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Intersec Dubai 2019

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COVER: ASSA ABLOY
Wireless Access Control Report

WILEY

(Virtual) Events

In the long run, trade fairs will not survive. Conferences and meetings have no future.

Do you remember statements like the above? Already at the end of last century, it was questioned why people should travel for hours to attend a trade fair, meeting or conference, when you can offer them a great website, a series of webinars or a Skype conference.

These days, everybody uses websites, webinars and all kinds of online and phone conferences, but still most of us travel to attend company meetings, trade fairs, roadshows and conferences. Security Essen overall was a great show to connect with customers and partners in person and the upcoming Intersec show will certainly provide you a good return on invest for your travel. If you have a closer look at the content of this issue you can see how successful partner conferences can be and you can read what you can expect from future events like Intersec 2019.

Besides well established trade shows there are attempts to establish – or better re-establish – an installer show in Birmingham and on the horizon you can see the upcoming Intersec Building show that Messe Frankfurt aims to launch in 2020 during the Light + Building show in Frankfurt, Germany. On page 30 you can read how Wolfgang Marzin, President and CEO of Messe Frankfurt, and his team want to spotlight connected safety and security technology with the new trade show Intersec Building.

Why do we see the renaissance of trade shows, partnering events and roadshows?
First of all security professionals want to meet their partners and colleagues in person to discuss sensitive topics and projects. It is all about trust and partnership in our industry and you might want to follow a webinar to get technical details of a product explained, but you certainly will not exchange confidential information in a Skype meeting.
Another plus for events is that most organisers have further developed their events by providing visitors tools for matchmaking and tools to connect with other visitors and vendors. Security Essen did a great job on this and we are proud to present the official Intersec Dubai show app we have developed together with the show organisers.

Enjoy reading this issue! We look forward to seeing many of you in person in Dubai in January…and we invite you to connect with us via the online tools we offer.

Heiko Baumgartner
For Wiley's Safety and Security team

MANAGEMENT

FIRE PROTECTION

SECTIONS

SECURITY

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Fish and Grill Restaurant Group with Amthal Fire Protection

Lussmanns sustainable Fish & Grill has enlisted Amthal Fire & Security to ensure its growing restaurant group is safe and secure for the benefit of staff and guests. Lussmanns is an independent brasserie style restaurant, invested in by leading hospitality entrepreneurs and recognised as a locals' favourite alongside gaining praise from leading critics. The group currently operates in five locations across Hertfordshire, with an ambition to double in size in five years. To ensure complete fire safety and security, Amthal Fire & Security was selected to partner with, and grow with the company, to ensure all new and existing restaurant premises were fitted with latest smart fire and security solutions. **www.amthal.co.uk**

TDSi Appoints Richard Money as Distribution Channel Manager

Integrated security manufacturer TDSi has appointed Richard Money as Distribution Channel Manager. Richard will be a central point of contact for the company's partners that include ADI, Norbain, EET Europarts, Advanced Access, Enterprise Security Distribution and Anixter. He commented, „I am excited to be joining the TDSi team. The company has a fantastic range of products so there is tremendous scope to work with our distributors and grow our mutual business." Richard has over 20 years' of security experience, having joined the industry in 1997. In 2001 he joined Gardiner Security selling access control, intruder and CCTV products. In 2011, he moved to ACT for seven years until he made the move to Inner Range before joining TDSi. Richard concluded, „I have gained broad experience of the security sales industry during my career and look forward to sharing my expertise with TDSi's distribution partners. The UK market is an energetic one, so I am available to help our distributors fully meet the needs of our customers." **www.tdsi.co.uk**

Invixium Announces Global Partnership with Genetec

Invixium announced the signing of a global partnership with Genetec to distribute Invixium biometric products for access control. Through this agreement, Genetec will promote and resell the Invixium biometric product line to its certified global network of resellers. Invixium products have been integrated with Security Center Synergis access control software, part of Genetec Security Center, through Invixium's management software, IXM WEB allowing for two-way synchronization of user credentials in real-time while the biometric devices are connected via Wiegand to the access control panel. As an added benefit and game-changer, the integration was developed utilising the RIO protocol for direct communication to the Synergis Cloud Link appliance allowing Invixium biometric devices the option to act as edge controllers at the door, eliminating the need for an access control panel. This integration between Synergis and IXM WEB provides a simplified process for user management and eliminates the need to enter user data into two separate software applications, thus dramatically reducing setup time for installers. For internal entrances, Genetec customers now have the flexibility to opt for single door access control where the Invixium biometric device controls access directly, providing a significant cost savings on the overall system. **www.invixium.com**

Hikvision and SeeTec Optimise Surveillance Feed Management

Hikvision enjoys a successful partnership with SeeTec. This relationship was celebrated and showcased on the Hikvision stand at Security Essen this year. SeeTec has been developing professional software solutions for more than 20 years. The SeeTec Cayuga VMS manages all feeds generated by surveillance cameras, enabling holistic video monitoring at a glance - centrally on site or remotely via different client options. SeeTec Cayuga offers support for the 3D positioning on Hikvision's PanoVu camera models, so users can focus the cameras directly onto an area of interest. They do this by simply creating a rectangle on the area on one of the fixed camera streams. The connected PTZ camera will automatically move to that area and zoom into the focus of the rectangle, showing the desired video footage at full resolution and frame rate. SeeTec Cayuga can manage all of the nine streams from the PanoVu camera individually, but the real value of the integration is the stitching of four fixed camera streams to provide a 180° field of view.

www.hikvision.com · www.seetec-video.com

New Finance Director Appointed at Apollo

Jennifer Rudder has been appointed as the new Finance Director for Apollo Fire Detectors Ltd and will be responsible for the company's global finance and IT teams. Originally from Missouri, USA, Jennifer has held a number of international roles in finance, IT and HR. Most recently Jennifer worked at Loma Systems in the UK, a division of Illinois Tool Works (ITW), where she was responsible for global finance and UK Inside Sales. Prior to relocating to the UK to join Loma Systems, Jennifer held various roles at the ABB Group, the multinational technology corporation, where she began as an accounts controller in the Missouri power transformer manufacturing arm and rose to a leading role in the global HQ in Zurich, Switzerland. Manufacturing is in Jennifer's blood, so she's delighted to join a company that takes great pride in its research, development and manufacturing capabilities. Jennifer's love of building and making things is reflected in her career path, she built and raced cars while running the family construction firm for many years before joining ABB. With a Degree in Biology and a Masters in Accounting, Jennifer's wealth of financial expertise, and her track record in project management, makes her a valuable addition to the Apollo management team. **www.apollo-fire.co.uk**

Eagle Eye Networks Opens Data Center in Germany

Eagle Eye Networks announced the addition of a data center in Germany expanding its global network of video surveillance data centers. The new data center is located in Frankfurt and will support customers across the European Union as well as German customers' GDPR requirements to store video within Germany. With this new addition, Eagle Eye Networks now operates EU data centers in the UK, Germany, and the Netherlands. Eagle Eye also operates data centers in California, Texas, Canada, Japan, India, Singapore, and the United Arab Emirates. The Eagle Eye Cloud video surveillance system (VMS) is the leading global cloud-based video solution addressing the needs of businesses, alarm companies, security integrators, and individuals. Eagle Eye's state of the art infrastructure has been specifically designed for high volume video traffic, processing, storage and is managed directly by Eagle Eye personnel to provide maximum security, performance, and availability. Adding the data center in Frankfurt, along with the German translation of all product interfaces, Eagle Eye Networks is eager to expand rapidly in the German market. **www.een.com**

Avigilon Expands Cloud Service Platform into Canada

The Avigilon Blue platform will provide Canadian security integrators and customers a new level of managed services for video surveillance. The platform is a secure end-to-end solution that enables security integrators to deliver analytics-driven video surveillance as a service. It features patented self-learning video analytics technology that is compatible with both the company's legacy cameras and third-party ONVIF compliant cameras. It enables integrators to remotely connect to, manage and service more customer sites with fewer resources. It features alarm notification and subscription dashboards that create a simple and unified view of customer accounts, sites, devices and system health. With analytics-based event detection and notification, the platform provides customers the flexibility to self-monitor their sites and leverage professional monitoring services. It provides easy and secure access to their video via a mobile app or desktop browser, central station software integration as well as system upgrades and new features that are pushed directly from the cloud. **www.avigilon.com**

Salto Systems Partners with Altronix

Altronix announced it has added Salto Systems to its expanding portfolio of Trove Access and Power Integration Solutions, which simplify access system design, configuration and installation, greatly reducing time and labor. The new Trove1SA1 from Altronix seamlessly accommodates Salto access controllers providing a highly-efficient and scalable access solution. "Our collaboration with Salto Systems provides integrators with even more versatility," said Alan Forman, President, Altronix Corporation. "Trove facilitates flexible access control configurations, which are ultimately more profitable for systems integrators and more cost-efficient for their customers." **www.altronix.com**

ONVIF Releases Profile T for Advanced Video Streaming

ONVIF, the global standardization initiative for IP-based physical security products, has announced the final release of Profile T, a new specification with advanced video streaming capabilities and an expanded feature set for metadata streaming and analytics. It also offers support for H.265 video compression, which handles image streams from high-definition cameras more efficiently. Profile T employs a new media service that supports both H.265 and H.264 video codecs. This enables new video and audio codecs to be more easily incorporated as the industry advances. By supporting H.265, Profile T supports more efficient compression rates, which translates into decreased storage requirements on hard drives and less bandwidth usage. Profile T also standardizes analytics, metadata streaming and features bidirectional audio streaming, supporting audio input to as well as output from the camera. Further information about ONVIF profiles and conformant products is available on the ONVIF website. **www.onvif.org**

BSIA: James Kelly no Longer CEO

The BSIA announces that James Kelly will be stepping down as Chief Executive of the Association. In the interim, David Wilkinson, Director of Technical Services, will oversee the responsibilities of the role as a search for a new leader begins in earnest. Simon Banks, Chairman of the BSIA, said: "On behalf of the BSIA I would like to thank James for his nine years of service for the Association, and his many successes in leading and championing the security industry. We wish him well in his future endeavours". **www.bsia.co.uk**
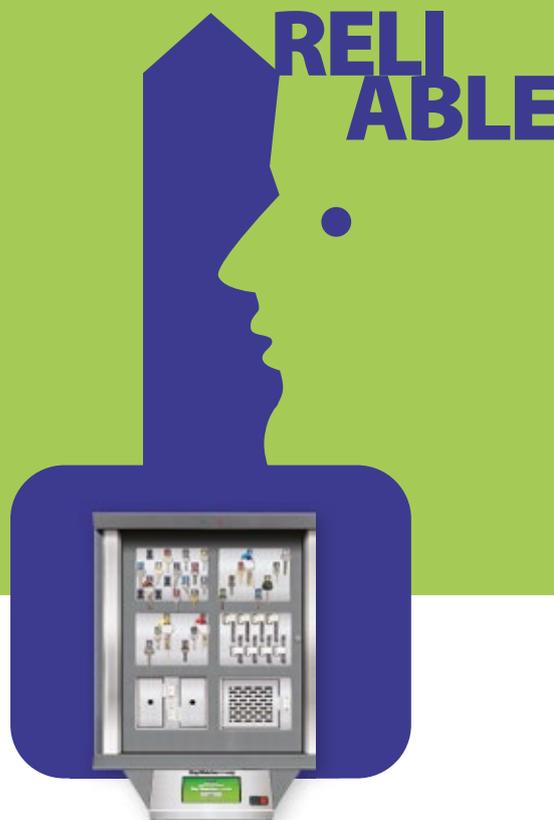
Winners of Intersec Awards 2019

The winners of the inaugural Intersec Awards celebrated at a glittering function in Dubai, with the Dubai Frame and Sheikh Zayed Sports City Stadium among the victors at the Middle East's only awards ceremony dedicated to excellence in security and fire protection.The 12 winners across 11 categories were announced in front of 250 industry professionals at a gala dinner on the 20th September 2018 at Dubai's Habtoor Palace, after a 12-strong judging panel deliberated on the merits of the 55 finalists, shortlisted from an initial field of 150 entries. The Dubai Frame came out on top in the Large Scale Fire Project of the Year category, as did The Dubai Mall Fashion Avenue in the Security Retail Project of the Year. Engineering firm WSP was the consultant for both projects, making the Canadian headquartered company the only dual winner of the night.

The Intersec Awards 2018 winners:

Product categories:

- Fire Alarm Detection of the Year – Cerberus DMS V3.0 by Siemens
- Fire Suppression System of the Year – Synergy Kitchen Fire Suppression System by Swastik Synergy
- Innovative Fire Protection Product of the Year – Velox Sounder & Flasher Range by Ateis Middle East
- Access Control Product of the Year – Aperio H100 by Assa Abloy
- Video Surveillance / Camera System of the Year – Axis P3717-PLE by Axis Communications
- Innovative Security Product of the Year – Tactilon Dabat by Airbus / Secure Land Communications

Project categories

- Large Scale Fire Project of the Year – Dubai Frame by WSP
- Fire Project of the Year – Passenger Terminal Building Expansion Project Al Maktoum International Airport by Bin Touq Fire and Safety
- Security Public Assembly Project of the Year – King Abdullah Economic City Hijaz Gate by SecuTronic and Sheikh Zayed Sports City Stadium Project by MVP Tech
- Security Retail Project of the Year – The Dubai Mall Fashion Avenue by WSP
- Security Infrastructure Project of the Year – ADMCC Safe City by FLIR Systems

www.uae.messefrankfurt.com · www.intersecexpo.com

Euralarm Welcomes new Member Eaton

Euralarm has welcomed its newest Member Eaton Electrical Products Ltd. The company will join the Fire Section of Euralarm, which activities cover detection, notification and evacuation in case of fire. Eaton Electrical Products will now benefit from Euralarm's services in terms of representation towards European Institutions and standardisation organisations, the monitoring of relevant legislative and standardisation issues, and will have access to its extended network of national associations and major companies in the fire safety and security sector. **www.euralarm.org**

Hikvision Announces Technology Integration with Videonetics

Hikvision announces a technology partnership with Videonetics. The integration enables Videonetics' Intelligent Video Management Software (IVMS) to efficiently handle Hikvision H.265+ compressed video

streams delivered by Hikvision network cameras. The partnership includes integration of Hikvision network cameras with Videonetics' Intelligent Video Management Software (IVMS), which will enable customers to view, record and analyse Hikvision H.265+ compressed video streams from Hikvision network cameras, both in real-time preview and playback. Customers will also benefit from reduced cost of ownership due to low storage and bandwidth requirements without compromising the video quality. **www.hikvision.com**

Genetec: New Chief Commercial Officer and Vice President of Global Sales

Genetec announced two promotions within its executive leadership team. Guy Chenard, has been promoted to Chief Commercial Officer from his previous role of Vice President of Sales. Michel Chalouhi has taken on an international position within the company and is now Vice President of Global Sales. Both executives are based in North America and will travel throughout all geographic regions to set commercial strategy and organizational trajectory for the Genetec physical IP security solutions and operations software business. Genetec has led innovation in security for the past 21 years, posting a global 30% CAGR for the past ten years. An executive with Genetec for the past 13 years, Mr. Chenard oversaw the sales group as they quadrupled the size of the global business in the last seven years. Mr. Chenard replaces Mr. Georges Karam, who will remain in a senior advisory capacity focused on internal corporate growth initiatives. In his new role, Mr. Chenard will lead sales, marketing, and customer experience departments across the organization as they scale the business with new software and appliance offerings focused on intelligence, operations and security. Michel Chalouhi has been with Genetec for 15 years, most recently spending seven years as the Vice President of North American Sales where he oversaw significant growth in regional revenues, as well as the solidification of Genetec as the market share leader for Video Management Systems. In his new position, Mr. Chalouhi will drive global sales operations worldwide – ensuring alignment and collaboration among the technical, operational, and sales staff to continue to deliver on the company's growth plans. **www.genetec.com**

Eagle Eye Networks Brings Cloud-based Video Surveillance to the mozaiq IoT Market

Eagle Eye Networks and mozaiq announced a technology partnership that will add Eagle Eye surveillance video to the mozaiq market. The Eagle Eye CameraManager video surveillance system is now available in the mozaiq market, so businesses, alarm companies, security integrators, and individuals can more easily integrate their IOT and security systems to Eagle Eye CameraManager. Participants in the mozaiq market are now able to access the cloud-based features of Eagle Eye CameraManager, which include real-time access to live and historic video from their mobile devices and computers. Users of the mozaiq market are able to develop new service packages and product bundles by combining their solutions with the cloud-based video surveillance from Eagle Eye Networks. Among others, the mozaiq market includes alarm systems, smart home, and business solutions. Also being part of the market, Eagle Eye video can now be easily linked and delivered to the customer when alarm or home events occur. **www.een.com**

Morse Watchmans Taps Tim Purpura for New Sales Position

Morse Watchmans announces the latest addition to their executive management team – Tim Purpura, security industry veteran and Chairman of Mission 500, joined as International Sales Manager. "Morse Watchmans' international sales have shown strong potential in recent years," said Joe Granitto, COO, Morse Watchmans. "Tim's extensive experience in the industry will help him strengthen our international sales channels and set the foundation for further growth." Tim Purpura has been an important contributor in the security industry for more than a decade, most recently as VP and Publisher at a leading security publication, Security Systems News (SSN). He also holds the positions of Secretary and Chairman of the Board for the security industry's non-profit initiative, Mission 500.   **www.morsewatchmans.com**

Nedap Takes the Strain for Multinationals with its Global Client Programme

Nedap Security Management has developed a new way for multinationals to streamline physical access control – without the headaches of handling it themselves. It's called the Global Client Programme and is a progressive project rollout system managed by Nedap. A cost-effective, efficient framework for standardising security across all your buildings, it also gives the flexibility to future-proof your access control. Keeping global rollouts straightforward Large, renowned companies are using The Global Client Programme to easily implement, maintain and update AEOS (Nedap's access control system) across multiple international sites. Nedap takes care of project management and local coordination centrally, with the support of local installation and service partners. And makes sure you're protected by the best physical access control at all of your locations worldwide. Ready to adapt to risks, trends and needs The Global Client Programme also ensures your access control is cyber secure, future-proof and secure by design, so it's easy to adapt your system to future trends and risks. And it keeps your budgets in check while giving you a physical access control system that's unified internationally, locally compliant and always up-to-date.   **www.nedapsecurity.com**

Patol Announces new Sales Appointments

Patol has extended its team of sales engineers for its range of fire safety equipment and systems with the appointment of Josh Risk. 29-year old Josh joins the Reading-based business as Export Sales Engineer and will be working on the full range offered by Patol, from its own-manufactured Firesense linear heat detection cable (LHDC) and Infrared (IR) conveyor heat sensors, through to the Securiton aspirating smoke detection (ASD) systems for which Patol is the distributor in the UK. Josh has extensive experience in a customer-facing environment, having worked most recently for a major retailer of electronic products. The recruitment of Josh follows the recent appointment of Jitendra Gupta to the Patol team in India. Jitendra joins Kannoth Mohanan and Saibal Sikder as a Technical Sales Consultant for the range of Patol products in what is a key market for the UK manufacturer.   **www.patol.co.uk**

Open Security & Safety Alliance:
Bosch, Hanwha Techwin, Milestone and Pelco

Bosch Building Technologies, Hanwha Techwin, Milestone Systems, Pelco by Schneider Electric and Vivotek are founding members supporting the launch of The Open Security & Safety Alliance. This alliance represents leading companies in the security, safety, building automation solutions and associated industries.

The Open Security & Safety Alliance ('the Alliance') is a non-profit, non-stock corporation that brings together like-minded organizations in order to outline specifications for a common standardized platform for security and safety solutions which are accessible for everyone.

Purpose

The Alliance brings together organizations that recognize the need for a new market direction and who are willing to contribute to the framework, providing standards and specifications for common components including an industry specific operating system, IoT infrastructure, collective approach for data security and privacy, and a drive for improved levels of performance. This framework will help the market and parties involved to focus on the aspects that really add value for their customers and open up new application possibilities, even beyond security and safety.

The key tasks of the Alliance are:

- Create and promote the use of commonly-agreed standards, best practice and specifications.
- Address commonly-agreed challenges shared by the players in the industry, like data security and privacy.
- Enable market players to focus on innovative solutions which their customers find of higher value.

Members will see accelerated innovation, more commercial opportunities, and an enhanced level of trust for security and safety solutions.

Starting off with the five founding members Bosch Building Technologies, Hanwha Techwin, Milestone Systems, Pelco by Schneider Electric and Vivotek and early adopters including Ambarella, Anixter, AndroVideo, Kings Security Systems and NetApp, the global alliance will focus on building standards, specifications, best practices, references and implementation guidelines. Together, the members of the Alliance can combine knowledge, expertise and experience in order to achieve mutual goals and create a new approach to the market.

www.opensecurityandsafetyalliance.org

Arecont Vision Costar: New Beginning, Ready for Future Growth

Arecont Vision Costar announced its key product portfolio, business plans, and executive leadership team following the initial launch of the business in July, 2018. The new company is a business unit of Costar Technologies, Inc., a Coppell, Texas-based corporation that designs, develops, manufactures, and distributes a wide range of proven products for the video surveillance and machine vision markets. Arecont Vision Costar continues to base its headquarters, R&D, manufacturing, and support facilities in Glendale, California in Los Angeles county, taking over the building formerly occupied by its predecessor business, Arecont Vision, LLC. The majority of employees and the executive leadership team transitioned to the new business, as did all existing products, technologies, patents, and trademarks of the original company. "We're very excited to have a new beginning for Arecont Vision Costar, with a great strategic fit that builds on our predecessor's pioneering legacy of megapixel camera technology leadership, while leveraging the resources and expertise of Costar Technologies," stated Raul Calderon, President, Arecont Vision Costar. "The result is that our customers can be confident not only of our financial health and long-term future, but also in purchasing our new Arecont Vision Total Video Solution to meet their surveillance system needs." **www.arecontvision.com**

Reducing Unnecessary Alarms by Embracing Lone Worker Technology

The increase in organisations using accredited lone worker devices is reducing unnecessary call outs to alarms by police forces, impacting significantly on costs to the taxpayer and enabling an effective response to potentially life-threatening situations. Using BS 8484 accredited systems, the lone worker industry is only passing between 0.1–0.2% of all lone worker generated alarms to the police via lone worker unique reference numbers (URNs). The balance of false alarms are effectively being filtered out by alarm receiving centres (ARCs) and thereby saving valuable police resources. Citing the Metropolitan Police, the typical cost of responding to a false alarm is £150, but with the implementation of lone worker systems across a variety of organisations, such as the NHS, local councils, housing associations, small to medium enterprises (SMEs), it is estimated that nationally these systems have saved the taxpayer £60m in the past 12 months alone. **www.bsia.co.uk**

Assa Abloy EMEA Appoints new Vice President, Digital and Access Solutions

Stephanie Ordan has joined Assa Abloy as Vice President, Digital and Access Solutions EMEA. She succeeds Chris Bone in the post, who became the Group's Chief Technical Officer earlier this year. Stephanie will focus on continuing to strengthen the company's position in access control solutions across EMEA. She will oversee continued efforts in market education and some exciting product developments. Stephanie brings extensive international experience with her from technology companies, having previously worked at power management multinational Eaton, where she was Head of Energy Storage Business EMEA. She has also worked at General Electric and STMicroelectronics. „I'm thrilled to be joining Assa Abloy EMEA at such a pivotal time for the industry," says Stephanie. „As security becomes increasingly electronic and technologies like wireless locks and cloud-based access control continue to take off, these trusted brands and solutions are well positioned for these markets." The firm's access control solutions are found in education, healthcare, multi-family housing, offices, public institutions, critical infrastructure and other sectors. **www.assaabloy.co.uk**

WISENET

COVER EVERY ANGLE

WISENET P series

The Wisenet Premium Multi-directional camera range is the security solution for open space.

- The range is all-in-one. You'll need fewer units, reducing costs

- Choose your lens size and quality

- We've eliminated blind spots through multi-direction monitoring

- Clearer, more natural images mean your surveillance is never distorted

We've designed the Wisenet Premium Multi-directional range to make sure you never miss a thing.

See more at www.hanwha-security.eu

Hanwha Techwin

SECURITY NEWS

Networked Solution for the Prime Tower in Zurich

Jutting up to a height of 126 meters, the 36-story Prime Tower is Zurich's tallest building and number two in Switzerland. Its 40,000 square meters of floor space can accommodate more than 2,000 workplaces. It is striking with its futuristic architecture and dark green reflective exterior. The tower's impressive details include a 10-meter-high entrance hall and the CLOUDS bar and restaurant on the top floor boasting an unmatched view far out across the surrounding landscape. The operator relies on Bosch to keep the building safe and secure. And to meet the Prime Tower's unique requirements, the company's experts recently implemented a modernization project. One of new system's technical highlights is a combination of electronic and biometric access control. "Our owner, the firm of Swiss Prime Site Immobilien AG, attaches great importance to monitoring who exactly is inside the building at all times," explained Annika Hammes, who heads the trustee department at Wincasa, a building services outfit that was contracted to design and execute the solution. Error-free biometric identification is accomplished by reading the vein patterns on the backs of people's hands. This is done contactlessly for very easy, comfortable use. A total of 120 hand vein readers have been installed in the building and connected to the controllers of the eight elevators. Once employees and guests have been biometrically registered, they board lifts that automatically take them to the right floors. Encrypted ID cards are used to access the rental units, thus making sure that persons can only enter zones for which they have been authorized. All relevant security information is collected in a management system so that the responsible employees always have everything in view and can respond quickly when there is a need. Bosch handled everything for this project: advising the client, and then planning and implementing the system. The modifications were made without interrupting use of the building, which was a major challenge not only for the project team, which therefore had to work very swiftly, but also for the tenants themselves. "This called for very close cooperation between the Bosch team and the mixed-use site management (MUSM) team of Wincasa AG, which met the requirements for continued building use while the work was ongoing," explained Hammes. **www.boschsecurity.com**

Security and Safety Things (SAST) Sets Out to Revolutionize Security Camera Ecosystem

At the GSX in Las Vegas, Bosch announced the creation of a new IoT platform for the next generation of security cameras by Bosch start-up company Security and Safety Things (SAST). SAST is creating a free camera operating system to serve as the industry standard for security cameras. Based on the Android Open Source Project (AOSP), it is the industry's first open and standardized operating system for security camera applications. The SAST App Store will allow developers to build and market new applications, similar to today's app stores for smartphone applications. The new IoT platform and app store are not limited to security cameras but will be hosting a complete range of safety and security applications. "SAST is closely cooperating with the recently announced Open Security and Safety Alliance to ensure an innovative and compatible platform for its members," said Hartmut Schaper, CEO of SAST. **www.sast.io**

Magos Partners with Hikvision

Magos signs technology partnership with Hikvision. „Perimeter Security is a growing segment within the industry where radar technology in combination with CCTV brings security solutions to the next level and can turn the CCTV capacity into a pre-event scenario. The recognition of the best-in-class performance of Magos Systems by the technology partnership with the leading vendors of CCTV, Hikvision is highly

appreciated", says Eric Hampel, VP Sales and Marketing Europe at Magos. To be able to recommend the integrated solution with Magos allows Hikvision to offer solutions rather than products. Hikvision is currently adding technology partners in complementary areas to increase the value of the solutions for the clients. **www.magosys.com**

Assa Abloy Buoyant in Q3

In its Q3 2018 Quarterly Report, Assa Abloy has shown strong organic sales growth in the quarter of 5%. Organic growth was very strong in Global Technologies (12%) and Americas (10%) and continued to be good in Entrance Systems (4%), while EMEA and Asia Pacific reported stable organic sales growth of 2% and 1% respectively. The demand for the company's products continued to grow at a good level in most markets during the third quarter and in the Global Technologies and Americas divisions in particular. Following a strong start to the year for Global Technologies, the growth accelerated during the third quarter. The business has expanded, with solid financial development over the last five years, from offering solutions for hotels and marine cruise ships into solutions for other verticals such as elderly care, student accommodation and logistics. As a result of this transformation, the Hospitality organization will now evolve under a new name: Assa Abloy Global Solutions. With the recent announcement of the acquisition of Crossmatch, the company is on track to double HID's revenue in five years through organic sales and acquisitions. Crossmatch provide biometric identity in critical applications and complement the product range. The third quarter's operating income improved strongly by 11% year-on-year, corresponding to an operating margin of 16.2%. Higher raw material costs and negative currency affected the margin compared to last year, but operating cash flow was strong in the third quarter and increased by 13%. Staffing news: Erik Pieder has been appointed as Chief Financial Officer as from January 2019. Nico Delvaux, President and CEO, expressly thanks Carolina Dybeck Happe, the outgoing Executive Vice President and Chief Financial Officer for her invaluable contribution to Assa Abloy over the last 16 years. She will join A.P. Møller - Mærsk A/S in January 2019 as CFO. **www.assaabloy.com**

SeeTec Video Management Solutions ‚Made in Germany'

After successful participation in the 2018's trade fair for Security, Safety and Fire Protection, SeeTec will exhibit again at Intersec 2019 in Dubai. The company will present its latest Cayuga video management software products and present the brand-new functionalities of the latest R13 release. The presentations will highlight how advanced video solutions can become an essential part of security and business ecosystems. „A focal point of our presentation this year will be how easily our software can interact with third-party systems to form a holistic security solution. It's this flexibility either to work in the front of your solution or as a component in the background, adding the power of video into your processes, that sets us apart" said Andreas Conrad, Marketing Director at SeeTec. The company's Business Video Intelligence (BVI) range of products will also be presented in Dubai, with which customers can combine video data and business processes in order to safeguard those processes and to make better decisions for the future. **www.seetec-video.com**

Wisenet Cameras Help Keep Rail Improvements on Track

Network Rail is keeping a close eye on work being carried out at its Ambergate rail site with the help of the advanced technology built into the latest generation of video surveillance dome cameras. Images captured by Wisenet XNP-6040H PTZ domes manufactured by Hanwha Techwin are being streamed to a Network Rail control room, enabling operators to monitor the progress of work being carried out at various locations throughout the Ambergate site in order to minimise walkouts and ensure compliance with its health & safety regulations.

The Challenge

Network Rail required several site monitoring systems to provide them with live video streams of their Ambergate rail site. These live streams would be used by Network Rail to attain a better oversight of progress, asses safety on site, and reduce site walkouts. Inside Out Group were awarded the contract to provide four separate monitoring systems for the Ambergate site, after being invited to participate in a tender process. "This was an interesting, as well as a challenging project to work on in that the monitoring systems needed to be sufficiently robust to be able to work in tough track side conditions," said Jay Dale, Head of Time Lapse for Inside Out Group. "With the rail improvement work being carried out in remote locations, the camera systems also required standalone power sources without any reliance on generators."

The Approach

After evaluating cameras from a number of different manufacturers, Inside Out Group decided to specify the 2 megapixel Wisenet XNP-6040H PTZ domes for all the required camera locations. Image quality was a major factor in the decision, as was the Wisenet XNP-6040H's relatively low operating power requirements.

Camera Features

The vandal-resistant and weatherproof H.265 Wisenet XNP-6040H domes have an auto-tracking PTZ feature which enables operators to monitor close up detail of any site activity. This ensures that Network Rail can remotely control the systems and focus on different areas of site that they need to see. The Wisenet XNP-6040H domes are also equipped with gyro sensors for more accurate image stabilisation if they are disturbed by wind or vibration, whilst built-in SD memory card slots enable the short-term storage of video in the event that there is any network disruption.

