

Volume 8
March 2012

GIT

EMEA Edition

SECURITY

MAGAZINE FOR SAFETY AND SECURITY



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Security for Retail

Fire Protection

Safety and Security for Hotels

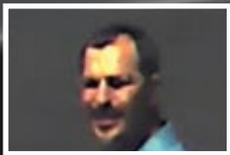
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Network Video Surveillance

**COVER: SimonsVoss – Digital Locking
with RFID: Interview with
President Hans-Gernot Illig**

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MADE IN THE USA

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It took us a very long time to get what we wanted: Well-equipped workplaces where all the information we need is bundled to judge whether or not a situation is critical for the safety and security of our company. Modern security management systems now allow us to integrate all the information we need in one spot. In an ideal scenario all the data from video surveillance, alarm sensors, fire protection devices and perimeter protection systems is displayed in one system.

In the real world there is still a lot of room for improvement, although enormous efforts on the IT side have taken place. However, interoperability is in the focus of product developers, and delivering solutions instead of "simple products" is the aim of almost every security and safety product vendor. Let's face it: Even within state-of-the-art security projects realized with massive investments, there often is a lack of integration, and not all components are able to communicate. Within installations on a lower level (many security and safety officers have to work at a workplace like that) there is not even enough money to modernize system components, let alone to invest in highly integrated security solutions.

In a diversified situation like this, we are moving to the next step. The revolution that has taken place in our private lives is being rolled out into the business world. Modern IT offers newer and better solutions and at the same time creates new challenges. More and more companies are starting to offer mobile applications for security and safety tools. These mobile applications allow us to monitor video surveillance from any place, at any time. Security personnel and business owners, residential users or video surveillance installers can now view video from all over the world anywhere in the world on their mobile devices. Wi-Fi, 3G and 4G allow us to communicate with security and safety systems. Modern tools and apps are not limited to "only" having mobile access to alarms coming in, to view video, to receive emergency messages and situation plans and to communicate with colleagues. The new tools allow you to react and direct action. You can adjust PTZ cameras, forward alarms, set alarms off and communicate via voice alarm systems. The next level of mobile tools for video management systems has already been announced and will be available soon. These tools will allow the user to feed in videos taken with smart phones into the video management system in real-time. Imagine a security officer or a task force out in the field filming a scene, and the whole security team is able to watch what happens and can react immediately. With data encryption active, data can be safely stored in the system and can be used as evidence if it comes to court later.

If this sounds too much like science fiction, please remember the reactions in the market on the first IP cameras or wireless smoke detectors. And this is not a question of age. When I visited a video surveillance installation in a multi-storey car park in Switzerland last year, the 60-something owner of the car park received me with cheers, an iPad in his hands. As soon as I got out of my car, he proudly gave me a live-demonstration on how easily he can get access to over one hundred cameras across the city. Anyplace, anytime...

If your IT infrastructure and support is state-of-the-art, the future is now. If not, you may have a problem...

Enjoy reading this issue!



Heiko Baumgartner

For GIT's Safety and Security team



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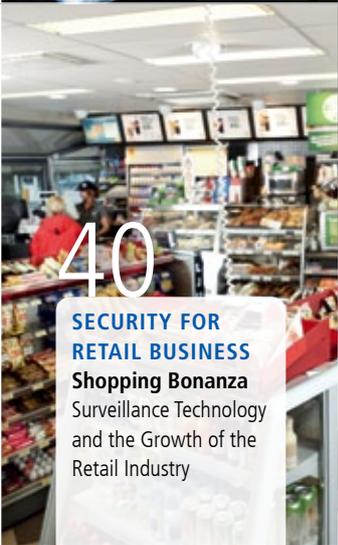
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Megapixel IP cameras setting new standards: www.geutebrueck.com

GEUTEBRÜCK
Competence in Video Security

Verhoeven Export Sales Director at Everfocus

As of 1 January, 2012, Michel Verhoeven was appointed as Sales Director for the European export markets. Being part of the security industry for more than 15 years, Mr. Verhoeven most recently served as Regional Sales Director at Everfocus for the export markets UK, Ireland, The Netherlands, Belgium, France and Scandinavia. In his new function, he is responsible for both the development of existing and the acquisition of future export business.



info@everfocus.de

Management of Interoperable Devices

ONVIF, the standardization initiative for IP-based physical security products, has released Profile S, the first in a series of profile introductions that will aid end users and system designers in determining interoperable components of a physical security solution. It describes the common functionalities shared by Onvif conformant video management systems and devices such as IP cameras or encoders that sends, configures, requests or controls the streaming of media data over an IP network. The profile includes specific features such as pan, tilt, zoom control, audio streaming and relay outputs. The introduction of profiles is designed to enable end users to more easily identify features supported by a profile without determining the compatibility between versions of the ONVIF specification. For example, users will no longer need to know whether specific devices in Onvif 2.0 are compatible with clients that conform to Onvif 1.0, or with newer versions of the specification introduced in the future.

www.onvif.org

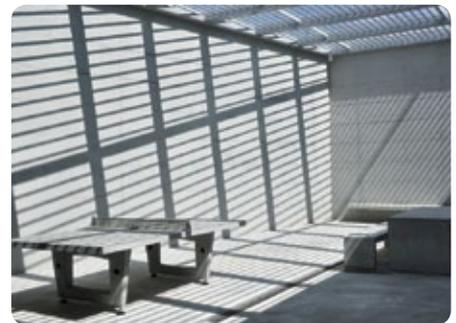
Talk-a-Phone and Comet: Interoperability Testing

Talk-a-Phone has worked with Comnet Communication Networks to test interoperability with a variety of Comnet fiber optic Ethernet media converters and Ethernet EoVDSL products. Comnet offers a range of network solution products that are interoperable with Talk-a-Phone's Voip-500 Series Phones. "The outcome of the interoperability testing has been very positive," said Alek Kireyenka, Marketing Manager, Talk-A-Phone. "Leveraging solutions from both Companies offers a robust level of performance and reliability."

www.talkaphone.com; www.comnet.net

Conway Cameras for Prison in New South Wales

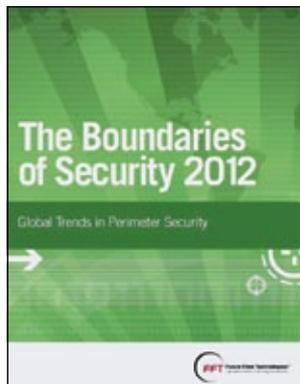
Conway Security Products has supplied a large number of their custodial corner-mounted cameras as part of a refurbishment and updating project at a high-security correctional facility in New South Wales. The project uses the manufacturer's CM230IR, a standard corner-mounted camera, plus the external CM230IR-EX which has been fitted in the individual exercise yards attached to each high-security cell. Both cameras feature a day/night camera with a wide-angle lens which delivers exceptional room coverage, minimizing blind spots. The Company supplied the units through their Australian partner Techniche Security & Surveillance. The inclusion of energy-efficient 940nm IR LED illumination ensures that the camera can deliver high-quality pictures regardless of lighting conditions. 940nm IR is invisible to the naked eye, making it highly discreet. Observation of cell occupants who may be in a distressed state can continue for their own protection under dimmed lighting or even in complete darkness. An optional integrated microphone can provide audio monitoring.



www.conway-cctv.com

Boundaries of Security Report 2012

Future Fibre Technologies has introduced the 2012 edition of its "Boundaries of Security Report," a resource for security industry professionals. The 110 page annual report was originally published in 2010. The new edition has been updated to include the latest market research and emerging industry trends from IMS Research, best practice recommendations for designing effective perimeter security systems for infrastructure and high value asset protection, as well as examining the important role signal processing plays in intrusion detection. It also features clear explanations of the latest intrusion detection technologies including C-OTDR Fibre Optics, Fiber Bragg Grating sensors, and Ground Based Radar systems. Also added are whitepapers explaining the importance and operation of Artificial Intelligence (AI) in processing raw alarm data to eliminate nuisance alarms, and how to go about selecting a perimeter intrusion detection technology.



www.fftsecurity.com

Morpho in Botswana

Botswana Police Service (BPS) has signed a two years agreement with Morpho for the maintenance and support of their Automated Fingerprint Identification System (AFIS). Designed to help solve criminal cases, this system is one of the largest IT systems for Botswana Police Service managing high quality 1,000 pixels per inch (ppi) ten prints and palm prints, connecting 61 sites across the country. "Morpho has proven its capacity to provide critical maintenance locally to support the AFIS. We have a strong local presence and are honored to pursue our partnership with Botswana," said Jean-Paul Deguines, Managing Director for subsidiary Morpho South Africa.

www.morpho.com

In-car Police Video Surveillance Market

IMS Research forecasts that despite police department budgets coming under increasing pressure across the USA, the HD (High Definition) camera market onboard police cars is set to grow at over 20% over the next four years. This is one of the findings from the institute's latest report on the mobile video surveillance equipment market. Currently Watchguard Video's 4RE solution is the only HD solution specifically designed for the police in-car video surveillance market. However, a number of other mobile video surveillance equipment manufacturers are currently developing HD solutions, with release dates ranging from between nine and twelve months. According to report author, Oliver Philippou, "The key driver for HD video is simply better quality images. As camera prices decline, compression methods become more advanced, and new wireless draft specifications, such as 802.11 ac, make handling large amounts of data quicker and more efficient, the use of HD cameras will increasingly become a more viable option."

Niall.Jenkins@imsresearch.com

Genetec Partners with Bosch

Genetec, a pioneer in the physical security industry and a leading provider of world-class unified IP security solutions, announced that the integration with the full line of Bosch devices goes beyond basic functionality to offer customers deeply compatible solutions. The Companies have been technology partners in physical security industry for years. Over time, both have developed a business relationship that ensures all camera integrations are tested and certified, product roadmaps are strategically aligned and there is interoperability between firmware and software. This translates to offering joint-customers fully-supported and compatible solutions for a variety of security and public safety applications. Most notable is the full integration with Genetec's unified security platform, Security Center, including Omnicast, its video surveillance system, and Bosch's new line of high-definition (HD) cameras. This includes Bosch's Autodome pan-tilt-zoom family, the Dinion and Flexidome series of day/night fixed cameras, and the IP Camera 200 Series for small businesses. Support for Bosch's Divar 700 hybrid video recorder (HVR) was also recently announced with the release of Omnicast 4.8, making Genetec the only video surveillance vendor to support this HVR.



www.genetec.com

Lilin Announces Partnership with Nuuo

Combining IP and analogue technologies with IVS detections, Nuuo delivers open platform Video Management Solutions (VMS). In 2009, Lilin became the first CCTV manufacturer to launch Onvif conformant network video products. The Company's IP product range is now Onvif compliant. Claiming to be the first to recognize the real potential of Onvif conformant products, the Company understood that the user could benefit from greater choice, flexibility and cost savings, and consequently opted to incorporate the Onvif open protocol as standard.

www.lilin.co.u

Growth on Gunnebo's Agenda

"Gunnebo has a strong balance sheet and an equity ratio of 42%, so we are well equipped to make investments for future growth," says the Company's President and CEO Per Borgvall. "You will see increased M&A activities from Gunnebo going forward, markets of special interest for us right now are USA, India, China, Australia and Turkey. Other growth-generating investments in our core business as well as development of a strong, global service proposition are also on the agenda for 2012." Other priorities in 2012 will be improved gross margins, extension of the industrial platform in China and European sales efficiency. "Improved margins has been a top-five activity for us since 2009, and this focus will continue into 2012. Thus, we will continue to work with purchasing savings, price management and efficiency."

karin.wallstrom@gunnebo.com

AG Neovo's RX-Series Secure City of Leeds

Seventy-eight wide-screen LCD displays with models of RX-W22 and RX-W42 from AG Neobvo have been installed within the new CCTV control center in the City of Leeds, UK. "The city's new monitoring center has been developed in partnership with West Yorkshire Passenger Transport Executive (METRO). The state-of-the-art display technology supplied by RX-Series has made dealing with security surveillance work more easy and intelligent," said Wayne Clamp, CCTV/Security Operations Manager of Leeds City Council Community Safety. According to Alistair McCloy, AG Neovo's Sales Manager in the UK, the new Leeds City Council/Metro combined control center requires a very strict and high-demand CCTV system. The top-quality hard glass LCD panel ensures a neat, anti-scratch, and anti-vandal display matrix.

marketing@agneovo.com



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BSIA Members See Increased Visitor Numbers at Intersec 2012

