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GIT

MAGAZINE FOR SAFETY AND SECURITY

SECURITY

EMEA



Fire Detection

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Video Management

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Data Security

**COVER: ASSA ABLOY
APERIO LOCKS: WIRELESS WINS**

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Security within Security

When I was asked to do an interview on IT security aspects of video surveillance systems by a market leading manufacturer in January last year, to be honest, I thought that there are more interesting things to discuss than this. Too often I had heard the argument that IP security equipment is a danger for companies or an organisation's IT system from vendors that desperately wanted to sell analogue equipment to a market that was finally adopting IP systems. Now I have to admit that the discussion about IT security is important and that we have to cope with the challenge of cyber security threats and that we need to make sure security equipment is not mis-used for cyberattacks.

In this issue, we cover the newest development in IT security and the human factor within data security in an interview with Ruud Toonders from Bosch on page 32. On page 34 we show how data encryption, communication encryption and verification through a key can prevent leakage of video data and secure authenticity. If you turn to page 36 you will find some guidance on how cyber savvy your security supplier should be.

The discussion about cybersecurity is necessary, especially between vendors, integrators and end-users. But we need to be very cautious not to panic and to avoid allegations against competitors. Uncertainty in the market will lead to a setback for integrated security solutions which help security professionals in their daily work. Integration means cooperation, networking and constant product development and those factors are crucial for well-functioning up-to-date security systems especially up to their endpoints.

Leading the way to product innovation is the goal of GIT SECURITY AWARD. The award is going into the next round now and is a great opportunity for the industry to introduce products to an international audience and to test how popular their products are. If you work for a vendor of security or safety products we would like to invite you to apply for GIT SECURITY AWARD 2018 already now and submit your product entry. The registration page is open until March 31st and on page 39 we show you how you can submit a product.

Enjoy reading this issue!



Heiko Baumgartner
For GIT's Safety and Security team



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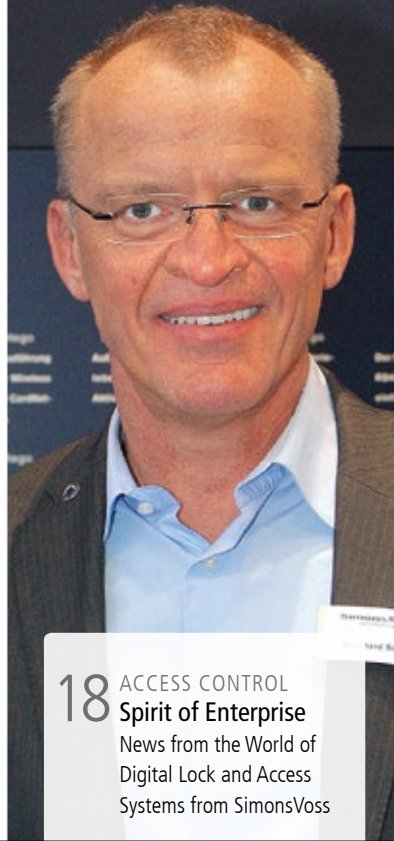
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Morse Watchmans' Next Gen CPU Featured at Intersec 2017

At Intersec 2017, Morse Watchmans showcased new generation CPU for its KeyWatcher. "A faster and more powerful engine better aligns with the ongoing trend toward enterprise-wide security system integration," said Fernando Pires, VP of Sales and Marketing, Morse Watchmans. He adds that the increase in processor speed, coupled with memory, offers vastly improved performance with a much more sensitive touchscreen, faster user interface and improved sync times that are 7–10 times faster than before. Driven by a powerful upgraded processor and operating system, the CPU's faster speeds improve sync time when encrypting and decrypting communication data. Lists of keys or users in selection screens also show much more quickly and key selection by number/name is faster and more responsive. Memory capacity and speed has also been increased, and the number of USB ports has been doubled to 6. USB ports now support up to 32GB high speed flash drives for more efficient data transfer than previous configurations. The new CPU fully supports gigabit networks that are now commonplace as well as a new dedicated remote display video cable with an increased maximum length of 35 feet.

www.morsewatchmans.com

Intersec Dubai: Updates on Fire Safety Codes

Lieutenant Colonel Ali Al Mutawa, Assistant General Manager for Smart Services at Dubai Civil Defence, said the updated UAE guide for Fire Safety and Life Protection was completed in cooperation with public and private sector partners, and will ensure the provision of the optimum level of fire safety and protection for UAE residents. Al Mutawa said the Dubai Civil Defence added new chapters and revised existing chapters of the guide in order to cope with the rapid development in various economic sectors in the country. "Due to increased construction and infrastructure activity in the UAE, we want to keep up to international safety standards, and we constantly strive to evolve and be better than yesterday," said Al Mutawa. "Chapters that have been updated include those relating to fire doors; cladding in buildings; access for Civil Defence trucks to reduce incident response times; and educating consultants, contractors and end-users on the latest modifications." Al Mutawa was speaking at press conference for Intersec 2017.

www.intersecexpo.com



Cognitec Hires Terry Hartmann as Vice President

Renowned biometrics pioneer Terry Hartmann will lead business development and client relations as Vice President Asia Pacific at Cognitec Systems. Hartmann will direct an international sales and support team to meet the demands of an expanding biometrics market in the region. Governments in Australia, New Zealand and many Asian countries are investing heavily into large-scale biometric projects, and many of them have trusted Cognitec's market-leading face recognition technology for more than a decade. "Face biometrics is now a proven technology, yet has so much potential for growth. Asia Pacific is certainly the place where innovation can be realized," said Hartmann. "I am excited to leverage Cognitec's products into numerous security and facilitation benefits to prospective clients, integrators and their customers."

www.cognitec.com



Qognify Opens New Corporate Headquarters in New York

Qognify announced the opening of its new corporate headquarters office in Pearl River, New York. Located in the Blue Hill Plaza complex, the new expanded headquarters is home to corporate management functions and the regional sales team, enabling better support to customers and partners. Just 20 miles outside of Manhattan, Pearl River in Rockland County is strategically located with convenient access to both New York and New Jersey. Customers and partners will be able to visualise Qognify's state-of-the-art, market leading Situation Management platform: Situator 8.0 with its Operational Intelligence Center (OIC); VisionHub, the new intelligent IP Video Surveillance and Security Management System, and Qognify's next-generation real-time Video Analytics solution- Suspect Search. The Blue Hill Plaza was designed with powerful redundancy to support critical organisations such as the once bustling NYNEX stock exchange. This was proven during Super Storm Sandy, as it was one of the few buildings in the area that did not lose its power supply. This makes it an ideal location to host customers and partners for demo and training purposes. "With a close proximity to the metropolitan of New York and its airport network, our new location offers ideal access to customers and partners from the US and around the world" said Moti Shabtai, President of Qognify. "In this new location, we will have access to top talent to further grow our business in the Americas and oversee the company's global operation."

www.qognify.com



Valerus VMS System Shipped and Installed

Vicon announced that the first order for their new Valerus VMS has shipped and was installed. With excitement building over this unique solution, many more systems have been ordered and specified in its first week on the market. A school in Indiana had an immediate need for an easy-to-use video solution and Valerus was able to meet all of their expectations. In fact, they were so impressed after the initial demo, they also purchased a three-year upgrade protection plan (UPP) to capture all the new features scheduled to be released this year. This new system started with a 12TB Valerus Recording Server, Valerus PRO license for 22 cameras and the UPP. The initial draw to Valerus was the ease of configuration and deployment and the fact that it would make it easy for their IT department, since there are no PC software applications to install and maintain. The thin-client HTML webpage makes video accessible from any computer, and the single license reduces deployment time and frustration as the system grows.

www.vicon-security.com

Sales Boost for Security Specialist Securiclad

High security modular panel systems manufacturer Securiclad has announced a major surge in sales, as a result of increased demand for more robust security measures across a number of sectors. The company, which is based in North Tyneside, UK, saw sales rise by 58 per cent in 2016 – a year in which it secured major contracts in the data centre, water utilities, nuclear and defence sectors. This is the highest increase in sales the company has ever experienced. Securiclad also extended its international reach in 2016: for example, panel systems from Securiclad were employed by international security specialist Burton Safes as part of a security solution for Royal England Safe Deposit Box Limited – a Hong Kong-based company that provides high-end safe deposit box facilities to businesses and private individuals in the Far East.

www.securiclad.co.uk



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Perimeter & Physical Security

www.IntersecExpo.com



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Sicurezza 2017: An Extra Hall

The Sicurezza trade fair is expanding in all segments, with the two 'historical' halls already fully optioned. The doors will open between 15 and 17 November 2017, and already the event promises to include a rich schedule of innovations and opportunities for industry players. Currently 160 direct exhibitors have already confirmed their participation and planning for the show's expansion in Halls 3, 5 and 7 is well underway. An increase is being registered in all the sectors of the security and fire industries; video surveillance will be represented in force by major international players; this year will see an increase in access control solutions for every area of application; passive safety also features strongly, with several top locksmith, key management and safety deposit box brands already signed up. Security smokescreen producers are also turning out in high numbers, with these systems becoming the first choice of many jewelry stores and retail outlets. A special area will again be dedicated to drones and specific security-related solutions. Finally, the fire detection and extinguishing sector is making its first appearance at the trade show in collaboration with leading associations. www.sicurezza.it



Hikvision Announce Turbo HD Integration with Milestone Xprotect

Hikvision, a supplier of video surveillance products and solutions, has announced that their family of Turbo HD analogue solutions can now be integrated with Milestone's Xprotect Device Pack 8.9 VMS software. As the Hikvision encoder supports HDTV signal input, the company's entire Turbo HD range of cameras can be supported to provide an integrated Milestone-controlled system. The Turbo HD Analogue Solution enables existing coaxial cable-based CCTV systems to be upgraded to high-definition surveillance with simple and cost-effective installation. Hikvision will soon be introducing their expanded Turbo HD family, which will feature a full range of analogue cameras at 5MP resolution, longer transmission distances and increased signal capacity. www.hikvision.com

Euralarm Symposium 2017 Topic Announced

The next Euralarm Symposium will be organised in London on May 8th, 2017. The symposium will focus on the future of fire and security services across Europe and will present ways of turning this future into business opportunities. The first session of the Symposium will concentrate on the consequence of the removal of trade barriers which simplifies cross-border movement for service providers in Europe. Whether product related or adding value, standard quality levels for service delivery to end users remain consistently important. The introduction of the EN 16763 European Services standard in 2017 has the purpose of ensuring that all players answer to the same requirements and deliver quality customer experiences. The second session will investigate the question: How to make the most out of the already existing fire and security digital market? In parallel to changing market conditions, developments in telecommunications are opening up opportunities for enhanced service offerings for both fire and security solutions. The digital market is already here providing new possibilities for end users and service providers. Remote system interrogation enables numerous types of services to address the needs of modern property owners and managers. www.euralarm.org

Stadium Security: FC Groningen Installs Face Matching Pilot of Panasonic

The project comes as part of a wider initiative "Accessible, hospitable and safe football", assigned to the club by the Dutch Ministry of Justice and Security. Within this pilot test, new solutions are being sought to further optimise the safety in and around the football stadiums of the Dutch first class teams. At the heart of the installation at FC Groningen are four Panasonic Full HD security cameras with facial recognition software at the turnstiles. The facial images of the supporters get sent to the control room in the stadium, where Panasonic face matching software compares these to a database of registered supporters with a stadium ban. When there is a facial match the command room immediately receives a warning, after which the safety personnel can intervene. Due to privacy legislation, only the images of the supporters with a stadium ban are saved, without any accompanying personal data. The full construction and network installation was done by Rotterdam-based Company Radio Holland, which is responsible for all enterprise critical communication and security systems at FC Groningen. www.panasonic.com

STid Announces Technology and Distribution Partnership with Genetec

STid, a French contactless door control provider, has announced a technology integration and sales distribution partnership with Genetec, a supplier of open-architecture IP security and public safety solutions. Through this partnership, Genetec has integrated the STid Architect access control readers into its Synergis access control software, part of Genetec Security Center, the company's unified IP security platform, to meet the increasing need for corporate security and to protect sensitive data. "With the support of the Architect range, we can offer our customers end-to-end secure control of their access control data, and in compliance with ANSSI certification", said Thibaut Louvet, Genetec Access Control Systems Director. www.genetec.com - www-stid.com



Abloy wins Sustainable Building Product Award

Abloy has received the Gaia Award for sustainable building products at Big 5 in Dubai, winning the accolade for its range of Low Energy Locks. The Big 5 in Dubai is the largest construction event in the Middle East, connecting thousands of global suppliers and buyers of construction products. The Gaia Awards honour construction equipment and products that have truly integrated the concept of moving towards a more sustainable built environment. Abloy Low Energy Locks were showcased at the Assa Abloy stand, and visitors voting at the exhibition chose them for the Gaia Award 2016 for sustainable construction products. The range of Abloy Low Energy Locks blends high security with eco-friendliness. They boast an ultra-low current consumption due to energy only being used when the lock status is changed. In addition to the energy and cost reductions, the Low Energy Locks have a very wide voltage range and a number of usage possibilities. www.assaabloy.co.uk



TDSi Appoints New Distribution Channel Manager

TDSi announces the appointment of the company's new Distribution Channel Manager, Andy Cross. John Davies, Managing Director of TDSi commented, "With 29 years' worth of experience in the security industry, Andy is the perfect person to take the reins of our distribution channel business. As a well-known and highly successful professional figure in the sector, we are delighted to welcome him to the team as we start a new year of further growth and development." Andy is equally excited to be joining the TDSi team and has clear objectives in mind for his new role: "As Distribution Channel Manager my goal is to further strengthen TDSi's working relationship with our partners. This will include the provision of more product training and extensive sales support, both for sales teams and Integrators."



www.tdsi.co.uk

Gunnebo Group Appoints Karin Wallström SVP Marketing & Communications

Karin Wallström has been appointed SVP Marketing & Communications for the Gunnebo Group as of January 1, 2017. This is a new position in the Group covering marketing, brand management and communications which will be part of the Group's Executive Team. Karin holds a Master's degree in Accounting and Finance from the Gothenburg School of Economics and Commercial Law. She has been working with Investor Relations, Communication and Marketing in Gunnebo since 2003, and as Marketing & Communication Director since 2009. Prior to joining Gunnebo, she worked as a financial journalist.

www.gunnebogroup.com

Clay by Salto Is Now Salto KS



Salto has rebranded its Cloud-Based Wireless Locking Solution as Salto KS, Keys as a Service. The inputs for this rebrand have come from a variety of sources including valuable customer feedback, partners and installers. Real market feedback has been extremely helpful, especially for incremental product improvements. Another important source of input has been the progress in advanced cloud technologies. "The cloud is here and once again Salto is innovating security solutions by delivering – and continuously improving – our access control product to end users directly from the cloud," says Salto Chief Marketing and Sales Officer Marc Handels. "As a result of years of customer feedback from Clay by Salto users and technological advancements in cloud computing, we've upgraded to a winning product in Salto KS and the ability to deliver access control via Keys as a Service." As a rebranding – and an upgrade – Salto KS Keys as a Service enjoys the stability of Salto's strong brand and existing customer base. Salto KS already includes more than 2,000 projects in five continents and has also already been successfully integrated with market leaders to offer a comprehensive security solution within connected services. A partnership between Panasonic Cameramanager and Salto is the first example of integration between a state-of-the-art cloud CCTV company and the Salto KS cloud-based access control.

www.saltosystems.co.uk

Onvif Explores Need for Standards in Critical Infrastructure at Intersec 2017

Onvif presented itself at Intersec 2017 at the Dubai International Convention and Exhibition Centre, as part of Intersec's Infrastructure and Cybersecurity Conference. Jonathan Lewit, Chair of the Onvif Communication Committee, spoke on behalf of Onvif and presented on "Standards and the Dynamics of IOT in Physical Security Critical Infrastructure," a session designed to help attendees understand the role of interoperability standards such as those developed by ONVIF in the deployment of physical security infrastructure and in broader Internet of Things (IoT) applications. Lewit, who also serves as Director of Technology Leadership for Pelco by Schneider-Electric, addressed how standards also can help ensure adherence to current industry cyber security measures. "Cyber security, inter-disciplinary integration and interoperability are essential to successful physical security and IoT deployments," said Per Björkdahl, Chairman of the Onvif Steering Committee.

www.onvif.org

CertAlarm Scope Now Also Includes ISO and IEC Standards

The CertAlarm certification scope now offers extensions to the most recent standards based on ISO 7240 Series for Fire & Life Safety Alarm Systems Products and based on IEC TC79 standards for Alarm Electronic Security Systems with cross references to Cenelec TC79 portfolio of standards.

Beyond Intruder & Hold-up Alarm Systems it includes e.g.:

- Transmission Systems
- Video Surveillance Systems
- Electronic Access Control Systems
- Social Alarms
- Monitoring & Alarm Receiving Center

In addition to the newly added ISO 7240 standards, the CertAlarm scheme now also includes the following EN 54 standards which are not yet harmonized under the Construction Products Regulation:

- EN 54-22:2015, Resettable line-type heat detectors
- EN 54-27:2008, Duct smoke detectors

www.certalarm.org

Smiths Detection Opens New UK Centre of Excellence for Trace Detection

Smiths Detection announced the official opening of its new UK centre of excellence for trace detection, located in Hemel Hempstead. The new facility, which is located approximately 11 miles from its previous location in Watford, provides improved and more efficient customer operations; new amenities for employees; and the opportunity for future growth and development.



This modern "fit for purpose" facility, which covers a total of 67,000 square feet, provides excellent capabilities for engineering, research and manufacturing. It has been specifically designed to ensure that maximum operational efficiencies are achieved across every area of its operation, supporting the long term business growth for Smiths Detection. Delivering state of the art security solutions to key markets including aviation, military and emergency responders, the products manufactured previously at Watford and now at the Hemel Hempstead site are truly impressive. To date more than 25,000 explosive detectors and over 220,000 chemical detectors have been manufactured at Smiths Detection's facilities and delivered to customers across the globe.

www.smithsdetection.com



Comelit Towering Above Highgate Hill

System integrator, MRF5 Group, has installed Comelit's ViP system, complete with energy monitoring/display using the Simple Home home automation system, at the Vantage Point building in north London. This 17-storey former office block has been converted by Essential Living into 118 sustainable private rental sector units, with a range of shared resident amenities. MRF5/Essential requested modifications to Comelit's firmware to ensure compliance with the Code for Sustainable Homes. The home automation monitor now provides instant information and feedback for residents. Tenants use a Comelit's Iona Manager for video and audio communication with their visitors at ground level, as well as two-way audio communication with the onsite/offsite concierge. The complex brief from the developer also required that the system receive pulsed outputs from the electricity and water meters, crucial for sustainable living.

www.comelitgroup.com

Searidge Technologies Selects Bosch Cameras for Airport Surface Management

A global provider of remote tower and surface optimization solutions to airports and air navigation service providers (ANSPs), Searidge Technologies has successfully integrated Bosch IP cameras into its products. The MIC IP starlight 7000 HD



PTZ and Dinion IP starlight 8000 MP cameras now help airport operators monitor and manage surface operations safely and efficiently. The ability to monitor live traffic, day and night – and in all weather conditions – is critical to operating an airport around-the-clock, 365 days per year. Video streams from multiple cameras are stitched together and run through sophisticated processing algorithms to deliver seamless panoramic views of the apron, gate, taxiway and runway areas of the airport compound. Video is displayed live to air traffic controllers, airport operators and security personnel, and is also archived for future playback and review. The Dinion IP starlight 8000 MP camera delivers five-megapixel resolution and provides excellent color images even with minimal ambient light. The MIC IP starlight 7000 HD are ruggedized PTZ cameras built to withstand harsh conditions such as extreme temperatures, rain and snow, high wind gusts and vibration. Bosch starlight cameras are also deployed by Searidge Technologies in airports worldwide, including its Remote Situational Awareness and Zone Occupancy solution at Dubai International airport, a remote tower solution at Budapest airport and remote airport concept of operation at Milano Malpensa and Linate airports.

www.boschsecurity.com

Assa Abloy: Stay Connected, Stay Secure at Intersec 2017

At Intersec in Dubai, Assa Abloy highlighted integrated, wireless, IoT-powered access control for businesses and homes. Among the innovations in commercial and residential access control are: Key-based wireless access control: Cliq is a security locking system based on high-end microelectronics, programmable keys, cylinders and padlocks. For mobile phones the Cliq Go app enables managers of small and medium-sized businesses to administer security and access rights on the move, from anywhere in the world. A few taps of a screen is all it takes to revoke, supervise or amend an individual's access rights. Cliq Connect enables streamlined workflows for a larger organization's mobile workforce. Aperio wireless access control: Aperio battery-powered wireless locks integrate seamlessly with third-party access control systems from several market-leading manufacturers, allowing companies to extend access control to more doors without breaking the bank. Aperio components include online and offline wireless cylinders and escutcheons, wireless security locks and dedicated server rack locks. Live integrations at the company's booth with Nedap and Axis systems demonstrate Aperio in action.



www.assaabloy.co.uk

Zak Thompson Bolsters Wavestore's UK and Ireland Sales Team

Wavestore, the British manufacturer of Video Management Software, welcomes Zak Thompson to its UK and Ireland sales team as Regional Sales Manager for the North of the UK. Zak will be working closely with northern UK-based Systems Integration, Distribution and Consultant Partners to support new and existing opportunities for the company's independent and open platform VMS. Zak is well-known in the market, joining Wavestore from Intelligent Video Analytics and VMS provider Aimetis. Prior to that, Zak held business development and account management positions at Panasonic, Anixter and Norbain. Glenn Fletcher, Wavestore Sales Director, commented "Our rapid growth means that we have more partners to support in the North of the UK and Zak shares our commitment and enthusiasm in ensuring we maintain our standards of sales support as we expand."



www.wavestore.com

Strategic Alliance for ADI and Hanwha Techwin

ADI Global Distribution and Hanwha Techwin have formed a strategic alliance that will see the two companies work together closely to support installers and system integrators throughout Europe. Under the terms of the agreement, ADI is now able to offer customers the full range of Hanwha Techwin's Wisenet video surveillance solutions. Commenting on the signing of the agreement which commenced on 2 January 2017, Alan Paterson, MD of ADI's Europe, Middle East and Africa businesses said, "We have enjoyed the benefits of being a distributor for Hanwha Techwin for a number of years and this new agreement strengthens the excellent working relationship already in place. It will ensure our customers across Europe have access to the comprehensive range of feature-rich and competitively priced Hanwha Techwin products, including the open platform Wisenet P and Q cameras introduced during 2016 and the supercharged chipset Wisenet X models, which we will help launch in Spring 2017."

www.hanwha-security.eu

Further Growth Envisaged for Eyevis

A double-digit sales increase and a shareholder's increase in capital stock provide security for positive future prospects at eyevis in Reutlingen. After two years of stagnating sales figures in 2013 and 2014, the eyevis group could record a substantial increase in turnover in 2016, continuing the improvements from 2015. With a gain of 17% compared to previous year's outcome, 2016

could be completed ahead of schedule. A main reason for this growth is the LED-business, which is operated in partnership with Chinese LED-manufacturer Unilumin. The Swabian inventor's in-house developments also contributed a considerable amount to the positive growth. The newly introduced Slim Cubes – shallow rear-projection units – are becoming increasingly popular in con-

trol rooms all over the world since their release one and a half years ago. Several major projects could be won and commissioned, which contributed significantly to the company results. eyevis LED video walls provide brilliant images, for example, in the management offices of several big German companies and banks, a Mexican TV studio and in the headquarters of a Russian energy pro-

vider. One of the biggest and highest resolution immersive 360° screens could be realized for the University of New South Wales in Sydney with the 3-D compatible Slim Cubes. Winning new international partners, a strong presence in newly-entered vertical markets and moderate actions inside the company are all helping to reach growth targets.

www.eyevis.de

Antwerp Harbor Authority Expands Nedap Access Control



The Antwerp Harbor Authority has relied on Nedap's AEOS access control platform since 2005. Now, it is expanding its system to include its recently opened prestigious Havenhuis headquarters, bringing together 500 technical and administrative staff from various locations in the harbor area. Network engineer Marc de Caluwé said, "Good security is very important. That's why we equipped a large part of the 56 buildings in our 120km² harbor area with the AEOS access control platform back in 2005. So for us it's a logical choice to add the new Havenhuis to the system. We selected AEOS in 2005 because it's IP-based, meaning that we could connect it to our 170km long backbone fiber-optic network. Another reason at that time was the compatibility with Alfapass. We currently manage 5000 (Alfapass) cards, used by both employees and the shippers and their trucks. The card gives them access to all the harbor buildings applicable to them, both in Antwerp and in Zeebrugge. Now, after 12 years, we have 385 doors responding to AEOS. Moreover, the few keys still in circulation are much easier to manage by integrating Traka key cabinets in AEOS." www.nedapsecurity.com

FITTED FOR COMPREHENSIVE PROTECTION

Integrated Video Analytics for SeeTec Cayuga – for fast deployment and reliable detection.