The Result

Working closely with Network Rail's S&C North Alliance Doncaster team and with the help of distributors Norbain, Inside Out Group were able to have all the cameras delivered to site and working within 48 hours of the commencement of the project. Each of the four systems are battery powered, negating the need for any costly cabling and the cameras have been attached to existing site structures which helped minimise installation time. H.265 compressed live video streams captured by the Wisenet XNP-6040H domes are being transmitted over fast 4G mobile network to the control room, with secure logins also enabling authorised personnel to remotely access the video via their smartphones, tablets and laptops.

Time Lapse

Additionally, Inside Out Group also installed one of their durable time lapse systems on site. This system was primarily used for film production purposes, as Network Rail were also keen to visually showcase Ambergate's rail works as a production.

Success

Inside Out Group have received positive feedback from senior staff within Network Rail in respect of the quality of the systems installed and for organising the installations within the required tight timescales.

www.hanwha-security.eu

Helsinki City Transport Adopts Teleste's S-Aware Platform

Teleste Corporation has announced that its S-Aware platform has been selected by Helsinki City Transport ('Helsingin kaupungin liikenneliikelaitos') to drive improved situational awareness and safer traveling across the Helsinki metro system. The deployment of the platform will be started in 2019 in several phases and the project will be completed by the end of 2020. The total value of the deployment will be more than two million Euro. During recent years, the Helsinki Metro has undergone several upgrades and major extensions. Today, it includes more than 20 stations in Helsinki and its neighboring cities and serves hundreds of thousands of daily rides. Every year, over 80 million passengers enjoy traveling in the system, which is the northernmost metro in the world. Keeping the safety and security of the passengers and the entire metro system in mind, Helsinki City Transport is adopting the platform to develop their response capabilities and to ensure a high service level, for example during security alerts and states of emergency as well as in other complex or critical situations. **www.teleste.com**

Genetec Appoints Normen Wollmann as Country Manager for Germany, Austria, and Switzerland

Genetec, a provider of unified security, public safety, operations and business intelligence solutions, has appointed Normen Wollmann as Country Manager for Germany, Austria and Switzerland (DACH region), effective 1st October 2018. Before joining Genetec, Normen served as chief executive officer (CEO) at ela-soft, a Berlin-based developer of security, building and communication systems. He has also held senior sales positions at Siemens Building Technologies and plettac electronic. „We are very happy to welcome Normen Wollman to the Genetec family", said Jos Beernink, Vice President of Sales for EMEA, Genetec. "Normen is recognized for his leadership in the German security industry and, with his background as an electronics engineer, he is uniquely qualified to further expand the Genetec presence in the DACH region and support the needs of customers, helping them with scalable security solutions," added Beernink. **www.genetec.com**

Bosch Equips Hong Kong-Zhuhai-Macao Bridge with Customized Security Solutions

The Hong Kong-Zhuhai-Macao Bridge directly connects Hong Kong to Macao and then to the Chinese city of Zhuhai. The large-scale project includes underwater tunnels and two artificial islands that serve as customs ports. Ensuring the security of these two islands, where drivers need to present special permits to use the new bridge and pass customs checkpoints, was a priority from the start. Bosch Building Technologies won the contract to provide video surveillance, intrusion alarms as well as public address and voice evacuation systems. On the island between Zhuhai and Macao, the company's partner Shanghai SAGA Electronic Technology installed more than 5,700 loudspeakers and over 260 amplifiers, which are all managed by the Praesideo Digital Public Address and Emergency Sound system. The custom solutions are programmed with graphic interfaces in traditional Chinese lettering. On the customs clearance port island outside of Hong Kong, Bosch partner Pro-United installed 2,200 various models of indoor and outdoor public address speakers. Bosch also covered the island with more than 2,000 HD cameras from the Flexidome, Dinion, and Autodome series to provide 24/7 surveillance of the customs clearance port, travel inspection building, Immigration Department and Hong Kong Customs Office. The high-profile infrastructure project highlights the flexibility and broad customization options from a one-stop solutions provider.   **www.boschsecurity.com**

Altronix: New NetWay Midspans Introduced at GSX 2018

Altronix has enhanced its line of NetWay Midspans with the introduction of two high-powered additions. The NetWay8GP 8-port Midspan provides up to 60W power per port to power PoE/PoE+/Hi-PoE devices (480W total), and the NetWay16G 16-port Midspan up to 30W power per port for PoE/PoE+ devices (480W total). The NetWay8G and NetWay16G both feature: a 1U rack enclosure; 10/100/1000 Mbps data rates at distances up to 100m; an integral battery charger for applications requiring backup; and embedded Altronix Linq Technology to monitor, control and report power and diagnostics from anywhere.   **www.altronix.com**

Dormakaba AGM Approves Dividend

521 shareholders participated in person in the Annual General Meeting of dormakaba Holding AG in Zurich on October 23. Based on the rise in net profit, the Board of Directors proposed that the General Meeting approves the payment of a dividend of CHF 15.00 per share. The General Meeting approved this distribution, which will be paid entirely from reserves from capital contribution. The Meeting also approved the proposed elections and re-elections to the Board of Directors, each for the term of one year: Riet Cadonau was elected as a new Member and Chairman of the Board of Directors, and Jens Birgersson was elected as a new Member of the Board. The existing Members, Rolf Dörig, Stephanie Brecht-Bergen, Daniel Daeniker, Karina Dubs-Kuenzle, Hans Gummert, John Heppner, Hans Hess and Christine Mankel, were all re-elected.   **www.dormakaba.com**

Uniview Presented Its Solutions at Security Essen

Uniview presented its latest technologies and solutions at the Security event in Essen that are aimed at meeting current and coming trends in the security industry. „More reliable, more efficient" is the company's product slogan and also this year's theme at trade shows. Intelligent solutions were on display, including retail, building, campus and residential. The company states that it never compromises on quality, even in entry level products: strict quality control follows the entire process, from selecting components to design product reliability during research and development. All sensor boards in UNV cameras have a 2mm thickness to avoid defocusing by deformation in extremely harsh environments while the Easy series IP cameras support one-click firmware upgrade, upgrade via the Cloud as well as plug and play for installers and ease of use for end users. The company envisions a safer world where a robust surveillance platform helps protect what matters most.   **www.uniview.com**

Comelit's Swift BDM Appointment For New Fire Division

Following its successful launch into fire detection, Comelit UK has expanded the division's new team with the introduction of Tim Swift as a dedicated Business Development Manager. Having worked in the electrical and electronic manufacturing industry for over 20 years, Tim has experience in alarm systems, physical security, business development, fire protection and access con-

From left to right: Colin Smith (Fire Manager) Tim Swift (BDM) Francesca Boeris (Comelit UK MD)

trol. Tim's main responsibilities will be to engage with customers and raise the profile of the new fire detection division across the UK, demonstrating how the company is dedicated to providing innovative, compliant solutions as a FIA member, without compromising on quality. Comelit UK's Managing Director Francesca Boeris added: "We are thrilled to welcome someone of Tim's pedigree to the team. His dedicated experience across fire detection and manufacturing provides the perfect combination to help us build on the successful launch of our fire division.   **www.comelitgroup.com**

STid's Spectre Vehicle ID Reader Wins "Special Mention" Award at Expoprotection

A jury of 9 end-user experts awarded STid' Spectre UHF-based vehicle ID reader from more than 30 participants for its ability to make UHF long distance identification both instinctive and extremely secure. Spectre is the first of a new generation: discreet by design, flexible in its configuration, secure and encrypted in its communication. It offers reading distances up to 43 ft and reliability for smooth vehicle access. The new long-

F.l.t.r.: Maé Tholoniat, Marketing Product Manager at STid, Pierre-Antoine Larrera de Morel, STid Sales Director and a member of the jury.

range reader is built to perform for up to four driveways, even in highly challenging environments.   **www.stid-security.com**

Everybody.

Everywhere.

Every day.

Ordinary days require extraordinary protection.

Find out more about the software behind the everyday at
genetec.com/protectingeveryday

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EVENT

Security Rocks
Middle Eastern Stage

Intersec Dubai 2019 Show Preview

The Middle East security, safety, and fire protection industries are in sharp focus as countdown begins for Intersec 2019. With the regional market for commercial and cyber security, fire protection, smart home solutions, and drones being right on track for double-digit growth, the three-day trade show intersec in Dubai host 1,300-plus exhibitors with 15 country pavilions, and a brand-new conference format.

The countdown has begun for the 21st edition of one of the leading security, safety, and fire protection trade show in Dubai, with global suppliers zooming in on a Middle East market that is estimated to more than double in value over the next six years.

More than 1,300 exhibitors from 59 countries, including 18 of the world's top 20 commercial security providers, are set to participate at Intersec 2019, which takes place from 20-22 January at the Dubai International Convention and Exhibition Centre.

The annual three-day event, organised by Messe Frankfurt Middle East, covers the seven sections of:
- Commercial Security Fire & Rescue
- Perimeter & Physical Security
- Safety & Health

Located right in the middle of business, the Dubai World Trade Center area is a massive event space
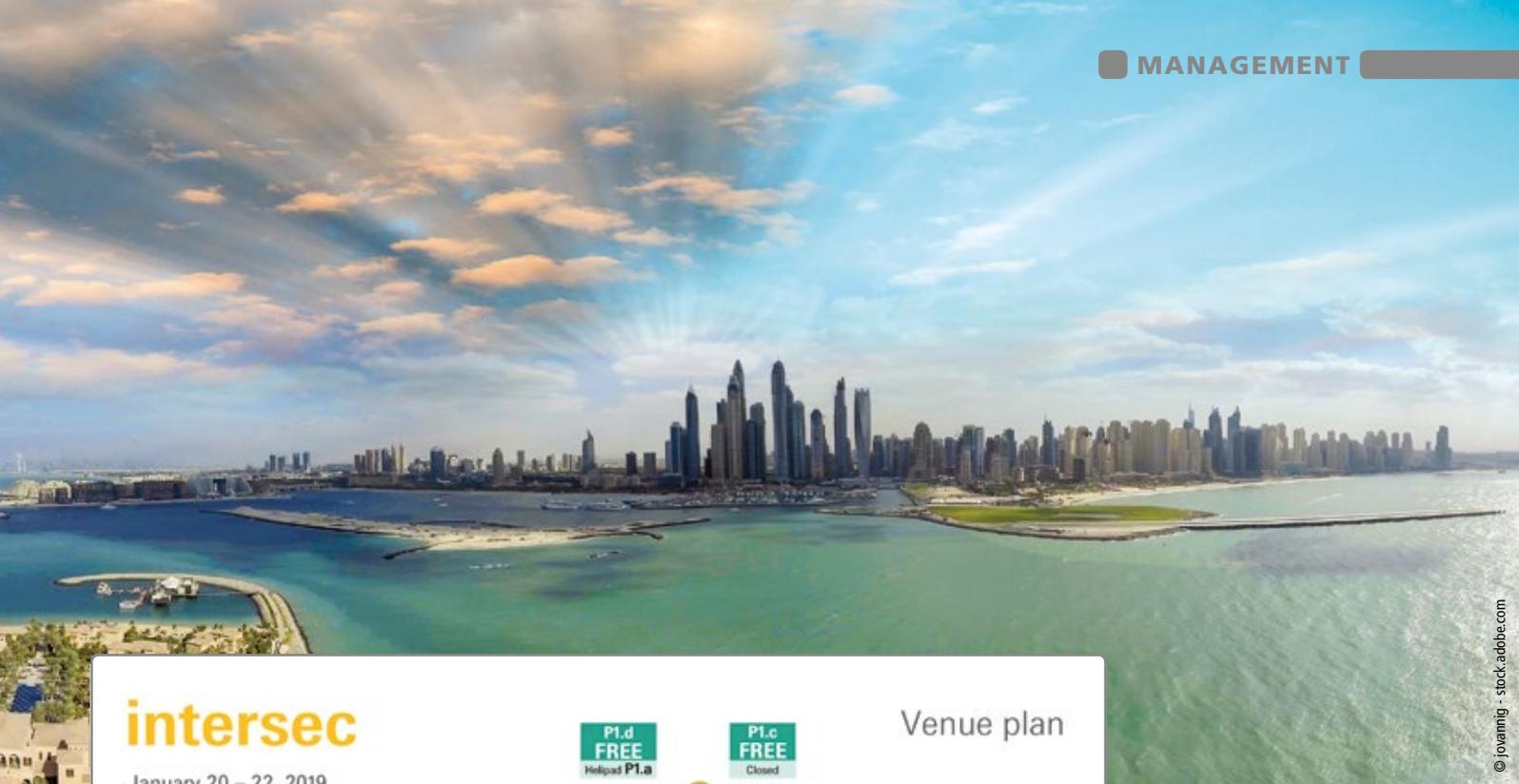
intersec

January 20 – 22, 2019

Venue plan

"Based on square meterage covered, exhibitor numbers and an expected audience of more than 30,000 visitors from 120 countries, we expect Intersec 2019 to be the world's largest trade fair of its kind", says Andreas Rex, Show Director of intersec

- Homeland Security & Policing
- Information Security
- Smart Home & Building Automation

Numbers and Expected Growth Rates

It will arrive as regional demand for these solutions soars at a compound annual growth rate of 15 percent from 2018 to 2024. According to analysts 6WResearch, the Middle East market for commercial and cyber security, fire protection, smart home solutions, and drones, worth a combined US$7 billion in 2018, will grow to US$16.4 billion in 2024.

Commercial security, comprising video surveillance, access control, and intrusion detection, holds the lion's share of that figure. Valued at US$2.9 billion in 2018, the regional commercial security market will grow to US$7.4 billion in 2024 according to 6WResearch, driven by in-

creased infrastructure investments and stringent regulatory policies.

The Middle East fire safety systems and equipment market will also increase by eight percent annually, valuing US$3 billion in 2024, from an estimated US$1.9 billion in 2018, while the markets for cyber security (from US$1.4 billion in 2018 to US$2.7 billion in 2024), smart home (US$344 million to US$869 million), and drones (US$507 million to US$2.4 billion), are also in-line for solid double-digit annual growth.

Looking at the industry verticals, retail and banking currently are at the forefront of the regional market according to 6Wresearch, with an 8.6 percent (US$249 million) and 7.5 percent (US$217 million) share respectively.

Meanwhile, the two Gulf nations of Saudi Arabia and the UAE are the largest contributors to the Middle East commercial security market, with

Saudi Arabia holding a 31 percent stake (US$899 million), and the UAE 24 percent (US$696 million).

Government Partners

This all sets the scene for three days of busy networking and knowledge-sharing at Intersec 2019, which returns with the key support of long-standing Government partners such as the Dubai Police, Dubai Civil Defence, Dubai Police Academy, Dubai Municipality, and the Security Industry Regulatory Agency (SIRA).

The increasing global significance of the annual showpiece will also be underlined by a number of new international partners coming on-board, with Intersec's show director Andreas Rex confirming the Kuwait Fire Protection Association, the Royal Society for the Prevention of Accidents (ROSPA), the Institution of Occupational Safety and Health (IOSH) and the National Examination Board in

Also rocking the show floor in 2019: The GIT SECURITY team

Occupational Safety and Health (NEBOSH), among new official supporters next year.

The Show Director Explains

"The Perimeter Security Suppliers Association (PSSA) and the Pakistan Safety Council have also confirmed their support for Intersec 2019, joining more than 35 official international government partners, trade associations, and professional non-profit institutions aimed at advancing the global security, safety, and fire protection landscape," said Rex.

"Based on square meterage covered, exhibitor numbers and an expected audience of more than 30,000 visitors from 120 countries, we expect Intersec 2019 to be the world's largest trade fair of its kind, highlighted by 15 country pavilions and an Ontario region Pavilion from Canada that is participating for the first time."

"The Middle East commercial security market has evolved significantly over the years and Intersec exhibitors in this area have always stayed ahead of the curve when it comes to presenting new technologies and innovations for varied end-user verticals, from retail and hospitality, to banking, transport, government, aviation, and smart city concepts. New-age solutions are all about automation, AI, and resource efficiency, and Intersec 2019 will showcase a wide spectrum of the latest developments in the commercial security sector."

Intersec 2019 returns early next year with a re-vamped conference line-up, including a three-day Intersec Future Security Summit raising key issues on Artificial Intelligence and related topics. Rex says: "The Future Security Summit will raise issues on Artificial Intelligence, security Integration, emergency preparedness and response, data protection, IoT and much more. A range of practical workshop sessions are also being organised for security managers to support skills development, professional expertise on security risk intelligence, threat identification, and disaster management."

"The SIRA Forum will also return with the latest updates in security law and industry regulations in Dubai, while a one-day Fire Safety and Protection Conference will involve authorities, fire chiefs, engineers, fire fighters and emergency response professionals."

Rex said plans for a new three-day conference format is also underway, bringing together equipment manufacturers, integrators, consultants and services providers with regulatory agencies and government authorities: "Intersec 2019's content-led forums will host innovative formats, key debates, strategic and technology discussions featuring a wide range of subjects by regional and international security experts," added Rex.

Major General Rashid Al Matroshi, the Head of Dubai Civil Defense, said the UAE's leading role in adopting the latest international standards and technologies has become a milestone in the world today: "In the field of security and safety, the UAE and its wise leadership spare no effort to introduce the latest security technologies to ensure the safety and well-being of its citizens, residents and visitors," said Al Matroshi.

"Intersec, therefore, has become a global leader in the security, safety and fire prevention sector in the region, and its leading role in bringing together the world's pioneering manufacturers and experts as well as enhancing regional safety and security." Commercial Security will again be the largest section on Intersec 2019's exhibition floor, with more than 450 exhibitors. Fire & Rescue is the next largest section at Intersec 2019, with more than 400 exhibitors expected, followed by Safety & Health (150 exhibitors) Homeland Security & Policing (100 exhibitors); Perimeter and Physical Security (100 exhibitors), and Information Security (50 exhibitors).

Returning popular features in 2019 include the Drone Zone, an Outdoor Demo Area, a Smart Home Pavilion and the Safety Design in Buildings Pavilion. More than 150 exhibitors will be participating for the first time, while Canada, China, Czech Republic, France, Germany, Hong Kong, India, Italy, Korea, Pakistan, Russia, Singapore, Taiwan, UK, and the USA comprise the 15 country pavilions.

Intersec 2019 is held under the patronage of His Highness Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum.

EXHIBITION APP

'PrAPParation' for Intersec

The Official Intersec Dubai Show App by GIT SECURITY is Back: Download it Now

GIT SECURITY and Messe Frankfurt Middle East present the official Intersec Dubai show app. With its new 2019 features, the app is the ideal companion for all. It is available now and will be updated constantly.

The show organisers and GIT SECURITY present the new version of the app for Intersec 2019. Find the exhibitor of your choice, use the app offline and still find your way through the exhibition, be inspired by our Theme Tour suggestions and insert notes to every exhibitor you meet. And don't forget to greet us with the selfie-tool. The download is free of charge – just go to the app store and search for 'intersec dubai' or follow this link: https://bit.ly/2DKU629. Wiley and GIT SECURITY say 'Thank you' for the very positive feedback on the app which we have received throughout intersec exhibition 2018.

Keep an Overview

Let yourself be navigated directly to the exhibitors with the dynamic floor plan. The app determines your location: so, it is easy to get to any exhibitor in no time. Also, with a few clicks you'll find important information about the exhibitors and the exhibition. In case you want to add some information after a meeting at a stand just add a comment or a picture of your conversation partner, you can fill up the app with your personal content.

Theme Tours, Hall Plan, Contacts

With the "My Intersec"-section you may organize your very personal show visit. Theme Tours give you recommendations on specific topics. At an exhibition with thousands of exhibitors and many

hallways, orientation is a huge time-safer. The official app shows the visitors exactly where to go. It provides a modern and mobile overview on every smartphone. With a floor plan, highlights, theme tours, many contact options and more you will find all that is a 'must see' at Intersec. Another exciting tool: the "selfie feature" – get surprised.

GIT SECURITY Recommends

Use the list of exhibitors to get information e.g. about access control. But also all other branches of safety and security will be presented. Get the app from Google Play or iTunes, just look for 'intersec Dubai' or follow this link: https://bit.ly/2DKU629 – the app will be updated constantly.
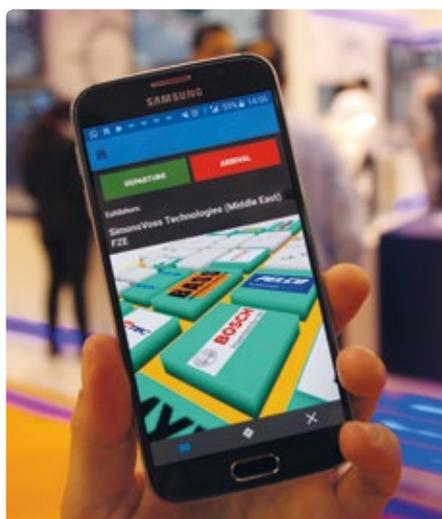

Find exhibitors with our floor plan

Find the app roll-ups all over the exhibition and download the app directly via QR-Code

The most Innovative IoT Solution
for Security and
Home & Building Automation

lares 4.0

burglary system

CCTV integration

remote audio verification

irrigation

Ksenia
SecureWeb

access control

heating air conditioning

light management

automations control

Ksenia Pro
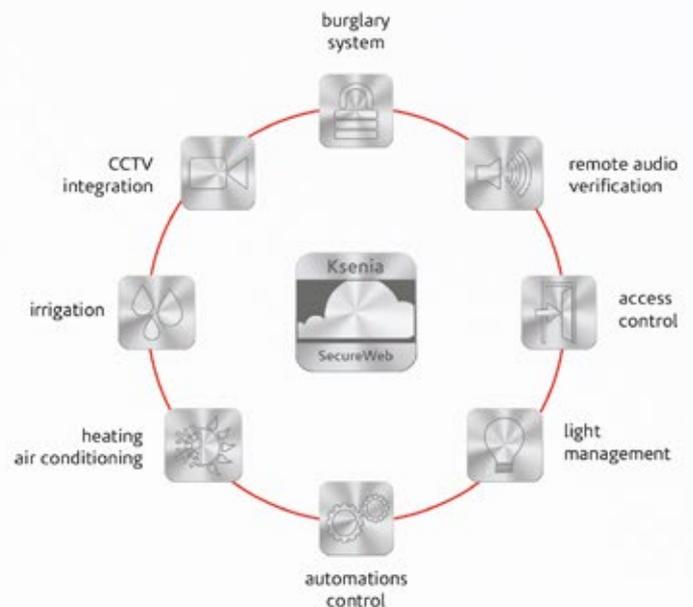
lares 4.0 Ksenia

It can be programmed and managed from any mobile terminal

lares 4.0 - 16:
16 IN + 16 OUT - 6 partitions - native with Ethernet interface.
Dedicated Installer App (Ksenia Pro) and User App (lares 4.0).
Compliant EN 50131-GRADE 3.

lares 4.0 - 40:
40 IN + 40 OUT - 12 partitions - native with Ethernet interface.
Dedicated Installer App (Ksenia Pro) and User App (lares 4.0).
Compliant EN 50131-GRADE 3.

lares 4.0 - 40 wls:
40 IN + 40 OUT - 12 partitions - on board 868 Mhz bi-directional
Wireless interface (DPMS - Dynamic Power Management System)
and 2 KS-BUS Interfaces.
Dedicated Installer App (Ksenia Pro) and User App (lares 4.0).
Compliant EN 50131-GRADE 3

lares 4.0 - 140 wls:
up to 140 IN +140 OUT - 20 partitions - on board 868 MHz
bi-directional Ethernet and wireless interface (DPMS - Dynamic
Power Management System technology) and 2 KS-BUS. Dedicated
Installer App (Ksenia Pro) and User App (lares 4.0).
Compliant EN 50131-GRADE 3.

lares 4.0 - 644 wls (and even more for specific project):
644 IN + 644 OUT - 30 partitions - on board 868 MHz bi-directional
Ethernet and wireless interface (DPMS - Dynamic Power
Management System technology) and 2 KS-BUS. Dedicated Installer
App (Ksenia Pro) and User App (lares 4.0).
Compliant EN 50131-GRADE 3.

www.kseniasecurity.com

KSenia
security innovation

Happy people at the Wiley stand after the GIT SECURITY AWARD ceremony: Miryam Reubold (Wiley), Andreas Seltmann and Christian Rudolph from Hekatron, together with Oliver Scheel und Lisa Schneiderheinze (Wiley, f.l.t.r.)

EVENT

The New Security Essen

High Quality and Increased Internationality Turn the Show Into a Success

The overall feedback on Security Essen show was positive. Security Essen 2018 started after the announcement that some of the big players like Bosch, Honeywell and Siemens are not part of the game anymore. At the end of the week the show fulfilled most of the expectations visitors and exhibitors had. Especially on Wednesday and Thursday the halls were filled with a lot of visitors and for them the new organization of the halls was definitely an advantage. The show had a clear structure and it was far easier to get an overview of the different segments.

New leadership and new concepts, the Mobotix stand at Security Essen


Axis is not only video: Silke Stumvoll and colleagues presented their portfolio

Florian Lauw and Laura-Louise Gettmann present Connected Security from Abus
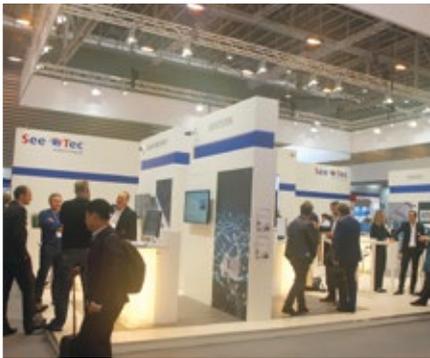
In the center of hall 5: Andreas Conrad und the Seetec stand

Stephan Stephani from Automatic Systems took a Selfie with the security Essen App

Axel Schmidt from Salto is happy with the attention Salto's huge stand created

New Halls, Better Structure

The new halls at the Messe Essen fairground are much brighter now and the whole event experience was better than before. Even if some exhibitors were missing, the exhibitor's offering is still including all aspects of security and fire protection. The visitor structure was more international than ever and visitors were asking specifically for security solutions. Once again, the influence of digitisation became clear: access solutions are becoming smarter and rely on smartphones or biometric identification as keys. Artificial intelligence helps to evaluate video data faster and more accurately. Apps display unsecured windows in the smart home or help keep track of valuable contents of safes. The protection of data and networked access was an all-encompassing topic for numerous exhibitors and many lectures. For our team, the show was a home game. In this issue and on our website we present you news and innovations seen at the show. During the show we celebrated the winners of GIT SECURITY AWARD 2019. Many visitors of the show did attend the presentation and if you missed the event, you can take look at the winners on page 24.

Facts and Figures

950 exhibitors from 43 countries showed their innovations for increased safety and convenience to over 36,000 trade visitors from 125 nations at Security Essen 2018 on topics ranging from cyber security to innovations for building security and new solutions for the protection of valuables. The representatives of the companies, associations and institutions were in great demand as discussion partners. There was strong need for information and investment from trade visitors as a result of current events such as hacker attacks, challenges involving access control at airports, the still-high number of break-ins and increasing legal requirements.

The exhibitors saw a significantly increased percentage of international visitors (eight percent up) and the strong decision-making authority of the trade visitors. Around 40 percent of the visitors came from abroad (2016: 32) and 76 percent of visitors were decision-makers within their companies and one quarter prepared their investments at the trade fair or concluded contracts directly. 62 percent of visitors rated the economic situation in the security sector as good to very good. Over 90 percent were satisfied with their visit to the fair and want to recommend Security Essen to others.

„Security Essen has underlined its position as a trend-setting international trade fair for all aspects of security. We were able to welcome significantly more visitors from abroad – 125 nations, that's an impressive number", said Oliver P. Kuhrt, CEO of Messe Essen. "Protection – whether public or private, digital or analogue – is the central theme of our time. Our exhibitors provided answers to these challenges and presented trend-setting solu-tions. The high number of first-time exhibitors who showed their services to the specialist world indicates the importance of our trade fair as an independent platform for the security industry."

Premiere for New „Cyber Security" Exhibition Hall

Security Essen was held for the first time in the modernised halls of Messe Essen, which will set new standards once the final construction phase is completed in 2019. Spacious, single-storey halls, plenty of daylight, the new glass entrance area and new service facilities such as the Business Club have already delighted exhibitors and visitors. Security Essen also provided better visitor and exhibitor communication with a new hall structure organised according to exhibition areas. The guests of Security Essen praised the division of the fair into key topics. The exhibition hall for Cyber Security and Economic Security celebrated a successful premiere. Exhibitors such as the Federal Office for Information Security, Telekom Security, Advancis and the newly founded Federal Association for Critical Infrastructure Protection (BSKI) presented here.

Security Essen focuses on further internationalization

The organisers are already setting the course for the next Security Essen, which will take place at Messe Essen from 22 to 25 September 2020. The new thematic hall structure will be further expanded and the topic of digitisation will be explored in greater depth. Numerous exhibitors have already confirmed their registration for the next event. 88 percent of the visitors have already stated their intention to participate in Security Essen 2020.

All about access control: Halle 3 and the Assa Abloy stand

Michael Schenkelberg demonstrates a smart solution

GIT SECURITY AWARD 2019 – The Winners

The winners of GIT SECURITY AWARD 2019 in the categories B to F were announced at Security Essen 2018 in Essen. Most of the trophies were handed over to the winning teams during the award ceremony at the Wiley stand. Winners of category A will be announced at the SPS show in Nuremberg.

Maik Hövelmann from EPS (2.f.l.) and Karolina Hartmann (3.f.l.) from FireAngel received GIT SECURITY AWARD for their battery-powered gas detector

Julie Carter gets the GIT SECURITY Award for Apollo and the Soteria Dimension product

Christian Heller (2.f.l.) and Mobotix CEO Thomas Lausten earned the price with their S16 Thermal Camera

Sony's 4K Network Camera made it to the podium. Antonio Escamilla Recio (2.f.l) and Roger Lawrence (3.v.l.) with the GIT SECURITY AWARD trophy

Jörg Hamann (2.f.l.) and Bob Hwang (3.f.l.) are proud award winners with their XND-6085 camera with motorised varifocal low light lens

Andreas Wagener (M.) wins another award with Assa Abloy's Cliq Connect

All Winners:
GIT SECURITY AWARD 2019 WINNER
https://bit.ly/2BB7G5W

An overview of all winners can be found here:
https://www.git-security.com/topstories/security/git-security-award-2019-winners

Ross Wilks from Vanderbilt gets a GIT SECURITY AWARD for the cloud-based SPC Connect solution

Florian Lauw and Benjamin Pflaum, proud winners with the wAppLoxx access control system from Abus

Marijke Staes from Bosch Building Technologies is happy because Praesensa, the Public Address and Voice Alarm System did win

Deister Electronic submitted the „bloxx" system – the award was received by Rouven Franke (2.f.l.) and Klaus Göppert (3.f.l.)

