

WILEY

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2019

1

MAGAZINE FOR SAFETY AND SECURITY

# GIT SECURITY



**Security for Retail**

**Safe City**

**Fire Detection**

**Access Control Solutions**

**Key Management**

**Video Applications**

**COVER: SONY  
4K FOR SAFE CITY LOKEREN**

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79 624

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# Every day.



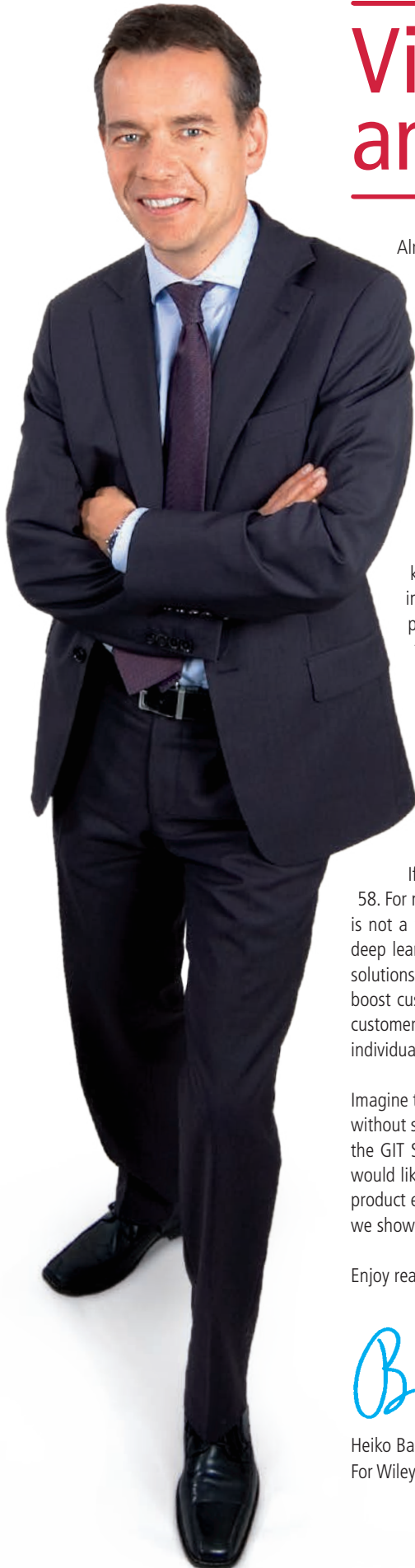
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# Video Analytics and AI



Already one year ago, I mentioned in the editorial that in the past, some video analytics solutions presented to potential customers over-promised and under-delivered. I strongly believe that these times are over and that more and more proven solutions hit the market. The combination of video analytics with AI has the potential to dramatically change the world of security and video surveillance.

Not only the Asian manufacturers invest heavily in AI and intelligent video. As you can see when you read our interview with Tanja Rückert, Head of the Bosch Building Technologies business sector, in 2021 Bosch will have invested over € 300 million in innovative artificial intelligence technology and has over 25,000 software developers. Tanja Rückert explained how Bosch is perfectly equipped for IoT and AI. As security and building technology markets are rapidly changing due to the Internet of Things and increasing networking, she illustrated how Bosch contributes to the implementation of high-quality projects. The experience gained from the implementation of networked solutions is bearing fruit and the use of artificial intelligence has already produced the first results.

Security Management and video analytics can form a symbiosis. In the interview on page 56 we asked Paul Such, Avigilon's EMEA Sales Director, to explain how Avigilon's self-learning video analytics works. He outlined how video analytics combined with AI has the power to overcome some of the biggest challenges our industry face.

If you are looking for hands-on applications in the retail business, skip to page 58. For many retailers reorganizing the store layout and installing additional equipment is not a realistic option. In these circumstances, an effective solution could be AI and deep learning. Together, these cutting-edge technologies can create video surveillance solutions that can give retailers valuable insight into real-time operating conditions, to boost customer service and in-store competitive advantage. People counting can track customer flow and numbers, VIP recognition helps retailers to tailor their service to key individuals and heat mapping can reveal the popularity of specific goods in the store.

Imagine the world of IoT without products. No solution and no project can be developed without state-of-the-art products. Since many years, we support product innovation with the GIT SECURITY AWARD. If you work for a vendor of security or safety products we would like to invite you to apply now for GIT SECURITY AWARD 2020 and submit your product entry. The registration page is open until March 31 and on page 23 of this issue we show you where you can submit your product.

Enjoy reading this issue!

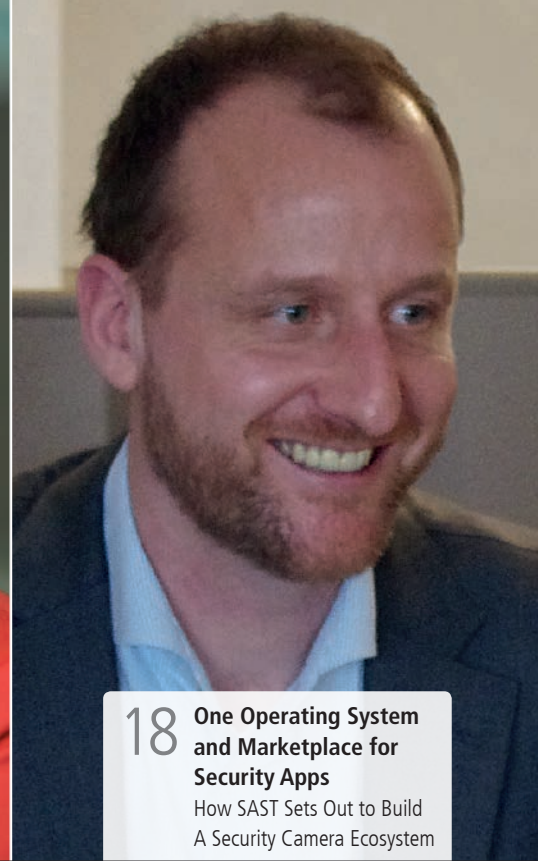
Heiko Baumgartner  
For Wiley's Safety and Security team



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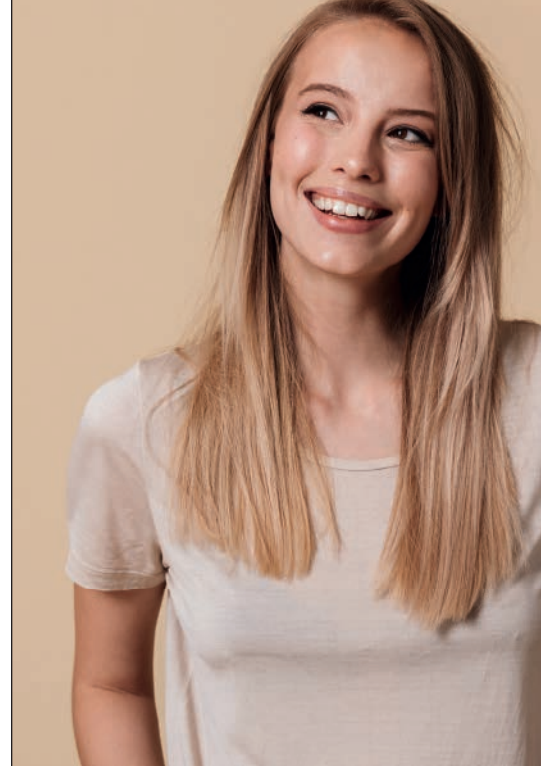
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EMBRACING CHANGE IS GOOD – IF YOU REMAIN TRUE TO YOURSELF.

The new GRUNDIG security IP product range covers everything required in modern, professional video surveillance applications.

Using the latest technology, our camera range, recording devices, Video Management Solution and industrial monitors ensure brilliant pictures 24/7.

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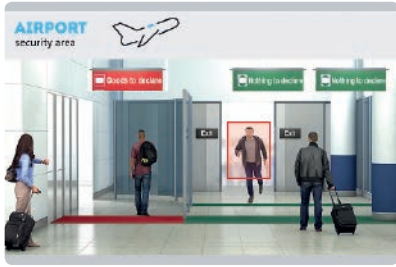
[GRUNDIG-SECURITY.COM](http://GRUNDIG-SECURITY.COM)



## Wireless Access Control Cuts Lost Key Hassles

One growing student accommodation block in southern France, Crous Montpellier, has fixed lost key problems at the large facility with a transient population by exchanging their mechanical locks for Aperio cylinders with built-in RFID readers. The easy-to-fit locks have transformed facility management for the accommodation block. To date, 1,500 wireless cylinders are seamlessly integrated online with their ARD security system, which gives facility managers an overview of block security in real time. Now, when a student loses their key-card, it's simple for a site manager to cancel the old credential and issue a new one. There is no need to engage a locksmith to replace physical locks, saving everyone's time and Crous money. Because the system is integrated online, managers can block lost credentials quickly using the software without visiting the door. Aperio easily integrates with payment and other smart-card systems, as well as access control.

[www.assaabloy.com](http://www.assaabloy.com)



## U.T.Sec – Unmanned Technology and Security Summit

On 6 and 7 March 2019, the U.T.SEC Summit for Drones, Unmanned Technologies and Security will bring together users, suppliers and experts on all aspects of drones and security at the Exhibition Center in Nuremberg. The fair will explore the technical, legal and practical aspects associated with the use of, and defense against, drones and other unmanned vehicles. There are accompanying presentations, forums and panel discussions as well as flight demonstrations. The parallel trade fair in the adjacent hall, Enforce Tac, is an exhibition for special police units and security agencies. An extensive program of presentations runs alongside exhibiting companies who will showcase their latest developments. The two events will be highly interesting for suppliers of systems for surveillance, communication, drone defense, data transfer or position sensing, experts for perimeter and airspace protection and IT and crisis management, security managers from official agencies and executives in charge of procurement and public sector budgets.

[www.nuernbergmesse.de/en/security](http://www.nuernbergmesse.de/en/security)

## Hikvision Embarks on Second Pan-European Roadshow

Hikvision will hold a new roadshow experience in 2019, hosted in a truck. From February to July, three separate trucks will visit 69 European cities. Under the theme „Embracing Convergence for Success“, Hikvision will show its integrated solutions comprising video surveillance, intrusion, alarm and access control, coupled with the latest advances in AI technology to interested parties all over Europe. At the core of the show lies the integration of products and services into a total solution, with a focus on small and medium business (SMB) needs. This total solution includes the simplified management of all channels – whether video surveillance, intrusion prevention or access control – into one platform. For Hikvision, integration is a critical factor for success as it enables partners and customers to save time and resources, making their systems easier to use and expand as well as outputs easier to analyze, for example with integrated, multi-channel heat maps for retail businesses.

[www.hikvision.com](http://www.hikvision.com)



## Semi-Automated Monitoring Solution for Airport Security

Unauthorized individuals enter airport security areas every day, for example when passengers go airside from land side after having passed through customs. The threat of partial or even complete terminal closures with the associated enormous costs is real. Video security equipment from Dallmeier now offers a solution based on 3D real-time location tracking, innovative video technology and a mobile response team control. The company's patented Panomera camera technology with 3D sensors and a software package provides functions for detecting individuals, real-time positioning and automatic 'wrong direction' detection. Now if one or more people in the monitored area are moving in the wrong direction, they are detected by 3D real-time positioning, captured as objects in the positioning system and can be tracked seamlessly from then on. The response teams automatically receive an alert, a portrait photo of the intruder and an overview image updated once a second on their mobile devices.

[www.dallmeier.com](http://www.dallmeier.com)

## Integrated Security Concept for IKEA Mall in Portugal

Bosch experts for building safety are networking the IKEA MAR Shopping mall in the Algarve, Portugal with trendsetting solutions. "Our customer wanted a fully-integrated solution whose systems could be controlled via a single management system," is how Luis Gomes, Bosch Building Technologies Sales Manager Iberia, describes the remit. Networked systems that communicate with each other have to facilitate quick and precise measures in emergencies. The customer also requested a means by which they could schedule the deployment of security personnel more efficiently plus intuitive-to-operate and clearly-structured systems to make their jobs easier. Together with the customer and partners, Bosch has created a harmonious overall picture consisting of a video and public address system, a fire and intrusion detection system and access control within the space of two years. It includes 1,100 loudspeakers inserted in the ceiling and 390 video cameras. The mall is equipped with a total of 4,000 fire detectors and 520 sensors for both intrusion alert and controlling access to IKEA MAR Shopping.

[www.boschbuildingtechnologies.com](http://www.boschbuildingtechnologies.com)



## Qognify Completes Acquisition of OnSSI Group

Qognify announced that it has completed the acquisition of the IP video management software (VMS) company On-Net Surveillance Systems (On-SSI), including the pioneer of IP video technology – SeeTec GmbH. Backed by the global investment firm Battery Ventures, Qognify announced the agreement on December 22, 2018 and the deal closed on December 28, 2018. With Qognify, OnSSI and SeeTec operating under one umbrella, the company is today one of the largest VMS, Video Analytics, PSIM and Critical Incident Management companies in the world, serving midmarket and enterprise organizations. OnSSI has an established presence in more than 100 countries, where its Ocularis and Cayuga VMS solutions are relied upon by education, gaming, government, healthcare, manufacturing, retail, public safety, transportation and utilities organizations. With Qognify's proven pedigree in delivering successful projects for financial services companies, mass-transit infrastructure, large international airports and seaports, as well as smart and safe city projects around the world, the acquisition sees the company establish a dominant global position in both the mid-market and enterprise sectors. SeeTec GmbH is a pioneer of IP video technology and today a leading provider of VMS software in Europe. The Germany-based company was acquired by OnSSI in 2015 and boasts 100 employees, working out of offices across mainland Europe, Dubai, Scandinavia and the UK.

[www.onssi.com](http://www.onssi.com)

## Electronic Locking System for an Italian Bank

Creval – a regional bank in Italy – has chosen eCLIQ key-based wireless access control, a scalable electronic extension of the CLIQ access control system manufactured by Assa Abloy. Retail banking has a need for high security with complex workflows: staff need efficient access; facility managers need the flexibility to provide access permission around individual needs, so not everyone can access every area whenever they choose. The cylinders are fully electronic, protected against manipulation and with 128-bit AES encryption built into both the lock and the key microelectronics. Staff carry a single, battery-powered key, programmed with only pre-authorized access permission. The bank's security manager is now able to grant access at scheduled times and at specific doors, right down to the individual site user level. It is also straightforward to set time-limited access rights for a user key, increasing security if a key is lost. Audit trails and event logs are collected to the same, fine-grained degree. Key management is via software operated from a local PC or securely on the web via a standard browser. In the unlikely event a key is misplaced, Creval administrators can simply delete its validity from the system.

[www.assaabloy.com](http://www.assaabloy.com)

## Milestone Systems Strong in Benelux Market

The Benelux market is responding so well to the Milestone Systems Community approach that the new Milestone Systems office in Breda, Netherlands marks the 10th regional office in EMEA. The facility is not only an office space for the ever-growing local Milestone Systems organization, it is also home to the third Milestone Experience center in EMEA. According to Country Manager Benelux Michaël Fontaine, Milestone Systems has a strong foothold in the Benelux market and has seen high growth rates over the last 5 years.

[www.milestonesys.com](http://www.milestonesys.com)

## Ideagen Acquires Scannell Solutions

Ideagen Plc, a UK-based software developer operating in the governance, risk and compliance (GRC) sector, has announced the acquisition of Scannell Solutions Ltd for a fee of £3.5m. Scannell Solutions is based in the Republic of Ireland and is known for its Software as a Service (SaaS) solutions for Environmental Health, Safety and Quality monitoring and auditing.

Ben Dorks, CEO of Ideagen, said: „The company offers Environmental Health, Safety and Quality solutions via a SaaS platform, so this will enable Ideagen to grow both our SaaS capabilities and accelerate our EHSQ offering.” The acquisition is the first of 2019 for Ideagen and follows a period of excellent growth for the business. 2018 saw acquisitions in the US and UK aimed at growing the company's geographical and service offering as well as expand its current client base. Scannell Solutions currently has around 100 customers, including blue chip companies, such as Coca Cola, Johnson and Johnson, BT and Heineken.

[www.ideagen.com](http://www.ideagen.com)

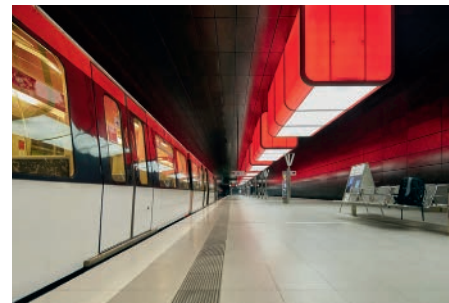


They see the big city.

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Bosch empowers you to build a safer and more secure world. With practical solutions that work in concert to give you peace of mind, no matter how big your requirements are.

Find out more at [boschsecurity.com](http://boschsecurity.com)



## Wavestore Expands Middle East Presence

Wavestore, the British developer of open platform Video Management Software (VMS), has announced the opening of a Middle East office and the appointment of Mustapha Kabbara as its Business Development Director for the region. Reporting to Wavestore's Managing Director, James Smith, and based at the company's new offices in Dubai Silicon Oasis, UAE, Mustapha Kabbara will be engaging with regulatory authorities, consultants and system integrators throughout the Middle East in order to develop new business opportunities for the company's highly acclaimed video management platform which has been developed to unlock the potential of an integrated security solution. Prior to joining Wavestore, Mustapha was the Business Development and Sales Leader for Honeywell, a role he had performed since 2012 and this followed on from a two-year spell during which he held a technical and training management position.



[www.wavestore.com](http://www.wavestore.com)

## Primark On Track with Traka DockSafe Solutions

Primark, the international retailer, is using Traka's dock door and intelligent management solutions to ensure maximum efficiency and safety across its warehouse and distribution centres. Primark operates from eight distribution centres. Its most recent opening was in Islip, Northamptonshire, UK covering 1.1 million sq. ft. of space – the equivalent of 17 football pitches. It has 13 miles of aisles and is a 24/7 operation powered by over 250 committed employees. A key part of Primark's success is its efficient distribution of goods to store to meet growing customer demands. This is a complex operation involving the use of a wide range of technology. To ensure effective turnaround times, Traka's multifunctional DockSafe door dock solution was installed to stop vehicles prematurely leaving goods out bays, alongside intelligent key management systems. DockSafe combines Traka's iFob technology with a unique Susie lock to create a robust protocol where a vehicle must be immobilised prior to the loading dock door being opened. Once goods are loaded, the door must be closed and the loading bay clear of forklifts or personnel, before the vehicle can be unlocked and driven away.



[www.traka.com](http://www.traka.com)

## NIT Signs Distribution Agreement with Idis for the MEA Region

NIT an Ingram Micro Company announced signing a distribution agreement with Idis. With this agreement, Idis's full range of surveillance solutions will now be available across the Middle East and Africa through NIT. It includes the Idis's line-up of powerful IP cameras and NVRs, as well as a choice of video management software (VMS) including the totally cost-free Idis Center and the award-winning Idis Solution Suite that is both modular and scalable in design, making it suitable for multi-site deployments and large enterprise-level applications.



[www.idisglobal.com](http://www.idisglobal.com)

## Shell Improved their Security at Petrochemical Site in Singapore

Shell's Pulau Bukom Manufacturing Site is an integrated oil and petrochemicals site. Based on an island 5.5 km southwest of Singapore, it forms part of a group of islands that have been identified by the Singapore government for petrochemical industrial manufacturing. It is Shell's largest petrochemical production and export centre in the Asia Pacific region. Sepura successfully implemented a new Tetra system on the island, with an employee based permanently on the site for maintenance and repairs. Shell wanted to replace their existing analogue network to improve security, coverage and connectivity. The solution had to provide: A new network with improved coverage and capacity, improved audio quality, a secure mode of communication for user, intrinsically Safe hand portables to the site workers, up to 2000 devices/terminals for use across the network, maintenance management and service support of the network for 10 years and an integration to critical applications. Sepura implemented a Tetra based solution for the site, covering the entire island as well as the ferry terminal and remote docking buoy. In the end, the solution had to provide:



- A new network with improved coverage and capacity
- Improved audio quality
- Provide a secure mode of communication for user
- Provide Intrinsically Safe hand portables to the site workers
- Up to 2000 devices/terminals for use across the network
- Maintenance management and service support of the network for 10 years
- Integration to critical applications

[www.sepura.com](http://www.sepura.com)

## Milestone Systems Expands its Community Approach

Milestone will host its annual industry event in the Americas, EMEA and APAC regions during February, March and April 2019 respectively. During the 'MIPS' event in Nashville, the company will launch a global digital platform called Milestone Marketplace, which will dramatically increase the availability of community-created software applications, hardware and services that integrators and installers use when designing intelligent customer solutions. Milestone Systems has high expectations of the network effect of its platform business model. „With the launch of Milestone Marketplace, we help unleash the innovation power of our partners and make it easier for them to explore new business opportunities outside their existing partner network and customer base. Marketplace will support the co-creation of solutions, allowing our community to give the market's best match to a variety of customer needs and expanding market reach,“ says Chief Sales and Marketing Officer Kenneth Hune Petersen.

