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GIT

MAGAZINE FOR SAFETY AND SECURITY

SECURITY

EMEA



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Drones

**COVER: SALTO SYSTEMS
VISIONS FOR MOBILE ACCESS CONTROL**

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Mobile Access

How Do You Access the Building When You Go To Work?

The majority of our readers will probably still use keys, key cards or RFID chips. As a result, when you leave home to commute to work, you will probably concentrate on three things: Not to forget the keys for your home, to grab the key or key card for the office and to make sure you carry your mobile phone. This may change soon.

As you can read in our interview on page 38 with Vincent Dupart, CEO of STid, American technology research firm Gartner predicts that in three years' time, more than 20% of organizations will use smartphones instead of physical access cards. New products appear on the market and the acceptance amongst users is growing. Especially young professionals consider mobile access as something natural.

When we interviewed Marc Handels, Chief Marketing and Sales Manager of Salto Systems, he confirmed that the step from data on card to data on mobile is just a natural next step for them. He pointed out that one of the biggest advantages



of data on mobile is, that you can change the data on the fly everywhere and even bidirectionally. From my point of view this is a security aspect that often is underestimated when we discuss how secure systems are. Yes, it is important to discuss cybersecurity and the possibility that security systems are hacked, but we should not forget the hundreds of keys and key cards that are being lost and still give access to sensitive areas, because it is too expensive to change locks or it is too complicated to block access on electronic locks.

We see that mobile access and cloud technology become an essential part of projects all over the world and we recognize the mind change amongst security professionals in the industry which is reflected in several articles and product presentations in this issue.

Enjoy reading this issue!

Heiko Baumgartner
For GIT's Safety and Security team



SmartHandle Designed to impress

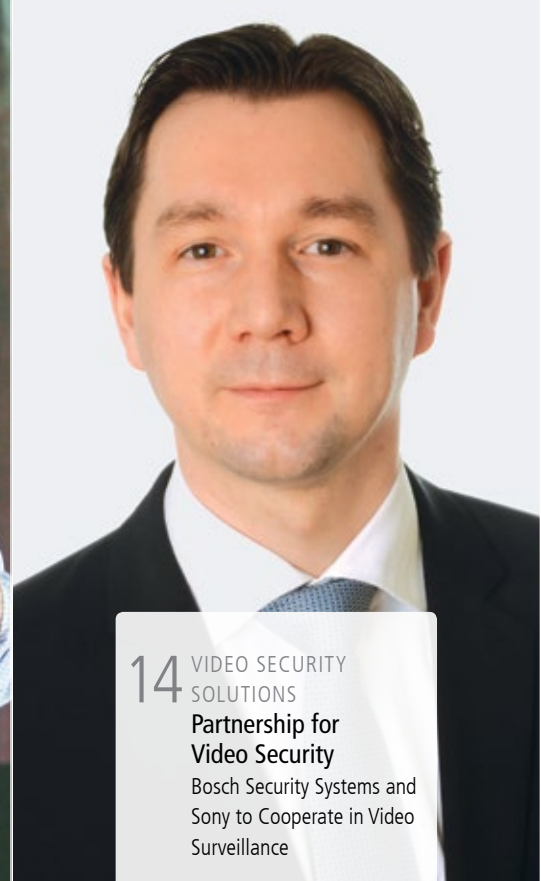
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 Tools that Make Buildings Smart to Own, Operate and Manage



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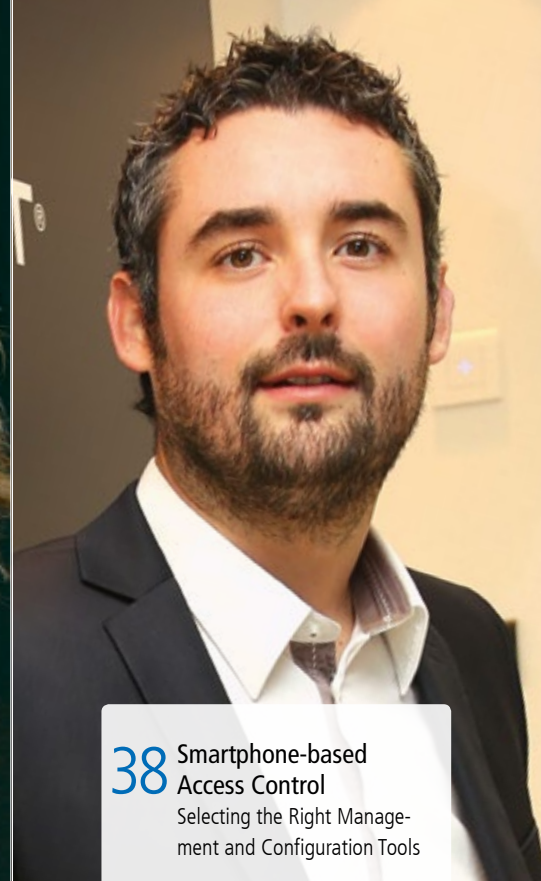
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Dormakaba Management Change

Dieter Sichelschmidt (65), COO of the Access Solutions (AS) DACH segment and Member of the Executive Committee, is retiring on 31 December 2017 after a long and successful career at the company. The Board of Directors of Dormakaba Holding AG has designated Alwin Berninger (48) as his successor. He will take up his new post on 1 January 2018 and will work at the AS DACH Segment's head office in Ennepetal, Germany. Alwin Berninger is currently Chief Executive Officer of Kuka Industries, based in Augsburg, and one of the world's prominent suppliers of automation solutions for industrial robotics and manufacturing. Berninger holds an engineering degree (FH) from Augsburg University of Applied Sciences (Germany) and an MBA from the Rotterdam School of Management of the Erasmus University (Netherlands). The Board of Directors and Executive Committee of dormakaba Group would like to take the opportunity to already thank Dieter Sichelschmidt for his long and very valuable contribution to the successful development and integration of the company.



www.dormakaba.com

Maciej Polak New EMEA Intrusion Product Marketing Manager at Tyco

Maciej Polak has been appointed the new Product Marketing Manager for Tyco Security Products Intrusion brands for the EMEA region. Maciej Polak has been appointed the new Product Marketing Manager for Tyco Security Products Intrusion brands for the EMEA region. Maciej, who holds an M.A in Administration as well as an MBA from the University of Warsaw, is a seasoned sales and marketing professional. He has worked within the electronic security industry since 2002 during which he has performed application engineering and sales roles for Tyco Security Products and Visonic in Central and Eastern Europe. Most recently he has been responsible for presentations and technical training of the Tyco Security Products' DSC, Bentele and Visonic intrusion brands.



www.tycosecurityproducts.com

Security Alert Service

Even with a 7x24 surveillance system, users still cannot be guaranteed a maximum level of security protection if the system relies heavily on human supervision. Teleeye has announced the release of their event MAX Solution.



The security alert service is especially designed for instant and efficient event management. Users are alerted immediately through mobile notifications if events are being detected. The solution integrates with the company's i-View HD, a professional video management mobile application, so users can view entire scenes of events in seconds on their mobile device. Two major concerns are that evidence is destroyed or stolen by criminals. Therefore, once an event is triggered, the event images will simultaneously be stored in an off-site event MAX server.

www.teleeye.com

New Managing Director for Idis Europe: James Min

Idis has appointed James Min to the role of Managing Director, Idis Europe. Min will be based out of the Idis UK office in Brentford, London, where he will head up the growing external and internal sales force and technical team as well as playing a key part in driving marketing and public relations initiatives across Europe, particularly in the UK. Min has a ten plus year record of accomplishment in the international security industry. Joining Idis in 2004 as a Key Account Manager, he was promoted to leader of EMEA sales and marketing in 2010, where he was responsible for developing existing original design manufacturer (ODM) partnerships and opening many new business channels across Europe. Min also played a strategic role in launching the Idis brand business and DirectIP next generation surveillance across the region. In 2014, Min was promoted again as General Manager to become responsible for developing EMEA sales, directing marketing strategy and supporting product development for the Idis Total Solution line up.



www.idisglobal.com

TDSi Expands its Distribution Partnerships

Integrated security manufacturer TDSi has expanded its distribution partnerships to reach new and growing vertical sector markets. The recent addition of Anixter grows the number of associated distribution partnerships to six, which also include Norbain, ADI, Pro-Vision, Advanced Access and Midwich. TDSi's Distribution Channel Manager, Andy Cross, commented, "Although some customers may be surprised by how many different suppliers provide our products, we only sell indirectly, so TDSi completely relies upon its channel partnerships to grow our market share and drive our success. This is even more evident as physical security systems become further integrated with all other parts of the IT and business systems networks." Each of TDSi distribution partners specializes in specific business systems or technology and has its own geographical outreach, across many different vertical market sectors. Andy added, "It would be impossible for TDSi alone to reach this many different customers, let alone offer the infrastructure to supply the many types of end user that benefit from using our systems."



www.tdsi.co.uk

Video Surveillance System for University Of Buraimi



The University of Buraimi (UOB) is a private university in the Al Buraimi Governorate in the Northern part of Oman. Opening on November 6th 2010, the University of Buraimi is committed to quality education ensuring its students will enrich the workforce of Oman and the global markets. The unique academic partnership ensures that students receive the highest possible educational and international standards. Uniview provided more than 150 cameras and several NVRs for video surveillance in the UOB, providing high resolution images and stable systems. The cameras are installed all over the campus, such as teaching building, parking area, lift, kitchen, sport ground and library. UNV cameras are able to fit in diversified sceneries. For example, cameras with 2.8mm lenses were installed in the lift to cover a wide angle area. On the other hand, for monitoring out-door open areas like sports grounds, 3 cameras were installed at one pole, to seamlessly cover every angle.

sg.uniview.com

Major Investment Facilitates Further Growth for SeeTec and OnSSI

OnSSI and SeeTec have announced the completion of a \$16-million private placement for OnSSI by Seacoast Capital, an institutional investor based in the USA focused on high quality companies. Seacoast's first investment in OnSSI will be used to leverage innovative technologies of both brands, to strengthen their sales presence and to fuel the business with BVI (Business Video Intelligence) solutions. "We have never been better positioned to support our global customers. OnSSI and SeeTec have created a dynamic business proposition by providing leading open architecture-based VMS and BVI to facilitate security and to support business processes, and now with this strategic investment by Seacoast, we are strongly positioned for accelerated growth through our core business and key initiatives," says Gadi Piran, President and CTO, OnSSI. Stephan Rasp, Managing Director of SeeTec, adds: "The IP video market is rapidly changing. For VMS companies like us it is no longer just about producing software but taking an active part as a solution specialist in increasingly complex security and business process ecosystems. The recent investment by Seacoast allows us to strengthen our unique position in the market and to grow market share as an independent provider of VMS."

www.seetec-video.com

New Partners: Genie CCTV and Midwich

Genie CCTV announces its premier partnership with Midwich, a leading Distributor of Commercial AV and Security hardware. Established in 2001, Genie has become a trusted household brand within the security industry and the technology partnership will complement the growth of Midwich's Security Division. Products like Genie's CPNI approved Virdi Biometrics will attract new potential clients for Midwich as well as expand their Biometric product offerings to their existing customer base.

www.genieccv.com

Eyevis Strengthens Sales for D-A-CH Countries

On 1st May 2017 Michael Reichart took over the management of the eyevis sales team for the German-speaking area. Wolfgang Schön, CEO of Eyevis, said: "With Michael Reichart, we have found the ideal person for this position. He brings just the right mix of passion and experience for sales and technical expertise". Reichart had already been involved in sales and project planning for Eyevis since 2013. As a former planner, he knows the specifics of the various markets from control rooms to broadcast, VR and simulation to presentation and information. "From my time as a project manager, I know which of our products fits into which application area and customer," says Reichart.

www.eyevis.de

Hanwha Techwin Awarded Cyber Essentials Certification

Hanwha Techwin Europe has been certified as compliant with the UK Government backed Cyber Essentials scheme. Conducted by the Department for Business, Energy and Industrial Strategy, the industry-supported scheme is designed to help organizations protect themselves against common cyber-attacks. The certificate verifies that it has procedures in place to minimize the threat of an attack on the IT infrastructure at the company's headquarters, and extends to cover laptops used by field-based employees. Bob Hwang, Managing Director, said "Beyond the scope of the Cyber Essentials scheme, we remain vigilant to ensure our Wisenet cameras, recording devices and software entrusted to protect property, people and assets are equipped to minimize the threat from cyber-attacks. We have a sustained testing and monitoring program designed to identify evolving new threats to the integrity of our solutions."

www.hanwha-security.eu



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From Europe to Asia in Fifteen Minutes

Bosch is helping to keep the Eurasia tunnel safe and secure for a fast traffic flow. Thanks to the new tunnel in Istanbul, the time of travel can be shortened from up to 110 minutes to less than 15 minutes, at nearly 107 meters under sea level, connecting the European with the Asian part of Istanbul. Bosch is providing a comprehensive safety and security solution consisting of a video surveillance system, a fire alarm system and an access control system. All systems are managed by Bosch's Building Integration System and are open to third-party integration. The flow of 120,000 vehicles per day basis passing through the tunnel is analyzed 24/7 by an Automatic Incident Detection System based on cameras. The access control system monitors the tunnel at more than 40 points over its five kilometers length while the Bosch 5000 series modular fire panel with 5,500 peripheral detectors, sounders and strobes as well as manual call points helps to detect fire fast.



www.boschsecurity.com

Scott Ermeti New President of International Business at Peli

Peli Products has promoted Scott Ermeti to President of International Business. Over the course of 20+ years, Scott worked his way up through Pelican's ranks starting out as the National Sales Manager for their Industrial Division. Most notably, he served as Pelican's first official employee located outside the United States and he established Peli Products, the company's European headquarters in Barcelona, Spain. Under his leadership Pelican's international business has become a powerful global brand and now accounts for 30% of the company's annual revenue. Prior to Scott's promotion he was serving as Pelican's Senior Vice President of International Business. In his new position, he will report directly to Phil Gyori and have full profit and loss responsibility for Pelican's entire international business (excluding BioThermal) which includes sales, marketing, manufacturing and distribution in more than 100 countries around the globe.



www.peli.com

Wavestore Appoints Pre-sales Manager

Wavestore, the British developer of open platform and secure Linux-based Video Management Software (VMS), has appointed Jay Hoare as a Pre-Sales Manager. Jay will be working closely with Wavestore's Partners to assist in the design and deployment of major projects which would benefit from using Wavestore's VMS platform at their core. Jay has worked in the security industry for over 13 years. He served as Technical Design Authority at Capita I.T. Services and has also held sales engineering and commercial roles at Schneider Electric and Pelco. Glenn Fletcher, Sales Director at Wavestore, commented "Our goal is to make sure that we have happy customers at the end of every project with a solution that delivers exactly what they require. Jay will ensure that we continue to deliver outstanding support to our Partners with large and complex projects".



www.wavestore.com

Inter Airport Europe 2017



The 21st international exhibition for airport equipment, technology, design and services, known as inter airport Europe, will take place from 10-13 October 2017 at the Munich Trade Fair Centre in Germany. The current airport industry trend is the 'interconnected airport', in the spotlight of this year's show. Around 620 exhibitors from 43 countries have already secured their stand space three months ahead of the exhibition to present a comprehensive range of equipment, technologies, design and services from all four exhibition categories: interRamp (ground support equipment), interTerminal (technical terminal installations and services), interDATA (specialised hardware and software) and interDesign (architecture and furnishings). Visitors will also have the opportunity to test machines and other large exhibits at a spacious outdoor area. While a high level of automation and digitalization has already been achieved in some areas of international airports, IT has until now been a separate function just to support distinct processes. "The concept of the interconnected airport takes this one step further and is now influencing hardware, services and other equipment. The focus is on interconnection of all processes; passenger handling, maintenance operations, cargo management and other airfield operations", says Nicola Hamann, Managing Director of the organizers, Mack Brooks Exhibitions. "Integration of IT interfaces with airlines and service providers within the airport and, beyond that, across various airports, is the next step. The interconnected airport is the vision and opening up new potential for the airport industry. Solutions range from apps for passengers and airport employees to cloud based systems for the planning and forecasting of passenger flows". A visitor brochure has recently been published in English and German. It is available in print form or via the show website. An online newsletter "inter airport News" provides the latest information about the show and the industry with technologies and trends that will be displayed at inter airport Europe. Pre-sale of entrance tickets starts in September via the Online Ticket Shop at favorable prices. Alternatively, tickets can be purchased 'on the door' during all four exhibition days.

www.interairport.com/europe

Sureview Systems Partners with Tyco Security Products for Video Alarm Verification

Sureview Systems, a provider of central station and command center monitoring solutions, has partnered with Tyco Security Products to deploy the SureGard (SG)-System 5 with their Immix platforms. The combined solution will provide video verification capabilities as part of a single platform. The alarm receiver supports the visual verification features for DSC Power Series Neo, Tyco's wireless intrusion platform. These devices have the capability to send a visual 'clip' along with the digital alarm that, via the integration with Immix, can be instantly viewed and acted upon by a monitoring agent. "Video alarm verification is growing in importance to support reduction of false alarms," said Chris Masse, Tyco's Technical Sales Manager.

www.sureviewsystems.com

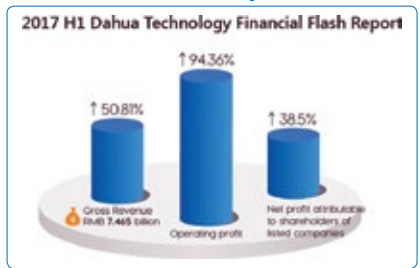
Dahua ePoE NVR Won 2017 Security Best New Product Award

Dahua ePoE NVR won the 2017 Security Best New Product Award in Australia for its impressive 800m cable transmission capability. The "2017 Security Best New Products Awards", sponsored by Sony, are a celebration of the most innovative products to hit the Australian market in the last 12 months. Products were judged on originality, impact of innovation, measurability of the benefits, and applicability to the Australian market by a panel of leading security experts including General Manager of ASIAL (Australian Security Industry Association Limited), Mr. John Fleming and Editor of Security Solutions Magazine, Mr. John Bigelow among others. Dahua's new ePoE NVR stood out from totally over 50 entries under the scrutiny of numerous demanding security expert judges. The Dahua is a 24 Channel NVR capable of transmitting over cable distances of up to 800m between the camera and NVR which is a huge increase in distance when compared to the current 100m limitation that traditional IP networks have. www.dahuasecurity.com



Dahua Technology 2017 Financial Flash Report

Dahua announced its unaudited financial flash report for the first half of 2017. During the first half of 2017, Dahua achieved a gross revenue of RMB 7,464,664,934.38, (USD: 1.11billion), presenting a year-on-year increase of 50.81%. Operating profit reached RMB 1,117,215,103.68 (USD: 165.63million), a year-on-year increase of 94.36%. Net profit attributable to shareholders of listed companies reached RMB 983,001,211.23 (USD: 145.73million), increasing 38.50% year on year. Centered on the company's core technology with continued expansions into R&D investment and improved video surveillance solutions, Dahua actively explores and adapts to main industry development trends, continually expanding in the market, thus achieving sustained and steady growth performance. During the reporting period, total company assets increased by 10.62% and net assets increased by 10.12%, mainly due to the increase in the scale of operations and rising profits.



www.dahuasecurity.com



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perimeter-protection.de/visitors

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BSIA Forges Closer American Links Ahead of Brexit

The British Security Industry Association and its American equivalent, the Security Industry Association (SIA), have jointly signed a memorandum of understanding to establish the foundations of a long-term working relationship in anticipation of closer trade links between the two countries following Brexit and the election of President Trump. Signed by the Chief Executives of both Associations at London's historic Benjamin Franklin House as part of the SIA's visit to London last month, the MOU formalises both parties' agreement to 'work collaboratively in the interests of the UK security industry and the US security industry, where to do so would have a measurable beneficial effect on both nations' security industries'. The MOU signing was part of a week-long visit by the SIA's Chief Executive, Don Erickson, and its Director of Government Relations, Jake Parker, which saw them also attend the BSIA's Annual Luncheon to forge connections with key UK security providers, addressing them on the new opportunities brought about by recent political changes in both countries, particularly the beginning of Brexit negotiations in the UK and the election of President Trump. www.bsia.co.uk

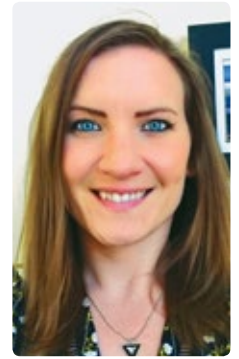
Uhlmann & Zacher start Construction Work for Head Office

The construction work of the annexe to the main building of Uhlmann & Zacher has started at their head office in Waldbüttelbrunn. Accompanied by the Managing Directors Martin Uhlmann and Dr. Marc Zacher, the Head of the Research & Development department, Carl H. Scheuermann, and the first Mayor of Waldbüttelbrunn, Klaus Schmidt turned the first sod. At the beginning of 2017, the number of locking units sold by the company reached the half million mark. Considering the continuous growth of Uhlmann & Zacher, the annexe to the existing building shall provide more development possibilities for the company. In addition to a modern high-bay warehouse, there will be more office spaces and production and storage areas spread across two floors. As planned, the annexe should be ready by the end of this year. www.uundz.de



TDSi Appoints New Marketing Manager

TDSi announces the appointment of its new Marketing Manager, Francesca Meyrick. As well as heading up TDSi's marketing division, Francesca will be working closely with the company's distribution and installation partners to support and enhance growth strategies, both in the UK and internationally. Francesca's appointment is a key one for TDSi, as Managing Director John Davies commented, "We are excited to welcome Francesca to the TDSi team. Marketing is one of the most important functions within our business, as it extends beyond our direct branding and encompasses our vital network of distribution suppliers and installation partners. Our customers rely upon the right information to get the best from TDSi's products and services." www.tdsi.co.uk



Intersec Dubai Expand their Show Space

intersec

January 21 – 23, 2018

Venue plan



With two decades the show is expanding to cover 13 halls with a remarkable growth of 9% increase in space. For visitor's convenience, the Cyber Security product section has been moved to be at the centre of the exhibition floor and all Country Pavilions of the Commercial Security are compiled together in two halls to make it easier to navigate their exhibitors' stands. www.intersecexpo.com