Jörg Fiederling, Gereon Schröder and Serge Coppens d'Eeckenbrugge (f.l.t.r.) are proud about their Ultra-Sync system

On top of the podium: Andreas Seltmann (2.f.l.) and Christian Rudolph (3.fv.l.). Hekatron wins with their Genius Port

A newcomer with big success – Flavio Zarlenga gets an award for the home automation module Auxi-H

Lupus XT3, the professional smart home security system got the award: Philip and Matthias Wolff (2.a.3.f.l.) are happy to receive the trophy

Sophie Platzer from Wiley and GIT SECURITY (l.) together with our tradeshow hostesses

The Wiley and **GIT SICHERHEIT** team says Thank you to all participants and voters.
We are looking forward to your participation next year.
Be part of it. Vote for one of the products or submit a product for GIT SECURITY AWARD 2020 until March 31st 2019 via
www.security-award.com

Dr. Heiko Baumgartner...   **...and Steffen Ebert presenting the winners**

Category B
Fire and Explosion Protection, Industrial Safety

1st
Place

Helly Hansen: ICU HI VIS 3 Layer Shell Jacket

Self-lighting Safety Jacket

The safety jacket from the ICU collection offers visibility in the dark and protection in all weather conditions. With the integrated Light-Flex technology, people are even perceived without direct light and from a long distance: A reliable, active light source made of waterproof light strips, which are powered by a rechargeable battery, improve visibility and safety in all lighting conditions. An active light source is added to the passive reflectors and thus increase the visibility, even over long distances. This makes the wearer nearly 10 times more visible, day or night. The battery will last up to 10 hours. Once battery life is up, plug it in for an easy 90-minute recharge. Even when the battery is charging, the system maintains its reflective benefits when visibility is a priority.

2nd
Place

EPS: FireAngel NG-9B

Battery-Powered Gas Detector

FireAngel NG-9B is a battery-powered gas detector, which reliably detects natural gas (methane). The sensor works with a significantly reduced power consumption. It is designed to operate with conventional lithium batteries. The alarm senses very low gas concentrations, which are below those of an ignitable gas/air mixture with a triggering threshold of 10% of the lower explosion point. The gas detector has been developed in accordance with EN 50194-I: 2009 and has intelligent test, silence and reset buttons to make it more user-friendly. The installation of the device is flexible, quick and easy and works independently of the main power supply. This device can easily be retrofitted in all buildings with a gas connection.

Apollo Fire Detectors: Soteria Dimension

Optical Smoke Detector

The Apollo Soteria Dimension is a unique, flush-fitting optical smoke detector designed for aesthetically demanding and high-risk environments. In contrast to traditional optical detectors, the chamberless design of Soteria Dimension uses new patented optical sensing technology to sense smoke outside the chamber, providing quick smoke detection, fewer false alarms and easy maintenance. Built-in proximity sensors also detect any physical obstruction or tampering of the detector, aiding in reduced false alarms. Approved to EN54-7, the smoke detector is also available as a specialist version which has been independently certified for anti-ligature use in high-risk locations like prisons, custody suites and healthcare establishments. The combination of its metal face plate, tamper proof screws and low profiling make it less noticeable and far more resistant to interference than some traditional detectors.

3rd
Place

1st
Place

Category C
Video Security Systems (VSS)

Mobotix: S16 Thermal

Dual-thermal camera

The flexible dual-thermal camera system is ONVIF compatible (Profile S). The stealthy S16 camera system has two unattached thermal sensor modules which is connected to the camera body by sensor cables, up to three meters long. This makes the S16 thermal system perfect for any special needs a customer's installation may call for and provides flexibility for efficient installs. The thermal sensor modules are available in two designs. Both designs offer three horizontal viewing angles and Thermal Radiometry Technology for temperature events. The system (both camera body and sensor modules) are classified to IP66 and supplied with special robust-housing.

2nd Place

Sony: SNC-VB770

4K Network Camera

Thanks to ultra-high sensitivity of ISO 409600, the SNC-VB770 4K network camera features top levels of minimum illumination of less than 0.004 lx – to capture exceptionally detailed 4K/30 fps color video, even at night and in similar extreme lighting environments. The SNC-VB770 4K network camera achieves this illumination by using its highly-sensitive 35 mm full-frame Exmor sensor, optimized E mount lenses to maximize the performance of the sensor, and its signal processing engine. This enables the camera to capture crisp, clear 4K/30 fps color video with much less noise in extreme low-light conditions.

Hanwha Techwin: XND-6085

IP Camera With Varifocal Lens

The XND-6085 from Wisenet extraLUX Series is equipped with a high performance, motorised 4,1~16,4 mm varifocal lens with aperture of F0,94. The motorised varifocal low light lens offers a unique range of focal length and aperture. In combination with a ½ inch CMOS sensor, these features ensure superb quality color images are captured, regardless of the environment or the time of day, and without the need for IR LEDs or supplementary lighting 0.004 Lux@F0.94 (Colour), 0.0004 Lux@F0.94 (B/W). For easy installation the XND-6085 is equipped with a fully motorized camera head for pan, tilt and rotate operation locally via Wisenet Installation APP or from remote site via Browser.

3rd Place

Category D

Access Control, Intruder Alarm, Perimeter Protection

1st Place

Assa Abloy: CLIQ Connect

Mobile Management of Locking Systems

A smartphone with the Cliq Connect app and a Cliq Connect key – that's all you need to manage an electronic eCliq locking system, at any time and while on the move. You also have the option to save all Cliq Web-Manager management software data in the cloud. When a smartphone and key are connected via Bluetooth, the new app can call up updated or time-restricted access authorisations directly from the server via the internet and load them onto the key – without the need for a long trip to company Head Quarter. For protection against attacks, all data is encrypted end-to-end during transmission. This flexible system for mobile master key system management not only speeds up work processes, but also improves protection against theft, data theft and industrial espionage.

Vanderbilt: SPC Connect

Monitor, Manage, and Maintain Panels

SPC Connect is a hosted cloud-based solution designed specifically for installers to monitor, manage, and maintain SPC panels remotely from any location. The SPC panel and Connect communicate using FlexC. This is a powerful protocol and can be used to support multiple paths such as Ethernet, GRPS, and 3G. This ensures the system is always connected. Following significant user management enhancements, SPC Connect speeds up the process of adding and configuring users. It means that the system administrator can quickly configure users to have access to their SPC system, while simultaneously saving them time and money. The push notifications for IOS devices ensure SPC Connect users are informed of new information related to their SPC system, even when the app is closed.

### 2nd Place

3rd Place

Abus: wAppLoxx

Access Control System

With the electronic wAppLoxx access control system from Abus, doors can be opened locally as well as globally via PC, tablet or smartphone. An encrypted peer-to-peer connection for data transmission provides security. Changes to locking rights can be implemented in just seconds and up to 20 cylinders and 150 users can be managed. For optimum ease of use, wAppLoxx can be networked with alarm and video surveillance to form an all-encompassing security system. Home automation functions can also be integrated into this system: users can conveniently operate garage doors or lighting systems via the electronic locking cylinders and hotkeys in the app.

Category E
Safety and Security Management, Services and Solutions

1st Place

Bosch Building Technologies: Praesensa

IP-based Public Address and Voice Alarm System

Praesensa is a new Public Address and Voice Alarm System for mid to large size applications. The system can be used in centralized and decentralized topologies, because it is IP-based. The intelligent power allocation technology of the multi-channel amplifiers reduces the demand for power. The system has no single point of failure because of the full network link redundancy and backup facilities. The intuitive call station interface with clear progress guidance and status feedback ensures ease-of-use for the system operator. Compliant to the highest standards, Praesensa offers full sound control per zone to satisfy the speech intelligibility requirements of business and emergency operations. Omneo IP architecture supports Dante audio networking, AES67 and AES70 protocol. No single point of failure is core to the system concept and only a few different devices are needed to fulfill all needs.

Deister Electronic: bloxx

Smart Item Management

Managing equipment and valuables usually involves a lot of effort and cost. The fully automatic and modular designed item management system bloxx developed by Deister allows you to store and manage valuables, equipment and devices securely and reliably. Different housings and modules of different sizes can be combined to store any number of devices in the same system. The system's smart software is aware of any item's movement which leads to more transparency and information regarding the actual need of equipment. This ensures higher security and efficiency at the work place.

2nd Place

UTC Fire & Security: UltraSync

Smart Home App

UltraSync is the secure internet communication solution. Offering easy connectivity for quick installation. UltraSync mobile app lets users control their UltraSync Ready products from anywhere, any time. The result is safe, secure system management all from one, easy-to-use app. Intuitive actions for end users: arm and disarm their system, Receive alarm reports via push notifications and email, Geo-fensing, manage user accounts, control Z-Wave lights, locks and thermostats, Watch live streaming video and event-based clips, create temporary user codes for visitors, check system event history, create and manage scenes. When the user's system detects a breach in security, UltraSync conducts a series of responses that allow them to take quick action: Report alarms to monitoring centers, trigger event-based video clips, notify user's mobile device via push notifications or email.

3rd Place

Category F
Special Category Smart Home

Ksenia Security: auxi-H

Security & Home Automation Module

auxi-H is a module used not only for Security but also for Home Automation. Through a specific jumper on board it is possible to set two operating modes: one for the complete management of motorized roller shutters (with two interlocked relay outputs), the other one for the lights management (freely configurable outputs). From scenarios configured on lares 4.0, it is possible both to open or close completely the roller shutters and to set them in four different opening positions. It is possible to manage the local switches as a classic dead man's switch and also manage its complete opening and closing with a simple double-click.

2nd
Place

Hekatron: Genius Port

1st
Place

Smart Fire Safety

The Genius Port and the free Genius Control App will inform you of alarm, status and fault messages from all existing Genius radio systems on mobile terminals – anytime and anywhere in the world. In case of an emergency this permits you, even from a distance, to react quickly, to alarm the fire brigade, to mute detectors which have not detected any smoke, and to protect lives and material assets. With the Genius Port, Genius radio systems can be integrated in smart-home systems from Digitalstrom (from June 2018) and soon also with Smartfrog. Further cooperation partners will follow within the next months.

Lupus: XT3

Professional Smart Home Security System

3rd
Place

The Lupus XT3 is an innovative system for building security, video surveillance and smart home control. Without structural changes, it effectively protects against burglary, robbery, fire, water, gas and medical emergencies. It can take control of heating, lights, shutters and electrical appliances and creates transparency, via live video connection to permanently installed cameras. It manages up to 160 sensors. With over 70 smart components, Lupus offers a large assortment. The XT3 is a professional and secure system, certified with the European quality standard EN50131 grade 2.

INTERVIEW

Intersec Building

Messe Frankfurt to launch Intersec Building at Light + Building 2020

On the international fair and exhibition scene, Messe Frankfurt is already a heavyweight in the field of building and safety and security technology with its worldwide network of events, which includes not only leading trade fairs such as Intersec in Dubai but also regional market leaders, for example, Secutech Taipei, Shanghai Intelligent Building Technology and IEE – International Elevator and Escalator Expo India. In Frankfurt, products from the safety and security technology segment have been part of the Light + Building show since its launch in 2000. This year parallel to Light + Building, visitors could attend Intersec Forum and the 'Secure!' special show. Messe Frankfurt now plans to take a further step on the occasion of Light + Building 2020 with the launch of Intersec Building. In future, the subject of 'connected security' will be positioned with several different focal points at its home venue in Frankfurt.

> The aim of Intersec Building as part of Light + Building is to organise subjects, interests, market requirements in such a way that they are – as on the internet – never more than a well-made link away from each other. Accordingly, the restructured product segment will also draw attention to other fields and exhibition halls. For example, emergency lighting or intelligent access-control systems.

Wolfgang Marzin, President and Chief Executive Officer (CEO) of Messe Frankfurt: "In various forms, safety and security technology has always been part of Light + Building. With Intersec Building, we are spotlighting connected safety and security technology. As a growing sector, it is an increasingly indispensable part of the different aspects of building-services technology and thus needs a clear-cut event focus."

When Light + Building opens its doors in Frankfurt am Main from 8 to 13 March 2020, Intersec Building will be an integral part. Can you explain the background to your plans?

Wolfgang Marzin: Both Intersec Building and Intersec Forum are integral parts of Light + Building and both focus on connected security in the wide-ranging field of building-services technology. With Intersec Building, Light + Building is taking account of the growing demand for connected safety and security technology in buildings and smart cities, and thus acting as a driving force for interdisciplinary business models. Why? Because the interest in safety and security technology shown by Light + Building visitors has jumped by 53 percent since 2014. Today, intelligent systems represent an indispensable aspect of modern buildings – as does their protection. Monitoring, access control or data protection are equally essential for people's trust in technical solutions. The number of trade visitors from outside Germany interested in connected security has almost doubled in comparison with the previous event with a leap of 85 percent.

What advantages does Intersec Building in Frankfurt offer exhibitors and visitors and how does this new product segment differ from other formats?

Wolfgang Marzin: Safety and security systems do not exist in a vacuum. They will be component parts of a well-planned and implemented infrastructure. Only Light + Building covers the entire spectrum of building-services technology, including home and building automation solutions, and, via the integral Intersec Building, also takes account of the demands on connected security. We see it as our job to offer target groups interdisciplinary added value and Intersec Building will be an easy-to-navigate platform on both the demand and supply sides. Thus, manufacturers can use the clear focus of Intersec Building to position safety and security product lines at the same time as using Light + Building as the platform for the broader field of building-services technology. Simultaneously, the demand side, for instance, planners, electricians and architects, benefits from clear orientation.

Which additional groups of visitors do you aim to reach with Intersec Building, in other words, visitors who were either not to be found at Light + Building or were only there in relatively small numbers?

Wolfgang Marzin: Our primary aim is to reach systems integrators and we do this by offering all relevant components in one place. However, the synergistic effects generated by the integration of this product segment into Light + Building benefit the other target groups, too. In 2018, the 220,000 trade visitors to Light + Building included over 40,000 artisans, 20,000 planners and 9,000 architects. All are visitors who decide on the use of products and have one objective in common: to implement connected buildings.

Which trade associations are you working with on Intersec Building?

Wolfgang Marzin: The German Electrical and Electronic Manufacturers' Association (Zentralverband Elektrotechnik- und Elektronikindustrie e.V. – ZVEI) supports Intersec Building – especially through the provision of extensive expertise and this is invaluable when it comes to planning the programme of lectures. Moreover, because the ZVEI has been our cooperation partner together with the Central Association of the German Electrical and Information Technology Trades (Zentralverband der Deutschen Elektro- und Informationstechnischen Handwerke – ZVEH) since the première of Light + Building in Frankfurt, significant synergistic effects are also to be seen here in terms of connected safety and security.

Last March, Intersec Forum attracted over 650 participants. What is the relationship of this event to Intersec Building and will Intersec Forum be held again in 2019?

Wolfgang Marzin: Intersec Forum is the conference for connected safety and security technology. It promotes an exchange of ideas and information and is an expert discussion and lecture platform. With over 650 participants within the framework of Light + Building 2018, Intersec Forum was a great success. On 12 and 13 March 2019, the Forum will be held during ISH – The World's Leading Trade Fair for Water, Energy and Air Conditioning Technology. While Intersec Forum is held annually, Intersec Building is exclusively part of Light + Building and with this product segment, we are meeting the rapidly growing demands of the sector. Intelligent systems are indispensable for modern buildings, especially when it comes to ensuring they hold their value. The same applies to protecting these systems.

What will be the main themes at next year's Intersec Forum?

Wolfgang Marzin: During ISH, Intersec Forum 2019 will primarily focus on four thematic blocks: cyber security, platform and security protocols, safety and security in building planning and fire protection. In the case of fire protection, the emphasis will be on early detection and warning. We are currently working on the detailed conference programme. In future, the subject of safety and security will be covered in all its aspects and facets at events in Frankfurt am Main.

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VIDEO SURVEILLANCE

Ready for Future Growth

Arecont Vision Costar's President Raul Calderon Explains the Company's Vision

**Raul Calderon,
President of
Arecont Vision
Costar**

In July Arecont Vision Costar was formed after Costar Technologies acquired Arecont Vision. Arecont Vision Costar is now a business unit of Costar Technologies a Texas-based corporation that designs, develops, manufactures, and distributes a wide range of proven products for the video surveillance and machine vision markets. Most of the employees and the executive leadership team transitioned to the new business, as did all existing products, technologies, patents, and trademarks of the original company. We asked Raul Calderon, President of Arecont Vision Costar, about the first months of the new formed company, the next steps and Arecont's plan to go forward.

GIT SECURITY: Early after the acquisition you said that it is a great strategic fit to combine Arecont's pioneering legacy of megapixel camera technology with the resources and expertise of Costar Technologies. Can you reflect upon the first months and tell us what are the next steps for Arecont?

Raul Calderon: Change is a constant today, and the security industry is no exception. Launching just a few months ago as Arecont Vision Costar, we offer an experienced leadership team, strong R&D, and new investment, while continuing to offer industry-leading products. We're continuing to bring the news to our customers and the market overall, and recently announced our new executive team and product strategy, while adding to our team all around the world.

What benefits to you expect from the cooperation with other parts of the Costar business?

Raul Calderon: Costar is a very experienced player in the security market, and that addition of Arecont Vision Costar broadens the company's overall capabilities. Each of the Costar companies has a very different focus, product mix, and target market across security, allowing for significant new opportunities for all of us. In 2019, we'll be working together very closely to leverage those strengths and capabilities, and you'll see more joint efforts such as at major industry shows and other activities.

On the product side, can you describe Arecont Vision Costar's camera offering and what Costar brings to the table?

Raul Calderon: Arecont Vision Costar offers two product families of professional surveillance cameras. Our MegaIP proven series is based on our patented MPIP architecture that uses a Field Pro-

grammable Gate Array (FPGA) IC at the heart of every camera. These Made in USA single, dual, and multi-sensor cameras offer a wide range of configurations including dome, microdome, bullet, micro bullet, and flex, and bring maximum upgradability and unmatched cybersecurity. Our second, complementary megapixel family is the ConteraIP line. This new series offers superior image quality, high performance, advanced features, and the latest security and network protocol stacks combined with affordability. ConteraIP cameras are based on system on a chip (SoC) technology and is available in single and multi-sensor configurations. For those applications requiring a PTZ (pan/tilt/zoom), with our sister company CohuHD Costar we now have access to advanced, highly capable cameras of that type.

You have integrated a video management systems and NVRs into your portfolio. Can you explain what is behind the new concept of the Arecont Vision Total Video Solution you introduced recently?

Raul Calderon: Arecont Vision Costar offers our "Total Video Solution", for the first time going beyond the design, manufacture, sale, and support of megapixel cameras. The market has changed, and more of our customers were asking to buy a more complete offering from the company, rather than always choosing to piece together an integrated solution. We addressed what our customers were telling us, and introduced our advanced ConteraVMS, which leverages our ConteraWS webs services to be a modern surveillance system that records locally but can be administered and video accessed and shared entirely over the cloud. We also added Contera cloud managed recorders, to offer further choice to our customers. We remain fully committed to ONVIF compliance for 3rd party hardware and software to be used with our products, as well as validation through our MegaLab, customers rely on our cameras in such solutions all around the world.

How was the reaction of you partners and customers regarding the new start and the new direction?

Raul Calderon: Our partners have reported being quite pleased with our new direction and the financial stability of being part of Costar Technologies. We now are able to invest much more in product quality and customer support, which is appreciated by our partners and customers. We've already made big changes which they are starting to see in this area, and there is much more to come.

Costar's CEO said that the acquisition supports Costar's strategy to become a leader in the video surveillance industry. Will you address the industry under the Costar brand or as Arecont Vision Costar?

Raul Calderon: Jim Pritchett and the Costar Technologies executive leadership have, as you say, a stated goal to become a clear leader in the surveillance industry. Each Costar company is continuing to offer their products to the markets they target, as both individual businesses and as the Costar corporate entity. This mix gives us the flexibility to work under both the corporate banner and that of our subsidiaries, like Arecont Vision Costar, in the markets we are best known, and also in markets into which we wish to target and grow.

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INTERVIEW

Safer Society, Smarter Living

Dahua Confirms EMEA Strategy at Security Essen

f.l.t.r. David Shen, General Manager Western Europe, Yuning Zhao, Vice President und General Manager of Overseas Business with Heiko Baumgartner and Lisa Schneiderheinze from GIT SECURITY

Dahua showed a strong commitment to the EMEA market with an impressive stand at Security Essen in September. During the show, GIT SECURITY had the opportunity to interview Yuning Zhao, Dahua Technology's Vice President and General Manager of Overseas Business and David Shen, General Manager Western Europe for Dahua. Both managers have just started in their new roles at Dahua and gave us their view on Dahua's strategy and the EMEA market.

GIT SECURITY: Mr. Zhao, you have worked for Huawei Technologies before you joined Dahua. Can you give us some information about your background?

Yuning Zhao: I have worked in several roles at Huawei as a Technical Engineer, Regional Sales Manager, Regional Vice President of Sales and later as Regional President. As a Vice President I do now take care of the development of Dahua's overseas business. It is a challenging position for me considering the global market with all the different countries around the world that have specific demands. In all the countries our focus is now more on solutions, as we want to solve the pain points of our customers' business and develop vertical solutions with the latest technology. My background in the IT industry might help us to imple-

ment new technologies like artificial intelligence, 5G technology and cloud solutions. More and more applications improve business efficiency and costs for our customers while, at the same time, they improve security.

Dahua's financial results for the first half of 2018 were positive with an overall revenue growth of 31%. What markets drive the growth?

Yuning Zhao: Most of the Markets are evolving well both on the geographical side, with an exceptional growth in certain regions like China, India and Africa for example. Around the world, we see significant growth in the vertical markets focusing on Safe City, transportation, smart retail, intelligent building technology and traffic solutions. We

are more and more involved in smart city projects and other projects in the vertical markets as mentioned above and specific consumers projects.

Does the trade dispute between the US and China and the US ban for government use of China-based video surveillance technology influence the business?

Yuning Zhao: Yes, but we are trying to keep the negative effects as low as possible and we have made sure that Dahua takes cybersecurity seriously and we have therefore designated it as a top priority. We are taking a comprehensive and systemic approach to cybersecurity, with complementary and redundant safeguards that are built into the technology, as well as having implemented services and organizational practices. We are positioning ourselves as a cybersecurity leader within the video surveillance industry. For example, our IP cameras and network video recorders, were recently certified by TÜV Rheinland meeting the TÜV Rheinland 2PfG 2624/06.17 standard, a requirement derived from the GDPR regulation.

"Enabling a safer society and a smarter living" is the mission of your company. What is Dahua doing to reach this goal?

Yuning Zhao: There are three main aspects I would like to discuss. The foundation of all our innovative technology is R&D. Every year we are investing 10% of our revenue into R&D. To stay on top of the development in AI, IoT, and Big Data our 6000 R&D engineers work together with advanced technology institutes and we have formed technology partnerships with leading IT companies like Intel and nvidia. Quality control is the second topic. We have invested in high-end manufacturing facilities that guarantee a faster production and adaption with a higher quality of products. Our Smart IoT Industrial Park is endowed with the latest and world-leading manufacturing equipment, a high level of automation and intelligence which is essential to satisfy the ever higher demands from clients in terms of delivery time, specialized use and quality. All this is needed for the solutions we develop together with our clients. Service and severe technical support are the third factor: Online on the first level, local on the second level, and at the headquarter on the third level.

With this in mind, what do you present at the stand here at Security Essen?

Yuning Zhao: Europe's leading trade fair for security provides a good platform for us to showcase the latest developments in creating a more efficient, intelligent and convenient surveillance system. Featured with the theme of "AI Creates Value", we want to demonstrate our position as a leading solution provider in the global video surveillance industry. We present innovative technolo-

gies to industry professionals, including advanced AI technology, the world-renowned HDCVI 4.0, video cloud, smart H.265+ encoding and ePOE & EoC technology. Answering to this year's theme, AI-powered intelligent solutions is on display here including Smart Retail 2.0, Smart Logics, Safe City and Smart Residential to give visitors the full picture of Dahua Technology's smart life initiatives.

Mr. Shen, you have been working for Dahua as a Technical Engineer and in different roles as a Sales Director. What is your view on the European market and Dahua's position here?

David Shen: Europe is a very important market for Dahua and we have invested a lot in the last four to five years. As a result, we have seen a very good performance in this market. Generally, we are happy with our position in Europe. Building-up local teams and subsidiaries in all important countries was a milestone we have already achieved. With the headquarter in the Netherlands and the new European Supply Center in Hungary, we have taken another step forward that shows our commitment to this market. Dahua sees huge opportunities for further growth in Europe and establishing a local assembly line and logistics center is a key step to serve the market in a very competitive way.

What is your plan to further develop in the region?

David Shen: Based on the work we have done in the past years and we want to develop our long-term partnership with our partners further and deliver total solutions in all European countries. We are working together with our partners closer than ever. We react on customer feedback and add more resources on the technical support and service side to develop this market.

You have mentioned the important role of partners for Dahua. What are you going to do to strengthen the support for them?

Yuning Zhao: During the next days, we have a series of partner meetings here in Essen to listen to our partners and develop plans for the future together.

David Shen: Here at Security Essen 2018, we are launching the Dahua Integration Partner Program (DIPP), aiming to extend the collaboration with 3rd party partners in technology integration and business development. DIPP focuses on creating comprehensive and integrated solutions with 3rd party partners for a wider customer and end-user base. Featuring three partner levels – Strategic Partner, Golden Partner and Silver Partner – we want to ensure that our partners enjoy multiple benefits from our global technology network. Partners who specialize in Video Management Software, Access Control System, Video Analytics, Physical Security Information Management, Alarm Systems and Cloud-based Services are most welcome to join the program. We will make sure that DIPP benefits partners on both, the technical and the business sides, including in-depth marketing, project and technical support. The key is that Dahua ensures considerable benefits at projects, including end-to-end support, opportunities for projects pipelines sharing and product recommendation.

The PTZ 2MP 45X Starlight camera

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MARKET RESEARCH

Facts and Figures
Technological Developments Drive Growth
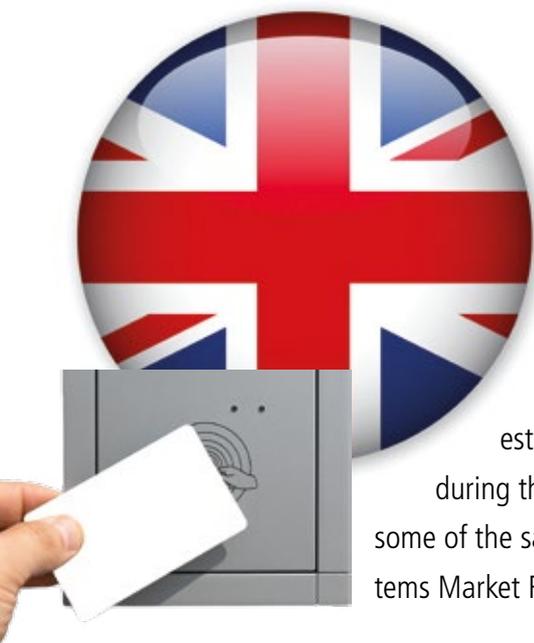
The total UK electronic security market of products – electronic access control, intruder alarms and closed circuit television (CCTV) – and associated services was estimated at approximately £2.35bn in 2017. This was an increase of around 5% during the year, and followed two years of strong growth in 2015 and 2016. These are just some of the salient facts that AMA Research have compiled into their ‚Electronic Security Systems Market Report – UK 2018-2022'.

Market growth was driven by technological advancements boosting replacement demand, and improving new build and RMI expenditure across key market sectors. CCTV accounts for the majority of the market in value terms, with a 52% share. This sector has seen the greatest levels of innovation and new product development, and the recent shift in focus by major Chinese manufacturers from cost to technological development has eased the level of price competition over the last year or two. Technology has also become more affordable, leading to a continued shift away from analogue to digital products.

In the access control sector, product development and wider availability of products have been a key driver of growth as has the performance of the UK construction sector, particularly in commercial offices and house-building. In addition, access control products have not been subject to price deflation experienced in other sectors, thereby enabling relatively consistent value growth.

The intruder alarm market experiences long replacement cycles and a high level of competition in relation to other security options, particularly in the non-residential sector. However, in the residential sector, growth has remained positive in line with increased house-building and product development focused on ease of installation.

Combine and Conquer

Integration has continued as a key theme, both between products within the electronic security sector and also beyond, with wider business enterprise systems within Smart Buildings and home products within Smart Homes. The development of smart home products and integration with other security products and home management systems should offer significant opportunities for value growth. „Increasing competition remains a key feature of the market, with many established competitors struggling to maintain market share, due to intense competition from Chinese companies at all levels of the market" said Hayley Thornley, AMA's Head of Research. „This in turn has led to significant merger and acquisition activity in the market since 2015, with companies aiming to achieve scale and provide end-to-end solutions."

The prospects for the electronic security sector overall are reasonably good. Value growth is likely to come from increasing adoption of new technologies in both the new and replacement sectors. While construction output growth is expected to ease over the next 2–3 years, output remains relatively high by historical standards and this should continue to provide opportunities for manufacturers and installers of electronic security equipment. Government capital spending levels are also set to increase, particularly in infrastructure and also in local government and health. These are all potential opportunities for electronic security, particularly with the recognition that some of the public sector installed base has become outdated and fallen behind in technology terms due to spending cuts and austerity. The ‚Electronic Security Systems Market Report – UK 2018-2022' report is available now and can be ordered online or by phone using the details below.

UK Electronic Security Market and Forecasts 2014-2020

FIRE PROTECTION

Achieving End-to-End Fire Security in High-Rise Buildings

The Key Challenges, Current Trends and Security Technologies Building Operators Need to Know in 2018

In 2017, a fire disaster in a European public housing development sounded a clear warning about the importance of fire security in high-rise buildings. The blaze in the 24-story high-rise could have been prevented: Although first responders arrived on the scene within six minutes of the emergency call, their efforts were hindered by the fact that the building lacked a central fire alarm system and evacuation protocol.

While stricter legislation regulating sprinklers, building materials, and fire alarm systems has greatly improved overall safety standards in high-rise buildings, incidents still occur. According to a recent report from the National Fire Protection Association (NFPA), an average of 40 people are killed and 520 are injured every year in high-rise building fires, mostly apartment buildings, in the United States. The report also noted that thanks to stricter security, only 4 percent of high rise fires spread from room to room, and only 2 percent to another floor. In low-rise buildings, these numbers are twice as high.

Compared to low-rises, achieving end-to-end fire security in high-rise buildings poses a unique set of challenges. The most significant is the risk to human lives, as 73 percent of all high-rise building fires occur in building types that contain large amounts of people: hotels, apartments or multi-family housing, dormitories, facilities that care for the sick, and office buildings (NFPA Report).

What's more, as the level of technology and automation in buildings increases, so does the potential for cable fires and other electrical fires.

As a result, security systems need to be able to detect and localize the source of a fire as fast as possible, while facilitating a coordinated evacuation approach to lead people on all floors to safety.

IP-Network Systems Lead the Way

With these requirements in mind, IP-based fire alarm systems are emerging as the way forward. Networked on digital infrastructure, addressable systems of panels and detectors provide fire detection at an early stage, plus exact localization of the fire source. They integrate with other key systems such as sprinklers, video surveillance and access control and can be combined with voice evacuation to direct people out of dangerous areas as quickly and precisely as possible. Most of all, IP-based fire alarm systems are easily scalable and adjustable to changing customer demands,

for instance in mixed-use buildings (see Current Trend).

Speaking of scale, high-rise buildings require alarm systems that can bridge large distances – not horizontally like a campus or factory building, but vertically. But from the standpoint of an IP-based system, there is no significant difference between vertical and horizontal distances: After all, these systems have been built for the very purpose of connecting panels, sensors, and controls over extended areas. Panels in modern IP fire systems like the Modular Fire Alarm Panel 5000 Series by German manufacturer Bosch can be placed 40 kilometres apart and allow for management in separate zones, also across tall buildings. A typical network can encompass 20 panels with up to 32,000 detection points. At the high-profile New Union Square in Warsaw (see System at Work), Bosch has provided an installation of 14,000 automatic fire detectors across the 23-story tower and connected facilities.