[www.milestonesys.com](http://www.milestonesys.com)

## Avigilon Welcomes New Marketing and Communications VP

Alex Asnovich has joined Avigilon as Vice President, Global Marketing and Communications. Mr. Asnovich brings nearly 20 years of global experience in leading marketing and communications for companies in the security, life safety and technology industries. His proven abilities to build and implement successful marketing strategies will be a key asset in Avigilon's growth. Mr. Asnovich's marketing accomplishments led him to be named one of the „World's Most Influential CMOs“ by Forbes Magazine. He holds a B.A. degree from Michigan State University and an M.B.A. from Arizona State University W.P. Carey School of Business. He commented, „Avigilon is a formidable force in the security industry and [the company's] AI and analytics are changing the industry by delivering actionable results. I look forward to helping advance the awareness around the challenges they can help solve. I am thrilled with the opportunity to continue to grow our brand and reach new customers.“

[www.avigilon.com](http://www.avigilon.com)



## Nedap equips Belgian Medical Center

Technology company Nedap has provided physical access control and long-range readers for vehicle identification at the new AZ Zeno medical care center in Knokke-Heist (Belgium). The center, which opened in April 2018, consists of a hospital with a rehabilitation center, an outpatient clinic, auditoria, a public event space and a heliport. Nedap Security Management and Nedap Identification Systems have worked together with local partner EEG on this extensive project. The complete solution for physical access control will also be used to manage staff lockers. With the company's Transit long-range readers, emergency vehicles get swift access to the hospital's premises. [www.nedap.com](http://www.nedap.com)



## Advancis Company News

At the end of 2018 NTA Systemhaus, a qualified WinGuard System Partner based in Mainz, became a new Advancis System Partner. During his visit to the company, Kai Hardt, Sales Director - Security Technology at NTA, received the official System Partner Certificate. The two companies look forward to successful collaboration and working together on further interesting projects. From 20-22 January 2019, together with 52 other exhibitors, Advancis was again part of the German Pavilion at Intersec. Intersec emphasized its importance with more than 1200 exhibitors from 54 countries as well as an increased number of international visitors (around 36,000). The event offers a unique product portfolio for commercial security, information security, fire and rescue, safety, health, homeland security and surveillance. [www.advancis.de](http://www.advancis.de)

## Hanwha Techwin Opens New Manufacturing Facility in Vietnam

Hanwha Techwin has announced that its new 54,543m<sup>2</sup> manufacturing facility at the Que Vo Industrial Park in the Bacninh Province of Vietnam is now fully operational. The strategic decision made in April 2017 to continue the expansion of Hanwha Techwin's global security business by way of \$100m investment in the new Vietnam based facility, has been supported by the Vietnam government's 'Friendly policy' and the securing of various logistics channels for import and export through land and neighbouring ports. The new facility offers Hanwha Techwin the opportunity to considerably increase manufacturing output and reduce costs. Logistics will also be greatly improved, ensuring that orders from the company's distribution partners are fulfilled more efficiently and on time. [www.hanwha-security.eu](http://www.hanwha-security.eu)



## Genetec Awarded Mercury Security Platinum Premier Status

Genetec announced that Mercury Security part of HID Global awarded Genetec the highest level in their partner program, Platinum Premier. The Platinum Premier status recognizes Mercury's select business partners who demonstrate continued market growth, strong integration with Mercury solutions, and shared interest in the open architecture approach to access control. "As a Mercury Security partner and reseller since 2014, we take pride in having achieved Platinum Premier status in just a few short years. Mercury is a key partner in the development of our access control strategy as we are aligned in our efforts to provide innovative and cyber-secure access control solutions based on an open architecture," said Georges Tannous, Director of Strategic Alliances at Genetec. [www.genetec.com](http://www.genetec.com)

[www.GIT-SECURITY.com](http://www.GIT-SECURITY.com)

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  - 20,000 planners
  - 10,000 investors
  - 9,000 architects

[www.intersec-building.com](http://www.intersec-building.com)



messe frankfurt

## STid Secures Police of the University of Texas

The UTA police at has selected Architect Blue multi-technology readers – combining three identification technologies: 125 kHz, 13.56 MHz, and Bluetooth – and the STid Mobile ID solution in order to control access to its premises and facilitate technological migration to advanced security levels. This mobile solution reinvents access control by making identification much more instinctive and user-friendly. It brings the access card to your smartphone using innovative identification modes, in addition to the badge. “We analyzed the solutions available on the market. Ergonomics, a high level of security, and configuration tools that make it easy to implement the solution are the criteria that made STid stand out very quickly. More than 130 users, police officers, and security professionals use STid Mobile ID daily. It is essential for protecting the access to our infrastructures”, says a UTA police chief sergeant.



[www.stid-security.com](http://www.stid-security.com)

## IndigoVision Integrates with Nedap's Access Control

IndigoVision releases new Access Control Integration with Nedap. The IndigoVision Nedap Aeos Integration allows events from Nedap Aeos systems to be seamlessly combined with IndigoVision's security management solution, Control Center, giving complete video and alarm management in a single user interface. With the new IndigoVision Nedap Aeos Integration, users can trigger live video, move PTZ cameras, start recordings and send notification emails automatically, helping to dramatically decrease operator response time. Events from Nedap Aeos can be forwarded to Control Center allowing operators to respond to incidents from a single interface. Examples of supported Nedap Aeos events are: Direct door alarm, door manual unlock, door open too long, badge no access events. IndigoVision's Nedap Aeos Integration is not only designed to keep people safe, but also to give them the flexibility and choice to create a custom security management solution that works for everyone.

[www.nedapsecurity.com](http://www.nedapsecurity.com)

## Comelit Guarantees Fire Detection Range

Comelit UK is now offering a free five year guarantee from the date of manufacture as standard, across its complete new range of fire detection solutions. The Italian security systems manufacturer, known for its high specification solutions, presents an innovative range of automatic fire detection systems, including conventional and addressable panels, that have proven successful across Europe. Already pledging its commitment to the sector by becoming a member of the FIA, and ensuring its complete fire detection range comply with latest standards, Comelit's new five year guarantee provides further assurance and customer peace of mind. Comelit's fire detection range presents solutions to accommodate all building types and facility requirements, with the option to design bespoke systems where necessary. Both, the Atena and Eracle solutions feature, smoke, heat and multi-sensor detectors as well as IP rated devices including sounders and callpoints. Also available are Comelit's Atex solutions that can be used in reference to zones where there is risk of explosion due to the nature of atmosphere and the elements it may contain. And each system comes with accessories to complete installations.

[www.comelitgroup.com](http://www.comelitgroup.com)



## Latest Fire Protection Products at FIM Expo

It's now only a few weeks until FIM Expo returns to the Madejski Stadium, home of Reading Football Club, on Wednesday 3<sup>rd</sup> April. It is an excellent opportunity to get hands-on product demonstrations, have in-depth technical discussions, and compare products between manufacturers – all whilst in a friendly, relaxed atmosphere of a local expo. Organised by the Fire Industry Association (FIA), FIM Expo features many of the UK's leading fire detection and alarm manufacturers and focuses on showcasing the latest products and developments in this sector of the industry. The FIA will also be hosting two free seminars at the Expo. One will outline the changes on BS 5839-1:2017 (the standard for fire detection and alarms) and the second one will focus on the need for competency and qualifications and what this means for the future. Both seminars are CPD accredited and free to attend. FIM Expo is open from 08.30am to 02.30pm on Wednesday, 3 April, and is free to attend. Parking and refreshments are also available free of charge, including a buffet.



[www.fia.uk.com](http://www.fia.uk.com)

## ASIS Europe 2019: Cities of the Future

ASIS International is getting ready for the next edition of its flagship event in Europe. ASIS Europe 2019 – From Risk to Resilience - taking place on 27-29 March, in Rotterdam, the Netherlands, will start with a morning focused on cities of the future. Theo Veltman, Innovation Rainmaker at the municipality of Amsterdam, will set the scene for the conference by sharing Amsterdam's vision: From Smart City to Smart Society. Theo will give insight into: quality of life issues addressed by smart approaches; where the city is in its strategy implementation; how the roles of citizens, public and private companies, and government interact with one another; and key technology concerns. The event will feature an exhibition and Innovation Track presenting solutions to today's complex, connected challenges, a Career Center for coaching, skills, and career advice, plus exclusive networking opportunities for CSO Center members.

There are three ways to attend:

- Leadership Pass with full conference access
- Professional Pass providing great learning at a budget price
- Free Show Pass offering the Career Centre and Innovation Track in addition to visiting the exhibition

[www.asisonline.org](http://www.asisonline.org)

## Ifsec 2019: By the Industry, for the Industry

Ifsec 2019 continues with its strategy of 'for the industry, by the industry', to create the security industry hub for the year, delivered hand in hand with the BSIA, the industry's key association. The 2019 event is driven forward by its partnerships with the SSAIB, NSI, FSA, Association of Security Consultants and the Security Institute, as well as Professional Security Magazine, Ifsec's core security media partner. It's why visitors can expect to see over 27,000 installers, integrators, resellers, consultants, end users and manufacturers, who will all be discovering security solutions at Ifsec 2019. Ifsec also hosts the UK Government Pavilion, which includes representation from the Home Office/JSaRC, Department of International Trade, Defence & Security Organisation and the British Transport Police. The Keynote Arena: High impact, stylish and the centrepiece of the show, featuring inspirational and transformational presentations from leading security influencers. The Converged Security Centre hosted by Vidsys: See converged security information management (CSIM) in real time. The LPCB Attack Testing Zone: Returning to showcase the very best in physical and perimeter security solutions as demonstrated through live tests by our partners from BRE Global/LPCB. The Future of Security Theatre: Hosted by our education partner, Tavcom, this theatre features insights about future security solutions.

[www.ifsecglobal.com](http://www.ifsecglobal.com)

## Securitas Germany arranges CEO succession

With effect from 1st of April 2019, the Supervisory Board of the Securitas Holding GmbH has appointed Herwarth Brune as the new Chairman of the Management Board of the German country organization of the Securitas Group. Brune thus succeeds Manfred Buhl, who is handing over the management of Securitas Germany after 16 successful years and who will remain with the company as a consultant. On 1st April 2019, Herwarth Brune will become the new CEO of the Securitas Holding GmbH, Düsseldorf. The 52-year old manager will thus head Securitas Germany, the largest country organization of the Swedish Securitas Group in Europe. In Germany, the Securitas Group has an annual turnover of around 900 million euros and around 21,500 employees.



[www.securitas.de](http://www.securitas.de)

## Loxal Security Wins Third Secured by Design Award

Loxal Security has been awarded a third 'Secured by Design' stamp of approval for its innovative Face Fix Key Safe. All three of the products feature Loxal's unique Idacs (Intelligent Digital Access Control System) software. The Idacs Face Fix Key Safe is the ideal solution for temporary on-site key management and access control. Comments David White, Managing Director of Loxal Security: "It is fantastic news that our Face Fix Key Safe has been recognised with a Secured by Design Award, the third of our products to achieve this. The common thread through all of our products, is our Idacs software, which sits behind all of our digital access solutions, controlling the interface on which end users can enter their personal access code to gain entry or exit to sites or premises."

[www.loxalsecurity.com](http://www.loxalsecurity.com)

## Dahua Eco-Savvy 3.0 Cameras Integrated

Dahua Technology has announced the integration of its Eco-savvy 3.0 cameras with its strategic partner Ivideon, a cloud video surveillance and video analytics provider. The camera family encompasses a wide range of models featuring real-time high resolution, H.265 compression and smart detection functions to meet the needs of diverse applications. Together with the Dahua ePoE (extended Power over Ethernet) technology for long-range transmission, it provides a cost-effective choice for users who require a balance between innovation and quality. Now all Dahua Eco-savvy 3.0 cameras can be connected to the Cloud via any Internet-enabled devices (PC, Mac, Linux, Web, iOS, Android) from a single account anywhere in the world, without using NVRs, DVRs or Servers. Focusing on creating comprehensive and integrated solutions with 3rd party partners, the Dahua Integration Partner Program (DIPP) benefits partners on both technical and business levels, including in-depth marketing, project and technical support.

[www.dahuasecurity.com](http://www.dahuasecurity.com)

## Siemens: New Campus in Zug

Headquarters of Siemens Building Technologies and headquarters of Smart Infrastructure Operating Company as of April 1, 2019. Total investment: 250 million Swiss francs (CHF). Reference project for smart buildings. Siemens AG inaugurated its new campus in Zug on December 5th. The Siemens Zug campus features a new office building with 1,000 work spaces and a newly constructed production building. The investment volume for new buildings, renovations and related measures amounts to CHF 250 million. The campus is the international headquarters of the Siemens Building Technologies (BT) Division, which has 29,000 employees. Last year it posted worldwide sales of 6.6 billion euros.

[www.siemens.com/build](http://www.siemens.com/build)

[www.GIT-SECURITY.com](http://www.GIT-SECURITY.com)



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# MOBOTIX

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EVENT

# Security in the City of Superlatives

A Review of Intersec Dubai 2019

Year after year, the external exhibition area is very impressive with many fire safety demonstrations



A new record in visitor numbers has underlined what has been the most successful edition yet for the leading trade fair for security, safety, and fire protection in Dubai.

The 21<sup>st</sup> edition of Intersec, which concluded its three-day run on 22<sup>nd</sup> January 2019 at the Dubai International Convention and Exhibition Centre, attracted 34,854 visitors from 126 countries, a 20 per cent year-on-year increase over the previous year (29,000 in 2018).

### Intersec in Numbers

With 1,212 exhibitors from 54 countries, six show sections, 15 country pavilions, live outdoor demonstrations, a drone zone, and the new Future Security Summit, Intersec was at its very best, where new business partnerships shared

the stage with innovative product launches. Organised by Messe Frankfurt Middle East, Intersec 2019 took up a sprawling 60,000sqm at its Dubai venue, with Fire and Rescue forming the largest section, comprising 431 exhibitors.

Commercial Security was the next largest with 375 exhibitors, followed by Safety & Health (142 exhibitors), Information Security (120 exhibitors), Homeland Security & Policing (90 exhibitors), and Physical & Perimeter Security (54 exhibitors).

Andreas Rex, Intersec's Show Director, said: "We put in a lot of effort into making this edition of Intersec the most comprehensive yet in terms of increasing the diversity of our exhibitor range and offering a more engaging conference format, while at the same time returning with improved popular highlights such as the outdoor live demonstration area. A lot of exhibitors used Intersec 2019 to not only announce important strategic business partnerships, but to launch their latest products for the global marketplace. The visitor response has certainly been the most pleasing aspect of the show this year and with the Dubai Expo 2020 coming up, we expect the 22<sup>nd</sup> edition of Intersec in 2020 to be even more successful."

### The Middle Eastern Market

Intersec is supported by the Dubai Police, Dubai Police Academy, Dubai Civil Defence, the Security Industry Regulatory Agency (SIRA), and the Dubai Municipality. A further 35 international government partners, trade associations, and non-profit institutions also participated this year.



◀ Cranes that can tickle high rise buildings



Intersec is held under the patronage of H.H. Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum

Dubai Police was among the hundreds of exhibitors launching their latest solutions, and this year unveiled a hydrogen-powered drone which will be used to survey mountainous and marine areas.

Nearly two-thirds of the world's top 50 security manufacturers were also on-board, including 17 of the top 20 incumbents comprising Hikvision, Dahua, Assa Abloy, Bosch Security Systems, Axis Communications, Flir Systems, Hanwha Techwin, Tiandy Technologies, Avigilon, Infinova, Optex, Vivotek, CP Plus, Nedap, Raysharp, Milestone Systems, and Kedacom.

### Hot Topics

Smarter and safer cities were key themes that resonated throughout Intersec 2019. This was underlined by a Memorandum of Understanding signed at the show between Smartworld, a UAE systems integrator, and Honeywell Building Solutions to implement digitally transformed, sustainable, safe and efficient buildings across the UAE.

The resounding visitor response to Intersec 2019 comes as demand for security, safety, and fire protection in the Middle East continues to climb. According to analysts 6Wresearch, the regional market for physical and perimeter security, commercial and information security, fire protection, and drones, is currently estimated to be worth US\$14.5 billion, with this estimated to grow to be worth US\$31 billion in 2024.

Attracting the most attention on the show floor were AI-based security and surveillance systems with applications across safe city and smart home security systems. High-definition IP-Network cameras and analytics software used across various industries ranging from banking and retail to hospitality and oil & gas were also among those drawing greatest interest.

### Successful Show App

The official intersec Dubai App was a handy tool for exhibitors and visitors, which was provided by GIT SECURITY in collaboration with Messe Frankfurt Middle East. The GIT SECURITY team was proud to receive great feedback from a lot of visitors. Almost 3,100 users downloaded the truly remarkable tool with a 3D floor plan, highlights and theme tours, plus navigating through the halls visiting intersec 2019 was an easy task.

Intersec is held under the patronage of His Highness Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum. The 22nd edition returns in 2020.

### CONTACT

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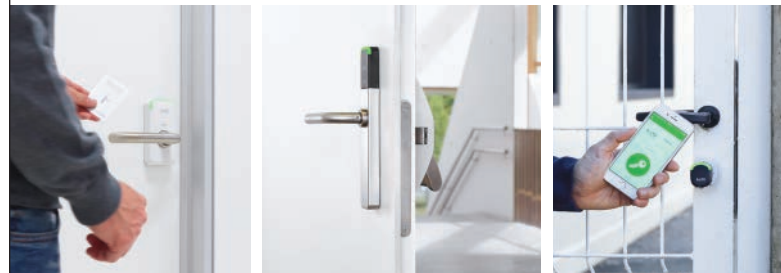
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INTERSEC 2019 IMPRESSIONS

# Intersec Moments

Exhibition Impressions – our Photocol of the Event



With the GIT SECURITY team to the roof tops

After long exhibition hours, visitors were spoiled with the night skyline view

The area around the exhibitor's night was most impressive

Steffen Ebert and Phillip Antoniou at the Mobotix stand

f.l.t.r. Steffen Ebert, Miryam Reubold, Lisa Schneiderheinz and Heiko Baumgartner

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

Flavio Zarlenga presenting the latest Ksenia innovations



A little fun at the huge intersec sign



EVENT

Who can spot Burj Khalifa?



Some of the GIT SECURITY team members tried to blend in with the desert scenery



In all its 829.8m glory: Burj Khalifa, the tallest building on earth



Lisa Schneiderheinz with Chiara Carozzi at the Traka stand



Intersec is supported by the Dubai Police, Dubai Police Academy...



...Dubai Civil Defence, the Security Industry Regulatory Agency (SIRA), and the Dubai Municipality



Some see a weed, GIT SECURITY sees a wish



Nikolas Mangold-Takao of SAST in his interview with us



Ludwig Bergschneider of Grundig (Abetechs)



Joe Granitto and Tim Purpura proudly presented to us their latest innovations at the Morse Watchmans stand



Everybody was raving about the exhibitor's night once again!



In August 2018, Dr. Tanja Rückert took over from Gert van Iperen as head of the Bosch Building Technologies business sector. Before taking up this position at Bosch, she was head of the IoT and Digital Supply Chain business sector at SAP SE. Therefore, Bosch has high expectations of this Doctor of Chemistry. As a proven IoT expert, she is expected to drive, continue to develop and implement Bosch's networking-focused strategy for products, systems and solutions. Tanja Rückert has international experience as a manager in the software sector which, in a time of increasing digitalisation, is seen as the perfect companion to Bosch's expertise on the product side.

## INTERVIEW

# Combining Software Expertise With a Passion for Technology

Dr. Tanja Rückert Talks About Her First 100 Days in This Role

In the IoT age, data is becoming the core component in industrial value creation, with software representing the nervous system of a highly networked world. "I'm very much looking forward to sharing my experience in both sectors at Bosch," said Tanja Rückert when she took up her new position. After 100 days in her new role, Tanja Rückert fielded questions from the press at the head office in Grasbrunn and provided a summary of her first 100 days, and a perspective on the future of Bosch Building Technologies.

## Ready to Face the Future

At the beginning of her presentation, Tanja Rückert explained where she gained experience of the software sector over the last twenty years and how she developed her great passion for key future themes – artificial intelligence, Industry 4.0, machine learning and IoT. She believes that her move to Bosch was motivated on the one hand by the exciting challenge of using her knowledge for continued digital transformation at Bosch, and on the other by how much the company values its customers, society and its employees. Within the first few months, she has already noticed that the values and openness, which partly stem from the company's founder Robert Bosch, are being put into practice. "The passion for technical innovation, the continuous search for improvements and engineering DNA are a sound foundation for the company's digital future", explained Tanja Rückert, before adding: "Among other things, by 2021 Bosch will have invested over €300 million in innovative arti-

ficial intelligence technology and has over 25,000 software developers. Together with our customer proximity and detailed product knowledge, we are for perfectly equipped for IoT and AI."