Members of the British Security Industry Association's Export Council, who exhibited at Intersec 2012 exhibition in Dubai, are reporting a record level of visitor interest in UK security solutions, from integrated systems to access control, CCTV and intruder alarm technology, on display during the show. 83% of those questioned in a post-event survey conducted by the BSIA's Export Council said they had witnessed a growth in visitors to their stand, compared to 2011, only 17% said numbers were the same and, crucially, none of those who replied had experienced a fall in attendees. Many of the Association's Export Council members at Intersec were concentrated on the UK Security Pavilion which for 2012 featured the largest ever number of British security businesses. Said John Davies, Chairman of the BSIA's Export Council: "There is little doubt that Intersec 2012 has been a tremendous success for both the Export Council and our member companies when it comes to the number and quality of attendees. Undoubtedly there is growing interest across the Middle East in what the British security industry can offer whether it be innovative solutions, best practice or compliance with industry standards." info@bsia.co.uk

Honeywell Acquires Fire Sentry Corporation

Honeywell has acquired Fire Sentry Corporation, a privately-held manufacturer of fire detection and control products for industrial markets. The terms of the transaction were not disclosed. Based in Yorba Linda, California, Fire Sentry's product portfolio consists of fast-responding electro-optical flame detectors, portable test lamps and dedicated control panels that are used by customers in industrial settings such as petrochemical, semiconductor, paint booth/finishing, automobile airbags and munitions plants. The products are designed to ensure rapid, accurate, and reliable detection of both hydrocarbon and non-hydrocarbon fires within a single device. With this acquisition Honeywell wants to significantly expand its gas and flame detection, and monitoring solutions and builds on the company's acquisitions of System Sensor in 1984 and Zellweger Analytics in 2005 among other important acquisitions in the gas detection arena. www.honeywell.com

Essex Council Reduces Crime with Indigovision

Thurrock Council, a unitary authority in Essex, UK, has upgraded its aging CCTV network with Indigovision IP technology. This has reduced the amount of time council staff and local police need to spend reviewing footage. As a result a number of crimes, from theft to anti-social behaviour, have been detected and arrests made. Thurrock Council is dedicated to reducing anti-social behavior for the benefit of the community. As one of the first councils in the UK to use wireless technology for CCTV, it has consistently been at the forefront of surveillance technology, and was keen to replace its aging network with the best equipment available. The old system had 220 cameras in 28 locations, linked to local recorders with fixed storage capacity. As the cameras were motion activated, memory was quickly full in busy locations before that time was up and important footage often overwritten. The manufacturer's authorized partner Clearview Communications was managing the fixed solution and understood the challenges and the limited budget available for upgrading. They worked with Thurrock Council's CCTV manager Gary Weatherly to develop a cost-effective but high quality solution, using Indigovision's technology. www.indigovision.com



Britain's Largest Casino Chooses Dallmeier

Dallmeier has installed a high-tech video surveillance solution at Britain's largest casino, the Aspers Westfield Stratford City Casino. Opened in December 2011 and located at Westfield Stratford City, in the heart of east London, the Aspers Westfield Stratford City Casino



represents a new model of casino in a fun and relaxed atmosphere. The Casino currently has 50 gaming tables, 150 gaming machines, 100 electronic gaming terminals, a sports book as well as bars and restaurants with views over the 2012 Olympic park. Dallmeier, in partnership with Grace James Security, have installed the largest CCTV system in any UK casino. The Company's Semsy system has been installed. David Livermore, Group Security and Surveillance Manager for Aspers Casino Group, said that the product was specifically chosen for its user-friendly interface, its intuitive operation and the recognized after sales service provided by "a company that really knows casinos," as stated Livermore. Semsy III is a high-performance and future-proof video management system with very high reliability, achieved through an elaborate redundancy concept. It offers a comprehensive range of functions, including the display of live images, various search options within the footage, the control of PTZ cameras and an easy archiving of relevant sequences. The cameras' pictures are recorded on several DMX 1600 Smatrrix. The Smatrrix is a hybrid VideoIP appliance with integrated storage system. www.dallmeier.com



Barco Takes Over IP Video Systems

Barco has acquired the assets of IP Video Systems (IPVS), a California-based Company offering networked visualization solutions. The acquisition fits within Barco's overall strategy to invest in high-performance networked visualization technology. With this step the Company wants to strengthen its product portfolio in a large number of markets. IP Video Systems provides hardware and software technologies for real-time, high-definition media streaming, recording and management over IP networks. Its product portfolio comprises a range of encoders and decoders, multi-stream clients, digital media servers and management systems. The company's main target markets include networked control rooms, healthcare, simulation & training and tele-collaboration. www.barco.com

Omifco Secured Using CEM's AC2000 SE

The Oman India Fertiliser Company (Omifco) has chosen CEM's AC2000 SE to secure their premises. The Company required a comprehensive security solution which could interface with a key safe system and would allow also them to manage pass production on site. The system provides a range of security applications including central alarm monitoring and ID badging. Andrew Fulton, Senior Director Global Sales, CEM Systems, said: "The range of AC2000 SE integrations with third party systems also means that Oman Fertiliser Company have a fully integrated security management solution." The Company opted to install the AC2000 Deister Keysafe Interface which – used in conjunction with the Deister Proxsafe – can ensure that only authorized cardholders have access to secured keys. Using an integrated card reader on the Proxsafe terminal, AC2000 system personnel data and cardholder details are transferred to the Deister Keysafe system. This provides efficient and traceable key use without the need to input personnel data into two different systems, helping to increase site security and minimize the duplication of administrative work. www.cemsys.com

Conway Make the Grade for Tyne Tunnel

Conway Security Products have supplied their external camera housings to the £260m New Tyne Crossing between Jarrow and North Shields in the north-east of England. The enclosures being used are a variant on the Company's stainless steel EH4 housing. The unit, which is manufactured to weatherproof level IP66, is usually produced in 304-grade stainless steel but for this project, installers 2020 Vision Technology asked for 316 grade. The request was in order to meet rigorous Department for Transport requirements. All of the manufacturer's units are made at the company's headquarters in Buckinghamshire, England. This made it possible to provide a tailor-made solution within short lead times. Steve Hall of 2020 Vision Technology said: "Most camera housings come off-the-shelf to a standard specification and the manufacturer is not in a position to make changes, and certainly not promptly. But Conway met our brief on the grade of stainless steel and also created bespoke bracketry which meant the housings could be mounted in a manner that allows them to withstand exceptional vibration levels caused by traffic volumes. The design also optimized cable access and containment issues for our engineers, another plus factor in an environment where space is at a premium." www.conway-cctv.com



Adjustments to Gunnebo's Group Executive Team

Gunnebo Security Group has reorganized its Group Executive Team: Mats Johansson has been appointed SVP Group Support, he is responsible for change management, HR, IT and Communication & IR. He has previously held the positions of SVP Operations and Country Manager Gunnebo China. Johansson has years of experience in production as well as within research and development from companies such as Fagerhult, IMI Plc and Uponor. The Group's present SVP North Europe and Country Manager Germany and Austria, Thomas Heim, has left the Company. Per Borgvall has taken up the position as acting SVP Region North Europe until a successor has been appointed. Gunnebo Germany and Austria is now managed by Stephan Seifert as Managing Director Sales & Service and Carsten Heidenreich as Managing Director Finance & Administration. Björn Nergard has been appointed SVP Operations, a function responsible for the Company's global industrial platform including responsibility for all production, logistics, purchasing, research and development, and environmental and quality work in the Group. He has years of experience in management of production driving change processes. karin.wallstrom@gunnebo.com

Suprema Live Scanners Certified for India's UID Project

Suprema's 'Realscan' fingerprint live scanners are tested in full compliance and received final certification from the Government of India's STQC (Standardization Testing & Quality Certification) for the country's UID (Unique ID, India's next generation national ID) project. The STQC certification is an essential requirement for procurements of the U\$4.4 billion UID project and ensures devices to satisfy API specifications presented by UIDAI. www.supremainc.com

March Networks Software for Australian Retailer Woolworth

March Networks announced that Woolworth – an Australian company with extensive retail interests throughout Australia and New Zealand – is deploying Visual Intelligence software across thousands of existing systems in a phased upgrade program. The software delivers enhanced live monitoring and searching capabilities that make it easier for the retailer to centrally manage surveillance video used for security and loss prevention in more than 1,300 remote locations. mmeroni@marchnetworks.com

Burg-Wächter Acquires Sanyo Video Vertrieb

Burg-Wächter Group with headquarter in Wetter (Ruhr), Germany, has acquired 100 per cent of the shares in Sanyo Video Vertrieb, Ahrensburg, from the founding shareholders. The terms of the transaction were not disclosed. Burg-Wächter Group is a family run corporation with a heritage of over 90 years. The company is an internationally renowned manufacturer of electronic and mechanical locks, letter boxes, door and window security, safes and cash boxes. Products are developed exclusively in Germany and produced in facilities in Germany, Eastern Europe and China. Founded in 1974, Sanyo Video Vertrieb is a specialized manufacturer and value added reseller of video security systems for retail and industrial clients as well as public facilities. www.burg-waechter.com

Identive to Acquire Majority Stake in Payment Solution

Identive Group has agreed to acquire a majority stake in Payment Solution, a German-based provider of integrated cashless payment solutions for sports stadiums, arenas, theme parks and other venues for leisure and entertainment throughout Europe. Payment solution's systems enable consumers at sporting and similar events to make quick, cashless payments for food, beverages and merchandise using contactless smart card technology. The systems consist of comprehensive payment management software, smart cards, and reader and communication infrastructure, all supplied and implemented by payment solution. "The acquisition of payment solution enhances our direct connection to consumers and extends our ability to deliver payment systems in Europe," said Ayman S. Ashour, chairman and chief executive officer of Identive Group. www.identive-group.com

Hikvision Celebrates its 10th Anniversary

With a gala show in Hangzhou, Hikvision celebrated its 10th anniversary. Over 2,700 employees including staff in headquarters and representatives from branch offices attended the birthday celebration. The Company's "ten-year success story reflects Hikvision's impressive strides in the past decade and its competitiveness in the upcoming years. We're thankful to our employees, customers and partners for their support and commitments for helping us reach this milestone," said president Yangzhong Hu. www.hikvision.com



Kentec Protects Athens Metro Mall

Ninety Kentec addressable control panels are at the heart of a fire safety system installed at the Athens Metro Mall shopping mall above the Agios Dimitrios metro station. As a magnet to thousands of visitors, this retail complex demands risk management systems of high integrity, including fire detection, security, CCTV and access control systems installed. There are two separate networks of 90 Syncro AS one loop control panels supported by Argus Vega Protocol and integrated to 1,800 Argus detection devices, and 170 ADOS addressable CO detectors within the parking area. www.kentec.co.uk

Scanvest, Baudisch and Zenitel Launch Joint Venture

The joint venture named Stentofon Baudisch is aimed at providing high-tech VoIP systems and solutions for many applications. It offers quality products, development and design expertise, strategic distribution and exceptional sales and marketing experience. The company's goal is to develop new products through innovative collaboration by offering security and communication products: VoIP Products with IP Video Integration; RFID and Access Control; Communication Panels with Touch-Interface. The company develops products that allow customers, such as IP-PBX system vendors, to implement solutions for their projects. www.zenitel.com



intersec
trade fair and conference

EVENT

Intersec Stays on the Sunny Side of Business

Leading Security Exhibition in the Middle East Attracts Almost 20,000 Visitors

Altogether, 19,591 trade only visitors made their way to Intersec in Dubai for the 2012 edition – an 18% per cent increase than at the previous event in 2011. There was also an increase of 101 exhibitors showcasing their latest products and innovations meaning the fair featured a total of 909 exhibitors from 52 countries – a near 15% increase on the 2011 edition.

Trade visitors from 106 countries visited the fair, with the top five visitor countries outside the U.A.E. confirmed as Saudi Arabia, Iran, Oman, Kuwait and Pakistan. The top five exhibiting countries were UAE, China, United Kingdom, Germany and the United States. Organised by German trade fair organiser Epoc Messe Frankfurt, Intersec is the leading regional trade event in the security, safety and fire protection industries servicing the wider Middle East and North Africa region and even further afield.