Completed in May 2014, the New Union Square in Warsaw raises the bar for state-of-the-art architecture in the Polish capital. It features a 23-story tower with two seven-story bars in a triangular alignment and contains a shopping centre, offices and a large garage
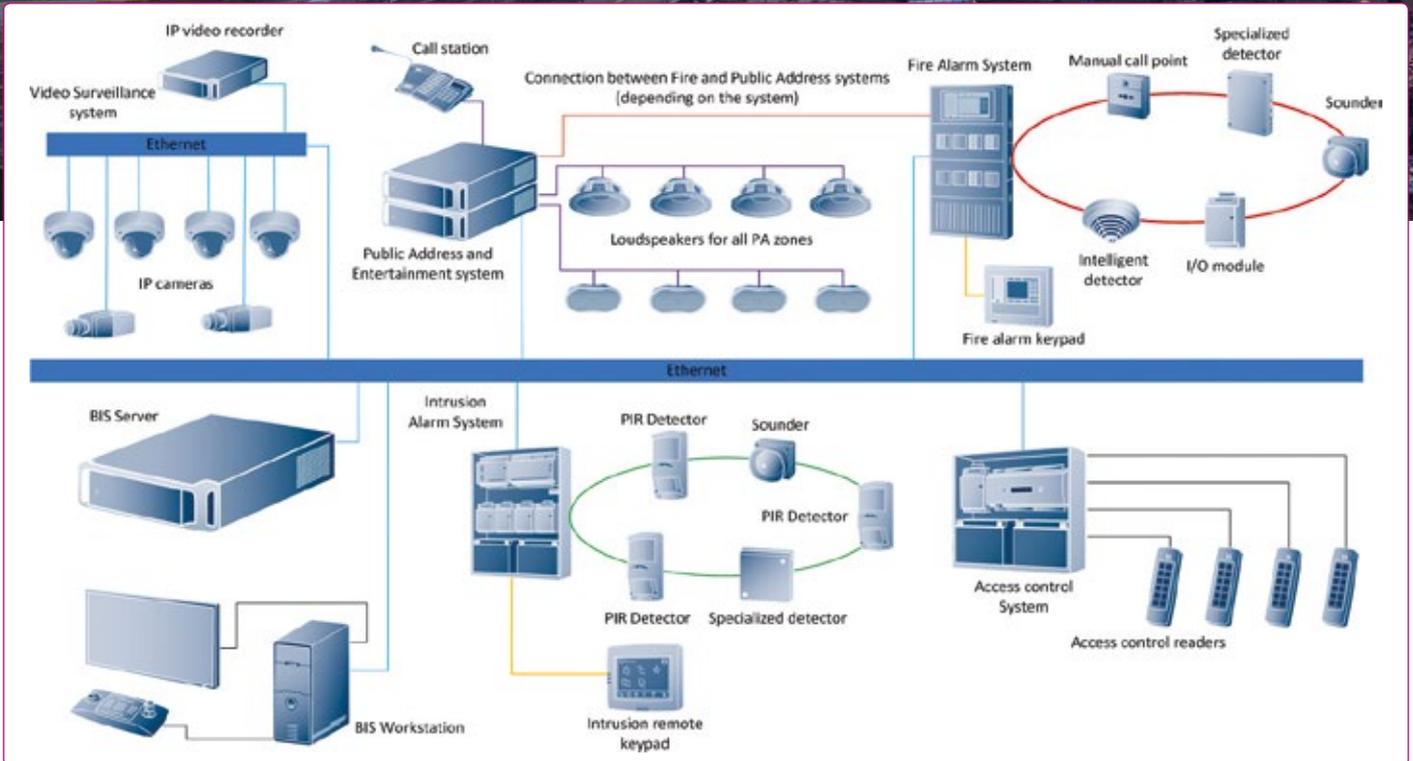
Bosch-specific example for a centralized building management. The fire system in a high-rise building needs to interface with other systems such as video surveillance, access control, and voice address for evacuation.

In modern-day high-rise buildings, fire alarm systems connect thousands of individual devices such as panels, detectors, repeaters, and sounders with rapid data transfer. For maximum reliability, IP-based systems support fully redundant networking via an IP and/or CAN connection between the panels, thus keeping the system operational in the event of an error. As a common operational backbone, IP-based fire alarm systems integrate within building management systems architecture such as the Bosch-developed Building Integration System (BIS) or a third-party solution to provide operators with a single view and real-time intelligence.

In day-to-day operations, IP-networked fire alarm systems provide integrated solutions for the five main challenges facing fire security in modern high-rise buildings:

■ **1. Evacuation**

Today's high-rise buildings can contain over 100 floors and hold several thousand occupants at the same time. This calls for a carefully organized and focused approach to evacuation in order to avoid panic and prioritize evacuation of people near immediate danger zones. In this context, IP enablement is not simply a technical evolution, but a quantum leap in human safety. Fully integrated alarm and voice evacuation systems – for instance via the Bosch Safety Link (see 4. Interfacing) – operate in unison and allow dynamic, multi-stage evacuations in the event of emergency. Providing security personnel with a direct view of the location of a fire or danger source, IP-based systems ensure that safety responses are targeted logically, enabling those immediately affected to escape the building first. Next, those on adjacent floors above and below evacuate, and finally those at the top and bottom floors of the building, thereby freeing up escape stairwells for maximum flow and safety.

■ **2. False Alarm Management**

Large-sized hotels are in an especially peculiar situation when it comes to false fire alarms. On one

hand, false alarms tarnish the guest experience and may lead guests to choose a different hotel provider on their next booking. On the other hand, security experts agree that more than three false alarms per year may undermine the credibility of the system and make guests perceive alarm evacuations as less serious. Not to forget that evacuation can prove cost-intensive by taking up human capital and response teams. As for what triggers false alarms, experts estimate that about 20 percent of today's false alarms have an undetermined cause [1]. Consensus exists about the fact that analogue systems are prone to false alarms from electromagnetic radiation. In that light, IP-based systems have proven highly resilient against false alarms due to their capacity for using multi-point verification of an actual fire.

■ **3. Resilience**

In the event of an actual fire, the fire alarm system needs to be able to accommodate for loss of panels and cable infrastructure. The breakdown of ca-

bles will also cause erroneous signals from devices on the network that need to be filtered out. Plus, as multiple panels will signal fire alarms into the systems, the network will be subject to higher voltages and fluctuating currents. This calls for a distributed system, ideally IP-based, that can test its own integrity and offer built-in redundancy to deal with emergency situations. The Bosch-developed Modular Fire Panel 5000 Series ensures complete system reliability. It features detectors using the latest technologies to rapidly and accurately detect risks. System services include EN 54-certified, uninterruptible infrastructure systems and fire alerts in the event that supply lines have been destroyed. By providing these features in a future-proof and scalable package (see 5.) Bosch systems are especially suitable for ensuring reliable fire safety warnings in large areas with several buildings or in tall buildings with multiple zones.

■ 4. Interfacing

For centralized building management, the fire system in a high-rise building needs to interface with other systems such as video surveillance, access control, and voice address for evacuation. The combination of fire alarm and voice evacuation systems has emerged as the status quo over the past few years across a wide range of sites, from hotels to shopping centres and airports. Legislation such as 2013's full enactment of the Construction Products Regulation has been a major driver of this trend, placing high demands on both systems with the EN54 product standard. Studies have demonstrated that voice alarm with clear instructions significantly improves fire evacuation time compared to mere noise alarms and presents a significant time gain of up to 30 percent for emergency response teams. [2] Bosch's Smart Safety Link achieves new levels of building safety by creating a single Internet Protocol (IP)-based interface (or multiple interfaces) between the company's performance-proven fire alarm and voice evacuation systems. Fully customizable to client specifications, the scalable system supports a new generation of dynamic evacuation protocols (see 1. Evacuation). In the bigger picture, interfaces with smoke control and emergency lighting allow for an efficient response in the case of a fire, offering full information and control to monitoring staff in a centralized platform such as the Bosch Building Integrating System (BIS).

■ 5. Future-Proofing and Scalability

Before making an investment in new fire safety systems, building operators are well advised to consider the future-proofing of their systems. Again, IT-based architectures emerge as the only way forward. Current legislature such as the 2015 edition of the International Fire Code already mandates addressable systems in which connected devices can signal their device type, location, and alert status; which is a built-in feature for IP-based networks. And on the subject of future-proofing, IT-based fire security systems can also seamlessly integrate the next generation of video-based fire detection devices that rely on machine learning algorithms to detect fire and smoke in less than 30

seconds. At the same time, operators may want to integrate and customize their own solutions into their Building Management Systems, which can be facilitated via software development kits (SDKs) such as the Bosch Fire System Interface (FSI) or open IT standards like OPC. Next to this level of future-proof integration, IP-based solutions scale up easily to accommodate for expansions within the same building or multi-building installations to allow customers to grow their fire safety applications alongside their business.

IP-based Fire Alarm System at Work in the Polish Capital

Completed in May 2014, the New Union Square in Warsaw raises the bar for state-of-the-art architecture in the Polish capital. It features a 23-story tower with two seven-story bars in a triangular alignment and contains a shopping centre, offices and a large garage. The fully IP-based fire alarm system has a modular architecture with eight networked Modular Fire Panels 5000 Series, which support more than 14,000 fire detectors, controls and external devices. In the event of an alarm, evacuation instructions can be distributed to different zones and to any of the system's 3,200 loudspeakers via Bosch's Praesideo digital public address and voice evacuation system. This system is also used to broadcast music and advertisements in the shopping centre during business hours. Completely based on Bosch technology, the local partner installed fire detection, access control, video surveillance and voice evacuation systems, all networked and integrated through the IP protocol and the Bosch Building Integration System (BIS).

Current Trend: Multi-Purpose Buildings

The process of digital transformation is re-shaping the business landscape and changing the previous separation between spaces designated for living, working, and shopping. As a result, office buildings of the future are no longer merely single-use building types, but accommodate a variety of activities under one roof. Similarly, large hotels are trending towards integration with shopping centers and entertainment venues, thereby placing high demands on the flexibility of end-to-end security systems.

From the standpoint of fire security, the trend towards multi-purpose buildings has two consequences: First, the overall building management system needs to be able to communicate with the specific systems of individual businesses and venues in the same building. That's why future-proof Building Management Systems are designed to integrate into a variety of building management systems, including Bosch's BIS or third-party solutions.

Second, the fact that many spaces in multi-purpose buildings are only leased for limited periods of time requires systems to be easily programmable and adjustable to the requirements of new tenants. This holds true, both on a physical level with walls being moved and floor layouts rear-

ranged — necessitating the rewiring of detectors and panels — as well as on a software level to realign the security architecture as needed.

As a direct response, Bosch's addressable fire alarm panels are highly flexible using a modular concept. The system adapts to the nature and size of the facility and user-specific applications, and provides the unique opportunity to configure a system tailored to the security needs of each tenant. In case of future extensions (also see 5. Future-Proofing), the investment is safe, because of the existing backwards compatibility between all components. And with the trend of IoT solutions and "smart building" technologies making great strides, IP-based fire systems thanks to their ease of integration once again emerge as the way forward in multi-purpose high-rise buildings.

Outlook

Looking ahead, high-rise buildings are at the forefront in the evolution of urban working and living environments. They assemble large amounts of people and a broad range of activities under one roof and are subject to the most stringent safety standards in the built environment. As we speak, investments in fire safety systems are at an all-time high: Experts at Grand View Research expect the market to increase from US$52.19 billion in 2016 to US$ 93.46 billion by 2022, at a compound annual growth rate of 9.7% between 2017 and 2022. [3]

When making investments into fire protection systems for high-rise buildings, buyers should focus on overall integration into building management systems while aiming for centralized control over fire emergency response and evacuation. IP-based systems are emerging as the only logical way forward, also thanks to their capability for interfacing fire alarm and voice address systems for rapid and structured evacuation in the case of a fire or emergency, no matter how tall the building.

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EVACUATION

Emergency Escape Illumination

Energy Supply for Emergency Lighting Systems Is Crucial for Building Evacuation

The construction of ever larger and higher buildings continues and leads to an increasing number of people in one area, therefore the buildings must be safe at all times, even if a main power failure occurs. Emergency lighting is part of the fire safety provision of a building and cannot be ignored. Light enables people to leave buildings safely, helps them to find their way round and reduces accident hazards.

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Every building has its own specific requirements in respect of emergency escape illumination. The procedure in respect of emergency lighting:

- ◼ 1. Planning and design of the system
- ◼ 2. Positioning of emergency lighting luminaires (wall/ceiling mounted lights, signs)
- ◼ 3. Permanent installation of all fittings
- ◼ 4. Periodic testing/maintenance of the system.

The safety signs must be visible from any points of the premises and need to show either the direction to the exit door or the exact location of it.

Intelligent Emergency Lighting

An intelligent emergency lighting system monitors all individual components of the system and gathers all collected information to a single location. This makes monitoring the system fast and easy, no matter how complicated the location is. The system records data about performed tests and the lamps can be programmed. A suitable emergency lighting system shows the right way to escape from the building and it works many years later too.

The intelligent emergency lighting system consists of a control panel with software, individually identifiable lamps and a power source. The system's advantage is the lamps can be directed from one point. The monitoring starts automatically starts at pre-defined consistent intervals. This ensures that in case of an emergency the system works and the lamps turn on.

Energy Supply for Emergency Lighting

There are two ways in which back-up power can be provided: self-contained battery or central battery. The advantages of central battery systems are that the monitoring and the maintenance is simpler, quicker and less expensive. When battery replacement is eventually necessary, this is a quick and simple operation that avoids the disruption caused by having to access and dismantle numerous fittings in public areas. It is possible to build larger system with thousands of lamps. The luminaires contains fewer components to maintain and service. From the environmental point of view, by reducing the use of hazardous substances, it contributes to mitigating the harmful effects on the environment. Central battery systems are easy to test, simple to maintain and offer long-term cost advantages.

Intelligent and Central Battery Systems

ASM engineers have been striving to combine the advantages of intelligent and central battery systems during the development. As a result, a new member of the CLEVER LIGHT range was created, the CL-600 series. The new intelligent central battery system is unique in this market. The system based on the AC/AC principle. The AC/AC system can be connected directly to the suitably designed mains luminaires, without having to make any modification to the luminaires and gain energy from a remote supply centre. The main unit (control panel) of the addressable lights can handle a maximum of 594 devices; 64 of these panels can be attached to the same system. Via the its 7″ touch screen, the device can be set easily and clearly indicates the system status. The luminaires can be controlled individually or in groups. The control unit is modular and it includes line filter and adapters.v

◀ **The ASM Clever Light control panel**

CONTACT
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Szolnok, Hungary
Tel: +36 56 510 740
http://www.clever-light.com

New Test Set and Detector Series

Apollo Fire Detectors, specialists in the design and manufacture of fire detection equipment, will be showcasing its latest test set and Soteria Dimension, the latest addition to the range, on the Apollo stand, Hall 4-F10 at Intersec in Dubai in early 2019. Ed Browning, Sales and Marketing Director at Apollo, says „We will have a range of Apollo fire detectors, wired into a loop, in order to demonstrate the fault-finding capabilities of our test set live on the stand." It has interrogates and controls all connected units, either as individual units or complete circuits. Apollo will also be showing the Dimension and Dimension Specialist. These fire detection devices use new optical sensing technology operating on the light-scatter principle in a ‚virtual sensing chamber'. Both have surpassed EN 54 Part 7 and EN 54 Part 17. The Dimension Specialist detector has an anti-ligature metal faceplate and tamper-resistant screws and has been tested and approved to TS001, meeting UK Ministry of Justice specifications STD/E/SPEC/038. This detector is ideal for prisons, custodial suites and healthcare establishments.

www.apollo-fire.co.uk

The Heat is on For Patol at Intersec 2019

Patol is returning to the Intersec 2019 exhibition and will be showcasing its range of Firesense Linear Heat Detection Cables (LHDC), along with the Fire Thermal Infrared (FireTIR) detection system, on stand 4-G32. Firesense LHDC and its associated controllers provide economical temperature monitoring at the point of risk in a range of commercial and industrial applications, including hazardous areas. Firesense can be integrated with many fire alarm and extinguishing control systems to offer a complete system solution. Available in both analog#ue (resettable) and digital (non-resettable) options, cables are available in temperature ratings from 70°C to 240°C in both braided and non-braided versions and cut to length. While Firesense can be employed in many varied applications, it is particularly suited to situations characterised by harsh environmental conditions, where there is a physical or hazardous maintenance access constraint to protect the area, or where installation of the detection is required close to the risk. **www.patol.co.uk**

FIRE DETECTION TESTING

CE Conformity in an Agile World

ZVEI Leaflet Prescribes Software Tests for Fire Detection Systems

The established testing procedures for fire detection systems have long guaranteed the highest safety standards. Yet those procedures no longer meet the current speed and flexibility demands of software-based technology in a digitalized world. The current guidelines of the German Industry Association ZVEI now offer initial recommendations for automatic software testing, and describe them using fire control panels as an example. Axel Kunze, Head of Software Architecture, Fire Detection Systems, and Jorge Zingg, Head of System Testing, Fire Detection Systems, Siemens Building Technologies Division explain the details.

The CE mark verifies that the components of fire detection systems also meet the requirements of the European Construction Products Regulation (BauPVO). A notified body (NB) verifies conformance based on defined functional tests. Still, modern fire detection systems have more and more built-in software that requires regular mandatory updates. System manufacturers therefore face the challenge of keeping their products CE-conformant. Every update requires re-testing and release by the external notified body – usually in its own laboratory, or in exceptional, contractually agreed cases, at the manufacturer's location.

The disadvantages of this regulation are obvious: It is expensive, but most of all extremely time-consuming. As for IT security, the regulation no longer meets current user or manufacturer requirements. If, for example, a virus or cyber attack is imminent, speed is of the utmost importance. In other words, the system-saving software update cannot go through months of testing with the notified body.

Although less compelling, the same is true for updates that boost system efficiency and functionality.

Possible ways forward

Information technology points to one possible way around this dilemma. The test pyramid concept from agile software development has proven useful. Intensive test automation at all levels of the pyramid permit implementing new features in quick succession while ensuring that the existing functionality remains intact.

The difference from the Construction Products Regulation world, however, quickly becomes clear. Software is generally not required to pass through a defined release process with an external notified body, but a fire detection system is. In principle, there are two different approaches to achieving

An automated test system is a combination of real and simulated components ▶

faster response times. You can split the system into separate parts, one relevant for approval and the other not, or you can integrate the approval step into the agile test process.

The first option quickly proves untenable, because today's software-intensive systems are not easy to disentangle. In embedded systems, many system parts are indirectly linked via shared resources, which prevents their full separation.

Furthermore, cyber-security gaps often lurk in deep software layers that can potentially affect the overall software.

We are therefore left with the second solution: merging the approval process with agile, automated test methods. The Safety & Security Division of the ZVEI (Central Association of the German Electrical and Electronic Industry), with representatives from all German manufacturers of fire safety technology, has now developed recommended solutions and summarized them in a ZVEI explanatory leaflet [footnote]. After all, it is not about gutting the tried-and-true approval system, but ushering it sensibly into the new age.

ZVEI recommendation

The guidelines published at the end of 2017 apply to all products in safety and security technology systems, such as fire control panels, smoke and heat exhaust systems, etc., as listed in Construction Products Regulation (EU) 305/2011. Using fire control panels as an example, the document explains how to handle software modifications within the relationship of manufacturer and notified body in accordance with the BauPVO. In particular, it lays out a requirements profile on integrating the approval process into the agile development process, or in other words, how to design the process of agile software certification in the future.

First a look at the current process. If a newly developed fire control panel is ready for the market, the manufacturer requests initial testing by the notified body. If testing is successful, the notified body issues the required certificate for this exact version of the product. The new ZVEI recommendation revolves around an automated test system capable of performing the functional tests currently performed by the notified body and documenting them in a comprehensive test report. So in the future, on initial testing the notified body defines a test system together with the manufacturer. The test system and the test report are approved by the notified body. The actual testing then follows and the test system is "sealed".

Sealing relates to the documentation of a specific, verifiable scope of performance and functionality by the recording of software and hardware version states (test system) and by means of suitable configuration management. Testing of the test system may be performed either simultaneously with testing of the product, or at different times.

The test system is subject to version control. Modifications are permitted only in consultation with the notified body. Changes to the system to be tested (test unit) that result in a "green" test

The test system can simulate all kinds of situations and perform a virtual compliance check

ZVEI Guidline

ZVEI EXPLANATORY LEAFLET 33015:2017-12 "Guideline – Retention of Conformity Following Modifications of Software at the Example of Fire Alarm Equipment – Industry Requirements," published by ZVEI – German Electrical and Electronic Manufacturers' Association, Safety and Security Division, Frankfurt/Main – free download at www.sicherheit.org

report can, as pre-arranged, be officially released on the market without resubmission to the notified body, with or without a new certificate according to the manufacturer's requests. Modifications to the test unit that require adjusting the test system require re-approval of the test system.

The advantage of this recommendation becomes evident when the control panel software is modified. Instead of full re-testing, the changes and the complete system are tested using the defined automated test system. Once the test has passed, the notified body receives documentation and/or a description of the software change and the test report from the test system.

Implementation

The exact nature of the system and the requirements it must meet remain open. It must deliver results that are precise and infinitely reproducible, and complete verification per the EN 54-2 standard must be ensured. It must be obvious which version of the test system is being used, and it must be approved by the notified body. Furthermore, it must always be clear which function was tested and how. The test system must also adapt to continuously changing product characteristics. It must also be possible to provide an overall assessment of the functionality. Finally, to be practical the test system should work without unduly tying up personnel and time.

No malfunctions may remain undetected during the actual testing. The various input stimuli must be as realistic as possible. Disruptions must be simulated in compliance with the standards. At the same time, system responses in terms of function and execution time must be verified.

In practice, an automated test system consists of intelligently combined real and simulated components. For example, as a major manufacturer of fire detection technology, Siemens has been using such test systems for years where most functions can already be tested automatically during the different development phases. In particular, the systems are able to simulate all possible situations and a "virtual tester" reviews and confirms standards-compliant functionality. All Siemens test systems are submitted for validation to the external notified bodies.

Summary

In the current guidelines, the ZVEI offers specific and realistic recommendations on how to integrate the proven approval system per the Construction Products Regulation (BauPVO) and the agile, contemporary test process for software-based fire safety technology. The result: Users and manufacturers alike can rely on the same high safety standards but still respond very quickly to new requirements or security gaps.

VdS Loss Prevention of Cologne, Germany – known as the inspection body for fire control panels in Germany – also recently published its own guidelines (VdS 3837) that detail the requirements and testing methods for test systems, thereby further legitimizing and anchoring the described process.

CTO Hartmut Sprave, CEO Thomas Lausten, CFO Klaus Kiener: Mobotix Board of Directors in action

VIDEO SURVEILLANCE

"Creating Cyber Secure Business Together"

Mobotix Global Partner Conference: Innovations in Cyber & Video Security

The man leads on – and leaves no doubt that he knows the way. A loud clap of thunder was the first thing to be heard on Monday 29th October at the start of the 2018 GPC Mobotix Partner Conference as Thomas Lausten – CEO of Mobotix AG since June 2017 – welcomed almost 500 invited guests. Born in Denmark, the former Vice President of EMEA of Milestone outlined the new strategy of the global player from the Pfalz region together with his management team of Hartmut Sprave (CTO) and Klaus Kiener (CFO): secure data, but open. Open for new partnerships, open for new product ideas – and definitely firmly closed to hackers. All in line with the recently launched ‚Cactus Concept' that enables a cyber-secure video security environment for partners, operators and users.

So this year's Mobotix Global Partner Conference (GPC) 2018 focused on global cooperation with partner companies for a secure future. The theme of "Creating Business Together" dominated the two-day event, which presented the vision of a technology alliance for cyber security as a key factor in the success of companies, organizations and governments. The group of over 400 people from 58 countries who attended the largest ever Mobotix Partner Conference were impressed by the topical and timely theme of the conference.

Mobotix: Global Innovator in The Field of Intelligent, Video-Based Information Technology

Mobotix aims to become a global innovator in the field of intelligent, video-based information technology with unmatched cyber security and "Made in Germany" product quality for 100% guaranteed return on investment and customer satisfaction. Hartmut Sprave, Chief Technical Officer (CTO), presents a vision for the company where the company is more than just a hardware or software vendor. As a solutions provider, they aim to offer a complete spectrum of intelligent end-toend solutions in order to create real added value for partners and customers: Onestop shopping with a comprehensive range of products. "The world of IoT (Internet of Things) in combination with our decentralized video technology offers infinite new possibilities and opportunities for creating trendsetting solutions together with our excellent partners," says Sprave. He points to the partnership with Konica Minolta as one example. The company is currently working on artificial intelligence and deep learning solutions such as automatic detec-

Mobotix unfiltered: in a special session partners could ask questions to the Board of Directors

tion of emergencies when monitoring persons in need of care. "We are working together to create a product that is able to apply the algorithms directly in the camera," says Sprave. The partnership with technology companies is creating tremendous possibilities that are opening up completely new market opportunities for both sides.

The IoT World Needs Data Security and Data Minimization: „Mobotix USP"

"The decentralized approach has always been a fundamental part of Mobotix DNA," says the CTO. Hardware and software is developed in Germany, the land of data security and data protection. As a result, we can guarantee maximum safety and extreme data minimization for our products. The new Universal Security Platform, or Mobotix USP for short, is essential for future-proofing IoT solutions. This platform incorporates the Universal Plug-in, making it open and compatible with video-based plug-in solutions from around the world. It is enabled by their upcoming P7 generation of IoT hardware, which will be launched in 2019. The Mobotix USP is protected by the Cactus Concept, which the IP pioneers from Langmeil developed to ensure that end-to-end video systems are reliably and comprehensively protected from cyberattacks.

Co-Creation – Focusing on Technology Alliance and Partner Solutions

At the Partner Forum, 18 Technology Alliance partners showcased impressive examples of new solutions developed through technology partnerships and cocreation initiatives, including industrial solutions, face recognition, access control systems or POS solutions. The opportunities arising from the collaboration between Mobotix and leading technology partners are diverse and open up new markets to all the companies involved.

Reliability and Trust – Beyond Human Vision

"Mobotix cameras are ideally positioned with regard to IoT and the resulting cyber security requirements. Our cameras are intelligent computers with lenses," says CEO Thomas Lausten. "Together with our network of top-notch technology and integration partners, we will continue to offer new, secure and trendsetting products as well as solutions with enormous market potential in the future," says Lausten. "Our goal is to be the most reliable and trustworthy company that protects people and assets through intelligent and cyber secure video technologies that go beyond human vision," said Lausten, addressing Mobotix partners who came to Frankenthal to attend GPC 2018. He added: „We will intensify our efforts to develop cyber secure and decentralized low-energy systems by collaborating closely with our global partners in relationships built on trust. Our goal is to protect people and assets while providing our end users with the best possible return on investment for all their installed Mobotix systems."

Mobotix partner community

VIDEO SURVEILLANCE

Korean At Heart

An Insight Into the Heart of Hanwha Techwin's Success in Europe

Despite having a global presence with regional and local support offices in the Americas, Asia, Middle East and across Europe, Hanwha Techwin is very much defined by its Korean heritage. As one of the world's major manufacturers of professional video surveillance solutions whose headquarters are in Korea, the company is proud of the contribution it is making to its country's reputation for designing, developing and producing quality, innovative products which make a real difference to people's lives.

H. Y. (Bob) Hwang Ph.D., Managing Director of Techwin Europe

Bob (H.Y.) Hwang Ph.D., Managing Director of Hanwha Techwin Europe, believes the company's Korean heritage and its core values of Challenge, Loyalty and Integrity, which are at the heart of its 'WE MOVE with trust' central marketing theme, have equipped the company to stand out from the crowd. In this interview, we asked Bob to provide an update on the steps the company is taking to ensure it continues to succeed in a highly competitive market, but first we asked Bob if the 'WE MOVE with trust' campaign has helped sales.

GIT SECURITY: Mr Hwang, is 2018 proving to be a good year for Hanwha Techwin?

Bob Hwang: Yes, I am pleased to report we are enjoying what looks to be another record breaking year. The quantity of products shipped each month has never been higher and it is possible our success will exceed that achieved in 2017 when we saw a 40% growth in the number of products sold.

Do you think the 'WE MOVE with trust' campaign has contributed to this success?

Bob Hwang: There is no doubt that our efforts to build trust with all parties involved in the supply chain is understood and appreciated by our customers.

Can you give some examples of what Cyber Security means in practical terms?

Bob Hwang: We continue to ensure our products are designed to combat the activities of hackers and that customers' confidential data is kept safe. This is just as important to the many thousands of small businesses that entrust our video surveillance solutions to protect their assets, people and

property, as it is for our high security and mission critical end-user clients which include local authorities, government, military and emergency services. Cyber security has been at the top of our list of priorities for some time. We believe our cameras and recorders incorporate all reasonable measures to prevent unauthorized access to images and data. We do not have a 'back-door' and we have introduced sensible password protocols. We consider it essential that a secure password is set up during the initial installation process, which is why we prohibit the consecutive use of the same letter or number and we encourage the use of special characters as well as a combination of letters and numbers. It is important not to be complacent and we are constantly monitoring and testing the latest methods of hacking using third party security agencies. When necessary, we release new firmware to counter the latest threats. Our 'WE MOVE with trust' message also embraces our relationship with distribution and solution partners, our quality and service and extended 5 year Warranty support which we offer to our STEP partners as part of a package of benefits to reward their loyalty and give them a competitive edge. In particular, we appreciate our customers do not measure products and solutions just by their features and this is why Hanwha Techwin believes in taking responsibility for the solutions developed with our technology partners. The good news is that our strategy of working in close partnership with specialist application developers in order to deliver new, innovative solutions which make good use of our high performance Wisenet open platform cameras, has been further justified by an award recently won by our technology partner, A.I.Tech. A.I Tech's video analytics technology, which is utilized by our Wisenet Biometrics and Retail solutions, was selected as the winner of the Business Intelligence category in the Benchmark Innovation Awards 2018. The awards, which are run by Benchmark

Magazine, the UK's monthly publication which is widely regarded as the "Which" magazine for the electronic security industry, are designed to recognize and reward innovative thinking and the delivery of benefits through advanced security solutions.

Can we expect to see new technology partnership announcements in the near future?

Bob Hwang: In answer to your question, I should first point out that we now have a formidable range of cameras which collectively provide effective solutions for virtually any video surveillance project. The range starts with Wisenet HD+ analogue cameras which deliver Full HD images in 1080p without the need to upgrade cabling infrastructure. These are followed by Wisenet L and Q entry level Full HD network cameras. Next comes Wisenet X cameras which are supercharged by the most powerful chipset ever incorporated into a full camera range, available in 2MP or 5MP. Finally, our premium, top of the range Wisenet P cameras deliver superb quality 4K (12MP) images. The massive processing power of the chipsets built into our open platform Wisenet cameras means we are able to help customers achieve so much more from video surveillance systems than just capturing superb quality images. By this I mean we can provide the cameras with pre-loaded specialist analytics applications which deliver real-world practical benefits. We intend to sustain our efforts to seek out opportunities to introduce new, innovative solutions to complement existing Wisenet solutions developed jointly with our technology partners. These include the Intruder Detection Solution, a single device intruder detection solution that provides maximum detection whilst significantly reducing the impact of time consuming and costly false alarms, and the Intelligent Traffic Management Solution, a comprehensive suite of ANPR

based intelligent traffic management solutions Also included are the Automatic Incident Detection (AID) Solution – an easy to deploy and highly accurate city wide incident detection solution which is designed to be affordable for budget conscious local authorities and Retail Intelligence Solutions that include Heatmap and People Counting cameras to enable retailers to monitor continuously updated live reports and view comparative hourly and weekly reports on footfall, store hotspots and dwell times, as well as how long customers have to queue. The Transport Solution consists of vibration-proof Wisenet cameras and small footprint NVRs which are designed to provide a robust solution for monitoring activity on buses, trains, trucks and other forms of transport.