## Project Experience Makes It Easier to Understand Growth Markets

Security and building technology markets are rapidly changing due to the Internet of Things and increasing networking. Tanja Rückert used a variety of examples to illustrate how Bosch contributes to implementation of high-quality projects, as a solution provider or partner. The experience gained from the implementation of networked solutions is bearing fruit and the use of artificial intelligence has already produced the first results. With conventional building projects, such as construction of the Nove office complex (see p.24) in Munich, creation of a cross-plant fire and intrusion alarm concept at BMW AG, Shanghai Tower, or construction of the international terminal at Cancun airport, the emphasis is on networking and integration of security systems. We can already speak in terms of artificial intelligence with some projects, for example when video analysis technology is used in factory buildings and for protecting the Eurasia Tunnel. Such solutions improve security or use sensors and data analysis to optimise the energy efficiency of buildings and facilities. In the J-Village, the new home of long-established Italian football club Juventus Turin, an integrated energy solution, including maintenance and monitoring, enables very efficient energy management.

## From Products to Data Based Business

During her first 100 days at Bosch, Tanja Rückert has held many meetings with customers and partners, which confirmed that she can rely on the quality and innovation of Bosch products. In her opinion, in recent years a great deal of work has been devoted to product connectivity and the next step – combining product-specific services, such as analytics and process optimisation, in order to create intelligent solutions – is already being implemented. Video-based fire detection using Bosch cameras and the Aviotec system are an example of this. Tanja Rückert believes that the next steps towards data-based business lie in value-added services, such as "Security as a Service", if products become a service, and ultimately in offering data-based, digital business models, ecosystems and platforms. As part of this process, Bosch places its trust in its strong customer focus, integration of sensors, software and services and use of new technology. This technology does not necessarily have to be developed in the designated department, but can also come from other sectors, such as the Bosch Automotive sector, in which development of networked sensors and IoT applications is very present.

"Our customers trust us and we have the right employees, technologies and team spirit. After 100 days, all I can do is thank everyone for their support and look forward to working together in the future," was Tanja Rückert's personal summation of her first 100 days.



## Following the press conference, Dr. Tanja Rückert also found time to speak to GIT SECURITY. We asked her about IoT applications now and in the future – and data protection issues.

**GIT SECURITY:** Tanja Rückert, after moving from SAP to Bosch, are you now closer or further away from the Internet of Things?

**Dr. Tanja Rückert:** In the software sector, we might seem, at first glance, to be closer to the Internet and Cloud applications. In this context, IoT is part of the basic vocabulary. But if you look at things more sceptically, you could also speak ironically about the "Internet without Things". But here at Bosch, I am significantly closer to the "things", in other words the sensors, devices, actuators and therefore also the data.

**Where do we stand when it comes to the IoT in the security sector and what can the IoT do for the sector?**

**Dr. Tanja Rückert:** IoT applications are already part of our everyday lives. With the cloud-based EfiLink platform, for example, we offer remote and online services for security systems. A networked fire detector can tell us, for example, that it has already been in use for 45,556 hours and is now 51.6% contaminated. This type of dialogue is a concrete example of the Internet of Things, which can often seem more abstract. Together with many other examples, the above example of video-based fire detection embedded in a security, alarm and evacuation system shows the power of the IoT. If we manage to integrate more devices – and I am thinking here of devices from other providers – we are well on our way to making our world a safer and more comfortable place, being proactive and making better use of our resources.

**You spoke about the open approach. Standards are needed for efficient use of the Inter-**

**net of Things and manufacturer-independent integration. What expectations does Bosch have for the newly created Open Security & Safety Alliance and what is the role of SAST, the Bosch start-up?**

**Dr. Tanja Rückert:** The new industrial alliance, which we have formed with Hanwha Techwin, Milestone, Pelco and Vivotek, has the objective of developing precisely these standards and specifications in the context of the Internet of Things. It aims to develop standards and specifications for a sector-specific operating system, the necessary IoT infrastructure and common guidelines for data security and protection. Our Bosch-Start-up Security and Safety Things (SAST) is developing a shared IoT platform for this alliance.

**So, in a sense, SAST is supposed to provide the operating system?**

**Dr. Tanja Rückert:** Yes, shared applications only work if you agree upon on a common operating system, specifications and standards. With this initiative, we are laying the foundation for development of a secure and reliable ecosystem for the security sector, for a common marketplace. The alliance and SAST therefore bring together hardware manufacturers, software developers, integrators, planners, consultants, users and other parties.

**The new business sector is now called Bosch Building Technologies rather than Bosch Security Systems. What is the reason behind this?**

**Dr. Tanja Rückert:** The new name encompasses all the aspects of our business better than the old one. We offer security and communications

solutions and, together with the regional building technology sector, provide solutions and services for building security, energy efficiency and building automation in selected countries, which means that we are not limited to security.

**In some countries, such as China, AI applications are being tested and developed without major approval processes. In Germany, you sometimes have the impression that data protection is more important than anything else and also prevents useful projects from being developed. Do you see data protection as a barrier to innovation?**

**Dr. Tanja Rückert:** I mainly see data protection requirements, such as the GDPR and IT security requirements, as an opportunity for us, as for years we have been working, for example, on video surveillance for technologically secure systems with multiple protection using encryption and certificates. Bosch has very high ethical standards when it comes to data protection and keeps all data confidential and secure. The principle of first clarifying ethical questions before the technology takes over without regulation is not wrong. But we have to improve how we communicate with the public, so that society thinks first of the benefits and positive effects of things like Big Data and Artificial Intelligence and not about the limitations and risks.

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## INTERVIEW

# One Operating System and Marketplace for Security Camera Apps

How SAST Sets Out to Build A Security Camera Ecosystem

In September 2018, the security industry saw the launch of Security and Safety Things (SAST) in direct response to current trends for security cameras. SAST is a fully owned but independent Bosch start-up with 100 employees headquartered in Munich, Germany and is cooperating closely with the Open Security and Safety Alliance which was also founded in 2018. SAST announced ambitious goals and the vision to build a revolutionary IoT platform in the security camera segment. At Intersec in Dubai, GIT SECURITY asked Nikolas Mangold-Takao how SAST is moving forward and how far they are with the development of the operating system and the global marketplace.

**GIT SECURITY:** Nikolas, can we start with the bigger picture before we go into details? What is the background of SAST's activities?

**Nikolas Mangold-Takao:** You see more and more things in various areas of our lives and different industries being connected Internet, creating the Internet of Things (IoT). In addition, this is fueled by Artificial Intelligence applications which allows to create new insights and use-cases based on the data of these things. With this we at SAST thought how to turn this into action for the physical security industry, where you see two additional trends: increasing compute power at the edge and increasing internet connectivity. Specifically for video security cameras we see with this the ability to create a new level of edge-based video analytics.

**Can you now give us some more background about what SAST is actually working on to fulfill these demands?**

**Nikolas Mangold-Takao:** We at SAST are creating an open Android-based Operating System for Video Security cameras, which was released end of last year in a first version. We also made a first reference camera model for development purposes available, as well as an Application Marketplace for developers to create and monetize their application. With this we are engaging with application developers who know the industry already but also with IT companies from outside the industry to develop apps on SAST. Overall we are working very closely with the Open Security & Safety Alliance, which was founded on the idea to create new business opportunities for our industry by creating a framework of standards for a common IoT infrastructure and Operating System.

**Can you explain this in more detail and let us know what this means?**

**Nikolas Mangold-Takao:** We are building a secure and scalable global marketplace to deploy and manage software solutions on security cameras. The operating system for cameras will be the similar to what you know from modern smart phones. This will allow developers to build applications on an open software standard, and to market them via the SAST app store, similar to today's app stores for smartphone applications. One concrete example is that we hosted a hackathon where we invited Android and Computer Vision developers, and were positively surprised to see real working applications for a staged museum environment running on our reference camera just after two days.

**Who will benefit from SAST's activities?**

**Nikolas Mangold-Takao:** First of all the users of security systems, since we strongly believe this all will drive more innovation, allow users to have a broader choice of applications to solve their needs and get solutions realized they have earlier not

found on the market. Then of course the members of the Open Security & Safety Alliance work together in order to create a framework of standards and specifications for common components and develop a drive for improved levels of performance for security and safety solutions. And last-but-not-least, we open the security industry and the potential of millions of cameras to application developers inside and from outside our industry. They can provide solutions and know-how based on their vertical expert knowledge and knowledge from other industries.

**At what stage are you at the start of 2019?**

**Nikolas Mangold-Takao:** We have presented a MVP (Minimum Viable Product) of the operating system and we have produced a reference camera equipped with the operating system. Camera manufacturers and application developers can use them to test functionalities. The camera and the operating system are available for tests, so I would say, we are in the phase of a closed beta testing. We are planning to show first applications at ISC West in April this year.

**Can you give us some details about how you developed the reference camera and how you interact with your partners?**

**Nikolas Mangold-Takao:** We work closely together with camera manufacturers and chipset developers. The challenge was to find a universal next generation model as a base and reference that still allows manufacturers to differentiate for example in image technology or Cyber Security. The reference camera is like a building kit. At the end of the day, we as SAST need to make sure that the applications run on the reference camera and commercial cameras built in the future.

**Working directly with chipset manufacturers should deliver you a lot of information about the future of video technology. Can you give us some insights?**

**Nikolas Mangold-Takao:** They are increasingly able to support AI and Machine Learning with the next generation of their high-performance processors. The chipsets you see in your smartphone today have multiple high performance CPUs and GPUs – I am really exciting to putting these kind of chipsets to work in our industry.

**Where do you see the biggest potential for applications?**

**Nikolas Mangold-Takao:** Facial recognition software at airports is an example where you compare a face recorded by surveillance cameras with photos from a database in real-time. Future platforms will go somewhat further than this: It cannot only detect objects in videos but also patterns of human behavior, and it can interpret these in accordance

with the relevant context. Video analysis is also used in the retail sector, in restaurants or the transport sector in order to research customer behavior, waiting times or visitor numbers. In addition to pure data processing, software can carry out additional tasks for video analysis: For example, automatically sending notifications or even initiating measures. And all of this takes place in real-time. The user is therefore dealing with intelligent systems that not only provide unprocessed video footage, but also provide added value. And they don't have to switch cameras for the app installation

**What are other future developments you have seen that will influence the market?**

**Nikolas Mangold-Takao:** In addition to high-performance hardware and specialized applications it will be interesting to see what role 5G mobile technology will play for our market. This new communications standard is due to be launched in 2020 and promises to transfer data 100 times quicker than the current LTE. This not only allows for fast updates or video streaming. Its importance is much more significant: 5G makes the forthcoming IoT revolution possible in the first place. The greater capacities and fast response times of 5G offer numerous new opportunities in the field of network cameras. This will allow devices and systems from our industry to connect with systems from other domains, e.g. intelligent traffic solutions directly over a mobile connection.

**Finally, can you explain to us how your business model works?**

**Nikolas Mangold-Takao:** We are offering the operating system and the development environment for application developers for free. Like other app stores, our business model is to get a revenue share for every app sale via our app store. For companies that develop applications like a video analytics software, this is a very attractive offering as it lowers the costs and hurdles for them to enter the security market. They don't have to negotiate and develop adjustments with every single camera vendor in the market. Our value proposition is visibility on a global market place, based on an established development environment, ready to go with billing and payment services.

**When will the marketplace be ready?**

**Nikolas Mangold-Takao:** At the end of this year, the app store will be online, and we expect the first transactions early in 2020.

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## EVENT

# Facing Modern World Challenges

Review: International Security Expo 2018 at Olympia, London



The two-day International Security Expo in the Grand Hall at Olympia, London, 28<sup>th</sup> to 29<sup>th</sup> November 2018, was co-located this time with the new International Disaster Response Expo.

In his keynote speech on the second day, Ben Wallace, Britain's Minister of State for Security and Economic Crime, stressed the changing security challenges which we face at all levels of the modern world. However, he was particularly concerned about retaining an effective security partnership between the UK and Europe in the aftermath of Brexit, so as to protect the public from terrorists and criminals.

Within the 8,000m<sup>2</sup> Grand Hall, the ISE event showcased security solutions from more than 300 exhibitors around the world and featured 205 speakers in a total of 13 high-profile Conferences and Workshops encompassing every major aspect of the security industry.

The Conferences included: Aviation & Border Security; Critical National Infrastructure; Designing Out Terrorism; Education Security; Facilities Management Security; Hotel Security; Retail Security; Maritime & Transport Security; Protecting Crowded Places & Countering Terrorism; Night-Time Economy Security; Crisis Response & Business Continuity; Cyber, Data & Information Security.

A fascinating new feature was the Protecting Urban Spaces Demonstrator. In this 300m<sup>2</sup> area some 30 products and technologies were pulling in the crowds to the scenario-based Drone & Counter-IED Demonstration Area.

## GIT SECURITY Top Ten

The event in the Grand Hall at Olympia, London, showcased a wide range of practical solutions, including a host of ingenious product innovations from exhibitors. Accordingly, we at GIT SECURITY have picked out below ten of those technologies at International Security Expo, which particularly attracted our editorial interest, featuring them alphabetically for your ease of reference.

- We start with the new version WinGuard X4 from Advancis. It is a vendor-neutral, scalable, open architecture, command-and-control platform, integrating and unifying the control of disparate security, building automation, IT and communication systems through a single interface for real-time incident handling. It is of most benefit in major infrastructure projects, typically ranging from datacentres, banks, office blocks and prisons to public utilities, schools, sports stadia and museums.
- Next, physical security specialists Cova Security Gates launched an interesting new Hostile Vehicle Mitigation (HVM) product. Their surface-fixed bi-folding gate has been engineered to protect against a Class N1 vehicle weighing 3500kg (7700lb) impacting at 30mph (48km/h). Heras provides an impressive level of protection against vandalism, intrusion and terrorist activity, thanks to the combination of its anti-climb 358

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Thumbs up for ISE on the Cova Security Gates stand!



SkyWall 300 drone capture system from Openworks Engineering

mesh system, secure foundations and security toppings, such as barbed wire. The product range includes the Zenith SR1, SR2 and SR3, each offering a different level of protection depending on customer needs. The most robust, triple skin Zenith SR3 will protect critical assets such as high-security areas in power stations, research centres, oil and gas terminals, military and utility sites.

- Honeywell Security were busy demonstrating to visitors the features and benefits of their cloud-based Maxpro Cloud integrated security and business intelligence system, one of the first innovations from the group's Connected Building Solutions platform. Designed for small- to medium-sized enterprises (SMEs), it provides real-time, scalable, access control and video surveillance, all to your mobile device for on-the-go management and protection of your people, property and assets in single or multiple buildings.
- iCetana were showing AI-assisted video monitoring. iCetana's software solution uses artificial intelligence to automatically self-learn 'normal activity' on every camera and only display 'abnormal activity' in real time. The system is machine learnt, in real time and infinitely scalable, without the need for complex rules and continuous maintenance. Operators can respond to exceptional security, safety and operational issues when it matters, and nothing is missed.
- The costly, enforced closure of Gatwick Airport runways before Christmas owing to rogue drones has spurred the quest for viable solutions to the problem. The innovative SkyWall 300, mounted net capture system, independently evaluated by the US Government at their Black Dart event in Indiana over a two-week period in September 2018, is shown to reliably neutralise the threat from commercially available, rotary and fixed-wing drone types overflying critical national infrastructure (CNI), airports, borders, prisons, public buildings, VIPs and so forth. The solution is available from an ISE exhibitor and OEM Openworks Engineering. SkyWall 300 neutralises drones at range by launching a projectile which is timed to deploy in front of the target and entangle it in a net.
- SafeLane Global counter explosive and hazardous material threats and security risks (such as in aircraft, using a detection dog team as pictured here in North Africa). SafeLane are expert in the clearance of land mines and explosive remnants of war (ERW) – on land and in water, successfully delivering detection, protection and area clearance.
- Smiths Detection has gained ECAC EDS CB C3 approval for its innovative Hi-Scan 6040 CTiX checkpoint scanner based on Computed Tomography. This eliminates the need to remove electronic devices and liquids from hand luggage, thus expediting screening at passenger checkpoints, giving a better passenger experience and reducing operational costs. The impressive 0.2m/s belt speed and low false alarm rate also speed up the process. And, to minimise upgrade costs, the new scanner is easily incorporated into existing checkpoint lanes.
- Winsted experts are on hand with their free, five-star design service, addressing the precise demands and ergonomics of your control room operations, to markedly reduce fatigue, improve comfort and optimise efficiency. To assist this, Winsted's WELS4 control room design software now comes



Mine clearance, EOD & IEDD training in Saudi Arabia by SafeLane Global

- with a completely redesigned user interface, faster graphics engine and expanded work surface and side panel options.
- Attracting a regular flow of visitors, The Body-Worn Cameras manufacturer Wireless CCTV (WCCTV) offer live transmission of video, two-way audio, real-time alerts and GPS information via 4G, 3G and wi-fi connectivity. It is a single unit, with no external cables, battery packs, transmission units or tethering. The transmission element enables a remote connection to a body-worn camera in the field, allowing an operator to view live video, communicate with the wearer and understand their position via GPS. Alternatively, wearers of the device can send an alert back to a control room, monitoring station or command centre with their live video, GPS location details and a request for assistance.

The ten stands on which we have focussed give you an appreciation of the more significant and innovative security technologies which attracted 11,753 visitors from over 75 countries to the Olympia, London, exhibition centre. The eagerly awaited 2019 International Security Expo will be held from 3rd to 4th December at the same central London venue. Register your interest for 3 & 4 December at [www.internationalsecurityexpo.com](http://www.internationalsecurityexpo.com)

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[www.internationalsecurityexpo.com](http://www.internationalsecurityexpo.com)

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## EVENT

# The Countdown Begins

Sicurezza and Smart Building Expo will be back at Fiera Milano

The next edition of the Sicurezza Trade Fair will be back in less than a year, from 13 to 15 November 2019 at the Fiera Milano. This is Italy's trade fair for the security and fire sectors and an important international event for European players. There will be an additional pavilion with a focus on training in the security and fire-fighting industry.

Security technologies are everywhere, from our homes – the residential sector has been growing consistently in the past few years, also thanks to government incentives – to our cities and workplaces. And the well-established Italian trade fair is getting ready to provide an overview of the current market. Video surveillance, which has always been well represented, is already a widespread industry, but video cameras are enhancing their performance and are more and more sophisticated, smart and an integral part of complex systems. This is leading to a multiplication of situations that are becoming test-benches for the most innovative technologies, providing HD images and being effective under any kind of lighting and weather conditions. The recent debate in Italy about the possibility to install video cameras in kindergartens and hospices says it all. The aim is to turn this technology into a tool that can simultaneously be a deterrent and a defense, while respecting everyone's privacy.

A spotlight will also be on other new developments in the security industry: the access control sector is getting smarter, thanks to electronic locks

and increasingly sophisticated biometric solutions, which can archive and monitor thousands of different users. On the other hand, the anti-intrusion segment is becoming progressively more oriented towards the integration of home or office management functions that can be controlled remotely via apps. State-of-the-art modular solutions and data transmission systems allow for the transfer of vast quantities of information in real time from all the various types of sensors, with the possibility to identify anomalies and immediately monitor situations and activities.

## Security Responsibility

Besides efficiency, new security technologies are asked to face an important challenge, especially in view of the recent enforcement of the General Data Protection Regulation (GDPR). Data processing is even more challenging because securing data goes beyond protecting it and preventing risks. In the Internet era, the security of data, things and people is a strategic asset to ensure the benefit and effectiveness of any type of technology. Security is no longer just a technical matter but

a corporate governance responsibility. Whether we are talking about companies, cities or shopping centers, security-related decisions are a value on which clients base their idea of reliability.

In this ever-changing context, players' competency becomes essential because security has become a topic for many people: constructors, designers and installers (who must comply with the GDPR) as well as major users and private citizens who can now integrate their security systems, thus being a resource for the entire community. The security culture is something that any constructor and representative of the supply chain is asked to feed continuously. Sicurezza 2019 will consolidate all this with a rich program of high-profile meetings, organized in collaboration with associations and publishers, and inform and update all the players of this industry.

## Smart Building Expo: A Stronger Synergy

After the success of the first edition, Smart Building Expo, the event organized by Fiera Milano and Pentastudio, will be back stronger than ever to



provide designers, system integrators, facility and energy managers as well as public administration with a richer and more complete offering, which includes smart buildings. The two events will be very synergetic (Smart Building will take place in Pavilion 6 together with a part of the Sicurezza trade fair) and will have shared content, thanks to a schedule that includes cross-cutting topics.

Smart Building Expo has always focused on the market's evolution and the 2019 edition will add new product sectors to those traditionally covered in the home and building automation field. The world of electricity self-generation, especially using photovoltaic technology, with a natural opening towards e-mobility infrastructure will join energy efficiency and smart lighting. The concept of Audio Video Control will extend to the outdoors, as an integral part of a smart city.

The design and start-up areas will be implemented thanks to collaboration with some major Italian business incubators and accelerators. The Smart City area will be the newest introduction to the 2019 edition, which will put the limelight on 5G deployment as an infrastructure that will en-

able new applications in an urban environment. To mark the investments in this strategic area, which is open to future development, Smart Building Expo together with a few institutional partners is organizing an important international conference that will take place during the trade fair. It will attract a highly qualified international audience who will help to enrich the event through best practices.