NEW!
SeeTec
Cayuga R9

As video systems become larger and larger, they also generate an increasing volume of data. Without appropriate tools it becomes impossible to handle this flood of information. SeeTec provides a solution for this: Seamlessly integrated, one stop shopping and based on cutting-edge technology, it is fast and easy to deploy and delivers reliable results. So you can take action in time before an event escalates.



www.seetec-video.com

See Your Business with Fresh Eyes

See Tec
An OnSSI Company

EVENT REVIEW

Intersec 2017: A Review

Impressions, Highlights and the Exhibition App

Global product launches, live demonstrations, new bilateral agreements, and updated UAE fire safety codes were among the many highlights that shared centre-stage, as the curtains came down on one of the leading trade shows for security, safety, and fire protection.

Intersec 2017 concluded January 24th at the Dubai International Convention and Exhibition, with a new record in exhibitor and visitor participation ensuring the three-day event wrapped up proceedings on an all-time high. According to organiser Messe Frankfurt Middle East, Intersec 2017 attracted 33,501 visitors from 129 countries, as they sourced solutions and networked with 1,304 exhibitors from 58 countries spanning 56,300sqm of exhibition space.

Year-on-Year Growth

The five per cent year-on-year growth in both visitor numbers and exhibition size underlined the international importance of the annual showcase, where more than 150 exhibitors launched products across the seven show sections of Commercial Security, Fire & Rescue, Safety & Health, Homeland Security & Policing, Information Security, Smart Home & Building Automation, and Physical & Perimeter Security.

"The Middle East commercial security, homeland security, and fire safety market continues to grow, and consequently there's a strong need for technological advancements in solutions in terms of features, specifications, and upgrades," said Ahmed Pauwels, CEO of Messe Frankfurt Middle East. "In an industry that is constantly evolving, and where more and more projects are being released into the market, the need of the hour is to be present at the right time with the right solution."

"With its wide spectrum of the latest safety and security solutions and varied range of cutting-edge products from leading international brands, Intersec plays a crucial role by putting global and



local providers directly in touch with regional and international buyers. The show's success is due to it being able to efficiently provide market-specific solutions."

Highlights of a Truly International Show

The GIT SECURITY Team was onsite and found some interesting developments and we would like to share our impressions and highlights and impressions with you. With 83 per cent of exhibitors based outside of the UAE, Intersec's international participation was spearheaded by a 10 per cent year-on-year increase in exhibitors from Germany and the UK, as 82 German companies (64 pavilion and 18 standalone exhibitors) lined-up alongside 143 British companies (86 pavilion and 57 standalone exhibitors).

Key features this week at Intersec 2017 included an Outdoor Demo Area & Drone Zone, a Jobs & Careers Pavilion, the Techtexil Pavilion, a Safety Design in Buildings Pavilion, and a Smart Home and Building Automation Pavilion.

Video Surveillance Is Not A Commodity

This year, the **video sector** emphasised immensely on analytics and intelligent streaming as well as solutions. Intersec 2017 featured 17 of the world's top 20 security solutions providers, including **Avigilon**, a Canadian-based full solutions provider of video analytics, network video management solutions, surveillance cameras, and access control solutions. Dave Dalleske, Vice President of EMEA Sales at Avigilon, spoke of the latest developments in Avigilon's Appearance Search video analytics technology, a sophisticated search engine that



sorts through hours of footage to locate a specific person of interest across an entire site.

But there is more to see on the video market: **Bosch** for example extended their video surveillance portfolio especially in the field of intelligent streaming for bandwidth reduction and intelligent noise reduction. They also showed their new services and solutions for both high-end and mid-range applications.

If visitors were looking for safe camera solutions for video surveillance applications within hazardous areas, **Hikvision** was one of the places to go, because they showcased their latest products. **Idis** not only celebrated their 20th anniversary at the show but revealed also new solution-based products and the Idis Solution Suite, an open architecture and enterprise-level video management software (VMS), that offers a highly responsive and cost-effective modular design and comes with free software and firmware updates.

While there are more and more multi-sensors to see on the show floor, the pioneer for multi-sensor cameras **Arecont Vision** take the necessary steps to stay at the forefront of technology. **Arecont Vision** has expanded their popular SurroundVideo panoramic indoor/outdoor camera series with fifth generation models that deliver important new features in a smaller size. These compact SurroundVideo G5 Mini cameras are the latest addition to the ground-breaking SurroundVideo multi-sensor panoramic family.

Pelco by Schneider Electric on the other hand was showcasing several of its latest solutions designed to address the challenges of vertical markets in the Middle East region. From the company's powerful open platform VMS control and integration platform to explosion-proof HD cameras and new advancements in IP megapixel imaging, visitors to the Pelco booth found specific solutions they need to best secure their unique environments.

With new IP camera models and state-of-the-art video analysis functions, German security manufacturer **Abus** is positioning itself as a quality producer of video technology. The latest Abus IP cameras feature functions such as excellent back-light compensation and intelligent analysis functions like tripwire detection or intrusion detection.

The big video management heavy weights **Genetec**, **Milestone** and **OnSSI/Seetec** concentrated on presenting new versions of their VMS and demonstrated how strong their partner network is.

Access Control On The Rise

In this past year, it has been interesting to look for news on the access control market knowing that rather big developments were and still are in the making.

Morse Watchmans followed the integration trends with its new generation CPU for its KeyWatcher Touch. **Salto** on the other hand presented the new totally new reader Salto XS4 One, a part of the innovative Salto XS4 2.0 platform which offers a wide range of comprehensive and versatile products and allows Salto to provide a complete access control solution for diverse sectors. Salto also showed its innovative JustIN Mobile solution that allows cell phones to be used as access control credentials and the new Salto\KS cloud-based electronic locking solution.

Galaxy Control Systems showcased their advanced access control solution in interactive demonstrations that represented real-life applications. One could see the System Galaxy integrated with optical turnstile and door management solutions, time and attendance products, visitor management systems and smart card readers.

At the **SimonsVoss** stand three solutions were in the spotlight: Door Monitoring Visualization, the virtual network and thirdly the online version of Mobile Key.

Paxton showed its access control system Net2, an advanced PC based access control solution. Net2 offers centralised administration and control of sites from one to thousands of doors and with up to 50,000 users.

Assa Abloy highlighted integrated, wireless, IoT-powered access control for businesses and homes. Among the innovations were key-based wireless access control. Cliq was on display, a security locking system based on high-end microelectronics, programmable keys, cylinders and padlocks. The Aperio battery-powered wireless locks integrate seamlessly with third-party access control systems from several market-leading manufacturers, allowing companies to extend access control to more doors without breaking the bank.

The new wAppLoxx access control system from German security manufacturer **Abus** comes with an innovative security concept, enabling the convenient opening or closing of the door either on site or on route using web or app access.

Dom Security is an independent European industrial group and a leading specialist in security products and services, dedicated to mechani-

cal and electronic access solutions. What was seen at Intersec: Dom's mechanical and digital locking solutions for large organizations, mechanical and digital locking solutions for home owners and small businesses, and latest locking equipment for industrial groups providing turnkey solutions.

Fire and Perimeter

Also seen at Intersec in Dubai: UK fire protection manufacturer **Kentec**, offering the most comprehensive range of conventional, analogue addressable fire detection and extinguishant control panels available. Custom build service is also highly regarded in the industry and utilizes Kentec's expertise in control panel technology to design and build high quality product to exacting customer specifications. More recently Kentec has further increased their range and launched a Marine approved range of Analogue Addressable control panels. Many of Kentec's products are tested and approved to international standards such as EN54, EN12094, UL and FM.

Italian perimeter protection specialist **Sicurit** presented their flagships - brand new IP Native Dual Technology and IR beam barriers designed for seamless integration and unparalleled detection performances in extreme environmental conditions. Main vertical markets served (but not limited to) are: government buildings, airports, seaports, military sites, nuclear plants, refineries, communications facilities, industrial sites and any site requiring maximum security.

Successful intersec Dubai App by GIT SECURITY

In collaboration with Messe Frankfurt Middle East, GIT SECURITY provided the exhibitors and visitors with a handy tool: The official intersec Dubai App. The GIT SECURITY team was proud to receive great feedback from a lot of visitors. Almost 3,000 users downloaded the truly remarkable tool with a 3D floor plan, highlights, theme tours and used it to navigate through the halls visiting intersec 2017.

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Turn page for impressions

Intersec Moments

Exhibition Impressions – our Photocol of the Event

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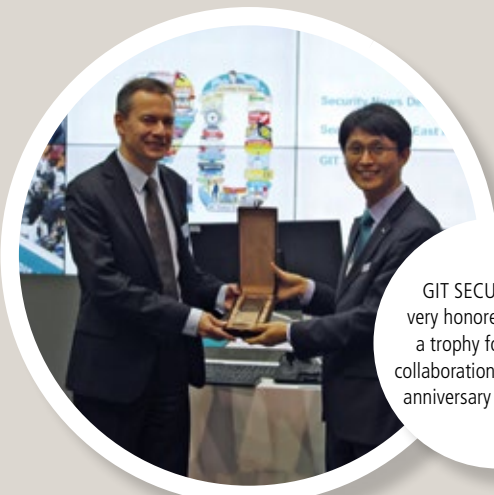
Berhard Schuster, Executive Vice President at Bosch Security System welcomes Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum at the Bosch stand



Lee Maher, Charlotte Eames and Kevin Mears from Kentec – presenting their fire protection portfolio



Benjamin Koerner from Abus (right) with colleagues. Abus was the Official Main Sponsor of the show app intersec Dubai by GIT SECURITY



GIT SECURITY feels very honored to receive a trophy for excellent collaboration at Idis's 20th anniversary get together



Over 3000 visitors downloaded the official intersec Dubai app by GIT SECURITY



GIT SECURITY says Thank You to their helpers at the Intersec App Stand!



Successful like never before: The official intersec Dubai App by GIT SECURITY!



Never change a winning team: GIT SECURITY Team at their stand! Thumbs up!

We Open New Horizons



Presentation at the Idis 20th anniversary by Ben Bryant



The phenomenal exhibitors night was held at a stunning roof top location.



The Wiley GIT SECURITY Visitor's lounge



His Highness Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum at the opening ceremony



The fire section of the exhibition attracted a massive interest this year.

Selfie-Time

App Users were Delighted

GIT SECURITY and Messe Frankfurt Middle East, the organizer of Intersec, presented the official intersec App to all exhibition visitors. New this year: a funny selfie feature function. Myriads of visitors took a selfie and sent their greetings around the world.

On these pages you will see a small selection of some exhibitors' selfies. (If your company will be exhibiting at Intersec 2018 and you are interested in becoming a sponsor for our app, hurry and book your space for 2018 now before the rates increase at the end of June 2017. Contact: Oliver.Scheel@Wiley.com www.git-security.com/whitepaper



Marketing specialist at the reception table of Naffco making fun



GIT SECURITY Team Selfie: Oliver Scheel, Heiko Baumgartner, Steffen Ebert and Lisa Schneiderheinke



Eugen Bondaletov from Abus Middle East, Russia, Australia and New Zealand



Technical specialist looks from above



Syed Murtaza Husaini from Assa Abloy Middle East



Benjamin Koerner from Abus



Semaan Al Kassouf from dormakaba in UAE



Digifort sales and marketing expert



Anna Ljungqvist from Gunnebo, here with editor who wanted to be selfie'd one time



Eckhart Leptien, CEO of CES



"This intersec show app is cool.", says Anton Gomza of ISS CCTV



Deborah Lattarulo from Comend International



Emanuela Crivelli from Fiera Milano



Mazamir Sorbi from Ateis Middle East



Ignatius Avinash Emanuel from Rittal Middle East



Fouad El Zarka from Western Digital Middle East





Bernhard Sommer,
Managing Director SimonsVoss

ACCESS CONTROL

Spirit of Enterprise

News from the World of Digital Lock and Access Systems from SimonsVoss

A world without keys – that is the vision of SimonsVoss. To what extent their vision of the world of digital lock and access systems has already become reality could recently be seen on the exhibition stand of the company at Security in Essen. Matthias Erler from GIT SECURITY spoke with Bernhard Sommer, Managing Director of SimonsVoss, about new solutions, products and trends – as well as the SimonsVoss Partner Program.

GIT SECURITY: Mr Sommer, let's start with the Security event in Essen. You were there again, as we expect nowadays from SimonsVoss, with an impressive stand. The question of whether or not the show was a success for you is probably academic?

Bernhard Sommer: We were actually very satisfied, not least because we had lots of positive feedback on our solutions and new products. A closeness to our customers and distributors, with lots of concrete project discussions, is very important for us. There were 350 guests at our evening customer and partner event, which continued until way beyond midnight and was great fun.

Some large companies were not at Essen this year?

Bernhard Sommer: That's true – but that hardly had any effect on the number of visitors, even though the organizers should take such signals seriously. For me personally, the event is also important because a cross-section of the whole industry is there and you can take a look beyond your own back yard.

Which aspects were most talked about by the visitors to the SimonsVoss stand?

Bernhard Sommer: I have to say that the most important thing for our visitors was our own presence at the event. We met existing and potential customers from all European countries, even though most were from Germany. It is very valuable for them that our entire German and international staff is available for everyone at the exhibition. The dialog and exchange of views is equally valuable for both. With regard to the products, three new items were in the spotlight: Door Monitoring Visualization, then the virtual network and thirdly the online version of Mobile Key – and we had good feedback for each of them. That was especially pleasing because we have stepped up our efforts over the last two years to increase the quality and reliability of our products and to reduce their delivery times - we can now offer a warranty period of five years for our well-qualified trade partners. We have invested a lot in the associated processes in our new factory in Osterfeld – and it's very pleasing that this is being noticed.

Let's take a closer look at the products. You have made some improvements to Door Monitoring, for example?

Bernhard Sommer: What's new here is that we have brought the presentation of the doors onto an external panel – and in the form of a very clear overview of the status of all the doors in a building. The scale is unlimited so the system can be used for any building, even if it has thousands of doors. The ability to see this on any panel anywhere makes the patrols of the security staff, for example, much easier – it can save a lot of time.



MobileKey - Meet the future of keyless. Intelligent digital locking systems Made in Germany

The Smarhandle with a door monitoring function is also important, in particular for sensitive areas such as server rooms, development departments etc. So you can see at a glance if, for example, a fire door is open somewhere on the premises.

It is very easy to install and is the smallest wireless door monitor – and it can be monitored from any computer anywhere.

There was also some news about MobileKey?

Bernhard Sommer: This is a solution for small businesses, for up to 20 doors and 100 users. The big advantage is that it is extremely easy to use, without any training. The solution is web-based, and you can administer the employees, the doors and building areas with just a few clicks of the mouse. We showed an addition to Mobile Key at the Security show, an online version. You can now check the status of doors in real time using the simple GUI on your smartphone. A user can alter authorizations as he needs no matter where he is – and that change is implemented in the door locks in real time. There is also a very useful 'Key for Friends' – you can send someone a 'key' on their smartphone and grant them immediate access from anywhere.

And there is a new Smart Intego version with a virtual card network. Do you hope to reach new customer segments with that?

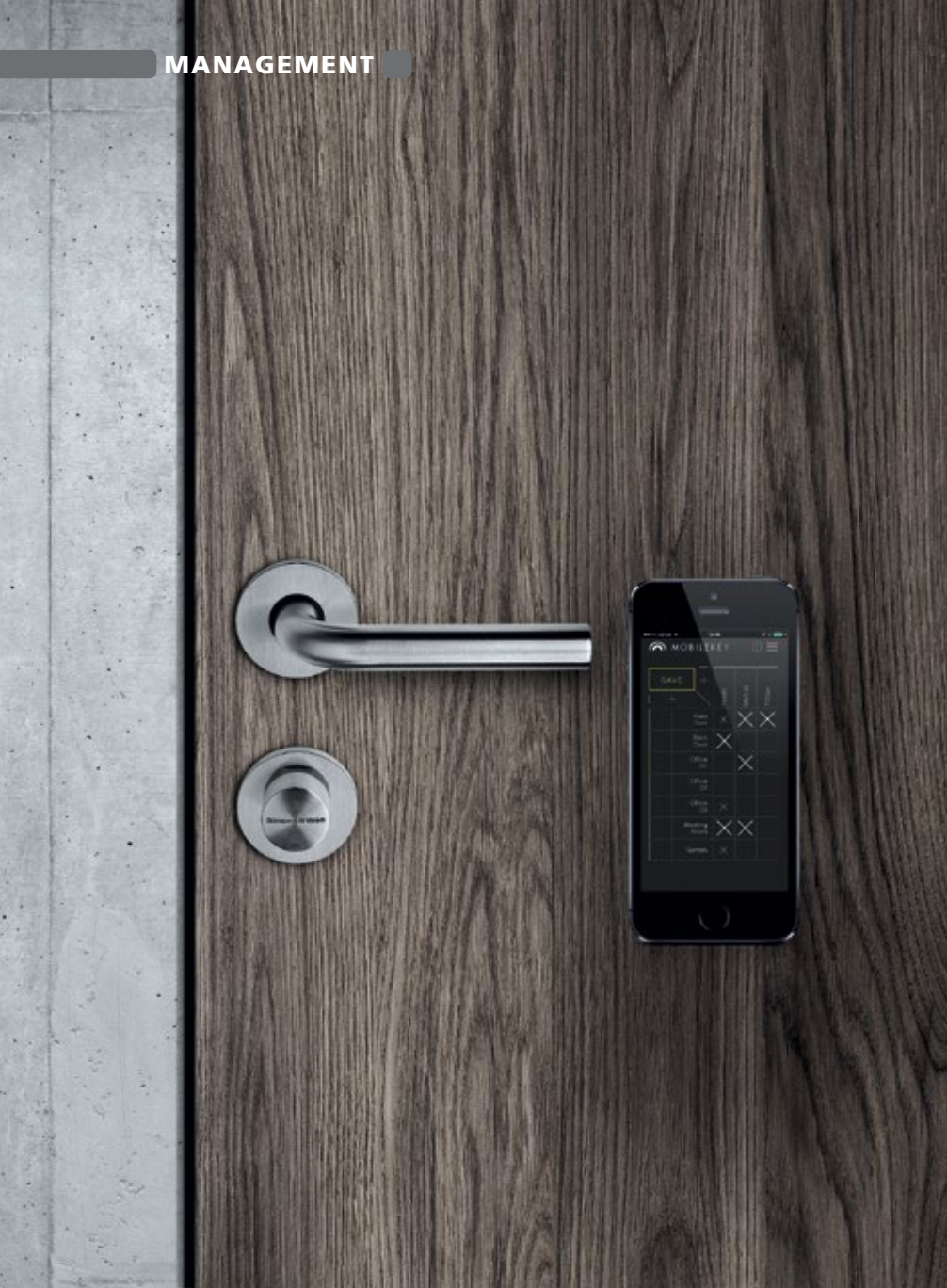
Bernhard Sommer: We have been integrating the Smart Intego line very successfully with many partners in Europe and Asia for two years now as an online system, whereby online means in real time. But there are buildings for which an online system is less suitable. We had enquiries from some users for offline systems with virtual card networks. Our

particular specialty is that we can also mix both systems: there are especially sensitive doors that need online surveillance, with the ability to change the authorizations in real time. The door is then directly connected to the computer – ideal for server rooms, medication rooms, management rooms or similar. This is less relevant for other doors where an offline version with a virtual card network is sufficient. This requires significantly less work on the infrastructure, you don't need any cabling, no router, etc. And our new SimonsVoss Virtual Card Network virtual card format is extremely versatile.