IoT Evolution Business Impact Award for Senior Home Monitoring

Medical Guardian and Essence jointly won the 2017 IoT Evolution Business Impact Award after successfully driving business growth and displaying market leadership with the launch of the Family Guardian. Family Guardian is an in-home system offering comprehensive activity monitoring of seniors to caregivers from afar, based on Essence's IoT-based solution, Care@Home Family Home Monitoring system for seniors. The IoT Evolution Business Impact Award presented by TMC and Crossfire Media recognized a select group of companies and business leaders who have successfully leveraged IoT to solve a business issue, launch a new service, or create revenue opportunities. The Care@Home Family is part of Essence's Care@Home multi-service aging-in-place product suite that offers a seamless home monitoring experience, allowing independence for seniors and peace of mind for their loved ones. The customizable Care@Home Family allows loved ones to be kept aware of their relatives' well-being by being alerted of specific daily events. www.essence-grp.com



Sicurezza 2017: Competitiveness for Professionals and Companies as the Objective

In a period in which the security market is continuing to grow and the sector has proved itself all-important and receptive both towards internal requests and the opportunities offered by internationalisation, Sicurezza - from 15 to 17 November 2017 at Fiera Milano - has cemented its role as a means at the service of companies and operators. Opportunities for Development: 2016, according to data recently provided by Anie Sicurezza, in fact saw a 5.1% increase in turnover when compared to 2015 in Italy. A trend that has exceeded last year's growth of +4.5%, with Anti-Intrusion systems (up by 7.3%) and Video Surveillance (up almost 10%), gaining additional momentum. Public Administration, the Service Sector, Retail and Mass Market Distribution represent the main internal market sector outlets, whilst the growth in the construction industry over the last few years has contributed to strengthen the Building Automation and Fire-Prevention segments. More and more Italian manufacturers are showing interest in the international markets. www.fieramilano.it



Wama Sets Foot In The Australian Market

Wama announces the appointment of NAS Australia as its distributor in Australia and parts of the Oceania region starting July 2017. The partnership between Wama and NAS marks the beginning of a new CCTV ecosystem in the land Down



Under, bringing in video surveillance technologies and competitively priced solutions that will greatly benefit the security industry and end users in the market. "Entering the Australian market is certainly a significant step towards achieving our goal of becoming a global brand. NAS Australia has many years of experience in the industry and we share the same vision of delivering high quality products and excellent services to the market. I am confident that our cooperation will bring many new opportunities to the WAMA ecosystem," said Dr. Wallace Ma, Chief Executive Officer of Wama Technology Ltd.

www.wamatech.com

Highways England to Deploy Standards-based CCTV System

Onvif announced that Highways England has adopted an Onvif-centric open standards approach to video technology for the continued expansion and management of its national highway CCTV and traffic system. The use of an open, standards-based CCTV system allows the national transport organisation to support existing CCTV cameras while providing a pathway for adding new, ONVIF Profile S conformant cameras from a variety of different vendors to the system. Highways England sought a standards-based approach for its CCTV and traffic system, which oversees motorways and major roads in England, in order to maximise the value of its bespoke CCTV cameras and to help keep tax payer-funded expenditures as low as possible. In addition to enabling continued control of existing CCTV assets and an incremental migration from legacy analog to IP, a standards-based approach offers Highways England the ability to use new innovative CCTV technology as it appears in the general market. As part of the Onvif-centric, open standards approach, Highways England will specify that any new cameras added to the CCTV system must be conformant to Onvif Profile S, whilst recording shall conform to Onvif Profile G.

www.onvif.org

Avigilon Protects Schools District Wide with Advanced Self-Learning Video Analytics

Avigilon Corporation announced it has been selected by Fulton County School System ("Fulton"), in Atlanta, Georgia, United States, to enhance safety for over 100 schools. Fulton is the fourth largest school district in Georgia. Its mission is to provide a safe and secure environment for its over 96,000 students and more than 12,000 full-time employees. To help enhance safety, Fulton has installed a full Avigilon surveillance solution that includes Avigilon cameras with self-learning video analytics, Avigilon network video recorders, and Avigilon Control Center (ACC) video management software with Avigilon Appearance Search technology. Fulton is also deploying Avigilon Access Control Manager to secure physical access points, providing an integrated security solution for the district. Avigilon Appearance Search video analytics technology uses a sophisticated deep learning artificial intelligence (AI) search engine to sort through hours of footage with ease. This technology allows Fulton's operators to click on a button and search for all instances of a person or vehicle across all cameras on a site, quickly and efficiently. This can save Fulton time and effort during critical investigations as Avigilon Appearance Search technology intelligently analyzes video data, helping to track a person's or vehicle's route and identify previous and last-known locations.

www.avigilon.com

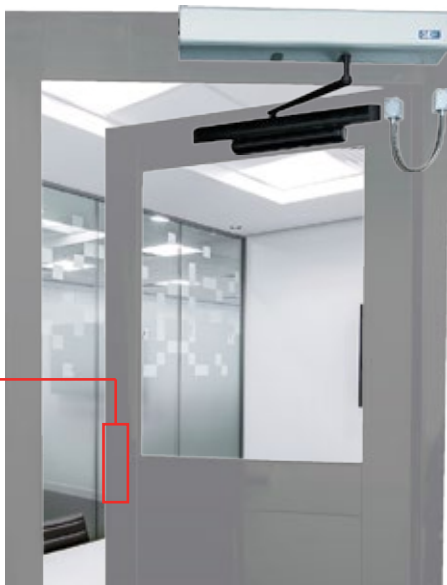
Lenel Factory Certification for FST Biometrics

FST Biometrics announced that it has received Lenel factory certification under the Lenel OpenAccess Alliance Program (OAAP). FST Biometrics' Imid (In Motion Identification) Access Version 3.6 was certified to work with the OnGuard access control system versions 7.0, 7.1, 7.2, and 7.3, providing a seamless interface between their databases and swift identification of authorized users through FST's unique fusion of biometric technologies. "FST Biometrics has completed required factory testing at Lenel to validate the functionality of its interface to OnGuard. Imid Access 3.6 offers users the benefit of not needing to slow down or stop in order to be identified; instead users can walk through access points and be identified quickly and accurately for efficient, secure access," said Zach Roth, Oaap Director of Strategic Alliances, Lenel. "We look forward to their continued involvement in the Lenel OpenAccess Alliance Program."

www.fstbm.com

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E3AK4

E3AK1

Euralarm Annual Report 2016–2017

Euralarm has published its Annual Report 2016-2017. The report underlines the impact of the association on the future of standardisation, electronic fire safety, security and associated services. The Euralarm Annual Report 2016-2017 reflects on the benefits that were drawn from building up a new organisation in the year before: a new, motivated team in Brussels gave more time for intensifying contacts with Euralarm Members and further improve the associations' representativeness through new Members. One of the main focuses of the Euralarm Annual Report is a major initiative shaping the standardisation system for the future and bringing now together over 100 stakeholders: the Joint Initiative on Standardisation (JIS). Euralarm has been one of the 'early' co-signatories of this initiative, which sets out a shared vision to speed up, modernise and better prioritise standard setting by 2019. Euralarm's participation in JIS provides it with an opportunity to resolve some major issues impacting the Industry: issues with the Construction Product Regulation, the implementation of the RED Directive and standardisation process in general. Another highlight of the past year: Euralarm worked at the development, delivery and promotion of the new services standard EN 16763. The standard puts a spotlight on the requirement for staff to be suitably skilled, trained and knowledgeable.

www.euralarm.org

New Vice Presidents: Qognify Appoints Two New Executives

Qognify announced the appointment of Dan Hindman to the role of Vice President of Sales EMEA and Eran Noam to Vice President of Global Strategic Partnerships. Dan Hindman comments: "I am excited to join the Qognify team. The company has a strong presence throughout EMEA with an established and growing customer base. Together with my team and a hugely impressive solution portfolio, I look forward to expanding Qognify's market share in the region." Former Vice President of Sales EMEA, Eran Noam, has been appointed to the newly created position - Vice President of Global Strategic Partnerships. "Our extensive portfolio of next-generation video management, situation management and the very latest in real-time video analytics, is a highly attractive proposition for partners", says Eran Noam. "It enables Qognify to deliver on the increasingly demanding and complex safety, security and operational requirements of customers, while creating mutual opportunities to diversify and grow their business."

www.qognify.com



Dan Hindman



Eran Noam

New ISO Standard on Video Fire Detectors

ISO/TS 7240-29:2017, Fire detection and alarm systems – Part 29: Video fire detectors, specifies requirements, test methods and performance criteria for video fire detectors (VFD) operating in the visible spectrum, for use in fire detection and alarm systems installed in and around buildings. Isaac Papier, Convenor of ISO subcommittee ISO/TC 21/SC 3, explains: "Industrial fire detection serves two vital functions. First in preventing loss of the facility, but actually, more importantly, in providing a fast response such that operation is not interrupted resulting in severe revenue loss [...]". Until now, there has been no comprehensive international specification for video fire detectors and ISO/TS 7240-29 provides the first platform for international acceptance of a uniform specification.

iso.org/standards

HID Global Acquires Arjo Systems

HID Global announced that it has acquired Arjo Systems SAS, a provider of physical and digital identity solutions for secure government ID applications. Arjo Systems gives HID Global broader capabilities to deploy electronic identification (eID) and ePassport solutions for government programs. The acquisition brings together complementary strategies, customer bases and offerings that have strong synergies to support continued innovation for government-to-citizen ID customers. Arjo Systems boosts HID as an eID and ePassport solutions provider with complementary products and new software capabilities, one of the few proven eID/ePassport chip operating systems, integration services and market knowledge, expanding HID Global's presence in select emerging markets, as HID looks to better support government customers and integrators alike. Arjo Systems will be merged with HID Global's existing Government ID Solutions business. With approximately 100 employees overall, Arjo Systems will continue its operations in France, Italy and Hong Kong.

www.hidglobal.de

People Movement and Management Show 2018 Co-Located

Clarion Defence and Security has announced that it has joined forces with GSE Media to run a major trade event in the rapidly expanding people analytics field. The People Movement and Management Show (PMMS) will take place at London's Olympia from 6-7 March 2018 during UK Security Week, alongside the successful Security and Counter Terror Expo (SCTX). The move will help establish PMMS as the key pan-European trade show for the people analytics industry and will showcase a range of technologies alongside SCTX's 200-plus exhibitors, which cater for all areas of the security industry. Visitors will be able to discover a plethora of technological innovation in this field which will provide insights into the future of operations from mass transit, retail, passenger terminals and universities to sports stadium, shopping centers and urban events. The technologies on show will range from real time data acquisition to maximize space utilization, wayfinding, circulation efficiency, retail revenues, operational effectiveness, resilience and the securing of crowded places and ultimately visitor experience.

www.clarionevents.com

Qognify and Bosch Expand Cooperation

Qognify announced that it has expanded the integration of Bosch network video security cameras and Qognify's Situator and VisionHub, providing customers unique advanced technology and business benefits. This best-of-breed solution creates centralized management for the entire platform with direct integration of Bosch cameras to Situator (Situation Management/PSIM) and VisionHub (Video Management System). The integration enhances security management and operational benefits by leveraging situation management, video and visualization capabilities.

www.qognify.com

Hikvision launches Integration Partner Program

To extend its network of partners in the field of collaboration, integration and business development, Hikvision launched their new Integration Partner Program at IFSEC 2017. Designed to enable partners to capitalise on access to a wealth of technical and commercial resources, the Integration Partner Program features two partner levels of Integrated Partner and Premium Partner, and ensures that compatible 3rd Party solutions will enjoy strategic marketing and sales reach, through Hikvision's global communication channels. Partners joining the Integration Partner Program will benefit from a wealth of technical and commercial resources, including access to in-depth Sales & marketing, Technical support and Business development. Items such as an Integration Checker Tool, integration/application certification, SDK training, integration support, and co-marketing and event opportunities, all aim to tailor Partner expertise, skills, technological understanding and industry focus - to yield the best solutions, and drive success and profitability.

www.hikvision.com

STid Announces Technology and Distribution Partnership with Genetec

STid announced a technology integration and sales distribution partnership with Genetec. 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. STid Architect produces the latest generation of access control readers for Mifare Desfire RFID tags and smartphones with Bluetooth Smart. To implement the highest levels of security, Genetec and STid have combined Genetec Synergis Cloud Link, an intelligent PoE-enabled appliance, with the Secure Communication Protocol (SSCP) approved by Anssi, the French Network and Information Security Agency. STid was the first manufacturer to obtain Top-Level Security Certification (CSPN). Data communication is therefore secured end-to-end, from identifier to controller, using encryption and authentication methods recognized by the relevant authorities. www.stid.com

Opening of Regional Headquarters for Arecont in Dubai

Arecont Vision has announced the opening of their new Middle East, Africa, and Indian Subcontinent regional headquarters here in Dubai, United Arab Emirates. "Arecont Vision has experienced tremendous sales growth across the Middle East, Africa, and India," said Sanjit Bardhan, Vice President, Middle East, Africa, and Indian Subcontinent. "With our new facilities in Dubai, we will be able to provide even better sales and support to all of our customers across the region." The newly opened headquarters of Arecont Vision LLC (Br.) is located in the Business Park of the Dubai World Central complex in the UAE Free Trade Zone. www.arecontvision.com

ONVIF Profile A: Broader Access Control Configuration

Onvif has announced the final release of Profile A for broader access control configuration that establishes a standardized interface for access control clients and expands the configuration options of Onvif conformant access control systems. The release marks the first open specification that allows for the mixing and matching of access control devices and clients within a system, facilitating interoperability for multi-vendor projects. Onvif Profile A encompasses daily access control functions for granting and revoking employee credentials, creating and updating schedules and making changes to access control privileges within the system. Profile A deepens interoperability within the access control market by increasing functionality and system management functions at the client level, enabling the configuration of credentialing, scheduling and access privileges through the Profile A-conformant client interface. "Profile A is a significant development for the market because it provides a pathway for integrating together access control panels and hardware with management software from different manufacturers," said Per Björkdahl, Onvif Steering Committee Chair. www.onvif.org

Security Essen: Outstanding Registration Level

From new smart home security solutions via intelligent drone systems right up to innovative concepts for event security: The fair for civil security will put itself on a new footing with regard to both its contents and spaces and, from September 25 to 28, 2018, will once more offer the answers to current challenges facing the economy and the society. The fact that the structure will be oriented to the ranges offered by the exhibitors to an even greater extent in the future is going down well – strong interest is already emerging now and the first halls are almost fully booked. www.security-essen.de



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VIDEO SECURITY SOLUTIONS

Partnership for Video Security

Bosch Security Systems and Sony to Cooperate in Video Surveillance

In November 2016, Bosch Security Systems and Sony signed an agreement to work in partnership to develop innovative video surveillance products and solutions for security applications. Both companies hope to create synergies from their technological expertise in order to jointly set new benchmarks in high-resolution video capture, including in critical lighting conditions. As part of the agreed partnership, customers of Sony's video security sector in all markets – with the exception of Japan – are to be supported by the Bosch Security Systems Sales and Marketing team. At IFSEC in London, Dr. Heiko Baumgartner, from GIT SECURITY, had the opportunity to talk to Michael Hirsch, Vice President for Sony Video Security at Bosch.

GIT SECURITY: Can you tell us a little about your background?

Michael Hirsch: Of course. I'm Austrian and for a long time I worked as a management expert in strategy consultancy at Roland Berger in Munich and China, including as a Key Account Manager for Bosch. Afterwards, I worked in the Strategy department at Bosch Security Systems for five years, and during that time, I got to know many countries as well as the company's structure, gathering valuable experience in project planning within video surveillance solutions. For the last two years I have worked in Frankfurt for Bosch Service Solutions, where I was responsible for global distribution and marketing activities, and in February I took over leadership of the Sony Video Security Team.

The agreement between Bosch and Sony is intended to jointly develop video security products and solutions, and defines how Sony video products are distributed and marketed. What does the collaboration look like in practice?

Michael Hirsch: The collaboration, as agreed, kicked off on schedule on February 1st, worldwide except for China and Japan. Japan is not included

in the cooperation. In China, the collaboration only began on April 1st in agreement with Sony and the local customer. As you know, the agreement is made up of two parts: The distribution and marketing cooperation, and the technology cooperation. As part of the distribution and marketing cooperation, we have taken on around 60 Sony employees worldwide. We are the exclusive distribution partner for Sony video security products globally, with the exception of Japan. However, our role here is much more than just distribution, because we are Sony's access point to the video security market. We deliver input from the market, which is essential for new product development, straight to Sony's Development department. This work is also the connecting link to the second element of the partnership – the technology cooperation, through which we are developing new products together with Sony.

How should we imagine the development cooperation? What does the department look like and are there joint development teams?

Michael Hirsch: The intention underlying this agreement is to harness the synergies between Bosch Security Systems, as a manufacturer of smart video security solutions with its strengths

in delivering relevant images at all times, built-in video analytics, intelligent bitrate management and data security as part of the back end, and Sony, with its leading expertise in high resolution imaging combined with exceptional light sensitivity as part of the front end. We want to use these synergies right from the development stage, and this is where both companies will focus on their strengths in these areas. It is a virtual team, but the R&D teams are separate organizations. They are two separate development departments, but they both collaborate on platforms and products. We feel that this is a very modern approach to cooperation; it is an approach that is also applied within company groups or with external partners in an interconnected world.

What are the advantages in collaborating on product development, and what kind of result are you anticipating?

Michael Hirsch: It is a huge advantage that we have access to Sony's expertise in intelligent high-resolution imaging as well as superior light sensitivity, while Bosch offers its built-in video analytics at the edge as well as latest bitrate management technologies. As a result of the partnership, some products will only be available under the Bosch



Michael Hirsch,
Vice President for
Sony Video Security at Bosch ►

brand and others will only be available under the Sony brand. We are making steady progress on our developments and the first jointly developed products are expected to be launched in 2018.

How did the start of the partnership go?

Michael Hirsch: On February 1st, we went live worldwide except from in Japan, and on April 1st we launched in China. From day one, we were able to deliver products and provide customer support. It was quite a huge effort, which we managed very well. We are proud of our achievement and we could not have done it without the commitment of the entire team. In the first months since going live, we generally got very positive feedback from employees and customers. We have seen strong customer loyalty with a clear commitment to the Sony brand. We took over a large part of the Sony team and enhanced it with additional employees, especially in markets where we see huge potential. It is important to realize that this type of partnership, as formed between Bosch and Sony, is new. Yet we are already finding that our employees feel at home in an organization which is 100% focused on security. Our customers and employees see the commitment and investment put into the Sony video products and the distribution structure, and they value it.

What does the brand strategy look like? In the future, will there be further Sony and Bosch-branded video security products, and how are you differentiating between the brands?

Michael Hirsch: There will be no co-branded or dual branded products mentioning both brand names on one product. As you have already seen here at IFSEC, Sony is presenting the latest innovations, as is Bosch. There will also be a separate Sony product line, and in the future it will in fact be enhanced by jointly developed components. The distribution and marketing teams of both brands are also clearly separated to offer our customers the best possible individual support, which of course is only possible with separate product portfolios.

Can you tell us a little about the new Sony products that you are presenting at IFSEC?

Michael Hirsch: In March, we brought eight new full HD video cameras onto the market, our sixth generation (G6-R) of IP video cameras, in order to meet the growing need within video security for cameras with high-resolution image quality. All the new G6-R video cameras are characterized by

highly light-sensitive sensors, which retain colors even in dark lighting conditions. All these video cameras can be seen at IFSEC and we are also presenting our high-end devices from the 4K line. Both 4K cameras are truly impressive and achieve extremely high image quality even in the most unfavorable conditions and poorest lighting.

What is your sales structure like?

Michael Hirsch: We are divided into five regions, each with a responsible distribution manager: EMEA, North America, South America, Asia-Pacific and China. As I already said, Japan is not included. There is a central marketing department and a stand-alone website for the Sony products. Some downstream functions, such as logistics and technical support, are integrated into Bosch's structure.

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www.boschsecurity.com/sonyvideosecurity

EVENT

When Crowds are in Danger

UK Security Expo 2017 Preview: Every Aspect of Counter Terrorism

Following on from the success of the 2016 agenda, UK Security Expo will feature an extended educational offering with 9 conference programmes, 8 Technology Workshop Themes and 2 days of Live Drone and C-IED Demonstrations from 29-30 November 2017 at the Olympia Grand Hall in London. There are over 250 individual sessions and 200 speakers in total covering the entire breadth of the security and counter terror sector.

Global Counter Terrorism, Protecting Crowded Places, Major Events & Stadium Security, Critical National Infrastructure and Designing out Terrorism conferences all return for 2017. Aviation & Border Security and Maritime & Transport Security have been expanded for 2017 and Cyber Security and Counter Terrorism for Buildings and Facilities Management are both new to the conference programme and have been launched on the back of the successful workshops that ran in 2016.

Key themes to be addressed across the conference programmes include:

- Terminal Building Security, Passenger Profiling and Cockpit Security
- Convergence of Physical and Cyber Security, Social Engineering and the Insider Threat
- Securing Stadia, Crowd Management and Major Incident Response
- BIM and Security
- Counter Terrorism Planning for Facilities Management
- Lessons learnt from recent incidents including Hostile Vehicle Attacks, Suicide Bombings & Marauding Gun Attacks

- Human and Drug Trafficking, Maritime Piracy & Armed Robbery
- Evolving threats to Critical National Infrastructure
- Smart Buildings, Control Systems and the Cyber Threat

The Global Counter Terrorism conference is a high-level strategic forum featuring world renowned speakers. This paid for event will cover UK Border Security Post Brexit and Free Movement in the EU, Countering Radicalisation & Tackling Extremism, UK/Europe/NATO and Trump's America and Migration – the 'Trojan Horse' of Terrorism. All other conferences are free-to-attend.

Peter Jones, CEO, UK Security Expo comments "Over two days, the UK Security Expo conference programme covers every aspect of counter terrorism and security with over 70 hours of educational content. We are delighted to have confirmed the participation of many high-level organisations, including heads of authorities, senior government speakers, law enforcement and heads of security."

Jones continues "The extensive programme, which is all CPD accredited by The Security Institute will deliver high-level insight into the key

issues for security and counter terror, alongside practical advice, best practice insight and solutions to the challenges ahead. The conference is an integral part of the offering at UK Security Expo and we are looking forward to releasing the full agenda next month."

The RT Hon Lord West of Spithead GCB DSC PC, Chairman of UK Security Expo adds "The UK is ideally suited to being the global centre of excellence for security given our long history in counter terrorism, joint approach between government and the private sector exemplified by the new National Cyber Security Centre and the reputation our intelligence and security agencies have worldwide. UK Security Expo is the high-end security event that showcases that centre of excellence."