**CONTACT**

**Fiera Milano S.p.A.**  
Tel.: +39 02 4997 6221  
[www.sicurezza.it](http://www.sicurezza.it)

**Taking place simultaneously, the two trade fairs have complementary points of focus that will interest security and safety professionals, developers, architects, installers and users alike ▶**



more info at [www.PRO-4-PRO.com/security](http://www.PRO-4-PRO.com/security)

# Security Products

## Processor for Enterprise Video Walls

Barco has introduced an addition to its LCD video wall platform: UniSee Present is a media-focused, content-management solution for large video walls, enabling users to manage media content on the wall more easily. A huge step forward in ease-of-use and ease-of-installation, the Windows-based video wall processor comes with a pre-installed application suite. It is designed for small and medium-sized walls – up to 16 HD panels – has BYOD support with a browser-based UI and fast selection of predefined layouts and sources. Most popular media file formats such as videos (MPEG, etc.) and photos (JPEG, GIF, etc.) can be displayed as well as commonly used Microsoft Office applications such as PowerPoint slides, Excel sheets and web pages via Chrome. Using an external frame grabber allows multiple external sources to be easily connected via HDMI and displayed.



[www.barco.com](http://www.barco.com)

## Analogue DVR at 4K

TeleEye, a supplier of video surveillance systems, has introduced an analogue HD DVR, the JN6916, to their latest analogue product line, which brings an enhancement to AHD digital video recorders. The company's JN Series is designed to overcome the difficulties of installation from SD to 4K; setting up the DVR as part of a surveillance system is simple. Although the device is compatible with 4K, it is very low latency. When users monitor their sites through this device, they get the information and the pictures in real time as the latency gap is much lower than for an IP-based surveillance system. The DVR incorporates H.265 video compression technology, resulting in a bandwidth saving of up to 50% compared to the standard H.264 compression. It is also compatible with 4SATA HDD and up to 8TB per HDD that provides a large data storage capability.

[www.teleeye.com](http://www.teleeye.com)

## Health and Safety Induction Check

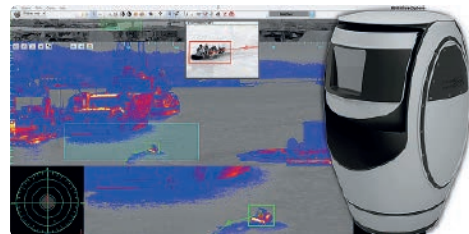
Johnson Controls has announced the release of CEM Systems AC2000 v10.1 access control system, which contains a number of new features that improve functionality and help to mitigate health and safety risks. The Health and Safety (H&S) Induction Check application for the company's emerald intelligent access terminals allows cardholders to self-certify with a card swipe on the terminal once they have completed H&S induction training and before they are provided access to a site. The application automatically records induction completed date on the AC2000 system, helping to mitigate the risk of H&S incidents and report on who has, and hasn't, completed training. Support has also been added for the MorphoWave Compact frictionless biometric access reader, SimonsVoss SmartIntego wireless locking solutions and STid Architect range of RFID readers.

[www.cemsys.com](http://www.cemsys.com)

## Thermal Imager

The Spynel panoramic thermal sensor range from HGH Infrared Systems consists of five panoramic thermal imager models to answer recurrent security and defense needs. Critical infrastructure protection, surveillance of ships, border security, FOB protection and human intrusion detection or drone flyover tracking are all supported with thermal sensors. All the company's security sensors are operated by Cyclope, an advanced image processing software that analyzes the panoramic images day and night in real-time. Spynel-M is a compact 360° thermal imager, often carried in a backpack to be deployed in remote places, or ensuring the security of a VIP procession, for example.

[www.hgh-infrared.com](http://www.hgh-infrared.com)



EVENT

# Preview: Intersec Forum 2019

## Connected Security Technology in Tomorrow's Buildings

Update your specialist knowledge at the interface of connected security technology with modern building automation and technical building services equipment.

The Intersec Forum 2019 offers expert knowledge and networking on two conference days parallel to the ISH, one of the leading trade fairs for HVAC + Water in Frankfurt am Main. Register now for the fourth Intersec Forum on 12 and 13 March (Tuesday and Wednesday) 2019 in Hall 10.3 of ISH. Take advantage of the compact offer of a high-ranking conference, professional networking and direct industry proximity to the suppliers of modern building automation.

Digitisation in modern building planning is progressing – and with it the implementation of data protection regulations, new technologies, norms and standards. Find out what they entail for planning, installation and maintenance and what new business models will result from them.

Take advantage of around 30 expert speeches during two intense conference slots on Tuesday and Wednesday. Participating in the conference will be included in your ticket for the ISH trade fair. "The Intersec Forum is closely linked with the challenges of planners and installers for building-services and security systems. Thus, the Intersec Forum as annual conference for connected security technology complements ISH perfectly. ISH offers conference participants a first-class overview of



Panel Discussion f.l.t.r. Günther Mertz (BTGA), Michael Wolf (GA-tec), Tobias Dittmer (BTGA)

the sector while Intersec Forum gives ISH visitors an excellent opportunity to update their specialist knowledge", says Wolfgang Marzin, President and Chief Executive Officer (CEO), Messe Frankfurt.

**CONTACT**

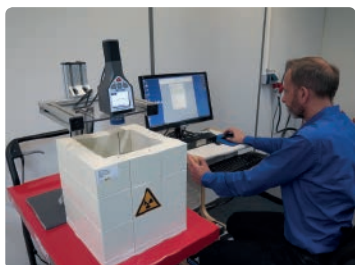
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[www.intersec-forum.com](http://www.intersec-forum.com)

## Security Products

more info at [www.PRO-4-PRO.com/security](http://www.PRO-4-PRO.com/security)

### Flir Opens Regional Service Centers for CBRNE Detection Products

Flir Systems announced the opening of regional service centers in Frankfurt, Germany and Dubai, United Arab Emirates to support its customers that use chemical, biological, radiological, nuclear, and explosives (CBRNE) threat detection products. The new FLIR service centers will provide its CBRNE product customers with local options for maintenance and support and demonstrates FLIR's ongoing commitment to customer satisfaction. The two facilities are now providing maintenance and support capabilities for specific product families. The Frankfurt facility supports legacy Flir identiFINDER and identiFINDER-R400 products, formerly known as the identiFINDER-2, while Dubai supports the Fido X2 and X3 products. Later this year, each facility will expand its service capabilities to more Flir CBRNE products. The new centers will provide customers faster product service response times.



<https://detectionsupport.com>

### Cameras with Failover Technology

A range of inexpensive, high-performance 2MP cameras has been launched by IDIS for applications that require good surveillance quality within a tighter budget. The value range includes both full HD dome and bullet cameras and still comes with analytics, night-time image capture, protection against image data loss as well as a dual codec combined with the IDIS Intelligent Codec to deliver significant bandwidth and storage savings. Premium features include video motion detection, an active tampering alarm and trip zone analytics. The cameras work even at night, with IR image capture and True Wide Dynamic Range (WDR) under varied lighting conditions. Protection against image loss and gaps in recording are important so the IDIS Smart Failover technology guarantees continued data capture during a wide range of potential fault conditions, ensuring that recordings are automatically updated without any gaps once the fault is resolved.



[www.idisglobal.com](http://www.idisglobal.com)

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FIRE SAFETY

# Peace of Mind

A Relaxing Experience for Staff and Guests: Amthal Employs Fire Protection and Security at Spa



To ensure new requirements are fitted without compromising on aesthetics of the new spa, Amthal has worked closely together with the Management of the Hotel

As Sopwell House drives forward with a £12m spa development programme, Amthal is working closely in partnership to ensure it is delivered to create a safe and secure environment for guests and staff.

**S**opwell House is a Georgian country House Hotel, which is owned and operated by AB Hotels, and presents a luxury 128 bedroom hotel, country club and spa located south of St Albans, Hertfordshire, England.

### The Construction Process

Construction on the new spa facilities, including a 430 square meter outdoor-space garden, has begun and will be opening in early 2019. Amthal has been the security partner of choice at Sopwell House for three years covering all aspects of

fire and safety maintenance. The fire and security specialist is working closely with the construction team on site to ensure new requirements are fitted without compromising on aesthetics of the new spa.

Says Alon Bejerano, Project Manager at AB Hotels: 'This is a very exciting chapter for Sopwell House, and a significant investment that we are all looking forward to presenting to our guests. Whilst its core objective is to offer the latest and greatest luxury amenities; it is integral that it can be enjoyed in a safe and secure environment.'

'Having Amthal as our existing security partner on board right from the early stages of the design, and specification of the spa development is key. The team could offer advice and practical support on how and where to install security measures to blend with their surroundings, without affecting the experience for our staff and guests.'

### What was Installed?

In hotel security, one of the biggest challenges presented, is to enable balancing a welcoming and relaxing environment that doesn't compromise on the safety of guests.

Amthal currently maintain all existing fire and CCTV systems throughout Sopwell House. And for the new spa facilities, Amthal is installing latest IP CCTV together with access control integrated with the main hotel and extending the fire systems, again from the main hotel building.

Paul Rosenthal, Sales Director at Amthal Fire and Security added: 'Today, hotel guests have higher expectations than ever, including personalised experiences and the opportunity to create memories, even if it's just an overnight stay. With more focus on guest experience than ever before, it's critical, luxury hoteliers such as Sopwell House continue to evolve their offerings to meet this demand.'

"This all has to be achieved with guests assured they are safe and secure, expecting a home from home experience. They need peace of mind in the physical sense and also with consideration of increasing reliance on integrated systems through the Internet of Things. At Sopwell House, it has taken careful planning and a close working partnership to achieve these objectives for fire and security services for the new spa facilities and hotel as a whole."

Independently owned, Amthal Fire & Security is dedicated to satisfying end user needs for security safety and convenience offering design, installation, service and remote monitoring of advanced electronic fire and security solutions, including intruder, Fire, Access and CCTV systems.

Amthal Fire & Security is accredited by the Security Systems and Alarm Inspection Board (SSAIB) United Kingdom Accreditation Services (UKAS) and British Approvals for Fire Equipment (BAFE.)



A 430 square metre outdoor-space garden invites guests to relax. All the while, Amthal's security systems operates in the background, creating ease of mind for guests and staff

### CONTACT

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Hertfordshire, United Kingdom  
Tel.: +44 1727 854231  
[www.amthal.co.uk](http://www.amthal.co.uk)

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## COVER STORY

# 4K Cameras 4 Safe City

## Belgian Police Safeguard Lokeren's Citizens with Sony Cameras

The right video security camera can make the difference of merely having recorded images to having images that reliably deliver quality and insight when needed the most. And when image quality meets exceptional reliability the right camera also delivers the most value in any project. Police in the Belgian city of Lokeren can now respond more effectively to criminal incidents – thanks to an upgraded video surveillance solution featuring 120 Sony security cameras including the rugged SNC-VM772R 4K minidome camera.



Sony's powerful 4K camera SNC-VM772R is an excellent choice for city surveillance ►



In their control room the City police of Lokeren safeguards the city with Sony 4K

## Today's Cities Face Greater Awareness Challenges

Whether requiring cameras to monitor and help regulate traffic, assist in city and public venue surveillance or help gather information for decision making, city departments, emergency and law enforcement agencies require clear and reliable footage and data. Modern video security solutions meet these challenges to provide the best possible image 24/7 and they rely on high resolution cameras with outstanding outdoor performance.

Out of the Sony portfolio, two camera types are often chosen for safe city applications. Sony's 640 Series (G6-R) cameras deliver exceptional image quality in any situation. Available in vandal- and weather-proof versions these cameras can deliver clear and reliable footage when it matters the most. The outstanding performance of Sony's powerful 4K camera SNC-VM772R makes it an excellent choice for tracking and managing of public spaces and venues.

## Fighting Crime and Vandalism

Like all urban centers, Lokeren faces the challenges of crime, vandalism and antisocial behavior in its streets, public buildings and open areas. Until recently, the municipal police force relied on analog security cameras to assist with detecting and responding promptly to incidents. However, these cameras' limited resolution and image quality often prevented efforts to prosecute individuals as they could not be successfully identified.

In response to requests from citizens to maximize their safety, Lokeren police chiefs and city politicians pledged to upgrade their video surveillance capabilities. In particular, the urgent need was identified to improve the accurate recognition of suspects caught on camera – an even greater challenge at night or on dull, poorly-lit days.

## Move to 4K and Low-Light Performance

Security specialists DS-Consulting therefore recommended upgrading Lokeren's video security to a combination of Full HD and 4K network surveillance cameras. A competitive comparison by DS-Consulting saw Sony's outdoor minidome and fixed box-type cameras compare favorably with other brands.

"There was only one choice when we compared the image quality of Sony's security cameras against other market-leading brands" states Emiel De Smet of security specialist DS-Consulting. "They offer so much more detail and clarity – and that makes all the difference in critical surveillance applications."

In particular, the rugged SNC-VM772R 4K minidome camera delivered significantly better images in tough low-light conditions. The camera's large-sized Exmor R CMOS image sensor allows it to capture more light than ordinary sensors. This allows it to 'see' suspicious activity clearly in conditions of almost complete darkness, where less sensitive cameras struggle.

## Video Management Integrates 120 Cameras

Installed by Belgian integrator Seris Technology, the complete surveillance solution features a video management platform by Genetec Security Center plus 120 strategically located Sony cameras, providing 24/7 coverage of city center streets as well as public buildings including Lokeren's police station, central library and city hall.

The new cameras give police a clearer picture of criminal activity in the city streets, assisting with the positive identification of suspicious persons even at night and in low light conditions. Round-the-clock video footage is routed via an optical fiber network, where images are monitored in the central dispatch office at police headquarters.

Since the cameras' installation, city police has seen a reduction in crime levels, accompanied by greater peace of mind for residents and visitors.

## CONTACT

**Sony Video Security driven by Bosch**

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Tel.: +49 89 6290 1647

sony.emea@bosch.com

[www.boschsecurity.com/sonyvideosecurity](http://www.boschsecurity.com/sonyvideosecurity)

## VIDEO SURVEILLANCE

# Go for Gold

## Dahua Technology Safeguard the 2018 FINA World Swimming Championships

On December 11 to 16, 2018, the 14<sup>th</sup> FINA World Swimming Championships was held at the Olympic and International Expo Center in Hangzhou, China. Nearly 1,000 world swimming stars from 178 countries and regions competed here, creating a new glory with breaking 9 world records and 22 event records.



The World Swimming Championships is one of the world's highest-level international swimming events. It is also the highest-standard individual international sporting event ever held in Hangzhou. For an international sporting event of this scale, the safety and security of the venues are of paramount importance. As an important guarantee force for the security of the World Swimming Championships, Dahua Technology ensured the event's safety with the host spirit and a great sense of responsibility. Dahua Technology once again shouldered the mission of guarding international events after successfully guaranteeing the G20 Hangzhou Summit.

### Solution

In the periphery and outside of the venue, important entrances and exits, various passages and commanding points in the venues and security commanding headquarters, Dahua Technology provided a complete set of professional intelligent security monitoring equipment and system solutions, assisted the security department to establish security command headquarters, refined the security deployment of the venues and realized the full coverage of security monitoring from the periphery to the stadium and from the bottom to the commanding heights, facilitating the safe and smooth host of the 2018 Hangzhou FINA World Swimming Championships.

### Intelligent Equipment Safeguarded the Venues

At the venue of the 2018 Hangzhou FINA World Swimming Championships – the surrounding area and interior of the Hangzhou Olympic and International Expo Center, Dahua Technology has teamed up to deploy a number of professional intelligent HD PTZ cameras, fiber cameras, bullet cameras, domes, transmission and other intelligence equipment, covering all areas within the venue, which helped the security department to control all corners inside and outside the stadium in real time so that to ensure the safety of the venue and the event.

### Intelligent Security System to Meet Advanced Security Needs

Dahua Technology combined the requirements of "first-class venue facilities, first-class organization guarantee, first-class opening and closing ceremonies, and first-class city image" in the Championships, focused on key links and built a set of intelligent security video management system with the support of advanced technology plat-

form. It integrated control system, storage and management, and enjoyed the advantages of simple deployment and operation, flexible combination, excellent performance, and a high level of security and stability. It turned the cameras inside and outside the stadium into „smart brains“ to guarantee the safety of every corner of the Championships, meeting the high-level security needs of the event.

### Visualized Practice Enhanced the Efficiency of Command and Dispatch

At the security command headquarters of the site, Dahua Technology set the command and dispatch of the security department as the core, with high-definition tiled LCD screens as the display carriers and brought more intuitive and flexible display and control to the security management of the venues before and after the event to ensure the real-time handling, efficient command and visual control of the entire venues, thus winning the praise of the security department leaders.

### Escort Awards Ceremony, Presenting „Aquatic Glory“

On the evening of December 16, the 2018 FINA Annual Awards Ceremony was held at the Hangzhou International Expo Center. As a ceremony of the most authoritative awards, with the largest scale and the greatest number of world-class swimming athletes in the global water sports field, Dahua Technology assisted the security units to reuse a large number of equipment around the venue, including intelligent cameras, storage, management platforms and display control equipment, making sure the ceremony was successfully being held.

### Benefit

As an essential force in the escort 2018 World Swimming Championships, Dahua Technology actively devoted to the security work. Stationed professional and technical personnel were responsible for on-site equipment support, achieving zero failure of the equipment, successfully completion of the tasks, and winning the praise of the security department leaders.

### CONTACT

Dahua Technology  
Dusseldorf, Germany  
[www.dahuasecurity.com](http://www.dahuasecurity.com)

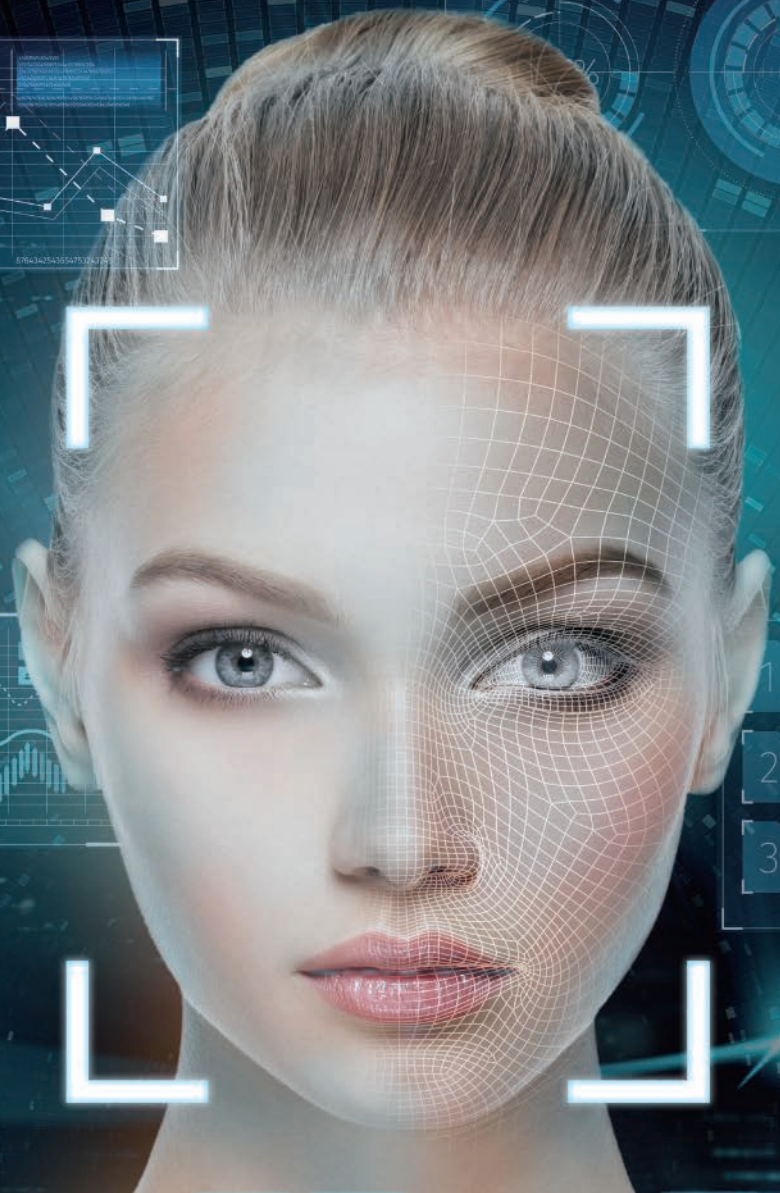


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\* In independent testing by NIST in 2017, the product achieved the highest level of facial recognition performance in the world in a comparison test.

**A Better Life, A Better World**

## SMART CITY

# On the Way to New Cities

How IoT Sensors, Connectivity and Data are Enabling the Smart City

Epko van Nisselrooij, Business Development Manager for Smart Cities at Axis Communications

The forecasts for 2050 say that 70 percent of the world's population will live in metropolitan areas. This may sound good, but how will the cities react to the growth? City administrations, authorities and many other organizations have already been confronted with major challenges – and are advised to work on a plan for the future. Lots of companies develop proposals on how cities can become more efficient, environmentally-friendly and, in particular, smarter. The purpose: saving resources and increasing the quality of life of the residents. Epko van Nisselrooij, Business Development Manager for Smart Cities at Axis Communications, gives GIT SECURITY an insight into the possibilities that IP technologies may provide.