"Now in its 14th year Intersec has firmly established itself as the leading event in its field outside of Europe. An international showcase of the entire spectrum of the security industry, it is considered an essential platform for anyone wishing to conduct business in the security sector within the region," says Mr. Ahmed Pauwels, Chief Executive Office, Epoc Messe Frankfurt. Held under the patronage of H.H. Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum, the event also enjoyed the support of the UAE

Civil Defence, Dubai Police, Dubai Police Academy and the German Parliamentary State Secretary of the Federal Ministry of Economics and Technology. "The ongoing support from government and local authorities including UAE Civil Defence, Dubai Police and Dubai Police Academy is testament to the event's importance as a key annual meeting place for the industry as well as an ideal sourcing platform for the latest products and services available," Pauwels added.

Growth in All Three Business Sections

Intersec is divided into four vertical sections, namely Fire & Rescue, Safety & Health, Homeland Security & Policing and Commercial & Information Security. Apart from the numerous deals being done and contracts being finalised by key buyers and decision makers from around the Middle East and Central Asia, manufacturers chose Intersec as the stage to launch a raft of new products into the region – the reach and reputation of the event making it a vital part of most company's promotional campaigns.

Also running alongside Intersec is a growing number of fringe events and features. The 2012 exhibition featured the 3rd edition of the UAE International FireFit Championships which saw countries from the GCC, Europe and Canada compete in a range of tasks simulating real to life fire rescue experiences.

The outdoor demonstration area which has become an integral feature of Intersec each year included a range of tactical rescue and close combat operations by FireKraft of Austria as well as interactive scenarios by various exhibitors including Red Helix, Axxon with Chubb Safes and Flir.

This year's conference series featured the Maritime Security Summit, a Commercial Se-

curity Summit and the Fire System Integrity Assurance workshop. Additionally, the 1st Global Network Conference on Emergency Medicine, supported by the European Society for Emergency Medicine (EuSEM) took place parallel to Intersec, targeting those involved with the training of emergency physicians, nurses and technicians.

Having doubled in size on the previous year with an additional hall, exhibitors from the Fire & Rescue section expressed their satisfaction with the exhibition.

For Siemens Building Technologies it was the first attendance at Intersec and the company attracted about 600 to 750 visitors to their stand, mainly partners, distributors, consultants and new customers. For Siemens the show was very successful and already the first orders generated at the show came in. Dr Carsten Liesener, Head Business Segment Fire Safety at Siemens commented: "By participating at Intersec for the first time, we were able to feel the pulse of regional trends as well as to talk to customers and understand their specific requirements. The participation of our fire detection and extinguishing experts from all our Competence Centers in USA, China and Switzerland (HQ) was perceived as a very strong commitment from Siemens to the region. Fire Safety expertise for all application needs, approval areas (UL, EN, GB), long experience and our strong focus on innovation and quality (e.g. ASATechnology) was clearly visible." Girish Nadigere, Regional Manager Middle East, Fire Safety at Siemens added: "This will go down as one of the important mile stones/turning point in the Siemens Fire Safety business in Middle East.. By providing the right visibility to our products we have taken the right step forward."



Long term exhibitor, Mr. Khalid Al-Khatib, CEO from NAFFCO, said: "This is our 13th year participating at Intersec and I think it is the best year. We have had such a successful exhibition. This is one of the biggest annual gatherings in the world for fire, safety and security under one roof. It's an international exhibition and the visitors are increasing tremendously. It's a good place to show our services, to meet our clients and to see others."

Sffeco was also very happy with the results. Mr. Hani Barqawi, International Sales Manager from Sffeco, commented: "Intersec is a great place where we can meet with our key accounts, the suppliers, the end users and where

we can promote our products." Commenting on their participation, Dr. Hani Khalaf, Marketing & Sales Director, for Firex, the exhibition's Gold Sponsor, said: "For the second consecutive year we have the largest stand at Intersec. It is the best event in the Middle East for the fire fighting equipment, it's a place where people are attracted, it's a good opportunity to grab a good number of new clients and generate new business."

Commercial Security Is the Biggest Part Commercial & Information Security made up the largest portion at the event and exhibitors in this section reported equally satisfied results.

Mr. Hidenori Taguchi, Head of Marketing at Sony, said: "The security business is growing a lot in this region and Intersec is the best opportunity to introduce our products to different customers."

From the Health & Safety department, Mr. Omar Al-Bahiti, Marketing & Communications Leader from Honeywell, a regular exhibitor to Intersec, commented: "We find Intersec a tremendous opportunity to meet our customers, distributors and potential new clients," while Mr. Zac Donev, Sales Director from Tyco, said: "Intersec is a vital part of the security industry in the Middle East and this region is key to our growth."

In the Homeland Security and Policing section which had its own dedicated hall, there was great buzz on the show floor. Ms Valeria Pujana, General Manager, Mezcal, stated: "With this new Homeland Security Pavilion we received very specific people looking for our products." Additionally, Mr. Paul Lynch, Regional Sales Manager from Streit Group, said: "We find Intersec crucial and beneficial to us. This is where we meet our end users, our suppliers and partners." Key supporter of the exhibition each year is Dubai Police who once again had a large presence at the event. Colonel Humaid Al-Ansari commented: "Dubai Police is very keen to be at Intersec. It's a big opportunity for the security people to meet and be present."

The next Intersec in Dubai will take place from 15 to 17 January 2013.

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INTERVIEW

Bosch Security Systems Launches 'Engineered Solutions and Software' Range

New Business Unit for Customer-Specific Large Projects

To offer a comprehensive palette of services and tailor-made solutions for large projects is the aim of the new 'Engineered Solutions and Software (ESS)' product group which Bosch security systems has initiated since last year. The technology and service company is further extending its portfolio for partners in the high-end segment. Heiko Baumgartner had the opportunity to speak with Olaf Zeissig, Director and Head of Solution Sales, Engineered Solutions and Software, about the new department during Intersec in Dubai.

Bosch has already been providing services for large projects for many years in Germany and Holland. What motivated Bosch to offer complete solutions for such projects also in other regions with a completely new department?

Olaf Zeissig: Supply and demand. At Bosch security systems we have on the one hand the necessary product know-how but also the project experience gained over many years that is needed for solutions with security systems. Emerging markets with a rapidly growing infrastructure in particular have a great need for comprehensive and individually tailored security systems. The services that, for example, are required at an airport or the construction of public transport infrastructure range from the planning

through tender preparation up to implementing the most highly complex projects.

With which partners do you work together? Don't Engineered Solutions and Software (ESS) come into competition with system integrators or planning offices?

Olaf Zeissig: When carrying out such projects we always work together with a local partner. As a rule these are large system integrators who, for such large projects, appreciate the security offered by a strong partner such as Bosch and who profit from our know-how in similar projects. They maintain direct contact with the end-user however. We discuss who will be responsible for which aspects of the project with our



partners in advance and we both visit the end user, the planning office and the engineering office. This approach to local system integrators is also an important difference to the business model in Germany and Holland where we ourselves act as installer and system integrator.

Where are the advantages of this model for the end user and your partners?

Olaf Zeissig: We bridge the gap between system integrators and pure product providers. In practice this means that we work very closely with our customers and partners from preparation of the offer, through the planning and project realization stages right up to any agreed maintenance of the installed systems. This allows us to understand the needs of our customers better. Technical adaptations, plan rescheduling and cost adjustments that are unavoidable with such projects can thereby be more easily managed. One very important aspect of large projects is the software. The integration of the entire security technology into an IT and management system is demanding and requires quite simply a high degree of project experience. One cannot reach the goal with standard components - one must create solutions. Hardware and software

adaptations are necessary – often already at an early stage of the project – to effectively use all the advantages of high-value components and to integrate the data. The information from high-definition images in video management, information from the access control system and alarms from the fire or security systems must be bundled for a effective reaction.

What role does the reliability of partners play in the awarding of projects?

Olaf Zeissig: A very big role, for two reasons. It is important for our partners that the project is followed by competent employees for its entire duration and we are very reliable here. At another level – the investment security – the financial background of a partner is crucial; think, for example, of short-term liquidity problems or the danger of insolvency.

Could you give us some examples of completed projects?

Olaf Zeissig: One of our airport projects, for example, is Terminal 3 at the Dubai International Airport and the departure area 2. The Bosch Building Integration System (BIS) is at the heart of the system and takes care of central logging, redundancy handling, PC call station functionality and the interfacing to the automatic announcement system, as well as other security-relevant airport systems such as fire alarm, flight information and building management systems.

Are only Bosch products used in projects handled by ESS?

Olaf Zeissig: Of course we rely mainly on the quality of Bosch products in projects entrusted to us. However, the integration of products from other manufacturers is also one of our jobs when it is necessary for the optimum safeguarding of the project.

In which countries and markets is ESS active?

Olaf Zeissig: We are starting in markets with high growth where we have the corresponding local competence: in the Gulf States, Russia, Latin America, India and Eastern Europe. We will concentrate on the most important vertical markets where we can best utilize our strengths: public transportation, airports, retail, critical infrastructure and sports facilities.

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Any Place, Any Time



Milestone Systems, an open platform company in IP video management software (VMS), has announced the availability of X-Protect Mobile for iOS. This is a free mobile application for X-Protect VMS customers who want to effectively monitor their video surveillance from any place, anytime. Security personnel, business owners, residential users or video surveillance installers who need to monitor installations can now view their video from anywhere on an iPod Touch, iPhone or iPad that is running iOS5 or higher. The free application works seamlessly with all recent versions. It consists of two items, an application for Apple devices that is available for download from the App Store and a free server component available from the Milestone website. The server component must be installed on the server that runs the X-Protect surveillance system or a dedicated server.

www.milestonesys.com

Unified Security Center

Genetec has released a new version of its unified security platform, Security Center 5.1. Features supported include a health monitoring engine, directory high availability, support of multiple Active Directory (AD) servers for both users and cardholders, a dynamic map editor and viewer called Plan Manager, an auxiliary archiver feature, global cardholder management, and other functionalities destined to improve upgrades and maintenance. Through real-time health monitoring, security and IT departments can increasingly take proactive and preventative action. New tasks, such as health history and health statistics reports, provide valuable information about past and current performance of the unified security platform. Another key addition is a forward and backward compatibility. Customers are now able to upgrade their main server, while leaving their client applications and other server applications at a previous version. This feature facilitates system upgrades, giving customers the freedom and flexibility to upgrade at their own pace and with limited impact on current operations.



www.genetec.com



INTERVIEW

Systemic Thinking

In Conversation with Hans-Gernot Illig of Simons Voss

Simons Voss can look back on a highly successful year and, according to a study by a strategy consulting company, landed in the top ten of the leading German medium-sized companies with regard to earnings and turnover growth. Power of innovation and high customer focus formed the basis of this success. The company is currently investing 6 million Euro in a new production facility in Saxony-Anhalt. As from the middle of 2013, electronic locking cylinders and the newly introduced 'Smart Handle' digital escutcheons will be manufactured there and delivered to customers worldwide from the integrated logistics center. And significant expansion is planned for the coming year too. Matthias Erler of GIT SECURITY spoke about this with the CEO, Hans-Gernot Illig.

GIT SECURITY: Mr. Illig, your company recently announced the construction of a new manufacturing and logistics center, and you also want to grow "significantly more than the market" in the coming year. What is this success and optimism for the future based on?

Hans-Gernot Illig: We have been manufacturing at our present location for some ten years now and have exhausted the available space there. We therefore didn't want to invest further in the existing facilities and decided instead for a new building. We were able to design this so that our manufacturing flow will be quicker and we have introduced new manufacturing methods that will increase capacity. If we had continued as before we would have reached the limit by the end of 2013.

How does the schedule look?

Hans-Gernot Illig: Building will commence in 2012 and we want to have moved production to the new location in Osterfeld by the middle of 2013.

You mentioned manufacturing methods just now – what will change in this respect?

Hans-Gernot Illig: We are currently progressing away from purely manual production to semi-automated manufacture. Our production is very labor-intensive; difficult and tiny components have to be assembled. We have employed qualified watchmakers for some of this work. Full automation would not currently be beneficial, and the very qualified manual processes remain important. Partial automation will however definitely be worthwhile.

You manufacture solely in Germany ...

Hans-Gernot Illig: Yes, and it will stay that way in the long term; we believe in "Made in Germany" quality. We have no products anyway that could quickly be made in China as our production is too closely tied with our development. We work very tightly in response to order intake and projects. We don't manufacture any mass products that simply roll off the assembly line, not least because the subject of doors is very broad. Their component parts enable thousands of possible combinations and it is simply not possible to have such a wide variety on stock.