Have you taken any action to help customers comply with GDPR?

Bob Hwang: At Hanwha Techwin, we believe it is important for end-users, system integrators and manufacturers to work closely together to negate the risk of data misuse. In this respect, we have placed maximum importance on providing privacy-friendly products which assist end-users to comply with General Data Protection Regulation (GDPR). Although not wishing to be alarmist, a serious violation of GDPR could be subject to a fine of up to 4% of a company's annual revenue or EUR 20 million, whichever is higher. In addition, non-compliance with GDPR violation could result in a class action or civil law suits against individuals. With this in mind, Hanwha Techwin has published a White Paper which sets out the impact on video surveillance systems of the new GDPR which came into force in May 2018. I would encourage you to download the White Paper which addresses in detail the responsibilities of those who are in control of video surveillance systems. It also explains what steps Hanwha Techwin has taken to ensure the features and functions of its Wisenet cameras, recording devices and video management software (VMS) are able to assist operators in complying with GDPR. Alternatively, an Executive Summary is available which highlights the key aspects of the White Paper.

2018 and beyond – how would you summarize Hanwha Techwin's aspirations for the future?

Bob Hwang: We intend to drive forward our plans to further enhance the value of our Wisenet brand by capitalizing on the expertise of our talented design and development engineering teams and the ingenuity of our technology partners. We will be able to do this as a result of

the encouragement we receive from our parent company in Korea who have supported our decision to continue to recruit sales and technical colleagues of the highest caliber to ensure our Wisenet brand is backed by unbeatable pre and post-sales support. Most importantly, we are determined to build on our reputation for operating with integrity and for striving to excel in everything we do.

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VIDEO ANALYSIS

30.000 Faces

How Deep Learning Technology Could be a Game Changer for Facial Recognition Technology

About six years ago, analytics was in its infancy. But the security industry was certain that the data that could be mined from security systems would be a game changer in moving the importance of CCTV out of the control room and in to the board room.

I n the intervening years, it's fair to say that adoption of analytic technology has not exactly met expectations. Cases of end user marketing teams utilising their CCTV infrastructure to drive data mining, for instance, are the exception rather than the rule.

Why the Implementation of Facial Recognition Failed

Perhaps, most maligned have been facial recognition systems, with the industry struggling to convince end users of its potential efficacy and the likelihood of success. A freedom of information report published by the BBC shows various police forces have tried and largely failed to implement the technology effectively, with the system limited by inaccurate facial matching. The Metropolitan Police force miss-matched 102 people against images of suspected criminals at the Notting Hill Carnival and a Remembrance Sunday event between 2016-2017. Concerned with results, the Lancashire Police force has even stopped its use of facial recognition following tests in 2015. In addition, Amazon's facial recognition technology has been flagged as having inaccurately identified 28

Three gates at Tokyo International Airport were equipped with face detection

members of congress as people who have been arrested for crimes, according to the American Civil Liberties Union (ACLU).

Then there was AI

Deep learning technology, embedded in security systems is becoming increasingly important to assisting more accurate data analytics, making systems more cost effective and easier to use. At Ifsec this year, Panasonic introduced its Deep Learning Facial Recognition FacePro. Visitors had their faces registered within the system, some of which were even registered using ten-year-old photographs. They were then given the opportunity to dress in a disguise in an attempt to see whether the software would accurately match results.

Over three days and 1,500 different attempts not a single miss-match was found, giving the Panasonic system a 100% accuracy rating – even for images taken ten years previous.

This is a new direction for security solutions, in which security cameras no longer take a passive, but an active approach to data analysis. In doing so, multiple locations can benefit from enhanced protection, from a retail shop protecting its assets from theft, to large cities in need of protection from serious crime or even terrorism.

Other Benefits

Away from crime though, accurate facial recognition has the potential to help deal with crowds quickly and easily. One example is a trial at a Dutch football ground, where Panasonic technology is being used to allow season ticket holders in to the ground without the need for a physical ticket.

Integration with Genetec

The next big step was the integration with Genetec's Video Management platform Security Center. Security professionals will now be able to benefit from the advantages of a successful integration which was shown at Security Essen in September. With the Security Center, security professionals can work with FacePro to detect real time face matching with up to 30,000 faces on a watchlist database. Additionally, end-users can select a face from past recordings to

start a face-list search against all related video footage with instant playback. With these search variables combined, businesses can dramatically shorten the time and workflow spent to find related videos that would otherwise have to be completed manually, taking hours, days, or even weeks.

How Does the Technology Work?

The latest iterations of facial recognition technology use a unique algorithm that combines deep learning, a machine learning method, with a similarity calculation method that suppresses errors. This enables recognition in situations that were difficult with conventional facial recognition technology, such as when the face is angled (up to 45 degrees to the left or right or 30 degrees up or down), partially hidden with sunglasses, or changed by aging.

Jointly developed with the National University of Singapore, it provides a real-time processing capacity of up to 20 cameras per server and can execute high-speed searches of up to 30,000 registered reference faces. The improve-

Belgian football club RWD Molenbeek will soon find it easier to enter the stands at their stadium: With FacePro, security personnel can select a previously recorded face or even an old picture (up to ten years) and match it to the collected video material.

ment over previous systems is stark, with an improvement in accuracy of as much as 500% compared to conventional matching.

As of summer 2019 the system will also support the whitelist function ensuring that access control systems can be enhanced through face matching. This can ensure that access cards are not simply passed onto another person, two people enter the restricted area in one go at the same time or certain areas are accessed without the necessary permission in case the access card limitation fails for any reason.

iA for AI

Panasonic's Face Server technology makes use of the 'iA (intelligent Auto) mode' and 'best shot feature' within their premium camera range. This means the camera automatically adjusts its settings to shoot optimal images. The iA function enables image analysis to be performed on the camera instead of the server. As a result, only the best images are sent, reducing server and network load and total system cost.

In the future, it is expected to see deep learning enhance the number of security cameras per server, and the number of faces that can be detected at any time. However, current systems already show how deep learning can become a reliable tool for a variety of security purposes.

Other analytical capabilities including people counting, heat mapping, age and gender detection improve the cost efficiency of security systems and can also aid businesses with essential decisions such as appraising marketing efforts and determining the most effective layout of a retail store.

Application Scenarios in City, Airport, Stadium and Retail

In city surveillance, cameras can analyse traffic movements and monitor major hubs for signs of misbehaviour and disorder. It's possible, for instance, to monitor train platforms to automatically alert security operators to potential drunk or threatening behaviour.

Since October last year, three facial recognition gates have been in operation at Tokyo International Airport's immigration control. Without the need for prior registration of biometric data, the system compares photographic data of the traveller in the IC chip embedded in the person's passport with a photo taken at the facial recognition gate to verify the identity.

Season-ticket holders at the Belgian football club RWD Molenbeek will soon find it easier to enter the stands at their stadium, thanks to facial recognition technology that is set to be introduced at the turnstiles. Although the project is still in the test phase, fans ordering their season tickets online can already upload an ID photo. This photo will be compared in real time with images taken by two cameras installed in the season-ticket holders' queue at the stadium entrance, allowing supporters to enter much faster. An automatic gate will be installed in early 2019.

Edwin ten Brink is proud that his store has received the 'Wel-so-safe-Award' by 'Detailhandel Nederland'

Jumbo Ten Brink Food Supermarket in the Netherlands was equipped with a closed payment security and camera system with face recognition and has now won the 'Wel-so-safe-Award' in the retail sector. Owner Edwin ten Brink is proud that his store has been awarded by 'Detailhandel Nederland'.

Ten Brink discovered in March 2017 that almost 80 percent of shoplifting took place via large shopping bags. So, he installed a high-quality camera system and appointed a security officer who views the images directly, so that he can report suspicious/deviant behavior. Once people are caught stealing, they get a store ban. They are loaded into the database and the camera system recognizes them as soon as they enter the supermarket. A notification will appear on screens at security if there is a match. The management then receives an e-mail with a photo of the person in question, so that people with a store ban are immediately approached with the request to leave the store.

"In addition to our camera system", says Brink, "we have been using a closed payment system since 2007. That puts offenders out of the game. You no longer have cash drawers in the cash register. The system consists of boxes of bank vault quality, which are anchored in the ground."

Facial recognition technology, heat mapping, and age and gender technology is now operating at new levels of accuracy. Such smart analytics technology means that the industry finally has a product that solves end user problems, rather than creating challenges for them as they grapple with making ineffective technology work for them.

Perhaps it's time to dust off those marketing brochures from 2012.

Functionalities of FacePro with the Genetec Security Center integration:

- Watchlist applications (Airport / Transit / Stadium / Retail / Law enforcement)
- VIP applications (Luxury retail / Entertainment / Hotel & resort)
- Registered people applications (Corporate / Education / Hospitals)
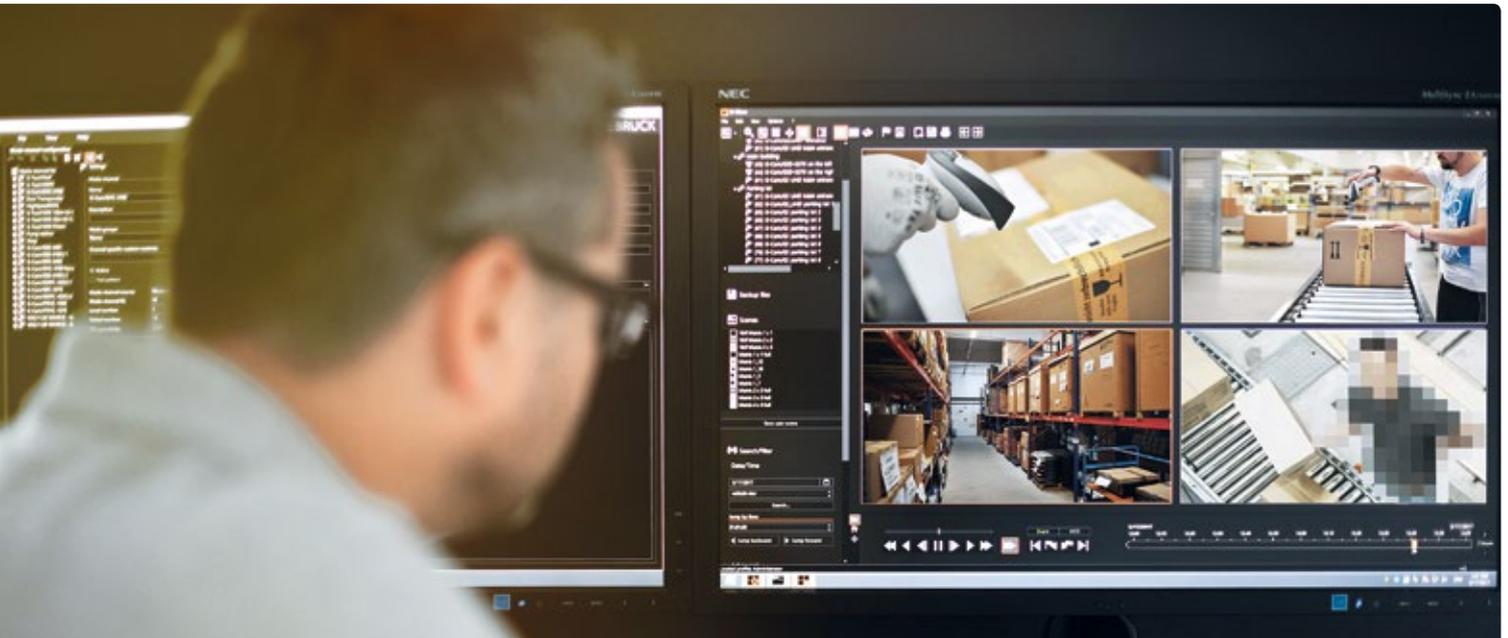
VIDEO SURVEILLANCE

Reap the Digital Harvest

Visualization: the Digital Turnaround in Logistics

Visual systems, information from business software and intelligent interface technology – these are the ingredients for trend-setting solutions in the areas of security and process optimization. Medium-sized companies in particular can look forward to an efficient and yield-increasing entry into digital transformation. Geutebrück, a provider of video surveillance solutions, has already proven this with numerous solutions for the intelligent linking of video and process data.

With a constantly growing portfolio of intelligent visualization solutions and services, Geutebrück has been addressing the needs of the international logistics industry. The integration of state-of-the-art interface technology makes it possible to link information from the ERP system with the camera data in real time and to generate highly efficient solutions from this – a rewarding path to digital corporate transformation for medium-sized businesses. Time-consuming, personnel-intensive and error-prone manual processes continue to dominate day-to-day business in many companies. However, the digitization hurdles perceived by logistics companies can increasingly be counteracted by modern technology.

In the longer term, for example, autonomous means of transport should help to ease the shortage of skilled workers. Even more directly, intelligent technologies and strategies can reduce companies' own efforts in digital transformation. As CEO Christoph Hoffmann explains: "The connection between cameras and data creates immediate transparency. It enables companies to react quickly

to unusual situations, to document critical process steps (particularly important when clarifying liability issues) and to proactively prevent bottlenecks, emergencies or downtime through real-time communication. Highly developed interface technology, such as that implemented by Geutebrück with years of experience in digitization projects in various industries, is indispensable. It facilitates the integration of hardware and software systems from a wide range of manufacturers and standards into a single infrastructure."

Images and Data

Video surveillance solutions from the German-based family-owned firm support companies in the logistics industry both in securing assets and in optimizing their business processes. The solutions, which are tailored to the respective situation, protect the forwarding area from intruders, vandalism or damage for example. In combination with data from the company software, the systems independently identify authorized and unauthorized entries or exits.

The various entrances to the site are secured by cameras that automatically record the license plates of all vehicles entering and leaving the site and compare them with data from black/white lists. The condition of loaded vehicles can also be documented, which is crucial for clarifying possible liability issues: the number, condition and type of goods are visually documented at goods receipt. In the event of irregularities, a quick comparison of the (tamper-proof) image with the target state stored in the business system, realized via bar code and an ERP interface, shows whether the number and state of the goods correspond to the specifications. Third-party systems such as bar code scanners, access control or merchandise management systems as well as new and existing analog or IP cameras can be integrated just as easily via appropriate interfaces.

Visualization technologies originally developed for security purposes with their combination of process and image data are now increasingly being used in logistical processes in the supply chain. Intelligent interface technology makes it possible

> **Real-time visualization – a decisive component of Logistics 4.0 – leads to noticeable time and cost savings and therefore to an increase in earnings in the value chain**
>
> **Katharina Geutebrück**

to immediately detect and eliminate errors in the process sequence (e.g. in package conveyor belts or in the material flow). The technology is used in vehicles, among other things, for quality assurance: interfaces to the weighing station or to the cooling system allow deviations from the standard state to be detected. Information such as the actual temperature of the goods or weight is added to the video image in the system and documented. A target value, which is also stored, immediately reveals any deviation. Image and process data enable analysis of the situation and identification of possible sources of error.

Artificial Intelligence as a Competitive Factor

The advancement of such technologies through the inclusion of artificial intelligence enables the transition to a proactive process: for example, the incorrect placement of an object on a conveyor belt can be detected, evaluated and reported in real time so that intervention is possible before expensive conveyor belt downtimes occur. This opens up countless new fields of application. These include, for example, automatic video monitoring of packaging processes in a wide variety of industries, networked via interface technology with merchandise management, planning or building management systems or the control of material flow in production.

CEO Katharina Geutebrück says, "Real-time visualization – a decisive component of Logistics 4.0 – leads to noticeable time and cost savings and therefore to an increase in earnings in the value chain. We're talking about value imaging here. The use of intelligent visualization solutions brings considerable financial advantages and an increase in competitiveness. Existing infrastructure can be further used by efficient interface solutions; new technology can be integrated into the architecture without problems. This guarantees investment protection, backward compatibility and sustainability at the same time. High expenditure as an argument against the digital transformation is increasingly becoming a lame excuse."

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VIDEO SURVEILLANCE

Home and Away
Being as Secure at Work as You Are at Home

What's stopping someone from casually walking into your office and getting up to no good (for instance, doing some corporate espionage, stealing something, causing damage or worse…)? What if your reception team are busy or distracted? Many companies, in particular smaller ones, lock up well and set an intruder alarm at night but haven't given a thought to security during the day.

Hikvision's Wi-Fi Doorbell provides protection 24/7 for small offices as well as homes

How many office buildings can you just walk into, un-challenged? Some companies operate with the theory that other colleagues will stop intruders. But although this is recommended anyway, most people either don't notice a visitor, or assume they are entitled to be there. Would you allow a stranger to simply walk into your home? It's said that businesses are four times more likely than homes to be broken into, which makes sense when you think about it. Some people would say there's no ‚victim' in an office burglary because it's less personal. This may be true, but that does not help a company to balance its books when it has to replace expensive equipment, or make up for losses when important information goes missing. So, businesses need some help. That comes in the form of security technologies to help them monitor their entrances, or even control access itself.

Larger companies use some kind of access control system, for example. There are a number of access control methods on the market, including controlling employee access using traditional pass cards, key fobs and even fingerprints. The latest products, which also uses deep learning algorithms to increase accuracy, are Facial Recognition terminals. These capture pictures to build face models that stand out among other faces.

Real or Fake?

Hikvision's new Facial Recognition terminal uses a dual-camera with IR function to prevent the use of a photo to gain entry, since that would not generate heat as a face would. The Deep Learning algorithm means the camera can detect a face from a meter away. This can deliver facial registration within one second. The addition of deep learning technology means that the terminal can distinguish actual faces from pictures and videos, reducing the risk of false identification. The technology helps to give the terminal a 99% success rate, reaching international standards for false acceptance and rejection rates.

The swing gates the terminals work with are also smart – they can detect things like ‚trailing' (a second person following the first through the gate), and forceful entry through the

And what about parking? There may be a need for the security manager to make sure only employees and genuine guests can put their vehicles in the car park, especially in an area where parking is at a premium. A Hikvision parking solution using a Deepinview camera with deep learning technology can provide intelligent access control at a parking barrier. The system can be programmed to recognize license plates, checking a 'white' list to allow authorized vehicles and emergency vehicles to enter. The camera also captures reliable, high-definition footage for post-event investigation. The use of a Darkfighter camera and true WDR technologies, as well as optional IR, ensures crisp, clear images and video of each vehicle for recognition and recording.

Finally, the latest in Hikvision technology – Acusense – can help security personnel to detect and prevent perimeter break-ins and to react in real time to minimize the risk of losses. These cameras and NVRs/DVRs can also be used to monitor and protect warehouses and office areas where valuable assets are located or stored.

Trends are showing more flexible working hours which leads to much more activity around an office foyer. At the same time, the use of technologies such as biometrics (e.g. fingerprint or facial access to phones) is becoming more mainstream. Because of this, the level of acceptance of these technologies in everyday life is rising. Join these two factors together and the way forward for securing offices is clear. Individuals are turning to technology to keep their homes and their families safe, and companies will surely follow.

My home is my castle – and my office?

CONTACT

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www.hikvision.com

gates. Another technology in the arsenal of a security manager is a wi-fi doorbell. Hikvision's Wi-Fi Doorbell provides protection 24/7 for small offices as well as homes. Users can communicate with visitors, check for deliveries and establish safety around the office. With its subtle, contemporary design and customizable appearance, this device will be pleasing to the eye while providing a constant view of the immediate surroundings.

When they leave an office, owners need their property to be secured. At the same time, in the event of a burglary, it's useful for them to receive a notification remotely. Integration with the video surveillance system will allow them to check alarm events through their mobile app. Using the award-winning Pyronix Enforcer alarm system, an office manager can feel wireless flexibility without compromising on security.

Haberdashery and Fabrics

Elevator controllers give an office manager the ability to control who can go to which floor, based on access cards, reducing the risk of people going to restricted floors, or even floors which belong to different companies. The Hikvision elevator access control system comprises a master controller and distributed controllers. With elevator control, operators can also call the lift cabin to go to a particular floor, create a schedule for free access to a floor (for example, the shopping floors) whilst strictly controlling access to office floors.

These elevator controllers can also be integrated with video intercom systems to automatically enable the elevator to go to a certain floor, depending on the access information. When they leave, the controller can deliver the elevator to the ground floor directly, for easy and secure exit. The system can manage up to 128 floors, suitable for almost all projects.

The Watchful Eye

All of these access control technologies can be linked to CCTV footage to provide visual verification. But it's not just inside – there's also the outer perimeter of a business. Anyone trying to break in needs to get to the building first – so simple surveillance at the extremities is the first point of defense. In fact, research says that 67% of all burglaries can be prevented by installing video surveillance. Panovu cameras can be used to see a wide area, encompassing the whole perimeter. Cameras that can penetrate the darkest areas, like those with Darkfighter and thermal technology, can cover the boundaries of a building, and be a crucial addition to a complete surveillance solution for the office.

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OUTDOOR VIDEO AND NETWORK SECURITY

Securing Video Surveillance & PoE Transmission

Exhibition Highlight from Slat: A New Factory-fitted Network Interface Box

The French manufacturer Slat made a successful appearance as a solution provider at the recent Security event in Essen. Their Synaps PoE network interface outdoor box for video and network security (IP66/IK10) was demonstrated in a live presentation that impressed in particular with its compact dimensions and the factory-fitted interior.

The box houses an Ethernet switch with either two or four PoE+ ports, a DC UPS with a long-lasting Li-ion battery (LiFePO4 technology) and a powerful lightning. Micro-interruptions and brown-outs won't have a chance to cause any damage here. Synaps PoE is an all-in-one solution for secure system operations and the protection of the data to be transmitted. The manufacturer wants to expand this division in the future because the demand for custom solutions is more

present than ever – the company's experience at the exhibition has confirmed this.

Connected devices can be remotely monitored using integrated functions. Device Activity Monitoring identifies the source of faults and forwards the information using a secure protocol (SNMP V1&V3, HTTPS, BACnet IP) to the network control center. A diagnosis follows and commands for automatic reboots will be carried out. Additional space for components is provided within the box

© Slat GmbH

Factory-fitted outdoor box (built-in Ethernet switch, DC UPS + Li-ion battery + lightning) with space for customer components, e.g. media converter, switch, recorder, WLAN repeater, PoE injector etc. ▶

Real-time demonstration of the new outdoor solution at the Security show in Essen.

to give the customer a solution tailored to his needs – for example, to include a fiber-optic media converter to bridge longer distances.

Switches, recorders, WLAN repeaters, routers etc. can optionally be included because the Synaps solution is suitable for a wide range of uses. It can provide consistent and reliable supervision of critical areas that are difficult to keep in view, such as gas stations, car parking lots, company or industrial compounds, waste disposal sites, central warehouses and logistics centers, freeways and tunnels, airports and harbors or penitentiaries.

Slat is exhibitor at the

SECURITY ON TOUR 2019

24.01.2019: Hamburg
29.01.2019: Berlin
31.01.2019: Leipzig
05.02.2019: Frankfurt
07.02.2019: Ingolstadt
12.02.2019: Vienna

Scaleable System Aggregation
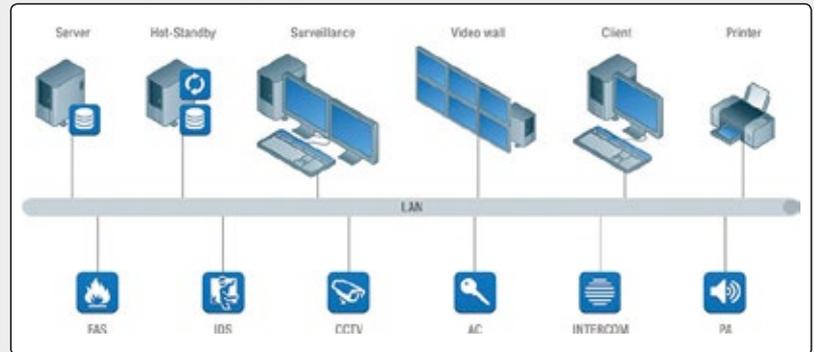
Advancis recently exhibited at the Security trade fair in Essen, Germany. Over 36,000 visitors from 125 countries came to see the various solutions on display from 950 different exhibitors. The Advancis stand in hall 8 used over 150m² to present the latest version of the vendor-neutral PSIM platform, WinGuard X4. Visitors were also able to see the company's strategic partners AG Neovo, Erich Keller as well as VuWall, Northport Data and Flokk who assembled two fully functional control room environments including video walls, video wall management and data mining software using professional control room furniture. The WinGuard system aggregation platform comes in four fundamental configurations: express, basic, professional and enterprise. WinGuard Express is a standalone system with up to 3,000 data point units and three interfaces to subsystems; a cost-efficient solution for a single location not requiring any further clients. The iOS or Android app can already be used with Express, enabling mobile access to the platform and all connected systems. WinGuard Basic is a distributed system with up to five clients, 5,000 data-point units and five interfaces, intended for medium-sized installations, and includes multi-client mode. It links diverse security, building or information management systems; fire alarm systems, intrusion detection, access control, video surveillance or communication systems are controlled by one uniform user interface, enabling access to all control options and displaying event messages in a clear and easily visible way. WinGuard Professional is a distributed system with up to 15 clients, 25,000 data point units and 15 interfaces, and provides multiple redundancy levels to ensure high availability of the security and building management platform. Hot standby means that system functionality is maintained even if a central component fails, important for critical environments such as the finance sector, data centers, etc. Attachments such as video images and sequences, comments, e-mails, photos and other documents can be appended to incoming event messages. The Enterprise version manages multi-location systems, e.g. for the widely distributed stores of a retail chain. Several independent WinGuard systems spread over multiple locations are centrally controlled and the status of each system is shown so the user has a clear overview. Map material can be integrated via the geodata interface (Google Static Maps API) and each data point can be geo-referenced by its placement on the map which visualizes the different locations and mobile devices. **advancis.net**

Integrated IT Alarm and Access System

Kentix, a manufacturer of Smart Building Security products for professional users, presented its integrated 360° security system at Security 2018 in Essen. The requirements for a modern IT based access and alarm solution are met as all system components can be flexibly networked via radio or cable (Ethernet), the software is embedded in the system and the distributed system architecture creates a high level of security. All devices are IT-based and therefore offer easy integration into IT environments as well as open interfaces. The decentralized technical approach increases reliability and enables a very high scalability from small to large systems. If required, IP video cameras can also be smoothly integrated into the systems, avoiding system breaks and always providing the system administrator with alarm-synchronic data. There are no licensing costs, and regular functional updates promise a long-term security of investment. **www.kentix.com**

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VIDEO SURVEILLANCE

Ready for Boarding
Surveillance Solutions for a Better Overview at Airports

The police suddenly spring into action at an airport – with a consequent boarding stop, the evacuation of whole areas and the cancellation of flights: infringements of the security rules often have far-reaching consequences. The cause is often an unnecessary security breach. This can be prevented, for example, by using surveillance solutions from Dallmeier. Christoph Kreis from Dallmeier explains how these could look.

Christoph Kreis,
Sales Manager at Dallmeier

GIT SECURITY: We've seen reports about a number of airports having to be temporarily closed due to unnecessary security breaches. How can Dallmeier's surveillance solutions help to optimize the airport's security overview?

Christoph Kreis: The recent incidents do indeed raise questions about how technology can help to quickly resolve such events. Two aspects are at stake: preventing or at least minimizing disruptions to airport operations and, above all, ensuring security if the intruder is not a harmless tourist. The keyword here is situational awareness: in the recent incidents, there was no way to quickly get an overall view of the situation and immediately track the individual. The patented Dallmeier Panomera camera technology addresses precisely this challenge: It enables the tracking of objects over large spatial contexts with a minimum number of screens for the operator. Especially in

combination with the 360-degree version of the Panomera, Dallmeier solutions offer a tremendous advantage here.

How does the layout of a modern airport create challenges for security surveillance systems?

Christoph Kreis: Modern airport layouts are of course also optimized from a security point of view, as the full segregation of arrival and departure passengers and other measures show. Still, the design of an airport must take certain functional requirements into account. This means, for example, a rather narrowly defined security area behind which the 'terrain' quickly becomes unclear. Changing this has its limitations, since the architecture must serve the purpose of distributing the passengers to many different gates, provide access to shopping areas etc. Complex architectural structures naturally reduce the clarity and make

it more difficult to quickly assess the situation and to continuously track objects. This makes it all the more important that security technology can adapt to these conditions as the architecture can do it only to a very limited extent.

Can you explain Dallmeier's tracking solution and how it can be utilized in the airport environment?

Christoph Kreis: At the heart of the Dallmeier tracking solution is our patented Panomera technology: a camera system with high-precision optics creates a high-resolution overall image, with which even the largest areas can be viewed at a glance. In the city of Cologne, for example, we cover 9,000 square meters with just 8 Panomeras in a defined resolution density of 200 pixels/m. Operators can now always keep an eye on the overall picture to track an object, and simultaneously track any number of human objects in sync with the desired zoom

Dallmeier's Panomera camera technology allows objects to be followed over large spatial contexts on a minimum number of screens. The solutions provide significant advantages, in particular with the 360-degree version of the Panomera.

factor. No image information is lost as all functions can be processed in time shift mode – in contrast to the fragmented and uncoordinated processing of previous single-sensor and PTZ technology. In this way, the overall situation is always under control, no matter how large the areas to be monitored are. The holistic approach of the Dallmeier system solution already includes the possibility of retrofitting software with AI support to keep existing systems future-proof for years to come.

Do you have any airport success stories that Dallmeier has worked on that you can share with us?

Christoph Kreis: Dallmeier has been offering solutions for specific airport areas such as runways, the apron, exterior and interior terminal areas, check-in, high-security areas or car parks for many years. We maintain a huge customer base in the airport sector with customers including both ma-

jor international hubs such as Frankfurt, Domodedovo, Sheremetjevo and Copenhagen as well as medium-sized airports such as Bristol, Kazan or Prague.