CONTACT

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SECURITY MANAGEMENT

Making a Difference

100 Days in Office with Fokko van der Zee

It seems like, Nedap Security Management does things differently: They give the impression that their developers sit at one desk with their customer service. And that's exactly what the Netherlands-based company strives for: Developing products right for their customers and it shows. Now, Nedap Security Management has taken on someone new in a leading role: Fokko van der Zee is the company's new Managing Director. When this was announced at IFSEC, Lisa Schneiderheinze of GIT SECURITY was pleased to shake hands with him and, after roughly 3 months in office, she had the opportunity to ask about his impressions of Nedap and the industry.

GIT SECURITY: Navy, Healthcare and now Security! That is quite a journey. Is there a common theme that ties in with your previous professional experience?

Fokko van der Zee: Yes, you could say there is an underlying theme. In all the industries I have worked in there has been a strong hi-tech element, but also the need to balance technical complexities with human involvement. And in all of my positions it has been important to have a good team spirit. I would say I am a people person with a strong predilection for technology and innovation. I suppose, subconsciously, I have always sought this mix in the positions I have chosen. This combination of hi-tech and the human factor is very much the case in my current role at Nedap. And Nedap definitely ticks the innovation box – we are constantly looking for new, more effective ways to solve challenges.

What is it about the Security Industry that caught your interest?

Fokko van der Zee: Because of my interest in the tech world, Nedap was very much on my radar – it is acknowledged as a leading technology company with a great focus on entrepreneurship and continual innovation. Being part of such an organisation really piqued my interest. Today's world is volatile, vulnerable and fast changing. We not only face physical threats but, thanks to the speed of technological change, the increasing risk of cyber-attacks. I want to contribute to solving these major concerns and make the world a more secure place to enjoy living. What drives me is being relevant to today's society and making a difference. And I believe that joining the security industry, and particularly a forward-thinking organisation like Nedap, will enable me to do that.

You have now tackled the first 100 days in office – congratulations! What is the most unexpected factor you have learned about Nedap?

”
Access control is at the heart of what we do and we have a deep understanding of authorisation models.
“

Fokko van der Zee: Lots of companies talk about valuing their people and it being people that make the difference, but this really is the case at Nedap. It is not just lip service – Nedap invests heavily in creating the best working environment possible and helping employees to develop. In fact, despite being a technology company, one of Nedap's core values is that people make the difference. Nedap's flat organisational structure is also an unusual approach, but one that is key to our success. Alongside the fostering of personal entrepreneurship and innovation, it means each person is very empowered and free to think beyond the norm. Combine that with our focus on recruiting or developing a high level of expertise and you have a very powerful team.

Based on your former experience, what do you want to change at Nedap Security Management in the future?

Fokko van der Zee: Nedap is a really unique organisation and its strength is in its difference. So it is not really that I would want to change anything, more that I would want to galvanise our strengths. Certainly, as we are living in an ever-changing world it will be important for us to remain flexible and continue to find new ways to be even more adaptive.

Nedap claims to fit customers' needs rather than offering predefined systems. Offering solutions for customers is a great message, but it is sometimes difficult to imagine what your company has to offer. Can you describe the Nedap Security Management offering in a few sentences?

Fokko van der Zee: We can imagine it is sometimes difficult to comprehend all that we do. Ac-

cess control is at the heart of what we do and we have a deep understanding of authorisation models. We offer both software and hardware to manage physical access control. Next to this, we believe a physical security system should be protected against any kind of intrusion in today's world. This is why we have developed end-to-end security, which ensures encrypted communication between card, controller and server. In overall, we have the aim to enable our Channel Partners to fulfill their customers' demands for security management systems. Our product, AEOS, is therefore highly configurable, so Channel Partners can create systems based on customers' specific needs and local regulations.

“
Nedap is a company centred on learning, and change gives us plenty of opportunity to do that. I would say we thrive on it.”

Your security management solution AEOS combines access control, video management and intrusion detection on one platform. But the market is always changing. How do you ensure that the system stays future-proof?

Fokko van der Zee: As the access control industry is constantly changing, we continuously invest in developing and improving AEOS. The openness of AEOS is important to us. We focus on developing APIs, which enables optimal connection with third party systems. By using our APIs and industry standards we increase the integration possibilities with leading technology partners. To gain in-depth know-how in related fields of access control, we

also integrate with best of breed solutions like Milestone, with whom we have partnered with for video integrations. I believe these two things, combined with AEOS's great flexibility and our constant tracking of current and forthcoming needs, will enable us to stay fit for the future.

Is the constant change in technologies a blessing or a curse and why?

Fokko van der Zee: I do not really see it as either – it is just a fact that we embrace. Nedap is a company centred on learning, and change gives us plenty of opportunity to do that. I would say we thrive on it.

Nedap claims that AEOS is more flexible and easier to use than any other security solution. Can you prove this claim and give us some examples?

Fokko van der Zee: The rest of the market uses controllers that are capable of only one thing whereas our controllers can do whatever you want them to do and you can change this whenever you want. We achieve this by separating hardware from software – we put a powerful processing capacity in each controller so the software can define its purpose.

Thank you very much!

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SECURITY MANAGEMENT

Integration and Cloud Services

Convenience for Customers and Installers

At IFSEC in London, Vanderbilt presented their latest product offering to the European market. The cloud-based solution ACT365 and the product offering from Vanderbilt that blends access control with video management drew a lot of visitors to the Vanderbilt booth. We, Dr. Heiko Baumgartner and Lisa Schneiderheinze of GIT SECURITY Magazine, talked with Kim Loy, Vanderbilt's Director of Marketing about the newest developments.





Kim Loy,
Director of Marketing at
Vanderbilt International

GIT SECURITY: After the acquisition with ACT you have merged your engineering activities in the new Dublin office. Can we assume that a lot of the new products were developed here?

Kim Loy: Yes, we have combined our engineering forces in Dublin and the product pipeline is filling up with enhancements to existing products and new products like the cloud-based ACT 365 access control and video management solution or SPC Connect that has been nominated for a GIT SECURITY AWARD.

Accessing the Cloud has reshaped intrusion solutions for installers and clients. Can you explain why?

Kim Loy: The modern tools allow installers to monitor, manage, and maintain SPC panels remotely from any location. They just log in via username and password, access the full programming function of any SPC panels or perform operations and status checks across groups of systems, instantly and remotely. Talk about transformation! This has simply cancelled the need in many cases to physically visit a site. It delivers control to the installer, thus saving time that would otherwise be spent traveling to and from site. The pay-as-you-go nature of SPC Connect means that businesses only pay for what they need. Therefore, this can significantly reduce the costs associated with purchase and installation of traditional software solutions, as well as the ongoing costs associated with maintenance and upgrades.

How does SPC Connect reduce effort for end-users?

Kim Loy: It is very user-friendly. All SPC Connect requires is a device (PC, tablet, smartphone) connected to the internet for installers to take advan-

tage of remotely monitoring and maintaining SPC systems. In addition, end-users can download the SPC Connect app free of charge from the Apple App Store or Google Play. This provides them with an interface that contributes clearer arming and status information. All of the user's interactions through SPC Connect are secured with financial grade SSL security, giving peace of mind alongside powerful control.

What about the installers? What if the original settings are no longer suitable?

Kim Loy: As an installer's business may grow and they need to add more users, rather than investing in additional in-house server capacity and software licenses, they can adjust their monthly SPC Connect subscription as required. Once again, this focus on instant access and remote management highlights SPC Connect's ability to save time and money for the installer and ultimately benefit their business long term.

Vanderbilt's systems have a great reputation in the market for enterprise solutions. It looks as if the new ACT365 is targeting the market for smaller facilities and office buildings?

Kim Loy: Yes, ACT365 targets these markets. It is a simple and clever cloud-based solution. All you need is a browser and an internet connection. ACT365 is an integrated access control and video management solution. Ease of use and convenience are key ingredients to emphasize the strength of the product and depth in the field. ACT365 simplifies the installers' job for simple and quick installations and performing maintenance tasks remotely. The result is delivering ultimate control while saving time and money. With access to all sites from one online interface, installers can get more done, more easily, and in less time. As the hardware of the system is connected directly

to the IP network, and no software needs to be installed as the hosting is effectively outsourced, it ensures that the IT headaches of creating backups, VPN's, and port forwarding are things of the past. End-users can manage their systems remotely including viewing live cameras. This remote monitoring capability makes it well-suited to multiple sectors.

Can you give us an example?

Kim Loy: For example, dealing with early morning deliveries at a retail store is an ideal example of ACT365 in its prime. From the ACT365 app on their smartphone, the store manager can identify the courier through a live video feed and then remotely open the doors of the loading bay to allow the delivery to be made. The manager can monitor all of this remotely and once the delivery is finished, they can close the loading bay door and it will automatically re-set. Another instance of ACT365's prowess can be seen at gyms or other types of membership clubs. If gym members are passing their access fobs to friends who are not members, ACT365 enables the gym manager to quickly match up access control events with relevant camera footage and email the clips to those members who are allowing their fobs to be mis-used. This is an effective way of ensuring that the practice does not continue.

How do you integrate video surveillance and access control for the high-end Vanderbilt products?

Kim Loy: We believe the blend of access control and video surveillance will make the day-to-day management of security systems more efficient as it minimises the use of different systems for different tasks by combining operations in a single interface. For ACTEnterprise we have blended access control with video management via the integration with the Eventys EX Network Video Recorders. Simple to set up and operate, Eventys NVRs offer powerful, yet inexpensive video recording of up to 16 IP cameras. ACTEnterprise allows cameras connected to an Eventys EX NVR to be associated with access control doors. Any events recorded in the access control log such as "access denied" or "door forced" can be linked with the associated footage stored on the NVR. Events on a door with a camera associated will display a camera icon which allows clicking on the camera icon to replay the footage.

Thank you for answering all our questions!

CONTACT

Vanderbilt International Ltd

Dublin, Ireland

www.vanderbiltindustries.com

EVENT

A+A 2017 Preview: It's the Individual That Counts

Increased Complexities at Work Environments



© Messe Düsseldorf GmbH / ctillmann

A lot has happened since the very first A+A, then called Trade Fair for Industrial Safety and Occupational Healthcare: 25 years ago the European Union introduced its first framework directive on industrial safety. Since then the EU has continually played a pioneering role with its high standards in protecting employees from health and safety hazards.

Since 2008 the number of fatal occupational accidents has dropped by nearly one quarter. At the same time, there has been a 10-per-cent reduction in the number of employees in the EU with at least one work-related health problem or with

a problem that has been aggravated by their work situation.

Nevertheless, there are still major challenges. The European Commission has recently committed itself to implementing further key measures. Their purpose is to adapt EU law and employment protection legislation to suit changing employment patterns and developments within society.

Most companies – and indeed throughout Europe – have long been taking positive action on the understanding that preventative healthcare and health-promoting working conditions do not just cost money, but also save considerable

amounts of cash which might be spent on accidents and illness-related absences.

From 17 to 20 October everything in Düsseldorf will revolve around a safe, secure and healthy workplace. Trade visitors from all over the world will be meeting at the Düsseldorf Exhibition Centre for A+A, comprising both an international trade fair and a convention. A+A 2017 can already warrant at this stage that it will offer the full range of the latest global trends and products in industrial safety, health promotion in the workplace and safety management at work. Around 1,900 exhibitors will be at this leading trade fair, and registrations have been received from all continents.

amounts of cash which might be spent on accidents and illness-related absences.

A+A 2017

This year, A+A will feature the entire bandwidth of products and services in personal protection and in the realisation of safe and healthy working routines. Manufacturers will give convincing demonstrations of their innovative strength, including, among other things, corporate fashion, ergonomic office furniture, protective equipment, fire protection and emergency management and corporate environmental protection. ►



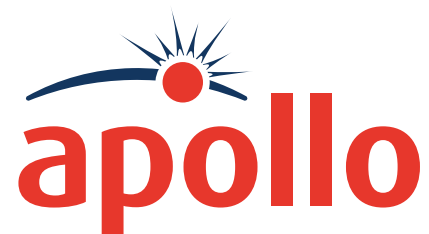
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www.apollo-fire.co.uk



apollo



Joachim Schäfer,
Managing Director at Messe Düsseldorf

Running in parallel with the A+A trade fair, the 35th International Congress on Industrial Safety and Healthcare will provide comprehensive information on today's topics and challenges in the industry. As before, it will be organised by the German Federal Association for Occupational Safety and Health (Basi), whose thematic planning is moving ahead at full speed, after receiving numerous ideas and suggestions from the industry. Again, the convention will feature over 50 series of talks, and more than 300 speakers will address current issues and outline potential solutions.

Health & Safety Meeting Point

The Health & Safety Meeting Point in Hall 10 is a special show created by the German Federal Association for Occupational Safety and Health (Basi) and its national and international partners. A wide range of promotional support organisations in health and safety will be represented here, i.e. employers' liability insurance associations, trade unions, employers' organisations, ministries, government institutions, professional and trade associations, universities and other institutions. For visitors the Meeting Point is the competence centre on all issues of occupational health and safety.

Safety & Security Trend Forum

The Safety & Security Trend Forum in Hall 11 will feature simple, readily comprehensible talks on six focal areas, giving insights into recent developments. The following key areas are currently planned:

- Avoidance of airborne dust
- Explosion safety
- Safe handling and storage of hazardous materials
- Fire protection and emergency management
- Fall protection

Fire Protection and Emergency Management

The theme park entitled Fire Protection and Emergency Management in Hall 6 will feature informative presentations and live demonstrations, showing what action can be taken to prevent accidents and large-scale disasters and how to conduct rescue operations. The German Association of Plant Fire Services (WFVD) will provide information on corporate security and fire protection, especially on

- rescue operations in a pit,
- rescue operations in a container,
- rescue operations/evacuations on a platform and
- rescue operations on scaffolding

One topic will be the definition of roles in preventative care, intervention and interface discussions within a company.

A+A Fashion Shows

Working clothes and PPE are important ways to protect wearers from accidents – but only if they are genuinely used. Wearing comfort and attractive design considerably increase acceptance among users. PPE manufacturers are therefore increasingly keen to focus on aspects of fashion. Presentations at the daily A+A Fashion Shows in Hall 11 will be both lively and appealing, showing the diversity and fashionable character of contemporary working clothes and PPE. High-quality design and safety have long ceased to be incompatible, a development which is clearly borne out by smart solutions and new materials.

Workplace Design & Corporate Health

The stage programme Workplace Design & Corporate Health in Hall 10 will concentrate on the ergonomic design of workplaces and routines in the office as well as on workplace health promotion. The main focus will be on conveying good practice, covering the criteria of people-friendly workplace design, human-to-machine interfaces, preventative healthcare and safety, demographics and cost-effectiveness. Topical issues discussed on this platform will include, for instance, age-appropriate workplace design, lighting, air conditioning and acoustics. On this stage presentations will be welcome not only from non-commercial institutions and organisations, but also from exhibitors. All talks will be given simultaneous interpreting.

Safe Rescue Operations from Heights and Depths

How are rescue operations conducted in extreme situations? This will be demonstrated in Hall 6 by our cooperation partners, the Federal Agency for Technical Relief (THW) and the German Life Saving Organisation (DLRG) at a special show entitled Safe Rescue Operations from Heights and Depths. Using a diving pool and a roofed-over climbing wall, the demonstrations will feature rescue operations of accident victims in extreme situations, both above and under water. The focus will be on methods and procedures in rescue operations as well as on the occupational safety of helpers and appropriate personal protection equipment (e.g. fall protection).

Partner Country: UK

The A+A 2017 support program also includes activities run by this year's partner country, the UK, with the aim of encouraging German-British dialogue on industrial safety. The various events will be attended by representatives of important industry associations, institutions and politics. The trade fair, the special shows, the presentations at the convention and the ILO Conference will all involve participation of the UK Health and Safety Executive (HSE), an independent expert committee which advises the UK government. The HSE acts in the public interest, aiming to minimise fatal accidents and serious work-related diseases in the UK workplace.

Traditionally, the number of exhibitors from the UK has always been the biggest at A+A: 85 UK exhibitors came in 2015, presenting their innovative products and services within a space of over 3,700 square metres.

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Amthal Styles Fire And Security Solutions For JPA Furniture

Contract Furniture specialists JPA Furniture has returned to its security roots, looking to Amthal to design, install and maintain a bespoke fire safety solution for the benefit of



its staff and visitors. JPA Furniture initially used Amthal to create a bespoke CCTV system for its head office before requesting the fire and security specialist takeover an existing intruder alarm. So impressed with the continued attention to customer detail, design, careful installation and ongoing maintenance, the award winning family firm again called Amthal back to design and install a state of the art fire safety solution. Amthal worked with JPA Furniture from the initial design process, carrying out a thorough site survey to ensure the resulting fire alarm system would accommodate the company needs, and installation was planned around working hours to minimise disruption. www.amthalsecurity.co.uk

Gloves for Everyone

Ansell, a manufacturer of protective gloves and sleeves, will be exhibiting at this year's A+A event, being held in Dusseldorf from 17-20 October. 'Keeping workers safe' is at the heart of the company's products, with their intent to help companies continually improve workers' safety and efficiency. Their product range stretches across many industries; automotive, metal fabrication, chemical, electronics, food processing and recycling, to name just a few. www.ansell.eu

Aspiration Smoke Detection from Patol at FIREX 2017

Patol returned to Firex International with Aspirating Smoke Detection (ASD) and the wide range of applications for which it is ideally suited very much the focus of attention. Exhibiting at the three day show, Patol highlighted the capabilities of the Securiton SecuriRAS range of ASD systems – developed in Switzerland and manufactured in Germany – for which Patol is the exclusive distributor in the



UK. ASD is widely employed as a fire detection technology, providing fast and early detection of smoke particles to ensure it is employed in many different environments, from warehouses, museums, IT and data centre facilities to laboratories, clean rooms and cold stores. The SecuriRAS range is EN54-20 approved to class A, B & C and provides options for effective, scalable fire monitoring of small single premises through to much larger facilities. The ASD 535 detector is the flagship model and is one of the fastest growing ASD units in the world. Available in one or two-channel options it provides high sensitivity detection for areas up to 5,760 square metres. The ASD 532 offers a compact solution for small to medium-sized applications while the ASD 531 provides a simple and convenient option for monitoring small areas. www.patol.co.uk



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FIRE STANDARDS

Qualification Is the Key

Standards Prompt Need for New Qualifications in Fire Detection and Alarms

A new standard was published earlier this year – but unlike other standards, it does not specify technical aspects such as how a fire safety product should be designed or maintained. Instead, the new standard, EN 16763 ‘Services for Fire Safety and Security Systems’ focuses purely on service delivery. It has been almost five years in the making, but the new standard explores every part of the service – from planning, through to design, to commission, installation, and handover to the client.

The standard clarifies what should be the expected level of service at each individual stage, bringing a new benchmark of quality to the fore of the fire industry. The problem is that when anyone purchases a service, it can be difficult to understand what you’re getting. Are you getting a good level of service for your money? Are you being ripped off? Do the service engineers have a good working knowledge and understanding of what they’re doing?

The objective of EN 16763 is to give that clarification. As a service provider, the competency of each individual member of staff is vital. EN 16763 clearly defines what level of education those working in the fire and security services industries should actually have, meaning that there is now a prerequisite to entry to the industry (for which there was none before). And what is that prerequisite? A formal qualification.

Although this new standard isn’t mandatory by law, it is incredibly necessary: at this moment in time, there is no way of determining the quality of service that a company currently provides prior to purchasing. This standard aims to improve the

quality of service delivery by specifying the level of competence, knowledge, and understanding of a company and the individuals employed by that company. But why would it be necessary to specify the minimum levels of service that should be expected?

The Need for Qualifications

It’s all linked to education. Education across the whole of Europe and in particular the level of education required to do the jobs that we do in the fire industry. The standard sets out the minimum level of education and experience that should be required in order to service a life safety system – something that has never been specified before. There is a real need to create a uniform achievable baseline from which everyone can work. This new standard effectively aims to quash those without the correct education and experience out of the industry in order to balance out the level of service provided by the wide range of companies in the market, bringing the level of professionalism in the industry even higher. This not only gives buyers confidence in what they are getting, it also gives

them a better idea of what level of service to expect.

In a nutshell, EN16763 lays out a Europe-wide benchmark of quality that should be expected and maintained throughout the industry. It sets out all the pre-requisites for the level of skills, knowledge, and education that should be expected. This is a real opportunity to raise the quality of services in the fire and security industries across the whole of Europe. Thankfully, the Fire Industry Association (FIA) will be launching a line of formal qualifications later this year that are a level higher than EN16763, so this is an important first step towards formalising the industry in this way. And there is a need for that at this moment – that’s why the FIA and many other industry professionals have strived to create this new standard – to set out the level of education and experience that individuals must have in order to do the jobs that they say they can do.

What Is on the New Qualifications?

The FIA, in conjunction with the new Awarding Organisation for the fire industry, the FIA AO, is go-

The Siemens logo is displayed in a bold, teal, sans-serif font. It is positioned in the upper left corner of the advertisement, set against a white rectangular background. The background of the entire advertisement is a photograph of the interior of Tettwang Castle, showing a grand staircase with a white balustrade and a large, ornate mural on the ceiling. The lighting is soft and even, highlighting the architectural details and the artwork.

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[siemens.com/firesafety-museums](https://www.siemens.com/firesafety-museums)

ing to be releasing not one, but four new formal qualifications in fire detection and alarm systems within the next couple of months.

But before we talk about the actual content of the qualifications themselves – what actually is the FIA AO? The FIA AO (Fire Industry Association Awarding Organisation) is a nationally regulated organisation that is externally quality assured by OFQUAL, QIW and CCEA specifically for the purpose of setting qualifications. The same regulators are responsible for the standards adhered to by the awarding bodies of qualifications studied through schools and colleges nationwide. Therefore, learners and business owners looking to embark on the new qualification pathway can be assured of the quality mark of the new qualifications and that the qualifications on offer are validated and properly approved with the relevant government authorised qualification bodies.

As for the qualifications themselves, the FIA AO has developed 4 qualifications each for the job roles of installer, maintainer, designer, and commissioner of fire detection and alarm systems. Each qualification is made up of 4 units, and all 4 units have to have a pass recorded against them in order to achieve the qualification.