**GIT SECURITY: If you look up the term Smart City in a search engine on the Web, you will find lots of different websites and terms. What is your definition of a Smart City?**

**Epko van Nisselrooij:** Lots of companies focus on individual aspects such as parking, healthcare, energy or transportation; everything under the slogan „smart“. At Axis we took a different approach; for us „smart“ also means using networking technologies that are based on data. What is important here is that Smart City projects usually have three common technological key elements: IoT sensors, connectivity and data. The ‚sensors‘ are all integrated devices that deliver information to the network and, in our case, are IP cameras. The ‚connectivity‘ will be ensured by fixed or wireless networks and ‚data‘ means the saving, analysis and presentation of real-time or historical data. A powerful platform will be created if these three items are connected. On this basis, city administrations, public authorities or offices can trace pro-

cesses and procedures much more efficiently and take decisions based on data.

**Can you give us a practical example of a Smart City application?**

**Epko van Nisselrooij:** Think of smart waste management: sensors in waste glass containers can deliver information about how full they are to disposal companies. They can then plan the emptying of the individual containers better. Or smart parking solutions: sensors can recognize available parking spots, which are then displayed to the driver either on digital signs along the street or via mobile apps, so the driver can easily find a free parking space.

**Axis has become known as a manufacturer of network cameras and safety solutions, and cameras are omnipresent in city life, providing protection and safety. How does Smart City fit in your concept?**

**Epko van Nisselrooij:** A Smart City can only develop if the citizens feel safe. Who would be interested in free parking areas if it is too dangerous to go into the city center? You are right, our cameras are not new in the cityscape. On the contrary, they are part of the security and protection solution and allow the police and other first responders to react efficiently to incidents and emergencies. But their purpose does not end there. Since the cameras act as sensors, it only makes sense to use the data that they generate.

**In what way can network cameras improve life in a city?**

**Epko van Nisselrooij:** Nowadays, cameras collect and analyze the traffic flow with sensors and software. This makes particular sense at public transport hubs. Thanks to data analysis, the transport companies can take preventative action by reacting to increased passenger numbers. For traffic management, integrated sensors can count the ve-



© Axis Communications

The three elements of IoT sensors, connectivity and data make it possible for city administrations and public offices to better understand processes and procedures and to take qualified decisions on the basis of sound data

hicles, record their average speed and lane utilization or classify the types of vehicle. Weather factors such as heavy rain and snowfall can also be included. These all assist city administrations to prepare much earlier for traffic jams and to check the situation on video feeds, which will help to monitor the resulting resource deployment and reduce the response times. Or think about environmental protection: network cameras with special sensors can measure environmental parameters such as the air quality, the concentration of gases like CO<sub>2</sub>, the temperature, air humidity or water quality and these can be analyzed using the relevant software. The different data records deliver essential information about the condition of the air, pollution levels or weather conditions and can be used for efficient urban development, traffic planning, environmental protection or preventive measures.

**You have already started work on Predictive Analytics – this has to do with crime and disaster prevention – and work out corresponding solutions together with your business partners. Can you give us a practical example of a completed project?**

**Epko van Nisselrooij:** The 'Green Light Project' safety initiative in Detroit, for instance. Crime prevention is being supported by intelligent surveillance here. It allows the authorities to automatically identify potential incidents so they can then respond more rapidly. The story behind this is that, in 2015, city officials found out that a high number of violent crimes took place near gas stations. The best chance for the police to prevent or stop crimes in a city is to intervene as rapidly and with as much information as possible. If police officers get into a situation unprepared, it will be more



Cameras capture and analyze traffic flow using sensors and software. This is particularly beneficial at central traffic junctions or public transport terminals

difficult to control. As well as a comprehensive information campaign for service station operators, the police now also use video surveillance. Simply the installation of more cameras was not the approach, but the networking of the existing video streams from the station operators, which are now made available to the police in real time. And the results are very worthwhile – the number of violent crimes has been reduced by 50% and other companies are also interested in participating in the 'Green Light' project.

**Let's talk about 'The safety of safety'. There is an overlap between the subjects of 'Critical infrastructure' and 'Smart City'. Cyber-attacks on critical infrastructure are extremely relevant for all citizens, so how do you see this issue in the Smart City projects that you mentioned?**

**Epko van Nisselrooij:** Cybersecurity is essential, and there is no exception. The technological aspects of Smart Cities such as connectivity, big data and IoT make cities even more vulnerable. Nevertheless we cannot delude ourselves – Smart City projects are also a potential target for cybercriminals. Addressing those threats can only be achieved in cooperation with companies and different interest groups. It is only possible to be secure if all interested organizations in the urban ecosystem comply with the security policy standards. In this context, cybersecurity is not a universally applicable solution or a product, but should always be established according to the particular requirements. There are a number of rules that need to be taken into account: it is essential that integrators and installers keep installed devices current with new updates and apply a professional

virus scanner. Some important points are setting up a strategy for passwords, managing remote access and assigning responsibility for the regular maintenance of software and networked devices. Sales channels such as Value-Added Distributors should also consider the subject, in particular when devices are purchased from a manufacturer or sold under another brand, i.e. OEM/ODM devices. In such cases, transparency is decisive. As a manufacturer of appliances, Axis, for example, is obliged not to create any deliberate 'back doors' or to use hard-coded passwords. Updates and affordable device management are as relevant as the honest communication of weak points.

**In your perception, how much do municipalities and the citizens themselves demand Smart City projects and ideas? After all, public funding of the appropriate digital infrastructure and platforms will be required.**

**Epko van Nisselrooij:** Demand is definitely growing, in particular in the Benelux countries. The German-speaking region is more cautious. We often notice in inquiries that the general desire to become a 'smart' city is strong, but then the implementation is poor. We recommend cities to first produce an analysis of the current situation on the basis of comprehensive data and then to target some selected areas where the first initiatives can be implemented.

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## PERIMETER PROTECTION

# Urban Security Concepts

## Rostock Installs Security Bollards with Flat Foundations

In December 2018 when the Christmas season began and the Christmas markets in Germany had recently opened, the terrorist attacks in Germany and elsewhere in Europe – but above all on Berlin's Breitscheidplatz – still cast their shadow over the cities. The security situation remains tense today and the security authorities are under massive pressure. It is clear that nothing is clear, at least when it comes to the choice of a citizen-friendly, sustainable and, above all, effective inner city security concept. This is demonstrated by the many different strategies that the cities are adopting.

A combination of permanent and removable barriers ensures free access only for authorized vehicles

Nuremberg set up mobile Christmas trees at smaller access points to the famous Christkindlesmarkt. On the Dresden Striezelmarkt a mobile police station was built on the market square. In Berlin, two years after the terrorist attack with a truck that killed 12 people, a nearly seamless security shield was set up for the Breitscheidplatz with mobile vehicle security barriers (VSBs). The site is literally a fortress, with over a hundred huge, tightly-placed, welded baskets containing sand-filled plastic bags. Remaining small access points are additionally blocked with bollards. An overall increased security presence, a stronger police force and several security guards rounded off the preparations. The security concept, which cost approximately 2.5 million Euro, is primarily intended to stop vehicles and is unique in Germany.

But what about ensuring a quick escape during an evacuation, for example, due to an attack inside 'Fort Glühwein', as the Berliner Kurier headlined? Particularly large mobile VSBs restrict the escape routes by their very presence, but also the ability to observe the area to be protected. Those people in the immediate vicinity of an attack only recognize the fact when it occurs, when it is almost too late to escape. So it may be enough for the attackers just to cause a mass panic. And also the effective impact protection of mobile VSBs is still unclear.

### Certified or Not?

The mobile barrier market is still young and the protection level offered by many products is not yet proven. Besides the many high-security products with impact resistance, which are tested and certified according to internationally valid standards such as PAS 68, ASTM F2656 or IWA 14-1, there are many uncertified and even completely untested solutions available. It feels like everything is still in a 'beta test phase'. There is often a lack of information on the intrusion distance after an impact. Within the certification itself, the focus is often placed on IWA 14-2, i.e. the 'Application Guideline', instead of IWA 14-1, the 'Approval Guideline'.

The latter includes information on the performance requirement, on the vehicle crash test as well as on the performance evaluation, which ultimately demonstrate the real protection level of a barrier. On top of that, crash test certifications always apply exclusively to the tested configuration of a system. Any change, for example in the number or arrangement of components, will basically result in the certification becoming invalid.

### Looks Good

Back to Berlin. Fort Glühwein is massive – it is an obviously secure area. Eberhard Diepgen, a former Mayor of the city, told the Berliner Zeitung that of course it could also be a bit smaller. This also heated

up the discussion about the visual appearance of inner city security measures. These should be people-friendly and not promote a sense of constant threat.

Not least from this point of view, the city of Rostock has taken a different approach here. The city center, with the Christmas market in the middle, is gradually closed off with 180 bollards. The Christmas market becomes a protected space, with over 50 fixed and removable bollards named 'Truckstopper' itself. These permanently installed barriers are crash tested and certified under real conditions in accordance with British Standard PAS 68.

According to Rostock's Law & Order and Security Senator Chris Müller-von Wrycz Rewkowski from the SPD, the very cost-efficient Truckstoppers are visually more pleasant than concrete blocks. The innovative crash bollards are specially designed to protect inner-city areas and can even be equipped with bike racks or hidden in attractive flower boxes, depending on requirements. They also offer some advantages over other solutions. These fixed anti-terrorist barriers with their particularly flat foundations provide confirmed shorter vehicle intrusion distances. Impact loads are dissipated into the ground or foundation at the moment of impact. Due to their permanent installation, they are also more difficult to manipulate; they can't be pushed slowly away, for example. Security bollards are particularly suitable in heavily frequented inner-



The vehicle protection bollards blend easily into the city landscape



Remote control or the bollards enables rapid access for the emergency services and unhindered evacuation

city areas as they prevent vehicles from passing through. At the same time, they allow the unhindered passage of people, bicycles and wheelchairs. Even escape routes are not blocked.

**Out of the Way**

Michael Dahinten, PPG Sales Manager Germany/Austria, explains: „Available as active or passive systems, bollards offer a high degree of flexibility. Fixed passive systems are suitable wherever areas should be permanently blocked for vehicle traffic. Removable bollards with detachable locks can be fitted when there is an increased terror threat

or for popular public events, and on days with a normal flow of people they can be dismantled and stored. Retractable or active bollards are not present in their lowered state and can be easily driven over without hindering the traffic. This also ensures that emergency services have free access. And when there is a security alert, the bollards rise from the ground within seconds, blocking areas quickly, effectively and reliably.”

In Rostock, the bollards can be controlled centrally by the city administration and, in future, also from the fire brigade and rescue service control center. The city is continually extending this strat-

egy and, among other areas, will soon be securing the sea promenade in Warnemünde with bollards.

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## PERIMETER PROTECTION

# Border Protection

Puretech Systems' Command and Control has been Deployed to Support US Border Patrols



PureTech Systems has delivered the next phase of the US border patrol's Mobile Video Surveillance Systems (MVSS) program. The latest deliveries, consisting of ruggedized Ford F-150 trucks fitted with telescoping surveillance payloads, are being deployed in San Diego, California, and will support mobile video surveillance up to 6 miles away.

The MVSS platform utilizes the company's PureActiv software as its central command and control, providing video intelligence, user interface display and sensor collaboration logic for the surveillance suite, which consists of visible and thermal cameras mounted on a telescoping mast that extends over 35 feet in the air.

The event was followed by Fox 5 News and ABC 10 News in San Diego and highlighted the value to border patrol agents in the field, including their rapid deployment and ease of use. In the interview with ABC 10 News, Michael Scappechio, a supervisor with the border patrol, said that it's their increased rate of arrests that's brought the

trucks to this area: „Nearly a 90 percent increase is significant; that's going to get attention, that's going to get resources, that's going to get man power, infrastructure and technology." Border patrol also commented that these trucks won't replace the border wall but will go hand in hand with it.

Puretech Systems teamed with Benchmark Electronics to deliver the complete mobile surveillance solution with the mission to track and identify Items of Interest (IOI) along the U.S. southwest border and other remote surveillance scenarios where rapid mobile deployment is needed. The most recent delivery of the mobile video surveillance solution is not the first, but joins several other systems already being deployed along the border in Texas.



The ruggedized vehicles patrol the south-western US border with Mexico, tracking items of interest

## CONTACT

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Phoenix, USA

[www.puretechsystems.com](http://www.puretechsystems.com)

# Smart Vehicle Identification



## New Spectre reader: Let the good go, kick the bad out. Without delay.

Accept the challenge of fast-track security at your vehicle gates. Spectre's UHF-based vehicle ID reader is the first of a new generation: discreet by design, flexible in its configuration, secure and encrypted in its communication. Our new long-range reader is built to perform for up to 4 driveways, even in highly challenging environments. It's the most robust reader on the market, yet intuitively easy to use. Welcome to speed and security - in a single solution.

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## SECURITY MANAGEMENT

# The Irks and Quirks of Campuses

## Converged Security Keeping Corporate Campuses Safe

Although 2019 has already begun, organizations are still working on planning and implementing security plans for the year. With 2018 already being remembered as one of the most difficult years in recent history for gun violence, severe weather, and other national disasters, corporate campus safety has become a top priority for businesses everywhere.

Corporate campuses present a unique and ongoing security challenge. Organizations must manage localized, detailed processes in addition to a diverse ecosystem of technologies such as access control, identity management, mass notification, video surveillance, inter-campus communications and business intelligence. Many corporate campuses consist of large groups of close-proximity buildings that host employees as well as sensitive customer and financial data, which can lead to concerns about security tactics.

### Risks on Campuses

Organizations must monitor a multitude of risks, including insider threats, natural disasters, terror attacks, cyber-attacks and intellectual property theft. To add to this growing data collection and analysis, corporations must also be aware of activities taking place in the surrounding areas near the campus location. In situations where time is of the essence, it is imperative that a potential crisis be quickly recognized so that appropriate responses can immediately be deployed.

Large campuses are particularly subject to a range of security risks. From large events, to multi-building security access and disparate workers, to weather emergencies; there are many factors to consider when securing a campus. Because these challenges can make large campuses easy targets for attack, security efforts must be carefully

planned. Integrating technology into this planning can help streamline efforts and make safety measures more effective.

### Everyday Communication

For most businesses headquarters, a typical day on-site is largely routine. However, even in times of normality, it's important to keep tabs on everything that's going on, in case the day takes an unexpected turn.

Take for example an inclement weather event. These may happen without warning or be worse than initially forecast. Events such as blizzards and hurricanes can directly affect the safety and functioning of a business – not only from a physical infrastructure perspective, but as it relates to employee safety, communication, and more. Having an effective, mass notification system to keep employees and staff in the loop can make a huge difference when it comes to keeping people safe.

### Securing Major Events

For many businesses, large training days, corporate events, social functions, partner days, and many other events will take place on-site. During these events, campus security must maintain all normal elements of public safety as well as be prepared for an emergency.

During an on-campus event, security administrators are responsible for using all available resources, tactics and technologies to provide ef-

fective security, including collaborating with local police departments. Technology provides access to real-time situational information, which is important to maintaining event security.

Social media monitoring, for example, can play a large role in keeping people secure. Today, event goers often post updates to their social media pages while they attend the event. Security administrators can use AI and automation tools to analyze this information and pinpoint incidents when they occur. Administrators can also use these tools to trigger an appropriate safety response, such as dispatching campus or local police officers to the scene.

When securing large gatherings, campuses must monitor other elements that may impact the occasion in addition to the event itself. When it comes to traffic management for example, having a close relationship with the local police force is beneficial for all parties involved. This ensures that cars and pedestrians get where they need to go as quickly and safely as possible, especially in an emergency.

### Expecting the Unexpected

While most on-campus security incidents are, thankfully, routine in nature, we are seeing more and more security threats that have the potential to harm employees. Recent high-profile events have underscored campus security vulnerabilities. From burglaries to suspicious persons/packages, to active shooter situations and other safety con-





The University of Mannheim, known for its lively events, parties and concerts, is an example of a large campus that would benefit from top-notch security efforts

cens, security professionals must be prepared to respond quickly to unexpected events.

Fortunately, today there is no shortage of technological solutions that can help security teams secure a campus before an incident occurs and improve response times when an incident does happen.

For example, campuses may use artificial intelligence to analyze and quickly respond to potential threats. Some converged security and video analysis programs are also beginning to use video detection for facial recognition, as well as gun and license plate detection to gather information about security risks and determine actionable next steps. These technology solutions also allow security administrators to automate operational emergency response procedures.

### Safe Campus, Smart Campus

Overall, the availability of technological security tools is improving security efforts, decreasing emergency response times and keeping more people safe. From enabling everyday communications, to managing large events, to aiding emergency response; today, technology on campuses isn't just limited to cyber – it is used to simplify situation management and create a safer, more secure work environment for employees.

### Solution

Converged Security Information Management (CSIM) is a category of software that integrates all security, device and operational data in to one common view; applies intelligence to identify situations; and presents step-by-step instructions for situation management, tracking and resolution that are effective, compliant, and timely.

Effective use of CSIM software starts with assessing and identifying an organizations' risks or



in this case the risk of campus surroundings and determining the standard policies and operating procedures (SOPs) for resolving situations associated with these risks. Once this is done, CSIM software connects to the various security and operational systems to monitor events, encapsulates the rules for identifying situations as well as the SOPs for use in the Operations Center. The result is CSIM presents Operators with intelligent, actionable information for resolving situations as they unfold, all while monitoring for compliance to ensure best practices are followed for the safest, quickest and most effective resolution.

Vidsys delivers a very comprehensive CSIM software platform. It integrates multiple physical security systems into one common operating picture and provides the following benefits to organizations. Identifying "true" and "false" situations so energy is spent on the most critical incidents first is a key benefit of the platform. It can proactively highlight potential situations based on rules and standard operating procedures whereby automating the detection and resolution of false alarms. It integrates and analyzes information from disparate traditional physical security devices including analog and digital video. Supporting the industry's most commonly used device types it is easy to integrate and operate.

### How CSIM Software Works

It is a force multiplier especially for organizations with a large physical footprint because the software geospatially aligns information and assets into a single user interface. CSIM has five core areas of functionality: it collects, analyzes, verifies, resolves and tracks information. Its rules engine and work flow tools give management the ability to pre-determine what data should be correlated and what should be filtered out. CSIM software uses filtering rules based on time, location, duration, frequency and type.

The software is programmed to identify and present potential situations for evaluation by the command center operator. The organization's approved con-ops are automatically provided on-screen to ensure compliance and swift resolution. So, when a threat occurs it can be resolved accurately, efficiently and consistently.

### Author

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The NCB is using Idis technology for one of the biggest financial surveillance system upgrades ever seen in the region, involving at least 1,000 NVRs and over 2,500 IP cameras. The bank, which serves over 5.4 million customers and is the second largest in the Arab world, chose an Idis solution to modernize its security and comply with the latest standards introduced by the Saudi Arabian Monetary Authority (SAMA) and Ministry of Interior.

## SECURITY FOR BANKING

# A Smooth Operation

## The Saudi Arabia's National Commercial Bank (NCB) Upgrades Its Nationwide Surveillance

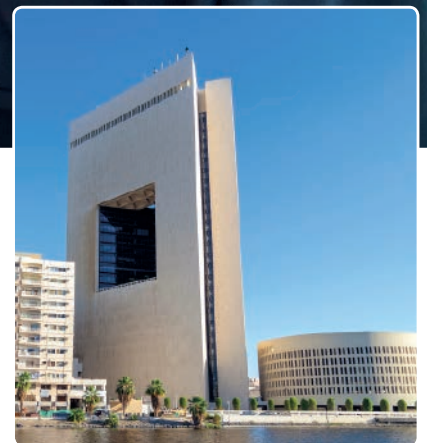
Idis, a manufacturer of surveillance technology in South Korea, confirmed that the project involves an upgrade to full HD IP technology across 400 branches and more than 2,580 ATMs, to be completed ahead of the 2021 deadline. NCB, also known as AlAhli Bank, needed NVRs that would provide Raid 1 and RAID 5 support, and a solution that would allow integration of both IP and existing analog infrastructure, and the capability to cost-effectively store video footage for a full year. The solutions provider Almajal G4S was appointed and, following a competitive tender process, Idis technology was identified in detailed and rigorous proof-of-concept testing.

### Gradual Transition

The Idis solution delivers operational benefits at the installation stage as well as in daily operations over the lifetime of the system. "Key advantages for the client in choosing an this solution are the technology's robustness, its resilience against data loss and

the high level of protection against cyber threats. It is also ensures a frictionless migration from existing analogue," says Ahmad Said, ESS Director at Almajal G4S. Thanks to its hybrid capability, the technology allows analogue and IP cameras to be used together, making the upgrade project easily manageable with a seamless, staged switch-over.