And you continue to grow.

Hans-Gernot Illig: If you look at the last few years there were certainly upheavals in 2007 and 2008 in the industry, and 2009 was particularly hard. But our turnover with positive growth rates remained significantly above the general market trend. In 2010 we ended with a significant increase, and in 2011 we even had a very good double-digit turnover growth.

To what do you attribute these strengths?

Hans-Gernot Illig: We offer a very modern portfolio of products and have a very strong development department. We invest continuously more than 10 percent of our annual turnover in R&D for new products. On average, 50% of our turnover is based on new products, that is, products that are less than three years old. We are strong on projects and this is important. It means that we must work very closely with our



customers – both trade and end-users – to arrive at the optimum solution. Our entire organization is set up to be customer-oriented and a recent study has confirmed this (Top 100 medium-sized companies). According to the report, Simons Voss belonged in the top ten of the most innovative companies in Germany. In summary, the key factors to our success are a strong development team, innovation and customer orientation. This is also made evident by the fact that, although we are a manufacturing company, 50 percent of our employees are in sales and marketing, product management and technical customer support. In this way we also differ from most of our competitors.

What makes you so optimistic for the future?

Hans-Gernot Illig: Well, on the one hand, past experience has shown that we can keep on fighting even in turbulent times. My optimism is also fed by our very strong market position in our core central European markets. Additionally we extended our product range in the middle of last year with RFID components and electronic locks. This is particularly interesting for the British, Spanish and Italian markets. We have our own system, based on Mifare Classic and Desfire, that enhances our range of electronic lock cylinders and electronic escutcheons.

You emphasized that you work very closely with your customers – how does that work in practice?

Hans-Gernot Illig: Especially with large projects it is important to work intensively together with the end user to find an all-embracing customer-specific solution. A typical problem for a supplier, to mention one example, is the fact that there are many thousand doors in a multiplicity of buildings that need to be systematically catered for. That cannot work with off-the-shelf products because it is a complex task – for example, organizationally complex with the most varied access authorizations. Even environmental matters can make a job complex.

In what way?

Hans-Gernot Illig: In hot, cold or damp conditions, for example at the coast, the question arises whether a mechanical cylinder will be sufficient or whether the keyway might be blocked by grains of sand or similar. Other locations are extremely cold in Winter. These and many other factors must be countered with suitable product characteristics and through effective management of the entire system. Here, what I consider to be a “typically German” way of systemic thinking is put to good use. It is an engineer’s way of thinking with which one can flexibly and quickly react to market requirements. We cannot deny that this way of thinking and method of working also affects us.

The prognoses for further development of our industry are not generally looking so positive. Do you consider Simons Voss to be immune?

Hans-Gernot Illig: We are following development very closely, in particular the Euro crisis and its effect on the buying behavior of our customers. 2012 will most likely be more difficult than 2011, but creating scenarios in this field is very difficult. 2011 was a very good year for a number of reasons, and from that point of view it would not be surprising if 2012 was not quite so strong.

A few years ago there was talk of Simons Voss being taken over by Assa Abloy – the German Antitrust agency didn’t approve it then. Is the subject of a merger then closed for the foreseeable future?

Hans-Gernot Illig: For one thing, the reasons contributing to the judgment then are still applicable as before. Apart from that, our independence has proved itself.

Where do you see the most opportunity in the future for your products and solutions – and in which markets will you grow most strongly?

Hans-Gernot Illig: We don’t view ourselves as a product manufacturer but as a system manufacturer, and this helps us because we continue to see a trend towards electronic locking and access control systems as well as the complete networking or virtual networking of systems.

Which customers choose complete networking and which choose virtual networking?

Hans-Gernot Illig: Complete networking is beneficial in systems with many doors and with a high amount of administration. The programming of access authorization not locally but instead networked to a central location saves a lot of time, particularly with large systems. We are definitely pioneers with such online solutions. This includes electronic, battery-driven lock barrels and the networking of electronic cylinders. We started with these in 2000, and were ahead of the field. Networking makes reprogramming easier, but generates also an alarm in real time if any unauthorized person tries to gain access. This real-time functionality cannot be achieved with virtual networking. Virtual networking can however provide certain characteristics of a networked solution. It enables a pure offline solution to be upgraded economically and administer a locking system more efficiently. The safety features that are vital where a danger alarm is important require a fully networked system however.

What are currently the newest development in the pipeline?

Hans-Gernot Illig: As I mentioned, our new product range using RFID technology should be mentioned here – we will introduce it into the target markets during 2012. In addition we are working intensely on NFC system solutions. Our NFC solution for mobile telephones is called Mobilekey and can already be downloaded from the App Store. With this ‘Near Field Communication’ method, RFID chips are integrated into mobile devices. Currently typical applications are for payment functionality. In the future, however, such systems could replace card systems.

What specific areas of application can you imagine here?

Hans-Gernot Illig: One example would be the service industries, for example an elderly people’s care service. There is an entrance with an electronic lock, and the service is provided by various different people. Until now the carers would each have to collect the key. With an NFC system, however, the administration center can program the appropriate authorization on the hour directly to the Smartphone of the relevant carers. We are expecting NFC technology to fulfill many different functions in mobile telephones in the future, and controlling lock systems is just one of them.

Security itself seems to be a problem for this technology though?

Hans-Gernot Illig: There are a number of problems that have to be resolved here. What happens for example when the battery is empty, or if the mobile device is lost? Services must be created and the application must be highly secure because we’re dealing with confidential data here. It needs an appropriate infrastructure, an integrated system. The manufacturers of the mobile terminals are also challenged here – currently, discussions are still taking place on the standards. We must provide the customer with a complete tool at the end of the day which is able to administer NFC-capable systems. Our end customers, in particular large companies, are already asking for them.

Mr. Illig, many thanks for the interview.

On Page 24 you will find an application story by SimonsVoss ▶

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ACCESS CONTROL

Access IT Project – Part 2

Checklists for the Selection and Protection of Systems and the 10 Best Tips on How to Find the Best Supplier

Compared to many other IT jobs, the projects that have to do with securing a company, or divisions of a company, are considered particularly difficult. Apart from the functional aspects, the project team must also get intensively involved with technical questions and with organizational matters. In Part 1 of the article, Werner Störmer looked at planning, the point at which employees are involved and provided an overview of the wide variety of identification and access control systems. In this final part he looks at system selection as well as system protection and the choice of supplier.

CONTINUATION

The access control system is usually part of an integrated security concept together with alarm systems, intruder alarm systems and central control technology. This includes the incorporation and control of turnstile equipment and doors.

Integrated Security Solutions

The protection of programs and data is of increasing importance. As a rule, only those people obtain access to computers and networks who can identify themselves at their PC workstation with a password, or even better with an ID card and/or biometric features. Checking each attempt is considered to be an access verification to the system and is not to be confused with area or room access control.

Modern access control systems permit simple integration into other person-related applications such as canteen data or time and attendance recording. Using the same network, ID

medium and identification system, perhaps even the same terminal, is sensible here for reasons of cost. When systems are linked like this access can be granted with just one login procedure when the employee starts work. Another advantage is the use of the same master data. These contain the employee's working hours agreement, their work profile as well as their user access authorizations so that both systems logically work with the same basic data.

Of RFID, Legic and Mifare

RFID devices either as cards or key rings (transponders) are the most commonly used medium for personal identification and recognition. The identification can take place 'in passing', regardless of whether it's raining, snowing or whether the card/transponder is dirty. Some ID device suppliers tend to recommend manufacturer-specific processes. Apart from the disadvantage that the ID devices can only be obtained from this supplier, they often do not comply with common standards. Excessive security, too much card information and complex printing can drive the price of an ID device up significantly. Legic advant or Mifare DESFire can be recommended because they use a standardized format (ISO 14443) with a high level of data encryption.

The 5-point Check for System Selection

- I Biometric identification systems should be used in high security areas. If ID cards are used, it is important that they cannot be misused if they are lost, stolen or if an original is illegally given to another person.
- II In such cases, according to the VdS Guideline 2358 (ZKA Class C), a second identification method such as a PIN or a biometric feature must be used. If fingerprints or hand vein recognition are employed then the administration of PINs and passwords becomes unnecessary.
- III Hands-free systems can be used to open doors or gates at a distance (distances above 50 centimeters). As correspondingly dimensioned antennae or perhaps even transmission amplifiers become necessary at greater distances, additional costs can arise for their installation and setup.
- IV If the data line is interrupted, an access control device or terminal should be able to independently check access requests and

either allow or block access accordingly. Elevator control can be employed to be sure that unauthorized personnel cannot reach specific floors: an access control reader installed in the elevator can then either permit or deny stopping at these floors. The access control system to parking areas or underground car parks additionally provides information about space availability.

V Another task is the location planning of access control periphery and all the other data transmission equipment. The location of every terminal must be determined, best of all on a large format floor plan. Both existing and planned cabling and network connections must

be observed. The type of mounting at each location, such as floor, wall or column type should be noted. Additionally, each point should be marked as either indoor or outdoor and the readers as flush or surface-mounted as well as what single-person access devices (like turnstiles, for example) must be connected. It is sensible to create a table showing the allocation of terminals to user groups (with/without access profile).

The 8-point Check on Protection of System Components

1 The system with all its electronic components is very sensitive to environ-



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mental influences, but human error can also often be the cause of system failure and incorrect operation. For example, technical defects, power failures, interruptions of the data or power cables can all lead to system failures. Cases of sabotage and manipulation caused by one's own personnel or by others are particularly tricky. Frustration or stress in the job or at home are often the starting points of criminal activity.

2 Mechanical, constructional, electronic and personnel security measures are all necessary to be prepared for possible breakdowns and to ensure high system availability. These should already be defined at the planning/contract specification stage. Backup solutions should be provided for unavoidable dangers, and additional insurance cover should be organized.

3 For cost reasons, it is also essential to establish how high the security for the system, the ID cards and the access periphery, including the associated IT environment, must be. Mostly we're concerned with the most likely failure scenarios and cover these so that the likelihood of a failure is minimized and getting past the security system would only be possible for insiders. An analysis of the weak points and the security requirements form the basis for a total security concept in which the individual components and/or measures are all described.

4 Of all the system components, the access control periphery is particularly vulnerable to various types of problems at access points. Therefore, such devices must be chosen, configured and installed so that they work reliably under the local environmental conditions and normal operation is ensured. This includes the protection of the cabling and the connection boxes. The cable for the power supply and data transmission should run in a lockable cable way or column specifically provided for this purpose. Apart from protecting against removal of or damage to cables, the negative visual impact is also avoided.

5 When used outside, it must be ensured that the access control terminal, and in particular the reader, are protected against the weather. The electronics and the display must be suitable for extremes of temperature, and the device may have to be equipped with its own heater/cooler and/or a protective housing.

6 For the access control server, possibly also for the terminals, it must be ensured that no data is lost if the power or a computer fails nor if a cable is interrupted. The access events should be buffered in the meantime. A battery-supported memory should retain the data even if mains power is not available. The size of the memory should be calculated based on the expected amount of data to be maintained.

7 A further security weak point is the user himself in the way he handles his ID device. These often go missing or are misused for other purposes, e.g. as an ice scraper or screw-

driver. With very little effort, technically competent crooks can often forge or duplicate ID devices without security features. This permits them to gain unauthorized access using the duplicate or re-coded card. He can then walk freely into high security areas or other company premises.

8 Many computer crashes, data losses or faults are caused by faulty installation. The suppliers usually provide comprehensive installation guidelines that must be strictly adhered to by the users. Additionally, recommendations for protection are often included in the hardware documentation. The supplier's recommendations must be followed with regard to wire cross-section, screening and earthing, in particular for the electrical environment and the cabling.

The 10 Best Tips on Contract Specification and Supplier Selection

1 We begin with the information phase. With the abundance of suppliers, it is not possible to have a complete market overview. It must be remembered that technology is developing ever quicker and therefore new products come onto the market at ever shorter intervals. Exhibitions and trade fairs therefore provide valuable information, such as 'Security' in Essen or Cebit in Hanover. Notification of associations, working groups and seminars, as well as market overviews and field reports are regularly published in trade magazines such as GIT SECURITY or on online portals (see www.GIT-SECURITY.com).