“The first unit is a Foundation unit, which is covers the common aspects of fire safety across all four roles including legislation and guidance, technology and how they relate to each other,” explained Ian Gurling, FIA AO Manager. “Once you’ve completed the Foundation you can complete the other units in any order you want. We have a Health & Safety unit, and an Environmental unit – so in that [the Environmental unit] we’re covering the environmental impact of a fire alarm system; for example, how to transport and handle ionisation detector heads how to handle gaseous systems if you’re working on them in any way.”

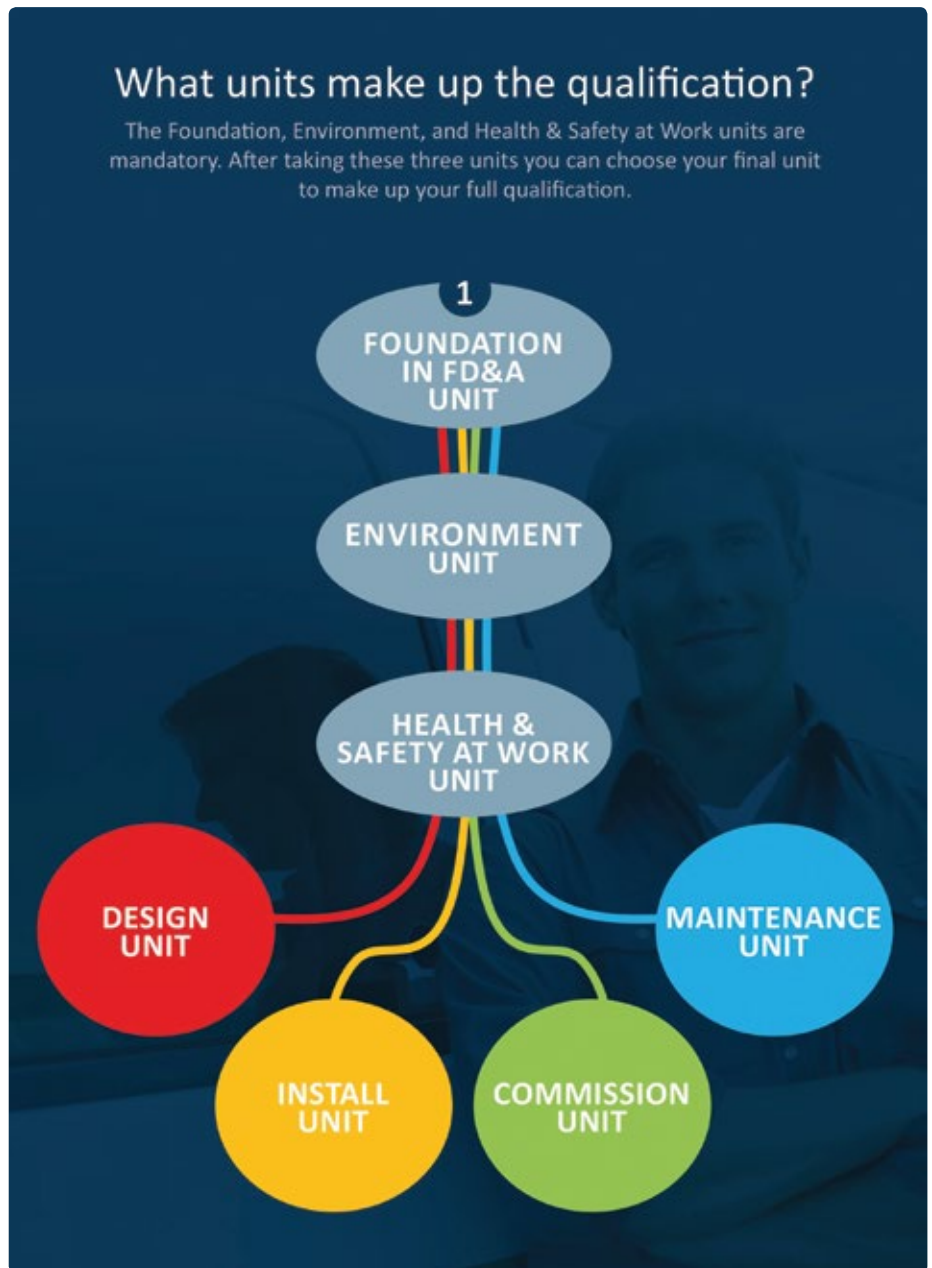
“We’ve also got the role specific advanced unit for the design, install, maintain, and commission. Once you’ve got all four units recorded as a pass, you’ve got your qualification.”

So what level of detail do the qualifications go into and what sort of technical content can we expect?

The qualifications call for an in-depth technical knowledge, so it’s not just a simple matter of knowing the standards – technicians will have to be able to apply that knowledge. The qualifications also explore many other areas such as legislation and the different technologies involved in a fire detection and alarm system. How does a point detector work? How does a beam detector or an aspirating detector work? What are the effects of a sound alarm system? What about the difference between bells and sounders?

A Way Forward

The difference here is that technicians will be able to develop professionally much further than before, because of the level of thinking required for the qualification. No longer will technicians simply be able to perform the various tasks that they need to carry out – they will be able to use their



FIA AO has developed 4 qualifications for installer, maintainer, designer, and commissioner of fire detection and alarm systems

knowledge of standards and legislation to know why certain things need to be done a certain way.

Unlike during any other form of training, where assessments are just a test, the qualification examinations are a much more formal process. The benefit here is clear: a formal exam means that candidates must demonstrate not just that they can parrot out the information they have been given ad nauseum, but be able to analyse, apply, and answer the examination questions correctly. Hopefully, this will mean that technicians will be able to do the same once they are out working in the field, using their new knowledge and deeper understanding to analyse and solve problems.

Bottom line: the industry needs qualifications following the release of the new services standard, EN 16763. The FIA have clearly listened and responded to the needs of the industry by creating four new qualifications for the designer, installer,

maintainer, and commissioner – we will just have to wait patiently until they announce when they will be available to book. And after that – who knows? Maybe it will change the industry for the better.

The new qualifications will be available to book soon. For more information, go to www.fia.uk.com, or find us on our brand new Facebook page www.facebook.com/thefireindustry/

CONTACT

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Hampton, United Kingdom
www.fia.co.uk

Centralised Fully Automated Electronic Call Handling for Emergency Services

The British Security Industry Association, Fire Industry Association and Fire & Security Association announced that they will be playing a key role in the development of a new Electronic Call Handling Operation (Echo) project. This aims to deliver a centralised fully automated electronic call handling service to reduce pressure on the emergency services and alarm receiving centres (ARCs) by reducing their call handling times and errors that can occur from manual response handling. Though Echo will initially focus on automating the call handling process, it will bring about the ability to automate Police URN management as well as exploit the potential for delivering both automated audio and visual alarm confirmation. Though a similar service to this has been successfully piloted for some time with a limited number of alarm companies and police forces, the Echo project is a milestone change in enabling the technology to be rolled out to other police and fire control rooms. www.bsia.co.uk

Marine Fire Detection System for Derrick Lay Vessel 2000 in Singapore

The Derrick Lay Vessel 2000 (DLV 2000) in Singapore is the latest marine accolade for fire detection manufacturer, Apollo Fire Detectors who has recently supplied the marine fire detection system for the new vessel. The DLV 2000, built by shipyard Keppel Singapore, combines S-lay, heavy lift, large deck space and accommodation, with efficient transit speed to effectively execute projects in all major oil and gas basins around the globe. Key features of the vessel include its 2,200-ton crane, several additional cranes for construction, pipeline and deepwater installation and an S-lay capability from 4.5 to 60 inches with a high strain, deep water stinger. The vessel is also capable of accommodating up to 400 passengers and personnel.



Installer and Regulations

Maretek Ltd is an engineering company specialising in fire and safety systems for the industrial and marine sector. The company was chosen by the yard's and vessel's owners, McDermott Inc, to design, specify and install a fire detection system which would be fit for purpose. This included the need for the system to comply with the stringent rules in place for marine vessels, including Safe Return to Port (SRtP) and Code of Safety for Special Purpose Ships (IMO IA820E SPS2008) regulations.

SRtP and SPS2008 regulations define the thresholds of how the system can remain operable and safe in the case of single incident or failure, to allow the vessel to safely return to the nearest port. There, the ship should be able to sail with no interruption to vessel safety parameters to a designated port, without requiring passengers to evacuate.

Apollo Discovery Marine

To meet this complex set of requirements, Maretek specified over 800 Apollo Discovery Marine analogue addressable fire detectors and devices. The range gives complete reassurance in nautical installations where it is necessary to adapt detection to different operating environments, and where protection against false alarms is paramount. The system incorporates 27 loops, and is powered by 14 networked panels from Kentec. www.apollo-fire.co.uk

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SMOKE DETECTION SYSTEMS

One Step Ahead in Time

Aspiration Smoke Detection Systems



The British Library's Newspaper Storage Building is fire protected with Wagner's air sampling smoke detection systems

Unlike in times gone by, fires these days are not necessarily associated with a positive outcome. They are rarely used for cooking or generating heat. Instead, fires usually mean destruction – especially for companies operating high-bay warehouses, cold storage, data centers, archives and more. According to the Allianz Global Corporate and Specialty Global Claims review 2014, fire is the major cause of property loss by the number of claims and value. The Allianz Risk Barometer 2017 also stated that a business interruption is statistically the highest risk for businesses. According to the study, the average loss caused by a business interruption is 2.2 million Euro. However, average material damage caused by fire only amounts 1.6 million Euro.

With this in mind, a comprehensive risk analysis must be the starting point when planning a reliable fire protection system for businesses. Fundamentally, all individual fire protection measures are viewed as an integral part of a comprehensive fire protection plan. Preventative fire protection consisting of structural, technical and organizational fire protec-

tion should be the primary consideration, with fire defense through the fire service or self-help being only a secondary, 'backstop' position.

However, this alone does not completely address a company's protection interests when it comes to risk management. If, for example, delivery capacity, availability or competitiveness need to be maintained, standard building regulation

compliant fire protection will often not be sufficient. Technical fire protection can contribute to the further minimizing of risks. Automatic fire detection systems with modern air sampling smoke detectors help to reliably detect fires and mean that countermeasures can be implemented sooner.

Harsh Environments No Obstacle

Conventional point-type detectors need a fire to have reached a certain size and to produce a certain amount of smoke in order to be detected. Smoldering cable fires, for example, are quite difficult to detect as they do not usually produce much smoke but can cause immense damage. Racks in high-bay warehouses, that can reach over 30 meters, push point detector systems to their limits. Reliable detection above 10.5 meters is not guaranteed with this technique. As stipulated within the BS5839-1:2013 standard, the height limit for point type detectors is 10.5 meters.

The innovative concept of aspiration smoke detection systems actively analyses the ambient air of smoke aerosols and particles to detect fires at a very early stage. The operational safety of the technology is not impaired by large heights, extreme temperatures or even high air humidity and strong air flow conditions. In order to avoid disturbing the aesthetic appeal of rooms, such as in historical buildings, museums or hotels, the detectors can also be installed in the ceiling void.

High Power Light Source

Aspiration smoke detectors actively extract samples from the ambient air via piping. Using the optical high power light source technology detection method, they can detect the smallest pyrolysis particles precisely – only two grams of material conversion are sufficient for this. This makes them 2,000 times more sensitive than regular point-type detectors. In the early stage of a fire, smoke gases are distributed in the room, especially in air-conditioned areas, and the smoke is swirled and thus thinned. Aspiration smoke detectors draw in air from each sampling point and transport it collectively to the detection unit. The accumulative effect increases the smoke density within the



The Titanus family of air sampling smoke detectors detect even the finest pyrolysis particles and identify fires at an early stage

detection device, resulting in a response sensitivity increased by up to 50%. Combined with an intelligent fire pattern recognition, false alarms and the consequential costs resulting from interrupting the operation can be avoided.

Signature Product

Titanus air sampling smoke detectors from Wagner have been successfully used for decades in clean rooms, dusty environments, in high bay warehouses, data centers, museums and libraries, public facilities and areas that are difficult to access – such as lifts, tunnels and false floors – and helped the company to worldwide recognition in fire detection. The various models are adapted to a wide range of applications. Up to five small to medium-sized rooms can be monitored simultaneously with Micro Sens – optionally with Room Ident for precise localization of the seat of the fire. Pro Sens is used in difficult ambient conditions: with a pipe length of up to 300 m and 72 sampling points per module, rooms with an area of up to 3000 m² can be monitored. Top Sens has highly-sensitive detection, which is suitable for large rooms such as recycling depots. Super Sens

is used for fire detection in sensitive clean or heavily air-conditioned rooms, as well as for computer chip production. Rack Sens has been designed for use in EDP, server and switch cabinets: it is ultra-flat with an installation height of 44.45 mm (1RU) and optional integrated extinguishing.

With its own research and development department, Wagner serves customers all over the world including, for example, The British Library. It was established in London on 1 July 1973 and is responsible for the safekeeping of more than 150 million items in about 400 different languages. More than seven million items are stored at the Document Storage Centre in Boston Spa, West Yorkshire. To meet the ever-increasing storage requirements, the center was extended in 2008 with the Additional Storage Program and in 2014 with the Newspaper Storage Building. The Additional Storage Program contains more than 100 km of 25m high shelving where about 140,000 bar-coded plastic containers are stored and is split into two storage areas of 35,000 and 50,000 m³. In both storage buildings, a combination of Titanus air sampling smoke detector systems and fire prevention with Oxy Reduct is used to provide effective protection to the written treasures of the United Kingdom.

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Life Safety System Specialists



Fire prevention is one of the most neglected areas of data centre planning, but attitudes may be changing as more IT professionals become aware of the enormous risks posed to a business by fire.

According to the latest report on data centre downtime recovery costs, the average cost of unplanned IT downtime is about £600,000.

When you consider the penalties for a crippled IT system can include the costs of time-consuming manual operation of automated features by extra staff added to the 'reputational damage' to an organisation in terms of brand value and customer loyalty.

For example, it's estimated that, in 2013, the unplanned maliciously caused downtime for no more than an hour of a global internet commerce and cloud computing company was £4 million. A further sobering thought is the calculation, from industry studies, that 43% of businesses forced to close by fire never reopen.

Gas Extinguishing Systems

In a recent arson attack on a Danish company, its IT room and data survived unscathed, thanks to the triggering of a fire suppression system, which flooded the room with a blend of inert gases allowing the servers and network to continue as normal within an hour.

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

The extinguishant control modules on the panel have a comprehensive set of inputs and outputs to monitor and control the extinguishing system whether it be gas, aerosol or another

highly frequented areas, while argon and carbon dioxide, which is heavier than the surrounding air, pervades the ground-level flood area quickly and thoroughly making it more suitable for less frequented areas.

The extinguishing gases CO₂, nitrogen and argon are referred to as inert gases, are colourless, 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 being vendor neutral and are readily available worldwide.

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 percent Oxygen; a phenomenon of physics central to the development of inert gas Automatic Fire Extinguishing Systems.



First to Be Compliant

Only in recent years has the design and functionality of the control panel for fire protection extinguishing systems been defined by its specification within a common standard.

Leaders in this technology are Kentec, the first company to introduce an EN12094-1:2003 compliant extinguishing panel. Since 1985, the company has specialised in comprehensive systems for extinguishant control together with the design and manufacture of a wide range of extinguishing control panels.

EN12094-1 became a harmonized standard in 2006 and Kentec was the sole manufacturer able to apply the CE mark showing compliance with the Construction Products Directive to any type of fire control panel.

Multi Area Addressable Extinguishing Panel

The latest Syncro XT+ addressable multi-area extinguishant control panel, fully approved to EN12094-1, EN54-2 and EN54-4, provides addressable detection over 1 or 2 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 panel have a comprehensive set of inputs and outputs to monitor and control the extinguishing system whether it be gas, aerosol or another. Being configurable via a simple programming interface means that the panel can be programmed to meet the clients' specific requirements.

This latest product further enhances Kentec's position as one of the World's leading innovators of extinguishant control module technology.

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www.kentec.co.uk

Complete success at the SecurityExpo

Uhlmann and Zacher participated at the SecurityExpo in Munich for the 8th time and showcased new electronic locking system products. Their latest innovation, the electronic door fitting with CX6174 short plate, extends the product range and allows it to easily adapt to the architecture of new and existing buildings. The hole layout corresponds to the standard for short plate fittings and is suitable for use in fire and smoke-resistant doors. The complete electronic system, power supply and LED signaling have been built into the same compact design of the CX6172 electronic door handle. Installation is without any special tools or wiring and can be done quickly even by unskilled persons. Due to its compact size, the product is especially suitable for tubular frame doors with small dimensions.



www.uundz.de

Video Analytics for Security Camera VMS

Eagle Eye Networks has launched its first phase of video analytics, which include line crossing, intrusion detection and object counting within the company's Cloud Security Camera VMS. The analytics are a true cloud solution that are available on demand, per camera and instantly activated. This is the first analytics-based release, empowering customers to use analytics on their cameras' images without having to install additional hardware or software. Businesses do not need to replace their existing cameras to have access to Eagle Eye Analytics; they will function on any camera that is supported by the VMS; no analytic functions of the camera are required. Eagle Eye Analytics will even operate with analog cameras. On-site technicians, remote project management or system replacement are no longer necessary - customers can simply enable the analytics from the web dashboard or their mobile app for any camera in their account. Customers are only charged for what they use and will be available for as little as \$4-5 per camera per month.

www.eagleeyenetworks.com

Hybrid Network Illuminators

Raytec have released their range of Vario2 IP Hybrid Illuminators that combine 4 key technologies into a single package. Each illuminator combines Infra-Red, White-Light, IP connectivity and PoE technology into a single networked package, designed to deliver the right light for any situation at any time. The product utilizes the company's Platinum Elite twin-core SMT LEDs which are individually over 200% more powerful than previous generation LEDs. This allows integration of two full size illuminators (one Infra-Red and one White-Light) into one much smaller hybrid platform. Fully IP addressable, the device can be operated remotely via a user friendly GUI to take control of lighting at any time to respond to live events. VARIO2 IP Hybrid can also be fully integrated with a VMS, BMS or other 3rd party device, and it can be automated to respond to any incident, even if the site is unmanned. www.rayteccctv.co



Video Management for NHS Foundation Trust

York Teaching Hospital NHS Foundation Trust provides a comprehensive range of acute hospital and specialist healthcare services for approximately 800,000 people at eight Hospital sites with an inpatient capacity of 1,100 beds and a workforce of over 8,500 staff. With the implementation of CBCs' Control video management system, the Trust is able to combine their CCTV infrastructure in a secure platform, enabling effective use of CCTV for crime detection and public safety. The VMS is proving a key attribute for live incident management, as well as giving seamless instant replay, with multiple server connections to over 140 IP cameras. The Control replay sequencing option has also proven to cut down physical man-hours spend reviewing footage with effective results.

www.cbceurope.com

Off-Street Parking Enforcement Solution

Genetec has launched the latest version of its Auto Vu Free-Flow off-street parking management solution at this year's IPI Conference and Expo in New Orleans. Designed to help increase parking enforcement efficiency by providing a real-time inventory of vehicles parked illegally in monitored parking lots, Free-Flow will now be offered within Genetec Security Center, the company's unified security platform that combines video surveillance, access control and automatic license plate recognition. A growing number of parking property owners are investigating gateless parking to reduce vehicle congestion and provide a more convenient and efficient parking experience. Auto Vu Free-Flow provides the technology to forego using gates, while maintaining compliance with parking rules.

www.genetec.com

IPS VideoAnalytics
Loitering Detection

IPS Loitering Detection is an intelligent video analytics module for real-time alerting in case of loitering in monitored areas.

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Securityon GmbH
IPS Intelligent Video Analytics
www.ips-analytics.com

Intelligent Video Analytics

COVER STORY

Visions for Mobile Access Control

Tools that Make Buildings Smart to Own, Operate and Manage



Salto Systems is always looking to push boundaries and to expand the scope of what is possible. On the other hand, the Spanish company develops rock-solid products that deliver real benefits to both customers and end users. GIT SECURITY talked with Marc Handels, Chief Marketing & Sales Officer at Salto Systems about their roadmap and the latest and emerging technologies to create keyless buildings that are smart to own, operate and manage.



Salto KS and JustIN Mobile fuel Salto's growth in the area of cloud-based access control technology and mobile access



The Danalock V3 lock for keyless and connected locking solutions for residential properties

GIT SECURITY: Marc, can you give us some background on your recent acquisition of Clay and the investment in Danalock?

Marc Handels: We have acquired the remainder shares in Clay, to become sole owner of the company and have purchased a significant equity share in Poly-Control, the manufacturer of Danalock in June. For us these are important steps to execute our strategy by strengthening our leading position in cloud technology and mobile access, as well as electronic locks for the residential market. As you know, right from the beginning when we started our business in 2001, we were sure that electronic locks over time will fully replace mechanical locks. We have seen this happening in the commercial markets in the last decade, but now it is time to extend our focus to residential markets, the last frontier where we still see a massive presence of mechanical locks. With the acquisition we add Danalock's specialist know-how in residential electronic locking to our expertise. Clay's locking platform, on the other hand, has been the core of products such as Salto KS, Prosegur Control de Accesos and very recently Regus, one of the world's largest providers of flexible workspace solutions. We are extremely happy about the investments in two great teams that lead their fields and like Salto, both are founded by teams of talented entrepreneurs.

How will you approach the residential market in the future?

Marc Handels: Danalock is technology and thought leader in residential smart locks and have just recently launched the third version of their motorized Smartlock. Danalock version 3 is now tapping into the drive of keyless and connected locking solutions for residential properties on a global scale. In the future we will address the commercial markets with Salto products only. For the residential market however, we will have the combined offerings of Salto and Danalock manufactured products. Mobile is key in this market and the IoT connectivity that the Danalock products offer will help us to have a kick-start in this market. We will use the B2B channel for clients who build residential houses as part of projects and the channel Danalock is using to access single houses. Poly-Control will continue to operate independently and run their services as they do now, but we look forward to combining our competencies especially when it comes to cloud solutions and we will leverage the technical knowledge of both companies.

Mobile access and cloud technology have always been hot topics in the access control market. New products appear on the market and the acceptance amongst users is growing. Is it right that after years of solid growth we do see a real boom now within these areas?

Marc Handels: I could not agree more, we see exponential growth in this area and we benefit from the development as from day one, we were embracing this technology. We invested very early in Clay when it was still a start-up and we were pioneers in mobile access control. The step from data on card to data on mobile is just a natural next step for us. The Salto technology with data on card is extremely compatible with mobile access. Data on mobile has the big advantage, that you can change the data on the fly everywhere and bidirectional. With Salto KS and JustIN Mobile we have two platforms that fuel our growth in the area of cloud-based access control technology and mobile access. Mobile access was always something younger people have seen as a no-brainer, but in the meantime most professionals have accepted it as state-of-the-art technology.