What do you think about the attempts to counter the proprietary of access control systems with 'standards' such as OSS?

Bernhard Sommer: Sounds good at first. A standard should be a unification that has found common application, or one that possibly will be generally adopted, and helps the market to develop well and fulfill the needs of customers. In our opinion, you can't think of OSS as a standard, more an interest group because many relevant manufacturers have decided not to take part. This is mainly because they are not convinced of the functionality and performance. It makes absolute sense in many branches of technology to create a real standard, for the manufacturers as well as for the customers. We saw that at the beginning in the field of lock technology and took a closer look at the capabilities of OSS. When the analysis was complete, we came to the decision not to align our products to it because we could see that we would not meet many of our customer's demands, for example the security of data transactions with high memory efficiency.

... were there more reasons?



Bye-bye mechanical key. MobileKey is the smart, web-based solution for SME

Bernhard Sommer: From the point of view of our customers, the subject throws up a lot more questions: for example, what will be the situation with the different programming environments that are required, with the software, with service, with points of contact when there are interface problems if I try to mix products from different manufacturers? During the many conversations with our end users, we have learnt that many manufacturers known to us have provided systems for decades to their customers that are backward compatible for the expansion and replacement of digital locking systems, and that provides the reassurance of future-proof products. The high functionality of proprietary systems brings with it extremely convincing system economy as a rule, and not only with SimonsVoss. And the aim of investment protection and manufacturer independence is present anyway because of the availability within the OSS segment through other manufacturers. To summarize: OSS is not a viable, techno-

logical route for us. We recommend that interested customers should research the matter intensively.

Mr Sommer, let's talk now about something else, and we can start with your Partner Program that you have developed further. Could you give us an outline of that?

Bernhard Sommer: We started the program in 2015 with around 400 participants – and with great success. Within a year, we set up a Quality and Training Program. There were a number of partner events – one of these was the partner meeting at Security that I just mentioned. The participants benefit from technically – and we work closely together in project business. By qualifying within the framework of this program, a partner will be able to pass on the 5-year guarantee to their customers. That is an important sales factor – just as the fact that we manufacture in Germany. From the customer's point of view, we're dealing

with capital equipment that should last for ten or even twenty years. We are already planning our second partner meeting for 2017, to be held in November in Cologne. We will also be launching new solutions and products there exclusively.

In September SimonsVoss will celebrate one year of being part of the Allegion group. Could you sum up what effect that has had on your company?

Bernhard Sommer: Interestingly it was perhaps more interesting for our competitors. For our customers it appears not to have been interesting at all – it seems to have gone almost completely unnoticed within the market. And I can tell you that we have found a very suitable stockholder in Allegion. The first year has gone very well. Allegion knows the worlds of building and security technology well – and we fit very well within that field. The deciding factor for such amalgamations is always the degree of complementarity – and that is very well bedded in our case. There are no overlaps, so we fit like a piece of a jigsaw puzzle. Allegion is anyway a 'House of Brands' and brings together many companies under one roof. It is exactly the positioning of SimonsVoss in the market with our strengths of quality, customer focus and service as well as our medium-size company spirit that make the company valuable for Allegion. And that makes us naturally happy. In the future, the worldwide presence of Allegion will become more important for us. That will enable us to access new markets, and is already in preparation. We also benefit technologically from the mutual exchange of ideas.

What other plans do you have in the pipeline?

Bernhard Sommer: They will continue to revolve around pushing the digital, keyless world – this will be reflected in the innovations and solutions that we present at the partner meeting later this year. And this will continue the growth that we started in 2016 with many new employees. With regard to our end customers, we will intensify our marketing and sales efforts further. We intend above all to better utilize the potential of existing mechanical systems and to communicate the benefits of the digital world even better. Amongst those are the cost savings that can be achieved by customers. And we will set a new and stronger focus for our commercial customers. We want to address all those end-user segments that, for one reason or another, have not yet found the way to digital locking systems.

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The Netway logo features the word "Netway" in a blue, italicized sans-serif font. The letter "e" is stylized with two orange arrows pointing to the right, one above and one below it. A registered trademark symbol (®) is located at the top right of the word.

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VIDEO WALLS

The Eyes Have It

Eyevis Introduced the DLP Cube with TRP Chip Architecture at ISE 2017

Eyevis is an early user of the 'Tilt and Roll Pixel' chip architecture by Texas Instruments in its recently introduced TRP rear projection cubes. The new technique allows a more compact design of the projection engine, which has made a simplified housing design possible. The DLP Cube, innovative LED video wall solutions, new LCD developments as well as graphic controllers and their latest wall management software, were presented by the display specialists from Reutlingen at the Integrates Systems Europe (ISE) show in Amsterdam.



The more effective optical design of the TRP cube results in a considerable power consumption saving, which in turn means a lower cost of purchase and operation compared to conventional DLP cubes. The units are built for reliable 24/7 operation and up to 80,000 hours operation using LED technology. In addition to the 50" full HD models presented at ISE, a 60" version will soon be available. A 2x2 installation of the 50" Slim version has a shallow installation depth of only 432 mm.

A 4K LED video wall with a narrow pixel pitch of only 0.9 mm welcomed visitors to the stand. Directly behind it, the future trends in this field were presented with the help of several single LED exhibits. They included an innovative front service mechanism, that allows easy front access for service personnel and proprietary eyevis processing for the company's ePANEL LED modules 'powered by Unilumin'. Besides easy installation and calibration of a video wall, the processing enables uncompressed video signals to be passed on in real time at up to 4K resolution via an Ethernet connection and to loop them through the connected modules.

Thin Bezels

The trend is to use LCD displays with ever thinner bezels for video wall installations. Eyevis meets

the demand with their new 46" and 55" monitors from the ESN series. These devices meet the requirements of modern video wall installations with a mechanical bezel of less than 2 mm, full HD resolution as well as an 'eyevis-typical' robust housing. The 46" version is the first device that is also available in a 'Pro' version, with a loop-through of 4K signals at up to 60Hz. To control and monitor the functionality of all eyevis displays, a small separate unit is available that can be simply attached to the rear panel of one display in a video wall.

As an example of the custom-built constructions that eyevis often develops to comply with individual requirements, a so-called Mirror Display will be shown at the stand. In a unique way it connects the characteristics of a mirror with a digital display, and can find attention-grabbing application in retail or hotel environments. From the sector of high resolution 4K/UHD LCD displays, an 85" device with a luminance of 700cd/m², a 65" monitor and a 50" version with a 32 point multi-user touch surface flew the Eyevis flag.

Split Controllers and Wall Management

The Eyevis' IT department has been busy working on efficient high performance video wall controllers and their simple and comprehensive operation. The products of their efforts are the new Net-

Pix series split controllers and updated versions of the EyeCon and EyeUnifywall management solutions. In addition to modified housings and new type designations in the NetPix series, which are now classified as Motion, Core and Rage versions, a lot has changed on the inside. The latest generation of CPUs and graphic board hardware for input and output signals equips the controllers for applications that have to handle multiple sources and displays or require high performance graphic processing. Both wall management software solutions, version 6 of the EyeCon Enterprise solution as well as the open-source version EyeUnify, come with a handful of new features for comprehensive control and administration of video wall systems. EyeUnify for example, includes direct integration of YouTube videos and channels, providing an ideal solution for today's emerging Social Media Command Centers.

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STANDARDS

A Like Access

Listening to TDSi on their Access Control Platform and Onvif Profile A

John Davies, Managing Director of TDSi, a UK-based access control manufacturer and Onvif member company, discusses the value of Onvif and how the company is using Onvif profiles in its new access control platform.

GIT SECURITY: How long have you been an Onvif member and what was the reason TDSi joined?

John Davies: TDSi has been an Onvif member for close to two years. The impetus for us to become a member was the development of our new access control platform, Gardis, which uses Onvif's Profile C specification and the Release Candidate of Onvif Profile A. Becoming an Onvif member allowed us to implement the specification and to access Onvif's test tools.

When we started work on Gardis, we knew we wanted to move to using an open standard rather than a closed, proprietary one. Open standards are really the future of access control because of the integrative possibilities they provide. We did consider several other standards before choosing Onvif. Our product development team was familiar with Onvif as a standard for video and as we further researched, it became clear that Onvif was the right choice for this product and for us as a company.

What value does Onvif provide you as a manufacturer? Are there any benefits beyond the profiles themselves?

John Davies: Onvif provides an IP-based standard that makes Gardis interoperable with other manufacturers' access control devices, which is extremely important as the industry trends toward IoT-like deployments and the best-of-breed approach to security remains popular. Because we are a smaller company, interoperability and multiple integrative capabilities are a core part of our business, which is why we chose Onvif.

Another deciding factor was the added marketing and exposure value of Onvif. As an international standard recognized by both the ISO and IEEE, the Onvif name is well known throughout the world and used by many. It also gives us an



John Davies, Managing Director of TDSi

edge in collaborating with other Onvif members who specialize in video.

The British Security Standards (BSI) and British Security Industry Association (BSIA) are adopting Onvif as part of their access control standards, which made it even more important in our product integrations with access control manufacturers in the UK.

Tell us about the Gardis platform.

John Davies: TDSi has been in the access control business since 1982, so we've seen access control systems evolve over the years and have a good understanding of the industry and what's required to stay competitive. We began developing a whole new hardware line and software platform (Gardis) simultaneously in response to what's going on in the market – interoperability everywhere. We wanted to increase our power to cater for more users, to offer them more flexibility. We feel we've done a good job with Gardis in that it supports up to 250,000 users and includes PoE and PIE capabilities. It also supports a number of integrations,

which is really where the industry is at this point, made possible by Onvif and its open platform.

What role did Onvif's access control profiles play in Gardis' development?

John Davies: The obvious answer is that we didn't have to develop our own protocol for Gardis from scratch because it already existed with Onvif Profile C and now with the Release Candidate of Profile A, Onvif's newest access control profile. That allowed us to redirect those internal resources we would have used on developing our own protocol and use them to make a better product.

We call Gardis our 'next gen' access control platform because it is designed using open standards and because of its enormous scalability and flexibility. We really do believe that open standards and flexibility are the keys to access control's evolution as an industry, which is another part of why we chose Onvif.

TDSi is not a huge company, but we are flexible and able to change quickly as the industry evolves. We put a lot of work into developing integrations with other companies' products in all security disciplines – from fire to intrusion to video. We designed Gardis to integrate with almost everything, from building management software and video management software to intrusion panels and intercom systems.

Gardis is designed to meet the needs of cloud-based solutions and integrated security solutions for the next century. Onvif gives it the broad interoperability capabilities needed to stay competitive and flexible, which is what the future is all about.

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SECURITY & COUNTER TERROR EXPO

PROTECT | PREVENT | PREPARE
3-4 MAY 2017 OLYMPIA LONDON

EVENT PREVIEW

Of Lone Wolves and ISIS

Security & Counter Terror Expo Returns to London Next May Bringing Security Professionals From Across the World to the UK

Following the Bastille Day attack in Nice and the series of bomb attacks in New York and New Jersey, national security remains in the spotlight. Factor in high profile events such as recent shopping centre shootings across the US, and it is clear that those tasked with protecting nations, assets and people face a multitude of threats.

In May 2017 Security & Counter Terror Expo (SCTX), one of the UK's leading national security events for private and public sector security professionals, will return with a comprehensive programme designed to keep attendees one step ahead

of those intent on carrying out attacks. Alongside its exhibition, experts from across the globe, including representatives from NATO, Europol and Metropolitan Police, will explore the latest strategies to prevent, protect and prepare for future attacks.

The Problem of 'Lone-Wolf-Incidents'

Bob Broadhurst, former Gold Command for the Metropolitan Police Service during the London Olympic Games, continues in his role as a special adviser to the event. He commented: "The threat of terror attacks being carried out is high and will remain so for the foreseeable future. ISIS continues to be a huge issue globally and we've seen first-hand the danger it poses, particularly in mainland Europe. Importantly, the nature of these potential acts is constantly changing and we are seeing more 'lone wolf' incidents, which are incredibly hard to prevent.

SCTX is an invaluable platform that helps security professionals prepare for and counter future attacks. The innovations on display, be it drones, surveillance or CBRN technology, coupled with the strategy sessions, make it a must attend event for anyone who has a vested interest in protecting civilians, businesses or assets."



◀ Up-to-date and intelligence products are displayed at SCTX

Facts and Figures

Taking place at Olympia, London from 3 to 4 May 2017, SCTX remains the only event that unites security professionals from all four corners of the world. Working in partnership with the Department for International Trade (formerly UKTI), the event is expected to welcome a record number of delegations, building upon the 10,000-plus visitors who attended in 2016 from more than 100 countries – including France, Germany, Japan, Spain, Italy, Brazil, South Korea, Mexico, UAE, Canada and the US.

The two-day event, aligned with the Home Office’s seven security capabilities, will showcase the latest innovations from more than 350 global specialists. Visitors to SCTX 2017 will find a plethora of new technologies, equipment and services designed to assist critical national infrastructure protection, border control, cyber security, major events, offender management, policing and counter terrorism, and the emergency services.

Conferences, Live Demonstrations and Policing Zone

Alongside the established World Counter Terror Congress, Critical National Infrastructure & Business Resilience and Cyber Threat Intelligence conference streams, the hugely popular Advanced Technologies Live demonstration area will return, while the Policing Zone will provide law enforcement professionals with a one-stop-shop of new solutions.

New for Military and Homeland Security Professionals

New to the 2017 event will be the Counter IED Zone. Supported by the internationally renowned Defence & Security Equipment International (DSEI) event, this new area is expected to bring together hundreds of military and homeland security professionals from around the world. Attendees will be presented with the latest developments in national security and the capabilities needed to protect against them.

New for Security Professionals

With security becoming a pivotal part of new design projects, architects, project managers, developers, system integrators and installers will benefit from SCTX’s new Security Design Conference. Highlighting best practice from a number of leading businesses and new innovations, the sessions will explore how security can become more integrated at the design stage of major projects.

Added Value of SCTX

Commenting on the event’s conference sessions, SCTX Special Advisor and former Head of Counter Terrorism Command (SO15) at New Scotland Yard,



High-level experts give presentations at many conferences and talks

Richard Walton said: “In the face of increasing threats and terrorism it is vital that security professionals have the most up-to-date intelligence and mitigation strategies. The conference programme at SCTX combines high-level expert knowledge with practical advice, this is crucial, as it allows attendees to implement what they have heard in their own operations. The SCTX educational programme is essential for security professionals looking to grow their knowledge and learn from renowned experts.”

David Thompson, Event Director, concluded: “Attacks are being carried out in countries across the world in transport hubs, shopping malls and in our cities streets. The methods deployed by those that seek to do us harm are becoming increasingly diverse and well planned.

However, it’s not just groups like ISIS that are cause for concern. Gangs across Europe are car-

rying out armed attacks on high profile targets, while border issues in Eastern Europe and closer to home in Calais present huge challenges. SCTX is the only event in the UK that enables international security professionals to source the latest technology, discuss issues that matter most and hear from the leading voices in security and counter terror policy.”

Security & Counter Terror Expo 2017 will be co-located with Ambition – the EPRR Expo – and Forensics Europe Expo.

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Drones play an increasingly important role in anti-terror efforts ►



EVENT PREVIEW

Sneak Peek of Ifsec International

Taking place in London, 20–22 June 2017, Ifsec International gives exclusive access to every security product on the market, live product demonstrations and networking with thousands of security professionals.

Covering every aspect of security, from access control and video surveillance to smart buildings, cyber, border control and so much more, visiting Ifsec International is the perfect way to keep up to date, protect your business and enhance your career in the security industry.

What's new at Ifsec 2017?

Here are five of the brand new, or revamped, features for 2017.

1. Borders & Infrastructure Expo

Long the go-to event for security installers, Ifsec International has been adapting to its increasingly diverse visitor demographic for several years now.

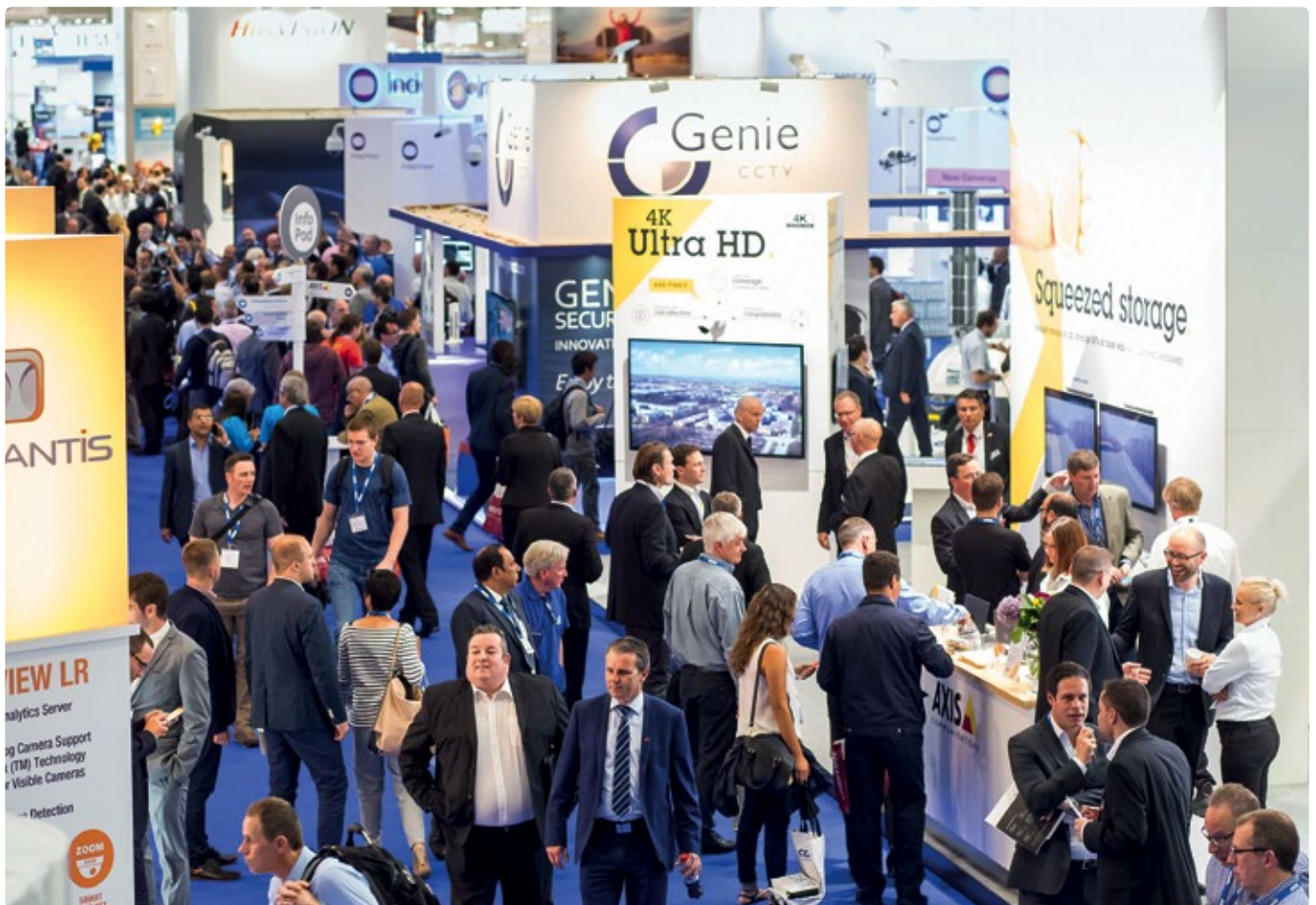
That is why 2017 marks the launch of Borders & Infrastructure Expo. Catering to senior security professionals from government, utilities, transport,

logistics, border control and law enforcement, Borders & Infrastructure will provide solutions and education around counter terror, border security and the protection of critical national infrastructure. This brand new show within Ifsec 2017 will host leading suppliers of innovative solutions in cyber, perimeter, UAVs, surveillance and other cutting-edge technologies. The expo will also feature an exclusive meeting service to pair high value buyers with exhibitors, as well as a dedicated seminar theatre tackling security trends, pitfalls and best

practice for high-security sectors of critical national importance.

2. The Drone Zone

Officially launched at Ifsec 2016, the Drone Zone will return to ExCeL London bigger, better and now more appropriately housed, centre stage, within Borders & Infrastructure Expo. Whether you want to find out how drones can aid security at sports events, in counter terror or in traffic monitoring, protect your organisation against



drones, or simply want to see this incredible technology in action, the Drone Zone will provide some compelling aerial theatre in the heart of Ifsec.

You'll have the chance to speak to experts from leading drone manufacturers and, of course, see them in action, flying above your head within ExCel London.

3. Free Meetings Service

Acting as matchmaker, Ifsec can get you face time with exhibitors who can help you secure the best, most cost-effective products and solutions. Use our meetings service to pre-book your meetings ahead of your visit and prove ROI before you even get to the event.

This free service guarantees meetings with the people you want to meet, when you want to meet them, and the chance to capitalise on thousands of in-show special offers and pricing deals. You can then spend the rest of your valuable time checking out cutting-edge security products, networking at the bar and learning about the latest

security trends and best practice in our four theatres – more of which below.

4. Brand New Seminar Theatre

Ifsec 2017 will feature a brand new seminar theatre. Hosted within Borders & Infrastructure Expo, the Borders & Infrastructure Theatre will feature seminars, case studies and panel debates dedicated to counter terror, border security and the protection of critical national infrastructure.