For this mission-critical project, Idis's Linux-based servers and proprietary protocols also offer a high level of resistance to hacking, while zero-configuration eliminates the need to manage IP addresses for every device. An important consideration for the bank was the manufacturer's Intelligent Codec which, together with dual H.264/H.265 performance, delivers up to 90% reduction in bandwidth and storage. This gives the bank significant on-going savings while allowing compliance with video data storage rules. It also speeds up recording retrieval and helps to make NCB's new security system easier and more economical to run.



The second largest bank in the Arab world will have its video system upgraded by local integrator Almajal G4S

### Efficient Management

With the upgrade already proving its value, the bank's central monitoring teams now work more efficiently, with their system providing event forwarding, acknowledgments, notifications and live pop-ups. Providing a low total cost of ownership, the solution will allow efficient maintenance and simultaneous remote upgrades for multiple devices and gives NCB the assurance of the company's Ultimate Warranty. With the project is due for completion in 2019, NCB and the associated Idis solution will achieve full compliance with the new SAMA standards.

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## AUTOMATIC VEHICLE IDENTIFICATION

# Secure and Streamline Vehicle Gates

New Generation of UHF Readers Allow a Secure, Fast and Automatic Vehicle Identification

Queues, congestion and miscommunication can cause delay and have a negative impact on business and the wellbeing of employees. STid has designed a new secure and instinctive solution and introduces Spectre, the first born of a new generation of long-range ultra-high-frequency readers enabling fast vehicle identification process at the gate with the highest security levels.

The most important reasons to embrace AVI solutions are the convenience, traffic fluidity and the security they bring. Vehicle access control based on traditional proximity, remote control or barcode, often results in people leaning uncomfortably out of their windows towards the reader to show their access credentials. Combining high security levels based on the latest industry standards, modularity making it adaptable to any field scenario and uncommon design, Spectre is a solution for all AVI applications.

"This secure and smart solution has been designed in close collaboration with our customers to ensure Spectre reader meets the myriad of security requirements of a fast, automatic vehicle

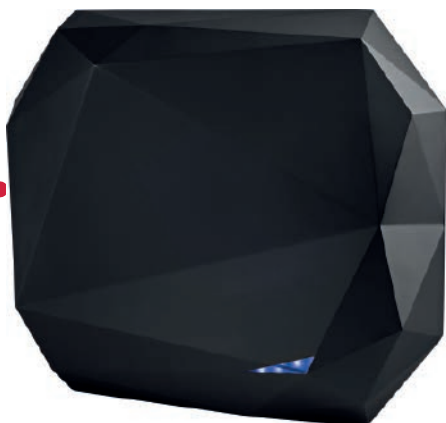
identification." commented Vincent Dupart, STid CEO. "We are committed to make cutting-edge security solutions much easier for corporations and their employees, so instinctive and convenient that user adoption is guaranteed."

### Instinctive Vehicle identification

Based on the EPC1 Gen 2 standard and UHF passive technologies, Spectre rewrites traditional rules of security, making it more instinctive. The long-range reader offers unmatched reading distances up to 13 m and reliability for smooth vehicle access. According to STid, its outstanding performances makes Spectre the fastest reader on the AVI market.

### Smart and Upgradable

Fully scalable and modular, Spectre enables to cover all security issues and all configurations, even in highly challenging environments. This evolutive reader is built to manage up to 4 driveways handling access of a mixed fleet of vehicles (light, heavy and motorcycles), the identification on wide lanes or even distinct access control for 4 lanes of vehicles. The solution can be tailored to customer's needs, offering the best solution for any situation and ensuring that all features and security levels can be upgraded at any time. Supporting a large variety of standard communication interfaces (Wiegand, Clock & Data, RS232 and RS485) and the OSDP industry standard, it enables seamless



**Spectre offers fast vehicle identification process with the highest security levels**

integration into any existing or new access control systems. For more fluidity, the reader can be controlled by ground loop or presence detector.

### The Highest Levels of Security

The reader provides proven and unprecedented security, allowing users to sign UHF credentials, us-

ing encryption methods recognised by independent certification bodies in information security. This high security function enables faster authentication and prevents UHF credential cloning without compromising performance.

### Standing the Test of Time

The enhanced vandal-proof structure withstands knocks and malicious acts. This weather-resistant reader is IP66-rated and designed for outdoor uses in harsh environments: vibration, dust, heavy rain, sea air... ". It's the most robust reader on the market, yet intuitively easy to use and set up. We have developed user-friendly and free tools to configure the readers in few seconds via USB cable or UHF card", adds Maé Tholoniati, Security Product Manager.

Its stealth design with strong lines ensures it integrates easily into the corporate environment for swift adoption. The wide range of customisation options enables our clients to truly get the most out of this powerful communication tool. Spectre offers many smart features which make it the perfect solution for gates that require a combination of high security and convenience. "Spectre is the perfect blend of security, performance,

reliability, flexibility and a unique design all in a simple solution. Reaching excellence to deliver best-in-class products is always a goal for STid. The continuous improvement and innovation are strong and shared values in our company. We have pushed our 22-years of know-how and expertise in Spectre", concludes Vincent Dupart.

### Winner of a New Innovation Award at Expoprotection

A jury of 9 end-user experts awarded Spectre from more than 30 participants in the „Risques Malveillance et Incendie“ category for its ability to make UHF long distance identification both instinctive and extremely secure.

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more info at [www.PRO-4-PRO.com/security](http://www.PRO-4-PRO.com/security)

## Security Products

### Wireless Ethernet Solution

ComNet has introduced its Generation 3 line of NetWave wireless products that offer greater performance and increased stability in applications where interference is a challenge. The NW1 version increases throughput up to 240 Mbps, adds a 10/100/1000 Mbps port and pass-through PoE and is designed for applications of up to 2 miles. The wide range of channel spectrum widths available gives the user the option of narrowing channel bandwidths as the network grows. The NW1 is available in kit form (the NWK1 consists of two MAC address-locked radios and mounting hardware) and is enclosed in an IP67-rated durable enclosure designed for extreme conditions with an extended operating temperature range. The device has a connection procedure using LEDs to assist in aiming the units for optimal performance. The company's engineering team has increased performance without increasing the cost.



[www.comnet.net](http://www.comnet.net)

### Eagle Eye Networks Introduces Advanced Video Analytics

Eagle Eye Networks announced that it has enhanced the video analytics offered within the Eagle Eye Cloud VMS. Customers can easily and instantly activate analytics on their cameras without having to install additional hardware or software. No on-site technicians or system upgrades are needed to immediately receive analytic alerts and data. Eagle Eye Cloud VMS customers can enable analytics from the dashboard for any camera in their account. Eagle Eye Analytics will function on any camera that is supported by the Eagle Eye Cloud VMS – no analytic functions of the camera are required. Eagle Eye Analytics will even operate with analog cameras. The ability to deploy analytics quickly and without upfront hardware or software investment shows the long-term advantages of a cloud-based solution. The following analytics are now available: Line Crossing, Intrusion Detection, Object Counting, Loitering

[www.een.com](http://www.een.com)

### Are you Prepared for a Potential Cyber-Attack?

There are two types of companies in the world, those that know they have been hacked and those that don't know it yet. With cybercrime on the rise, never before



has it been so crucial to every company's safety to have cybersecurity technology installed and integrated to their security system. IndigoVision offers customers a complete end-to-end security management solution. Not only does IndigoVision have a cybersecurity offering, but it has also released a security hardening guide which contains information on the best practices for protecting security systems. IndigoVision first released a cybersecurity offering in early 2017 with the release of its intelligent, VMS integrated cybersecurity technology device, CyberVigilant. In early 2018, IndigoVision added to this offering with the release of CyberVigilant in Camera. The CyberVigilant device simply connects to a managed edge network switch to monitor connected devices using Switched Port Analyser (Span) functionality. In the event that any anomalies are detected, alarms are sent directly into the Control Center user interface enabling users to respond immediately to a cyber-attack. These anomalies include, but are not limited to, unauthorized configuration access attempts, network reconnaissance/scans, device access from unauthorized clients, shell access, use of unauthorized DNS, NTP and SMTP servers and Denial of Service (DoS). It is available for purchase in two options, suitable for monitoring 16- or 24-channel edge switches. CyberVigilant in Camera is designed around the same principles as the CyberVigilant device, but the technology is inside selected IndigoVision cameras, made possible through a firmware update. CyberVigilant in Camera is able to track any attempts from unauthorized devices trying to access them, sending real-time alerts to Control Center, and refusing to communicate with any device that's not on the whitelist.

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Originally just an online business, the retail outlet now has 15 employees who use blueCompact electronic keys to get into the building

## ACCESS CONTROL

# Two-wheel Professionals Go Electronic

A Blue Compact Electronic Access Control System from Winkhaus Secures the Bikepirat.at Bicycle Store

Originally formed as purely an online shop, Bikepirat.at has grown rapidly in just a few years to become Austria's largest specialist bicycle retailer. The company relocated to its new store in the Grafenwörth industrial estate in 2016. The new building was initially secured with a mechanical locking system. However, in order to gain improved control and more flexibility, the company decided to switch to a blueCompact electronic access system from Winkhaus.

**B**ikepirat showcases around 200 sports brands across 750m<sup>2</sup> of sales space. Reflecting the company's name, a structure in the shape of a ship towers over the shop floor. Shop highlights also include laser-assisted body measurement, which makes it easier for customers to find a bike that is the perfect fit. A workshop also provides customer-focused services, complemented by an outdoor test track.

Around 20,000 articles are stored in the two-storey building, including bikes with very high value. As the premises are also conveniently located

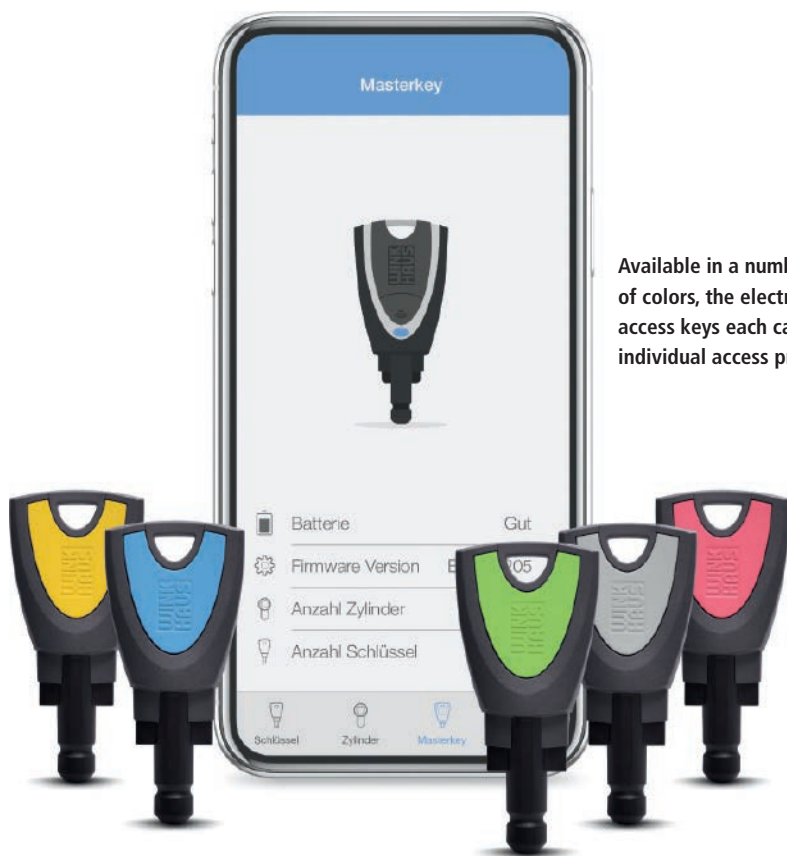
quite close to the motorway, the property always arouses the interest of uninvited guests. The security concept therefore also plays an important role because of this factor.

### Securely Locked in Seconds

15 employees, as well as countless customers, enter and leave every day. Instead of a mechanical key, each employee today carries a blueCompact electronic key to get into the building. The system's technology allows individual access permissions to be allocated to each employee and time profiles

to be created. In this way, the electronic keys can control exactly who may enter which area, at what time and on which day.

Key permissions are issued and amended in just a few steps. The same applies for disabling lost keys or setting up new keys. „It takes just seconds“, says Anton Schweighofer, founder and managing director of Bikepirat. All he needs is an app on his smartphone or tablet and the system master key – simple handling and administration were important factors in opting for this particular solution.



Available in a number of colors, the electronic access keys each carry individual access profiles

## Especially for Smaller Systems

Winkhaus developed this electronic locking system especially for small and medium-sized businesses, but also for clubs and modern residential dwellings with up to 25 cylinders and 99 keys. Administration is easy, even for those with no technological expertise and no training is required. The in-app tutorial explains everything users need to know and the locking system is installed and managed via a smartphone. Users can watch videos at a later date that explain each and every function, such as how to change the battery, which will only be necessary after several years. The app also describes the steps for replacing cylinders – a task for which a locksmith is generally not needed. This is because blueCompact electronic cylinders are exactly the same shape as conventional locking cylinders and do not have to be wired up.

The smartphone app for iOS and Android is available for free download from the relevant app store, and information is then transmitted between the app and the master key via Bluetooth Low Energy. The electronic cylinders on the doors are programmed via the master key and then know which key is authorized for opening, on which day and at what time.

## Online Banking Standard

The app has been developed in line with current online banking app standards and has security features that include an in-app firewall. For data management, Winkhaus dispenses with storing personal and security-related data in the cloud or in the app on the smartphone. This way, if you

should ever lose your mobile phone, the finder cannot get hold of key permissions and gain access to the building. The app is only used as a display and operating element of the master key on which this data is stored. Communication between the components and between the master key and the app is end-to-end encrypted, so there is a high level of protection against unauthorized data retrieval and manipulation.

The system works offline once the app is installed on the smartphone or tablet and the Internet is not required for the locking of doors or for the reprogramming of keys. So if the connection to the web is lost after the initial installation, it has no influence on the locking system.

## Access Permissions On The Go

One exception to this is when issuing access permissions remotely. An Internet connection is required for this purpose because the access permission is generated by means of the master key and is sent by e-mail in an encrypted file to the person being authorized, who only needs an active key. The access permission is transferred onto the active key by the blueCompact App, and this can be made valid for up to 31 days.

## CONTACT

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## Power and Data Transmission Solutions from Altronix Showcased at Intersec 2019

Altronix showcased the latest power and data transmission solutions designed for professional security applications at Intersec 2019. Featured products include an enhanced line of NetWay Midspan/Injectors, NetWay Spectrum Hardened Switches and its expanded Trove Access and Power Integration products available in wall mount, rackmount and outdoor configurations. NetWay Spectrum Hardened PoE Switches include Altronix's latest outdoor switches with the unique capability to accommodate a single 12V Lithium Iron Phosphate battery, providing extended battery back-up and excellent charge/discharge cycle life reliability. These units feature 1Gb SFP (Fiber) ports and multiple PoE+ (30W) ports or a single Hi-PoE (60W) port. Embedded Altronix Linq Power Management technology allows monitoring, control and reporting of power and diagnostics from anywhere.

[www.altronix.com](http://www.altronix.com)

## New Version of Video Management Applications

The recent R13 version of the SeeTec Cayuga video management software comes with a new interface to unleash the software's full potential in integrated security ecosystems, while BVI, the customizable video solution to support business processes, undergoes a paradigm shift towards real-time operations. One of the inherent benefits of Cayuga has always been its flexibility to hook up to security ecosystems via interfaces and integrations. Now, the Event Interface (SEI) connects the video management software to third-party security products using a flexible, driver-based approach. All events from third-party applications such as access control or burglar alarms can now be visualized within the VMS. This gives system operators a much better overview and reduces the reaction time to critical incidents. The Analysis Interface now also supports the integration of any edge or server-based license plate recognition solution on the market. SeeTec BVI, the second SeeTec software product that will be published as R13 in late January 2019, can now be used for the live monitoring of scans, transactions or other events. For applications in retail that means, for example, that a security guard can monitor multiple cash desks and mark suspicious activities directly within SeeTec BVI, whereas for a logistics scenario this new functionality can be used for the surveillance of the picking process of an order.

[www.seetec.de](http://www.seetec.de)

It is the heart of the city – and perhaps of the whole of Tuscany. With its mighty red-tiled and white-ribbed dome, this cathedral has made the silhouette of Florence as famous as the Eiffel Tower, as much visited as the Mona Lisa and as much admired as the Taj Mahal: the Cathedral Santa Maria del Fiore with its green, pink-coloured and white marble slab façade is a wonder of the richly inventive and technically gifted Italian Renaissance. This is particularly true of that 1436 dome, which no one had successfully managed to complete before the daring Filippo Brunelleschi – and of the campanile created by the architect and (frescoes) painter Giotto die Bondone. Opposite the cathedral is the no less famous eight-sided baptistery with its bronze portals – which together with the cathedral and Giotto's Campanile is a UNESCO World Heritage Site.



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Santa Maria del Fiore in Florence – with a Dom access solution inside

## ACCESS CONTROL

# Dom at the Dome

## Access Solution for the Centro Arte e Cultura Opera in Florence

### History and state-of-the-art technology

Among this illustrious company of architectural masterpieces sits the 'Centro arte e cultura opera' arts and cultural centre, which belongs to the 'Opera die Santa Maria del Fiore', an organisation that was founded in 1296 by the Republic of Florence to oversee the construction of the cathedral and bell tower.

The centre provides space for events, meetings, exhibitions, seminars, etc. – and the artists who first made Florence famous are reflected in the names of the six event halls totalling 330 square metres: Donatelli, Giotto and Brunelleschi for example. There are also offices and other areas for rent here – including the wonderful inner courtyard of this venerable building.

Sophisticated conference technology, from audio to video, is an added attraction for many users within these ancient walls – and the technical equipment for an events business such as this also includes an efficient and secure electronic locking system with access control. Contact with Dom Sicherheitstechnik was established via Dom's collaborative partner Evolve SRL which as well as Rome, also has an office in Florence. The company was already working with the cathedral foundation as a consultant and provider of video monitoring, and had also introduced the DOM Sicherheitstech-



The solution primarily comprises Dom Tapkey digital cylinders and transponders

nik systems there. The choice ultimately was for the Dom Tapkey cylinder – deciding factors in its favour were the comprehensive standard certifications (VDS, Bz+, IP65, T90 and SKG \*\*\*) and the associated high degree of security.

### Tapkey Digital Cylinders and Transponders

The solution primarily comprises Dom Tapkey digital cylinders and transponders – programmed and

installed by the local Dom sales team. They effortlessly allow what the centre had expected from the system: they can choose to open the electronic locks with transponder or by smartphone. A door can of course be opened at any time without an internet connection – something the centre expressly emphasised the need for. And the system meets, as requested, the most stringent of security requirements.

Events can be displayed at any time. And the cylinders and transponders can be configured easily and quickly via the app. Individual authorisation profiles, and their validity for specific times and rooms, are easy to set up and manage. The customers are extremely pleased with the outcome – and are already signing off further projects in the shadow of the cathedral – the nearby cathedral museum also needs an access control solution.

## CONTACT

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# lares 4.0



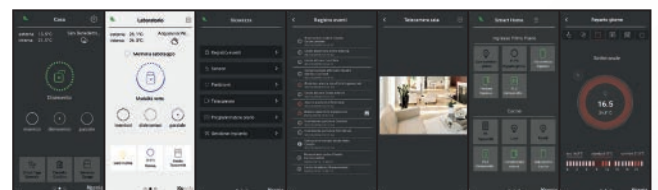
Certified EN 50131 - Grado 3

- automations control   irrigation
- burglary system   remote audio verification
- access control   heating air conditioning
- light management   CCTV integration

Complete Integration



Control **4**



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).  
Certifications: 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).  
Certifications: 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).  
Certifications: 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).  
Certifications: 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).  
Certifications: EN 50131-GRADE 3

**lares 4.0 wls 96:**  
up to 32 radio peripherals and up to 96 wireless zones.  
It is possible an essential BUS-based expansion: up to 3 user interfaces  
(a choice among ergo keypad, volo and volo-in proximity readers), 1  
BUS siren (imago or radius), 1 domus to manage the functions of the  
programmable thermostat.  
Dedicated Installer App (Ksenia Pro) and User App (lares 4.0).  
Certifications: EN 50131-GRADE 2

## ACCESS CONTROL

# Security on Tap

In the Mountains of France, Cliq Key-based Access Control Helps Keep the Clean Water Flowing

Critical infrastructure requires locks that are proven, tested and trusted. Sometimes electronic locking is the right choice; at other times, mechanical locking does the job. Using mechatronic locking technology, one water utility combined both in a single, secure Cliq system controlled by powerful, intuitive software.

O des Aravis is responsible for water capture, storage, quality, analysis and delivery of around 700,000m<sup>3</sup> annually to homes and businesses in the Aravis Mountains region of France. Protec 2 Cliq key-based access control with programmable, battery-powered keys now secures thirty opening points across their premises. These robust locking devices are suited to protecting high-security openings, including a potentially dangerous room with high-tension electrical cabling and equipment. Similar locks are already deployed at critical infrastructure sites all over Europe.