Can you explain how the JustIN Mobile technology helps users to move to mobile access?

Marc Handels: The newest version of our JustIN Mobile solution is combining Bluetooth Low Energy and NFC capabilities in a single app. This means for the user that with just a single app, depending on the type of mobile phone used, it will activate its BLE or NFC element, enabling users to open doors just by presenting the smart phone to the BLE or Mifare equipped handle set, cylinder or wall reader. The secure encrypted technology is compatible with iOS via BLE and Android via BLE and NFC. Users can receive their access rights instantly and remotely. There is no need for any infrastructure, or any wireless handle sets. All that's needed is a data connection to the smart phone. It automatically detects if a door is Bluetooth or NFC equipped and then uses its secure encrypted technology to open the door – even if the user has multiple access rights to several doors across different sites in the app. The amount of locks that we sell that already prepared for Bluetooth Low Energy is increasing very fast, people are investing in future-proof systems. Even if you do not have a roadmap of which technology you will use in the future, you can prepare your hardware for the future this way.

You have been an early adopter of cloud technology with Clay that is now Salto KS. What benefits does this service offer compared to traditional server-based systems?

Marc Handels: The success of this service and the growing use in projects all over the world benefits from the mind change in the industry and many users recognize the big advantage that cloud solutions can offer especially when you take the right security measurements. We accepted the cloud from day one and Salto KS is a perfect tool not only for co-working and co-living and for young professionals as it has all elements that are demanded by the market. It is mobile centric, it is future-proof and it is flexible. We see Salto KS 'Keys as a Service' as the most advanced and flex-

ible cloud locking solution on the access control market. It combines the reliability and stability you know from Salto in cloud-based access control and is a solution which negates the need for complex IT infrastructures and provides superior functionality and performance over traditional security solutions.

What is needed to work with the system and do you extend the system to other applications beyond access control?

Marc Handels: Salto KS provides a flexible access control management system that requires no software installation or the added expense of a fully-wired electronic product. All that is needed is an online device with an Internet connection. Providing end users with cloud-based Salto KS Keys as a Service reduces cost and almost eliminates the need for maintenance. Salto KS has also already been successfully integrated with a number of market leading products to offer a comprehensive security solution within connected services. An example of this is the partnership between Salto and Camera Manager, formerly owned by Panasonic and now part of the EagleEye network. This is the first example of integration between a state-of-the-art cloud CCTV company and the Salto KS cloud-based access control solution. Via KS connect and our API we have the interface to enable more integration with meaningful cloud offerings in the future.

How do you make sure that the systems stays safe against cyberattacks when you open it up for integrations?

Marc Handels: We do very carefully select the integration partners and make sure that we only work with partners and systems that are on the same high security standards as our system. But you are right, there might be a risk if companies just jump on this cloud thing and do not have the resources in engineers to deal with security threats.

The growth of Salto is exceptional in this market. Can you keep up the pace with your production facilities?

Marc Handels: We are in a strong growth mode and 2017 is already looking good again. We are currently working on the third expansion of the factory in Spain and this will enable us to double our production capacity. So the investment in technology and acquisitions is also reflected in our factory and production capability.

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ACCESS CONTROL

Discretion Assured

High-End Component Design and OEM Integration for Hotels



Hyatt required both online and offline locks to do different jobs on different doors. To date, local system integrator Al Futtaim Technologies has installed 25 Aperio online E100 escutcheons and 51 offline E900 escutcheons. The system enables security managers to monitor doors remotely; to open doors wirelessly and to create audit trails for specific doors on demand. Integration with Gallagher's access control system was also crucial. Their Aperio integration is seamless, as Assa Abloy demonstrated live in Dubai at 2015's Intersec exhibition. Another official OEM partner, x-Plan, integrates the offline Aperio E900 escutcheons at the new Hyatt.

Component design was crucial in choosing this particular solution. Attractive escutcheons were selected to complement the contemporary, luxurious feel of the Hyatt's décor. They are all wireless so there's no ugly cabling to spoil the aesthetics, and installation is quick and affordable. It is easy to incorporate additional Aperio locks into the same security system should the need arise later.



A stylish building demands stylish fixtures

◀ Aperio integrates with Gallagher's access control system at the Hyatt Regency

© Hyatt Regency Dubai / Assa Abloy

The new Hyatt Regency Dubai Creek Heights is a major addition to the Dubai hotel scene, catering to a high-end business and leisure clientele. The new hotel administration an electronic access control system suited to such a prestigious venue with high security and a high build quality. Aperio wireless locks were chosen both for their design and functionality.

The hotel's Safety and Security Manager, Sayed Abou El Ella, commented "Aperio offered a cost effective solution that did not require any cabling, and good technical and commercial support".

Available globally, the Aperio system technology enables a wide range of access control providers to cost-effectively integrate non-wired doors with mechanical locks into access control systems. They integrate with almost any security system, enabling access control to penetrate much further into a site than would be possible or affordable with traditional access control. The range includes the L100 complete security lock for higher-security doors, the stylish H100 wireless handle with integrated access control and the KS100 server rack lock.

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ACCESS CONTROL

Who? Where? When?

An Online Access Control System to Save Time and Money



Kentix has launched an update of the access management of their Kentix DoorLock online access control system that should save time and money. By enabling the integration of the Microsoft Active Directory (AD) and LDAP directory services, the authorization accounts within the Ken-

tix DoorLock system can now simply be imported and synchronized via the AD or LDAP directory services. Access authorization can therefore be managed centrally and access is simply granted or denied with the help of user profiles and an appropriate RFID medium.

Authentication via the Directory Service

The web based login to the Kentix access control system is also managed via the authentication with the directory services – which makes the use of multiple passwords obsolete. Aside from the authorization alone, the system administrator can also decide who has access where and when via the Active Directory.

If an employee's role within the company changes, the access control system receives this information automatically from the central server. This function eases the job of access management, particularly in companies that have frequently changing users and authorizations. A periodic

system checkup and a brief update via Active Directory enable the system administrator to keep control of constantly changing authorizations with minimum effort.

Large or Small Projects

A further update is the import of .csv files with user data. This enables even large amounts of users to be imported quickly and easily into new systems that are not connected to directory services.

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Cameras Integrated with VMS



Hanwha Techwin has accelerated its program to integrate its Wisenet X cameras with VMS solutions such as Genetec Security Center 5.6 and Milestone Xprotect. The twenty six H.265 cameras and domes meet the requirements of virtually any video surveillance project, from bursts of bright sunlight to almost total darkness, without the need for IR LEDs or supplementary lighting. Bob (H.Y.) Hwang Ph.D., MD Hanwha Techwin Europe said, "By working in partnership with Genetec, Milestone and other VMS providers, we are providing the opportunity for our cameras to be controlled and monitored alongside other manufacturers' equipment. Customers have the flexibility to integrate with specialist analytics applications and access control." The integration also allows interaction with Immix CS, Sureview's central station software platform.

www.hanwha-security.eu



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ACCESS CONTROL

Smartphone-based Access Control

Selecting the Right Management and Configuration Tools

American technology research firm Gartner predicts that in three years' time, more than 20% of organizations will use smartphones instead of physical access cards. Mobile access control is not just about a more user-friendly way of opening doors. The connectivity of smartphones opens the way to new real-time solutions for managing mobile identity. Vincent Dupart, CEO of STid, a French firm that develops secure access control solutions, tells us why the right management tools are required to roll out this type of solution.

GIT SECURITY: Since its launch in early 2017, your STid Mobile ID badge virtualization solution has been highly successful. How do you explain this success?

Vincent Dupart: Our solution is extremely user friendly, with a range of different identification methods available – you can just tap your phone, or lightly touch the access control reader to identify yourself, even while you are making a phone call or when your phone is in your pocket. Beyond this, we have chosen a virtualization solution that requires no

compromises to the philosophy undergirding your organization's security policy. Why would you outsource your data to a third party and where is the data stored? Are you independent in managing your security? No technical or technological constraints should prevent Directors of Security from managing their systems independently, with the freedom to host sensitive data in-house if that's what they want. We offer our clients Offline & Online management tools, which keeps them in control of their security. That's a key issue in our line of work!



Vincent Dupart, CEO of STid

Can you tell us a bit more about the Online management platform that you are planning to officially launch at the APS Show in late September?

Vincent Dupart: Innovation is the cornerstone of STid's strategy. We've continued to work to develop a secure Web platform which will revolutionize the way we manage user virtual access cards and configure readers. Access rights can be assigned, revoked and updated in real time, meaning you can quickly create a short-term visitor access card, and

later recover the credits to create another virtual access card. It's so cost-effective and easy to use.

How does this platform meet clients' aspirations to manage their systems independently?

Vincent Dupart: Unlike many solutions on the market and most people's preconceptions about cloud technology, STid is not looking to tie its clients into a particular technology. Independence operates at many different levels. First and foremost, we have always wanted to respect our clients' value chain. Anyone will be able to create an account and associate accounts for their own clients (dealers and end customers), without any involvement on our part. STid has no access to sensitive data in the dealer and end customer accounts – that would be a major security vulnerability. Our clients will remain totally independent in managing their security after security.

How do you secure the data stored in your Web platform?

Vincent Dupart: Today's businesses work in an ever-more mobile world, with a continually increasing threat of cyberattacks. Security is a major challenge. In addition to the security benefits of the client's independence in management, all data is stored in our server in France, in accordance with the tightest data protection regulations issued by CNIL (the



The STid Mobile ID badge virtualization solution works with a range of different identification methods

French data protection authority). The information is stored in encrypted formats and all server connections use the secure https protocol. The virtual access cards are managed in real time so if an employee reports the loss of a smartphone, the mobile access rights can immediately be revoked, before the device ends up in the wrong hands.

The different identification methods of your STid Mobile ID solution make access control instinctive. How is this user experience carried across to your Web platform?

Vincent Dupart: Our two priorities are security and user-friendliness. The STid Mobile ID Web platform will be easier to use than conventional tools, making it quicker to access data, which is all centralized on a single platform. Different levels of rights can be assigned to each account – administrator, user, etc. Data can then be shared, enabling multiple client employees to work on the platform in real time. Data entry times are reduced by an easy upload function for your existing databases (variable and fixed data, photos, logos, etc.), which will boost the performance of your access solution. Come and meet us at the APS Show at Porte de Versailles, Paris, from 24 to 26 September. We'll be on Stand E14. STid will also be speaking on "Best practices for using smartphones with your access control system" at a conference on Tuesday 26 September at 11:00 in Conference Hall 1.

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There is a lot of talk in the industry about the rise in smart buildings and smart security systems, but what does this actually mean? Philip Verner, EMEA Sales Director at CEM Systems/Tyco Security Products, looks into his crystal ball and gives us his opinion on the trends to watch in access control and the smart developments that are already taking place right now.



ACCESS CONTROL

The Smart Vision

Developments in Access Control and the Influence of Smart Solutions from a Manufacturer's Perspective

There are many trends and topics which will dominate the security industry this year. These include the growth of smart security systems and intelligent smart applications which add value beyond security, as well as the growing use of mobile credentials, wireless/offline locks and multi-modal biometrics. There will continue to be challenges within the industry such as the move from legacy technologies to a more secure smart card or an alternative form of credential, and with more and more manufacturers moving into areas that typically were not their core business, we will continue to see the adoption of more open standards and greater cross industry co-operation.

Smart Buildings and Smart Intelligent Security

With the incorporation of information technology and the Internet of Things (IoT), businesses are effectively getting smarter in everything they deploy. Going beyond the physical security realm, the access control system needs to pay for itself and to add real measurable value to businesses. This can be achieved by either reducing operational costs by combining the use of several devices into one multi-functional unit, or by enhancing operational efficiencies through the use of intelligent smart applications at the door or the centralized command and control of integrated systems. From a security viewpoint, the access control system and integrat-

ed sub systems such as video, fire and intrusion detection need to work smarter together for the user, with systems accurately sharing information and data to optimize total building performance.

A recent example of a CEM Systems smart building deployment is the new iconic One Albert Quay project in Cork, Ireland. Renowned as Ireland's smartest building, it has its critical systems including the lighting, heating, power, access control, video, fire detection and fire suppression all connected to enable the smart use of data. As the industry moves more towards preventative security measures, the role of systems integration and the unified gathering of analytics from building data becomes even more profound. After all, Intelligent Security shouldn't be about capturing the event after it has happened. 2017 will see the growing use of collaborative building data and analytics to look at vulnerabilities before they happen.

Intelligent Smart Applications

Very often, the access control system is seen as a grudge purchase. To help change this mind-set and to enable the access control system to help pay for itself, CEM Systems has a range of intelligent security products that add business value. This includes the emerald multifunctional access terminal which effectively takes the functionality of numerous security devices and combines them into one powerful terminal. As an intelligent

touch-screen card reader and door controller in one, emerald features an internal database, scramble keypad, integrated Voice-over-IP intercom and built-in smart card technology.

However, as an intelligent edge device, emerald goes beyond primary access control functions. Using a range of smart applications run directly on the emerald terminal, users can perform what was historically client PC application functionality right at the door, without the need to install dedicated PC software and licenses. Smart applications include, among other things, a local access app for locally changing cardholder privileges directly on the terminal, an integrated staff time and attendance app, a building entry/exit checklist app where card holders have to answer pre-defined questions before access is granted and a meeting room booking app.

The emerald room booking app eliminates the requirement for a room booking solution separate from the access control system. Here users can easily create and edit meeting room bookings through their Microsoft Outlook exchange calendar or directly on the emerald terminal at the door. This provides a smart, quick and convenient way to ensure efficient meeting room allocation.

It's also important to remember that a smart solution doesn't always have to be a smart app. Harland and Wolff's engineering facilities in Northern Ireland recently deployed CEM Systems S3040

portable hand-held card readers at dry dock areas to enable people counting and “mustering on the fly” in emergency situations. This created measurable efficiency gains by bringing their evacuation drill mustering time down from 45 minutes to nine minutes.

Traditional and Mobile Credentials

The move away from legacy technologies to using Smart cards is still a challenge in the industry today. CEM Systems will continue to work with customers to migrate them smoothly from insecure technologies to a more secure smart card technology with encrypted algorithms like DESFire EV2, for example. The challenges that small companies face when implementing smart cards are cost and knowledge about the technology. Larger companies will have additional concerns such as how they physically manage the migration process and rollout of the new smart cards; especially when multiple sites and multiple security systems are deployed globally. There is also the overall challenge of new technology compatibility with customers existing systems and the critical decision of whether to opt for pre-personalized smart cards versus customer personalization on site.

Another growing trend in the industry and an example of how access control systems are getting smarter for users is the use of mobile phone credentials. Using smartphones as a form of credential is a viable option and can be used either as a supplement to or as a complete replacement for an ID card. After all, some people forget their ID card, but no-one forgets their phone. The benefit of the mobile credential is that it saves time and the cost of physically sending out an ID card, making it an ideal solution for businesses with remote workers and numerous remote sites. Obtaining a card from one central location can be a hindrance as it is often a distance away. Rather than users having to visit the ID unit to obtain a card, they simply download an app via the iOS or Android platform store and the credential is swiftly sent to their smartphone and enabled via email.

Frictionless Versus Multi-modal Biometrics

In a perfect world, the ultimate goal is frictionless access control where the door is smart enough to know that you are the right person going through the door without an ID having to be presented. Although technology continues to progress to support non-credential access control, for obvious reasons we are not there yet. The use of wearable technology such as the smart watch is a growing trend, but there are limitations on the practicalities of its use as required NFC (Near Field Communication) capabilities are not deployed in most watches.

To ensure the highest possible level of security and in the light of the growing vulnerabilities of card cloning, biometric deployments are continuing to grow. The biometric industry is exploding in terms of reliability and availability of sophisticated products, with many now becoming technically



The emerald multifunctional access terminal combines the functionality of numerous security devices into one powerful terminal

and financially viable. Speech and voice recognition without an ID card is gaining popularity, along with facial recognition. However, biometrics does have its limitations in certain environments. For example, within airports there are many light areas and shadows where the accuracy and quality of the facial read can be greatly affected and reduced.

Biometrics always come with challenges and trade-offs. Customers opting for biometrics must analyze cost and the level of security required versus its reliability in terms of false rejection and acceptance rates. To overcome biometric reliability challenges within the industry in general, we are now seeing the growing deployment of multi-modal (dual) biometrics as a more sophisticated and reliable biometric option. To ensure higher levels of reliability, 2017 will continue to see dual biometric checks like Iris and Face or Fingerprint and Vein being deployed at the same time. The combination of the two biometric options gives users a much superior read, and the fusion of these two technologies provides low failure to enroll rates.

CEM Systems also continues to overcome challenges in a number of ways. In addition to having our own fully integrated access control and biometric enrolment solution, we have partnered with third party biometric providers such as Safran Morpho to develop high level integration of Finger and Vein readers at the software enrolment level. Here Morpho Access biometric enrolment is seamlessly integrated into the AC2000 access control system software. This integrated process means a quicker biometric read time, less errors at the door and ultimately less lines of throughput traffic/queues at access control points.

Wireless and Offline Locks

More and more businesses are securing doors with a hybrid approach; using high security doors

equipped with intelligent card readers and typically less secure areas – that perhaps wouldn’t previously have been secured – now fitted with wireless locks. The wireless/offline locks trend will indeed continue to grow throughout 2017 as we see its installation into areas such as server room racks and cabinets. With wireless locks data and analytics fully integrated into the access system for central monitoring and reporting, customers have a comprehensive and powerful platform that not only enables the smart gathering of data but also supports the growing trend towards smart buildings.

Industry Partnerships

The security industry is becoming increasingly complex with more and more suppliers now proliferating disparate areas outside of their core business. For example, with the release of the emerald access terminal, CEM Systems is now operating in areas outside of access control, such as the intercom and room booking space. As manufacturers continue to supply and integrate with products from third party partners, the importance of cross industry co-operation becomes even greater. However, it does represent challenges for suppliers. 2017 will continue to see industry players work together to tackle integration software challenges such as maintaining the backward compatibility of integrated systems. We must also ensure that products support industry standards and open protocols, such as the recent Open Supervised Device Protocol (OSDP), which was introduced as an open protocol to replace insecure Wiegand communication between the card reader and door controller.

As technology continues to progress this year, it will be interesting to see by the end of 2017 where we are with regard to pure frictionless access control, as well as the measurable operational gains being reported from smart buildings. It is also likely that ever more industry standards will be introduced. On a personal level, I will be keeping an interested eye on robotics and how that evolves into the security industry, but that trend is for another day.



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With the shaftless "QuattroPorte" platform lift, Ascendor is offering an affordable elevator model for private households

BUILDING AUTOMATION

Small Sensor for Great Freedom under the Cab

Versatile Laser Scanner Makes Affordable Elevators a Reality

With its latest solution – a shaftless platform lift – Ascendor is offering an affordable elevator model for private households. Rugged laser sensors from SICK protect the freely accessible area under the cab.

Statistically, every 72 hours the equivalent of all the world's population makes a trip on an elevator. They reliably convey both people and objects of all shapes and sizes into the lofty heights and back down to earth again. In doing so, safety is the topmost priority. Brakes ensure that the cab stops immediately, even if the supporting cable is severed or torn. That also makes this type of lift the safest mode of mass transport in the world – just one reason for its

proliferation throughout Europe during the last 150 years.

But since the unveiling of the first hydraulic elevator at the 1867 International Exposition in Paris, technology has seen significant developments. Today we mostly use gearless electrical drive systems for vertical passenger transportation. As they developed, the architectural design of the rapidly growing residential and office building changed too. Skyscrapers then became a real-

ity, with the principal floor of the building moving from the lower stories, easily accessible on foot, to the penthouse with its breathtaking views.

189 stories

Structures such as the Burj Khalifa in Dubai – currently the tallest building in the world – would be unthinkable without elevators. They couldn't even be built, let alone inhabited. After climbing just 10 of the 189 stories, the technician whose job it is to maintain the light signaling system (at 829.8 meters) at the top of the tower would be completely out of breath. And the number of visitors to the "At.Mosphere" restaurant, located on the 122nd floor, could most likely be counted on one hand without an adequate means of passenger conveyance.

When the stairs become an obstacle

We have come to appreciate the advantages of elevators – but not just for skyscrapers and buildings more than a hundred stories high. Nobody would wish it on themselves, but even in residences with one or two stories, stairs can quickly become an almost insurmountable obstacle for



A TIM3xx guide rail-mounted 2D laser scanner from Sick protects the area under the cab

TiM3xx – One Sensor, Many Applications

With the TiM3xx, Sick offers a configurable sensor which is exceptionally light and efficient. This "mini" sensor is one of the most compact 2D laser scanners on the market and features a design fully suited to industrial applications, meaning it is rugged and resistant to environmental influences. The "touch and teach" configuration can be performed without the need for a PC – pre-configured field sets enable easy installation. The analysis is carried out using intelligent software algorithms. Thanks to its low power consumption, the TiM3xx is also ideal for mobile applications, such as collision protection in automated vehicles or presence monitoring in high-bay warehouses. A monitoring zone of up to four meters is supported in both cases.

some – for example, when health-related issues arise. In these cases, an elevator is often the first idea for overcoming the problem, but until now was normally dismissed straight away because the associated structural challenges involved, let alone the enormous costs to the private individual, are seldom feasible. Yet this is precisely where the latest product development from Ascendor comes in, since elevators don't always have to be installed in a building's interior.

A Lift on the Exterior Wall

If the elevator is built onto the outside of the building, a lot of space is saved and it allows easy mounting without having to make costly structural modifications – a convincing argument particularly for buildings retrofitted with elevator installations or extensions, which would also become significantly more affordable. This idea inspired the engineers at Ascendor GmbH, a company based in Niederwaldkirchen, Upper Austria. The result of their development work is a lift which costs significantly less than conventional elevators in terms of purchase, mounting, and maintenance.

From around 25,000 euros, the "QuattroPorte" shaftless platform lift will carry people to a second or third floor (up to nine meters in height). Because this kind of elevator travels somewhat more slowly and differs from conventional elevator



installations in terms of technology, it is primarily the Machinery Directive that is applicable for annual inspection and not the much more stringent requirements of the Lift Directive (the initial technical approval is carried out by means of a type examination by the German Technical Inspection Agency). This is a key advantage of having a lift installed on the outside of a building, as it makes the maintenance affordable for numerous private households.