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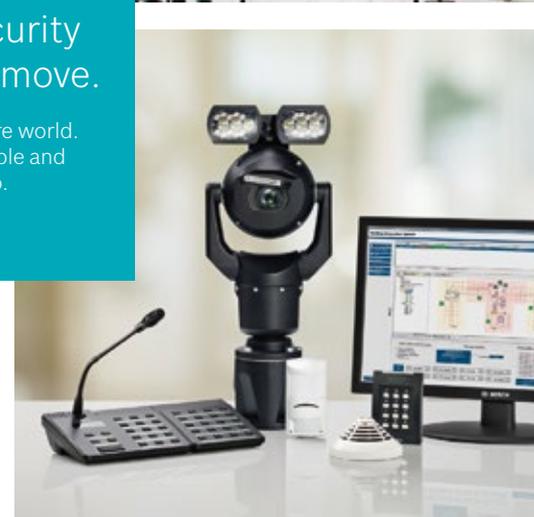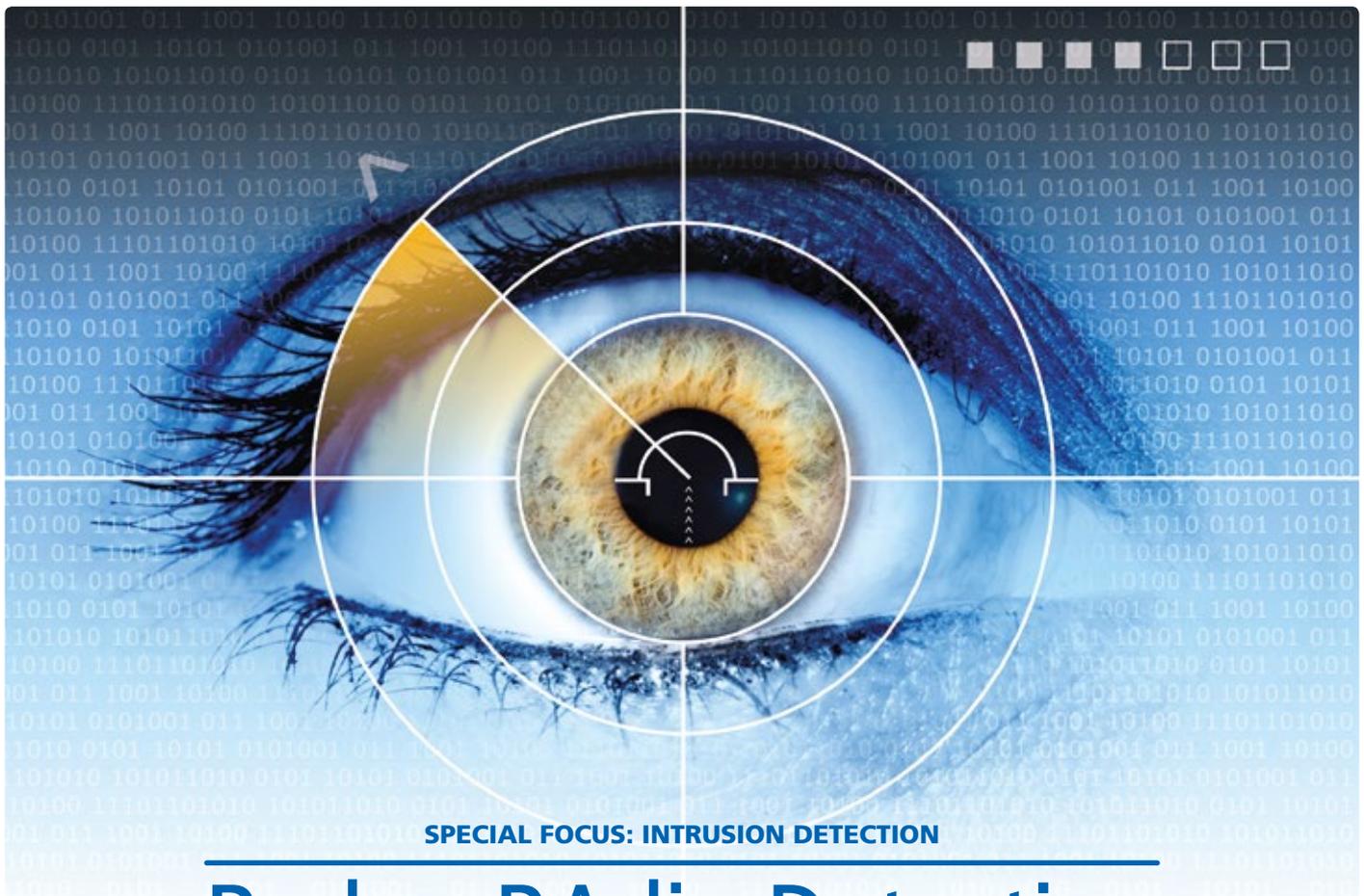
SPECIAL FOCUS: INTRUSION DETECTION

Radar: RAdio Detection And Ranging

An Overview of Radar Technologies on the Security Market

What does radar have in common with a microwave? Both produce electromagnetic waves, however, radar uses longer wavelengths and sends them much further out making their waves much longer. This is of great use for securing perimeters and large areas. GIT SECURITY not only gives you an overview of what is new on the radar market, but we also take a closer look at the history and the technology of radars.

In his 'Theory of the Electromagnetic Field' in 1865, James Clerk Maxwell presented a description of the electromagnetic waves and their propagation. His theory demonstrates that electric and magnetic fields travel through space in the form of waves and at the speed of light. Twenty-one years later, in 1886, Heinrich Rudolf Hertz discovered electromagnetic waves and proved Maxwell's theory. This was the beginning of Radar Technology.

Sir Robert Alexander Watson-Watt is considered to be one of the inventors of radar technology. After years of research and testing, his first successful detection of an aircraft took place in 1935. The ability to find moving objects on water, land, and air was very interesting for the military and it is not surprising that the Second World War gave a strong development boost.

Radars Today

A lot has happened since then. Radar has found its way into everyday life. For example, weather radar scanners can tell us with short-term weather forecasts if rain is to be expected and in traffic, radar can be used to expose speeding cars. A very recent new development comes from scientists of Bochum University. A team of engineers works on 3D imaging with radars. The idea is to get a full 3D map of a room, a useful tool for firefighters to know what to expect in a building full of smoke. The radar sends out a signal and processes what comes back. If the signal takes longer to come back to the station, it means that the objects is further away. Thus, creating a whole 'map' of the surroundings. However, oncoming signals reveal even more: it gives clues about size, shape and even material of the object in the room depending on the quality of the signal. For example, some materials reflect stronger than others. Materials with a lot of air in them, like styrofoam, do not reflect back very well. Metal on the other hand relects radar waves strongly, which is why boats,

airplanes and other vehicles from the military an be detected quite easily. [1]

Radar in Security

Radar solutions have also established themselves in the world of security. GIT SECURITY has put together a selection of radar systems in a market overview to show how they tie in with the available security systems.

Radar Systems Offer An Alternative

One example for radar as an alternative to classic security solutions comes from InnosenT. This mid-sized company from Germany optimally tuned their products' characteristics for combination with security systems to improve surveillance efficiency and reliability. With their radar system, you can define hazardous areas and non-critical zones. Since the information undergoes further processing, objects can even be classified as humans, animals or vehicles. Additionally, the radar systems are not sensitive to weather or different lighting conditions. Thanks to these advantages, false alarms are reduced to a minimum during surveillance. Using filters and zones, both systems allow for targeted, anonymous area surveillance within a vast detection range.

Integrated Systems

Another good example for a solution that goes hand-in-hand with a security system comes from Magos. Magos radars can detect humans or vehicles up to 1000 meters away, alerting security forces long before they reach the boundary. Their wide coverage of 120-degrees in azimuth and 30-degrees in elevation, make it an ideal system for such perimeter applications, optimally covering areas despite changing topography. Integrating this technology with pan-tilt-zoom (PTZ) cameras enables slew-to-cue capabilities, allowing security personnel to have eyes on exactly what the radar is tracking for maximum situational awareness. As an installation example, less than 20 radars were installed in a high traffic Latin American port, replacing over 110 VMD cameras and covering about 8 km and saving enormous costs in short and long terms.

For the next intrusion detection system that includes radar technology, we explore the field of airport surveillance. Navtech Radar's Advance-Guard Perimeter Intrusion Detection System (PIDS) is ideal for improving airport security due to its distributed architecture, which allows sensors to be placed anywhere to ensure that even the most obscured areas on an airport are covered. Matching the range of the sensor to the available line of sight, it enables complete coverage that is cost effective and fault tolerant. A distributed architecture of sensors is the preferable solution as it delivers 100% coverage. AdvanceGuard provides the exact location of any intruders anywhere on your site, both inside and outside of the perimeter, at any time of day and in all weather conditions. By detecting both inside and beyond the perimeter, it can identify potential intruders before they can enter the site day or night. As a fully automatic system, operators are alerted with warnings or alarms when there is a potential, or actual perimeter breach.

Radar-Based Motion Detection

Axis has also an option in combination with radar. The Axis D2050-VE Network Radar Detector is Axis first available radar-based motion detector. It can serve as an affordable complement to security cameras in medium-risk installations, improving detection in challenging conditions and minimizing false alarms. Owing to its advanced tracking algorithm and the positioning information it provides, the detector can also add new features and value to a surveillance system. One radar detector unit provides accurate detection within a range up to 50 m (164 ft), within an angle of approximately 120 degrees. For coverage of a larger area, it is possible to use multiple detectors. Typical mounting height should be 3–4 m (9–13 ft). In order to facilitate a visual interpretation of the scene, the radar image as it is seen in the user interface can be easily integrated and calibrated with an uploaded reference map.

Perimeter Protection

Another solution is the Mirad high definition Radar security system from Zaun. They provide a comprehensive range of perimeter security radars which is ideal for applications such as airports, CNI and commercial installations. The perimeter security radar detects beyond the perimeter and identifies intruders before they can enter the site. When a Radar detects a target moving in a zone Zaun's controller system will automatically send the best available Pan-Tilt-Zoom (PTZ) camera to track the detection. The system can be configured to track the targets for a set period of time if new detections appear or continue tracking objects considered to be at a higher threat level (for example fastest or closest to a certain location). The high definition radars provide clarity between objects, allowing the differentiation between two targets that are close together. This is important to determine whether a target is an animal, person or a vehicle and to identify if the target is moving close to a fixed object. Mirad radars are able to separate objects that are just 40 cm apart. A lower definition security radar may struggle to distinguish between objects many metres apart.

Radar technology, such as those used in aviation or in modern cars, are now also used in commercial security technology. Fixed radars allow the monitoring of wide, open areas at distances reaching well over one kilometre. In some radars, built-in analytics will be able to categorise objects such as people, vehicles or even drones. The integration of outdoor sensors in video and wider management systems help further improve the reliability and performance of security systems in a wide variety of applications. Using a combination of sensing technologies ensures the deployment of multi-layered protection – from the outer perimeter to the building itself. Optex sensors for example enables users to also include sensing technology into their existing system. With the Redscan RLS-3060 series, four detection areas can now be independently adjusted on an analogue connection; and up to eight areas can be adjusted on an IP connection. The shape of the detection area can also be customised to the layout of the site. An Area Allocation or Masking function will enable users to precisely define a number of independent detection zones.

Precise Intrusion Detection

What might be a surprise to some is the fact that Hikvision only recently launched a security radar for ultra-accurate intrusion detection. The solution accurately pinpoints the location and motion trail of up to 32 potential intruders per radar, even in the harshest weather conditions, optimally used in locations such as ports, airports and large open industrial areas. The Radar is ideal for monitoring large, exposed spaces with harsh weather, and where the perimeter environment is too complex for deployment of only video surveillance cameras. Traditional cameras or motion detectors such as Active Infrared and Video Motion Detection have limitations in pinpointing the exact location of a potential intruder related to their detection area. The Hikvision Security Radar, however, promises to offer accurate detection over a wide angle of 100°, and up to a distance of 60 m. For an integration into a security system the Hikvision Security Radar offers a link with as many as four Hikvision PTZ dome cameras at once. This configuration will not only trigger an alarm when an intruder is detected – it will also trigger video recording, to help with visual verification of the intruder. Furthermore, the cameras and the radar can be installed in different locations. This Hikvision-patented video linking solution is unique, and enables users to view, accurately track and record multiple images of targets simultaneously, all while identifying their precise movements such as running, walking, crouching and crawling. The Hikvision Security Radar has multiple scene modes, making it suitable for a variety of applications. Shrub Mode, for instance, is best suited to areas surrounded by dense forest, as it will filter out false alarms such as shaking trees or heavy rain. Open-Area Mode is ideal for large, open, sensitive locations such as ports. And the Custom Mode enables users to fine-tune settings to suit their particular needs.

[1] Rubin Wissenschaftsmagazin, 2/17

SPECIAL FOCUS: INTRUSION DETECTION

From Reactive to Proactive

Perimeter Protection System Upgraded with Hikvision Turbo HD PIR Cameras

From towers and moats to modern walls and wire mesh, physical perimeter fortifications have been around for millennia. Today's technology brings us various types of electronic perimeter protection systems, mainly detecting or possibly preventing would-be intruders from crossing over into protected areas.

Today, most traditional perimeter protection systems use active infrared detection. However, this type of detection method can fall short in stability and reliability. Just before an intrusion happens, or while it is happening, traditional IR can fail to not make accurate predictions, and, lacking video data, it can be rather difficult to locate key alarm points. Furthermore, terrain, environment, and other factors often can cause underreporting, false alarms, or other inaccurate results.

Camera plus Passive IR

In order to resolve these problems, Hikvision's Turbo HD Passive Infrared (PIR) Camera uses advanced video surveillance technologies to improve alarm accuracy and prevent intrusions. As a result, perimeter protection can reach a new level for residential areas, around factories, warehouses, schools and other settings. The most striking features of this camera are the rapid response rate and alarm accuracy when suspicious people cross established perimeters.

The camera has a built-in PIR detector that captures infrared light given off by human bodies and distinguishes it from other visual "noise." It can be equipped with Hikvision's Turbo HD K series DVR's motion detection to filter false alarms caused by moving targets without human body IR emission. This way, filtering false alarms reduces storage space and costs, and it also means more efficient post-event footage search.

In addition, the camera features a strong and immediate deterrent by producing a flashing white strobe light that serves as a warning signal to stop intruders. And with ultra low-light technology, the white light serves as supplemental lighting, enabling the camera to capture clear images of suspects as evidence when the alarm is triggered, even in extremely dark environments.

Intrusion Warning

Hikvision's Turbo HD PIR Camera can be used with the Hikvision's Turbo HD K-Series DVRs for perimeter protection, with both the intrusion warning

function and its ability to keep an eye on monitoring areas in real-time with front end devices. When an intrusion occurs, it can issue a warning immediately and notify security personnel to go right to the scene. In some cases, intruders will be deterred and leave – thus crime can be prevented, not just detected.

The camera can support a broad range of perimeter protection and security system processes for pre-warning, warning in process, and evidence collection after an event. It has truly improved monitoring functions, surpassing the traditional "post-event investigation" approach, and helps changing perimeter protection from passive monitoring to active deterrence, protecting people and assets.

OnSSI Showcases Ocularis 5.6 VMS at GSX 2018

OnSSI is publicly debuting the latest enhancements to its recently released Ocularis 5.6 Video Management Software (VMS) platform here at GSX 2018. The latest release of Ocularis enhances overall VMS performance and operator functionality, delivers heightened system security with fortified dual authentication measures, and provides enhanced mobile and web access capabilities. These latest improvements included in Ocularis 5.6 combine to further empower users with a best-in-class VMS solution and experience. Ocularis 5.6 bolsters system security by allowing administrators to require dual operator authentication when logging-in, along with the ability to specify system permissions for Ocularis Client or Ocularis Web/Mobile. Every login activity into Ocularis Client is also logged and auditable for documentation and compliance where applicable.   **www.onssi.com**

Dahua Technology Launches AI XVR Products Integrating Perimeter Protection

Dahua Technology has launched three new AI XVR products – the DH-XVR8208A-4K-I, DH-XVR8216A-4KL-I, and XVR8816S-4KL-I. Offering incomparable perimeter protection, face recognition and metadata search technology, they are applicable to numerous industries ranging from retail to banking and real estate. With 8/16ch perimeter protection, the XVR intelligently avoids false alarms to less important objects such as falling leaves and rain, and send alarms only when identifying human or vehicle, therefore hostile intrusion can be contained, potential losses can be reduced, and manpower can be saved. Utilizing 4ch Metadata Search functions, the new XVR products are smart search enabled, capable of automatically extracting face feature attributes, including gender, age, glasses, masks, beard, facial expressions, and target object modelling. Furthermore, the new products offer enhanced process efficiency as well as reduced time and labor cost with the integration of a powerful, multicore CPU. Providing human-related metadata to platforms, Dahua Technology's AI XVRs allow potential business applications realized by third-party software and algorithms. AI XVR products are featured with long distance transmission, seamless upgrading, and IoT into analog monitoring – all while maintaining perfect 4K resolution over coax. Dahua has already launched several series of cameras, recorders, and network video servers.   **www.dahuasecurity.com**

Video Walls

Leyard is pleased to announce the addition of eyevis Rear Projection Video Wall displays to the Leyard and Planar product portfolio, which follows Leyard's acquisition of eyevis in May 2018. The German company manufactures large screen display systems for professional applications in control rooms, broadcast, virtual reality and simulation. The company's large-scale rear projection video walls offer a nearly seamless solution with outstanding color and brightness. They are built for uninterrupted operation, with stable colors and low power consumption. The company also offers replacement rear projection engines, providing a cost-effective way to upgrade rear projection video walls to LED illumination.   **www.eyevis.de**

Full HD Corrosion-Resistant Camera for Exceptional Night Vision

Videotec is launching NVX, an IP Full HD super low-light camera with high corrosion resistance. This camera incorporates the Delux imaging and encoding technology for recording incredibly clear colour video day or night. Its extremely sensitive light sensor works with the Delux technology to provide high colour rendering and maximum noise reduction in very low light conditions of 0.006 lux, or 0.0006 lux in black and white. Video images can be transmitted via network with H.264/AVC, MPEG4, MJPEG or JPEG compression, and it's possible to have up to 3 simultaneous and independent Full HD video streams. The NVX external housing is made entirely from AISI316L stainless steel and has a compact and lightweight design that, along with the rapid connectors, helps installation and maintenance. The wiper and the modular bracket for wall/ceiling/parapet mounting come standard. NVX has exceptional corrosion resistance, a wide operational temperature range and IP66/IP67/IP68/IP69 protection. These features mean it is well suited to marine and industrial areas – such as the food industry – rail and motorway tunnels applications.   **www.videotec.com**

Key Control System Purpose-Built for Fleet Management

Morse Watchman is introducing KeyWatcher Fleet at the American Trucking Association Management Conference and Exhibition. KeyWatcher Fleet is the first key security system with software designed from the ground up for fleet management applications. "We've leveraged our extensive experience customizing key control systems for fleet managers and purpose-built KeyWatcher Fleet to fit their specific needs," said Fernando Pires, CEO at Morse Watchmans. "KeyWatcher Fleet goes well beyond key control for security purposes by providing significant management and operational benefits – we're very excited to introduce it here at the ATA Management Exhibition." KeyWatcher Fleet offers fleet managers a wide array of tools to maintain and optimize vehicle usage while reducing many operational costs.   **www.morsewatchmans.com**

Locks On Tour

To mark the upcoming release of the PaxLock Pro, the sales team from Paxton are going on tour. They are running a number of sessions nationwide around the UK and Ireland to present first-hand the new features and benefits of the PaxLock Pro, the Net2 Entry Premium monitor and the Paxton Connect administration app. Each company that attends will receive a free copy of Net2 Pro Software. The team will also be on hand to provide design tips that can reduce costs. PaxLock Pro is the latest addition to the company's range of wireless access control solutions. The design is compatible with any DIN standard locks for quick and simple installation. It's smart, compact appearance and standalone or networked operation means it can be used in more applications than before. Standalone operation is intended for use on sites not requiring the additional functionality of an online system. With a flexible upgrade path from standalone to networked, it allows a system to grow to suit emerging needs. When networked, it communicates with the Net2 server PC using the low power and secure wireless technology of Net2Air Ethernet bridges to give the advantages of a wireless networked access control system.   **www.paxton.co.uk**

SPECIAL FOCUS: INTRUSION DETECTION

Outdoor Sensing Technologies

Modern Sensors as Elements of Intrusion Detection and Perimeter Protection

Outdoor protection is becoming increasingly important not only to secure equipment and assets stored outside, but also to capture intruders before they access critical parts of a site. The development of outdoor technology and the greater accessibility of such technology makes early detection easier to afford and to deploy. CCTV and intrusion alarm systems have benefitted from these additional outdoor triggers that can operate even in the most challenging lighting conditions. A number of sensing technologies are available, and the choice depends on the site configuration and environment. They range from passive and active infrared (PIR and AIR) sensors to intelligent LiDARs and radar sensors, as well as fibre optic sensors.

Effective perimeter protection is often a result of using a combination of sensing technologies
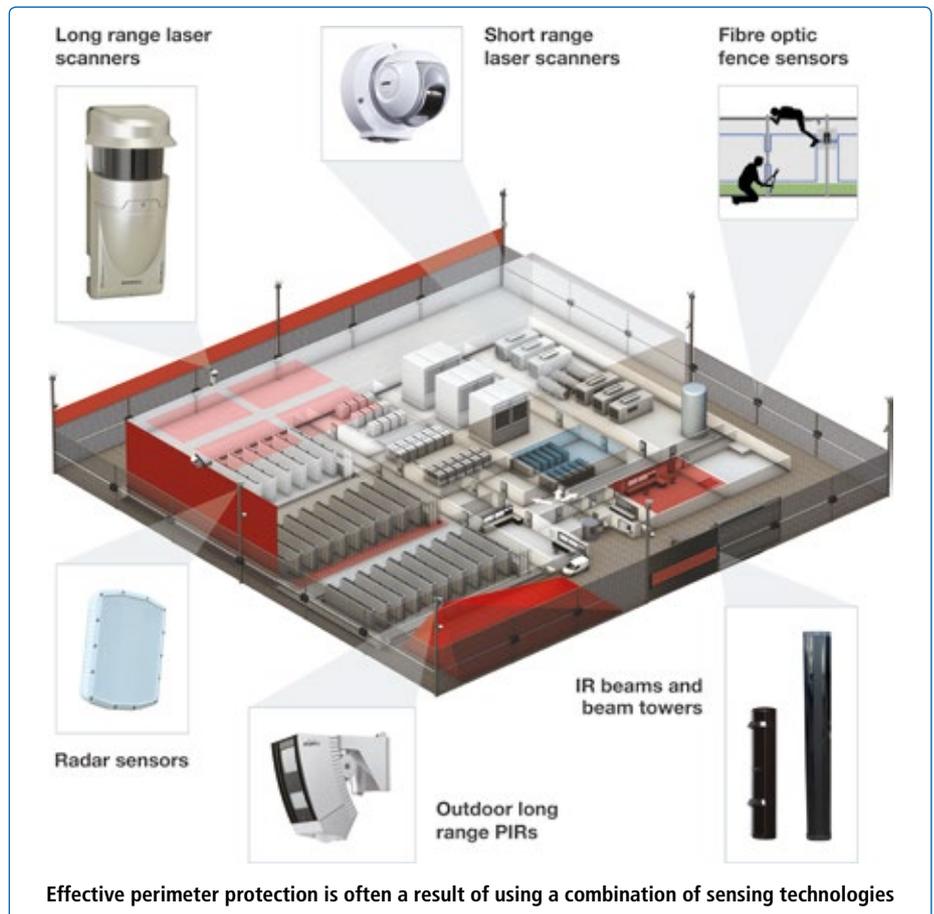
When it comes to short-range residential or commercial applications, 'traditional' outdoor PIRs will probably be the right solution. They capture the thermal electromagnetic waves emitted by all 'bodies' that have a temperature. Passive Infrared (PIR) sensors detect slight temperature changes created by a person or object entering or moving in a secured area.

When installing a PIR, it is important to mask sources of heat or reflection (such as surfaces reflecting sunlight, heating or air conditioning unit blowing hot air) from the detection area. If this isn't possible, it is wise to consider using dual-technology sensors combining passive infrared and microwave technologies. Short-range PIRs can usually cover an area up to 15m with a wide angle and 24m with narrow angle.

A number of additional features are worth considering when choosing which sensors to use: selecting one that has small animal tolerance will prevent the sensor being triggered when a cat or a small dog is entering the detection area. Another feature, the double conductive shielding, adds extra

protection against sunlight or car headlights making the sensors more stable. Manufacturers also have their own detection algorithms that might suit certain environments and applications better.

With the right optical configuration and algorithm, passive infrared sensors can also be designed for long-range detection. Most long-range PIRs offer a detection range between 30 and 50m, and a few can detect up to 100m. Long-range motion sensors will typically be connected to a CCTV system to provide a volumetric detection, securing a wide area such as a car park, building sites, retailers yards, or the approach to a building. The sensor's detection zone is usually set to match the cameras field of view and provides security staff with a good view of what is happening in the intrusion area.

The Right Technology for the Right Application

Active infrared technology is very well suited to protect perimeter lines, ranging from just a few meters (ideal for protecting a driveway or loading bay) up to

200m with a single pair of beams. Longer distances can be achieved by using a series of beams, protecting larger sites. The way the technology works is simple: one beam (the transmitter) emits an infrared radio signal continuously to another beam (the receiver) which captures the signal using a photodiode, also known as a photoelectric cell. If the beam is broken, it means someone or something has interrupted the signal, and an alarm is generated.

A key factor in successfully deploying active infrared technology is to make sure the transmitting and receiving beams are aligned and have a clear line of sight. Any vegetation between the two beams may cause disruption, and any weak alignment may compromise the signal transmission in adverse weather conditions. If the IR beams are installed in an environment where wildlife or animals are likely to pass through, there are options to adjust the interruption time to ignore, for example, flying birds, or use a selection of twin and quad beams to detect different size objects.

Active infrared technology is not thermal-based and therefore can be deployed in hot coun-

tries where the ambient temperature can be very similar to the human body temperature.

Some environmental factors, such as strong sunlight on the photodiode could impact the performance of this technology, but this can be avoided by using a number of different features. In many models of standard beams, the photodiodes are also fitted with additional filters to receive the same wavelength as the one emitted by the infrared signal from the transmitter. Some models will also feature an additional layer of protection through a technology known as 'double modulation'. The technology generates a more sophisticated pulse pattern and so discriminates against interference created by sunlight, or other external light sources.

There are a number of potential applications where IR beams can be used: they can be mounted on top of a wall to detect people climbing over it, or on top of a flat roof as a 'virtual perimeter'. Wireless beams offer very easy to deploy perimeter protection in remote areas that have limited power sources, such as farm land or fields.

When stacked in towers, IR beams can create a complete virtual perimeter around a wider area. In this instance, beams with multi frequency channels should be used to make sure there will be no cross-talk or interference between the beam transmitters and beam receivers.

Specific Applications Require Specific Technologies

PIR and AIR sensors have evolved in recent years to offer more sophisticated algorithms, making them a very useful outdoor intrusion trigger. In parallel, other sensing technologies from other industries (especially the military) are bringing another level of customisation and built-in analytics allowing a higher level of protection and new range of potential applications.

One of them is based on laser technology also referred to as LiDAR. The sensor's rotating head, or rotating mirror, emits a constant laser beam that scans the area of detection. Each time the beam hits an object, the signal is reflected back to the sensor which then calculates the time it took for the signal to be returned. This is called 'Time of Flight' technology and it means the sensor can detect the distance, size and speed of moving objects.

Laser sensors can offer a wide range of detection angles – 90, 180 and 360 degrees – and the detection distance can range from a few centimeters up to over 250m. Two-dimensional LiDARs can be installed for horizontal or vertical applications, creating a thin layer of detection, a virtual plane or wall. They are extremely versatile, and can create an invisible fence around a perimeter, a building facade or detect anyone approaching walls, doors and windows on multiple storeys. Horizontally, they can protect flat roofs, creating a ceiling detecting access though skylights or hatches. They can be deployed as outer perimeter pre-warning zones detecting people or vehicles approaching specified areas.

Some LiDARs feature self-learning features which means they will understand how a detection area has changed – whether that's snow building up on the ground or a tree branch that has grown into the area. Configuration software provides greater flexibility when it comes to settings – the detection area can be customised using the area masking feature, and a number of detection zones can trigger different outputs. The system can be easily set to detect moving objects bigger or smaller than a defined size.

While many applications will be required to detect people, some will be specified to detect vehicles and others much smaller objects. The technology and settings' flexibility make the laser sensors a highly reliable trigger for security with very low false alarm rates.

The laser technology can also be used in conjunction with fibre optics to create a powerful intrusion detection sensor directly mounted on to a wall topping or fence. An alarm processing unit will send a laser pulse over the fibre optics cable and analyse the change in the interference pattern along the cable to determine what kind of disturbance is happening. This allows it to detect if anyone is climbing over, lifting or cutting through the fence. Vibrations caused by the wind, nearby traffic or small animals can be identified and filtered out. This solution has the benefit of being reliable with systems having been installed for more than 20 years and are still very stable. It can protect perimeters from less than 100 meters to many kilometres.

Radar Systems are Getting Stronger

Radar technology, such as those used in aviation or in modern cars, are now also used in commercial security technology. Fixed radars allow the monitoring of wide, open areas at distances reaching well over one kilometre. The radar analyses the reflection of masses, and to differentiate between people from potential nuisance alarms, a number of criteria such as direction, speed and movement will be analysed. In some radars, built-in analytics will be able to categorise objects such as people, vehicles or even drones.

The integration of outdoor sensors in video and wider management systems help further improve the reliability and performance of security systems in a wide variety of applications. Using a combination of sensing technologies ensures the deployment of multi-layered protection – from the outer perimeter to the building itself. As for any security system, it is key to understand the customer's requirements and site configuration to choose the right technologies to use. One size, as they say, rarely if ever fits all!

The Author
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Facial Authentication

Identity solutions provider Veridos has announced the release of a facial authentication solution called Verigo True ID, which is set to enable eGovernment services. It brings clear benefits for citizens, making a convenient and secure solution available when renewing identity documents, for example. The product has also been combined with mobile identity services to create sophisticated smartphone-based solutions. The company is now offering the mobile tool for eGovernment. It consists of a mobile app for face detection and server-side matching, with checks performed against an already existing national biometric database – meaning that there is no need for citizens to enroll in advance. A single-country European pilot is planned be running right now. The solution represents an opportunity for governments to digitize and streamline their internal processes and to simplify processes for citizens, eliminating the need to visit registration offices in person, as they can simply identify themselves via their smartphone camera. **www.veridos.com**

Access Control at Business Center

At Barcelona's Gran Vía Business Center, 2,500m² of offices and shared collaborative workspaces in the heart of the city, managers chose SMARTair wireless access control system – because it protects and manages their premises, and also projects the right image for a contemporary co-working environment. Gran Vía needed more flexibility and control over access to their premises; a system to seamlessly manage the diverse access needs of permanent versus temporary users, and that would cope with rapid personnel turnover. Over 50 new wireless escutcheons are operated with RFID smart-cards, so security is not compromised if an office user loses their credential. Access control locks now provide access to Gran Vía's six floors of offices, meeting spaces and communal areas. Access requirements change all the time at the business center, and security managers now have a system where programming and reprogramming access rights is fast and easy.

www.assaabloy.com

CLOUD

Cloud Video Surveillance Adoption is Growing Rapidly in Europe

Six Questions for Dean Drako, CEO of Eagle Eye Networks

Dean Drako, CEO of Eagle Eye Networks

After opening a new data center in Frankfurt and exhibiting at Security Essen 2018, Eagle Eye Networks is eager to show the German and other European markets why they are to be watched. Cloud-based Video Management is Eagle Eye Networks' field of expertise and their Cyber Security background really gives them something to talk about – and for others a lot to ask. After meeting Eagle Eye Networks at Security Essen, GIT SECURITY had the opportunity to ask Dean Drako, the CEO of Eagle Eye Networks, about his point of view.

GIT SECURITY: Mr. Drako, having seen Eagle Eye Networks' products at Security Essen made it clear that the company has a unique view on the topic of cloud-based Video Management. It was mentioned that the company sees their solution as 'The bridge between IT and Security'. Can you elaborate on that and state which specialty you bring to the market?

Dean Drako: Our DNA is in Cybersecurity and IT. We educate our valued resellers about the advantages that the Cloud (which is part of IT), offer compared to on-premise solutions – easier to manage, lower TCO, higher reliability, and higher cyber security. Customers are asking for more features and capabilities from the physical security industry. These are best delivered as cloud-based solutions as their complexity increases. There are very good reasons that most of IT is moving to the cloud – these same reasons apply to video surveil-

lance. Dealers and customers need to consider cyber security when choosing a surveillance solution. The Eagle Eye Cloud VMS delivers a truly cyber secure solution. Eagle Eye Bridges physically isolate the cameras from the Internet, thereby preventing hacks via the cameras. Since our infrastructure is cloud-based, our ability to add new features like analytics is extremely simple.