The mechatronic Cliq system enables the utility's facility managers to control, modify and trace every important access event. They know who goes where, and when. They are aware of activity affecting all critical doors; it is even impossible to leave one unlocked. Because this is a flexible, key-based system, O des Aravis can also retain some mechanical locks at the site, operated by the same secure keys and with the same Protec 2 high-security disc cylinders. In this wire-free system, each key can be programmed and updated individually to allow access to specific areas at specific times and dates, accommodating constantly changing access requirements and ensuring maximum flexibility. The power is provided by a battery inside the programmable Cliq key.

## Intuitive Software

Cliq software makes it easy and intuitive for O des Aravis to manage their entire locking system. "The programming software platform is very simple to use. We can easily grant or forbid access rights to any user," explains Laurent Schutz, Water and Sanitation Process Manager. The Web Manager software is built to help companies manage complex workflows so system administrators can program,

amend or delete keys remotely. It's a straightforward task to generate time-stamped audit trails for any lock or key, and thereby to track access events in detail. The Web Manager can also generate attendance reports for staff and contractors. Yet despite all these features, the Cliq Web Manager requires minimal IT investment: it runs in the cloud and is accessed via an encrypted connection to a standard web browser.

At O des Aravis, comprehensive audit trails for any lock or key are available on demand. These also synchronize automatically when a user key is updated or revalidated. If a key is lost, a security manager can deactivate it instantly with a couple of clicks, ensuring that buildings and clean water supplies are not put at risk. And constant enhancements are being made too: „There is very good communication about software updates," says Laurent Schutz. „It is highly professional." We live in a world of diverse threats to our critical infrastructure. Thanks to wireless access control, the refreshing alpine waters are safely locked down for Aravis Mountains residents, winter skiers and summer hikers.

## Not Just for Comfy Offices

The Cliq system has already found application in a wide variety of interesting situations, protecting administrative and non-public areas in Berlin's television tower, buildings of a Helsinki Energy supplier, parts of a German hospital and the remote locations of a Scottish water supplier, among many others. Safeguarding a water utility's premises, for example, involves protecting the property and facilities against attempted security breaches and vandalism, often in remote outdoor locations that are exposed to extreme weather conditions. These systems need to be integrated across different lock types, such as cylinders, padlocks and indus-

trial locks, so that authorized personnel can access specific areas without requiring multiple sets of keys. For that, the Cliq range includes items such as the Abloy PL340 padlock, which is constructed to withstand extreme environmental conditions and provide maximum resistance against attack.

In Switzerland meanwhile, Industrielle Werke Basel needed a security system flexible enough to work across geographically distributed sites of diverse types, from water plants to electricity stations, and a system that could withstand extreme climate and weather conditions including solar radiation, freezing temperatures and heavy rain. In this case, the Cliq intelligent mechatronic locking system combines the best of mechanical security and electronic access control, so users are issued with a single, programmable key that enables them to open just the locks for which the key has authorization. Power for communication between key and cylinder, cabinet lock or padlock comes from a standard battery in each key so no wiring must be run nor power supplies installed – a big advantage with outdoor and remote sites. Depending on the cylinder type and system Cliq locking cylinders are compliant with EN1303, EN12320, and EN15684, and so offer high levels of protection against physical attack. They are also IP rated, those with the SWP label are waterproof, and they are ATEX approved for use in potentially explosive areas.

## CONTACT

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## Push-To-Talk In The Mobile Client

In the latest update of their XProtect 2019 R1 video management software, Milestone Systems introduces two-way audio in the Mobile Client. The first XProtect release of 2019 supports both one and two-way audio in the Mobile Client. This is beneficial for on-the-go security personnel, whose tasks require them sometimes to be away from the Smart Client. One-way audio allows users to listen to audio captured by the microphone connected to the camera directly on their mobile phones. Users can also increase their situational awareness when a video is not available, like in extreme darkness or when an incident happens outside of the camera's viewing range. Two-way audio has a Push-to-Talk (PTT) feature that allows users to speak through the camera-connected loudspeaker directly from their mobile phones. This enables security personnel to use their VMS systems preventatively for things like access control, crowd warnings and intruder alerts. [www.milestonesys.com](http://www.milestonesys.com)



## Strengthening the Weak Link

Kaspersky Lab has developed an Automated Security Awareness Platform to ensure that staff are armed with the very latest skills and knowledge. The online service aims to help companies boost the cyber-awareness of their employees enhancing training efficiency with micro learning, different lessons formats and continuous reinforcement. Kaspersky Automated Security Awareness Platform (ASAP) is a new web-based learning system which automates cyber-awareness training for companies of any size. The platform helps businesses to address gaps in employees' cybersecurity skills and knowledge, with each lesson taking less than 10 minutes to complete. ASAP can be used to bolster the cyber-hygiene of employees with different risk levels - from basic to advanced - through an automated learning path, which allows them to progress at their own pace. [www.kaspersky.com](http://www.kaspersky.com)

## Flir's Safe City Solutions at Intersec 2019

Flir showcased its state-of-the-art solutions for complex border, safe city and critical infrastructure needs. Included in this year's product line-up is the award-winning Flir United VMS, which was an integral component in Abu Dhabi's Safe City Falcon Eye Project that was recognized as the Security Infrastructure Project of the Year at the Intersec 2018 Awards. Flir demonstrated its new TruWitness wearable sensor platform designed to expand real-time situational awareness for city-level security and public safety operations. Worn on an individual's body or mounted inside vehicles, TruWitness combines video, audio, location data, and IoT capabilities. Together, these sensors send alerts and stream data back to a central command center running Flir United VMS for improved incident analysis and intervention from first responders. The Flir Triton PT-Series 606 was on display alongside Flir's radar solutions for robust perimeter protection. Combining thermal and visible-light imagers in a single system, the Triton PT-Series provides powerful optics and impressive continuous zoom capability. The solution enables accurate control, while also providing fully programmable scan patterns, radar slew to-cue, and slew-to-alarm functions. [www.flir.com](http://www.flir.com)



## Hikvision with AI Technologies at Intersec 2019

Hikvision was exhibiting its latest innovations at Intersec 2019. Hikvision demonstrated AI industry solutions for vertical markets and applications. For example, Hikvision Smart Retail Solution enables retailers to get a clear understanding of their business's status using intelligent cameras, NVRs, and the video management system, HikCentral. Visitors were also able to see a sand box at the booth, demonstrating how Hikvision's Intelligent Traffic System (ITS) recognizes vehicle license plates to manage roadway traffic and parking areas. In addition, the booth featured a building access control simulation with facial recognition technology. Visitors could pass through an access turnstile equipped with Hikvision's face recognition terminal after registering at the reception. Meanwhile, a people-counting camera set above the crossbeam provides real-time monitoring, so visitors could experience this powerful technology first-hand. Hikvision also showcased intelligent products, including AI-equipped Turbo HD 5.0 cameras, the Easy IP 4.0 Series with Hikvision's AcuSense and ColorVu technologies and the DeepinView deep learning cameras. [www.hikvision.com](http://www.hikvision.com)

## Fujinon Upgrades Popular Lens Series with "Anti-shock and Vibration" Design

Fujifilm announces the update of its popular DF/HF-HA-1B series lenses to ruggedized versions equipped with the unique Fujinon "Anti-shock and Vibration" technology. Demand for quality optics in ruggedized versions continues to increase and the designated DF/HF-HA-1S is designed to meet that demand. The Fujinon HF-HA-1B series lenses are already in wide use across a variety of manufacturing environments, from automotive to electronics to pharmaceutical. These applications often have strict space constraints, making the external diameter of only 29.8 mm an attractive feature. The Fujinon HF-HA-1S upgrade provides vibration mitigation and shock absorption within the existing design, so the compact form factor remains. The Fujinon HF-HA-1S will be available from January and will become the new standard version, eventually replacing the Fujinon HF-HA-1B as current stocks are depleted. Pricing will remain the same. [www.fujifilm.eu/fujinon](http://www.fujifilm.eu/fujinon)



## Next Generation Wireless IIoT Gateway Solution

The UC-8200 industrial computing platform is designed for embedded data acquisition applications. The computer comes with dual RS-232/422/485 serial ports, dual 10/100/1000 Mbps Ethernet ports, and one CAN port as well as dual Mini PCIe socket to support Wi-Fi/cellular modules. These versatile capabilities let users efficiently adapt the UC-8200 to a variety of complex communications solutions. The UC-8200 is built around an Arm Cortex-A7 dual core processor that has been optimized for use in energy monitoring systems, but is widely applicable to a variety of industrial solutions. With flexible interfacing options, this tiny embedded computer is a reliable and secure gateway for data acquisition and processing at field sites as well as a useful communications platform for many other large-scale deployments. Wide temperature LTE-enabled models are available for extended temperature applications. All units are thoroughly tested in a testing chamber, guaranteeing that the LTE-enabled computing platforms are suitable for wide-temperature applications. [www.moxa.com](http://www.moxa.com)



## ACCESS CONTROL

## In Jail

## Morse Watchmans Secures It All at Rockland County Correctional Facility

Rockland County Correctional Facility (RCCF) is a county jail facility located in New City in Rockland County, NY. Considered a medium-sized facility with a maximum capacity of 250 inmates, the jail serves as a correctional facility for Rockland County and surrounding areas.

With 15 years at RCCF, Lieutenant John Hickey has a long list of responsibilities. In addition to his work as a firearms instructor, IT expert, head of K-9 operations and CPR trainer, Lieutenant Hickey oversees all of the keys in use at the facility. As a former locksmith and access control expert, he quickly identified the need to better organize, secure and track the facility keys.

In addition, there were other sensitive items at the facility – including firearms, kitchen knives and various evidence – that needed to be secured. To accomplish this, Lieutenant Hickey evaluated several brands of key management systems, ultimately deciding on Morse Watchmans' KeyWatcher, which provides both comprehensive key management along with integrated lockers to safeguard handguns and various other potentially dangerous and/or expensive devices.

#### What was it Deployed?

With the blessing of 7-year Sheriff Louis Falco, III, four KeyWatcher systems were deployed at RCCF, fulfilling a number of differing needs in different areas of the facility. Each area uses its own individual color of SmartKey fobs to secure items within the cabinet, helping to keep items organized within the system.

#### How was it Set Up?

The armory has the most extensive setup at the facility, housing over 240 keys. Facility keys are secured in one section of the KeyWatcher, with keys for areas outside the building kept together in groups. To manage and control the RCCF's vehicles, their keys are locked in the KeyWatcher with specific policies around how they are removed.



Lt. John Hickey and Sgt. Keith Price in front of one of the KeyWatcher systems they custom designed, installed, and operate

Each time a vehicle key is removed, the user must add a note within the system describing what the vehicle is being used for, along with a notation of the mileage. This helps ensure that vehicles receive regular maintenance.

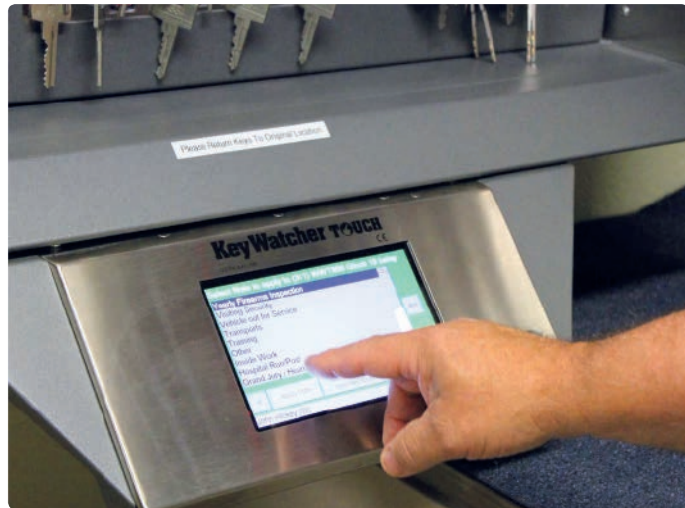
The correctional facility has numerous firearms in regular use, and they have developed a unique use of the KeyWatcher to keep these in authorized hands only. Twelve KeyWatcher lockers house Glock handguns and magazines. The SmartKeys for these lockers are kept chained to the lockers within the KeyWatcher cabinet. Individual weapons must be signed out, providing accountability and the

ability to audit usage. Each time a weapon is removed, the users must leave a note in the system indicating how many rounds of ammunition were taken, and how many rounds of ammunition they used when the weapon is returned. Four additional lockers hold Tazers and two hold evidence; these also require a note explaining the reason for removal. Keys for the chamber locks of the 16 long guns are also kept on Key-Rings locked in the Key-Watcher.

The final group of keys secured within the armory KeyWatcher are for locks other than doors or cells. These may be for drawers, toolboxes etc.



The armory has the most extensive setup at the facility, housing over 240 keys



"The accountability and reporting made possible with KeyWatcher was a deciding factor in modernizing our facility." — Sheriff Louis Falco, III, Rockland County Correctional Facility

In the back Sergeant's office, 70 emergency and nursing department keys are kept in a cabinet, attached to yellow SmartKey fobs. Any time a key has gone missing, the accountability provided by the KeyWatcher has reduced or eliminated the need for a full building lockdown, according to Lieutenant Hickey. A set of keys for the kitchen is also kept in this KeyWatcher.

Another unique use of a KeyWatcher can be observed in the RCCF kitchen, where blue SmartKeys are in use. Here, kitchen utensils such as knives, large forks etc. are securely locked in the KeyWatcher cabinets. Because the use of these implements must be carefully controlled to prevent them from being used as weapons, total accountability is required. The door to this KeyWatcher cabinet is clear plexiglass rather than steel, so that personnel can see at a glance what is (and what is not) in the cabinet. The system is configured so that each item has a time limit for use, and administration is alerted by an audible alarm any time an item is overdue for return.

Finally, the central control area of the facility has a KeyWatcher housing 32 keys on green SmartKeys, plus one locker for evidence.

**Network, Managing and Reporting**

While the four systems are located in different areas of the RCCF, the KeyWatchers are networked together and share a single database. This provides management with full reporting and accountability throughout the facility.

"The accountability and reporting made possible with KeyWatcher was a deciding factor in modernizing our facility," noted Sheriff Louis Falco, III.

Access to the cabinets and to each key or item stored within is limited to authorized individuals, who must present credentials including biometrics for added security. Lieutenant Hickey appreciates the flexibility to add or remove staff from the system quickly and easily. "The ability to remove their access is as important as giving them access," he said.

Hickey also notes the system's ease of use as a benefit. "Everyone is using the system with a very minimal amount of training," he said. "There have been very few issues with operator error."

Among the numerous other benefits delivered by the installation of KeyWatchers, Lieutenant Hickey also notes both ad-hoc and scheduled reports, plus official timekeeping for shifts. One additional advantage over other systems is that there are no licensing fees or added costs for software updates, providing significant savings for the facility over time. Overall, deploying the KeyWatcher systems at the RCCF has increased total accountability and upgraded security for the facility.

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**Security Products**

**Panasonic opens UK customer experience center**

Panasonic Business has opened the doors to its new Customer Experience Centre in Bracknell, showcasing its range of cutting edge B2B solutions both physically and virtually. Situated at the new UK headquarters in Bracknell, the Customer Experience Centre is experienced as two zones. The first is an immersive 270 degree interactive presentation space, built around eight separate virtual vertical environments, and a demonstration space that allows customers to get hands-on with the latest Panasonic technology. The showcase delivers a 'blank canvas' for innovation, designed to spark conversations around how Panasonic can solve business technology challenges. Featuring AV design and integration by Sysco Productions, concept development by AB Creative, and content and physical build by Hart Wilcox, the Customer Experience Centre features over 100 items of technology, with the presentation space squeezing an impressive nine laser projectors in to just 50m<sup>2</sup> in order to achieve a fully immersive feel.

<https://business.panasonic.co.uk/security-solutions>





Steffen Ebert of GIT SECURITY spoke with Phillip Antoniou of Mobotix about the Middle East markets

## INTERVIEW

# Feature Development and the Right Solutions

Mobotix at Intersec in Dubai: Phillip Antoniou About the Market, Solutions – and the Needs of Middle East Customers

At the center of the commonly used abbreviation “EMEA” lies the Middle East. This important security market with significant purchasing power has become very interesting for major manufacturers, with specific demands that push product development forward for the general benefit of markets worldwide. GIT SECURITY had the opportunity recently at Intersec in Dubai to talk with Phillip Antoniou, Vice President of Sales in Europe South/West and MEA, about developments at Mobotix.

**GIT SECURITY:** Phillip, thanks for taking a moment in your busy schedule to talk to us. You are VP for Mobotix sales in Europe South and West, in Africa – and in the Middle East. What are your expectations and your objectives for this Intersec show?

**Phillip Antoniou:** My pleasure, thanks for opportunity. Intersec is one of the the most if not the most important exhibition for us in the region. We will meet with our channel and our Alliance Partners in the region but also with many companies from outside the area who come to the event. As always, we showcase new product lineups and solutions for various applications based on the needs of the market. Its not about the number of products, it's the variety of solutions you can give to the partners and that's our objective.

**The regional headquarters and training center in Dubai opened in 2016. How has the Middle East region developed since then?**

**Phillip Antoniou:** It was a great decision to invest here, we have increased our trainings in the region as well as being able to expand our offering and support with focused project trainings, professional services and integrations as needed.

**You employ three Business Developers as well as a Regional Sales Manager here. This has brought double digit growth in the Middle East ... and how did south and west Europe do?**

**Phillip Antoniou:** We also employed a Technical Project Engineer. We have had many changes over the last few years and a significant restructure and focus on our core values like reliability, Return on Investment and being at the forefront of Cyber Secure products in our industry. This has also been our message in South & West Europe which has also expanded, adding more technical personnel, Business Development Managers and Events & Marketing staff.

**What are your main products and solutions for 2019?**

**Phillip Antoniou:** Where do I begin? We introduced our new range of products under the name Mobotix Move, this is an add-on line which provides our partners with market standard specification products to open new doors and new revenue streams. With domes, bullets and PTZ we now have the ability to support any application need. This product range has had a great launch in 2018 and will continue to gain momentum in 2019. We have also evolved our IoT range of models with now having ONVIF as a standard while still being able to maintain the high level of cyber safe protocols we have developed.

**Last year Mobotix brought the Cactus Concept to the market – it's an end-to-end video system that protects against hacker attacks. The effectiveness of the system was verified by a "Certificate: Penetration Test," which was carried out by a German certifier (SySS), and your**

**cameras successfully withstood extensive cyber attacks. How important is cyber security for the various customer groups in the Middle East region? Could you give us some examples?**

**Phillip Antoniou:** I have mentioned this a few times and this shows how important it is to us, being Cyber Safe is the responsibility of every organization who uses, installs or supplies any IP product. We at Mobotix take this very seriously – every time you have IOT devices connected, it's a door waiting to be opened on your network. We have made sure that our products are capable of the highest levels of protection and we do not compromise this. The Middle East and especially the United Arab Emirates is at the forefront of maintaining excellent levels of protection in the use of technology and is consistently improving and incorporating new measures. This is perfect for our solution.

**...and what about the reaction of your (potential) customers to your particular approach with this Cactus Concept?**

**Phillip Antoniou:** Mobotix is known for having more robust and resilient products and we have often gone down a different road to others in the pursuit of these characteristics, which has been successful. They have to do the job and fit the purpose at any number of projects straight away. As more analytics are required and more platforms are used in various projects, the need for our Cactus Concept increases.

**What have you learned during the first few months speaking with your customers about the Cactus Concept?**

**Phillip Antoniou:** It's all positive feedback, we see a great deal of interest and hunger for this from the actual end user who realizes the need and the benefits of making sure his liability is protected as well as the data assets his company might have in their possession. Integrators will, of course, ensure that their work provides a secure system but they must also meet other re-

quirements, such as regulatory conditions, we must as a manufacturer meet these requirements. We appear to have developed a strategy that reassures all involved.

**What other important developments, solutions and ideas does Mobotix have right now and in the future?**

**Phillip Antoniou:** When we launch our new P7 platform we expect to start a small revolution in how a security camera can be used in our industry. It is truly a game changer and will be something that the market has never seen before. I would love to say more but you will need to follow us to get this information. You won't regret it: Mobotix is well-known for customer-centric solutions.

**What are the 'most-wanted' solutions in the Middle East region, and what are the particular requirements here?**

**Phillip Antoniou:** Perhaps the number one factor here is reliability. The technology has to deal with high temperatures as well as dramatically varying light conditions, and still provide high image quality. Customers look particularly for an open platform here upon which they can build and integrate existing equipment and systems – an open platform with scalability is particularly important. We took the fundamental decision some time ago to present our systems as open to integration with third-party applications and hardware, and the decision has been proven a good one. We can address many vertical markets together with our partners that would otherwise have been inaccessible to us. And we are able to offer much more comprehensive solutions as a result. There's more in the pipeline.

**... and how is it with Europe and Africa?**

**Phillip Antoniou:** The prime decision criteria in Europe are ROI and ease of use. Customers tend to look to the long term as well, so the price of spare parts and maintenance is often a sensitive issue. Africa is also very cost sensitive and looks for an abundance of features in the specification. When our products are used in-store in a retail environment for example to gather data, in Europe they must be feature rich, while the Middle East wants features, but they will be very specific about having the right ones.