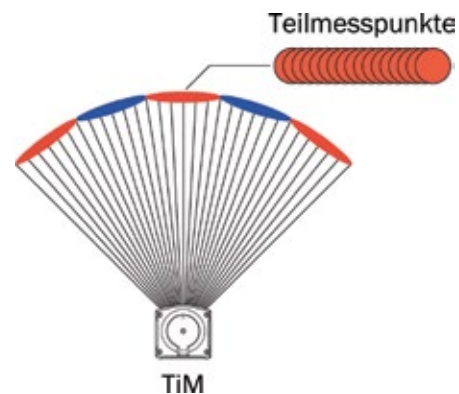
The Area Under the Cab Can Be Put to Use

Because there's no shaft, there is room for the lift in a wide variety of installation scenarios. Door options on all sides enable maximum flexibility during planning. In terms of an electrical supply, a conventional home mains connection (230 V, 16 A, Type C fuse) is sufficient. As far as the design of the cab is concerned, a variety of variants are available in addition to customized models. And the QuattroPorte makes no compromises when it comes to safety, despite the area under the cab remaining usable. But this requires interruption-free monitoring of the ground-floor area, which may be entered by a person or vehicle while the cab is at the top floor – this is where the TiM3xx 2D laser scanners come in, developed by the sensor specialists at Sick.

A Sensor You Can Rely on

The TiM3xx is a configurable sensor that is especially compact, light, and efficient. The HDDM technology used in these sensors ensures exceptionally stable measurements. It works by sending out multiple laser pulses and calculating a mean value from their reflections. This approach ensures interruption-free scanning and reliable results in any mounting position, even in the presence of dirt, dust, moisture, and ambient light. This is a key argument for Ing. Rainer Martl, technical and service manager at Ascendor: "With the QuattroPorte we initially thought about using the parking

◀ Ing. Rainer Martl, technical and service manager at Ascendor: "The object sizes being detected and the response time can be defined with utmost precision – exactly what we need for our special lift design."



Sick's HDDM technology can be relied on for incredibly stable measurements. It works by sending out multiple laser pulses and calculating a mean value from their reflections

distance systems that are used in cars, but these weren't accurate enough for what we wanted to do and they proved unreliable. If a person or object enters the area underneath the cab, under no circumstances should it travel to the ground floor. We therefore carried out intensive trials and tests, from which the TiM3xx from Sick emerged as the most effective solution."

Simple Configuration

The TiM3xx gives you 16 pre-configured field sets, each containing three fields (areas that the scanner analyzes) that can be selected via input wiring. You can also set the fields to rectangular, radial, or free-form. What's more, you can quickly and easily get to grips with adjusting the size of the field shapes. Simply pressing a button starts the automated "touch and teach" teach-in program, and the sensor is configured in less than two minutes. Alternatively, the sensor can be configured on a PC using the Sopas software.

Rugged and Reliable

The 2D laser scanner does its job reliably even in low temperatures and adverse ambient conditions – both wind and inclement weather are no match for it. As Ing. Rainer Martl puts it, "For many sensors, dirt or pollen buildup brought about by wind quickly becomes a problem – but not with this laser scanner. The simple configuration of the TiM3xx and its adjustable monitoring zone up to four meters in diameter work very much in our favor. The object sizes being detected and the response time can be defined with utmost precision – exactly what we need for our special lift design. This makes the sensor the key component which ensures that the area underneath the cab can be used."

Images: © Ascendor / Sick

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ACCESS CONTROL

Water, Water Everywhere

Cliq Manages Access Control for Dispersed Sites of a French Water Utility

Trust and a track record are vital attributes in any locking system designed for critical infrastructure. French water utility Eau de Valence set themselves a challenge upgrading an old-fashioned mechanical locking system. They required access control that could manage multiple and dispersed utility sites, perform reliably outdoors in any weather and also log and monitor all system users from a single control point.

The municipal water authority of Valence provides safe drinking water to the 65,000 residents of the city. 'Eau de Valence' manages 4 boreholes on the city outskirts, a large storage facility and 300km of water pipes. Eau de Valence selected Protec2 Cliq mechatronic locks with mechanical disc cylinders and encrypted electronics to protect their infrastructure. Assa Abloy partner AC Pro installed around 40 programmable cylinders and padlocks across the Eau de Valence sites and issued 20 battery-powered keys, one for every authorized user.

A comprehensive audit trail for every lock and padlock is now available on demand, so monitoring the frequency of contractor and other key-holder visits is easy. It is straightforward to tailor anyone's access rights by restricting key validation to specific times or dates. Removing access permission from lost or stolen keys is easy with the Cliq admin software and weekly mandatory key revalidation provides yet another layer of security. Five Eau de Valence keys are also equipped with Cliq Connect technology to allow supervisors to update their key access permissions on the



Cliq simplifies remote site and worker management for a French water utility

move via Bluetooth and the app in the event of a problem arising while they are away from base or on-call.

Power to each cylinder is supplied by a standard battery inside every key, so installation was fast and cost-effective – there's no wiring at all. The concept is ideal for

doors and padlocks at sites where connecting mains electricity is difficult or impossible. "All the energy is in the key," says Christophe Nublat, Head of Study and Works Division at Eau de Valence. "There is no power supply to the lock, and therefore very little maintenance."

Dual Purpose

Cliq padlocks can handle weather extremes and secure almost any opening, making the Cliq solution much more adaptable than standard electronic access control systems. It is also easy for Eau de Valence to manage mechanical and electronic locks in the same installation: "The electronic and mechanical cylinders are managed by one and the same key," adds Christophe Nublat.

Despite all this extra convenience, there have been no compromises on site security. Communications between lock and key are encrypted. Because there are up to 1.97 billion unique key combinations, there's unlimited scope for any utility to design its own mechatronic key-based access system to suit its own specific needs, however challenging. Cliq technology is already trusted to protect other critical infrastructure sites all over Europe.

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Combined Serial Device Server

Moxa's new three-in-one serial device servers, the NPort IAW5000A-6I/O Series, combine IEEE 802.11a/b/g/n wireless with six digital I/Os to provide maximum flexibility when you need to integrate serial equipment in the field with a wireless Ethernet network. The combination of digital I/Os makes these serial device servers well-suited for a variety of industrial data acquisition applications. The DI/DOs on the servers can be controlled over TCP/IP using the Modbus TCP protocol and can be configured and secured from a web browser. They can also be installed as a COM port on a Windows/Linux PC to make it compatible with legacy applications. All models are ruggedly constructed, DIN-rail mountable, and designed with redundant power inputs to ensure uninterrupted operation in industrial applications.



www.moxa.com

Protocol Gateways

Moxa's Mgate protocol gateways offer a built-in set of powerful tools that ease troubleshooting. While open-source tools are easily available for Ethernet troubleshooting, serial-based protocol troubleshooting lacks such helpful tools. To address this issue, the Mgate protocol gateways are enhanced with built-in troubleshooting tools that range from a communication analysis tool to a protocol diagnostics tool and a traffic monitoring tool. They help to complete the whole troubleshooting process by locating the issue in a network, checking the status of protocol connections, and monitoring traffic logs to track records.



www.moxa.com

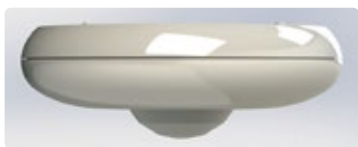
Nighttime Surveillance

Hikvision has upgraded its Darkfighter night surveillance technology with the Darkfighter X series. The technology can provide colorful, sharp images right down to 0.001 lux. The cameras take information from an IR sensor (for brightness) and information from a visible light sensor (for color) and combine them to provide one bright full-color image. The series includes a PTZ and bullet camera. Both come with optical defog, 25X optical zoom, 2MP resolution and smart detection. They also have the new H.265+ codec and are weatherproof to IP66 standard, useful in applications that require 24h full-color images such as city streets, squares and parks, rivers and forests or railways and ports.

www.hikvision.com

Slim Intrusion Detector

Pyronix have announced the global launch of the Octopus DQ detector. It takes a different approach to detection; instead of fitting various detectors at varying angles to cover large or awkward areas, just one is fitted that protects from above. The Octopus DQ also utilizes a quad element passive infrared (PIR) sensor, giving better intruder catch performance when compared with traditional dual element ceiling mount PIR sensors. With 360° coverage, superior plastics and optimized installation, it can be fitted to cover aisles in shops, office spaces, warehouses or anywhere that a single traditional detector would struggle.



www.pyronix.co.uk

IoT Radar Sensor with Presence Detector

The Avigilon Presence Detector (APD) is a sensor that combines self-learning analytics with impulse radar technology to accurately detect the presence of a person even if they have stopped moving or are hidden. This sensor is designed for indoor locations such as ATM rooms and other closed indoor vestibules within banks, pharmacies, health care facilities and retail stores, and can accurately detect a person's presence through blankets, cardboard, wood and drywall. "Customers such as financial institutions face challenges in maintaining a safe and welcoming environment for their patrons," said James Henderson, Avigilon's Chief Operating Officer. "By accurately detecting and alerting security operators of events such as a person hiding or sleeping in an unwanted location, the APD provides an exceptional solution for maintaining safe and secure operations."



www.avigilon.com

Extended Video Surveillance Feasibility

Dahua Technology has announced that its Eco-Savvy 3.0, H.265 Wi-Fi and H.265 PTZ series network cameras are now compatible with QNAP's NAS surveillance applications. Featuring H.265 compression technology, the company's network cameras ensure video recording with lower bandwidth and greater security efficiency. QNAP surveillance applications integrate comprehensive video surveillance features into a NAS system, providing storage expandability and storage space management functions to surveillance users. The integration with QNAP NAS offers customers more comprehensive functionalities. Eco-Savvy 3.0 cameras provide a range of smart detection features including face detection, tripwire detection and intrusion detection.



www.dahuasecurity.com

4K Cameras Completing the Extensive BX Camera Family

Indigovision presents their new 4K cameras completing the Extensive BX camera family. With 12MP (4000 x 3000 pixels) each of the new 4K cameras provides ultra-high definition video imagery, which results in greater video quality and more video detail in fast-action scenes. They are available in three form factors: Bullet, Fixed and Minidome. These cameras are a prime example of high-end performance. Suitable for a wide range of installations these three cameras join the existing BX range, which offers a variety of other specifications including: HD to 4K Resolutions, Form Factors - Suitable for a wide range of environments this range offers Internal, External, Vandal Resistant, Built-in IR and IK10 form factors.

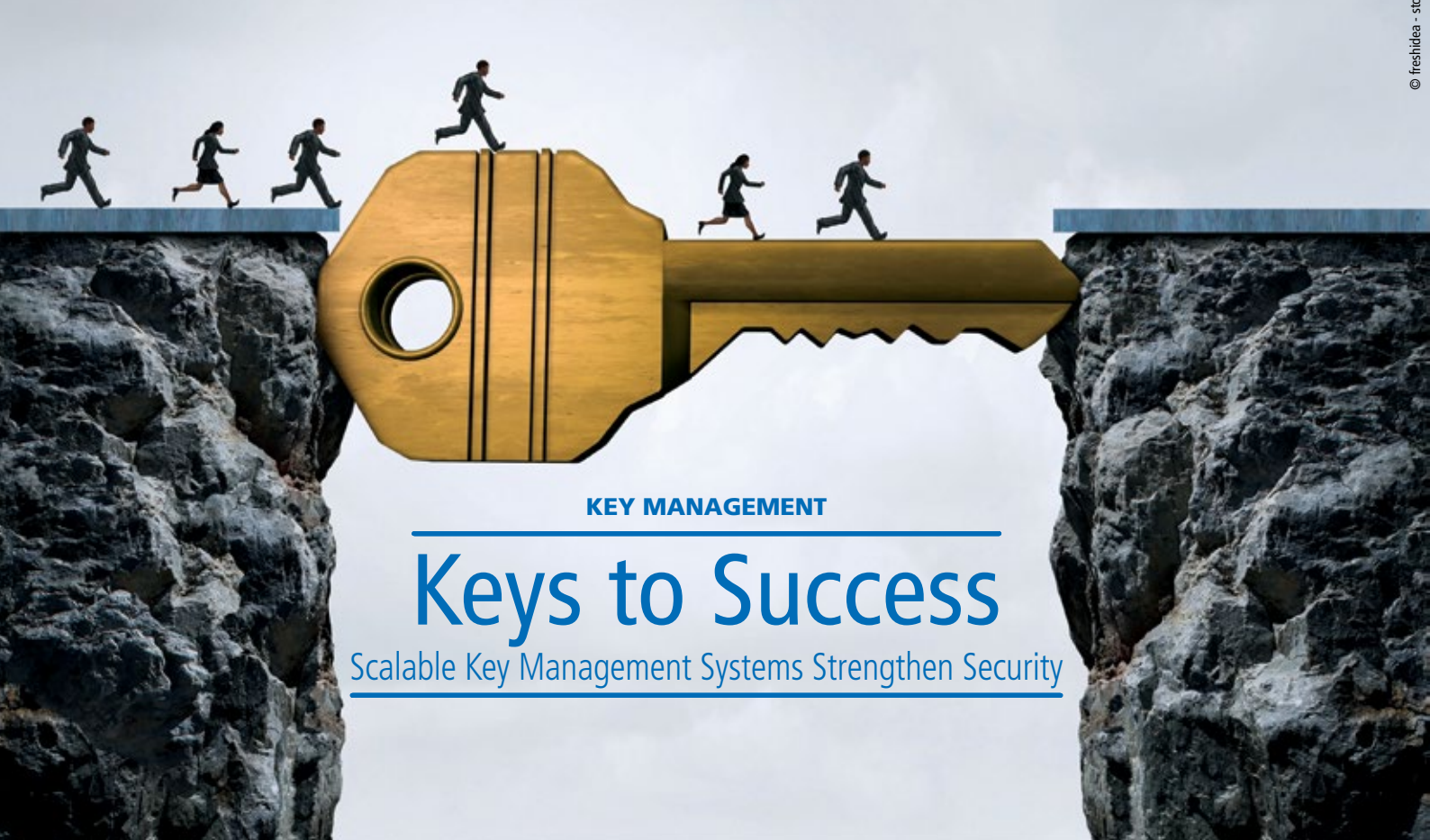


www.indigovision.com

Wireless Networks Deployment

Moxa's Aeromag is a fast and easy-to-use wireless network deployment tool that scans your on-site environment and sets the optimal Wi-Fi channel for devices. This technology can configure all basic wireless settings in a single step and eliminates the need to adjust multiple device configurations when adding new devices into existing networks. This includes setting the SSID, WPA2 password, RF type, and channel as on-site environments can be unpredictable. When using the system, there is no need to perform further configuration when adding or removing devices from existing networks.

www.moxa.com



KEY MANAGEMENT

Keys to Success

Scalable Key Management Systems Strengthen Security



Fernando Pires, VP Sales and Marketing,
Morse Watchmans

With apologies to Benjamin Franklin, there is a third certainty in life beyond death and taxes: change. This is particularly true in business, as organizations are continually growing and evolving. As they do, their needs change, sometimes dramatically. Therefore, any solution deployed today – whether for security or non-security applications – must not only meet current goals and purposes but must also be capable of growing to address future needs. Therefore, it's not a stretch to say scalability is among the most valuable capabilities a system can deliver.

Scalable systems allow organizations to easily expand their solution to accommodate changes in size, capabilities, number of users and applications, delivering maximum value and return on investment (ROI) while extending the lifecycle of a solution. One vital component of a solution's scalability is the ability to maintain a high level of performance under increased demands. Any system that can't be easily scaled can create a number of challenges for organizations, with expansion often translating into a complete system redesign, or rip-and-replace. Given the cost, complexity and potential downtime associated with both, organizations must seek out solutions that are capable of scaling quickly and easily.

Two Paths to Scalability

When it comes to the nuts and bolts of scaling systems, there are two primary approaches. The first is to beef up existing solutions to expand the capabilities of hardware or software to accommodate an increased number of users or volume of data. This might mean increasing processing power, memory or storage capacity, for example. While this is the most convenient way to scale a system, not every product is built to scale in this way. Even for those that are, the process will likely involve downtime, causing lost productivity and inconvenience.

With networked key management systems, this kind of downtime simply isn't an option. Security is a paramount concern for organizations, and the

stakes are high to ensure that people, locations and assets are protected. Controlling and monitoring physical keys plays a major role in assuring a high level of security, and taking a system offline for expansion introduces far too much risk.

The Soft Approach

The second strategy for scaling – adding modules or systems using software – is better suited for expanding the size, capabilities and applications of a system. This strategy eliminates the downtime that often results from increasing the load-handling capacity of a single unit, while delivering the added benefit of system reliability and availability. As a result, the solution will continue to provide a high level of performance on an ongoing basis, both

during the initial scaling-up process and as the system continues to grow in the future. Should an organization encounter an issue with one or more of the units, others will most likely remain online, ensuring that the entire system is not compromised.

In addition to improved redundancy, today's networked key management systems also offer control, flexibility and strong auditing and reporting. Software-based modular scalability enables these solutions to track keys while allowing users to remove keys from and return them to any cabinet within the system.

An organization is able to assign each individual user-specific permissions that provide users access to only those keys they are authorized to take. Access to a cabinet itself is controlled and tracked with PIN pads or other criteria unique to each user. Further, having a single, common user database ensures system integrity and enables tracking and auditing of all transactions and user history, providing up to date information about key usage in real time. Should keys not be returned to a cabinet by the established time, the system can generate alerts to allow the organization to quickly take action.

Therefore, any downtime for the key management system – such as that associated with scaling a system by increasing the capabilities of existing hardware – significantly weakens security. Choosing a scalable system facilitates the process and eliminates potentially costly, time-consuming procedures that could delay implementation for particularly sensitive areas. In the best case, organizations are not only able to add units easily, but will not need to configure individual cabinets, further reducing the time and cost of expanding a system.

More of the Same

What's more, expanding systems built to be scalable with software and add-on modules eliminates potential compatibility issues that can cause system downtime, as all hardware added to the system will automatically integrate with existing units. This interoperability is a major benefit, as one of the main strengths of networked key management solutions is the ability to synchronize data and other information across all cabinets and other hardware

that makes up the system, including those that are newly deployed.

Growth, change and evolution are inevitable in business, making the ability to scale solutions vital for all organizations. This is especially true with security solutions, where 'life and death' can be much more than hyperbole. Easily scalable key management systems deliver time and cost savings, redundancy, increased reliability and many more benefits, while software-based ex-

pansion ensures interoperability of networked solutions. All these factors add up to stronger security, improved ease of use and increased ROI, both today and as organizational needs inevitably change in the future.

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SECURITY MANAGEMENT

It's the Law!

Understanding How the GDPR Will Affect Security Data and How to Mitigate the Risks

For some time, data laws in Europe have been open to interpretation. From one country to the next, companies conducting business or protecting assets would adapt their infrastructure and policies to local standards. Now, in less than a year, that is all going to change. On May 25, 2018, the European Union's General Data Protection Regulation (EU GDPR) will come into effect. Jean-Philippe Deby, Business Development Director Europe for Genetec takes a look at the implications.

Essentially, the GDPR mandates that businesses adhere to specific governance and accountability standards in the processing and protection of data. The scope of data being regulated is as predictable as personal and banking information of customers, and as extensive as video surveillance footage of individuals on or around a property. It also requires that businesses report any data breaches within 72 hours. Failure to comply to these new regulations could result in up to 20 million Euros in penalties or 4% of the company's global annual turnover.

On one hand, the GDPR will make it easier for companies to manage data across many different countries because laws will be standardized. It also provides the consumer with greater levels of consent, giving them access rights to their own data and decision power over how it is used or distributed.

On the other hand, these new guidelines and laws will hold all companies operating in the EU accountable for the information they collect, manage and store. This includes foreign companies that do not even have a physical presence in the EU, but that might process transactions or collect any type of data from EU residents and organizations.

With a heavy penalty looming, everyone from big multi-national retail chains to small and medium sized businesses are understandably asking questions. While there is much to be considered about the GDPR, this article will highlight the implications for data derived specifically from physical security systems and what businesses can do to ensure compliance before these new laws come into effect.

From High to Low

According to the GDPR, there is a clear distinction between the risk levels of data. Physical security data spans all levels from high to medium to low risk. Data derived from a system that captures massive amounts of personal information, without explicit consent, is considered high risk. This includes information that shows who a person is, where they are and any other specifics about them. Therefore, businesses who use video surveillance technology to monitor public spaces would be dealing with high-risk data.

Another form of high-risk data comes from analytics and technologies such as automatic number plate recognition (ANPR) systems because these solutions associate a vehicle with a

person in a specific location. On the other end of the spectrum, data is classified as low-risk when it is not associated with any individual and their privacy.

All Change

So why is this important? Businesses with systems collecting high-risk data need to ensure its utmost protection. They also must secure access to the systems and servers storing the information. To adhere to these regulations, companies might need to change corporate policy to restrict system or data access privileges. They might also need to upgrade systems to take advantage of advanced cyber security measures such as encrypted communications, built-in data and privacy protection capabilities, strong user authentication and password protection.

Investing in technologies that can automate privacy protection could also help companies quickly adapt to these new laws. One example is having video redaction capabilities to blur out people's faces in video. This feature transfers high-risk data to the low-risk category, allowing operators to see what is happening in video footage without violating anyone's privacy. Other tools



Jean-Philippe Deby, Genetec Business Development Director for Europe

such as an intelligent investigation management system could help companies securely share digital evidence with police or deliver data to EU citizens on request, while maintaining strict access and privacy rights.

Take Ownership or Outsource?

Another important distinction is between what the GDPR refers to as Data Controllers and Data Processors. Any company that collects and controls private information is a Data Controller. However, small or medium sized businesses may not have the resources to properly manage the collected data. Therefore, the GDPR makes concessions for companies who need to outsource some of the responsibility to service providers, known as Data Processors.

For instance, a retailer could decide to implement solutions by Genetec such as Stratocast, the Video Surveillance as a Service (VSaaS) solution, and Retail Sense, an advanced customer analytics solution. These solutions come with built-in privacy protection and cyber security mechanisms that help businesses adhere to new privacy laws. However, it is not a full transfer of risk. The retailer would still be responsible for issuing and managing system access privileges, ensuring password choices are strong, and essentially, limiting data to those who can view or extract it.