Installer-focused content, meanwhile, will now be found in the Tavcom Theatre, where security installers, engineers and integrators can get hands on with the latest products, under the guidance of Tavcom's award-winning trainers.

The ever-popular Security Management Theatre will this year have an even bigger focus on getting the best out of IP surveillance, access control, intruder alarms and other security technology, while the Smart theatre is branching out from last year's home automation focus to cover smart commercial buildings, integrated security solutions and the internet of things.

5. Installer World

New for 2017, Installer World will be a dedicated area at the show where installers, engineers and integrators can find the perfect product solutions for their businesses, get advice on recruitment and retention, talent spot the next generation, and catch up with colleagues or old friends over a beer.

Installer World will feature vehicles, tools and work wear to ensure installers can source everything they need to run their business.

Whether you're an installer, integrator, head of security, consultant or work in government or law enforcement, make sure you don't miss out on one of Europe's largest security exhibition.

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SECURITY MANAGEMENT

Make the World See

Milestone Systems Refines the Partner Community Concept



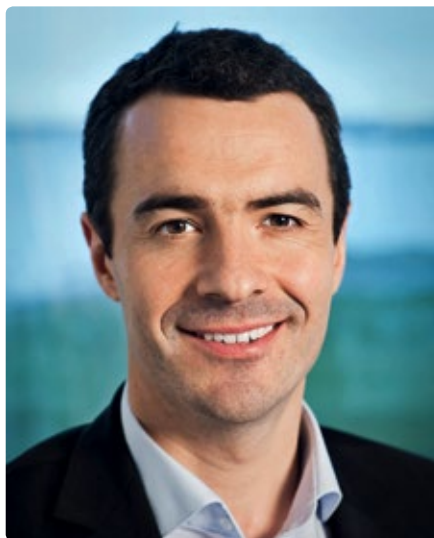
Milestone Systems is one of the big names within open platform video management software (VMS) for IP network-based video surveillance. As a VMS manufacturer with software sold through a network of authorized and certified partners in an open platform community, Milestone lives out the community part of their strategy. Walking through intersec Dubai 2017, visitors could not miss the Milestone logo, as it was displayed by many of their global partners. GIT SECURITY had the opportunity to get inside information on the company's focus for this year.

The design of Milestone's booth indicated the region's accelerating preference for a community-driven market approach with open platform technology. Fast-paced technology changes require short product development cycles. In response to feedback from the Milestone partner community, extensive XProtect software enhancements have been made to enable frequent product releases.

Developed for the Community

Milestone's product display at intersec 2017 offered partners, customers and the many visitors an early look at XProtect 2017 R1. This coming version is released in February 2017 and offers improved system performance, including hardware accelerated video motion detection, further advances in cybersecurity, a smarter client experience plus better control with offline Smart Maps.

Additionally, the company announced that three core VMS product releases are now delivered every year, in addition to the bi-monthly device pack releases supporting third-party devices. This annual release schedule therefore ensures that Milestone can rapidly respond to market demands, enabling the implementation of new features and



Christian Ringler announced as new regional director Middle East & Africa

enhancements to existing product capabilities within a very short lead time.

A full range of camera partners and solution partners presented their products at the Milestone booth, showcasing the continuing power of open

platform technology and the expanding partner community: iCetana, Spectra Logic, Pivot3, Prysm, Ipsotek, NetApp, Allied Telesis, Nedap, SID, Bosch. The presence of all these international and regional partners gave the many visitors to the Milestone booth an opportunity to see the solution power present in the Milestone community.

Regional Expansion

The other exciting news in Dubai was the introduction of Christian Ringler as the new Regional Sales Director, Middle East and Africa. Milestone has grown rapidly in the region starting with just three people in the Dubai office more than ten years ago. This number has since grown to more than twenty people in the MEA region with offices in Beirut, Jeddah and Johannesburg.

"It was a very successful Intersec 2017, both for our partners and us. We saw huge interest in our solution power from visitors from all over the region and beyond," said Christian Ringler. "2017 will be the year of the community for us. We are thrilled to see the positive response to our community approach and expect it will accelerate our expansion in this important region."

With all those announcements in mind, GIT SECURITY took the opportunity to talk to Thomas Lausten, Vice President EMEA, onsite at intersec Dubai 2017 about Milestone's role in their community. Dr. Heiko Baumgartner and Lisa Schneiderheinze visited the company's booth to have an in-depth conversation about his views on the Milestone strategy.

GIT SECURITY: As we have now seen all around the exhibition, Milestone's community strategy has started to spread. Beyond the mere representation of collaborations, what kind of impact have you seen in MEA?

Thomas Lausten: The community strategy has had a major impact: it is an integral part of everything we do. It affects how we work with our partners and how we are consciously and consistently integrating more and more technologies and platforms into our open platform business model. Our community is the essence of how we work on a strategic as well as on an everyday level. Through our community, we aim to make the world see the many possibilities of video technology. We can see that the increased focus on this is allowing us to extend the Milestone offering. It enables us to offer solutions that we otherwise could not.

GIT SECURITY: How do you see your market position in the MEA and EMEA markets?

Thomas Lausten: We have quite a bold sales and marketing strategy in MEA. We have invested heavily in establishing presence in all local markets as well as expanding our existing ones. We have invested in strengthening our communication efforts and recruited a number of very strong employees, making sure that we have a strong local footprint. Pairing our unique technology with the best people in the industry has proven a very suc-

cessful combination and we are now proud to be the market leader in EMEA.

GIT SECURITY: "Make the world see" is the big slogan on your booth. What do you want the world to see?

Thomas Lausten: Milestone's global strategy – to build a community and be part of the very same – is setting the platform on which to build our business. With a lot of partners, however, comes a lot of potential. So making the world see means that Milestone is expanding its offerings. We can adapt to so many different needs and we also want the world to see how easy it is to face different requirements: the vertical markets for example. Beyond security, we are now expanding into other areas like traffic and retail. Security will always be at the core of video surveillance, but why not also use the camera network to make the world see how many visitors a marketing campaign attracts or how many seats are empty in a train compartment.

GIT SECURITY: Having started with a lot of collaborations throughout the last year, do you have special requirements that you look for in a Milestone partner?

Thomas Lausten: Milestone partners are chosen thoroughly. It is a matter of mutual trust that each party brings the best possible version of their product to give the best solution for our clients.





Thomas Lausten Vice President EMEA

Trusting also means to have a new purpose of continuity. Those partnerships bring technology for security and beyond. Before, we were more of a security and IT company, but now we see ourselves as a software platform company.

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VIDEO MANAGEMENT SOFTWARE

Spot the Birdie

Motion Detection Developments and Product Enhancements from Mobotix

Mobotix rings in the New Year with several innovations, including Mx Activity Sensor 2.0, a proprietary network switch intended for installations in smaller spaces and an update to the MxMC 1.3 Video Management Software.

The Mx Activity Sensor 2.0 video motion detector, which has been integrated in the camera since 2013, differentiates between events that are relevant and irrelevant and thereby reduces the number of false alarms from interference such as rain, snowfall or moving trees or poles. The intelligent 3D motion detection can also reduce false alarms caused by birds or small wild animals. A practical example would be the monitoring of the flat roof of a warehouse. With Mx Activity Sensor 2.0 in place, intruders trigger an alarm wherever they might be on the roof, while a bird would not. Persons at a fence do not go undetected either.

Alongside the activity sensor, which is available in the latest firmware version, Mobotix now offers a four-way sensor known as Mx Multi Sense. This records information such as the noise level, movement (PIR), temperature and brightness and is an inexpensive supplement to camera installations. It also monitors areas that cannot be captured by cameras.

Power Over Ethernet

The company has also introduced a PoE+ capable network switch – Mx Switch – a compact DIN rail module that can be used to directly connect and power up to four Mobotix Door Stations, cameras



The Mx Activity Sensor can distinguish between innocent animals and humans with intent

or other PoE/PoE+ devices. It is very well suited for IP installations in small systems and, thanks to its minimal mounting height, ensures quick and simple installation into any electrical cabinet. Mx Switch also reduces cabling during the process of installing the fully preconfigured T25 Smart Access Set 2. This is an easy-to-start security solution using Smart Home technology and is particularly well suited for use in single-family homes and small businesses.

The latest video management version of Mx Management Center, V1.3, was recently released and was already downloaded over 10,000 times in the first five weeks since its launch. It offers many

new functions that make the software even more efficient and easy to use. For instance, an expandable tree structure in the device bar provides a clear overview and enables simple navigation between cameras and camera groups.

CONTACT

Mobotix

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VIDEO SURVEILLANCE

High Performance Video

Bosch Enforces Data Security, Video Analytics and Intelligent Streaming

Last year at Intersec in Dubai, GIT SECURITY discussed IT security aspects of video surveillance systems with Markus Wierny, Head of Product Management Firmware, Software and Storage at Bosch Security Systems. At this time, the big discussion about security within security just started. This year, we had another conversation with a Bosch representative when we talked with Ruud Toonders, Regional Marketing Manager EMEA for Video Systems, about the newest development in Video Security, the human factor within data security and the new product line-up.



Ruud Toonders,
Regional BU Marketing Manager,
Bosch Security Systems

GIT SECURITY: To tie in with the topic of our last interview with Markus Wierny, why is cyber security ever so present these days?

Ruud Toonders: The industry has picked up the challenge, users are more and more aware of the threats and the discussions in the media have alerted a lot of security professionals. Our systematic approach to ensure data is securely transmitted, stored and only accessible by authorized people is now widely accepted in the industry. More and more video security becomes part of the global IT infrastructure. As it consequence more and more manufacturers, like Bosch, use proven IT security measures like TLS/SSL encryption.

What about the human factor? Technology can be the basis for security, but how can we make sure that the systems are managed properly?

Ruud Toonders: The human factor is integral to safeguarding IT security quality. Human error ranks alongside technical defects as a chief cause for data breaches. It starts with the password assignment on every setup and it is important not to allow default or weak passwords. Start with the basics and closely manage employees' access to data and systems. Sensitive data should be restricted to the employees that need this data to complete their tasks. There is no cure-all method capable of addressing every security issue. The best concept is balancing technology with education and training of human users to get a more effective strategic defense against cyberattacks.

In general video surveillance systems become more open to business and video analytics. Is this an additional challenge?

Ruud Toonders: Yes, especially if your system is not prepared for systematic and secure updates. With more and more video analytics and software plug-ins coming into the game, the story does not end when the system is set-up. When you want to update firmware or distribute video analytics

and certificates to hardware, it makes sense to distribute them automatically via the network to save labor costs for manual implementations and to avoid the risk of the human factor we have just discussed. To ensure highest levels of security all communication within the network should take place between trusted (authenticated) devices and data transmitted needs to be encrypted. This is realized by making use of certificates and private and public keys that are safely stored within the built-in Trusted Platform Module. A TPM is like a safe where certificates needed for encryption and authentication are safely stored alongside the public and private keys. Even in case of unauthorized access, the keys cannot be retrieved. Also Bosch support Microsoft Active Directory to ensure easy and secure user access management.

You said that Bosch widely uses Trusted Platform Modules for devices? Why aren't they used in all systems?

Ruud Toonders: We equipped our edge devices, cameras and encoders with TPMs years ago to make the systems more secure, even our entry-level models have an onboard TPM. Sometimes local legislation requires to remove the TPM module from our device, but only in exceptional cases. Generally all devices are equipped with TPM..

H.265 is another hot topic discussed within the industry. Can you give us the view of Bosch Security Systems on this compression technology?

Ruud Toonders: We are just about to update our product range to make this technology available for more of our clients and starting this year we will have H.265 implemented in all of our new cameras as of the IP 4000 up to the IP 9000 series. At ISC West we will introduce the Flexidome IP ultra 8000i fixed dome cameras range with 4K ultra resolution combined with latest bitrate management techniques and H.265. All cameras of the 4000, 5000 and 8000 series are equipped with H.265 compression technology with our integrated digital noise reduction IDNR and the intelligent streaming technology. All in all, these features can save up to 80% of bandwidth compared to cameras with H.264 technology.

Thank you for the update on the hardware side. How do you approach the increasing demand for analytics?

Ruud Toonders: The trend to high resolution 24/7 video images is directly linked to our strategy for video analytics. The huge amount of data produced requires extensive transmission and storage capac-

ity as well as time-consuming monitoring and assessment. We have announced the roll-out of video analytics inside our cameras which means at the edge as a standard feature. By enhancing our existing and future IP cameras with this technology, we will enable users to effortlessly search through large amounts of video data and to pinpoint the information that matters most to them. Starting in 2017 our complete range of IP cameras as of the IP 4000 series will come fully equipped with video analytics at the edge. The starlight product family will be the first to feature a full suite Essential Video Analytics, starting with the Dinion IP starlight 6000 fixed box and Flexidome IP starlight 6000 fixed dome cameras. All top of the line IP 7000 and IP 8000 starlight cameras will come equipped with our state-of-the-art Intelligent Video Analytics offering up to 17 different analytic possibilities including features like line crossing, idle object detection, people counting, search for colors and many more. With all our video analytics features we have a focus on their robustness even in harsh and demanding environments.

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SECURE SURVEILLANCE

No Chance for Spoofy and Snoopy

Secure Communication with Protected IP Surveillance

Spoofing, snooping, tampering and altering video data – criminals take advantage of an unsecure system especially at its endpoints. Panasonic specialized on secure technologies featured on their products. Data encryption, communication encryption and verification through a key prevent leakage of video data and secure their authenticity.

Cyber-attacks are becoming increasingly common in the security camera industry. The number of hacks is rising, and not only for US government infrastructure servers: Hackers set up a live streaming website for over 100 NYC private webcams. There was a cyber-attack on the Korean government server via a convenience store camera in Japan. This is not only threatening for end-users, but also for companies and the government.

Security camera systems themselves require security. To achieve that for endpoint devices should be the main goal so they obtain reliable both in data and when communicating between devices. So Panasonic has announced their mission: Securing and protecting evidence and original data of



Videos can fool us easily. In this case the reflection on the windows reveal the original footage.

surveillance images. To have powerful security for security camera systems is most significant.

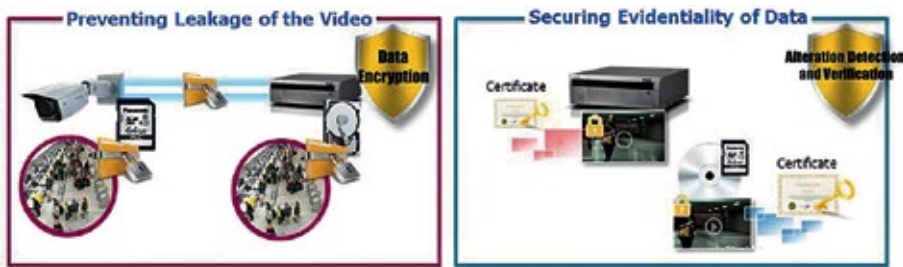
Make Your Security Camera Systems Really Secure

With security attacks on the network infrastructure increasing, Panasonic has developed a series of secure technologies for the protection of data in its video surveillance solutions. The Secure Communication feature, now available on all new Panasonic 5, 6 and True 4K Series cameras, protects against spoofing (false data), video tampering and altering (changing images) and snooping (stealing passwords) by protecting IP surveillance communications. Panasonic's Secure Communication is a PC-level security for IP cameras and that features several data protection elements including data encryption, IP communication encryption and verification ensuring the integrity of video evidence and overall data integrity of Panasonic IP video streams.

Strong Partnership

In partnership with the leading threat protection provider, Panasonic provides a series of secure platforms for its video surveillance solutions that serve a variety of purposes. Panasonic is combining the third party's highly reliable certificates and technology for detecting and analyzing cyber-attacks with its own in-house embedded cryptography technology, to provide a highly secure and robust protection layer for its embedded surveillance products, providing three in-formation protecting blocks: data encryption, communication encryption and verification plus key, which makes your surveillance information also robust evidence in front of court.

Video leakage is prevented as the video material encrypted within the camera is transferred to the recorder using a fully protected end-to-end system offered by Panasonic. Data authenticity is secured by using certification and hash value,



Preventing and securing: Panasonic aims to protect original data.



Having a powerful security for the system is most significant. Panasonic counters with data encryption, communication encryption as well as verification through key.

which can detect video alteration and confirm which camera has created the respective video.

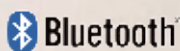
Secure communication enables you to achieve safety for your devices and eliminate vulnerability with the latest CVE support. You can be assured to obtain reliable communication between devices through authentication and be safe through data and communication encryption. Moreover, you can secure the evidence of surveillance images through alteration detection, verification and key protection.

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ENDPOINT SECURITY

Weakest Link

How Cyber Savvy Is Your Security Supplier?

The melding of information technology and physical security has reaped many benefits for the security industry and its end users, making systems faster, smarter and easier to manage. But the downside has been the real and perceived vulnerability that comes with network-based systems. Here are a few questions that come in handy while choosing a supplier to find out how cybersecurity ready they are.

Because of a perceived weakness in the industry, security products are often a favorite target of hackers and security researchers. But they are never the end target for a real cyber attack. Cybercriminals are in it for the money, state sponsored attackers want to cause damage or steal information and the “hacktivists” are trying to make a statement. So even if a malicious person could play with your locks or watch your video feeds, that gets boring pretty quickly. Besides, they probably have better things to illegally download and watch.

What an attacker really wants to do is get to something useful, something valuable and security products can provide the access. When building security systems for a range of clients that include small stores, school systems or even government agencies, it becomes critical to understand how the cameras, video management systems and other components fit within those network architectures without introducing new vulnerabilities. So where to begin? How do you ensure your security products are not the weakest link in a network? Why not start by asking your suppliers a few crucial questions about the cybersecurity readiness of their products.

How Secure Is the Product?

Start with the obvious: How is security built into your products? You wouldn't want a camera where the image quality was the last thing that the engineers considered during development. The same is true for the security of the products that make up any IP-based system. When security is not a consideration from the start of the development process through the final stages of its creation, it can result in a product that becomes impossible to secure at deployment.

Secure development for any product starts with a risk assessment with a key focus on confidentiality, integrity and availability. When applied to security products at a very basic level:

- Confidentiality means keeping confidential information out of the hands of those to whom it does not belong. Consider if a camera requires authentication to view the video. There are websites dedicated to showing the live feeds of security cameras that don't require a password to view the video.
- Integrity means the information is accurate and the data has not been altered. This becomes especially true in an access control system where allowing changes to the database could

allow an attacker physical access to the building.

- Availability means just that – making sure the product continues to function and is probably the most important for security products. While DoS (denial of service) attacks are the most headline grabbing, availability is most often compromised because of functional errors in the product. Consider the impact of an intrusion system that fails to detect a sensor going offline or an access control system that cannot operate during a network or power failure. These are the types of security considerations that should be an integral part of the products that are being offered by security suppliers.

Ease of Use Versus Level of Security

A challenge for all product manufacturers is how to reconcile ease of use while supplying an appropriate level of security. A key selling point for most security products today is that they are easy and fast to install, saving the integrator and the end user valuable time and expense. But often the tradeoff is that when things such as authentication and encryption get ignored system vulnerabilities creep in. Additionally, while it would be great

if everyone wanted the same level of security and were willing to undergo the additional steps for higher security features (such as requiring complex passwords) the reality is that some users are not as invested in it as others. What works for some, will not work for others.

With that in mind, consider products that provide some flexibility in the installation. For example, allowing for an integrator an easy set up process, but with the ability to enhance the security of the product before handing it to the end user. Features like enforcing complex passwords after the initial installation help secure the product without increasing installation time.

Cybersecurity immediately brings to mind threats from malicious external players, but there is always a risk from internal threats as well. A Phonemon Institute study showed that "malicious insiders" were the most expensive when weighted by attack frequency and were the longest attack type to resolve. To help protect against this type of threat, it is important to seek products that can be set up with controls that separate responsibilities for individual users.

For example, a security officer at the front desk should be given privileges for the cameras that are necessary to do his/her job rather than allowing him/her access to all of the cameras or the entire video management system. Configuring user privileges can be complex, but is an essential part of any computer system. Systems that are able to connect to a central access control management

system like Microsoft Active Directory make installation and management of large systems easier and more reliable.

Of course, cybersecurity is not static. Everyday new vulnerabilities and exploits are uncovered. This raises the question: What are product manufacturers doing on an ongoing basis to address these?

How to Handle the Unpredictable

If the supplier has the basics covered in development, they must also be prepared to respond to new vulnerabilities, to the unpredictable. It is easy to organize support when your product is being called out with threats of public disclosure, so judge a supplier on how they respond without the threats.

A successful product cyber-response plan requires a dedicated team with the capabilities to assess and mitigate issues when they arise. When executed properly, the team should be able to respond the same day with an assessment and mitigation plan.

A security weakness in a product could be devastating, so both speed and quality of response are critical factors to consider when selecting a supplier.

Independent or Third-Party Assessments?

Finally, ask about third-party assessments. Does the company undergo independent assessments

of its products to look for areas of exposure? But include the more important follow-up question: Do they then take the proper steps to resolve the issues found? Getting a third party assessment is easy. Fixing the issues requires responsibility; responsibility you need in a supplier to ensure ongoing success.

Cybersecurity threats are ongoing and ever changing, but by being vigilant and seeking suppliers and products that can meet your installation's needs, you can present to a client a system that will stand up to cyber threats today and tomorrow.

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Arecont Vision: Release of MicroDome Duo at Intersec

Arecont Vision announced the expansion of the compact MicroDome ultra-low profile true day/night camera family with the release of its dual-sensor MicroDome Duo series. Arecont Vision demonstrated the MicroDome Duo at Intersec 2017. With innovations and in-house designs, Arecont Vision has pioneered the multi-sensor megapixel surveillance camera market since 2006. MicroDome Duo is the latest addition to that continuing heritage, with an extremely compact and advanced twin sensor omnidirectional camera. Both sensors feature independent remote focus modules, mounted on 3-axis gimbals for outstanding viewing coverage. "Customers across the Middle East and around the world will benefit from the small size, advanced cybersecurity protection, future-proof design, and unique capabilities of the new MicroDome Duo," said Sanjit Bardhan, Vice President of Sales, Middle East, Africa, and India (MEA) for Arecont Vision. "MicroDome Duo reduces the number of cameras required for a wide range of applications by providing high definition video of two areas at once, and its many, installer-friendly features cut down on installation time and expense."