**Phillip, you are a specialist for emerging markets – what is your vision for Mobotix and which are the emerging markets for you?**

**Phillip Antoniou:** Emerging markets tend to have various meanings depending on your view, for me an emerging market is one that has a lot of potential and is constantly evolving and gaining momentum so that everyone has to run to keep up. This is such a market. The region itself is so full of possibility and vision that it keeps us on our toes and constantly challenges us, which is great. From the Mobotix viewpoint I can confidently say we are here to make a difference and provide new levels of security, innovation and possibilities for the market, the partners and the region as a whole.

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Paul Such,  
Vice President for  
EMEA Sales at Avigilon

## VIDEO SURVEILLANCE

# View, Analyze and Control

## Avigilon Demonstrates Artificial Intelligence, Video Analysis and Access Control Solutions

In August 2018, Motorola Solutions announced the first major step in integrating Avigilon Control Center video management software into CommandCentral Aware for command center operations. At Intersec in Dubai, the company announced that it has enhanced the integration to include Avigilon's patented self-learning video analytics. GIT SECURITY had the opportunity to speak with Paul Such, Vice President for EMEA Sales at Avigilon, about this integration, Artificial Intelligence and Avigilon's product and solution pipeline.

**GIT SECURITY:** I can imagine that from a company perspective the integration of Avigilon's VMS into CommandCentral Aware is a big step to demonstrate the synergies within Motorola Solutions. What advantages does it offer to users?

**Paul Such:** Security officers in a control center now have one integrated source for the actionable information they need to help first responders on the front line. In addition to Avigilon video intelligence, CommandCentral Aware provides them with access to incident details, computer-aided dispatch and records intelligence, geospatial data and real-time alerts from multiple sources. CommandCentral Aware provides analysts with a detailed operating picture of what is happening at the scene of an incident. Our Avigilon video analytics technology can automatically alert them to critical events that may need further investigation, helping to proactively keep people safe and assets protected.

**Video analytics and Artificial Intelligence are hot topics here at the show, but still not everyone sees a real value in AI. Can you give us an idea what value Avigilon offers here?**

**Paul Such:** Video analytics tools are part of our software offering for many years and we believe AI has the power to overcome some of the biggest challenges our industry faces. We developed Avigilon Appearance Search technology, which is a sophisticated deep learning Artificial Intelligence search engine that sorts through hours of footage with ease, for example to quickly locate a specific person or vehicle of interest across an entire site, or multiple sites that are connected to the same Avigilon Control Center Client software. New updates include searching for someone using physical descriptions such as age, gender and clothing color.

**It looks like you are very happy with the advances in the product offering and the product pipeline for this year.**

**Paul Such:** Yes, everybody in the organization is very motivated and proud of what we can offer our clients in addition to high-resolution cameras. Our products are getting more and more powerful with new CPUs that allow us to do faster analysis and offer value-added services. The search for incidents or objects within the VMS or at the edge is much faster than before. The H4 Multisensor, our most advanced multi-sensor camera featuring up to 32 MP total resolution, is just one example. It offers self-learning video analytics, H.265 compression and content adaptive infrared technologies. At the show, we are already giving our customers a preview into the future of video analytics capabilities of our next generation camera line, which is expected to be launched this year.

**GDPR is another challenge the industry faces. What does Avigilon do to ensure that your video security solutions include features and functionality that support GDPR compliance?**

**Paul Such:** Meeting GDPR requirements is very important for a lot of our customers. Although technology such as our Avigilon Control Center (ACC) video management software cannot itself be GDPR compliant, we always consider how our products and solutions can assist enterprises in deploying and operating a GDPR compliant system. ACC for example, offers control over user permissions, ensuring security personnel can only access the video data that they need to do their job and ACC will control the resolution of the video displayed based on user permissions. We make sure that explicit user permissions are necessary to access search functionality that uses personally

identifiable information such as personal appearance, access control identity cards, license plates, or point-of-sale-information. Helping our customers to become standard-compliant, Appearance Search results can now be exported by ACC while blurring the images of all other subjects except for the person of interest. The new Blurred Export feature helps customers ensure compliance with new data protection and privacy measures of GDPR.

**In the past, Avigilon was concentrating more on proprietary end-to-end solutions making the integration of 3rd parties not very easy. You mentioned that this has changed. Can you comment how Avigilon is opening-up?**

**Paul Such:** As Avigilon continues to expand our advanced video analytics portfolio, the demand to leverage these technologies to provide true actionable results is rapidly growing. In response to this, we have rolled out important initiatives within our go-to-market strategy as it relates to integrating our cameras and video analytics technology with Genetec, Milestone, as well as other video management systems (VMS) providers. As such, we have increased support for Avigilon cameras on third-party VMS platforms, introduced integration of Avigilon video analytic events and alarms with third-party VMS platforms, and we have opened up support for our Pro Series (8 MP, 12 MP, and 16 MP H4) cameras to third-party VMS platforms.

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Hybrid illuminators offer the best of both worlds – white and Infra-Red illumination



The Raytec Vario 2 range includes models that illuminate at up to 450 meters

VIDEO SURVEILLANCE

# And There Was Light

A New Illuminator Offers the Best of Both Worlds To Ensure that Surveillance Cameras can See 'wel Day or Night

It's totally predictable – the light levels will drop at the end of the day to such a low level that conventional surveillance cameras struggle to provide a satisfactory image. Lighting up the scene with visible light is one option; flooding it with Infra-Red is another. Ideally both would be available.

**H**ybrid network illuminators combine White-Light and Infra-Red (IR) technology into a single IP connected unit. Incorporating White-Light and IR together brings new opportunities to end users with increased functionality and the potential to reduce costs. Traditionally, applications using White-Light and IR would require two separate illuminators, but with Hybrid combining both technologies, users can fulfill their needs using a single illuminator.

**Wavelength**

But what about performance of each wavelength compared to a dedicated White-Light or IR illuminator? A true Hybrid solution should offer the same power and performance as two dedicated illuminators and be thermally engineered to ensure reliability and long life is still achieved. With each wavelength only ever being used independently, the illuminator's heat sink should still be capable

of keeping the LEDs cool, even if it is delivering more power.

Reducing the number of illuminators on-site means significant cost savings can be made; not just in the capital outlay of the illuminators themselves, but also in reducing associated costs such as the amount of cable required, the number of power supplies and other infrastructure. Replacing separate IR and White-Light illuminators with a single Hybrid solution effectively halves the total cost of an installation.

**Greater Control**

When considering the use of IP and network-controlled variants, Hybrid illuminators also provide a quicker, more dynamic security response. A VMS or web interface can be used to control an illuminator's power, timing and pattern of light. With Hybrid devices, the wavelength can also be controlled, allowing a seamless switch between

White-Light and IR. The wavelength can be adjusted manually in real time or integrated with other security devices to deliver pre-programmed lighting responses for different situations. IR illumination provides covert surveillance, while White-Light can be triggered on demand to provide a visual deterrent using a flashing output, or to provide additional scene information for color cameras.

In summary, Hybrid illuminators improve the quality of a surveillance system by allowing a more dynamic security response (especially with IP enabled variants), while also helping to reduce costs and make the overall system more efficient.

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## SECURITY FOR RETAIL

# Buy Me!

Intelligent Video: Transforming the Shopping Experience?

The retail sector has felt the disruptive impact of e-commerce more than most. The inevitable costs of staffing, rent, maintenance and daily operations has left traditional brick-and-mortar stores struggling to stay dynamic and compete effectively with their more agile online counterparts. The question, therefore, is how can stores optimize operations and improve the customer experience at this critical time?

**T**he one competitive advantage of physical retail outlets – being able to provide a more personal customer experience – has also taken a hit in recent years, thanks to a lack of in-store and operational efficiency. Customers find it hard to locate the products they're shopping for, are faced with longer queues for payment, and the most valuable 'VIP' customers are often overlooked. At a time when retailers should be striving to excel, this is bad news, as a 2018 study from KPMG reinforces: „The customer experience is more important than ever as retailers are striving to differentiate themselves in a challenging and crowded market. Consequently, experience per square foot will be the new retail metric to measure success.“

### Technology At the Heart

One challenge that retailers often face is not having a way to collect accurate data and visualize it intelligently in order to make smarter business decisions about the shop floor. For many, reorganizing store layout and installing additional equipment is not a realistic option – either because

there is not the available space, or because of budgetary constraints. In these circumstances, an effective solution could be artificial intelligence (AI) and deep learning. Together, these cutting-edge technologies create a video surveillance solution that can give retailers valuable insight into real-time operating conditions, to boost customer service and in-store competitive advantage.

Intelligent video technologies can be applied to retail in a multitude of ways, including people-counting to track customer flow and numbers, VIP recognition so retailers can tailor their service to key individuals, heat mapping to reveal the popularity of specific goods in the store, queue detection to monitor the queuing situation in real-time and Point of Sale (POS) integration to retrieve precise details when a dispute occurs.

### People Counting

Understanding the flow of customers is the key to optimizing a store's sales performance. And by using an accurate people-counting camera, stores can understand daily/weekly/monthly peak times, so that store managers can arrange staffing ac-

ordingly. What's more, by layering this data over days, weeks and months, retailers can start to see customer flow trends. The data can be benchmarked against the store's sales figures and its overheads, to inform future operational strategy, and help managers to optimize store profitability.

Furthermore, people counting can also help retail managers gain insights into the customer experience. One example would be to evaluate the conversion rate, which depends on the actual number of purchases divided by the number of people entering the store. Retailers can calculate this rate easily using people counting technology. Even better, people counting can also help stores determine the results of their marketing activities. Each marketing campaign can be quantified by people counting to measure return on investment. This is just one of several technologies that provide insight into consumer behavior and optimal marketing practices.

### VIP Recognition

Loyal high-end or VIP customers are enormously valuable to retailers, but service staff cannot al-

ways identify them immediately. This means that business operators miss valuable opportunities to extend a special service. Intelligent facial recognition cameras, however, can provide unique opportunities that were previously unavailable. When customers opt to participate in VIP marketing promotions or other incentives, facial recognition technology will give retailers accurate tools to identify VIPs so staff can provide the right kind of service at the right time. There would be no more need for customers to show membership cards to receive special offers, for example. The whole shopping experience becomes more convenient and efficient.

**Heat Mapping**

Retailers usually want to know which products customers are most interested in, and which promotional products can attract customers to stop. With heat-mapping technology, retailers can see a color-coded map of how much time shoppers spend in specific store areas. This can reveal hot spots and dead zones, as well as how many people actually shop for a specific product, versus those who just decide to pick it up as they casually walk by. By layering this data over time, retailers can get insight into how best to place items in store, and how best to design the overall store layout.

One of the most useful heat-mapping tools available to the retail market is the fisheye camera. A single, compact camera can capture a panoramic high-definition image over an impressively wide area, while its heat-mapping function provides the color-coded map. Installation is cost-effective because fewer cameras are needed than with most heat-mapping solutions, making this the ideal solution for a location such as a shopping mall.



**Footfall can be reliably established using intelligent video analysis**

**Queue Detection**

Waiting time can have a devastating effect on the in-store customer experience. If a customer sees a long queue in a store, they may stop shopping and go elsewhere. Worse still, if there is always a long queue every time they visit the store, they may avoid that store completely in future. Queue detection solutions can help retailers manage their checkout lines, and the queue detection cameras are designed to monitor queues in real-time. The cameras count the number of people in each queue, and if there are too many people in a checkout line and customers are still continuing to flock to the checkout area it triggers an alarm to store management, who can open a new checkout.

**Point of Sale Integration**

Transaction records and surveillance videos can provide valuable information to reduce disputes at the checkout. In the past, these have been two completely independent data systems. In order to find the right video footage, the surveillance video had to be manually retrieved and collecting evidence around a transaction can often take several hours, which is costly for the business.

Point of Sale (POS) integration, also known as POS Text Overlay, is the uploading of transaction data to the video management system through the POS and encoding it with the video stream. This combination of retail transaction data with surveillance videos makes it easy to identify certain transactions to be reviewed for customer complaints, mainly used for post-retrieval when a transaction dispute occurs.

**Transforming the In-store Shopping Experience**

The intelligent, self-learning video solutions outlined above are designed to empower retailers with much of the insight they need to bring brick-and-mortar stores right up to date. Those that are willing to adopt these solutions will very rapidly see their value, and be able to reap the rewards of increased competitive edge.

Through accurate people-counting, quick identification of VIPs, optimal layout of goods and reduced waiting times, retailers can transform the shopping experience and enhance their sales strategy very quickly indeed. And thanks to the valuable customer insight that is generated on an ongoing basis, they will have the tools to create an in-store shopping experience that should only get better and better.

**Case Study**

**A Smart Retail Solution Gives Dutch Shopping Centers A Business Edge**

People-counting is very important to shopping centers. Retailers always want to know what footfall they are likely to expect, and larger chains use this information to decide whether or not to move in to the shopping center at all. At the Schalwijk Shopping Center in Haarlem, the Netherlands, center management was counting footfall by using the number of connections to the center's Wi-Fi. But this was delivering inaccurate and limited data. People were still using the center Wi-Fi from outside the mall, while many shoppers inside the mall were not using it at all.



The center management team installed Hikvision Dual-lens DeepinView People Counting cameras (iDS-2CD6820F/C) at all the entrances to the shopping center. The cameras feature deep learning technology, binocular stereo vision, 3D people detection and height filtering – all contributing to the 97% accuracy rate. As a result, the Schalwijk Shopping Center now has highly accurate visitor numbers and flow information, which can maximize both customer experience and layout effectiveness.

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With innovative flair, characteristic Italian design and the quality of its products, Replay has become a leader in jeans and denim based clothing manufacturers. Since 1996 Replay has been headquartered in the Italian hilltop town of Asolo in a 25,000m<sup>2</sup> reproduction of an early 20th century American industrial building. This acts as the company's nerve centre, where research and creative development thrive. Since its foundation, Replay's key strategy has been formed around product vision, expansion into new markets and increasing control of its distribution network. As a result, it is now prominent in all European markets, the Middle East, Asia, America and Africa in over 50 countries, with its wholesale distribution network boasting 3,000 sales outlets with 200 retail stores.

## SECURITY FOR RETAIL

# A Perfect Fit for Replay

A Security and Access Control Upgrade Programme for Replay's Premises

### Fit for Purpose

Milan based Secursat has carved an enviable reputation for its ability to design, specify and install integrated and strategic security solutions that address existing and predicted threats in compliance with current legislation and regulations. It creates security models based on a client's requirements

that not only are a form of business protection to reduce and prevent risks but, strategically, are an important tool to create value and be a source of competitive advantage.

'When Replay first approached us with the idea of improving its security and access control infrastructure, first of all we had to gain a com-

plete understanding of its objectives,' explains Maura Mormile, Secursat. 'We always try to utilise any legacy infrastructure where possible, so we needed to find a technology solution that could be integrated with the customer's equipment as well as being able to draw upon the benefits of our remote monitoring centre. It soon became apparent



The combined expertise of Secursat and Pacom ensured a great result for Replay

to us that technology from Pacom would meet all of Replay's objectives.'

Pacom and Secursat have been working closely since the beginning of 2018, after forming a strategic partnership to provide new opportunities for both companies. Secursat is the first systems integrator to be appointed in Italy by Pacom and the Replay project represented the first opportunity for the companies to work together.

### Putting a Plan in Action

The solution configured by Secursat was based around Pacom's pioneering Graphical Management System (GMS), which is engineered to communicate over an internet protocol (IP) network and has technology tailored specifically for multi-site environments.

'Although not used extensively in Italy, the benefits of IP are beginning to be more widely understood and will have a dramatic effect on how security and access control systems are specified and installed,' states Pacom's business development manager, Alfonso Lorenzo. 'Our GMS technology draws on over 30 years of experience in developing applications based on a data communications platform, successfully balancing electronic security and IT applications on a single network. GMS provides the perfect harmony between interoperability and functionality to ensure that Replay's specific security needs can be met, without compromising on quality or operational process.'

### Under Control

Alongside the Pacom GMS are the IP based Pacom 8003 next generation hybrid control panels, which incorporate Pacom-Edge technology. By offering advanced security capabilities across Replay's Ethernet backbone this control panel reduces the need for traditional security cabling.

Alfonso Lorenzo adds, 'Pacom 8003 offers up to eight configurable 5 state inputs and 8 outputs comprising 2 relays and 6 open collectors. Inputs

can be expanded up to 90 and outputs can be expanded up to 40 via the addition of on-board expansion modules and/or remote I/O devices. Pacom 8003 supports auto-discovery of peripheral devices for simplified installation and all doors can be individually configured to operate via card only, PIN only, or card and PIN, with access schedules providing additional control. It also satisfies the needs of Replay's stores that may require access control.'

The entire installation went incredibly smoothly and was completed with minimal disruption to the stores. Maura Mormile comments, 'Our integrators all commented on how straightforward the Pacom equipment was to install and configure. Not only did we overcome traditional wiring issues but, thanks to IP, we have faster signal transmission to the remote monitoring centre, which centralises operations in an innovative and simple way. Furthermore, the use of the GMS means that we are able to track events in real time, have a record of events and can engage in remote management of the entire Replay security and access control infrastructure.'

### Sizing it up

Maura concludes: 'The Replay project was not a particularly straightforward one but the combined expertise of Secursat and Pacom ensured a great result. The products are user friendly and, just as importantly, offer a high level of future proofing and expansion possibilities that will optimise security and access control infrastructure for many years to come.'

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## Accreditation to NF A2P Cyber – RTC Cybersecurity Standard



Vanderbilt has announced that their SPC system has been accredited to the NF A2P Cyber-RTC cybersecurity standard from the CNPP. The intrusion system was tested to ensure that it meets the latest needs for cybersecurity. 'By certifying our SPC intrusion ranges on the latest CNPP NFA2P at Cyber Type 2 and 3 repositories, the company provides its customers with high-level security for all remote monitoring transmissions, as well as for cloud applications such as our SPC Connect service to combine user-friendliness, availability and security,' says Hervé Houy, Vanderbilt Country Manager for France. SPC, an IP-ready intrusion alarm system, has been designed with communications and security at its core. Using the FlexC protocol to communicate with AES256-CBC encryption, the communications between SPC and other system are secure and protected. [www.vanderbiltindustries.com](http://www.vanderbiltindustries.com)

## 180° Outdoor Intrusion Sensors



Optex has launched a new series of outdoor PIRs in EMEA (Europe Middle East and Africa) and in South and North America that offer 180° detection coverage and 12m/40ft radius to detect any intrusion around a residential or commercial building. The WX Infinity series comprises two wired and two wireless models, available either in the standard or the anti-masking version. The new models provide outstanding sensing performance for outdoor intruder detection applications, while the wide (180°) detection area coverage brings a new feature that is ideal for protecting larger residential grounds. The WXI sensors can provide two, independent 90° 12m/40ft detection areas. The detection distance ranges from 2.5m (8ft) to 12m (40ft) and the sensitivity and alarm output can be set up independently for left and right. For instance, the left output can trigger for a simple awareness alarm while the right side output prompts a CCTV camera system to set an event index. [www.optexamerica.com](http://www.optexamerica.com)

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# SECURITY MANAGEMENT

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Alarm Management



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ABUS Security-Center is a manufacturer of innovative alarm systems, video surveillance systems, door intercom systems and detectors. As a member of the ABUS Group, the company is specialised both in industry-specific security requirements as well as the demands which private users have.

Security Management



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1. **Right now:** I am grateful.
2. **I can never resist:** Sunshine. It has a way of literally brightening a day and warming the soul.
3. **My biggest motivation is:** My son.
4. **At 7 o'clock in the morning:** I have already started my day.
5. **Three characters I would like to have dinner with are:** Stephen Hawking, Ernest Hemingway and my deceased Dad.
6. **Three things that I am most grateful for in life are:** Health, family and development opportunities.
7. **The best decision in my career so far is:** Staying positive and always trying to make things better.
8. **The best compliment anyone has ever given to me is:** That I am the best mother.
9. **I am entering the wrestling arena and while the crowd is calling out my wrestling name:** "Foxy Pandora!", I can hear the song: "Girl on Fire" by Alicia Keys playing!
10. **At the most horrible job I ever had I:** Was able to remain positive and kept my ethics and dignity. I believe that in any circumstance, it is important to rise above the fray, keep focused on bigger goals, and learn from each experience, good or bad.
11. **The language I would most like to speak is:** Latin, since it has been said that 60 percent of English has Latin roots. And, if I spoke Latin, it would be much easier for me to pretend to speak French.
12. **The biggest challenge in my industry at the moment is:** Mentoring the new generation. We really have an opportunity with a new generation joining the security industry, and I believe our future lies with us to mentor and share our experience so that they can make what may seem impossible today, possible in the future.

**Name:** Christina Duffey, CPP  
**Position, Company:** 2019 ASIS International President, SVP/Regional Director of Midwest Operations at SOS Security  
**Hometown:** Phoenix, Arizona  
**Favourite homemade dish:** Pepperoni Pizza Pasta

# Off the Record

Get to know inspirational characters of the Security Industry in GIT SECURITY's series



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