2 A tender document should not define the technical or organizational solution of the provider too tightly otherwise the proposed solution might be channeled down much too early and, although representing the best intentions of the provider, not actually be the best solution. A qualified provider – and only such a provider should be trusted with a project like this – has, as a rule, much more experience than the best employee who is supposed to describe the system requirements. Good solutions will be excluded by tight demands. The best supplier is not necessarily the one that agrees to all requirements but instead the one that provides the best possible solution and delivers it.

3 According to a number of reputable manufacturers, it happens over and over again that the time between receipt of the often very complicated tender documents and the closing date for responses is too short. The users often take many months to create the contract specification and often exceed the tight timescale. The provider, however, is supposed to provide a detailed offer within a short timescale, often at times when very few sales staff are available (vacation times or during trade fairs). It is also often forgotten by the user that specialist departments must be involved in the response to specific questions (e.g. development, service, purchasing etc.). In many cases,

the supplier must also obtain an offer from subcontractors. In this way the number of potential suppliers can certainly be reduced and the reading and evaluation load on the purchasing department minimized. However, it is very questionable whether the commercial offers supplied under such time pressure can actually contain the best solution.

4 A selection procedure where the price is the main criteria is also not to be recommended. What use is a cheap system that, immediately after the guarantee has expired, has a high failure rate and consequently high follow-on costs?

5 Between two and four systems should remain after the initial preselection of suppliers that provide comparable detailed tenders.

6 Viewing of reference installations of the remaining suppliers is the next step. After agreeing the delivery and payment conditions with the purchasing department, the final decision on a provider can be taken.

7 After the preliminary or perhaps even final supplier selection, the phase of the detailed, description of the future system begins. This forms the basis for the configuration, determining the functions and acceptance of the system.

8 The creation of a contract specification is not essential for a standard system, though at least the acceptance procedure should still be agreed upon.

9 The new system is completely described in the contract specification, together with all the periphery, the user interfaces (menu display, data collection points etc.) and interfaces to other systems. Acceptance of this specification protects the user against disappointment, i.e. functions that are not available, as well as the supplier against requirements that were not agreed in advance.

10 The future users can usefully be involved in the specification phase. All those people who have played a decisive role in the task should at least be informed, heard and their comments appropriately observed. This requires great concentration, sensitivity and decisiveness on the part of the Project Leader. Agreement with the works council or unions is also an important aspect of this phase.

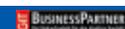
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BOSCH

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ACCESS CONTROL

International Access

Nomura Invests in a Global, State-of-the Art Access Control System

Headquartered in Tokyo, Nomura is a top tier international bank providing investment and merchant banking services to corporate and institutional customers. With offices in all major financial centers across the globe, the company's mission is to deliver superior services and solutions to meet the investment needs of their clients. To ensure they execute their mission in a safe and secure environment, Nomura has invested in a Honeywell access control solution that is expandable for the future.

Having offices located around the world, it is imperative that Nomura has a secure and easy to use access control system with a global footprint; one that is flexible enough to manage the access control demands at any office location from a single point whilst maintaining local operational autonomy. With the ever-present threat of terrorism, choosing the right access control system was crucial. In London, the company has prestigious offices in Angel Lane. When it acquired the site, upgrading the access control solution quickly became a priority for the company's head of security in order to securely manage authorized visitors, account for people while on site and keep staff members secure at all times.

The Angel Lane building contains a large number of personnel, all requiring varying levels of access control authority, some to strictly controlled, authorized areas. The access control system must operate 24/7 to accommodate varying shift patterns and provide customized reports with multiple criteria. The system would need to store up to 4,000 card holders, including staff, authorized contractors and visitors. In addition, the solution needed to enable Nomura to separate and isolate people who make investment decisions from people who are privy to undisclosed material information which may influence those decisions. These 'Chinese walls'

are a Financial Services Authority (FSA) regulation to safeguard insider information and ensure no improper trading occurs.

Around the World

A Honeywell Pro-Watch security management system (Enterprise Edition) was specified by Nomura who then invited independent security consultant Cornerstone GRG to carry out security design, production of the specification and to manage the tendering and installation process. The company is committed to providing specialist guidance, unbiased advice and support to their clients. "They interpreted our requirements precisely, managed the project perfectly and made essential recommendations on how to value engineer the installation without leaving Nomura exposed in any way," said Andy Williams.

As a result, Universal Security Systems, who specialize as a security systems integrator in the design, installation and support of technology based security solutions, was awarded the installation contract. Typical clients are medium and larger-sized organizations of many kinds who require protection for major, prestigious and/or multi-site property estates. Andy Williams commented "They are commercially astute and we benefit from them being our central point of contact for our security requirements in the EMEA region."

The Pro-Watch solution would run on the bank's own network via a single database and enable Nomura to centrally control access to an unlimited amount of doors and areas across not just the Angel Lane site but also every other Nomura office in the world, including its remote data centers. The system consists of one enterprise server that provides global management of a number of independent regional servers. The enterprise server acts as central storage area for system configurations and stores cardholder information and transaction history. The regional servers function independently as local databases while sharing information with the enterprise server.

Chinese Wall

Supporting an unlimited number of cardholders and readers, Pro-Watch Enterprise Edition is perfect to meet the challenges of Nomura's growing business. It combines the flexibility and scalability that is required for this size of system without compromising simplicity, and it has



been simple to enforce Nomura’s access policy using the built-in wizards and shortcuts on the Windows-based graphical user interface. This contributes to a reduced overall installation time and a shorter learning curve for new users.

Integrating with the Nomura intranet system also makes it simple for line managers to request changes to access rights for people in their department. And in relation to complying with FSA regulations, access rights are managed such that separate groups are created for employees in the corporate-advisory area and the brokering department to help enforce the ‘Chinese walls’ within the bank. With its built-in redundancy, Pro-Watch provides additional value in disaster recovery planning too. In the case of a power failure or a problem with the main server, access control rights can be managed at

any one of the other Nomura sites on the global network.

At the Helm

Andy Williams, Head of Security Europe, Middle East and Africa for Nomura, is very happy with the system. “It’s a robust, resilient and flexible security management system capable of integration. Integrating it with our own Peoplesoft human resource system and intranet saves us significant administrative time by eliminating repetitive data entry associated with managing and aligning cardholder information and access rights.” Using Pro-Watch, Andy Williams’ security team now has complete command and control over all system and event information and can monitor door alarms in multiple locations simultaneously.

Reporting is straightforward as well. In the event that historical data is required, access control logs can be quickly and simply called up. Should a fire alarm occur, a report can be generated quickly to show the details of all personnel within the building at that point in time. ‘Gate/time’ reports are also beneficial as they can be given to the HMRC as supporting evidence that an individual was present on site at a particular time and date.

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ACCESS CONTROL

Mobile Phones as **Electronic Keys**

Is Access Control Ready for the NFC Smartphone Future?

The move towards getting Near Field Communications (NFC) technology into the hands of customers appears inexorable as businesses look at ways of optimising mobile payments and access control technologies. There is still a way to go before the benefits are truly realised but as recent announcements show progress is being made. Keith Carey, UK Marketing Manager for Salto Systems, considers some of the latest developments.

Electronic access control has been with us for over 30 years now and in that time it has evolved from simple magnetic swipe systems to today's sophisticated wireless products that can control thousands of doors on multiple sites from a single location. Thanks to advances in RFID technology it currently offers one of the most convenient and secure forms of building security and is able to control who can access what, where and when 24/7. But technology as ever is a moving target and in the drive to create totally keyless smart buildings there are signs that a new kid on the block is coming along to move things up to the next level.

At the recent International Consumer Electronics Show (CES) in Las Vegas, Nevada, a number of smartphone manufacturers including Android, Samsung and BlackBerry demonstrated how their new models would be able to be used as 'keys' to unlock doors, much like smart cards do today. And with both Microsoft and Apple reportedly planning to make their new model Windows Phone and iPhone respectively support NFC in 2012, it is predicted that the proportion of NFC-enabled smartphones in the marketplace will increase from less than their current 10% to over 50% in the next two to three years.

What Is NFC and How Will It Work in Access Control?

NFC or Near Field Communications to give it its full title is an RFID-related technology that allows for secure, close range data transfer including but not limited to payment information. It operates at 13.56MHz over a range of a few centimetres (typically less than 4cm) and complements many



Smartphones could soon be used as 'electronic' keys

popular consumer level wireless technologies. The main difference between RFID and NFC is that while RFID can be used beyond a distance of a few metres, NFC has a very small range and is used where a more secure method is needed, such as using a contactless credit card to pay for something or unlocking a door. In essence, NFC is an extension of RFID, but it is more secure.

With NFC technology in your smartphone, you can use it as if it were a credit card and many manufacturers are getting ready to support NFC technology by inserting a form of electronic payment wallet or e-purse into their handsets that will enable users to make contactless payments in much the same way as Barclaycard's contactless credit card.

Just last month Visa announced its approval of Samsung, LG Electronics and BlackBerry smartphones to utilise its new payWave technology as part of efforts to widen adoption of mobile device wireless payments. It certified the Samsung Galaxy S II, the LG Optimus NET NFC,

the BlackBerry Bold 9900, the BlackBerry Bold 9790, the BlackBerry Curve 9360 and BlackBerry Curve 9380 models as mobile payment devices, able to work with the current 185,000 estimated contactless payment terminals in shops and stores around the world.

The smartphones all have the Visa payWave app on a SIM card inside the handset which includes Near Field Communication technology, and this allows users to securely pay for their goods by waving their phones over an in-store terminal. Analysts say companies like Visa are working with banks, mobile network operators and key handset partners to ensure that future payment technologies are as easy, intuitive and secure as card-based transactions are today while predicting that NFC transactions could grow to a market worth some \$40 billion by 2014.

Payment Device into Access Key

So although the current driving force behind NFC development is principally geared towards



payWave terminal

creating a new form of payment technology, clearly many other uses beyond mobile financial payments are being envisaged.

Technology is moving at such a rapid pace that, just as RFID technologies such as Mifare, DES-fire, HID iClass, Legic Advant and Picopass have replaced magnetic strip cards which to a large extent replaced a lot of mechanical keys, the smartphone now looks like it could realistically begin to augment the proximity card. One of the first areas where this will probably happen will be in the world of access control and more than likely among its earliest applications will be use as an "electronic key" in the hotel industry.

Just as proximity cards gradually replaced swipe cards in hotels, NFC enabled smartphones seem likely to become the next step by emulating proximity Mifare cards and be used as a hotel room key. It will work like this. Guests will make a hotel room reservation via the internet or by telephone as they do now, and will then receive their booking confirmation on their smartphone.

Ahead of their arrival at the hotel, they will receive a welcome message and a reminder to check in to their room via their smartphone. When they arrive at the hotel they will bypass check-in and its queues and go straight to their room, their

hotel room "key" having been sent to the smartphone over-the-air. On arrival at the room they simply present the smartphone to the reader on the escutcheon – as they would do now with a conventional Mifare smart card – and the door will unlock. The door lock will then communicate with the front desk PMS system (Property Management Software) to let the hotel know the guest has arrived and entered the room.

As with a current proximity based hotel "key" the smartphone will only be able to open the door for the programmed access time. At the end of their stay guests will check out with their NFC smartphone, and once the digital hotel room key stored in the smartphone expires, access rights to their room are cancelled and the "key" is then automatically deactivated from the smartphone.

Summary

Nothing happens overnight but it generally happens faster than we expect. NFC as a technology has been around for a while but it is only now that it is starting to gather pace so we will shortly see how the market adapts to it and adopts it as new payment systems and enabled smartphones come online.

It extends the ability of contactless card technology so its future, once all the issues between de-

velopers, the electronic payments industry and smartphone manufacturers are resolved, looks bright. And because the smartphones will use contactless technology in the

form of an embedded computer chip, it should be a much more secure payment and access device than the current generation of RFID cards, tags and tokens we use today.

It will enable users to share business cards, make transactions and payments, access information from smart posters and provide "keys" for access control systems. And as many companies currently use contactless ID cards to control access to their facilities, NFC should be able to reduce the cost of card issuance and management and thus deliver tangible cost savings to operators and users.

Whatever happens, it's going to be interesting to watch this next stage of development in the electronic access control market.

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SECURITY FOR HOTELS / TOURISM

Sunning in Safety

Digital Locks for the Atlantic View Residential and Vacation Apartments in Tenerife

Just off the coast of Morocco, around 1,300 kilometers from the Spanish mainland, lies sunny Tenerife – the largest of the Canary Islands. The year-round mild climate, diverse vegetation, bizarre volcanic landscapes, fantastic beaches and a multitude of sport and cultural activities attract around five million (long-term) holidaymakers each year. Since the start of 2010, SimonsVoss has been providing protection for both property owners and tenants in Atlantic View, a luxurious holiday and housing development on the south of the island near Las Galletas. It is the first system of its type on the entire Canary archipelago.