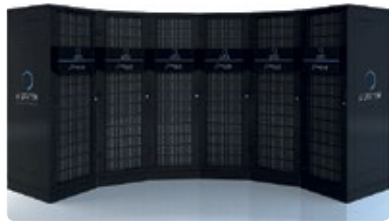
www.arecontvision.com



High Capacity Storage at Intersec 2017

Promise Technology expanded its line of surveillance solutions with the debut of a range of new products, including Aurn, a high-capacity surveillance storage block and Vess A6120, a complete 1U4 bay product line with a management server, analytics server and recording server at Intersec Dubai 2017. Aurn and Vess A6120 pair seamlessly with Promise's network video recorders (NVRs) and external storage solutions and are ideal building blocks for the deployment of video surveillance systems of any size. Additionally, Promise will enhance its Vess A3340 NVR storage server with the introduction of a new model with redundant dual power supply units (PSUs).

www.promise.com



Dallmeier Presents 4K Ultra HD Camera

With the new DDF-5400HDV-DN Dallmeier presents a 4K camera with ultra HD resolution. Owing to the extremely high resolution the cameras of the Ultraline series provide even sharper images with even more details. The DDF5400HD Ultraline camera series has been designed especially for applications requiring very high resolution images in real time. The camera is available with an integrated lens in a vandal-resistant dome housing. It can be conventionally supplied with an external power supply unit or conveniently with Power over Ethernet (PoE Class 0, IEEE 802.3af). The high resolution of the sensor and the sophisticated image processing enable real-time recordings with UHD resolution at a frame rate of up to 25/30 fps (2160p/30) with excellent quality. Thus, the camera is ideally suited when capturing the finest details in real time is required.

www.dallmeier.com



Big Data Dashboard Transforming On-Site Security

At intersec 2017, Maxxess launched MAXDashboard DI, a solution that can transform the live management, monitoring and verification of people in transit on big, busy sites and multi-site estates, making it quick, easy and affordable to proactively pre-empt security situations, optimise operational efficiency and cut costs. Building on successful pilot trials, including six-months at a top Middle East institution, MAXDashboard DI is attracting strong interest from organisations who want to improve in-house security capabilities while getting more value from their operational, human resources and building management processes. Designed by Maxxess, the flexible, feature-rich solution uniquely combines multiple data inputs, including access control feeds, with powerful big data intelligence, analytics and algorithms, to create customised displays with tailored filters that deliver dynamic live reporting about the movement of people on-site.

www.maxxess-systems.com



Cameras With Proprietary Chipset as Standard

Hanwha Techwin launches the Wisenet X series with an embedded proprietary chipset. The Wisenet 5 chipset incorporated into the Wisenet X series, is the most important component to date developed by Hanwha Techwin's core technologies. The Wisenet X series offers 150dB WDR, image stabilisation using gyro sensors and razor sharp images 24/7 with improved low-light performance. Using WiseStream II, the second generation of Hanwha Techwin's unique compression technology, the Wisenet X series delivers the most bandwidth friendly camera range. There are also many other notable key benefits, including a variety of on-board analytics. The audio analysis function recognises critical sounds, such as gunshots, explosions, screams, and broken glass, and then immediately raises an alarm. Among the other analytics features incorporated into Wisenet X cameras, queue management can analyse queues generated in, for example, a retail store or bank.

www.hanwha-security.eu



Easy Valerus VMS Configuration

Vicon Industries reveals that the configuration and deployment with Vicon's new Valerus VMS takes only 5 minutes on average. Recording Servers (NVRs), cameras and encoders and other resources are quickly discovered, added, configured and operated using the Quick Configuration wizard in the application. And with a single license, any changes made to cameras or recording devices do not change the license. Watch the demo video for more information about manually setting up configuration in Valerus. Through Quick Configuration, the server will automatically search and find all devices that are on the same LAN as the Application Server.

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A glimpse at our article on page 36 in the December issue of GIT SECURITY will give you the figures showing the significant growth of electronic locking systems over the past couple of years. With various systems now readily available at affordable prices, reasons not to upgrade are becoming harder to find. And here are yet more decision-supporting facts on the evolving world of wireless access.



COVER STORY

Wireless Wins

A Comparison of Wireless and Mechanical Locks Points to a Rapid Changeover

The benefits of access control are widely known: swapping mechanical locks for electronic access control upgrades a door's security in an instant. It gives security managers greater control over a site. RFID-enabled smart cards eliminate key management headaches, as well as the security risks posed by any lost mechanical key – an all-too-common occurrence. With electronic access control, user access rights can be changed in real time and audit trails generated when needed.

Why Wireless?

The reasons why so many companies and organizations now choose to go wireless include the cost-efficiency, the easy installation and upgrading of an existing system, and also the ease of installing a new wireless system from scratch. Existing access control systems can be enhanced by swapping mechanical locking cylinders for battery-powered, wireless cylinders, such as Aperio for example. They

can be integrated into the system online via communications hubs or offline via up-date-on-card. Conveniently, site staff and visitors continue to use the same smart cards that are used for existing doors. The result is a much more economic solution compared to the expensive rewiring – not to mention the high energy use and running costs – required to add more wired magnetic locks.

Easy integration of wireless lock technologies with CCTV, alarm, HVAC and other building management systems is another major benefit. "Wireless locks are often conceived specifically for integration with other systems. The integration capabilities and ease of use can be of significant benefit," writes Blake Kozak, principal analyst at IHS Research, in a recent Assa Abloy publication.

End of an Era?

Mechanical key management rapidly eats up a security budget. Every lost key costs time and money – and instant replacement is impossible. Stolen

or copied keys are also an ever-present risk. Mechanical keys enable no electronic audit trails, and rights cannot be reprogrammed remotely.

Aperio wireless access control eliminates these problems. Rather than the expensive and laborious task of replacing a mechanical lock or master key system and issuing new keys, administrators simply de-authorize a lost credential to reinstate secure status. It takes a few seconds to issue or revoke any smart card's access rights from the central access control system. Reprogram an RFID card and you instantly have a new key, and control over the premises is restored.

Installing wireless locks is also much cheaper than adding hard-wired doors, because there's no cabling or building work needed, and there's also no need for the decorators to come in and tidy up after the contractors have left. Maintenance is simple: an Aperio lock is powered by a standard lithium-ion battery which just needs replacing every 2 years on average.



Aperio locks run on standard lithium ion batteries, and only 'wake up' when prompted by a smart card or other user credential



Easy to install, with no wiring, no cabling, no expensive electrical work required and no need for expensive redecoration after installation

Energy Savers

Aperio components are also energy-efficient. They run on standard batteries and only 'wake up' to interact with a credential. They are not connected to the mains and they use no power when inactive. One wireless lock uses approximately 0.001 kWh of energy per year, a tiny fraction of what a standard wired lock and reader

consume. In carbon terms, an Aperio lock emits 0.16 percent of the total emissions produced by a standard wired lock.

Third-party integration is assisted by the Assa Abloy Device Protocol with its simple SDK that integrates Aperio into access control ecosystems, just like any other component. Integration is achieved by a Wiegand interface that relays infor-

mation from a single door; the Aperio RS485 hub to connect up to 8 locks securely via a single hub; and an IP hub for up to 16 doors which communicates via an encrypted TCP/IP connection. The system cylinders and escutcheons are also compatible with the OSS Standard Offline Access Application for battery-powered locks, an industry standard for offline access control. ▶

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Thanks to the latest V3 platform upgrade, Aperio Online integration supports additional features that enhance user-friendliness for integrators and end-users. For example, 'Escape & Return' functionality ensures a site meets regulatory compliance for access to rooms with fire and emergency exits.

Easy Open

Currently almost 100 major OEMs have integrated Aperio wireless access control, including Axis, Nedap, Tyco, ACS, Gallagher, Lenel, Genetec, TDSi, Inner Range, Siemens, Vanderbilt and many more. The technology integrates seamlessly with these third-party access control systems. Administrators continue to operate their access management system from a single, easy-to-use interface that controls any installed standard wired locks alongside Aperio battery-powered locks. On a day-to-day basis, the security manager only sees one system, with the OEM brand.

Cylinders, escutcheons and locks – as well as both online and offline capability – can be deployed together in the same system, depending on their integration. There are Aperio components for almost any opening, including devices to monitor door status. The system can protect both exterior and interior doors, from fire and safety doors with mandatory requirements to meeting rooms, labs and offices and is compatible with Euro, French, Finnish, Scandinavian and Swiss door profiles. The Aperio KS100 server lock is designed for use with server racks, either onsite or in a co-located data center. Installers benefit from a uniformly quick, straightforward, wireless installation process for all components, alongside comprehensive product support from Assa Abloy specialists.

Remote unlocking commands pass from system to door almost instantly. Site users can open both wired doors and Aperio wireless controlled doors with the same smart card, employing standard RFID technologies like iClass, Seos, Mifare, DESFire and Legic. Aperio wireless access

control eliminates any need for key-handling in parallel.

Intruders Warded Off

In the health care sector, Aperio wireless access control ensures only authorized staff can access controlled medicines or expensive equipment. An Aperio system can protect medical staff, patients and their private data anywhere in Europe, enabling fine-grained, personalized access permissions and audit trails on demand.

Aperio is the access control backbone at Ghent's new Hospital Maria Middelares. In partnership with Nedap, doors in the new hospital building were fitted with wireless Aperio Offline locks and connected to Nedap's Aeos security management system. Because both Aeos and Aperio are built using open standards, and AEOS systems use a generic controller, the integration is genuinely seamless. The result is a unified system controlled from the Aeos interface, plus significantly lower maintenance and administration costs. "This way Aeos gives the hospital the flexibility they need to keep control of access and the flow of people," says Peter Rommens, Sales Manager at Nedap Belgium.

As part of a £35 million refurbishment of urgent care services, Aintree University Hospital in Liverpool, England, required a cost-effective, wire-free system so installation could be done quickly and efficiently without disrupting the day-to-day work of the hospital. Assa Abloy partnered with Grantfen and Inner Range to deliver a unified platform, which extended the Integriti access control system with Aperio wireless escutcheons.

In Class

Sensitive areas in educational establishments such as libraries, computer labs and private offices need protection. Access control must be adaptable to an ever-changing roster of visitors, and locks must be easy to fit to existing doors without disrupting learning. With Aperio, staff and students can use

Why Aperio?

- Wireless locks are a cost-effective way to extend new and existing access control systems
- Wireless and battery-powered locks are easy and quick to install, and much cheaper to run than traditional, wired locking solutions
- Aperio integrates seamlessly with almost 100 leading access control systems
- Aperio supports the leading open standard for offline Integration (OSS)
- The range has cylinders, escutcheons and complete locks for all kinds of door formats, interior and exterior, as well as for server racks
- Aperio wireless access control is deployed and trusted worldwide, in settings as diverse as health care, education, offices, arenas and industrial plants

a single RFID smart card for room access, printing services and making payments. "Our installation has proven hugely popular," says Alan Donnachie, Deputy Director of Estates and Facilities at Surrey University.

Aperio is also the choice at many student halls of residence, both new-builds and retrofits. University of East Anglia extended a Gallagher Command Center system with online escutcheons to secure a residence with 231 rooms. Around 740 electronic locks are fitted at Aberdeen University's Hillhead Student Village. Over 1,400 students at Birmingham University's Vale Village use the wireless technology.

Large global corporations can choose a single Aperio-powered installation to work across all their premises, no matter how far apart. The system helps commercial environments to manage the different security needs of public and private spaces by controlling permission to access entrance doors at a different level to private offices, for example.

Aperio locks replaced the slow and expensive job of hard-wiring each sublet office into i2's central access control system. The system also has proven credentials in the hospitality sector, including at the new Hyatt Regency Dubai Creek Heights and at entertainment venues with heavy footfall such as the Stavanger Concert Hall and Rotterdam's Ahoy Arena. It fulfills the needs of complex industrial settings too, such as at the Reshafim manufacturing site in Israel. Wherever it is deployed, Aperio can upgrade rather than replace a building management system, even a complex system with fire detection, CCTV and heating functions.

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ACCESS CONTROL

Access to Indulge

Keyless Access Control Solution for Modernized Office

A luxury building with modernized offices, new entrance and now also an access control solution that fits in the contemporary style of the building: Salto equipped an 18th century building with the newest security. A networked standalone locking solution for all the different doors including the entrance was required. The characteristic of the whole installation was to carry it out without the need to cable or run power to each lock.

Deansgate, a brand new high specification serviced office building in Wolverhampton has chosen an electronic security solution from Salto Systems to provide smart access control for its tenants and staff.

Requirements

Located in Tettenhall, Wolverhampton, Deansgate was previously an old HMRC VAT office and the landmark property dates back to the early 18th Century with a retained listed façade and period features. The conversion was fully supported by local council planners and 28 luxury offices are now provided on the ground, first and second floors. The thoroughly modernized building, which could see between 150 and 200 people eventually employed there, benefits from LED lighting, raised floors, passenger lifts, a conference room and boardroom, an exclusive 'tenants and guests only' business lounge and parking for up to 82 cars.

It also incorporates the latest technology including: Security, CCTV, access control, intercom systems, Wi-Fi, broadband and IT security as well as the latest VOIP based telephone systems.

Special Concerns

One of the most important concerns for the customer was that, post conversion, security of the building with regards to access to and within the offices was secure and strictly controlled. The building was already fitted with an earlier generation access control system but the aim was to remove and upgrade this with a modern, more powerful and capable solution.

Solution

With this in mind the security dealer involved in the project, Security Direct (GB) Ltd chose Salto's XS4 wireless access control solution having previously used it on another luxury office development in Wolverhampton, Bredon House.

The access control system uses Salto's unique XS4 and SVN access control platform to provide a stand-alone networked locking solution for 36 doors made up of entrance and individual office doors, plus a number of car park barriers, without the need to cable or run power to each lock.

"Having already developed the similar but smaller project Bredon House, the success of that

encouraged us to take on this bigger scheme" says local businessman Surj Dhama, a director of Security Direct (GB) Ltd. "Installation of the Salto solution was easy and straightforward and the Deansgate building now protects its clients with a proven, future proof access control solution. It provides 24/7 critical security that's perfectly tailored to the buildings specific needs."

Alan Horrobin, Salto Northern Area Sales Manager, agrees. He says: "Our XS4 electronic escutcheon platform in a mix of handle sets, glass door locks, associated control units and wall readers provides the building with the means to operate a totally keyless environment. This is thanks to their unique ability to distribute card holder and system information to the access controlled doors by using RW Data-on-Card technology so they can control who can access what, when and where at all times."

CONTACT

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KEY MANAGEMENT

Jack in the Box

United Airlines at San Francisco Airport
Uses KeyWatcher to Keep Up with Tools

There are hundreds of specialized tools used on a daily basis at the United Airlines jet engine rebuild and test facility, a 20-acre maintenance and operations center adjacent to San Francisco International Airport. Keeping track of these and the locked toolboxes that they are stored in caused some major headaches.

United Airlines jets are brought to the facility, where more than 1,400 employees work, to have their engines rebuilt. Here a tool used every day might cost several thousand dollars, and test equipment can cost even more. Before a system was in place to keep up with these tools, they were not well organized and difficult to track. At times tools could be lost or misplaced, at a possible cost of \$10,000 to \$20,000, remembers Bob Brown, Senior Specialist for Continuous Improvement at the United jet shop.

Bob and the Continuous Improvement team were tasked with solving the problem of lost tools. First, they transitioned the facility to 'point-of-use tooling' to provide each mechanic with the specific tools he/she needs for the job at hand. Locked toolboxes are used to contain tools ranging from screwdrivers, wrenches and torque tools to specialty tools used to get around corners. Each tool box has dimensions of about 5 x 3 x 8 ft. (1.5 x 1 x 2.4 m) and a lock, which needs a key to open. A KeyWatcher integrated key control and manage-

ment system from Morse Watchmans keeps track of all the keys. The system stores keys and enables complete control of who has access to individual keys. An audit trail tracks data about who removed any key, when it was taken and when it was returned.

The United jet shop uses one 96-key and three 48-key KeyWatcher cabinets. The 96-key unit and one of the 48-key units incorporate card-swipe readers to allow employees access using their time-and-attendance cards. All four cabinets have keypads that permit access with a user's unique PIN number. Keys may be out for 20 minutes or for up to a full eight-hour shift. Backup keys, for use in case a key is lost, are also secured in the cabinet. The jet shop uses the system to manage the keys to tool boxes used throughout the facility.

Not Wanted Here

Before the advent of the tool control system and the installation of KeyWatcher in December 2009, tools were difficult to find at times. Among the

concerns in a jet engine plant is foreign object debris (FOD), which includes stray objects that could be sucked in and destroy the rotating parts of a jet engine, including blades that cost \$20,000 or more. A single engine has hundreds of blades that could be damaged.

The United jet shop allots money to upgrade and make changes in the working environment to protect and control tooling around the engines specifically to avoid foreign object debris. Before controls were put in place, each mechanic decided what was in their tool box, which might include anything from a knife and fork to pens and pencils or nuts, bolts and washers. The new system was instituted to better control tool box contents and avoid the possibility of foreign object debris.

The facility typically rebuilds 15 or so jet engines each month in addition to four or five auxiliary power units. United carefully tracks each engine's life cycle, including how many times they take off and land, how many hours they operate. Each engine part has a specific lifespan,

and engines must have critical parts remanufactured periodically to keep the engines running safely.

Cost Awareness

Engines are brought into a 'cell', an area in the building where point-of-use tooling is assigned to the job. Each cell includes all the needed parts and point-of-use tooling. There is also a 'flow line,' a moving line where big engines are disassembled and assembled. Tracking is an important function to the United jet shop. As a Senior Specialist for Continuous Improvement, Bob Brown's duties include incorporating 'lean' methodologies and eliminating waste at the facilities, which translates into getting jet engines into and out of the rebuild facility more quickly. To solve the tool problem, he searched the Internet looking for products that could help, talked to vendors and considered alternatives such as electronic tool boxes with swipe cards. "The more I read about Morse Watchmans, the more I liked their product," he said.

"Now that we have KeyWatcher, the tools stay in their designated locations," said Bob. He says that in the two years since the system was installed, there was only one missing tool, which was found after two hours. "That's a pretty good record so far for a facility this size," he said. Another benefit of KeyWatcher is more accountability. "We know the actual person who is using the tools, and we can hold them accountable. That's why we're not missing anything. They take pride in what they do and everything's there for the next person."

Management Info

The United jet shop installed and set up the Morse Watchmans system, and then the manufacturer came by and showed the users how to program



Robert Brown has a lot of keys to handle – no problem with KeyWatcher

and operate the system. Bob Brown said Morse Watchmans has been very responsive. Online control enables him to operate the systems, run reports and know from his desktop computer who has any key. The system can be accessed through an IP address from anywhere in the building.

KeyWatcher activity reports provide complete information on what keys come and go at what time and day. The information provides insight into usage trends that can help the facility support a need for additional equipment. In fact, the facility

is already looking to install additional KeyWatcher units, and other departments at United have become interested in the system for further uses.

CONTACT

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Nottingham, UK

Tel.: +44 115 967 1567

www.morsewatchmans.com

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ALARM, ACCESS CONTROL AND VIDEO

Constructive Wall Demolition

Alarm, Access Control and Video under one Roof: Abus Seccor and Abus Security Center will become one Company: Abus Security Center

The trend of integration of methods of security is all around us. Access control, video surveillance and alarms in particular lend themselves to combination into a total solution. For the Abus Group it has been self-evident for a long time that items that in practice so often belong together should be available from one source. So the decision was already made in the middle of 2016 to merge Abus Seccor and Abus Security Center into one competence center for electronic security technology at the company's development and production site in Augsburg: the new competence center will be known as the Abus Security Center as from 1 March 2017. GIT SECURITY spoke with the Managing Director Benjamin Pflaum and with Christian Meyers, member of the Board.

GIT SECURITY: Mr. Pflaum, the two companies Abus Seccor and Abus Security Center are being merged as from 1 March – why?

Benjamin Pflaum: We have realized for some time that further technical development of the products, as well as the expectations of their users, would have to result in one solution sooner or later in the sense of one product platform: access control, video surveillance and alarm technology are seen and understood as one these days. This merger is therefore the step that must logically be taken to follow this development.

At least the products of the Abus Group had already been harmonized with one another?

Benjamin Pflaum: That's true. And apart from that, access control and alarms are already considered, for example, in the Wapploxx access control system: it can activate an installed alarm system. The merger into one uniform competence center for Abus electronic security technology doesn't only mean that the products fit together – it also means that we must inform the market of our competence as a solution house. We don't ask – on the part of Sales and Support – about a product, but instead about the requirement. The customer is looking for the solution to a problem, and we can provide it from our broad product portfolio. This could be either a simple solution or a solution in the form of complete networked technology.

Christian Meyers: The formerly separate sales teams of Abus Seccor and Abus Security Center will correspondingly be combined – and also our technical support that will in future be able to provide comprehensive support for any product. So there will be one central support hotline in future and one joint training academy that will pass on the knowledge, especially during the planning and commissioning of integrated security solutions. These measures will enable us to better fulfill the expectations of our specialist trade partners.

Benjamin Pflaum: We have derived an integrated development department from the need for integrated solutions. All our technicians will work together here in Augsburg as from 1 March. This will



Abus Seccor and Abus Security Center will be merged into a common Center of Competence for electronic security technology at the company's Augsburg development and production site



As from 1 March 2017, the new competence center will be known as the Abus Security Center

shorten the decision process and better integrated solutions will be the result. The more we steer a common path in development and production, sales and support, the better we will be able to offer our customers the tailor-made solution mix of alarms, video and access control that he needs. Additionally, the uniform approach will enable us to break down some of the mental walls that are often still built between these technologies.