From an operational perspective, the company would be able to collect all types of statistics on customer traffic such as the number of people who entered a store at any given time. While numbers are computed from video surveillance footage, the Retail Sense solution would deliver this information without any association to a specific individual. This keeps the risk low, but still provides valuable operational intelligence to the retailer.

Best Practices

With so much to consider, here are three ways companies can start the process of securing their

physical security systems and derived data as per the GDPR.

1. Get Involved in the Discussion

Start talking to your consultants, integrators and suppliers about GDPR. Find out what they are doing in terms of privacy and data protection and what steps they are taking to help businesses comply with the legislation. Keep in mind that the GDPR requires every company to appoint a data protection officer (DPO), who must be independent from any IT, risk, or VP-level functions.

2. Evaluate Your Current Systems

Conduct a gap analysis to identify what works and what might require improvement in accordance with the new regulations. Consider upgrading to solutions that will help you effectively manage the security and privacy of your systems, without requiring large capital or human resource investments. Also, consider systems that can easily span geographic boundaries. This will allow you to easily standardize on processes and policies in all countries.

3. Consider Cloud-Based Services

Investigate and get quotes on services or solutions outside your own datacenters. Learn how the SaaS model or any cloud-based applications could help your business become more efficient at adhering to these new laws. Top-tier cloud providers offer all the built-in security and privacy mechanisms, and facilitate updates to ensure your system always has the latest fixes and capabilities.

Data laws are changing around the world. To keep pace, businesses need to seriously consider how their security technology investments will help them manage risks. With the GDPR deadline only months away, now is the ideal time to re-evaluate practices, partner with forward-thinking vendors and adopt technologies that will help them meet privacy and data protection laws. With the right partners and technologies on their side, businesses can minimize risk, avoid costly penalties and be ready for anything as these laws continue to evolve.

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www.genetec.com

Push Notifications for Intrusion Detection



Vanderbilt has announced SPC Connect 2.4 in its SPC product portfolio. It is a hosted cloud-based solution designed specifically for installers to monitor, manage and maintain SPC panels remotely from any location. The latest features include push notifications for IOS devices to ensure SPC Connect users are informed of new information related to their SPC system, local user management to add new accounts through the server, import lists of multiple users and automatically register multiple accounts as well as alarm verification.

www.vanderbiltindustries.com

Intrusion Detection Feature Developments



Vanderbilt has announced SPC 3.8. It is a hardware and software intrusion system that protects businesses, properties and assets for users who want an intrusion detection system that offers versatile operation and comprehensive alarm management functionality through the use of cloud services, end-user apps and a dedicated software suite. Version 3.8 is aimed at reducing training, planning and maintenance efforts across SPC panels thanks to its intuitive interface, remote maintenance and control capabilities. As such, all SPC systems can be remotely updated to the latest SPC firmware, ensuring customers can have all the latest features available in SPC without the need to physically visit sites to complete system upgrades. www.vanderbiltindustries.com

SECURITY MANAGEMENT

"Plug It In and It Just Works"

Making the Complex Simple with Video Management

Being a truly independent developer of innovative VMS, Wavestore's goal is to provide a seamless end-to-end user experience while using an open-platform architecture. This leaves their partners free to choose whichever connected devices, analytics and sub-systems they want from their preferred vendors to create a best-in-breed security solution that perfectly matches the requirement of their application and doesn't leave them tied in to a single brand. Dr. Heiko Baumgartner of GIT SECURITY was able to learn about Wavestore's approach by interviewing their Managing Director, James Smith.

With the sheer number of technologies, formats, product vendors and types involved in the industry, Wavestore's VMS is a platform that is designed to make the complex simple. This enables their partners to get the solutions they want, using the technology they want, in a way that's easy to scale over time and simple for the end-user to manage.

GIT SECURITY: What differentiates Wavestore from other Vendors in the market?

James Smith: This is actually one of the first things we get asked by new partners: What makes us different from the other VMS in the market? Essentially, any good VMS will manage your video sources and deliver some degree of connectivity, whether using proprietary cameras/devices or open-platform, but Wavestore has some very important benefits and differentiators which make our solutions stand out from the crowd. One of the most important differences of Wavestore's VMS is that, unlike many other VMS available on the market, ours is embedded into its Linux operating system and doesn't run as an application on Windows. This enables us to deploy technology that we have specifically designed for security solutions, such as our own proprietary file system, and delivers benefits that simply can't be achieved with Windows based VMS. Wavestore's use of Linux also helps protect against cyber threats that specifically target Windows system, such as the recent WannaCry virus which affected many businesses and institutions globally.

Is there any specialist Linux knowledge required to install or use Wavestore's VMS?

James Smith: The simple answer is no. Because Wavestore's VMS is embedded into Linux it installs all at once and takes only minutes for a fresh server to become a Wavestore server. What's more, WaveView, our client software used to access Wavestore VMS servers remotely, is available in both Windows and Linux versions and we also have WaveView Mobile for Android and iOS devices – all available license free – so accessing Wavestore's VMS and enjoying all the benefits of our Linux architecture is simple too.

Wavestore has a file system specifically designed for security. How does it work?

James Smith: One of our core technologies is our own proprietary file system called 'Large Allocation Storage System' or 'LASS'. Unlike the Windows file system, Wavestore's allows video, audio and metadata to be written and read from hard disk extremely quickly in just a couple of steps, resulting in the fastest video recall with accurate play bar control and lip-synchronised audio to be achieved as standard. LASS can handle up to 64 Petabyte disk arrays as single volumes, with up to 64 trillion images on each volume. It can handle up to 26 volumes in total. It has no image size limits, so image sizes from a few bytes up to many megabytes are no problem. This easily caters for very high megapixel cameras (in excess of 20 Megapixels), which are now readily available on

the market. Because we control all aspects of how we write to disk, we are not constrained by the limitations that many other VMS's face. If there's ever an application that calls for 290 Petabytes of storage then that can be achieved with Wavestore (That's over 80 years recording 200 full HD cameras in real time!), it truly is that scalable.

What do you tell installers who are concerned about connectivity to different cameras?

James Smith: Plug it in and it just works. That's not something that you hear very often in the world of VMS, but Wavestore doesn't rely on device packs to keep people up to date. We run advanced camera libraries as standard in our software which are developed with the future in mind and gives users far better connectivity to a wider range of cameras straight from the box. We were one of the first VMS developers to fully implement ONVIF Profile-S and augment that with deeper integration where required to give access to advanced features from leading camera vendors, such as on-board analytics. Wavestore works with the widest range of camera formats, from commonly used H.264 to proprietary Mobotix MxPEG, and everything in between. IP, Analogue and HD Analogue camera technologies are compatible and can be mixed and matched on-screen at the same time. Wavestore also pioneered the use of 360-degree camera dewarping and our client-side dewarping functionality enables multiple virtual cameras to be displayed from just a single stream from all leading camera vendors, alongside native support for OnCam and Immervision.



James Smith

How does the installation process vary for different requirements?

James Smith: Whether you are setting up the system, using it day to day, or providing a copy as part of an export, WaveView is the only client software that is required. As we introduce new software versions, deploying these to any number of servers can be done remotely from a central location and usually only requires a soft restart, which is completed in seconds to ensure that critical recordings are not compromised.

And how do you provide updates?

James Smith: We have recently introduced Upgrade Bundles which give our partners the opportunity to keep their systems up to date with the latest features, integrations and performance enhancements as they are introduced, without being tied into expensive annual recurring contracts that are common place in the VMS market. Changing the market norm of a catch-up charge should there be a break in service, Upgrade Bundles can be purchased at any time without the need to back-fill any previously missed upgrades. We regularly deliver new features and benefits as part of our ongoing upgrade program and with Upgrade Bundles can provide partners the flexibility to pick and choose when to upgrade without suffering any financial penalties. We are also strong advocates of providing free technical support to our partners and have a dedicated team of support professionals available to help when required.

What can Wavestore deliver to SMEs?

James Smith: Wavestore delivers a future-proof platform for security that a business wishes to deploy. Be it video only or a mix of video, audio and data from multiple sources, Wavestore can integrate it all and add powerful functionality to the overall solution, such as 'cause and effect'



IP, Analogue and HD Analogue camera technologies are compatible and can be mixed and matched on-screen at the same time

event management and the ability to capture detailed metadata from connected devices to drive pro-active alerts and enable powerful post-event search. This functionality is crucial for many vertical markets. In retail, for example, we have users who set pro-active alerts on refunds that are over a certain value so that operators can quickly see pre and post event information to make sure that the transaction was conducted correctly. There's an infinite list of possibilities with Wavestore and numerous examples of how we've helped businesses meet their goals across multiple vertical markets including retail, banking, commercial, oil & gas, stadiums, casinos, transport and healthcare; to name but a few. The future-proof aspect is something that also resonates with many of our users. Innovation in the security market is fast-paced and an important aspect of what we do is the ability to integrate niche analytics and devices onto our platform to fulfil a specific need. Users appreciate that they can talk to us about what they need and then take advantage of the latest technology that will benefit their business immediately. In short, Wavestore helps SMEs protect their investment in security and enabled powerful total security solutions to be deployed with flexibility and innovation at its core.

How does your payment model work?

James Smith: Our VMS is supplied as a single software package available in three distinct levels – Base, Premium and Enterprise. This provides varying feature sets and we have installations that range from a single camera up to many thousands of cameras and connected sub-systems and devices, such as Access Control, Intruder Detection and Intelligent Video Analytics. We operate a 'buy once, use forever' channel license model and the software can be upgraded at any time to the next level and new channels can be added quickly and easily either on-site or remotely via the WaveView client that connects to the server over the network

or internet. We don't license cameras to their mac address, so if you want to perform a swap at any time – a full HD camera to a 360-degree camera for example – you can do so without having to contact us. Our VMS is available as either software only, compatible with an ever-expanding number of third-party server hardware devices, or pre-installed on our own range of NVRs or HVRs.

Could you tell us a little bit more about how your market focus expanded from the UK and where you see your target markets?

James Smith: Wavestore won Queen's Award for Enterprise in 2015 for International Trade, as well as a second for Innovation, so sales outside of the UK have always been an important part of our business. As well as being able to cater for the vast majority of projects with our standard product set, we have strong and demonstrable capability of delivering large and complex overseas projects as well, thanks to our ability to deliver to exacting customer requirements that go over and above what other VMS can deliver; recent examples being multiple stadia in South America, refinery protection in the Middle East and Port security in Africa. In January this year we opened up an office in Canada to service the market in North America with a local sales and support team in place to further assist our customers with their projects and we are looking to expand into the Middle East in the same way. We also have a network of distributors and dealers in place, which we continue to actively expand, so our overseas customers enjoy the same great support and experience that our customers in our home market do.

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VIDEO SURVEILLANCE

Stadium Intelligence

How Artificial Intelligence Will Change the Way We Secure Stadiums

Protecting tens of thousands of spectators is no easy feat. The ability to effectively monitor large crowds across an entire stadium increasingly relies on advanced video surveillance solutions that not only incorporate high definition (HD) cameras, but sophisticated artificial intelligence (AI)-driven video management software, designed to help operators efficiently identify and respond to potential security events.

As the surveillance industry has evolved, stadiums and other large venues have benefited from a greater adoption of higher resolution cameras that provide both broad coverage and excellent image detail. This shift was an evolution from the industry's previous reliance on networks of hundreds of analog or low resolution IP cameras, which often forced security personnel to make a tradeoff between field of view and image detail. With solutions such as Avigilon's HD Pro cameras, however, users are no longer faced with this dilemma.

Fewer Cameras, Higher Definition

Security operators can leverage the exceptional image quality of Avigilon's HD Pro cameras to cover the entire seating area of a venue with fewer cameras, while simultaneously zooming in with enough detail to get a clear image of a visible individual or event in question – all without sacrificing situational awareness. For instance, a single

Avigilon 7K (30 MP) HD Pro camera can replace up to 99 VGA resolution cameras, giving broader coverage with fewer cameras to enhance crowd monitoring.

Technology and the Layered Approach to Stadium Security

A layered approach to video surveillance that combines video management technology with trained staff and access control systems is necessary to help security operators effectively detect and deter suspicious events both within and outside stadium walls.

Avigilon's video management software, Avigilon Control Center (ACC) software, is designed as an easy-to-use end-to-end high definition system, allowing operators to quickly search, identify, mark and capture the details necessary to positively identify a person, object or vehicle of interest. This technology is designed to help stadium security staff keep spectator incidents to a minimum while complying with strict industry regulations. It offers

security staff the ability to monitor and analyze footage in real time and to provide their front-line security employees with the information they need for enhanced screening and crowd management – particularly at stadium entry points where crowds typically gather.

For venues such as Miami's 65,000-seat Hard Rock Stadium, installing a complete Avigilon security solution has enabled staff to more effectively monitor and protect crowds by giving security operators the ability to accurately identify and respond to potential security issues in a proactive manner. Similarly, the Avigilon solution deployed across multiple spectator venues at the 2016 Summer Olympic Games in Rio de Janeiro, Brazil, helped to protect the hundreds of thousands of attendees, volunteers and participants. Avigilon's advanced video surveillance solutions allowed security personnel to zoom in on activity within large crowds and provide detailed video evidence and information in real time.

Artificial Intelligence (AI) – The Future of Video Analytics

As we've seen, high definition video footage and enhanced video management technology have provided the necessary video evidence and detail needed to assist stadium security staff in responding to security events. However, the vast majority of this recorded video data is never viewed. This isn't for a lack of interesting content or inadequate resources, but rather a gradual decline in human attention spans. Attention is a scarce resource and there is an imbalance between the amount of video data collected and the human attention available to effectively search through that data.

As security technology continues to evolve, exciting developments are taking place with the inclusion of artificial intelligence (AI). Powerful tools are being created that will allow us to modify our approach to video search and free up security personnel to do what they do best: make critical security decisions.

Avigilon Appearance Search and Unusual Motion Detection

Through the power of AI, Avigilon has developed technology that better focuses human attention

on what matters most, allowing security staff to answer the critical who, what, where and when of an investigation with decisive action. Advanced video analytics technology, like Avigilon Appearance Search technology, provide security operators with enhanced search capabilities and are designed to help improve response times. Using sophisticated deep learning artificial intelligence, Avigilon Appearance Search technology can sort through hours of footage with ease to quickly locate a specific person or vehicle of interest across all cameras on a site. It can save time and effort during critical investigations as it intelligently analyzes video data, helping to track a person's route and identify previous and last-known locations.

Innovative new technologies like Avigilon Unusual Motion Detection (UMD) technology will also use AI to bring a new level of automation to surveillance. By continuously learning what typical activity in the scene looks like, UMD is designed to help focus the operator's attention on atypical events needing further investigation. For instance, UMD is able to automatically detect unusual events, such as a vehicle moving in the wrong direction in front of a stadium, or a stationary stadium crowd being suddenly disrupted, and alert

security staff. This technology will allow operators to quickly sort through volumes of video footage with ease, revealing events that might have otherwise been missed.

Looking to the Future

Using AI in video search can help reduce hours of work to minutes, managing resources so that stadium security is more effective and efficient. The continued evolution of AI will provide security personnel with even more powerful tools not just for forensic purposes, but for real time event response. By designing video surveillance search technology to be as simple to use as searching the internet, Avigilon is better focusing human attention on what matters most, helping to dramatically change the way users interact with their security systems.

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SMART CITY

Pro-active City Security

The extent of a Dahua Smart City Solution goes far beyond simple surveillance

Ever expanding, cities today must pay more attention to protect the people and properties gathered. It is evident to anyone with access to global news that now even the most developed cities are faced with huge safety threats, ranging from terrorists' attacks aiming at well-populated areas and historically significant places to road accidents that keep increasing with the number of automobiles. A smart and integrated system for urban security is in urgent need.

In the past, the administration was heavily reliant on man power and so investment mostly went into increasing the number of people dealing with problems. However, this no longer works since the volume of population and data have exploded in the process of urbanization. The huge expense on manpower is disproportionate to the result achieved, especially when concerning safety. For example, it now takes more time for more policemen to track down a suspect in a big city, not only because there are so many people and places to check but also due to the advanced transport systems that can easily move a person somewhere else very quickly. Then there is the inconvenience for ordinary citizens during such an operation to consider.

Equipped with AI technologies and a highly integrated platform, the Dahua Smart City Solution aims to address the safety issues of mega-cities without dramatically expanding police forces. To

be more specific, the deep-learning empowered video surveillance performs timely and effective risk detection. The unified platform allows a faster emergency response, and powerful data mining helps to get more insights from the data that front-end systems collect.

Fine Details

For example, deep-learning redefines the capabilities of the video analysis we know. Ranked No.1, Dahua achieved 99.78% facial recognition accuracy in LFW (Labeled Faces in the Wild, a well-known facial recognition benchmark for academic purposes) in October 2016. Deep-learning even allows instant classification of humans and vehicles appearing in video, capturing extracted detailed features such as the color of their clothes, gender, headwear, license plate number, vehicle color, size, make, model, cellphone and seat belt usage in the vehicle.

Four Working Stages

The overall working process of the Dahua Smart City Solution can be seen as four stages; prevention, detection, response and investigation. By improving each, the solution can improve city running in general.

The stage of Prevention means picking out and focusing on potentially dangerous persons and factors before they really do harm to public safety. This requires the ability to collect and analyze big data. The solution provides advanced forecasting models that give a better chance of predicting events. For example, with comprehensive analysis of violation data collected by traffic enforcement cameras, the system can generate a watch list for vehicles with numerous violation records.

The stage of Detection means real time surveillance in various forms, including the deployment of 360-degree panoramic camera and ultra-long range, all weather monitoring thermal cameras. In



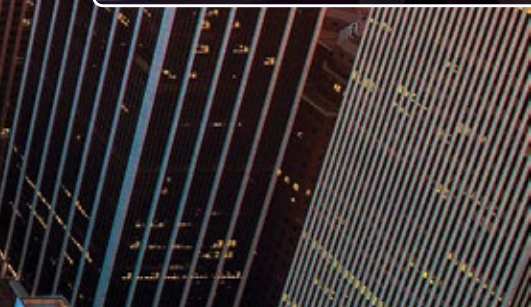
The Smart City Solution Delivers on Dahua's promise of "Safer Society, Smart Living" in 4 Key Metrics:

'Government investment' measures the level of continued commitment by governments to maintain good function and development of systems in place. After deploying a smart city solution, London's police investment declined by 10% yet the criminal activity prevention score actually improved by 0.5% since 2015.

'Safety result' measures changes in the levels of crime and risk to citizens. It also assesses the public's perception of how well the city's authorities can respond to incidents. This is improved by the efficiency savings that Dahua's surveillance systems provide.

'Social benefits' assess the ability of the public to enjoy entertainment and leisure activities safely and how their affinity for the government changes.

'Economic benefit' accounts for personal wealth, spending on tourism and retail along with employment rates and the city's protection against short-term economic fluctuations.



In addition to multifunctional cameras above, deep-learning empowered smart video surveillance can automatically detect risky individuals and activities from the massive data collected. In fact, one of the company's traffic enforcement systems helped Hangzhou city automatically detect 29,823 vehicles' illegal behavior during the G20 Summit, which greatly reduced the burden on policemen who could then put more focus on protecting the key summit area.

The stage of Response means enabling key organizations in the city to react to security threats in real time. Now is the time for authorities to act against possible escalation of the incident, for which Dahua improves communication efficiency through its integrated platform, allowing unified command and centralized data storage as well as cross-department information sharing. Suppose a natural disaster took place in the city; the Smart City Solution could report it on a single e-

map with available emergency response resources to all relevant departments and agencies while providing seamless monitoring of the site to all approaching units.

The stage of Investigation means being able to quickly analyze all data collected by different systems and provide insights to facilitate the recovery of crucial criminal incidents after they happen. At this stage, technologies such as video synopsis provide a short summary showing all moving objects from a long video and support moving object queries according to different criteria such as size, color, direction and speed. A rich set of data mining methods like active area analysis, active target analysis and trajectory analysis are also available. So if a criminal tried to escape wearing different clothes or using different cars, he is highly unlikely to make it in a city equipped with a Dahua Smart City Solution.

Smart city solutions benefit everyone in all four metrics. Governments can decrease spending and

crime rates at the same time whilst increasing citizen safety, survival rates and citizen approval ratings. Citizens will be safer and enjoy better living standards without the burden of increased public spending. In short, they will be happier with both the government and their lives. By remaining ahead of the market with expertise in intelligent visual processing technologies and emphasizing its core value propositions of innovation, quality and service, such technology will continuously contribute to a safer society and smarter living, benefiting city dwellers worldwide.

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VIDEO SURVEILLANCE

Sort of Logical

Parcel Tracking by Cayuga Cameras for Logistics Centers in Tours and Beaune

Every day 150,000 parcels are transported by the French DPD group, which amounts to nearly 55 million parcels per year. DPD France is part of La Poste Groupe. The timely transport of the parcel volumes, which are handled in the depots day by day, requires a high level of organization and a precise monitoring of all processes in order to be able to ascertain where a shipment is currently located.

E-commerce is growing the parcel business and, consequently, the transportation volume of parcel service and logistics companies. Online shopping would be unthinkable for the consumers without the speedy delivery of the ordered goods – therefore it is self-evident to keep track of shipments on their way to the consignee, in order to guarantee a correct delivery. The company operates numerous logistics depots, in which the consignments are collected, sorted and reloaded according to their destination. In order to cope with the high volume of shipments, the depots are equipped with state-of-the-art technology such as conveyor belt systems and scanner terminals, which allow the tracking of the route any shipment takes within the facility.

DPD France has been using video systems for some time, which monitor the processes inside the depots. However, these were mostly analog systems, and were to be replaced by modern IP-based video solutions that would provide extended search options to track parcels as quickly as possible. The detailed and reliable dispatch tracking, as well as the surveillance of the depots to resolve cases of loss and to optimize the processes, were therefore set as project targets. The challenge of the project was also to secure the depots in compliance with TAPA - which mainly means monitoring all entrance and exit gates for at least 17

hours a day as well as motion-based image recording outside this period.

Software In Control

With the Cayuga product line, SeeTec offers a powerful and flexibly extendable video management software that has been supplemented by the company's BVI Logistics module with a scanner interface for the DPD depots in France. In addition, I/O modules are used in both depots to enable the transmission and reception of control signals so that, among other things, doors and gates can be opened directly by pushing a button in the user interface. The expandability of the SeeTec Multi Solution Platform allows new components to be added at any time – for example, to automatically capture and analyze the license plates of incoming vehicles.