The Atlantic View residential development is situated near the idyllic fishing village of Las Galletas. Even those used to luxury are impressed by the comfortable furnishings of the 150 apartments, between 40 and 120 m² in size. No matter what time of the year you visit, three swimming pools, the beach right on your doorstep, fantastic shopping opportunities, comfortable bodegas and restaurants both on-site and at the harbor ensure a superb holiday.

Sunny Island with Downsides?

But not everything is a bed of roses on the "Island of Eternal Spring". The unemployment rate on Tenerife is currently around 27%, and security for both residents and foreign visitors suffers greatly as a consequence. Christine Bockamp, President of the Atlantic View Property Owners' Association since 2009, explains. "There were always break-ins on our complex, so a number of property owners installed their own security locks, but the keys were immediately copied." Vandalism is also a problem on the island and outsiders would often use the swimming pools. As break-ins and property owners' calls to increase security became more frequent, it was time to take action. In early summer 2009, various lock suppliers systems were surveyed, in person if possible.

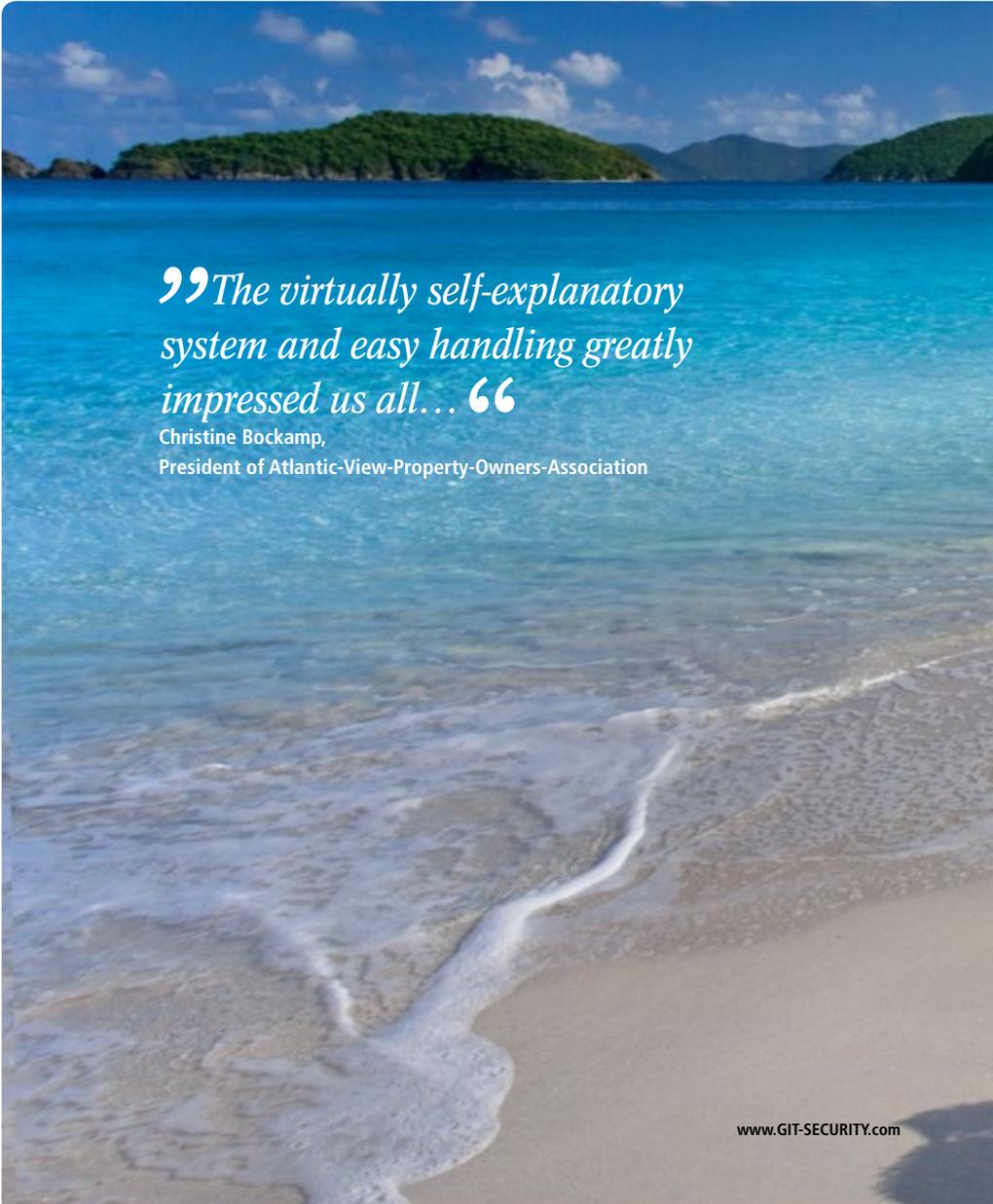
She set the bar high as a number of requirements, some island-specific, had to be satisfied. "Power failures are very frequent on the Canar-

ies," states Ms. Bockamp. "The chosen system therefore had to guarantee complete reliability but a number of proposals were dependent on a permanent power supply." As the development is right on the coast, the new lock system also had to cope with high humidity and contact with saltwater. Access control was another important subject. "We wanted to be able to control who had access to which areas and when, and to track who had last entered a room or area. Video monitoring proved to be no good at all as it only gives information about the event, not the culprit. Card systems were also quickly eliminated because the card slots were always being sealed with chewing gum or glue, so we didn't even consider them." It was rather by coincidence that Christine Bockamp came across the digital range offered by German supplier SimonsVoss and found the solution she was looking for.

German Digital Technology

Bavarian company SimonsVoss, a leading supplier worldwide in the market of electronic lock and access control systems, has been introducing completely key and cable-free systems since the start of the 1990s. The idea of the 3060 digital lock and access control system is simple; it enables customized access, recording, logging and control functions in one single, easy-to-use tool. The safe encrypted wireless data transfer between the digital transponder – the equivalent of a conventional key – and the digital lock cylinder offers reliable protection from sabotage, eavesdropping and forgery.

"The digital solution from SimonsVoss," confirms Ms. Bockamp, "was a real all-rounder. The user-friendly programming software enables us to respond quickly to changes or unexpected events. Lost or copied keys, previously an ex-



„The virtually self-explanatory system and easy handling greatly impressed us all...“

Christine Bockamp,

President of Atlantic-View-Property-Owners-Association



One of the Atlantic View Apartments in Tenerife

pensive security risk, are no longer an issue as transponders are simply deactivated online." A transponder is assigned to each user and access rights for each door or room are issued or revoked individually on the PC with just one click of the mouse.

It also impressed the various committees in the Property Owners' Association, who needed to agree before introduction. The first SimonsVoss project launched on the Canary Islands included digital cylinders in 16 doors in the residential development – the main and side entrances, the library, and the doors to the pool.

"Because no cables had to be laid, there were barely any conversion problems, and the smooth installation process just took a few days," remembers the President.

Secure in Any Weather

The VdS and BSI-certified digital lock cylinder is available in a number of variants. "Weather-proof cylinders were an absolute must for us," explains the President, "as virtually all the doors open toward the sea, particularly the doors at the seawater pool. The lock cylinders from SimonsVoss are completely watertight and resist-

ant to torrential rain." On request, a SimonsVoss cylinder also records and logs up to 3,000 access instances. Christine Bockamp explains: "This makes it much harder for trouble-makers. Break-ins are a thing of the past, and if one does occur, we can trace precisely whether unauthorized access has taken place, where and by whom. It really does give you peace of mind."

A PIN code keyboard using a 4 to 8-digit code is also installed to open doors in emergencies. "That increases security," enthuses Bockamp, "as you rarely have to change the code." The attractive battery operated keypad isn't just safe but robust too. If required, it can even be installed on glass, and its battery lasts for up to 100,000 actuations or up to 10 years in stand-by mode.

A High-flying Project

The tool most frequently used to open doors, however, is one of the 340 mini hand-held transponders that were issued primarily to property owners and residents of course, but also to tenants, cleaning staff, management staff and maintenance staff. Bockamp is pleased to report that acceptance was very high right from the start. "We at Atlantic View are actually the first users on the Canaries to work with SimonsVoss technology. And although the pilot system has only been in use for three months, it has been praised highly. The virtually self-explanatory system and easy handling greatly impressed us all. It couldn't be any better."

Recommended by Insurers and the Police

SimonsVoss Technologies AG, based near Munich, is a market and technology leader for digital lock and access control systems. The 3060 system, consisting of a digital lock cylinder, transponder (digital key) and the Smart Relay (key switch), provides innovative access solutions for companies, organizations and discerning private individuals and fulfills the highest security requirements. It is certified as Class B by the Verband deutscher Sachversicherer (German Insurers' Association) and recommended by insurance companies and the police as an electronic lock system.



◀ On Page 14 you will find an interview with SimonsVoss' CEO

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ACCESS CONTROL

The Key to Rome

The Palazzo di Propaganda Fide Management Chooses a Mechatronic Locking System

Prestigious Catholic buildings such as museums, seminaries and universities as well as the offices of congregations operating worldwide (order institutes) can be seen everywhere in Rome and especially in the Vatican City. One of them, the Congregation for the Evangelization of Peoples, is based in the Palazzo di Propaganda Fide in the Rome district of Trevi. The Palazzo's building management opted for the Ikon Verso Cliq locking system from Assa Abloy Sicherheitstechnik.



The Palazzo di Propaganda Fide

Erected in the 17th century, the building is in the immediate vicinity of the famous Spanish Steps, making it an extraterritorial domain of the Vatican City in Rome. Today, the Palazzo di Propaganda Fide is home to the Jesuit College and is the seat of the Congregation for the Propagation of Faith, which was founded in 1622 by Pope Gregory XV. The historical building was restored from the ground up over a period of three years, and its security was also upgraded to the state-of-the-art. "We didn't have a central locking system before," explains Monsignore Viale, the administrative head of the congregation. "We wanted to introduce a new, more secure system in the course of renovation."

The requirements were spelled out clearly: a flexible locking system should be installed that reliably governs all access authorizations and locking hierarchies according to individual responsibilities – meaning that it must be tailored precisely to the individual persons. The decision went to Verso Cliq, since the locking system meets the congregation's requirements and also provides an attractive cost-to-benefit ratio. It is an intelligent mechatronic system that combines sophisticated microelectronics with intelligent

data encryption. The locking cylinders affected can be de-programmed in the event that access authorizations are changed or keys are lost.

This system is easy to operate and program for many reasons; for instance, the system administrators do not need to activate every locking cylinder individually in order to replace the batteries. The power supply and communication with the cylinder are conducted exclusively by keys and programming keys. If a key is lost, the access authorization can be withdrawn simply by reprogramming the locking cylinder using a programming key. This will render the key useless to unauthorized users. This ensures comprehensive security and eliminates time-consuming and costly replacement of locking cylinders.

Key Slot Times

Since the groups of people and visitors that enter the Collegio di Propaganda Fide and the Jesuit College vary widely, security plays a very important role during certain spans of time. A 'guest' key is available so that the keys can be issued on a short term, for instance to workmen, janitorial and kitchen staff as well as to external service providers. It provides access authoriza-

tion according to time and space and can be programmed independently of the locking cylinder.

"The defined time slots programmed in the keys grant access to workers such as cleaning staff only during certain times of day," explains project manager Rodolfo Rotoni at Assa Abloy. "At the same time, it is possible to check who has unlocked which room – for internal and external personnel alike." The installation of the intelligent mechatronic locking system thus provides the building with an optimal level of protection. "We believe that this first Verso Cliq system will still be expanded," continues Rotoni, "and we also hope to further build on the good and strong teamwork between the global players of the Vatican and ourselves."