Christian Meyers: We are dealing with products that are becoming ever more complex, so they need a high level of consultation. This requires the dealer to have extensive know-how. He will not just get good products that can be easily and efficiently operated and installed. He expects and will receive above all a cooperative partnership with sales and support. We can now significantly improve both through this merger. Every customer-facing contact person and those in our Support group will be able in future to talk competently about all our solutions and products. They will provide support with regard to all our electronic and mechanical products – the boundaries that have existed between Abus Seccor and Abus Security Center will disappear. Our trade partners will be able to order all products from a single point of contact – and will receive just one consolidated invoice.

So the new joint location in Augsburg is ready, and the start is on 1 March – how will it continue during 2017?

Benjamin Pflaum: In 2017 we will place stronger emphasis on spreading awareness of the advantages of the new company structure for our customers. This includes improved local presence – we have effectively doubled our field staff capacity after all. On the product side we will promote bundles more heavily. There will be a Waploxx version of our Secvest alarm system – the alarm system will therefore be prepared in both hardware and software for use with the Waploxx electronic locking cylinder. Delivery as a pre-cabled

and pre-configured bundle will bring the customer significant time savings. The installer can set up a combined lock and alarm system a lot quicker and simpler than previously – and that is absolutely new in the market.

The end users are both private and commercial users – for whom are these combination options intended in your view?

Benjamin Pflaum: For private users the combination of alarm, burglary protection and access control will be important, in particular in conjunction with the mechanical or mechatronic protection that we at Abus can offer. The connection of access control and video technology will above all – and ever more often – be required in the commercial segment. So we are now able to provide much more than before through the flexible and needs-driven combination of all customer groups.

... whereby you can now take better advantage of market opportunities ...

Benjamin Pflaum: ... and from which small and medium-sized projects, for example, will profit as we can now offer integrated security solutions that were, until now, typically only available for large and complex systems. We believe that we are currently at the start of a phase of intensive and rapid development, driven by digitizing, the spread of smartphone apps, etc. All these increase the expectations of users.

Christian Meyers: Our solutions will generally be more attractive from a cost point of view: when customers purchase bundles, they have the peace-of-mind that the individual components will work well together – even if single elements are developed further. And for maintenance or if a problem should occur, the customer or installer doesn't have to look far to find where the problem lies, or to find the right contact person, because he will get everything, including the support, from one source.

Benjamin Pflaum: A customer purchasing a bundle will always have the latest version of the equipment – that reduces the investment risk and makes the system more future-proof.

How will the new organization of your development and production departments in Augsburg affect new products?

Benjamin Pflaum: We can see two indicators that show the way forward: increasing convenience and increasing the level of security. For product development this means that we will follow one platform strategy. There will be no individual products, rather solutions with interfaces. The customer will in future get a box, so to speak, that will be activated for the particular application that the customer needs through simple configuration. We always assume a concrete need for security – and the solution we find will be able to be extended and scaled as required, following changing needs. There will also be a uniform mode of operation.

The new and expanded location here in Augsburg is impressive – will a lot change for the staff too?

Benjamin Pflaum: We have worked very hard for the last nine months – the new building and the alterations had to happen in parallel to our daily business. But we have improved a lot for our staff – these include the not unimportant things like a flat rate for meals, a fitness program and also the provision of more parking spaces. We now have a lot more employees on site, and that situation should benefit everyone.

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Bob Hwang is Managing Director of Hanwha Techwin Europe

We caught up with Bob (H.Y.) Hwang Ph.D., Managing Director of Hanwha Techwin Europe, and asked him about the company's achievements during 2016 and what his hopes and ambitions are for 2017.

VIDEO SURVEILLANCE

Rename and Reassure

An Important Rebranding Has Been Completed to Reflect the New Company Owners and Open the Way ahead for Hanwha Techwin

GIT SECURITY: Bob, what would you say is your most significant achievement during 2016?

Bob Hwang: Despite fierce competition, we have continued to increase our share of the market and build on the excellent relationships we have with installers and systems integrators, as well as with our business and technology partners. We are proud to have done so whilst at the same time re-branding our company name from Samsung Techwin to Hanwha Techwin.

What have been the key drivers to your success during 2016?

Bob Hwang: We have continued to introduce affordable and innovative video surveillance solutions, such as our high-definition, open platform, Samsung Wisenet branded cameras which are helping installers and systems integrators to gen-

erate new business opportunities beyond the traditional security sector.

How is this possible?

Bob Hwang: The power of the DSP chipsets built into the latest generation of our cameras has provided opportunities to run on-board apps that deliver additional real-life, practical benefits. With these open platform cameras, end-users have the freedom and flexibility to choose edge-based video analytics that best matches their individual requirements.

What new products have contributed to your success during 2016?

Bob Hwang: Our Wisenet HD+ camera and DVR range have been very popular with end-users who would like to benefit from being able to capture and record Full HD 1080p images, but are not yet ready to migrate from analog to an IP network-based video surveillance solution. There has also

been much interest shown in the updated version of our Smart Security Manager (SSM) Enterprise video management software. This platform is designed to maximize the efficiency of Wisenet IP network cameras, recording devices and servers, whilst facilitating integration with third-party systems such as intruder alarms, fire detection, access control and vehicle number plate recognition (APNR), to offer a fully integrated security system. The most significant product developments for us during 2016 have been the launch of our Wisenet Q series with Full HD 2MP and 4MP cameras, as well as Wisenet P 4K (12MP) cameras. These all feature H.265 compression and Wisestream, our proprietary compression technology, which dynamically controls encoding, balancing quality and compression according to movement in the image. When Wisestream is combined with H.265 compression, bandwidth efficiency is improved by up to 75% compared to current H.264 technol-



Wisenet P is a complete range of 12MP 4K UHD cameras

ogy. So our cameras are among the most bandwidth-friendly cameras available.

Have there been any significant challenges in changing your company name, bearing in mind that the Samsung Techwin brand was so well established?

Bob Hwang: We appreciated the familiarity the market had with the Samsung name and the trust they placed in it and so we knew that the transition had to be carefully managed, with our customers being kept informed every step of the way. In reality, customers will have noticed very little difference because nothing has fundamentally changed. Our products are being designed and produced by the same talented people in the same factories as they have always been. The products are being sold and technically supported by the same enthusiastic, professional pre and post sales teams as before.

What has been the impact of having a new parent company?

Bob Hwang: For those of us working within the Hanwha Techwin Europe team, it has been a fantastic development. The Hanwha Group totally supports our strategy of endeavoring to stand out in an overcrowded, competitive market by having a brand that can be trusted. The Hanwha Group understands what it takes to succeed in the B2B arena and we have been re-energized by its enthusiasm for what we are trying to achieve.

You have mentioned 'trust' several times. Can you explain what that means in terms of a manufacturer such as yourselves?

Bob Hwang: Nothing is more important to us than having satisfied customers who have trust in the Samsung Wisenet brand, but this will mean something different depending on where you are within the video surveillance supply chain. We know offering 'Best in Class' products is not enough, even if they are equipped with unique, leading-edge technology and offer superb value, maximum ROI and a low total cost of ownership. We need to provide a complete package, as well as peace of mind, which comes with product reliability, the highest levels of pre and post-sales

will be dispatched to a specified address within 48 hours of the request. If you are part of the Hanwha Techwin STEP partnership program, this is extended to up to two years of a product's three-year warranty. Whenever we introduce a new camera series, consultants, system

support and the benefits of working closely with business and technology partners.

How do you establish trust with end-users?

Bob Hwang: One obvious way is to ensure their video surveillance systems are secure. We are constantly reviewing how our cameras, recording devices and software are equipped to minimize the threat from cyber attacks. Recent high profile incidents have highlighted how some manufacturers' cameras can be hacked via the 'back door' in order to gain access to the images captured by the camera, or even as a way into an organization's network infrastructure in order to steal confidential information or commit sabotage. The firmware of our cameras incorporate what is considered best practice in respect of the reasonable measures that can be taken to prevent unauthorized access to images and data. It is important not to be complacent and so we are constantly monitoring and testing the latest methods of hacking in field tests and our laboratories. When necessary, we release new firmware to counter new threats. In addition, whilst we appreciate that security protocols need to be flexible and easy to implement, we have introduced minimum mandatory and auto-enforced password standards.

You provide your video surveillance solutions via a distribution network; so how do you get installers and systems integrators to trust your brand?

Bob Hwang: For installers and systems integrators, trust is built in many ways. Providing robust and reliable products backed with a three-year warranty creates peace of mind. Trust is also established by offering an advance replacement service, so if a product develops a fault during the first year of its three-year warranty, a replacement

designers, specifiers, installers, systems integrators and end-users can trust Hanwha Techwin always to offer a comprehensive choice of models with the same technical specifications and performance levels. We know that many manufacturers fail to do this and it is extremely frustrating to find out that the cameras within a range, such as 2MP or 4MP, are not consistent in their specifications and their ability collectively to offer an ideal solution for any camera location or application.

What does 2017 hold for Hanwha Techwin?

Bob Hwang: I am confident we will have a brilliantly bright and successful 2017 and beyond. We intend to launch the upcoming Wisenet X cameras and domes, which are fitted with possibly the most powerful DSP chipset ever incorporated into a camera. The chip's all new architecture includes a high performance core that enables faster processing of video and optional on-board applications. Most importantly, the ongoing investment in our future by the Hanwha Group means that we will be able to continue to expand our highly talented and enthusiastic pre and post sales teams in line with demand. We are determined to excel in everything we do and we will move forward by listening, innovating and thinking outside the box. While doing so, and with the help of our dedicated and talented colleagues, we will look to work even more closely with our customers so that we are constantly tuned into their needs.

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VIDEO SURVEILLANCE

Gothic Pinnacles

Dahua's Security System Safeguards Historical Surroundings

"The Cathedral of Toledo is a world in itself, the centuries bestowing it with such an accumulation of great works of art, very diverse one from another, that the fabulousness of its riches and the attractiveness of its diversity produce an impression of astonishment to the point of incredulity". Élie Lambert (1888–1961 French historian and archeologist).

With those words, Élie Lambert painted a picture in all of our heads. He transmits his amazement of that piece of architecture. In reverence for such architectural artwork, the installation of a security system had to be subtle yet oversee all happenings inside and on the outside area, without interfering with the historical structures. Dahua was able to provide for all those factors.

Social Responsibility

The Toledo Cathedral is one of the three 13th-century High Gothic cathedrals and is considered, in the opinion of some authorities, to be the magnum opus of the Gothic style worldwide. In all ages, the Spanish take cultural relics protection as their social responsibility. To ensure proper maintenance and accidents prevention, Spanish religious institution wants a company which has a professional team and advanced technological products.

Technical Support for Historical Surroundings

In the control center of the Cathedral, administrators can have a full-aspect monitoring of each area in the temple, as well as the tapestry museum facilities through Dahua cameras. A hybrid HDCVI and IP solution was chosen to provide Toledo Cathedral security management with the best possible image quality. Besides the basic functions of recording and real time live view, the system has built in heat detection, magnetic detection, intruder detection and fire detection functions. Dahua security solution provided technical support to the integration with the rest of the security systems in the Cathedral, such as Agora's PSIM. High resolution 5 Megapixels IP cameras and 2 Megapixel HDCVI cameras were successfully deployed. The very same coaxial cable from the previous plain-old analog CCTV system was re-used to install HDCVI cameras. It saved cost on cabling work and reduced the risk of damaging the historical structure.

Looking in Every Corner

Dahua's security solution upgraded all the surveillance equipment in the Cathedral. With the help of Dahua customized installation support, cameras are tactically positioned to make it unnoticed by churchgoers and tourists. At the same time, the control center could have full-aspect monitoring of every corner to stay in control and adopt corresponding measures to different incidents.

Dahua's official distributor Iptecno, and engineering installer Itsa Seguridad, were the main products and solution providers.



An 4/8 channel synchronous realtime playback is provided by the digital video recorder



The three dimensional joystick can control all the PTZ functions

CONTACT

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www.dahuasecurity.com

Video Matrix Server Appliance Offers Multi-Camera Display Without a PC

Mobotix, a manufacturer of digital high-resolution, network-based video security systems, has announced that, as part of a strategy to encourage partners to build a higher value solution, their solutions partner Sesys has created an innovative Mobotix-compatible accessory that provides powerful video surveillance display and integration features. The VS-One Video Matrix Server is a small standalone appliance that operates in two modes. While deployed in matrix mode, it can directly display real-time video from as many as 9 Mobotix cameras on a single HDMI compatible monitor or TV without the need for a PC. A 1, 4, or 9-way matrix is supported and optimizes the display of the cameras on screen, configured through an integrated browser GUI. For situations that require simplicity, this mode takes advantage of the Mobotix distributed architecture that processes video directly inside each camera that can be stored on an internal SD card or passed across an IP network to any network attached storage device. When deployed in its Video Server mode, the VS-One can convert a single Mobotix MxPEG stream into H.264 Real Time Streaming Protocol (RTSP). This allows the embedding of video into websites and use with other video analytics applications that require H.264 or RTSP. Gregg Pike, Managing Director for Switchnet Systems said, "As part of the recent office and conference room refurbishment, the management team at the Snow Centre indoor snow sports facility in Hemel Hempstead wanted a single large screen that could display nine key CCTV cameras views in the easiest fashion. VS-One is an alternative option as it is more cost effective than a PC, uses less power, is quieter and offers more reliability by removing the need for operating systems, a hard disk and other components. Setting it up took under an hour and our client is extremely pleased with the result." Frank Graham, Key Account Manager for Mobotix added, "VS-One is a great example of a useful third party accessory that takes advantage of the innovation that is at the heart of our portfolio to add value to the wider product family. We wholeheartedly support partners like Sesys that have taken the initiative, and urge other partners to look at ways in which products from the wider channel community can help to meet the needs of customers in this competitive marketplace."



www.sesys.com

Industrial-Grade 4G LTE Wide-Temperature IIoT Gateway

Moxa's newly launched UC-8100-ME-T series is a 4G LTE-enabled edge computing solution designed for IIoT edge applications. An edge computing strategy, processing data locally in an IIoT gateway, sends only critical data to the central system, or even makes decisions locally. The device is built around an ARM Cortex-A8 1 GHz processor, has two RS-232/422/485 serial ports and dual 10/100 Mbps Ethernet LAN ports as well as a Mini PCIe socket to support 3G/4G LTE cellular modules. An optional software tool is Moxa's Things Pro, an integrated data-acquisition and device-management software suite, which includes generic Modbus protocol support as well as the MQTT IIoT communication protocol, making it easy to transfer field data to a remote database.



www.moxa.com

Explosion-proof Camera Range for Special Application Needs

Hikvision has launched three standard network cameras, including bullet and PTZ dome style models. Providing a safe camera solution for video surveillance applications within hazardous areas, Hikvision has launched three new Atex & Iecex certified standard network cameras, including bullet and PTZ dome style models. Continuing their goal to develop and launch surveillance products that fulfill customers' special applications needs, Hikvision's latest explosion-proof cameras utilise 304 and 316L stainless steel housings for maximum corrosion and explosion resistance, and are IP68 water/dust ingress rated. For any surveillance requirement within hazardous environments, or environments where the camera is required to operate within areas with combustible sources, the new explosion proof cameras provide a high-performance and safe imaging solution. Typical applications are for potentially hazardous or explosion risk areas, such as gas & oil processing and storage plants, chemical plants, industrial sites, deep mines, or marine applications.



www.hikvision.com

Pelco Showcases Strategic Surveillance Solutions at Intersec

Pelco by Schneider Electric is showcasing several of its latest solutions designed to address the challenges of vertical markets in the Middle East region at Intersec 2017. From the company's powerful open platform VMS control and integration platform to explosion-proof HD cameras and new advancements in IP megapixel imaging, visitors to the Pelco booth found the specific solutions they need to best secure their unique environments. Pelco's Intersec 2017 display focused on solutions for the oil and gas, city surveillance and hospitality vertical markets, and includes the following highlighted products: VideoXpert Video Management Software (VMS) dramatically improves the control of integrated surveillance and security solutions on a single platform, providing users with greater situational awareness so they can make more timely decisions and execute decisive action. VideoXpert's open architecture enables third-party applications to be cost-effectively integrated for highly specialized applications in the hospitality, gaming and municipal surveillance markets. Recent enhancements to VideoXpert include: a unified user interface for improved centralized system management; incident management to easily and quickly correlate related video files; improved event management to customize event alerts with real-time visual notification; immersive viewing of 180°, 270° and 360° panoramic images from Pelco Optera Cameras; and much more.

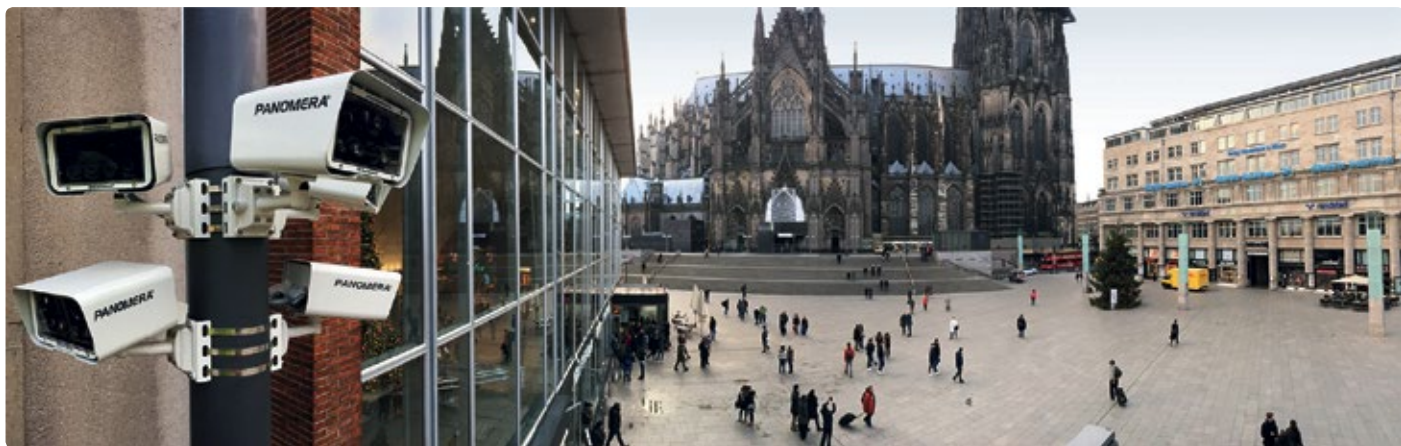


www.pelco.com

New TRP Chip Architecture

Eyevix is among the early users of the 'Tilt and Roll Pixel' chip architecture by Texas Instruments in its newly introduced TRP rear projection cubes. The new technique allows a more compact design of the projection engine, which made a simplified housing-setup possible. The more effective optical design provides a considerable power consumption saving, which in turn means a lower cost of purchase and operation compared to conventional DLP cubes. The eyevix cubes are built for reliable 24/7 operation and a life expectancy of up to 80,000 hours with LED technology. A 60" version will be available in addition to the presented 50" full-HD models. A 2x2 installation of the 50" Slim version has a shallow construction depth of only 432 millimeters.

www.eyevix.de



VIDEO SURVEILLANCE

Fewer Cameras, Greater Security

Dallmeier Realizes a System to Monitor Public Spaces

As feelings of uncertainty are on the rise among the populace, demands to expand video surveillance installations and increase the number of cameras in public spaces are growing louder, and are being voiced by representatives of all political affiliations. But would more cameras or higher resolution cameras really offer more security? Regensburg-based manufacturer Dallmeier says no. And presents a viable alternative with its video solution for the city of Cologne.

Until now, it seemed that the only logical way to guarantee full coverage of large open spaces with visibility challenges was to set up large systems consisting of as many cameras as possible. Unfortunately, in most cases it was found that such an approach can be prohibitively expensive. At the same time, it was often simply not technically possible to create satisfactory solutions. "This was why, in the past, at least 30–40% of such projects were not even attempted", says Dieter Dallmeier, founder and CEO of the German video manufacturer Dallmeier.

The extraordinary technical capabilities of the company's Panomera technology and its supporting system components initiate a shift in crime prevention. The Panomera multifocal sensor system was specially developed for the all-encompassing video surveillance of expansive areas. Broad widths, as well as areas at large distances, can be displayed with a completely new quality of resolution, in real time and at high frame rates of up to 30 fps. A huge area can be surveyed from a single location and, depending on the requirements of observation assignments, the resolution

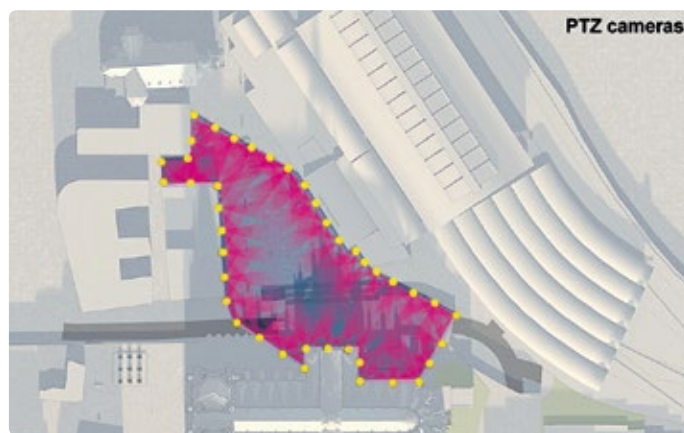
can be scaled almost limitless. So one Panomera equipped with eight sensors can be sufficient to replace 35 standard megapixel cameras.

Example Cologne

The events of New Year's Eve 2015 in Cologne are seared into the memories of the entire population of the city. In the wake of countless incidents, including numerous cases of sexual harassment of women, Police recognized the need to revise their existing security concept, particularly with regard to securing large public spaces. A high number



Full coverage from just two locations



Many more locations would have been necessary using conventional PTZ cameras

of criminal offences had been committed around Cologne Cathedral, and therefore this area of the inner city was selected as the basis for planning new security measures.

