2014, the UEFA decided Dinamo Arena would be the host for the 2015 Super Cup game. To prepare the venue to meet the UEFA standards, Dinamo Arena needed to update their access control and CCTV system.

Dinamo Arena, formerly known as Boris Paichadze National Stadium, is home to FC Dinamo Tbilisi. As the largest stadium in Georgia and one of the largest stadiums in Eastern Europe, Dinamo Arena currently holds a capacity of 54,000 people. It was recently selected as the venue for the 40th UEFA Super Cup on August 11, 2015. The annual football match includes the champions of the UEFA Champions League and the UEFA Europa League, this year Barcelona and Sevilla.

The stadium owners wanted a cost-effective system that would allow them to utilize their existing analog and IP cameras while also adding new cameras. The requirement was to have all evacuation gates and entry points covered by fixed cameras and the inside of the arena covered by cameras with pan-tilt-zoom (PTZ) functionality.

The new video management system (VMS) software needed to give the Arena the ability to monitor video remotely and have multiple users simultaneously using the client software. Beyond that, the VMS would have to offer a level of usability for everyone to feel comfortable using it. LEPL Technology Development Fund of Tbilisi City Hall led the venue preparation project.

Compatible

To meet their surveillance goals, the city decided that the Exacqvision video management system and network video recorders together with new Panasonic IP cameras would be the ideal video security solution. One benefit of this solution is its compatibility with a variety of different camera manufacturers. With the existing analog cam-

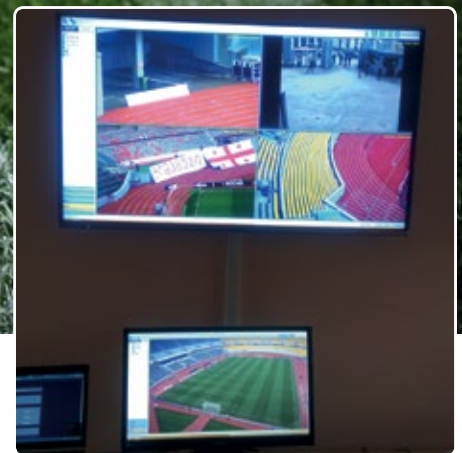
eras and the ability to select new IP cameras, they needed a VMS software that would allow them to incorporate them all. This configuration provided the stadium with an open-platform solution to build their own optimized security system.

The Arena installed an Exacqvision Z-Series server, providing them with the most cost-effective way to advance their security system. This video recorder offered them the most reliable performance with the ability to simultaneously connect hundreds of remote clients and continuously record video from a high concentration of high definition IP cameras. Complementing the system are the company's E-Series encoders that provide the easiest migration path to quickly find, address and connect analog cameras to the new system.

Intuitive Use

A team of officers monitor live and recorded video from all cameras throughout the stadium with Exacqvision Professional VMS software. In the stadium's state-of-the-art control room, officers are offered video wall functionality by the software client. This made all the officers feel comfortable and confident using the software by its user-friendly nature, and saved the Arena significant time and money. They were able to start using the system as soon as it was installed as it required no special training or significant time to learn. Users also downloaded the free Exacq mobile app to have constant access to live video at the arena.

The system gives the Arena the capability to react to events faster and to easily capture video clips of incidents for law enforcement. Employees



exacqVision VMS software is displayed in the control center to monitor the entire arena

can conduct investigations significantly faster than before and more effectively handle crowd management. During the Super Cup, arena employees were able to act on any crowd incidents or suspicious activity immediately. With digital PTZ functionality, officers could zoom in on specific people or seats throughout the stadium for a clear close-up of the actions occurring. For further simplicity, these cameras and determined zoom states can be saved as views. The Exacqvision software has a function to manage all views in the venue so that by setting up an automated tour, users can easily monitor traffic around the entire venue.

The whole system connects to a new Colosseo custom-designed LED screen installed at the venue. Operators have the ability to push video of interesting spectator moments they see within the Exacqvision system to the screen for the entire audience to view.

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Data storage media are
irretrievably destroyed

DATA PROTECTION

When It Comes To The Crunch

Secure Data Media Shredding as a Business Opportunity

When new computers are needed, companies often need to delete sensitive data reliably from many thousands of old computers – a time-consuming job. Ideally, data should end up in the shredder. Thanks to the HDS 230 hard drive shredder from HSM, Uriel Papierrohstoffe in Diez can provide their customers with fast and extremely secure data deletion by mechanically shredding hard drives into many particles.

Vast amounts of personal data or secret corporate information are stored on the hard drives of old computers discarded by banks, accountants and hospitals. According to the German Federal Data Protection Act (BDSG), this highly sensitive, confidential and personal data must be protected, and deleted or shredded securely after use. Exactly how optical and magnetic media have to be destroyed, and the requirements of the machines used to destroy these various types of media, is defined in the DIN 66399 standard that took effect in October 2012. Physically destroying the data storage media is considered the fastest and most effective way.

Uriel Papierrohstoffe originally used shredders that had been designed for paper and plastics to destroy data media. With the rising number of hard drives, the wear on the shredders also increased and they were often at a standstill for repair work. Moreover, they were not certified to the DIN standard that specifies the particle size for shredding optical and magnetic media (DVDs, hard drives, etc.). This is why the company bought the HDS 230 hard drive shredder from HSM.

Confidentially Sensitive

The disposal specialist handles 120,000 tons annually, around two-thirds of which is paper and cardboard packaging. The company broke new ground with the reliable disposal of optical and magnetic data media. Their customers now include banks and tax consultants as well as doctors, hospitals and software and IT companies. To comply with the Federal Data Protection Act (BDSG), they must ensure that their highly sensitive, confidential and personal data is protected, even after devices are decommissioned. 'Sensitive' applies to digital patient records, banking information or tax documents, and 'confidential' to information that is important for companies, such as patents, design documents, contracts or business strategy papers.

Most Secure Method

Using special software programs that overwrite to render information illegible and irretrievable is very time-consuming for hundreds or even thousands of



The Powerline HDS 230 from HSM will correctly destroy magnetic and optical storage media

corporate computers. Andreas Uriel explains: „The fastest and most effective way is to mechanically destroy the data storage media.“ To meet the H-4 security level of the DIN 66399 standard, the HSM hard drive shredder produces even smaller particles than stipulated - approximately 1,000 mm².

The hard drive shredder has now been in operation for about three months, although not working at full capacity at present. Nevertheless, Andreas Uriel is certain that procuring this machine has proved a worthwhile investment because he believes the real boom is yet to come as Solid State Drives (SSD) replace the standard hard drive.

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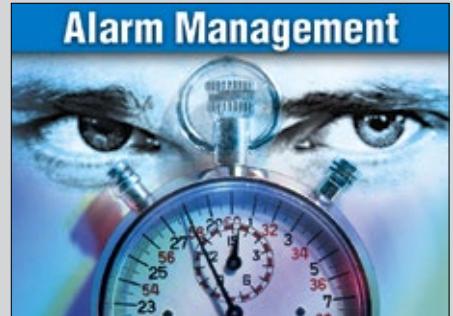


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