We saw Eagle Eye Networks working with quite a few partners at the exhibition. How do you ensure that the partner companies meet your cybersecurity standard and that your clients can trust your partners the same way they trust you?

Dean Drako: Eagle Eye works with over 2000 different cameras via a large number of camera partners. We also work with the best professional resellers and integrators who service and install our

products. There are two answers to your question depending on partner type:

1) For resellers: As a cloud service, Eagle Eye Networks has more control over the software and platform, the Eagle Eye Cloud VMS, such as our team of professional security engineers who are working 24/7 can maintain our cybersecurity in a more comprehensive way than can be done with a traditional on-premise solution. In addition, we provide training and guidance to our customers and resellers on proper installation. These two items insure cyber security.

2) For camera manufacturers: Our architecture and infrastructure are purposely built to protect data. Our architecture will normally isolate the cameras from the customer's network and the internet making them far more secure than normal. For these two reasons our customers and camera partners choose to work with us. We ensure that the user experience is secure with the core architecture.

The Eagle Eye Networks EMEA members: Xander van Baarsen, Marketing Manager EMEA, Max van Riel, Marketing Manager, Rishi Lodhia, Managing Director

What is your target group? SMEs and the home security market?

Dean Drako: We target business customers of all sizes and shapes. Those with multi-locations, SME or commercial, will benefit significantly from our solution. Both the economics and the user experience benefits increase exponentially in a true cloud solution as the number of sites increases. From a cost perspective, managing data in the Cloud is extremely cost effective. The customer only pays for what they use. No software needs to be installed or managed. This yields considerably less installation, service and IT staffing costs. Finally, the avoidance of technology obsolescence is a big advantage for the commercial market segment. Why pay over and over for your hardware? From a customer perspective, Eagle Eye Networks has invested heavily in a platform that provides a powerful solution for businesses, including easy user management, multi-site viewing, and multi-site management. The Internet may go down, but the Eagle Eye Security Camera VMS keeps recording and working. The onsite Eagle Eye Bridge is in constant communication with the sites' cameras, monitoring their status and awaiting the internet re-connectivity to securely deliver the video to the cloud.

Is cloud-based SaaS widely accepted in Europe?

Dean Drako: For video, the US is still leading in terms of cloud adoption, but we are seeing a large pick up in Europe over the last 12 months. The adoption is growing quickly because of the better user experience, cost advantages, more complete mobile applications, and the general increase in cloud adoption for IT. Countries like Denmark, Sweden, Norway, the Netherlands and Belgium score very high on bandwidth. In these countries Eagle Eye Networks has experienced considerable growth

and we're seeing it now happening more in the UK, Spain and Germany. Eagle Eye provides very advanced bandwidth management technology as well as encryption which makes it possible to utilize the Eagle Eye VMS even with low bandwidth. There are many drivers for cloud adoption, in Spain for example, end-user demand is being generated by businesses who are frustrated with stolen DVRs. Although we could have outsourced our cloud needs to the likes of AWS, Microsoft Azure, or Google, we chose to build out our own cloud infrastructure to obtain the needed layers of security, guarantee compliance with local regulations, reach the necessary price points, and minimize video latency. One of the keys to building a successful cloud and cyber business is owning the technology and infrastructure from end to end so you can deliver the best product. This means we have the in-house skills to clear any hurdle and solve any customer problem or need. To provide the best global solution for surveillance video, I could not afford to take the risk of outsourcing our cloud needs. We have added many datacenters in Europe to cater to local storage of data needs and GDPR.

You now have the experience of opening a data center in Frankfurt. In terms of privacy, how is the German market different from other markets? What are the biggest challenges?

Dean Drako: The German market has always been a leading market for new technologies. What we learned in Essen is that Germany is excited about cloud video surveillance. When we explain about the DNA of our company in Cybersecurity and how we look at the Cloud, Germans are very interested. In our opinion, the opening of the datacenter in Frankfurt was required to enter the German market. Germans quickly realize we take the concerns about the Cloud and Security extremely seriously and have something to show for it. I was the founder of the global cyber security company,

Barracuda Networks, that specializes in providing cloud-based firewalls, virus and spam protection - all delivered by way of a cloud subscription service. If any data breach happens in a retail company, this will harm their credibility for sure, but they will probably be able to continue to do business as their core competencies lie in other areas and the public will still value them for these competencies. With us, security is our competency and our lifeline at the same time.

What are the targets for the next six months?

Dean Drako: In the last 1,5 years, we have focused on globalizing our business and localizing our efforts - especially in Europe. We added data centers in Dubai, London and Frankfurt, in addition to the Netherlands, to provide wider regional coverage and localized support. We opened a new Eagle Eye Networks office in Japan and new distribution partnerships in the Nordics and Spain. The Eagle Eye user interface has been localized into seven different languages. In the next 6 months, we will be working hard on training and adding resellers in Europe. There will be a big focus on Germany and its surrounding countries. We expect to add additional data centers in Europe. We are investing heavily in AI, Analytics, and Big Data. For example, last month we added loitering to our existing suite of analytics. The cloud allows us to develop additional analytics and AI functions and make them available to our customers.

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IT SECURITY

Cybersecurity and Access Control

Bringing Together Physical and IT Security Teams for Maximum Efficiency

Interconnectivity between devices, which is now seen as a priority for organizations, undoubtedly comes with an enhanced risk of security threats. Cybersecurity can no longer be ignored as organizations continue to integrate physical security products; the possibility and severity of a data breach rises significantly as more devices are added to one universal network. But as many leaders know, increased risk doesn't automatically mean an increase in an organization's security budget or preparedness plans.

Over the last several years, the security industry has seen a large number of integrations in areas such as video surveillance and video management software in an effort to better protect businesses and enterprise applications. But nowhere is the integration scope more progressive than the collaboration between those that set and manage corporate network policy (i.e. IT executives) and security teams, particularly in regard to access control.

When a company is building or updating their security solution, attention to cyber threats is crucial. Therefore, it's critical that the IT department is consulted to ensure proper data safety protocols are being followed. A hack into an organization's private information can be catastrophic, and oftentimes intruders are looking for sensitive material relating to people's personal lives, such as social security numbers. Employing the help of an IT team can ensure such data is comprehensively secured. IT professionals are already well versed in the ins and outs of a company's computers, network and software, and they share the common goal of protecting critical data and keeping outsiders out.

By shifting access control from a siloed system within the security department to the inclusion of technologically advanced teams in charge of network security, trained IT specialists and CIOs can offer valuable input when it comes to security decisions. Benefits of this collaboration are often realized through five key practices:

■ **1. Utilize enhanced security.** IT pros have a more extensive knowledge of the protections that must be in place when devices are placed on the network, and as more and more Internet of Things (IoT) devices are used, the risk grows. Proper protocols must be in place to protect the data being communicated, and IT knows how to do this. They also understand the customer's corporate policy objectives to ensure the solution meets or exceeds their requirements.

■ **2. Have conversations about new trends and technology.** Security software and hard-

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ware are advancing every day, and staying up to date with the latest network security practices is critical to avoid vulnerability to outside threats. Network security professionals already focus on using the latest technology, such as updates and patches, making them a great resource to help create the most comprehensive and modern security system.

■ **3. Explore the cost benefits of various solutions.** Depending on the situation, it might make sense to move forward with a cloud-based solution, whereas another may benefit from a more traditional in-house security system. There can be cost benefits to each, so it is extremely important to have a full understanding of the customer's requirements and environment.

■ **4. Streamline solutions.** Bringing different kinds of data into one uniform platform enhances operational efficiencies. A single point of data entry on a campus, for example, saves notable resources and time by allowing all input and updates to take place in a centralized location.

■ **5. Leverage simplified training.** Training security personnel becomes easier with the engagement of network security professionals, reducing the amount of time spent on learning complex software systems. IT personnel can be extremely helpful and knowledgable when it comes to the ongoing management of access control solutions.

A strong relationship between access control and network security professionals is invaluable as the IoT continues to progress. Involving IT professionals in access control discussions and understanding your customer's network security needs up front is vital to maintaining an organization's overall security.

The Author

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INTERVIEW

Hard Drive Handling

The Challenges of Handling Hard Drives and How to Recover Data

GIT SECURITY had the opportunity to talk to Stephen Jones, surveillance lead EMEA at Seagate, who gave us some interesting explanations about hard drive handling. Announcing the SkyHawk 14TB hard drive at Security Essen 2018, Lisa Schneiderheinze, Editor at GIT SECURITY, had some questions about the importance of storage in an increasingly intelligent and connected surveillance world.

GIT SECURITY: Stephen, Seagate developed a 14TB hard drive optimized for surveillance purposes. Can you please explain what special requirements had to be met with current developments in the surveillance industry?

Stephen Jones: As we know in the video surveillance industry, manufacturers create very rich content with a lot of the compute power actually happening at the end device, typically being the camera. Camera resolutions are increasing with 4K and 8K now available. More applications are actually running on the end device, and the amount of rich video content is rapidly increasing and therefore there's a requirement to have higher storage capacity within the recording technology. Hence, the need for higher-capacity hard drives, which is also the reason why the 12-14TB SkyHawk is that next step. We're driven by the demands of the technology within our sector.

What is the best way to engage with end-users or systems integrators and installers as customers?

Stephen Jones: It's a really good question, actually. My experience is that downstream costumers are extremely important, specifically the systems integrators and the installers who are handling the projects on a daily basis and have the engagement with the end-users. The difficulty with that is, the numbers are massive and wide-spread and very fragmented and therefore, unless you have the physical resources on the ground, you choose an easy way to engage with the customer. And our engagement typically is with manufacturers and technology companies who also have that relationship with the systems integrators and the installers. So, we effectively choose that route that works best for us.

What is the main challenge that you face as a storage provider?

Stephen Jones: I think the main challenge is that most companies underestimate the importance of storage technology for video surveillance. Thus, it is our task to show this to them by optimizing the technology, adding value through features like SkyHawk Health Management which you'll see

in a lot of the Hikvision products, as well as with Dahua which we have launched here at the show. We also have a lot of unique services like data recovery services that are a good fit for the surveillance industry, and that service is actually unique to Seagate as a hard drive manufacturer. So, there are specific key elements that we can focus on and align directly to the surveillance market which we feel effectively makes our offerings unique.

Together with Andy Palmer we were discussing the introduction of AI to the industry and your SkyHawk AI hard drives. Breaking it down: Why do you need a specific hard drive for AI applications what has changed since AI technology has appeared?

Stephen Jones: The reason why you need a specific hard drive for AI is that the workloads change. When we record video, we effectively put the video into sequential lines and then place it on to the hard drive. By implementing AI streams, we introduce meta data which has to reference the video that has been recorded. Sequential rights then

Stephen Jones, surveillance lead EMEA, and Lisa Schneiderheinze, Editor of GIT SECURITY EMEA at Security Essen 2018

become random and that's why the workload also increases. Therefore, the fundamental way that we place the data on the drive changes, which is why you need an optimized AI drive.

In general, it's a really complicated discussion, because everybody defines AI differently. AI to me is advanced video analytics. Applications like facial recognition, left baggage, queue detection, heat mapping. Effectively, all that technology uses meta data for consistently referencing the recorded video which is the reason why the technology undergoes a fundamental change. Consequently, you need a more robust hard drive technology that can handle the increased workload through AI.

What new markets have opened up for you since AI has been introduced?

Stephen Jones: AI is very broad-ranging, and it covers lots of verticals. There's a lot of technology that is end device based, hidden inside of an encoder, or systems that are server-based, or even cloud-based, and these link to all the vertical markets: retail, critical and national infrastructure, transportation etc. What it does allow us to do is to position our product specifically within the key markets and also the key verticals. So, it provides a starting point to quite an important discussion for companies who are potentially going to deploy AI applications at some point in the future. Additionally, AI leverages IoT which is another big topic everybody is talking about. With IoT, we also see a big opportunity within the surveillance market.

What does Seagate do on the services front?

Stephen Jones: One of the things that we have only finalized recently is our own training and cer-

tification platform. This looks at the general surveillance market, the underlying HDD technology that we provide, as well as the difference between the typical desktop drives and the drives optimized for surveillance. It's really about using the right drive for the right application. That leads us to AI, but also to additional services like SkyHawk Health Management and Seagate Recovery Services. Our training and certification platform also takes drive handling into account, which is another important factor for installation companies and systems integrators. Around 60 percent of drive related loss issues on site are due to incorrect handling of the hard drive.

What does Seagate teach in the training courses?

Stephen Jones: In our training courses, we go more into depth. We explain the technology inside. When you open up a hard drive, you see precision engineering. Therefore, you need to handle it with care. For example, you have to take environmental circumstances into account, for instance taking the drive out of a transportation van and plugging it into an NVR on a cold morning, condensation can be an issue if not handled properly. And that is something we want to communicate in our courses.

Can you also elaborate on the recovery services?

Stephen Jones: It is an inhouse data recovery service, called Seagate Data Recovery Service (SRS). To better understand why it is relevant for the surveillance industry, I will give you an example. There has been a burglary at a small installation

retail shop. Perpetrators enter, they are wearing gloves and baseball bats and they smash up the place. Typically, they target the CCTV system and they destroy the NVR. Now, for that specific time of the burglary which is of the greatest interest, the shop owner wants to retrieve the date from the hard drive. So, the perceived value of the data is huge and outweighs the overall capital expense the owner has put into buying the system originally. The SRS provides a secure courier to collect the hard drive and we send it back to our Seagate secure lab in Amsterdam. Our lab technicians recover the data of the damaged hard drive, transfer it onto a separate device and deliver it back to the end-user. This service is included when purchasing the SkyHawk AI and can be added when buying one of the other SkyHawk models. From a systems integrator's point of view they see it as a an additional service to resell that can be part of their ongoing maintenance agreement and can potentially produce growing revenue. To the end-user that cost is actually quite low when compared to the perceived value of the data that you may retain after a catastrophic failure or water damage or even fire damage, vandalism or whatever it may be.

Free Download Here

The Wireless Access Control Report 2018
In the 2018 survey – based on research conducted by IFSEC Global and Assa Abloy – an overwhelming majority (96%) agreed it was important to have access control points and systems fully integrated across the building, 67% of those opting for „very important". Responses are similarly distributed when it comes to the value of integrating access control with other security systems (96% and 65%). Organizations are also increasingly thinking beyond local or security-only integrations. Currently, only 6% of installed electronic access systems are fully wireless; a further 31% include a mix of wired and wireless devices. Installers are more convinced than customers about the benefits of wireless access control, but it's apparently not easy to convince customers of the benefits compared to wired. You can download facts, insights and analysis on the EMEA access control market from the 22-page Assa Abloy-sponsored report, free of charge, via this link:

https://campaigns.assaabloyopeningsolutions.eu/
wacreport2018

COVER STORY

Access Control Market Moves

A Detailed Report Sheds Light on How the Access Control Market is Changing and Growing

In the early 1980s McKinsey projected that 900,000 mobile phones would be in use around the world by the turn of the century. The management consultancy undershot spectacularly: 900,000 new subscribers were buying mobile phones every three days by 1999. Why? Because they failed to anticipate dramatic innovation and falling costs. Assa Abloy sponsors the ‚Wireless Access Control Report', prepared by IHS Markit on behalf of Ifsec Global. This up-to-date market analysis provides critical, fresh market information and guidance to decision-makers in the industry, including coverage of sustainability, cloud-based Access Control as a Service (ACaaS) and more. It stems from a survey of hundreds of EMEA professionals involved in the procurement, operation, deployment and maintenance of access control systems. We provide some excerpts and practical examples in this article, and the whole report can be downloaded free of charge using the link above.

Wireless communication has come a long way since the 80s, including in the access control arena. Communicating via NFC and, more commonly, Bluetooth Low Energy is a plethora of wireless readers, locks and tags currently available on the market. The emergence of such new communication technologies has already spurred the development of products that provide increasing amounts of user convenience. Many useful functions and facilities can now be easily – and securely – realized that we will soon be taking for granted. The report shows, however, that there is upward potential for their take-up at the moment. Those companies, organizations or private individuals who have already introduced wireless access technology are the ones who are benefiting early from the time and cost savings just waiting to be taken.

That's Swell

One of Spain's newest co-working spaces, ULab's vision incorporated the latest in security, accessibility and design to create a 21st-century business center. Wire-free SMARTair delivers real-time access control to accommodate both regular daily traffic and busy one-off events. Enrique Burgos, Director at ULab: „In addition to regular daily traffic [of around 100 staff], weekly traffic can almost multiply by ten if an event is held. We needed an access control system as flexible and convenient as SMARTair."

Here's a prime example of how flexible wireless access control can be. It would be a logistical and security nightmare to have to issue keys to everyone attending in-house events. Probably the only sensible solution in such an environment is a wireless solution, and even that has to have

the flexibility to cope with dozens of different user profiles. Regular staff can continue to use their credential of choice while ‚temporary' staff can use specially-issued cards, tokens or a mobile phone app to move freely around their particular authorized areas. Sudden changes in needs pose no particular problem for the system administrator either because, no matter where he or she is, they can remotely configure system components and parameters as necessary via their mobile device, even out of regular working hours.

Retrofit and Integrate

The ‚Wireless Access Control Report' finds that systems integration is a recurring theme in marketing materials for physical security products (although one respondent said that vendors have not always seemed to grasp its importance) and, in

Does your organisation / business already operate an electronic access control system?

6% | Yes, full wireless access control

22% | Yes, a combined system of wired and wireless doors using access cards / tags

31% | No, we currently don't have an electronic access control system

41% | Yes, a traditional wired system using access cards / tags
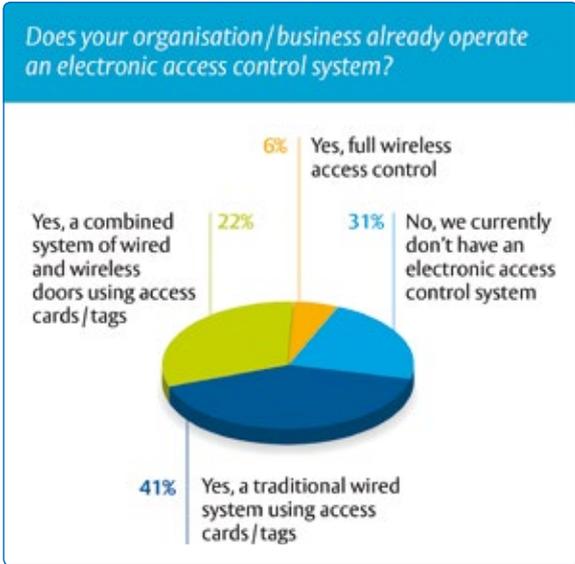
▲ Organizing mechanical keys for a high number of visiting staff or guests that permit access only to authorized areas for the duration of their stay is impractical. The solution can be flexible wireless cylinders, escutcheons or handles that recognize tokens, cards or a mobile phone as access credentials.

conversations among security professionals, forty-three percent said easier integration with existing access control systems would make them more likely to upgrade. There appears to be an elephant in the room when it comes to integration because it will probably be much easier than potential users actually expect.

For example, after 20 years, Lund University's Faculty of Law was looking to upgrade its access control system. Aperio battery-powered escutcheons and cylinders with card readers are now fully integrated with Pacom's Unison system. The Aperio locks work with the existing Mifare smart-cards, so there was no need for 42,000 students and 7,500 staff to return their smart-cards for repro-

gramming, or even to visit update readers to reactivate their permissions. Every door or card is still managed centrally from a single administration interface. Magnus Svensson, Infrastructure Manager at Lund University, said, „Aperio has proven to be very cost effective. We have been able to radically reduce the time we spend on user management and system administration."

Aperio devices enable access control providers to cost-effectively integrate non-wired doors with mechanical locks into new or existing access control systems. Doors merely need to be fitted with battery-powered, RFID-equipped Aperio locks, cylinders, escutcheons or the new H100 Aperio handle.

Compatible As Standard

The easiest, most cost-effective path towards integrated systems is to develop devices and technologies on open platforms and to agreed standards, including the OSS—Standard Offline from the Open Standards Security Association. Under this standard, each lock manufacturer has its own approach to writing and reading cards, but customers installing offline locks from brands that subscribe to the OSS–SO are guaranteed interoperability. „Interoperability is critically important for any end-user investing in new or upgraded access control," says Matthias Weiss, product manager Aperio at Assa Abloy EMEA. „They need to plan for eventualities they may not even see yet, and open standards al-

Upgrading to a flexible wireless access control system can be as simple as fitting a new H100 Aperio handle. It is often not necessary to change the existing lock mechanism. ▼

Are you planning to get wireless access control for:

	Yes	No
Doors	45%	23%
Gates and other outdoor structures protected with padlocks	39%	37%
Server racks	32%	45%
Cabinets and lockers	33%	49%
Safes	25%	57%
Machinery	20%	64%
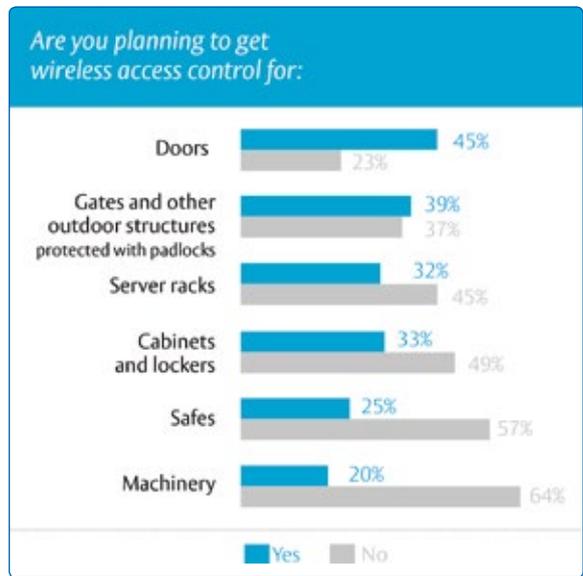
low them to do that. Ending reliance on a single, proprietary solution makes installed access control more flexible."

Incremental Upgrade

Russell Wagstaff, Director for Commercial Access Solutions at Assa Abloy EMEA said, „Among the many advantages of wireless discussed in the report [...] removing the need to cable every door makes it much easier and more economical to bring many more doors into your access system. So, wireless technology can upgrade your building's security in an instant." When progressing from a set of purely mechanical locks to a modern wireless access control environment, it can sometimes make sense to do a ‚partial upgrade' by fitting electronic locks just to some doors first of all – for example, when factory buildings or offices are being sequentially refurbished. More can always be added later in the safe knowledge that they are completely compatible and simply extend the existing system.

And it's not just doors for people that can benefit: the new report forecasts that market growth in wireless locks for ‚non-door' applications (such as parking gates, server racks, lockers, cabinets and lifts) will be higher than that for doors. Wireless technology is especially suited to these ‚non-doors', partly because of convenience. The more

How important is integration in the following ways?

That all access control locks and systems are integrated and managed from a single system — 67% / 29% / 4%

That access control is integrated with other security systems like CCTV, intruder alarms — 65% / 31% / 4%

That access control is integrated across multiple sites — 62% / 32% / 6%

That access control needs to support open standards like OSS Standard Offline to be flexible and future-proofed — 58% / 33% / 9%

That access control is integrated with other building systems like lighting, HVAC — 46% / 40% / 14%

■ Very important ■ Somewhat important ■ Not at all important

Has integrating security systems with each other and with other building technology become noticeably more important in the last 5 years?

90% Yes   3% No   7% No noticeable difference

applications that can be secured and unlocked with a single credential, the more convenient it is for site users. Facility managers benefit from the wider scope of their access system because these ‚non-door' devices are also wireless. Access control can easily extend outdoors to padlocks for gates, machinery locks or storage lockers. Battery-powered Cliq mechatronic padlocks, for example, are popular with critical infrastructure providers who often have dispersed, outdoor sites where traditional cabled access control is not a realistic

option. With the right lock, these can all be secured within the same access control system as the front door.

Security Products

Mobile Sensor Platform for Smart Cities

Flir Systems has announced Tru-Witness, a wearable sensor platform for city-level security and public safety operations. It combines video, audio, location data, Internet of Things (IoT) capabilities and cloud and management software in one solution, providing organizations with a high level of situational awareness. It is designed for any public safety organization that requires on-scene, real-time mobile surveillance. Worn on an individual's body or mounted inside vehicles, the solution includes visible-video, audio, global navigation satellite system (GNSS), gyroscope, accelerometer and magnetometer sensors. These combine to send alerts and stream data to a central command center in real-time to ensure full situational awareness and global event handling. With inter-device connectivity, the product acts as an IoT device, triggering nearby devices, fixed and motorized Pan-Tilt-Zoom (PTZ) security cameras and other connected sensors to act upon an alarm event. It becomes a key component of the manufacturer's video management system, United VMS. Equipped with TruWitness and devices, security personnel can stream video of the situation not only to their command center but also to local law enforcement, to emergency medical personnel who are on route to the scene or to doctors in a nearby hospital.

www.flir.com

Automated Drone Deployment

PureTech Systems has announced the automated dispatch capability of a security drone to an alarm location. The alarm can originate from sensor sources capable of providing a location, including Pure Activ geospatial video analytics, radar, acoustic buried/fence sensors, UGS, access control, contact alarms or user input. High resolution cameras, excellent stabilization measures, lighter materials and better battery life have combined to make drones efficient surveillance platforms. Video analytics and geospatial management systems provide an automated security response that includes drone dispatch, flight path guidance to the alarm location, continuously updated drone location and camera Field-of-View on the GIS map as well as live video from drone mounted cameras. The first integration was performed with the Perimeter, a hybrid gas-electric multicopter drone from Skyfront. It has five-hour endurance and 100+ mile range and will be featured with Pure Tech Systems' dispatch-to-alarm capability at customer demonstrations currently taking place.
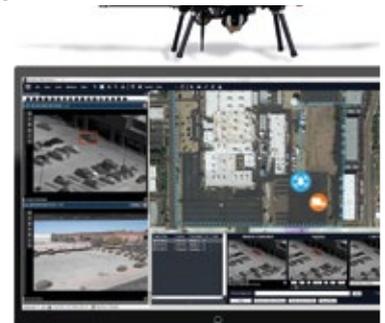
www.puretechsystems.com

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ACCESS CONTROL

Swipe, Slide or Hands-free
Digital Identification Made Easy

With its innovative solutions, France's leading provider of instinctive contactless technologies is disrupting the market and seeing double-digit growth. We ask CEO Vincent Dupart about the keys to this success, growth plans for the future and what visitors at Intersec in Dubai can expect to see at the STid stand.

GIT SECURITY: It looks like you are trailblazers in the field of instinctive security. Can you give us a short summary how things developed in the last years?

Vincent Dupart: We were the first to rethink the way organizations can protect their people, assets and data using intuitive RFID access control readers. We provide security at some of the most prestigious sites in France and Europe, such as Airbus, the French National Centre for Space Studies, government offices and other bodies critical to national security. We have now one million readers in service and 100 million users around the world and are the leading French solutions provider. We are now targeting the North American market, with the aim of gaining 10% market share within the next three years.

Your activities are not limited to security applications. How do you use your technology for other industry sectors?

Vincent Dupart: We were already pioneers in UHF technologies when we launched our first reader in 2004 and we are always looking ahead to future market trends. Over the last three years, we have significantly increased our level of investment and we design asset tracking solutions for other industry sectors now. We offer security and the ability to monitor industrial flows and processes, by turning assets into smart connected objects, providing our industrial partners with an essential decision-making tool. Our technologies are so advanced that we are listed as a key supplier in the most stringent sectors like the aeronautical or power generation industries.

STid's CEO Vincent Dupart

How do you explain your 25% annual growth, when the market is only growing 5%?

Vincent Dupart: It's about our innovative and user-friendly solutions and the associated services which make it easy to integrate our products into our clients' third-party solutions. Rather than using proprietary technologies that lock the end customer in, we take an open approach to technology.

Is user-friendliness the key for the success of your solutions?

Vincent Dupart: Absolutely. Our innovation strategy focuses on user buy-in to corporate security policies. That's why we develop products that make access control smoother and much easier. Directors

STid Mobile ID makes access control more instinctive for users, with 5 identification methods: swipe, remote, slide, hands-free

of Security and end users all consider our technologies to be the most user-friendly on the market. STid Mobile ID is a great example of this. STid Mobile ID moves your traditional access card onto your smartphone. With a range of different identification methods, this solution makes access control so much more seamless and instinctive for users. All you have to do is touch your hand on the Architect reader and the doors will open, whether you are talking on your cellphone, or it's just in your pocket. There is a dynamic system for managing access rights, so that authorization can be issued or revoked remotely, which Security Managers love.

How important are certifications in a business where the quality of a system is hard to prove?

Vincent Dupart: Certifications send a strong signal to the market. We were the first access control reader designer, in 2013, to be awarded Top-Level Security Certification by the French Network and Information Security Agency (ANSSI), and to offer solutions that comply with European GDPR rules. All this is a guarantee of unparalleled expertise. And we are also a registered center for training in contactless technologies.

What trends do you see in the market?

Vincent Dupart: We are seeing biometric solutions coming in, but also combined on- and offline offerings, just like what STid Mobile ID already does.

What can visitors expect when they visit your stand at Intersec 2019 in Dubai?

Vincent Dupart: Our experts will show our STid Mobile ID Online Portal and virtual access control card management solution plus Architect Bluetooth/NFC scalable readers. Our customers will experience our reader customization service with the new "Skin effect" technology, to tailor the reader to your brand image. Spectre, our latest long range identification reader will also be on display to show fast-tracking for your vehicle gates.

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LOCKING SYSTEMS

Come on in!

BLE-based Locks for Internal Doors

Simons Voss is known amongst the pioneers of keyless locks – in Germany and worldwide. Companies of any size can manage their doors and access control without keys using the 3060 product range, Mobile Key and Smart Intego. The manufacturer has now presented a versatile digital, modular and BLE-based handle (Bluetooth Low Energy) for internal doors, called the Smart Handle AX.

The Smart Handle AX for internal doors complements the digital Smart Handle for external doors from Simons Voss. Combined with the classic external Smart Handle 3062, the result is a smart digital lock solution for all external and internal doors

In addition to the well-known and field-proven Smart Handle 3062 for external doors, there is now a smart version for internal doors. The digital Smart Handle AX can be fitted to an existing door furniture template (DIN 18251) without drilling any holes. Its special security architecture is a distinctive advantage: at the core is the Secure Element. This separate unit very efficiently secures and encrypts all the important data, such as the lock system password and personal data. Made in Germany, the product is BLE ready and will be on offer with additional functionalities, such as door monitoring, as from 2019. There will also be a new operating system as well as improved processor performance.

Adaptive Design, Flexible Configuration

The lock is modular so it can be adapted to the spindle, door thickness and centers distance. The handle itself can be mounted on the lef or right. The appearance can be chosen from one of four different handles from Simons Voss themselves or combined with standard handles by renowned manufacturers when installed in interiors. Full backward compatibility and operational reliability is ensured as you can even open Smart Handle AX with a first-generation transponder.

"Complementing our digital lock cylinders, our portfolio of handles for the Smart Handle AX is also undergoing a significant expansion", says Bernhard Sommer, CEO of Simons Voss Technologies. "The Smart Handle AX is another door opener that makes the world around you, in the truest sense of the word, keyless".

More Ways into the Keyless World

The Smart Handle AX intelligent lock for internal doors is an addition to the continually developed Smart Handle product portfolio of Simons Voss. The flagship ‚Smart Handle' for external doors copes with large numbers of visitors, is weather-resistant, works without any cables and can be fitted in minutes without drilling any holes by using a patented snap-in technique with a single small screw. It demonstrates its intelligence above all at doors that are used by many different user groups. It can administer up to 64,000 people and assign individual authorization, time and place. The Smart Handle is particularly secure as all the electronics are concealed on the inside of the door. The design has received numerous awards and harmonizes visually with the most varied types of door. It responds to transponders and/or smart cards and can be retro-fitted and networked at any time.