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Dallmeier at Sicur 2012

At this year's Sicur exhibition in Madrid, Dallmeier has presented itself. Highlights were the manufacturer's multi-sensor system Panomera and Full-HDTV cameras of the 4910 series. Panomera was developed for the all-encompassing video surveillance of expansive areas. Large widths, and areas with large distances can be displayed with a very high-resolution quality (up to 85 megapixels). This can be done in real time and with high frame rates of up to 30fps. This surpasses the HD 1,080p standard, the company claims. Even remote objects can be displayed with the same resolution as objects in the foreground of the picture. Instead of installing several HD cameras, a single system is sufficient. Since fewer camera installation locations are needed, the requirements for the infrastructure (masts, cables, electricity, etc.) are substantially lower, along with expenditures for servicing and maintenance. The IP network cameras of the 4910 series provide real-time Full High-Definition video (1,080p/30) and image resolutions up to 5-megapixel depending on the model, using the H.264 codec. Besides a comprehensive set of automatic and manual image optimization functions and many other setting options, the DN series additionally features automatic Day/Night operation supported by integrated ambient light sensing and a removable IR cut filter (ICR). All HD cameras of the series can be conveniently powered via PoE.



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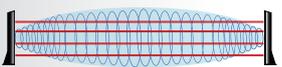
H.264 Network Speed Dome Camera Range

Samsung has introduced a series of network speed dome cameras which are designed to provide a solution for airports, ports, car parks, industrial estates and retail parks, as well as a wide range of other environments where high performance PTZ functionality is required. All four Onvif compliant models, which incorporate the manufacturer's SV-5 DSP chipset, are able to capture 4CIF resolution images at 25 frames per second and feature Progressive Scan to optimize the high quality video capture of moving objects, making it possible to read car number plates, for example, without a motion blur effect. The SNP-3371 is equipped with a 37x optical zoom as is its weatherproof counterpart the SNP-3371TH, which has an object Auto-Tracking feature and is supplied in an integrated housing for easy installation. The SNP-3302 has a 30x zoom capability and the housed version, the SNP-3302H, is IP66 rated. "These speed dome cameras offer a number of significant additional features compared to previous models including Power over Ethernet (PoE+ and hPoE) which can power a device without the need for a local power supply and thereby reduce installation time and costs," said IP Product Manager Tim Biddulph. "They also utilize H.264 compression to minimize bandwidth requirements with the option of using MPEG-4 or MJPEG compression. This means that customers have the flexibility to choose to simultaneously transmit up to ten different streams of images to multiple locations at various frame rates, including real time, at different resolutions."

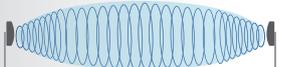


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SECURITY FOR HOTELS / TOURISM

Tucked Up Safe and Sound

Addressing the Special Needs of Hotel Safety and Security

What could be the usual company Security Manager's worst nightmare? Perhaps a wide open front door with no turnstile and lots of complete strangers strolling in and out unchallenged, able to wander freely all over the building, and not a boundary fence in sight. It's not a bad dream; it's the daily challenge for hotel and resort security officers who are charged with ensuring their guests safety and security. We look at the tools and methods available to them to provide the service that every guest can rightfully expect.

A wide open front door is absolutely normal for a hotel. Indeed, in some locations the hotel foyer is simply a stroll-in extension of a shopping arcade or concourse and there is no door at all. While the concierge or staff at the reception desk can keep half an eye on the entrance area when they are not assisting guests, they already have enough to do and cannot be expected to perform any continuous security function. During 'normal working hours' – that is, early morning until quite late at night – guests would rightly expect to have free access to the foyer without any hindrance.

So the secure guest 'fortress' can only be further on in the hotel room itself where the guest must both feel and be safe and secure. Purely mechanical guest room door locks are becoming ever more rare nowadays. Electronic locks started to be introduced as long ago as the late 1970s and have continuously reduced the level of hotel room break-ins and theft as their technology has been further developed, with the effect that insurance companies often reduce their premiums when such security measures are improved. The ability of electronic systems to log access activity and decisively prove which key was used, and when, is welcomed by hotel staff and crime investigators alike, particularly for solving 'inside job' theft by staff.

Hotel guests may soon be asked to either register their mobile phone/PDA or to provide a fingerprint when checking in. The development trend is definitely towards non-contact or biometric guest recognition, including various RFID

and face recognition solutions, as well as using the guest's own mobile device to authorize the door to open via Bluetooth. Integrated into the front-of-house system, such systems very much reduce the task of managing physical keys, cards or plastic strips.

Video Surveillance

There are areas of a hotel or resort, of course, where staff are not continuously present. Cameras installed in these areas will deter any criminals and provide documentary evidence in the event of a theft or attack but, no doubt taking lessons from Danny Ocean, organized gangs know exactly where the 'black spots' are. However, ensuring that there is comprehensive coverage of all the areas that are otherwise out of view can bring such organized crime to a halt. A subtle mixture of both obvious and concealed cameras will provide optimum surveillance with a high deterrent factor. The mix may also include camouflaged cameras fitted, for example, in fixed items of furniture or what appear to be smoke detectors.

Today's advanced image analysis algorithms make effective surveillance very much easier for large numbers of cameras and can be selectively applied to raise the alarm exactly when they should, with very small risk of false alarms. Networked cameras stream live images into an IP network and thereby enable surveillance at any other point on the network. Importantly, it is now easy for the Security Chief to monitor events live anywhere on his or her mobile

device. All flavors of camera can be networked nowadays; economic fixed domes, fixed or PTZ weatherproofed outside cameras, infra-red low-light cameras as well as high-definition Megapixel cameras. The Swedish manufacturer Axis, for example, has a comprehensive range of equipment that copes with local environmental conditions, complies with national legislation and satisfies operator preferences.

Wherever I Lay my Head

It is important not to forget how things look from the guest's points of view. First impressions are lasting and the general hotel appearance, the lighting, a 'human barrier' at reception and security staff reassure arriving guests that the management have everything under control. Seeing security cameras, clearly marked emergency exits and fire extinguishers will confirm their initial good impression. Hotel management always make a significant effort to ensure that their rooms are clean, tidy and smell nice when the guest opens the door. But guest expectations also include a magnifying peephole out onto the corridor, a sturdy safe for their valuables and a substantial 'clunk' from the lock on the door. Accreditation to international and national standards as applied by the local Department of Tourism or voluntarily by an independent body such as Safeplace will add to the overall good impression and can significantly increase occupancy levels.

Burning Issues

National and supranational legislation thankfully sets high standards of fire prevention, detection and safety in hotels – the ever-advancing technology of fire detection systems in particular is often featured in GIT SECURITY. However, other aspects of the fire strategy may be overlooked; smoke extraction, emergency lighting, the availability of fire extinguishers, escape stairways and outside assembly points. There is a delicate balance to be found between extracting the smoke and poisonous gases that fires can create and actually making a fire spread more quickly. Applying specialist knowledge of active and passive extraction systems and fire curtains is essential to ensure that stairways stay smoke-free and also to cope adequately with the specific architectural features of the building such as open atriums, elevator shafts and large kitchens. Coupled to a fire alarm system, correct operation relevant to the location of the fire must be ensured by either opening the relevant shutters or keeping them closed and activating the right fans.

Light My Fire

So we have our guests safely tucked up in the hotel. But getting them out of an unfamiliar building quickly to escape an emergency situation, perhaps while still half asleep, can be a real challenge. The chances of success are significantly higher if exit routes, doors and stairwells

are identified by appropriately lit signs. If they are honest, hardly anyone will admit to taking the time to study the escape route plan on the back of the guest room door before unpacking their case. But thankfully almost everyone can recognize the internationally familiar green exit icon in the corridor outside, no matter in what language the words are written underneath.

There are self-contained emergency light units but more advanced systems link them in a bus formation and monitor their condition. The latest systems use wireless area controllers that monitor a few light fittings, checking their functionality regularly and receiving instructions from a centralized PC to start a discharge/recharge cycle. Where style of decor is an important factor, hotel corridors can now be fitted with the same type of evacuation lighting strips found on the floor of aircraft that lead people safely to the emergency exit. For example, the LED-based intelligent evacuation system from the Finnish company Marimils can even be elegantly incorporated into transparent floors and decor to show the quickest way to the exit.

The Voice

Normally providing soothing background music, the public address (PA) system becomes an essential tool in instructing people how to leave a building efficiently without causing panic. Coupled with the fire alarm or – better – building management system, different pre-recorded announcements can be triggered according to the zone and type of event. Coupled with the in-house telephone system, it also provides an excellent medium to alert other staff members from virtually anywhere in the building.

Mission Control

Gone are the days when myriad switches, dials and levers controlled all the different incompatible fire, access, car park, surveillance, climatic and ventilation systems. Bemused new staff no longer have to take a training course that would have equipped them to pilot the Starship Enterprise. The trend of integration into sensible, all-embracing building security systems has simplified the monitoring and operation of all these potentially complex systems. Using the same principle adopted by aircraft manufacturers for pilots that everything is working properly unless otherwise indicated, only essential information is presented, and that in a uniform manner that can be quickly and easily understood. Today's integrated building management system (BMS) control points present information on a 'need-to-know' basis. Out-of-range operation shows up as a non-critical alarm while major alarms are analyzed and filtered to make sense before being presented. A contemporary BMS will look after energy management and, in an emergency, will simultaneously coordinate the fire alarm, air conditioning, smoke extraction, public address, elevator (lift) control and access control systems much more efficiently than a human being could ever do under stress.

In Your Lap ... Top

A word about your own IT security. At the latest when computer systems are networked with each other, it is essential to have effective security measures in place. Hotel IT equipment is no less susceptible to attack, misuse or malicious damage than that installed in offices. If a public Internet service is provided then this must ideally be entirely separate from in-house systems. Further, independent firewalls for both public and company systems should be maintained and set to immediately report any suspicious activity. Potential damages claims arising from the use of a hotel Wi-Fi or wired public Internet service can be refuted by ensuring that robust security measures were in place.

Finding Out More

A trip to the sunshine at the Dubai World Trade Center from 15–17 May this year will bring you to The Hotel Show, where security and safety equipment suppliers will be in the 'Technology and Sustainability' sector. In November the IH-MRS in New York could also be an enlightening event. We have listed here a small selection of potential equipment and service providers for your convenience. We urge you also to speak to local suppliers as well as the appropriate authorities.

► SUPPLIERS AND CONSULTANTS

Access Control

Ident Technologies · www.identtechnologies.de
Honeywell · www.honeywellaccess.com

Video Surveillance

Axis Communications · www.axis.com
Genetec · www.genetec.com

Smoke Extraction

Colt Group Ltd., Havant, UK · www.coltinfo.co.uk
Essmann GmbH, Bad Salzuflen, DE · www.essmann.de

Emergency Lighting

LeGrand · www.legrand.com
MariMils Oy · www.marimils.com

Fire Alarms

Hekatron · www.hekatron.de
Chubb · www.chubb.co.uk

Public Address/Evacuation Systems

Baldwin Boxall · www.baldwinboxall.co.uk
Bosch (formerly Philips CSI) · www.praesideo.co.uk

Building Management

Bosch · www.bosch-sicherheitssysteme.de
Spectral Services · www.spectralservices.net

Consultancy and Training

McKenzie Security · www.hotelsecurity.co.uk
Tourism & More · www.tourismandmore.com



Cerberus Pro, the fire protection system from Siemens Building Technologies Division, has been successfully installed in a new hotel in St. Petersburg, Russia, by Confident, a Siemens Solution Partner. The new hotel, an innovative, all-suite hotel with 294 rooms to meet the needs of extended-stay guests, is the very latest of the Staybridge Suites chain to be built and part of the world's leading hotel group in terms of number of guest rooms. The systems, supplied by Siemens through St Petersburg based Confident, were successfully commissioned and tested prior to the hotel's completion. The contract covered the supply and installation of one of the first Cerberus Pro fire protection systems in Russia – along with a MM8000 danger management station to connect the fire protection system with other security-related subsystems and building automation systems.

SECURITY FOR HOTELS

Comfortably Installed in St. Petersburg Hotel

Large Hotels Offer Particular Challenges to Safety and Fire Protection Systems

Efficient Fire Protection for Suites Is a Challenge

With so many guests – some still engaging in unauthorized smoking – and hotels invariably having busy kitchens and other hazards, the potential for false alarms is ever-present. Like all other Staybridge Suites, the new hotel is a residential-style hotel for business, relocation or leisure, located close to the commercial and leisure centers of the city. The apartment-style accommodation offers more space than would be found in a conventional hotel room and includes

a fully fitted kitchen where guests do their own cooking. Reliable fire detection to safeguard the lives of so many guests and staff is obviously a priority, but the elimination of the disruption caused by unwanted alarms – and any ensuing full-scale evacuation of the hotel – is also very important.