In Spring 2016, the first concepts were presented to the city administration. Their main focus was on how the situational overview for police, and therefore the deployment of police and other emergency personnel, could be improved through the use of video systems, especially in case of large gatherings. Even at those early stages of planning, the responsible officials encountered a massive problem: with the use of conventional video technology it would not have been possible to capture the entire 8,800 m² monitoring area. And there was no camera technology available which would have provided the resolution or pixel density required across the whole area for use in police investigations. Officials also realized that a conventional system comprised of numerous individual cameras would have resulted in a flood of data and images, which would significantly hamper proactive monitoring and quick reactions by the officers working in the control room.

Two Points

Dallmeier project experts were called upon to devise a feasible solution. After a short induction,

they were able to design a system which would not only fulfill but, in fact, exceed the requirements. So the project was awarded to the Regensburg-based manufacturer and installation work for the Panomera system began in mid-December 2016. Instead of a system with numerous spread out cameras, which would have meant a complicated set-up as well as high infrastructure and maintenance costs, Dallmeier deployed a system that covers the entire monitoring area yet remains discreet. The solution required only two installation points so setting up the system was easy and the city will benefit financially from much lower infrastructure and maintenance costs compared to the original plans.

The protection of personal data is governed by extremely stringent laws in Germany. And police in Cologne are totally aware of their responsibilities when dealing with video data. Dallmeier has put in place a range of technical measures which will ensure that the data recorded with video cameras satisfies the strict requirements and regulations by which data privacy is protected. For example, certain zones in the image can be hidden entirely by the camera capture mechanism, or faces and car number plates can be rendered unrecognizable by pixelation. In addition, data retention is limited in time – long-term storage happens only when

there are reasonable grounds for suspicion and a need for evidential material.

Active Monitoring vs. Passive Surveillance

Instead of simply having to assume that a large number of installed surveillance cameras would somehow bring about a significant reduction in criminality, police in Cologne are able to switch from ineffective passive surveillance to active video monitoring. Potentially dangerous situations are detected even before they threaten to become incidents in a police statistics report. Fast response forces are alerted rapidly and guided to the location of interest. And if a criminal offense is committed ‘under the noses’ of the police, Panomera supplies conclusive information which can be used as evidence in a court of law and as the basis for criminal investigations.

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

Security Products

Cabin Baggage Screening Certification

Random searches of air travelers’ cabin luggage will soon be a thing of the past for airports using Smiths Detection Hi-Scan 6040aTiX cabin baggage X-ray system. The checkpoint screening solution has been awarded the European Explosive Detection Systems (EDS) certification EDS CB C1 for automated explosives detection capability. Airports using the system can dispense with random searches using additional explosive trace detectors or dogs, thanks to its advanced detection system, which significantly enhances airport security while also speeding up the inspection process and boosting throughput. There is no need to use threat image projection to review operator performance as the complexity of X-ray images remains consistent, helping threat detection. Any system which meets EDS CB C1, C2 or C3 is automatically considered to have achieved EDS HBS (Hold Baggage Screening) Standard 3.

www.smithsdetection.com

Aspirating Smoke Detectors

Gressingham Foods in beautiful East Anglia, which is famous for its Gressingham Duck, is now protected from fire by aspirating smoke detectors from Patol.



They were appointed official UK distributor for Securiton aspirating smoke detection equipment in 2015 and ten units supplied by electrical wholesaler Rexel WF Senate were recently fitted at the Gressingham Foods facility in Diss by local engineering company E. Rand and Sons, who recently celebrated their centenary.

www.patol.co.uk

Embedded Proprietary Chipset



The Wisenet 5 chipset incorporated into the X series cameras is the most important component to date developed by Hanwha Techwin’s core technologies. Lee Man-Seob, President and CEO of the Hanwha Techwin Security Business Group said, “The Wisenet X series is our first product range to use this single chip solution. As a result, our new 5 megapixel and 2 megapixel camera lineups will not only deliver exceptionally sharp images but also provide much faster image processing and upgraded functions.” The series offers 150dB WDR, image stabilization using gyro sensors and razor sharp images with improved low-light performance. A variety of on-board analytics are available.

www.wisenetx.com

Optimized Tiled LCD Video Walls

Barco has announced the Over View HVD5521 super-narrow bezel tiled LCD video wall. Designed for use in control rooms, the HVD has a screen diagonal of 55” and a brightness of 700 cd/m². Its extremely narrow total bezel width of only 1.8 mm (measured between screens) enhances the visual consistency of the video wall, making it better suited for content that spans multiple displays. The company’s Sense X calibration system automatically adjusts color and brightness based on integrated color sensors. This balances the video wall at all times, eliminating the need for expensive and time-consuming manual calibration.

www.barco.com



The Latitude VMS helps Peel Ports with its security needs

CRITICAL INFRASTRUCTURE PROTECTION

Ahoy There!

Peel Ports Great Yarmouth Opts for Video Surveillance over IP

Peel Ports Great Yarmouth is a modern, multi-purpose port in Norfolk, UK. The port has a new, deep-water outer harbor as well as an established river port. Being a major hub into the East Anglian mainland, any disruptive event can have a massive impact on operations in the area. The port operators therefore decided to have a comprehensive security monitoring solution put in place to safeguard cargo, the infrastructure and people. Flir's network-based Latitude VMS Video Management Solution (VMS) was chosen for the job.

Peel Ports Great Yarmouth is strategically located to serve the oil and gas fields of the southern North Sea and the existing and planned offshore wind development off the UK's East Coast. The port has a long tradition as a general and project cargo port that handles a wide range of cargo such as aggregates, cement, grain, fertilizers, forest products, dry and liquid bulks, pipeline and onshore wind farm equipment.

The port authorities needed a surveillance monitoring solution for both the old and new Peel Port areas to protect vulnerable areas such as entries, exits, jetty areas, storage locations and the loading areas. They also wanted to monitor the waterways efficiently and ensure a quick and effective response in case of emergencies. Another challenge was to make use of the existing network infrastructure for integration of the port's current

analog cameras. All camera video streams needed to be fed into a central control room, and further scaling of the camera network within the town of Great Yarmouth needed to be possible.

Future-proof Video Surveillance Over IP

Peel Ports Great Yarmouth turned to Check Your Security Ltd., a Norfolk-based IP security systems integrator, for the design and implementation of



The Flir solution enables Peel Ports Great Yarmouth to ensure 24/7 security of the port

a comprehensive video surveillance system. The Company offers its customers many types of security solutions, based on discussions and a site survey to ensure that customers have a flexible and scalable solution that not only meet today's goals, but also can expand as and when required.

The company opted for Flir's Latitude Video Management System (VMS), which provides forensic-quality imaging and user-friendly operation through dedicated, web-based and mobile client software. The video surveillance solution includes a range of hardware components, such as Flir's Quasar Quad HD cameras and older analog cameras coupled with Flir video encoders, offering Peel Ports many options to efficiently secure the harbor area.

"The task Check Your Security faced was to provide a fully integrated and comprehensive video surveillance system in a harsh coastal port environment," said Richard Musgrove, Harbor Master at Peel Ports Great Yarmouth. "They offered

a solution that met our challenging operational requirements with a robust, reliable and scalable system suitable for today and for the harbor's future growth."

VMS and Cameras

Flir Latitude is a powerful, versatile and network-based VMS designed for organizations of all sizes. It allows the control room operators to view, playback, search and export their video streams. The Quasar camera line includes Quad HD resolution and sWDR bullet cameras that combine advanced shutter technology with a high megapixel count. These deliver evidentiary-class video quality under the toughest lighting conditions. They provide 76% more detail than HD1080, and the same forensic zoom as legacy 5MP cameras, utilizing broadcast, motion-processing based architecture.

With the installation of the VMS and camera systems, the safety of the staff and the general public, as well as the operational efficiency of the

harbor, has significantly improved. The camera systems include both visual and thermal imaging technologies, guaranteeing detection in any environment during all operation times. Check Your Security was able to maintain the existing network infrastructure through the addition of a wireless mesh and a fiber backbone. The newly deployed system features centralized processing, with a flexible and scalable architecture. The port operators can now ensure 24/7 security, even in remote areas such as the Old Bridge and Outer Harbor.

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

Security Products

Expanded IP Camera Portfolio

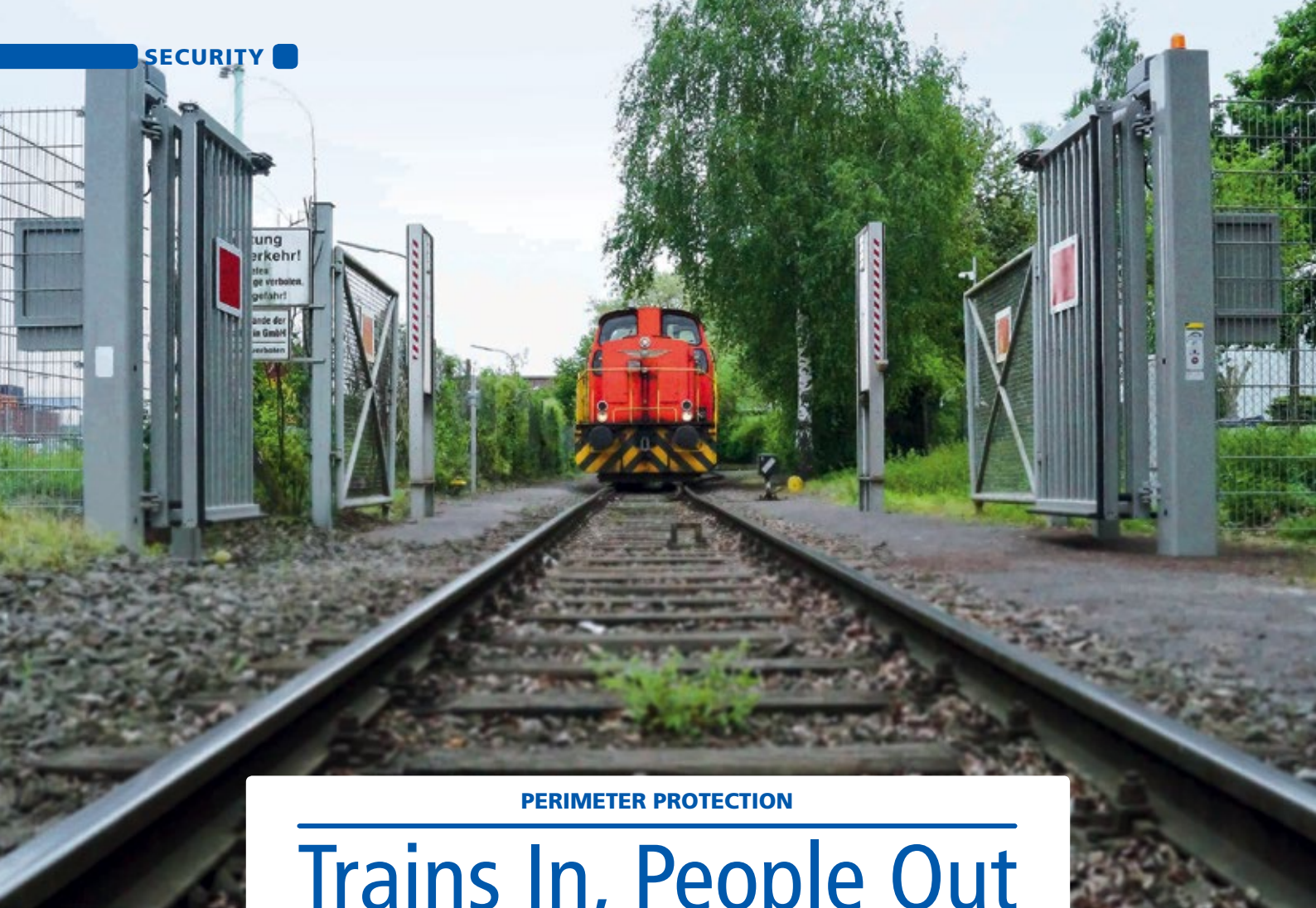
Tyco Security Products, part of Johnson Controls, has added a 2MP PTZ and a 12MP Fisheye camera to its Illustra IP camera portfolio. The Illustra Flex 2MP PTZ has a 20x optical zoom with continuous auto-focus plus 10X digital zoom, providing effective video surveillance over long distances. Both indoor and outdoor models can be powered through PoE and have an IK10 vandal resistance rating. The Illustra Pro 12MP Fisheye can be mounted on a wall or ceiling to provide views of a large area of interest in an orientation of fisheye 360° or panoramic 180°. Low-light situations and other challenging lighting conditions are easily handled by the true day/night camera, which includes built-in IR and WDR. Its IK10 vandal resistance and IP66 outdoor ratings make it suitable for harsh conditions. www.illustracameras.com



Enhanced Website

Apollo Fire Detectors has launched an enhanced website with state-of-the-art photography and design to visualize the latest in their fire detection technology. The website highlights applications where Apollo products are installed and showcases some case studies. The new resource has extensive features including live-update product information and vastly improved search functionality. In addition, the website is even more responsive and suitable for viewing on mobile devices. The product information sections have been enriched to offer detailed information on every Apollo product range in one place, including technical specifications previously only listed within the product literature. A comparison tool makes it easier for visitors to find the best product for any application. Apollo Partners and Customers can access their own portal through the website where they will be able to create project lists and save lists of Apollo products for quoting. Users will also have access to digital assets, such as logos and unlocked literature. www.apollo-fire.co.uk





PERIMETER PROTECTION

Trains In, People Out

Thyssen Krupp Rasselstein Relies on a PPG Railway Solution

Thyssen Krupp provides its packaging steel customers with continuous and optimised logistics solutions, which include the selection of appropriate modes of transport for international customs clearance and, among others, flow or trailing processing. At the beginning of June 2015, the company was looking for a railway-compliant gate solution to secure a rail entrance to the factory that could meet their requirements.

Thyssen Krupp Rasselstein in the south-west of Germany is a subsidiary of Thyssen Krupp Steel Europe and Germany's only tinplate manufacturer. As one of the three largest packaging manufacturers in Europe with around 2,400 employees, the company supplies goods and services to approximately 400 customers in 80 countries. Founded as a small ironworks more than 250 years ago, the company today produces tinned and special chromium-coated steel for a variety of packaging solutions, such as for food and aerosol cans, at the world's largest production facility for packaging steel. The traffic-favorable position of the plant next to the Rhine with adjoining port, railway terminal and truck shipping facilities allows quick worldwide delivery of the products.

The gate shouldn't require reversing space and had to offer very high opening and closing speeds

around incoming and outgoing trains. The gate was also required to be linked to the on-site axle counter system to ensure safe holding of the gate leaves in the open position. The ideal gate system was finally found in the portfolio of Wego, the project sales department of Perimeter Protection Germany. After extensive consultation by Wego



The gate needs no ground lock in the closed state

sales representative Helmut Napp and a visit to a similar solution in the region, the choice fell on the innovative Entraquick II quick-folding gate.

The TÜV type-tested, fully cantilevered Entra Quick offers full-height perimeter protection when closed and unobstructed security for each entry or exit due to its trackless design. Its extremely high speed allows quick closing after each train

passage. Entraquick has a solid bar infill and ingenious lever kinematics that make it particularly stable so it doesn't require an additional floor lock in the closed position. The gate leaves also fold open inwards towards the secure site and no run-back area is required, which met the customer's requirements for this installation. The Entra Quick was equipped with two additional locking points and a control extension for the connection of the axle counter system.

Helmut Napp comments: "The constructive and electrical integration as well as the linking of the axle-counter system to our WE-Tronic II universal control was initially quite tricky and required continuous communication between the manufacturer of the axle counter, our partner Zaun Stoffel, the end customer and ourselves. And now the Entraquick II is in everyday operation – Thyssen Krupp has already requested four more quick-folding gates."

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Enhanced Integration of Building Management System

The co-operation between Bosch and Milestone Systems has been further expanded. Building on the already strong base of the complete video integration between Bosch and Milestone, the partnership now covers all Milestone Xprotect video management software (VMS) editions into the Bosch Building Integration System (BIS) software. This enables solutions that combine several building management functions on a single platform, such as alarm and security management. For example, in case of fire or intrusion the relevant video cameras will be activated automatically. An alarm coming from a detector connected to the BIS server triggers the camera covering the scene to the Xprotect client for alarm verification. The video management software from Milestone already supports the Bosch Access Professional Edition (APE). This is easy-to-use software for controlling access to small and medium-sized enterprises with high security requirements. It covers integrated alarm management, video verification, door handling and event viewing from one user interface.



www.boschsecurity.com

ID Solutions at Mobile World Congress 2017

At the Mobile World Congress (MWC, 27 February to 2 March 2017) in Barcelona, Giesecke and Devrient will present a comprehensive portfolio of innovative identity management solutions to meet the challenges of securely managing an increasing number of connected digital devices. In Hall 7, at booth 7A41, G&D will demonstrate products, solutions and technologies enabling seamless identity management. The applications range from digital banking for financial institutions, security concepts for connected cars and scalable IoT security for enterprises or OEMs to flexible connectivity management for mobile network operators (MNOs) on their way to 5G. Among the solutions being presented are eSIM Management for consumer devices and M2M applications; a video ident solution for secure service authentication, payments, digital signatures and online contract handling; digital banking services for convenient and secure Mobile Payment as well as automotive, industrial and IoT solutions for enterprises and OEMs. G&D looks forward to seeing you in Barcelona!

www.gi-de.de

New Screening Vehicle: Prevention Against Terror

The global threat of terrorism means that the challenge of protecting critical infrastructure and public events such as Oktoberfest, Carnival, Christmas markets or sporting events is becoming increasingly difficult for security forces. Some German security companies have come together and developed a Mobile Screening Solutions (MSS) vehicle filled with security solutions. It is a mobile checkpoint and prevention tool, based on a Mercedes-Benz Sprinter, and carries innovative detection and screening equipment, including metal and liquid explosive detectors. People and baggage are scanned in the vehicle through walk-through slots and it can also be connected to mobile scanners outside. All activities are visualized using video security solutions delivered by Geutebrück. Using video analysis, suspicious persons and situations can be identified and alarms triggered. "The participation of Geutebrück is important for the MSS project. We can integrate powerful video and alarm management solutions for the first time," explains Steffen Heinicke, Managing Director of Hartmann Spezialkarosserien. The vehicle becomes a flexible expansion of building or event security and provides an additional just-in-time resource, even at airports if necessary. The vehicle will be presented to the public for the first time at IDEX in Abu Dhabi 19-23 February. Consortium members offering SIOS.ONE (Smart Integrated Object Security) include: Daimler, Hartmann Spezialkarosserien, unival group, Geutebrück, Bruker Detection, XRIS, THIEM Security Solutions, CProjekt, Elettronica and the Austrian Institute of Technology AIT.

www.geutebrueck.com

FFE: The Latest in Smoke and Flame Detection for Intersec



Fire safety company FFE brought its Fireray wide-area smoke detection and Talentum flame detection technology to Intersec in Dubai in January 2017. Visitors could also see Talentum flame detectors, one of the fastest fire detection systems in the world. Talentum flame detectors are built with FFE Broadpectrum technology, which recognises a broad range of infra-red radiation from flames of any fuel source, through smoke, steam, dust and glass. They provide excellent protection for waste recycling sites where a mixture of materials can burn. High value equipment exposed to flammable environments, such as aircraft in hangars and hazardous chemical process equipment are also safer when protected by Talentum's fast flame detection. ATEX approved, explosion proof and intrinsically safe models are available.

www.ffeuk.com

OnSSI: Enhanced Ocularis VMS Platform at Intersec 2017

With its enhanced feature set and functionalities, OnSSI's Ocularis 5 Video Management Software (VMS) continues to break new ground for mainstream surveillance and emerging business intelligence applications. Visitors at Intersec 2017 could engage in live demonstrations of the latest Ocularis platform to discover the innovative capabilities, maximum stability, robust security, and new technology integrations Ocularis delivers. Ocularis 5 is an intelligent, highly scalable VMS platform that simplifies workloads and system management. It provides the highest levels of network and video security with features including a scrambled recorded video database to protect the integrity of recorded video and the ability to record directly to a NAS anywhere on the network. There is no need to register camera licenses and MAC addresses with Ocularis. Unique to Ocularis, Critical Camera Failover ensures continuous sight by switching to a failover camera in as little as two seconds. Ocularis 5 also allows for multiple different recorders to be combined under the same Base (including legacy Ocularis 4.X recorders) with centralized user and event management.

www.onssi.com

Sales Channel Restructuring

Paxton Access, the manufacturer of IP access control and door entry solutions, has announced a plan that will see the company grow significantly in 2017. The company aims to strengthen its direct relationship with dealers and plans to significantly grow its field sales and support teams. Paxton recognizes that the dealer network plays an integral role in the company's growth within the US market. Therefore, to strengthen its direct relationship with dealers, the company is more than doubling the number of Regional Sales Managers and splitting the USA into 10 distinct sales regions. The team, based at the company's office in Greenville, South Carolina will grow from five to 10, meaning calls from dealers will be answered by a fully-trained technician Monday to Friday from 8am-8pm EST. The company has enjoyed a mutually beneficial business relationship with Manufacturer Representatives since launching in the US security market eight years ago. However, Paxton believes that by working directly with dealers, it will enable them to provide the best level of service support and product information to its customers. It is for these reasons that, as part of the sales restructure, they will be discontinuing the relationship with Manufacturer Representatives in the US as from May 2017. In addition to its established Net2 access control system, video door entry and wireless locksets, the company launched a cloud-based access control system - Paxton BLU - in October 2016. This offers a flexible approach to site security as it can be configured without a local server and is therefore ideal for remote or unmanned sites where previously access control was not an option.

www.paxton-access.com

High rack storage of hazardous materials demands special fire prevention techniques



FIRE PROTECTION

Very Important Materials

Active Fire Protection in Hazardous Materials Warehouses

Safety poses major challenges for both operators and fire protection officers in hazardous materials warehouses. The stored goods are combustible, moderately or highly inflammable, or perhaps even capable of spontaneous ignition. They often have fire or explosion-conductive characteristics as well. And materials may react strongly to their own combustion residues, resulting in poisonous by-products or gases. Fire prevention concepts based on reducing hazard potential from the beginning have proven effective at keeping these dangers at bay.