The flagship Smart Handle for external doors

Versatile Access

The Largest Hotel in Germany opts for Wire-free Security

The Estrel Berlin is one of the best conference and congress hotels in the world. Opened in 1994, the 25,000 square metre hotel has 1,125 rooms and suites and employs over 500 staff. It combines multifunctional conference rooms, a four-star plus hotel, international show events, excellent catering and the very latest technology all under one roof, making it Germany's largest hotel. The Estrel Berlin needed a new hotel locking system due to the existing system becoming outdated and no longer meeting the requirements of the building. The hotel chose a solution from Salto Systems that provides reliable wire-free security for the entire property.

Pragmatic and Cross-departmental

"Our hotel not only occupies a special position in the hotel landscape because of its size" Reception Manager Ralf Groß explains but „but also because of our overall concept and our way of working.

"As we do not belong to a chain, we have flat hierarchies and can quickly implement new projects in all areas. We do not cling to outdated standards, but work pragmatically across all departments. „Project responsibility lay with us and with our purchasing manager Klaus Peters, but responsibilities play a subordinate role, because we don't think in pigeonholes. We find solutions for the entire company.

"The hotel is constantly busy and with up to 900 rooms per day being used for check in and check out, and the old locking system had reached its capacity and was no longer able to cope with such demand. Added to this, the structure of the database was outdated and offered too little storage space. There were also technical problems with the magnetic cards due to the influence of mobile phones, so the Estrel decided to purchase a

Electronic XS4 One escutcheon at the door to the President's Suite in the Estrel Berlin

Technical details

- Access control system based on the Salto Virtual Network (SVN)
- XS4 One electronic escutcheons (appr. 1.150)
- XS4 Original electronic escutcheons (appr. 300, narrow, wide and glass door versions)
- XS4 Locker, electronic locker locks (appr. 500)
- Salto Wall readers (37, online and offline versions)
- Salto Door controller (online and offline versions)
- Software ProAccess SPACE

The staff lockers are also included in the access control solution in the Estrel Berlin

new electronic hotel locking system specifically to address all these points and improve reliability".

Learning by Listening

Those responsible for the project approached it in an unorthodox way. As there were few clear guidelines for exactly what was needed, they invited a selection of manufacturers to discuss possible solutions with them.

„Initially abstract requirements were important to us" Groß continues. "For example, we have new guests and new customers every day. So we always have to react flexibly and creatively to situations. That's what the technology should be able to support. What's more, as we are the largest hotel in Germany, the new locking system also had to be able to handle our size and structure, have scalability, reasonable life-cycle costs and be able
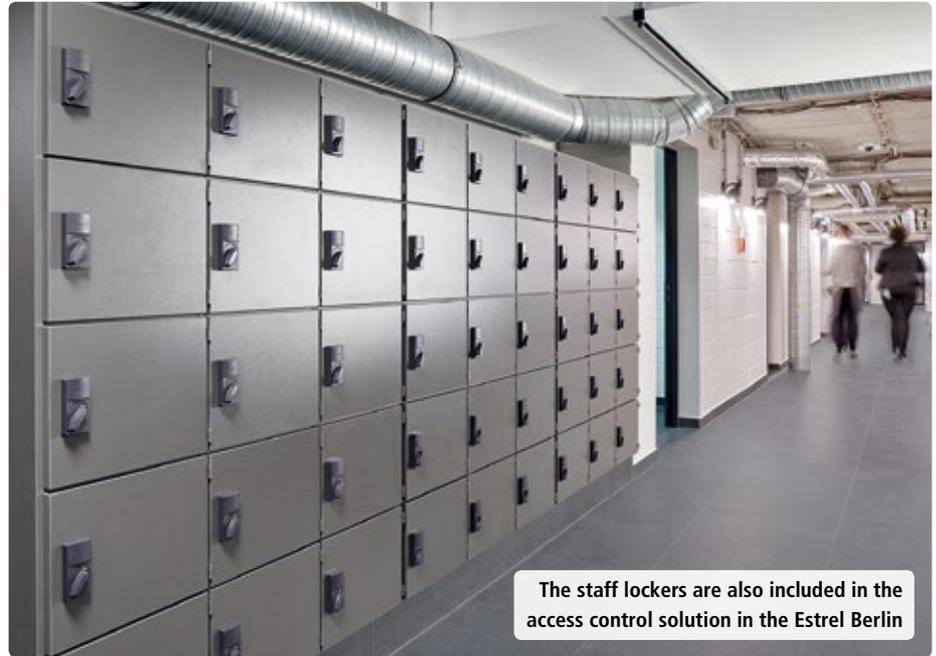
to handle our card issuing needs. During the discussions we learned a lot about what was possible, and this gave rise to ideas for specific security measures and process integrations."

Ultimately, a concrete requirement for security, reliability and management emerged. This included clear and flexible control of access authorizations, the ability to reliably activate and block them, to be able to sequence authorizations and to update and audit them regularly. Another requirement was that as the hotel works with external personnel during major events, they needed the card issuing and returning process to be quick

and simple. All these needs have been addressed with their new Salto solution and the Estrel Berlin now has an all-inclusive hospitality access control system specifically tailored to its individual needs.

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

Security Products

New European Product Launch

3xLogic Inc. has announced the availability of its solutions including infinias access control, Vigil video management system and Trends business intelligence platform into the European

market through its sister company, PAC, located in Stockport in the UK. The solutions are easy to manage, simple to install and simple to scale to meet an organization's changing needs. infinias is an IoT access control system, available in four versions serving installations from one to thousands of doors. The Vigil Software Suite provides a powerful, enterprise-grade video management system (VMS), while Vigil Server software is the core program upon which all other 3xLogic applications are built. A dedicated training facility in Manchester will offer hands-on training for end users, while they can also schedule on-site and/or online training to supplement their needs.

www.pacgdx.com

Deep Learning Thermal Bullet Cameras

Hikvision has released updated versions of its thermal deep learning bullet cameras, which will bring enhanced capabilities to perimeter security, including advanced fire detection technology.

The new cameras are very cost-effective, with not only deep learning algorithms but also a built-in GPU to support updated algorithms in the future. The cameras deliver powerful and accurate behavior analysis, including detections such as line crossing, intrusion, region entrance and exit. The intelligent human/vehicle detection feature helps reduce false alarms caused by animals, camera shake, falling leaves or other irrelevant objects. The high-performance GPUs can support updates with more complex algorithms with larger data samples in the future to further improve the intelligent effect of Video Content Analytics (VCA). The company's thermal deep learning bullet cameras can be used in a broad range of perimeter security and fire prevention solutions.

www.hikvision.com

ACCESS CONTROL

An Easy Way to Manage Keys

Installing a Key Management System in the Banking Industry

The UK banking sector is at the beginning of a journey that has the potential to drive financial firms to offer more services and to completely change the way people bank. Here, Tom Smith, Traka Market Development Manager, looks at the transforming retail banking industry. He uses Traka's work with Nationwide to demonstrate how supporting operational efficiency can benefit banking staff and ensure they can focus on serving their customers, without compromising on security.

The year 2018 has been a pivotal year in retail banking. Not only have we seen the implementation of regulatory mandates including GDPR and rise in use of mobile banking, with continued concerns over cybersecurity and the impact of Brexit, underlying the year has seen the influence of 'open banking, open doors.' Whilst, in theory, open banking has made switching banks easier, the real result is a new sense of loyalty that has arisen between the most in-tune customers and the most effective banking services. 2018 has become an opportunity for the best brands to really dedicate themselves to their customers, through exclusive service-driven models.

What Nationwide Stands for

A great example for that is Nationwide Building Society. As one of the world's largest building societies, as well as one of the largest savings providers and the second largest mortgages provider in the UK, it has *recently scored in the top three for overall service to personal banking customers. Nationwide has approximately 18,000 employees and around 650 branches across the UK and prides itself on running for the benefit of its customers, or 'members.'

Richard Newland, Director of Branch & Workplace Transformation at Nationwide said: "Even more than getting a good 'deal' from a building society, the quality of our welcome, or our renowned level of service, we make sure our members feel safe with us, enough to trust us with their greatest assets. We are doing everything we can to evolve our business and focus our efforts on providing the best and most secure services that people value."

Why Was a Key Management System Necessary?

Whilst some banks and building societies have been quite conservative in their technology adoption, Nationwide has recently enhanced its operational efficiency to better provide for its members, by phasing out manual processes when it comes to key management.

As Richard explained: "Branch managers were being relied upon to have ensured the management and safety of branch keys throughout the working day, and overnight. This has been a time-constraining and manual process, effecting every aspect of branch operations, including potential opening times. And yet it remained an essential part of branch security. There was an opportunity to greatly improve our key management process, to make it easier for our colleagues to manage branch keys."

Nationwide originally tested a number of different key management solutions across its UK branches. Traka was selected as the system of choice due to its offering of a future-proof system that can be installed over a phased programme of works, to cover every UK branch.

Installation Process

Traka worked in partnership with the Nationwide team right from the initial design and specification process, to ensure the right system was selected to cater for the requirements of each branch. The M-Touch series was chosen as an intricate management solution. It presented Nationwide with the capability for keys to be readily available 24/7, outside of branch hours, with instant access enabled for authorised users only. The system has the built-in option of being able to be accessed via a PIN code or biometric fingerprint reader. Traka's M-Touch series also presents branch managers and authorised personnel with instant access to a full audit trail of all key transactions, retained within the system by the internal solid-state memory.

Traka's intelligent key management solution has been trialled, originally tested across 21 sites, and systems now operate across Nationwide's UK-wide branch network

The initial installation was planned over a phased programme of works and completed by Traka's engineers to create a simple supply chain and one point of contact. Due to the careful planning of a seamless installation process, work could take place during branch opening hours, with no disruption to everyday operations for staff or members.

Whilst currently the systems have been installed as a standalone solution, the M-Touch series has been supplied as 'Network Ready' for a potential future upgrade. Installation was complete across all branches within six months.

Lisa Brown, Head of Branch Network Operations comments: "The real appeal of Traka's M-Touch system was its flexibility. This is right from the access choices, PIN or biometrics and installation options, standalone or networked, enabling simple initial installation allowing our team to familiarise themselves with the new ways of working, with the choice to network in the future."

Traka Partnership

Continuing its partnership approach, Traka worked closely with individual branches to ensure staff had full training in the use of key management systems and access control solutions for authorised personnel.

Lisa says: "The introduction of Traka key management systems moved us into a more digital management system. Although it may seem to be a cultural change, the benefits and added value of intelligence and interactivity soon became clear. Our colleagues no longer need to solely manage keys, and the audit trail capability has helped us to remove the manual paper recording and see the instant status of keys at any one time."

The Benefits

In summary, whilst key management may only seem a small element of security across Nation-wide's branch network, it actually has made a significant difference from an operational perspective.

Staff no longer need to solely manage keys. and instead, they can focus on servicing members needs more efficiently. Nationwide has total peace of mind they have a secure and accurate audit trail of all keys, across every branch in its network.

Traka has ensured Nationwide's teams across the UK and as a building society can transform themselves to grow in a sustainable manner and continue to excel at the provision of services to its growing loyal member base.

In conclusion, whether it be the impact of Brexit, banking reform or evolving regulatory agendas, adapting to change 'whilst doing your day job' is the constant for building societies such as Nationwide and the retail banking sector as a whole.

Embracing technology and intelligent systems to help every aspect of branch operations can ensure staff are best placed to be able to ride the consequences and continue to deliver on top quality service.

*Nationwide appeared third in Great Britain for personal banking customers, following the Competition and Markets Authority (CMA) decision from 15.08.18 that banks must publish information on how likely people would be to recommend their bank: https://www.independent.co.uk/news/business/news/best-banks-uk-customer-service-first-direct-metro-nationwide-a8492496.html

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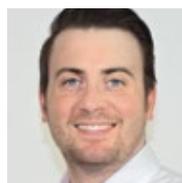
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Arena Camera System

In order to improve security standards, in the last few months and since the beginning of the 2018/2019 season the Panomera camera system has been installed and tested in the Generali Arena in Prague, home ground of AC Sparta Praha. This technology is also used by many football clubs in the German Bundesliga and the English Premier League. It is providing fans greater comfort and a feeling of increased security in their home arena, and helps prevent unwelcome incidents. The system is also used for incident analysis, to deliver better video material so that the involvement of specific individuals can be proven accurately when offenses occur. The club is prosecuting fans who engage in unacceptable behavior during the match extremely vigorously, and long stadium bans and fines have already been imposed. The video material recorded with this system far surpasses the standard 1080-HD format, enabling unambiguous facial identification, while capturing up to 30 images per second in real time. **www.dallmeier.com**

High-Security Electronic Lock

Gunnebo has launched KelNet, a high-security electronic lock that enables the real-time remote management of security networks, randomised one-time code management and encrypted communication. According to the manufacturer, it is the first product of its kind to achieve the EN1300 DS security classification from Europe's certification agency, the ECB, owing to the uniqueness of its encryption and its resistance to both cyber and physical attack. Biometric verification can also be integrated as an additional security requirement. It communicates data in total security, ensuring confidentiality, authentication, integrity and availability of system data. It can be remotely operated, and security managers can check the status of individual locks on the spot for rapid identification of technical issues and vastly improved response times. One-time codes can be distributed to personnel via a browser or over the phone. **www.gunnebogroup.com**

ACCESS CONTROL

Secure, No Matter Where You Are

A Range of Access and Security Products from Abus to Protect Buildings, Large and Small

Employing around 3,500 people worldwide means that a company can invent, develop and refine their products to address the constantly changing needs of the international security markets. Abus fits this description well and offers a wide range of security products suitable for both large and small access control and security system installations.

Today's access control systems have to meet the highest digital and physical security standards. At the same time, users expect integration into home automation systems and intuitive online and app-based operation. The Abus wAppLoxx system, which was one of the winners of the GIT SECURITY AWARD 2019, and also won the iF Product Design Award 2017 and Plus X Award for the 'Best Product of 2016/2017', combines these modern requirements and offers networked security with maximum convenience and flexibility. The electronic wAppLoxx locking cylinder can be used to open doors securely, locally as well as globally, via a PC, a tablet or a smartphone. An encrypted peer-to-peer connection for data transmission provides security, so changes to locking rights can be implemented in just seconds, no matter where you are. Up to 20 cylinders and 150 users can be managed.

Home automation functions can also be integrated so that users can conveniently operate garage doors or lighting systems via the electronic locking cylinders and hotkeys in the app. Coming soon is wAppLoxx SE, an access control system of the future for the end-consumer market.

Look – No Wires

Through cooperations with strategic partners, Abus also enhances the usage of its products that then integrate with third party products to provide convenient total security solutions. The company recently demonstrated through interconnectivity within product family and with external partners how their Secvest Touch system can be used in hybrid alarm systems. For example, it is possible to connect lights, window blinds and heating systems to a comprehensive security solution using

the smart home platform from digitalSTROM. Security and convenience complement one another perfectly since, in the event of an alarm, it may prove very useful for shutters to be simultaneously opened or closed and for escape routes to be illuminated.

Abus is offering a new I/O module for smaller scale solutions and smart home applications. The distance between the I/O module and the control panel is therefore no longer a problem, thanks to wireless communication. The module enables hybrid alarm technology with up to 20 additional individually identifiable wired zones. Thanks to this access control and video connection, the system is ideally suited to modernization and retrofitting projects, new builds and SMEs.

In addition to VDS home certification, the Secvest Touch complies with the EN grade 2 security standard and can thus be funded through the

◀ **Today's world of apps includes wAppLoxx to control building and room access, no matter whether you're nearby or far away**

KfW bank. In 2018, the system was awarded the German Design Award 2018 for combining convenience, security and design.

A Picture Speaks a Thousand Words

Abus has added twenty-five new products to its professional video portfolio of network video surveillance cameras. A matching video management software package also offers benefits to both retailers and large-scale enterprises. Eight of the new models are part of the advanced range and are available with 2 or 8 megapixel resolutions, while high-quality components, such as the hypersensitive Tamron lenses and Sony image sensor, complement the new portfolio.

Recording Solution

The Abus Video Solution (AVS) provides an all-in-one solution for particularly demanding video surveillance installations. It consists of both hardware and software and is fully scalable. In collaboration with the pre-installed video management software, between four and thirty-two hard drives can be used for recording per server and can also be connected to other servers if required. The solution also has a RAID option and an optional redundant

A wireless security system such as Secvest Touch offers networked security with maximum convenience and flexibility

power supply to protect against loss of valuable data. This makes the system ideal for any size of business, ranging from traditional retailers up to shopping centers that cover several square kilometers and have hundreds of cameras.

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Security Products

Professional 4K Camera

Pelco by Schneider Electric has released the GFC Professional 4K, a day/night video camera delivering 8 MP resolution detail for demanding video security applications with heavy foot and vehicular traffic. This camera operates in extreme temperature environments with a temperature range between -40° and 60°C (-40°F to 162.5°F), and up to 65°C (149°F) for four hours per day. It handles challenging lighting conditions typical of city surveillance, airports, seaports, traffic, gaming facilities, corrections, commercial and hospitality deployments. It delivers high definition video at 30 Frames Per Second (FPS) for 24/7 surveillance. With this level of clarity, customers can use one camera to cover a large area and digitally zoom-in for detailed information like license plate numbers and faces. By pairing 4K video resolution with H.265 video coding and the company's Smart Compression technology, this camera minimizes network bandwidth and storage costs. **www.pelco.com**

High-resolution Thermal Security Cameras

Flir has expanded its line of FB-Series thermal security cameras to include the first models with 640 x 480 resolutions. Originally launched in early 2018 with a resolution of 320 x 240, the FB-Series now has a broader range of resolution and lens options. The is a line of compact, fixed bullet cameras that offers wide-to-narrow coverage of commercial and industrial facilities, reducing the number of cameras required to monitor fence lines, perimeters and open areas. They produce crisp thermal video in challenging conditions, including total darkness, sun glare, smoke, dust and light fog. The cameras are available with or without built-in analytics, depending upon user needs. These enable better classification of humans and vehicles, while dismissing innocuous targets that might otherwise trigger alarms. The FB-Series family also offers plug-and-play compatibility with major video management systems – including Flir United VMS – using hybrid, IP and analog outputs.

This introduction further strengthens Flir's position as a leader in providing one-stop solutions for professional security and perimeter protection, including thermal and optical (daylight) cameras, radar, United VMS, and Cameleon perimeter intrusion detection software **www.flir.com**

System administration is intuitive
when using the Dom EniQ app

As Few Clicks as Possible

Access Management via Smartphone – with the EniQ App. A Glimpse Into the Developers' Workshop

The complete Dom system of locking cylinders, fittings and wall readers is easy to operate from a mobile phone, thanks to the ENiQ app. Set up authorisations for individuals, allocate transponders via the NFC interface, create devices: the app is highly intuitive and convenient. It is highly secure because all the data stays locally on your admin smartphone, without using a cloud system. BEST of Dom talked to Andres Westermann, Project Manager Mobile Development at Dom Sicherheitstechnik about it.

GIT SECURITY: Mr Westermann, you have presented a completely new app – the ENiQ app. Can you introduce us to the app please and briefly explain how it works?

Andres Westermann: The ENiQ app makes it easy to manage your locking systems. All it takes is a few clicks to generate users and devices, and then you can start to allocate your first authorisations. There is an event log with lots of convenient filter options. The user can also set up access authorisations with this app that include time restrictions, for example in the form of a weekly plan. Our authorisations model is designed for maximum flexibility: you can restrict authorisations for an individual, for example, that set up weekly plans that grant someone access on weekdays between 6:00 am and 2:00 pm or facilitate access for cleaning staff to specific office areas only on Tuesdays between 3:00 pm and 7:00 pm.

Andres Westermann, Project Manager Mobile Development at Dom Sicherheitstechnik

How long was the app under development?

Andres Westermann: Our international team of developers, designers and testers worked on the product for around two years – including comprehensive market analysis.

Which users is the ENiQ app intended for?

Andres Westermann: The ENiQ app has been conceived for small businesses. An example would be a law office with between two and 20 devices to manage. But the app can be used to manage up to 100 devices and 500 individuals.

The focus was on ease of use. Can you tell us more about that?

Andres Westermann: The user should be taken where he wants in as few clicks as possible. For

more complicated operations, our additional tutorials will help. We took great care not to hit the user with all the functions at once – so in the standard view we offer only four easy-to-understand main areas. The additional functions only appear when the user really needs them.

Security in particular is an important argument for many users of digital locking systems. How does the ENiQ app address that?

Andres Westermann: Security is paramount to us. In addition to our standard end-to-end device encryption, we also encrypt the security-sensitive data on the smartphone. By using the latest technologies, such as the ‚Android keystore system', we can guarantee the user a very high level of security.

Can users also set up the ENiQ app retrospectively, for example without having to reassign existing authorisations?

Andres Westermann: Anyone currently working with a simple master card program will get an upgrade to the ENiQ app from us as necessary and existing authorisations and events will be retained. If they need more functions at a later stage, they have the option to switch to the larger ENiQ Access Management software.
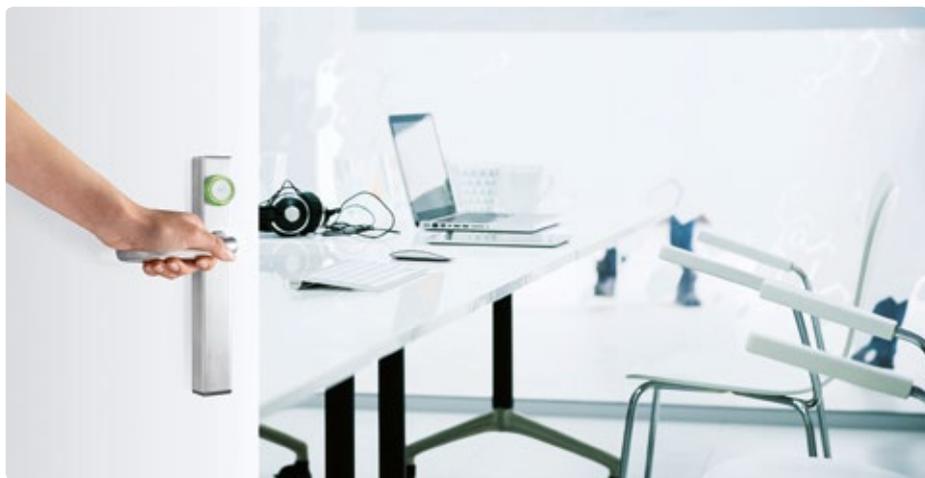
Access control for small businesses and legal or medical practices is not difficult to implement using Dom components

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Security Products

Total Solutions with Alarm Range

Hikvision's full range of alarm solutions, products and technologies can all be used together to cover any security need, all from one provider. The technology and extensive portfolio adds value to customers' businesses through seamless operation and deep integration across different aspects of security, like intruder alarms and CCTV. The latest version of the Pyronix Enforcer has a redesigned housing as well as a new wired keypad, while the latest AXHub operates with Hikvision and ONVIF cameras utilizing the Hik-Connect smart device application. Along with alarm solutions, the company provides video surveillance, drones and access control, ensuring both the scale and capability of comprehensive security solutions. **www.hikvision.com**

Long Range Lidar

Optex, a manufacturer of detection solutions, has developed new versions of its product firmware and configuration software for its award-winning laser sensor, the Redscan RLS-3060 series, that bring greater functionality to the existing models. Version 8.0 of the firmware and management software feature a number of upgrades for the long-range, 190 degrees 2D Lidar series. Both models will offer more flexibility with the option to switch from normally open to normally closed dry contacts. The new version brings features to the standard 30m radius model that were only previously available in the high-end model. Four detection areas can now be independently adjusted on an analog connection, and up to eight areas can be adjusted on an IP connection. The shape of the detection area can also be customized to the layout of the site. An Area Allocation or Masking function will enable users to precisely define a number of independent detection zones. **www.optex-europe.com**

Stainless-Steel Dome Cameras

The dome cameras from Hanwha Techwin, which are highly resistant to corrosion and acid, are designed to be deployed in challenging industrial environments where chemicals are used, as well as for transport and off-shore applications. Constructed of SUS316L standard stainless-steel, the new domes share a long list of innovative features built into other cameras in the award winning open platform Wisenet X series. The cameras have a 150dB Wide Dynamic Range (WDR) and a motorized varifocal F0.94 low light lens. The series also feature H.265 compression and WiseStream II, a complementary compression technology which dynamically controls encoding, balancing quality and compression according to movement in the image; bandwidth efficiency is improved by up to 99% compared to current H.264 technology when the two are combined. **www.hanwhatechwin.com**

Roll Up Rigid Powerwall

Barco, a manufacturer of professional visualization and virtual reality solutions, has announced the launch of Rigi Flex, a rigid yet very flexible powerwall screen. According to the company it is the first rigid, rollable powerwall of its kind. It combines excellent visual performance with amazingly easy transportation, installation and maintenance and is an alternative for fixed powerwalls. **www.barco.com**

ACCESS CONTROL

Where Security is at Home

A Deep Security Company Insight about Evva

During a Press Conference at Security Essen, Stefan Ehrlich-Adám, Evva Group CEO, and Johann Notbauer, Group Division Executive for Market Innovation and Technology, talked about milestones from the past, news from the present and gave outlooks to the future of Evva. The event also marked the launch of the 100th anniversary of the family-run business.

As a family-owned business, Evva has consequently become a significant manufacturer of mechanical and electronic locking systems. The history and development of the company impressively underlines that innovation is and always has been it's most important factor for success. „It all started with plenty of ideas and an inventor's thirst for action: Ludwig Tschörner. To this day we have retained this innovative spirit at the ‚Erfindungs-Versuchs-Verwertungs-Anstalt' (invention, experimentation and application institute), in short Evva", said Stefan EhrlichAdám, EVVA Group CEO.

An example of success and simultaneously an important milestone for a growing company marked the invention of and patent for the mechanical GPI and MCS systems four decades ago. They remain a vastly important element for the development of the security industry in terms of mechanical systems. Furthermore, the pan-European market penetration with in-house electronic systems also demonstrates the firm's innovative strength – Xesar and AirKey are well established solutions that will tackle the challenges of global security industry mega trends for many years. Evva's pioneering spirit forms the basis of these innovations. In the 1970s, the Vienna-based company developed electronic access solutions, applying computer software to configure as well as monitor the most complex locking systems.

Success brings responsibility

Today, Evva employs a workforce of 750 as an independent, family-run company, producing around two million security cylinders and over 600 million individual parts each year at its main production site in Vienna. This volume brings with it great responsibility for the company: securing and creating jobs, but also cutting the environmental impact. The manufacturer has long since realized that environmental protection and profitability are in no way mutually exclusive. For this reason, it is pushing the clean production approach as part of a targeted plan. In 2018, the clean production rate totals 60%.

„Apart from the main site in Vienna, we now operate a total of ten subsidiaries throughout Europe and already maintain a network of over 1,000 electronic and mechanical locking system sales partners. This is the foundation for further expansion and Evva's international success", Ehrlich-

Stefan Ehrlich-Adam and Johann Notbauer

Adám explains. The company's locking systems have been installed throughout the globe, for instance on the Queen Mary ocean liner, in Copenhagen's opera, in Juventus Turin's new football stadium as well as in St. Stephen's Cathedral in Vienna. „Maximum quality, durable products, in-house research and development – these sustainable values and the associated pioneering spirit continue to dominate and drive the company to success, today and tomorrow", Ehrlich-Adám adds.

Thanks to Xesar, Evva has developed a solution for complex scenarios. The completely new system architecture of Xesar 3.0 was showcased at the trade fair. „On the basis of Xesar 3.0, we have been able to further enhance the system's performance. Originally the system had been devised for individual user operations to manage small facilities. However, as a result of successful market penetration, we have repeatedly been facing projects involving large facilities, requiring multi-user management. This is the main reason the software has been completely redesigned for Xesar 3.0", explained Johann Notbauer, EVVA Market Innovation and Technology Group Division Executive.

Innovative Business Model

Both access control systems would not be so successful if a certain element had not also been

launched on the market in parallel to support Xesar and AirKey: the associated business model involving KeyCredits. Just like with mechanical products, Xesar and AirKey only generate costs when users issue access authorizations, i.e. when they need new keys. Now EVVA also offers pay-peruse and flat rate models.

Future of Locking System Technology

Evva recently gave an outlook on future trends and developments within the company. „Integration remains an important issue and, as one of Europe's leading providers, we will strive to merge mechanical and electronic locking systems even more to develop solutions with elements from both product spheres", the Group Division Executive continues. On the other hand, EVVA will also push on with integration at process level, to rethink customer-based options within the context of project planning and ordering. Ultimately integration will not only be implemented within the context of access control systems; compatibility will, of course, also stretch to other software systems.

„Evva is also investigating the opportunities and options to add value to user processes on the basis of data", Notbauer added. Consequently, as a flexible and thus extremely suitable system for sites where facilities are widely spread, AirKey already features an option to record location data and apply it for the benefit of users with the Send-a-Key function. However, Notbauer envisages several more scenarios to apply available data: „Evolving the use of data could, for instance, be the link to AirBnB data or to merge weather and movement data with access data". The on-going data integration will also affect the company and both representatives stressed the fact that they would make sure the company's aspiration of developing, experimenting and applying will also continue in the future.

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identification systems, interface modules

Company Index

WILEY

1. **Right now:** I am wondering how honest I can answer this questionnaire.

2. **When I'm stressed:** I eat ice cream – preferably amarena cherry.

3. **My biggest struggle on a workday is:** when people don't realize when they talk too much.

4. **I can never resist:** ice cream.

5. **My biggest motivation is:** sharing a smile with known and unknown people.

6. **At 7 o'clock in the morning I:** asked myself "what the hell am I doing?".

7. **Guaranteed to make me laugh:** are fail videos on youtube.

8. **Two characters I would like to have dinner with (dead or alive, fictional or non-fictional) are:** Jesus and Buddha.

9. **I have the completely useless talent:** to always be in a good mood.

10. **Three things that I am most grateful for in life:** are my wife, first boss, and civil service in Uganda.

11. **The best decision in my career so far:** is taking cybersecurity seriously.

12. **The best compliment anyone has ever given to me:** is that I always treat people with respect and dignity

13. **If my life was a movie, I would be portrayed by:** Neil Patrick Harris.

14. **At the most horrible/best job I ever had:** I helped customers to find the bra and underwear section.

15. **The biggest challenge for me/my industry at the moment:** is product certifications and labels for cybersecurity.

16. **When I have done something forbidden:** I scratch my nose except when it's about ice cream.

17. **In the shower I sing:** Northern German shanty group "Klaus und Klaus" and national anthems.

Name: Lukas Linke
Position, Company: Senior Manager Cybersecurity,
ZVEI – German Electrical and Electronic Maufacturers' Association
Hometown: Frankfurt, Germany
Favourite homemade dish: A Swabian specialty called "Maultaschen" and white sausages

18. **As a child I collected:** hubcaps (once).

19. **From the first money I earned:** I participated in an Irish pub bar quiz.

20. **If I was trapped in a shopping mall/museum/skyscraper for one night:** I would build a mini golf course for myself.

21. **I was utterly perplexed when:** a tourist group crushed my engagement in Switzerland.

22. **I would like to have the superhero superpower of:** Ant-Man.

23. **I had the opportunity to shake hands with:** Wladimir Klitschko.

Off the Record

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