The video management software supports a large number of different camera makes and models. Now all the conveyor belts, entrance and exit doors as well as the entire interior zone are being monitored with 280 HD cameras in Tours and 380 in Beaune. The complete process of shipment processing from incoming parcels via sorting by destination through to handover to the delivery agent is seamlessly documented. The data from the video system is combined with the data from the various barcode scanners along the conveyor belts for

detailed evaluation. It is therefore possible to determine at what time each individual parcel was located at which point in the distribution centre.

Seamless Journey

The installation of 61 scanners from the manufacturer Sick ensures the monitoring of the conveyor belts, and these export the barcodes from five viewing angles. Each parcel is tracked in the warehouse management system, assigned to the correct destination and forwarded to the right conveyor belt, which transports it to the appropriate loading bay. In the SeeTec user interface, a research view can be used to search for parcels using different parameters such as barcode or the tracking number. The software visualizes the route of the shipment through the distribution center on the basis of video recordings, so that the user can compare all available data and can localize error sources quickly. Thanks to these options the clarification of damage or loss can be significantly accelerated.

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ASSET TRACKING

All in a Day's Work

Satellite-enabled Tracking Keeps Tabs on Assets



The Internet of things (IoT) is without doubt one of the hottest topics in communications today, and organizations everywhere have woken up to what's possible when you can stay connected with your mobile and fixed assets. Corry Brennan, EMEA Simplex Regional Sales Manager at Globalstar, explains how satellite-enabled asset tracking is helping companies harness the power of IoT to work smarter in new ways.

We have seen a dramatic uptake of application-specific, satellite-enabled solutions that can monitor assets ranging from cargo to trucks, oil pipelines, reservoirs, rail tank cars, even livestock and some of the world's most endangered species. Because of their reach and hyper-availability, even in extreme environmental conditions, tracking solutions with satellite connectivity allow all kinds of organizations to reach deep into remote and hostile locations while mitigating against land and mobile network outages and overloading.

In geographies where there is limited or non-existent terrestrial-based communications infrastructure – such as where many oil and gas, mining and construction operations take place in North Africa, the Nordic region and the Eurasian landmass – relying on GSM mobile communications alone will simply not support 24/7 connectivity. Satellite communications is the only option to stay in touch continuously with assets and freight anywhere in these thousands of hectares of terrain, as well as at sea.

Companies in the oil and gas industry have been particularly progressive in how they have put IoT to work. IoT proved early on to be an effective way to optimize the remote management of oil and gas pipelines and can reduce or eliminate the need to send a crew to a remote location.

Hybrid Technologies

IoT can also transform the supply chain. New hybrid communication solutions, which switch seamlessly between satellites, GSM or other kinds of

networks dependent on location, are resulting in a raft of new IoT hybrid devices that constantly monitor and share valuable information with users as well as their customers and partners. The key enabler is the size of the chip in the device. When the chip is small enough, it can be very cost-effectively integrated in dual-frequency tracking and monitoring devices.

Identec Solutions, for example, helps businesses in the oil and gas industry to manage their land-based and offshore assets using an innovative combination of satellite technology and active RFID features. Hybrid multi-frequency capability means that users can take advantage of low power and long range active RFID transmissions as well as reliable satellite connectivity. The system dynamically switches transmission types to deliver uninterrupted tracking visibility. The first-ever ATEX-certified, multi-frequency asset tracking solution, it also provides valuable metrics on movement, instantly reporting whether the asset has experienced damage or shock.

As well as reducing operating costs, satellite communications allow partners in any industry's supply chain to collaborate using near-real time data for better, faster, decision-making. Delivery times can be more predictable and reliable, and the amount of unproductive 'downtime' of any particular asset is minimized.

Safeguard Staff

The business benefits of optimizing the usage and maintenance of assets is demonstrable. And being able to provide supply chain partners rich and

accurate data on delivery times and production schedules helps to galvanize business relationships and make operations more efficient.

These same systems can additionally play a valuable role in protecting staff. For example, oil industry and civil engineering companies operating in Africa have deployed Globalstar satellite-enabled asset monitoring solutions that help manage assets and which also deliver critical safety support for staff and site visitors.

Early in 2016, a Tunisian civil works contractor, Kilani Enterprise for Public Works, deployed Integrated Vehicle Monitoring System (iVMS), developed by Globalstar's Tunisia-based partner VMD, to track its fleet of 4x4 vehicles with the goal of achieving better fleet security. But the system also helps monitor driver behavior. iVMS delivers the precise locations of the fleet while transmitting engine data which indicates driver performance, such as sudden braking or unexpected acceleration. Kilani Enterprise was already familiar with the usefulness of satellite communications because it has been using Globalstar's SPOT handheld devices since 2013 as its only means of safeguarding staff carrying out operations in southern Tunisia's vast desert. A Ukrainian oil services company also uses this system to help its exploration and production customers monitor vehicle fleets and safeguard staff in the same region. The devices monitor vehicles used for transporting heavy engineering equipment, including scientific engines for seismic measurement, as well as monitoring vehicles used to transport personnel.



Corry Brennan, EMEA Simplex Regional Sales Manager at Globalstar

In Emergency

VMD customized all three deployments by adding a one-touch SOS button onto the vehicles' dashboards. If the driver or any passenger is in danger, requires emergency medical help or if the intervention of security forces is needed, a single button press alerts security teams. Also, by automatically transmitting GPS data, first responders can instantly know the precise location where help is needed. This level of always-on connectivity is an essential security measure in the remote regions in which oil operations take place.

A key benefit of iVMS is that the system seamlessly switches from GSM to Globalstar's satellite network as soon as it detects weakening GSM signal. Smart harmonious use of these two types of network yields maximum cost efficiency, while delivering reliable, ubiquitous connectivity.

"The operational challenges posed by inadequate GSM coverage in the regions where oil is extracted are compounded by remote, inhospitable terrain and additional security risks," commented Karim Chagra, Health Safety Security Environment (HSSE) Manager with Kilani Enterprise for Public Works. "Our satellite-enabled monitoring system enables us to work more efficiently and securely."

The Perfect Pint

Another very different satellite-enabled asset tracking deployment illustrates the flexibility and multiple benefits that users can realize. Brewing quality craft beers that truly represent the skill of the brewer is a delicate task. Moreover, transporting the beer, especially if the trip involves crossing thousands of miles of land or sea, comes with many risks that can have seriously detrimental effects on the product by the time it eventually reaches its destination. Shipments conveyed in tanks that are at the wrong temperature or pressure, or which have suffered an impact, almost inevitably result in beer of inferior quality and taste.

For over 20 years, Connecticut-based B. United International has been importing high-quality craft beers from around the globe. Founder and proprietor Matthias Neidhart is on a mission to deliver to American beer lovers the taste and aroma complexity that only true craft and microbrewery produced ales possess.

Neidhart decided to deploy the Ovinto Sat tracking and monitoring solution by attaching sensors to each of his seven large stainless steel tank containers. The sensors monitor numerous metrics that help ensure optimum beer quality, including the environment in each tank. Critically, since there is no power source in a closed container, these sensors consume a very low amount of energy, and therefore can continuously monitor the contents of the tank even on long journeys.

The solution ensures that B. United minimizes the beer's exposure to pressure and temperature fluctuations, resulting in complex brews all naturally re-fermenting and tasting exactly the same on arrival in the US as when they left the brewery in their home country. B. United also knows precisely where the containers are on their lengthy journeys – even as they make their way across land and ocean to the US. This helps supply chain operations run smoothly and enables them to give accurate delivery times to their customers.

Asset tracking solutions incorporating Globalstar's satellites are helping businesses work smarter in commercial fishing, alternative energy and forestry as well as in non-commercial government-sponsored missions. With ATEX certification, ensuring safety even in potentially explosive situations, providers of petrochemicals are transporting essential, yet hazardous, materials around Europe and across the globe. With governments encouraging more transparency in the transport industry, and a constant motivation to improve safety, there is an increase in regulation requiring cargo-carrying vehicles to have trackers installed. Technology innovators are creating new solutions to help their customers meet these regulations while improving efficiency.

From all this, one thing is very clear – the applications and benefits of IoT tracking, supported by ubiquitous reliable satellite communication, are limited only by the imaginations of people who need to monitor 'things'. Necessity is indeed the mother of invention.

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Deep Learning and Health Monitoring

Puretech Systems announced the release of the newest version of its patented geospatial video management and video analytics software. Pure Activ 14 adds a deep learning video analytics module, a dashboard for monitoring the health condition of the system and increased location based intelligence. The release also contains a wealth of feature improvements, bugs fixes and 3rd party sensor integrations. These include camera integrations from Silent Sentinel, Hikvision, KT&S Innovative and PVP Advanced Electro-Optical systems, integration with SRC and Spotter RF radars, US Towers integration for mobile deployment, Opta Sense Fiber Optic Perimeter Intrusion Detection System and gunshot detection systems from Safety Dynamics and the SST Shot Spotter.

www.puretechsystems.com

High-flexibility Storage Expansion

Surveon provides budget-saving storage expansion solutions that allow expansion of storage capacity in batches. Most large-scale and critical projects such as cities and commercial buildings are required to maintain long-term recording data retention. To fulfill those projects' need while reducing the total cost of storage, multiple storage expansion solutions based on different storage architectures such as DAS, SAN, and NAS are designed by IT pros. All Surveon NVRs support iSCSI for large data storage and the company's expansion solutions reach to more than 400 hard disks.

www.surveon.com

Panasonic: End to End Cyber Secure CCTV Range

Panasonic introduced a new end to end, cyber secure CCTV system at IFSEC 2017. The Secure Communication system is a platform and package of data protection elements that work with Panasonic's IP CCTV camera systems to protect against video tampering and altering, spoofing and snooping. It features several data protection elements including IP communication encryption and verification as well as data encryption, ensuring the integrity of video evidence within Panasonic IP video streams. Available on Panasonic's iPro Extreme and the Elite range, material is fully encrypted end-to-end, including the communication information between devices. The evidence value of recordings is also secured using device certificate from Symantec Managed PKI with cryptographic technology, alongside alteration detection technology.

www.panasonic.com



DRONES

Drones: a Double-edged Sword

The Widespread Availability of Drones has Become Both a Commercial Opportunity and a Threat

The positive potential of drones in surveillance and security is largely untapped. A focus on the risks has been taking precedence. The immediate imperative is to protect sensitive airspace from unauthorized penetration, whether deliberate or accidental. Andrea Sorri, Business Development Director, Government, City Surveillance and Critical Infrastructure for Axis explains the current predicament.

At the beginning of July this year, it was reported that five flights on their final approach to London's Gatwick Airport – the UK's second busiest – had to be diverted when the airport's single runway had to be closed twice after a drone was sighted within the airport perimeter. In addition to the five diversions to other airports, a number of approaching planes were put into holding patterns until the runway was reopened. The disruption to passengers and additional cost to the airlines involved are obvious. Although it's unknown whether the incident was accidental or malicious, this represents just a single recent example of a growing problem for airports and other sensitive locations. Indeed, in 2016, 70 near misses between drones and aircraft were reported, more than double the previous year.

'Drone' has become the common term for what is formally called an Unmanned Aerial Vehicle (UAV). However, UAV can mean any pilotless aircraft, from highly-sophisticated (and expensive) military equipment designed to undertake dangerous operations, to consumer products that have now become so low-cost as to be an attractive toy for children. In fact, UAVs in the form of remote-

control aircraft have been available for recreational use for decades. But it is the general availability and accessibility of drones to the mass consumer market – along with the increasing number of applications – that have driven their adoption in recent years and, with it, the inherent risks.

The positive potential for drones is obvious. In both commercial and consumer applications – from photography to product deliveries, policing to agriculture, conservation to racing – drones are finding their way into numerous business activities. Live feeds from high-definition cameras and even thermal imaging mean that areas and applications previously inaccessible by helicopter can now be reached by a relatively cost-effective means. As always, whenever a new technology is developed, those with more nefarious aims and criminal intent will also look to exploit the potential. This is certainly the case with UAVs.

Hit Squad

While the majority of incidents of drones flying into an airport's perimeter are likely to be accidental – even though they present a significant risk – in other situations, criminal intent is far more

likely. For instance, the matter of drones being used to smuggle contraband into prisons – typically drugs and mobile phones – has become so commonplace in the UK, that the government has established a specialist squad to address the problem. Commentators have also pointed to the horrifying potential of drones being turned into flying bombs or even small chemical weapons by terrorist groups. Camera-equipped drones could also be used to covertly survey sensitive military or government sites, or for corporate espionage in a commercial environment.

For example, a largely overlooked risk potential from drones is their use by hackers. Researchers have demonstrated a startling hacking technique, using drones to detect vulnerabilities in 'air-gapped' computers. These gaps are installed as a network security measure to ensure that a secured computer network is physically isolated from an unsecured network, potentially infected with malware. The researchers demonstrated how, once a computer is infected, a drone with a camera can be deployed to hover outside a window, near the hardware. Detected through electromagnetic signals, the transmitting computer can be located by

the drone and capture data through LED signals emitted by the hard drive.

The risks presented by drones has become so great that it has captured the attention of regulators. In the UK, the government recently announced new regulations that will require owners of drones weighing more than 250g to be registered, and to show that they understand the safety and privacy laws that affect their use. Britain's aviation minister, Lord Callanan, highlighted the desire to balance safety and the positive potential for drones in announcing the regulations: "Our measures prioritizes protecting the public while maximizing the full potential of drones. Increasingly, drones are proving vital for inspecting transport infrastructure for repair or aiding police and fire services in search and rescue operations, even helping to save lives."

However, there are clear issues with such regulation: firstly, that many drones available on the high street weigh less than 250g and could still represent significant threats in several ways and, secondly, those individuals or groups with criminal intent are unlikely to respect the need to register their drones.

Tools Available

It is imperative, therefore, that any organization that could be potentially affected by the risks associated with drones takes steps to protect itself through a combination of technologies. One highly-effective solution is the combination of high-definition network video cameras with sensors and analytical software to detect, monitor

and control drones entering an organization's airspace.

Anti-drone security platform provider Dedrone has developed a platform solution that aggregates data from its detector sensors and advanced video analytic algorithms. Using video footage from Axis Communications network cameras that establish wide area detection, this enables visual localization and allows for the mitigation of any drone threat. The solution's user interface can provide automated visual alarms and notifications and allows for the protection of sensitive sites: detecting, tracking and monitoring for drones 24/7, providing real-time alerts and identifying potential threats, even when these are several hundred feet above ground.

Aerial Warfare

Once detected, drone mitigation can take several forms. For example, some drones come with 'geo fencing' technology, meaning that they will not fly into restricted zones. This can be easily overcome if the drone's operator so wishes. More complex but effective solutions include jamming the drone's radio-frequency, signal disturbance by laser, counter drone deployment, fog bombs, deployment of nets from the ground or from counter drones and even the use of firearms. However, many of these potential solutions are still subject to approval from regulators and several carry obvious associated risks of their own.

It is clear that the threat presented by drones – whether entirely innocent, or planned with malicious intent – is real and increasing. From both a safety and security perspective and a number of



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commercial aspects, it is essential that organizations of all types recognize the risks to their business, employees and customers and act now.

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Security Products

Cameras for Every Hallway, Corner and Angle

SurroundVideo Omni is an omnidirectional multi-sensor camera family, deployed and trusted by customers worldwide since 2014. Today, Omni remains a very good choice for an adjustable-view multi-sensor camera, and includes many new capabilities and enhancements which have been added across the series. The SurroundVideo Omni family offers very competitive pricing, choice of models, and is immediately available for customer delivery. The Series includes the SurroundVideo Omni G1 for outstanding value with both 12 and 20 megapixel choices, 180-360 degrees of adjustable-view indoor/outdoor day/night coverage in a compact, low profile design. There are 4 independent sensors that can be positioned at any of 70 points on a patented omnidirectional track. A wide range of lenses and focal lengths can be selected to cover any requirement. Another model is the Omni G2 that brings 3-axis motorized gimbals for remote focus/zoom to speed and simplify setup, and delivers even faster frame rates including all the features of G1. And the Omni G3 which features revolutionary remote setup with remote sensor positioning/pan/tilt/focus/zoom, varifocal lenses, preset 180, 270, and 360 degree views with two additional user settable selections, Snapstream bandwidth reduction, enhanced network protocols, and much more.

www.arecontvision.com

Fixed Bullet Perimeter Protection Thermal Security Camera

LIR Systems has introduced the FB-Series O fixed bullet thermal security camera designed for short to mid-range perimeter protection. It offers plug-and-play integration with the company's United VMS and is certified by other major third-party video management solutions. Joining a line of perimeter protection thermal cameras, the Series O camera features a 320x240 resolution thermal imaging sensor that detects potential intruders in total darkness and through sun glare, smoke, dust and light fog. Three separate lens options – with 93, 49 and 24 degree fields of view – provide narrow-to-wide coverage of fence lines, building perimeters and open areas.



www.flir.com

VIDEO SURVEILLANCE

Wide-eyed

Video Information Systems from Dallmeier Assist Airport Operations



A Panomera multifocal system provides simultaneous wide-angle and close-up images

Dallmeier offers comprehensive security solutions for all areas of application around airports. Specifically in the area of cameras, a wide range of systems allows customers to tackle all of their safety and security challenges and be able to comply fully with operational and regulatory requirements. Dallmeier also supplies video management solutions that not only give operators a comprehensive overview of security-relevant events but also allow the video data to be analyzed with a view to optimizing business processes, such as ground handling operations for example.

One of the paramount concerns for airports is perimeter protection, an issue that has been highlighted by a number of recent incidents involving unauthorized access onto airfields. It is important to be able to use a video system to track an intruder, but the ultimate goal is to prevent an intrusion in the first place. IR cameras are a key component of any video security system that has to provide around-the-clock monitoring capabilities, and the Dallmeier line of advanced IR cameras is ideally suited for that task. The latest addition to the company's IR product line, the DF5400HD-DN/IR, is an Ultra HD camera with integrated IR illumination. It is designed specifically for applications requiring images with high resolution in real-time during daytime and in IR mode at night. Dimly lit areas on the apron or sections along the airport perimeter, which might only be lit when lighting systems are triggered by movement, are among the many possible applications.

Challenging Applications

Airports typically encompass wide areas and stretch over long distances, which poses particular challenges for a video monitoring system. In the past, in order to adequately monitor the entire area it was necessary to use many cameras installed at a large number of locations. Dallmeier's

Panomera multifocal sensor system, however, represents an entirely new technology and a fundamentally different approach to the issue of video security.

The patented Panomera multi-focal sensor technology is a video solution for both landside and airside safety and security. It was specially developed for the all-encompassing video surveillance of expansive areas. Huge expanses as well as areas at great distances can be displayed with a completely new resolution quality, in real time and at high frame rates of up to 30 fps. A huge area can be surveyed with a Panomera unit from a single location and, depending on the customer's needs, the resolution can be scaled almost limitlessly. For example, one Panomera system equipped with eight sensors is sufficient to replace up to 35 standard megapixel cameras.

Optimizing Airport Operations

Combined with intelligently designed video management and analysis systems, Panomera offers opportunities for optimizing airport operations, such as aircraft turnaround time, as well as monitoring airfield traffic on both aprons and runways (e.g. ground support equipment on the way to restocking aircraft galleys). The fact that security personnel are provided with a comprehensive over-

view of the entire airport, regardless of where their individual focus may be at any given time, means that they can react quickly to any incidents. Video technology can therefore assist airports with the implementation of the Europe-wide optimization concept of Airport Collaborative Decision Making (A-CDM), which is supported by a number of organizations including the European Organization for the Safety of Air Navigation (Eurocontrol) and the Airport Council International Europe. The latter represents over 500 airports from 45 European countries. A-CDM specifically aims to enhance the operational efficiency of airports, which opens up various application areas for video technology. Proactive video monitoring instead of passive surveillance is the way forward across different industries - including airports.

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The PPG M50 vehicle bollard undergoing testing

PERIMETER PROTECTION

Going Full Tilt

The Validity of Bollard Crash-tests with Different Criteria

How useful is a bollard crash-test with 24t @ 48 km/h compared to a crash test with 7.5t @ 80 km/h? Can such test parameters and the associated results give a fair indication of the effectiveness of vehicle bollards? Specialists for High Security products with impact load, Thorsten Grunwald and Yvonne Kolatschek at Perimeter Protection Group (PPG) have their doubts.

Thorsten Grunwald: First of all – 24 t @ 48 km/h – these special parameters according to the new international standard IWA 14-1 do not correspond to the test parameters established on the market for years. Crash-tests should always be carried out with the most common, most widespread vehicle, since the probability or availability of such a vehicle being used for a potential terrorist attack is high

Yvonne Kolatschek confirms: Not without reason, the American Department of State, which had already published the first certification standard for the crash-testing of perimeter barriers and gates in 1985, specified the current, medium-weight truck as the sole test vehicle. During the years, other types of vehicle have been included within the gradually developed test standards ASTM F2656 and PAS 68. However, a test vehicle N3E with a test weight of 24 t per IWA 14-1 (see figure) is neither included in the American test standard ASTM F2656 nor in the British test standard PAS

68, which still represent the two most established representative test standards. A crash-test result is not only dependent on the impact-energy resulting from the mass of the test vehicle and the test-speed, but also on the test-vehicle's type and its unladen mass as well as on the weight and type of attachment of the additional ballast to achieve the required total weight.

Yvonne Kolatschek adds: For an N3E test vehicle as per IWA 14-1 with a total weight of 24 t, the unladen weight must be at least 9750 kg. This means that the added mass can be up to 14250 kg. In comparison, the minimum permissible unladen weight of an N3C test vehicle with a total weight of 7.2 t is 6100 kg, so that a maximum mass of 1100 kg can be loaded – a much lower percentage of the total weight. In addition, a maximum of 100 kg of the additional ballast can be applied to the N3C test vehicle in unsecured form. N3E test vehicles can however be completely loaded with unsecured ballast to meet the test

vehicle mass even though the ballast does not remain fixed to the test vehicle at the moment of impact. This does not guarantee its effectiveness.

Thorsten Grunwald: Many of the past crash-tests with bollards have shown that a 7.5 t test vehicle tends to take off at high speed on impact. In some cases, the bollards were completely 'skipped'. A successful crash-test with 24 t @ 48 km/h thus does not ensure that a crash-test with 7.5 t @ 80 km/h would also be successful despite the slightly lower impact energy. An ultimate certainty that a bollard is capable of effectively stopping a 7.5 t truck at 80 km/h is only given by a successful crash-test carried out with appropriate parameters.

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