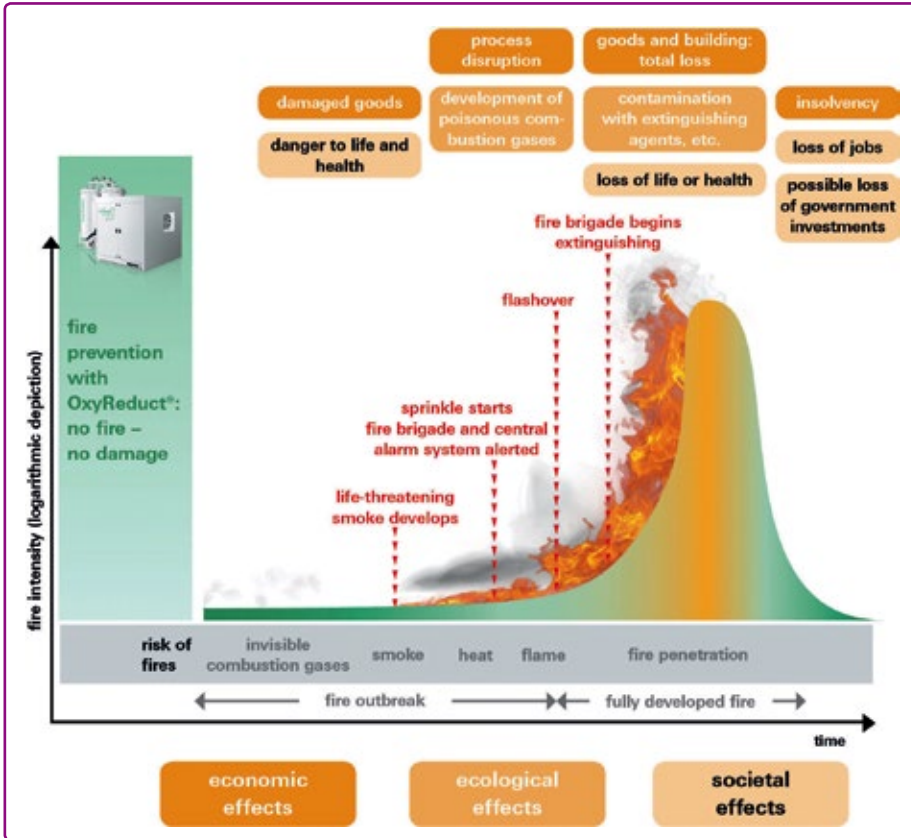
When it comes to systematic fire prevention, the goals are clear: protecting humans, animals, health and the environment. Business-related concerns are important as well, such as protecting the stored goods against loss, preventing damage to the warehouse itself (including its investment-intensive automation systems) and, above all, maintaining normal business operations and thus ensuring the company's continued delivery capabilities. Disruptions to operating processes should occur neither due to false alarms nor as a result of fire suppression scenarios involving time-consuming, expensive cleaning and disposal work.

No Conventional Approach

BASF Coatings AG had to keep all of these factors in mind when comparing different fire prevention systems for the new distribution centers at their Münster-Hiltrup location. The global chemicals corporation's high rack storage facilities were



▲ Piping delivers nitrogen exactly where it is needed to maintain a fire-suppressant atmosphere



The earlier combustion is suppressed through active measures, the better

to house innovative, high-value lacquers for industrial and automotive applications, so water and foam-based extinguishing systems were out of the question: even if the fires were successfully suppressed, the lacquers would be rendered unfit for sale. Another potential drawback would have been the need to install retaining structures to collect the contaminated extinguishing water, which would then need to be handled as toxic waste for disposal purposes. An automatic CO₂ extinguishing system would have required them

to keep an enormous amount of carbon dioxide on hand, enough to flood the warehouse's 165,000 m³ of storage volume with CO₂ in fire-suppressive concentrations. And, ultimately, they considered the inert gas' harmful effects on human health that was incompatible with company policy.

Redundant Fire Suppression

One central aspect of BASF's security concept is to ensure that the lacquers – which are classified

as hazardous materials – do not represent a fire danger, which meant they had to ensure there was no way a fire could break out. This is why, based on their goals of preventing explosions, maintaining business operations, preserving human health, and protecting the environment, BASF decided to employ active fire prevention by means of oxygen reduction.

"We were faced with a difficult task that we could not accomplish using conventional safety and security technology," said Dr. Peter Bachhausen, Head of Safety and Environmental Protection at BASF Coatings AG. "We needed a different trick: oxygen levels in the new warehouse will be permanently lowered to 13% volume, because fires cannot develop in places where there is not enough oxygen. Our plant fire department conducted an extensive series of tests, trying to set fire to a test warehouse – all in vain." As an additional security measure, BASF also decided to stop using methanol, methyl acetate and methylal in their lacquers as they would have remained flammable even at oxygen concentrates below 13% volume

Active Fire Prevention

In 1994, the fire prevention specialists and system manufacturers at Wagner became the first in Germany to employ nitrogen as an extinguishing agent. When used in gas extinguishing systems, nitrogen displaces the oxygen in the protected area when a fire breaks out so as to deprive the fire of the air it needs to 'breathe'. Wagner drew upon its extensive knowledge of fire formation and suppression when developing the OxyReduct fire prevention system, a system that generates nitrogen and continually feeds it into the protected area, thus minimizing the risk of a fire breaking out in the first place. The nitrogen is introduced in a controlled manner in order to keep the oxygen level below the ignition threshold at all times, meaning that it is not physically possible for a fire to break out. ▶



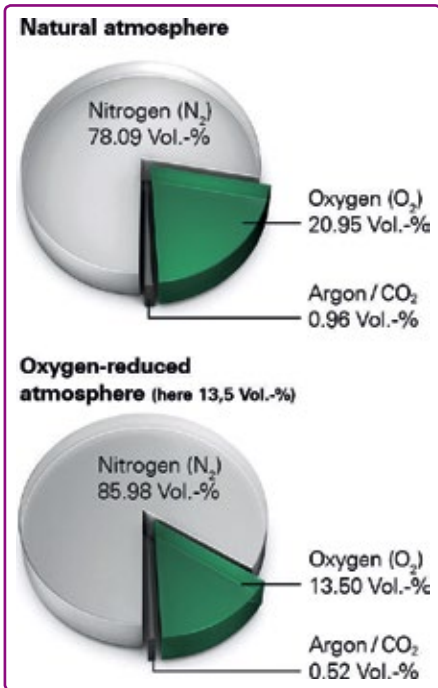
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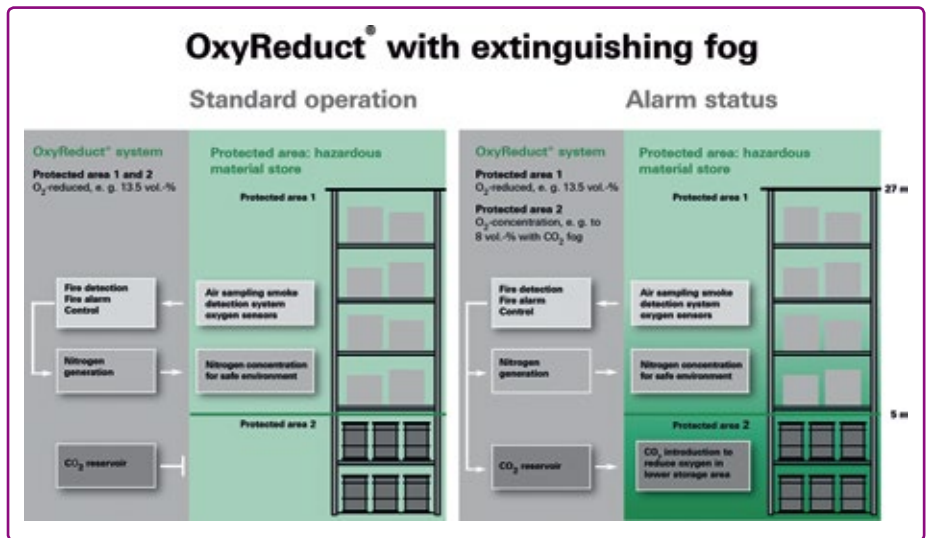
Reducing the relative percentage of oxygen in an atmosphere reduces the risk of fires even starting

Eliminating the possibility of fires also eliminates any potential for consequential damage through smoke, soot or extinguishing agents. Rather than keeping large quantities of extinguishing agents in reserve, OxyReduct generates the nitrogen it needs on site by drawing it from the ambient air. This saves space and makes the system more flexible, for instance if the building is converted or used for a different purpose.

Hazardous Materials Mix

There are a variety of safety regulations in place with regard to handling hazardous materials, such as the Technical Regulations on Flammable Liquids (TRbF) or the Technical Regulations on Hazardous Materials (TRGF). VdS guidelines regulate, among other things, the usage and storage of flammable materials in separate areas from a fire-engineering perspective. Fuchs Lubritech, a manufacturer and supplier of specialized lubricants, aimed to store a variety of hazardous materials – some with extremely low ignition thresholds – in a single high rack storage facility without physically separating them. As such, the 46,000 cubic meter high-rack warehouse in Kaiserslautern employs a combination of two different fire-protection systems.

The OxyReduct fire prevention system represents one part of the concept: continuously reducing oxygen concentration levels to 13.5% volume ensures that most of the materials cannot catch fire on their own. However, a few have ignition thresholds below this level. In order to ensure optimum fire protection for these materials as well, the company also elected to install a CO₂ extinguishing system that is controlled by an air sampling smoke detector; if a fire alarm is triggered, it floods the area with CO₂ up to a height of around



The OxyReduct system reacts immediately to detected signs of combustion according to protection zones

five meters. This lowers the oxygen concentration to 8% by volume, a level especially effective for suppressing fires. For this reason, particularly combustible and hazardous materials are only stored in the lower part of the warehouse.

Oxygen-Reduced Working Environment

As fire prevention systems based on oxygen reduction by means of nitrogen infeed appeared on the market and began increasing in popularity, the Deutsche Gesetzliche Unfallversicherung (German Statutory Accident Insurance) issued Directive BGI/GUV-I 5162, Working in Oxygen-Reduced Environments, based on a study it commissioned, experiences reported in the field and other international research efforts.

The University of Munich’s study shows that it is possible to remain in a reduced-oxygen environment without health risks, but such environments are to be classified based on the degree of oxygen reduction. In principle, oxygen concentrations as low as 17% volume are safe, and there is no need to specify time limitations on how long employees may remain within those protected areas. Persons working in environments with lower oxygen content must undergo a physical examination to ensure that they have no undetected circulatory conditions that could put them at risk. Healthy individuals can work in environments with oxygen levels as low as 13% volume without issue, provided that they adhere to the specified break schedule.

Fire Protection is Environmental Protection

Examples from the recent past have demonstrated just how dangerous a lack of active fire preven-

tion can be for both humans and the environment: In Krefelder Hafen in 2012, a fertilizer company warehouse caught fire. The entire storage facility ultimately succumbed to the flames. Although the building did have a fire detection system, by the time it was triggered the building was already burning. By the time the fire brigade arrived, the entire hall was in flames; there was nothing left to be saved. It was only with immense effort that the fire-fighting forces were able to prevent even more extensive environmental damage.

In 2013, a fire broke out in a warehouse in Ludwigshafen, and quickly spread throughout the 9,500 m² industrial park. Four thousand eight hundred tonnes of granulated Styrofoam – which is not considered highly flammable, but can accelerate combustion – fed the flames and caused extreme amounts of smoke to develop. It became necessary to evacuate the surrounding area, and hazardous soot particles in the smoke contaminated the city and the environment, even as far as 30 km away. So the best method of keeping people safe while protecting processes and the environment is to prevent fires from developing in the first place. Active fire prevention by means of oxygen reduction is one of the most effective methods of doing so.

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Bergen Flesland International Airport's new terminal will treble the airport's capacity and will include a dedicated train line connecting Flesland to Bergen city centre. The terminal building costing some 4 billion Kroner (Euro 407 m) will be scalable, with all core functions of check-in, baggage handling, storage systems, security control as well as departure and arrival halls on two separate levels. A life safety system from Kentec is being installed in the new terminal.



Controlled release of inert gases for oxygen reduction is safe for people and property and environmentally acceptable

FIRE PROTECTION

New Arrivals at New Bergen Airport

Kentec Extinguishing Control Panels Arrive at Bergen's New Airport Terminal

Norwegian company Brannsløkkesystemer was commissioned to design and install a Novac 1230 extinguishing system. This is controlled by a Kentec Syncro XT+ network comprising 11 multi-area addressable extinguishant control panels with loop powered status indicator units and using the Apollo communications protocol. Brannsløkkesystemer imports, designs and assembles automatic gas extinguishing systems for the marine and land-based market throughout Norway.

Gas extinguishing systems offer protection for people and property with balanced environmental effects. The extinguishing effect of inert gases is achieved by displacing the oxygen in the air. Assets are protected by the slow response that is typical of inert gases. In this case, nitrogen is not poisonous and is particularly well-suited for protecting highly frequented areas, while argon and carbon dioxide, which are heavier than the surrounding air, pervade the ground-level flood area quickly and thoroughly, making it more suitable for less frequented areas.

Green Gases

The extinguishing gases CO₂, nitrogen and argon are referred to as inert gases, are colorless, non-conductive and do not leave residues. They are slow to react and do not usually result in any chemical interactions with the fire or other materials. These pure gases, which are available in our

natural environment and are recommended for use in extinguishing systems, are derived largely from the air we breathe and, if released, do not adversely affect the environment. For procurement they have the advantage of being vendor neutral and are readily available worldwide.



The Kentec Syncro XT+ control panels will administer multiple detection zones and extinguishant release control units

This technology is specified in environments where system continuity is critical, and fire prevention management of the highest reliability is essential, as most fires cannot be sustained with less than 15% oxygen; a phenomenon of physics central to the development of inert gas automatic fire extinguishing systems.

In Full Control

Kentec's Syncro XT+ control panels are multi-area addressable extinguishant control panels, approved to EN12094-1, EN54-2 and EN54-4. Syncro XT+ provides addressable detection over one or two loops with 16 Zone LED Indicators and is available with up to four extinguishant release control units built in. The extinguishant control modules on the Syncro XT+ have a comprehensive set of inputs and outputs to monitor and control the extinguishing system, whether it is gas, aerosol or another type. Being configurable via a simple interface means that the panel can be programmed to meet the clients' specific requirements.

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FIRE PROTECTION

Understanding How Fire Works

Siemens Fire Lab Supports the Product Development of Fire Protection Products

As a leading international supplier of fire safety technology, Siemens Building Technologies (BT) has more than 165 years of experience in this field. During a Fire Safety Press Event at the Siemens BT headquarters in Zug, Switzerland, journalists from Europe did get an impression how state-of-the-art fire safety is based on extensive knowledge of safety requirements and innovative solutions. A visit of the test labs plus business presentations demonstrated Siemens' competence in fire safety.

Red Hot: The 500 m³ Fire Room

To develop cutting-edge fire safety products, you need to understand how fire works. To supply sophisticated, reliable and deception-proof fire detectors, BT has used a variety of fire rooms in Zug over the past decades. Because of new construction on the HQ campus, a new fire lab was placed in operation at the beginning of this year. Fire tests are conducted in a large and a small fire room under various ambient conditions in order to study the behavior of different fires and to rigorously test BT fire safety products. The core of the laboratory cluster is undoubtedly the large fire room, which boasts 500 cubic meters of usable space. But that's not all. Clustered around this fire room are a number of highly specialized laboratories where research related to individual fire criteria such as smoke, heat, gas and optics is performed. Other facilities, such as the MegaFoot lab for testing large, networked systems, complement the physical labs. The entire facility makes daily contributions to advancing BT's sophisticated fire safety products, systems and solutions.

The core of the laboratory cluster is the large fire room, a massive concrete space of impressive exterior dimensions: 12 meters long, 8 meters wide and 8 meters high, it offers 500 m³ of usable capacity. Its white-tiled walls are more reminiscent of an operating room, and it has very specific requirements. Filtered air is piped in and out, for example, so fire tests can be conducted under uniform ambient conditions. With the door closed, and depending on how the ventilation dampers are set, the room is completely sealed. "When we test a smoldering fire in the center of the room, we must be able to measure it reproducibly within a three-meter circle on the ceiling," explains Urs Schmid, the fire lab director. "Different surface temperatures would cause undesired airflows in the fire room. That is why the walls, floor and ceiling are controlled for differences of less than 0.1 °C. Embedded water lines totaling over 2,300 meters in length ensure a uniform temperature. Heat, smoke particles, combustion gases and flames should spread reproducibly without disruptive airflows in the room, and especially at the

ceiling, to allow reliable and differentiated measurement of individual phenomena. "Reproducible physical combustion phenomena are essential for the development of a fire detector's design and sensors," explains Schmid.

Manifold Reasons For Fire Tests

Tests must be fast-paced to keep up with the high demand. A completely new detector naturally requires multiple rounds of testing during its development. Even a new detection algorithm, a new sensor element or a different type of plastic for the optics chamber must be thoroughly tested. A change in supplier requires extensive testing as well. Building Technologies not only conducts qualification tests of new detectors in the fire lab, changes to existing detectors are also reviewed.

Siemens tests its new fire detectors in the large fire room according to the specifications defined in the applicable standards. A variety of materials – wood, plastics, liquids, textiles, cables and paper – are burned or smoldered in a number of different processes. These tests help with the de-



The MegaFoot lab is used to test the behavior of large, networked installations of up to 64 fire control panels



The fire room helps to study the behavior of different fires and to rigorously test BT fire safety products

velopment of the products, their design as well as the algorithms that detect and report a fire or differentiate deceptive phenomena. Not only does Siemens need to precisely detect hazards such as gas, heat, smoke and flames as early as possible over a certain period of time, but also accurately differentiate them in total and in combination as well as calculate them intelligently.

Testing Beyond the Standards

"The requirements defined in the standards are not sufficient for us," underscores Urs Schmid, "because we assume full responsibility for the quality and functionality of the products we make and sell. A standard does not assume any responsibility." Therefore, the large fire room is augmented by a smaller test room where fire tests can be carried out at starting temperatures from -30 °C to +70 °C. Only with such extreme tests, which are not required by any standard, can Siemens ensure that its detectors will function reliably and as expected at all times.

Moreover, the fire detectors are subjected to extremely rigorous types of tests. In addition to the usual long-term climate stress tests at high temperature and humidity, mechanical tests are also performed. A vibration test that shakes the detector over all three axes for a longer period of time, for example, examines how it responds and if it is able to consistently maintain proper functionality. Additionally, more severe vibration tests are conducted on detectors to be used in aircraft or on ships. Impact and shock resistance are tested in a pneumatic machine as well as using a sledgehammer.

Other highly specialized laboratories like the optics laboratory, the gas lab and the smoke and aerosol lab, each focused on an individual fire characteristic, augment the two fire rooms.

Realism is Key: The MegaFoot Test Lab

The MegaFoot lab was established to meet the requirements of major customers. It is used to test

the behavior of large, networked installations of up to 64 fire control panels, such as those used in universities, hospitals or large company campuses. These systems centrally monitor and manage fire safety in many different buildings, which are often quite far apart. The installation allows the configuration of different network topologies with up to 40,000 simulated fire detectors. This makes it possible to test the communication between the fire control panels and the management stations. Right now, for example, the MegaFoot lab is configured to test the fire safety system of a power plant, and in three weeks the same facility will simulate the security system of the metro in a large city.

"We conduct several thousand tests in our fire lab every year," explains Urs Schmid. "Many of them are specified by the numerous standards. We repeat some tests several times because the various standards (EN, UL, GB, etc.) require different test conditions. However, we do run additional tests of our own to allow us to take full responsibility for our products, as I mentioned earlier." The focus is not only on different flammable materials and detector types but also on realism. Will a fire detector be used in a tunnel, a data center or a kitchen where the chef is preparing a flambé? These scenarios produce completely different physical signals that can be reliably reproduced and verified only in real-world tests that comply with the standards. "Nothing comes closer to reality than our fire laboratories," says Schmid. "And there is no better proof than our detectors, which function as expected – robustly, reliably and immune to deceptive phenomena – day after day all over the world."

Test to Develop the Best

"We make the world a safer place" is the approach of the Siemens Fire Safety business line as Johannes Mario Kahlert, Head Fire Safety, explained during his presentation. Siemens BT offers a holistic perspective across products, solutions

and verticals and aims to deliver a complete fire safety offering from a single source. Leonhard Füsser explained that the enormous expense for the product testing leads to a huge advantage for the customers: Siemens gives a guarantee against false alarms. False alarms are a big risk to life safety due to desensitized tenants, employees and customers to the danger of a real fire. False alarms mean disruption and standstill in business administration and production due to staff evacuation, they lead to annoyed customers and possible future charging for attendance by fire and rescue services.

Another direct result of the R&D work in the test labs was presented by Leonhard Füsser, Global PLM Head Fire Safety: Siemens Silent Extinguishing Technology for Hard Disk Drives (HDDs) was developed in Zug, where many tests with different configurations proved that inert gas extinguishing systems with <110 dB at the location of the cabinet are safe for the HDD in server rooms. Several years ago the fire protection industry became aware of potential disruptions to magnetic hard disk drives and storage systems during the discharge of gas extinguishing systems. With the unique Sinorix Silent Extinguishing Technology, Siemens is now offering safe and quiet extinguishing for data centers and server rooms. The heart of the technology is the Sinorix Silent Nozzle which can prevent noise-induced disruptions to hard disk drives and entire storage systems in data centers and server rooms. The tests leading to the product were performed in a reference room which shows realistic and comparable characteristics to a data center.

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