Cerberus Pro is equally suited to stand-alone systems or extensive networks such as those needed in large hotel complexes. The sophisticated detection and control features of its products, such as optical, thermal and multi-sensor

fire detectors, give speedy, accurate detection with alarm forwarding, allowing operators to assess any situation quickly and correctly. The broad range of specialist detectors includes linear smoke detectors for high-ceiling areas with limited accessibility such as for example in hotel buildings of historical importance. But most importantly, the integrated algorithms and selectable parameter sets of the detectors can be adjusted to prevalent environmental conditions, in order to minimize the possibility of false alarm.



Arrenberg commented "Having worked on previous projects with Siemens and their customized hotel solutions that integrate various areas of hotel infrastructure, we were confident in their ability to support us on this project too, at all levels through the combination of customer relationship management, local expertise and technological capability. We were also quickly convinced that their chosen partners on this project, Confident, were highly experienced and would readily be able to complete the awarded scope of work, gaining all necessary approvals and completing comfortably within the demanding time schedules."

The fire protection system in the St. Petersburg hotel comprised three Cerberus Pro FC724 panels and one Cerberus Pro FT724 terminal, all connected via a cluster, along with 1200 OP720 smoke detectors (306 with sounder bases), seven HI720 heat detectors and 89 manual call points. Cerberus control panels are easy to install, can be integrated into existing IT networks and feature an integrated Ethernet interface for connection to Siemens' MM8000 danger management system. MM8000 is the highly flexible and scalable station that can be adapted to changing requirements any time, enabling centralized alarm management and supervision of a wide range of fire safety, electronic security, and control systems. All are displayed in clearly structured graphic layouts, giving a fast overview. Alarms and messages are listed according to security-relevant priorities, so operators have all relevant information at a glance and, in the event of any incident, are guided step by step through predefined procedures. At the new hotel, the MM8000 system comprised one server and one operator station, with 1600 points for integration.

Russian fire regulations, Modern Risk management plus EN 54 compliance

The new hotel is the first of four planned in the Russian city currently under negotiation between

a number of owners and the IHG (Intercontinental Hotels Group), an international hotel company. The main priority of the St. Petersburg project for IHG was the gaining of full compliance not only with local Russian fire regulations but also with the requirements of its own risk management team. Having experienced delays to the opening of a previous hotel when a competitor's fire system was installed, IHG's Mr. Jon Arrenberg, Director of Brand Safety Design – EU, ME & Africa, contacted Siemens for support and advice in this local project, acknowledging Siemens' capability to support global customers at all levels. The scalability, ease of configuration and wide range of Siemens' peripheral devices appealed to IHG who look for replicable technologies that can be applied consistently and efficiently in their hotels throughout the world. IHG particularly wanted sounder bases in every room at the St. Petersburg hotel to provide 'cause and effect' programming that would normally require Programmable Logic Controls, with the additional benefit of full EN 54 compliance. This facilitates the provision of protection in a fully automated way with a specific timing pattern – for example, the phased evacuation of the hotel complex or the integration of smoke and damper controls within high-rise hotel blocks.

The close relationship and co-operation between its partner and

Siemens – particularly the local office – helped secure the IHG contract in the first instance and paid dividends throughout the whole process of supply, installation and successful commissioning. Mr.

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SECURITY FOR HOTELS

An Oasis with **Direct Access** to Terminal 5

Sofitel London Heathrow is one of the largest conference hotels in the UK, owned and operated by Arora International Hotels. The hotel has been conceived as an oasis of luxury for discerning international business and leisure travellers passing through Terminal 5 at London's Heathrow airport. Heathrow's only luxury hotel comprises three below-ground levels housing car parking and extensive conference facilities, including a lecture theatre with widescreen cinema and 45 meeting rooms.

The hotel boasts five atria with various public areas such as a tea salon, a Zen garden, the main reception and the "Avenue Sofitel", the central boulevard of the hotel where retail outlets can be found. Above the ground floor are six storey blocks comprising 605 bedrooms and suites. Among the many unique features of the hotel is a link bridge that enables guests to walk directly from hotel to airport terminal in under five minutes.

Automatic Fire Detection Protects Thousands of Guests

At any one time, the hotel could be a host to several thousand guests, with its conference

and meeting facilities alone capable of accommodating more than 3,000 delegates at any one time. In addition to residents and non-residents, the hotel employs several hundred staff. A comprehensive automatic fire detection system that would provide reliable and accurate information in the event of an incident was therefore essential to ensure the safety of guests and employees alike.

Phased evacuation sequences were also closely evaluated at an early stage, in conjunction of the installer leader systems with local fire officers and the district surveyor. Requirements included stopping the hotel's 20 lifts safely, shutting off escalators, isolating the link bridge to the airport and activating air conditioning, smoke dampers and door closers as appropriate. The hotel's fire detection system incorporates 5,500 Apollo Discovery devices, Apollo's range of high specification analogue addressable fire detectors. The Discovery range is designed to meet specifications incorporated in sophisticated system like the one realised at Sofitel London Heathrow. All the detectors installed are controlled by a network of 21 Advanced Electronics control panels.



▶ CONTACT

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info@apollo-fire.co.uk · www.apollo-fire.co.uk

Flameless Venting

Rembe presents its EC-Type Examination Certificate according to DIN EN standards 16009 for the Company's Q-Rohr-3, a protection system for flameless venting. This norm first came into effect in October 2011, specifying all standardized manufacturing requirements in reference to construction, inspection, markings, documentation and packaging, and applies to all stand-alone protection systems of flameless venting. The manufacturer's system is particularly implemented for indoor flameless venting of potential dust explosive processes. When mounting it, cost-intensive venting duct installation is not necessary. Another benefit is that it can be mounted in the proximity of people and machines as well as the simple, visual inspection that waives periodic maintenance costs.



carla.herrmann@rembe.de

OPC Integration Module

Indigovision has released an update to its OPC Data Access Server Integration Module, allowing communication from the manufacturer's SMS4 system to OPC compliant clients. OPC is a series of standards specifications for allowing open interoperability amongst industrial automation and process control systems such as building and alarm management systems. The Module v2.0 forms part of the Company's OPC Integration Suite, which allows events and alarms from OPC compliant clients such as SCADA (Supervisory Control And Data Acquisition) or BMS (Building Management Systems) to be transmitted to and from the manufacturer's own SMS4 system. The updated module controls the transfer of events and alarms from SMS4 into these third party industrial control systems, alerting them in real-time when the Indigovision system reports an alarm or when detector devices, analytics, fault or third party alarm sources are triggered or restored. This integration has already been implemented in large scale industrial power utilities, allowing events such as opened doors or network/video loss to be escalated and processed by SCADA/BMS operators.



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FIRE PROTECTION & SECURITY

Detection Experts in the Background

An Experience Exchange Platform for Automatic Alarm Systems

In 1989, ten fire detection experts met to discuss ways of intensifying the exchange of experience in the different fields of fire detection. This led to the foundation of EUSAS e.V., the European Society for Automatic Alarm Systems with its domicile in Switzerland.

forms the basis for future product development, can be maintained and that the fire and security alarm industry remains sufficiently attractive for young engineers. With this in mind, EUSAS was founded on 11 December, 1989. Professor Luck from the University of Duisburg was chosen as the society's chairman, and in 2004 the new headquarters were established at his University. The current chairman is Michael Schnell, former director of the Training and Information depart-

Due to the limited number of experts in the fields mentioned above, it was clear from the beginning that EUSAS would remain a relatively small community i.e. the number of members was initially limited to approximately 50 experts from Europe. Later the circle of candidates was extended, with the goal to be able to transfer the experts' knowledge to young development engineers who had not yet gained notable experience themselves.

Tools of the Trade

The most important instruments with which EUSAS pursues its aims are seminars, workshops and conferences, its own publications and through cooperation with the industry, with universities and testing institutes. Probably the best known and globally most renowned, international seminar in the field of fire detection, the 'AUBE' that takes place in Duisburg about every four years, is sponsored and actively supported by EUSAS. As a general rule, two conferences are held every year. In these conferences, selected topics are discussed, and organized in such a way that they leave enough time for in-depth discussion.

A complete list of workshops can be seen in the table of contents of the EUSAS Newsletters, to be found at the EUSAS website under „Publications“. The workshops are public and the results are made available to all participants. In addition, results will be published in the EUSAS newsletters or are available on CD ROM.

Organization and Membership

The chairman represents the society to the outside world; the work is led and coordinated by the board of management. Statutes, structure, organization and programs are described on the website under www.eusas.org and are continually updated. The work program is worked out by the management board and is accredited on the occasion of the annual general assembly.

EUSAS is financed from the membership fees and is, according to the statutes, a "non-profit organization". A cost-covering contribution towards expenses is charged for participation in the conferences.

▶ CONTACT

European Society for Automatic Alarm Systems e.V. (EUSAS e.V.)

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eusas@uni-duisburg-essen.de
www.uni-duisburg-essen.de



Michael Schnell, former director of the Training and Information department of VdS Loss Prevention

The experts that met came from industry, insurance associations, testing institutes, universities and public authorities. All of them were active in national and international standardization and provision committees and played an essential role in the development of the first European provisions and standards (EN54) for components of fire detection systems. However, for reasons of time, the regular meetings of the technical committee unfortunately left no room for in-depth discussion, so that progress was made only very slowly. The participants thus decided on intensifying the exchange of experience outside the official work of the committee in order to facilitate the work of the committee as such and to accelerate progress of the work on European standards.

In addition, this information exchange between experts was intended to ensure that a high scientific and technology standard, which

ment of the VdS Loss Prevention in Cologne / Germany.

Work Program

At the beginning, the society concentrated its work on the field of fire detection, as standardization activities had progressed the furthest in this field. Today, the committee's work comprises all activities in the fields of fire and intrusion detection, i.e. fire detection, extinguishing, intrusion detection systems, access control and video surveillance.

EUSAS is a platform on which representatives of all groups of interest meet and exchange experiences in unconstrained discussions. For this reason, the membership in EUSAS is ad personam, i.e. the members do not represent their employer but themselves. Of course, companies and organizations are addressed as well which, as associated members, want to promote the work of EUSAS.



FIRE PROTECTION

On the Ball!

Solid State Tackles Project at Saints' Super Stadium

Electrical installation company Solid State has completed a major project at the magnificent new purpose-built Rugby League stadium in St Helens.

The BAFE SP203 registered company installed all the life-safety systems at Langtree Park including a powerful fire alarm and voice alarm system.

The state-of-the-art arena is destined to become not only home to one of the world's most famous rugby league clubs but also become a hot-spot for business events with its first-class corporate hospitality facilities, restaurants, meeting rooms and conference space for up to 1,600 delegates. Featuring bright-red seating areas, a mirrored Sky TV lounge designed to house teams of television commentators and a gigantic TV screen and score-display board, the open-air stadium has a capacity of 18,000 and is worlds away from the old Saints Knowsley Road ground.

Said Phil White, Stadium Manager: "Langtree Park is one of the most prestigious sports stadiums ever to be built in the North West and we were lucky to engage the services of one of

the region's top specialist electrical companies to install the life-safety systems. The service we received from Solid State was excellent. From design stage, right through to installation, Solid State displayed exemplary technical knowledge and expertise. We are absolutely delighted with the fire and voice alarm system they installed and the ease with which they completed this major project."

Three Month Timescale

Working to a tight three-month timescale, nine engineers were deployed to site full-time to ensure the swift and smooth completion of the project which involved installing a vast and complicated assortment of electrical equipment. Said Paul Turner, Senior Engineer at the rapidly-expanding Lancashire-based company: "The challenge was to install the life-safety systems within tight timescales and we pulled out all the stops out to ensure they were up and running in time for handover. We are all big rugby fans so it was incredibly exciting to be working on a stadium exclusively designed for rugby league matches."

Two of C-Tec's powerful 4-loop ZFP touch-screen controlled analogue addressable fire panels were specified. Fully compliant with EN54 parts 2 and 4, the networked panels connect to over 600 devices including 500 Apollo detectors and 85 C-Tec manufactured addressable loop sounder/beacons distributed throughout the site. With their intuitive 4.3 inch, 472 x 248 pixel colour resistive touch-screens, the panels provide clear and constant feedback on all aspects of fire alarm system activity at the stadium. The panel's full on-screen Qwerty keyboard makes programming and installation straightforward.

Central to the stadium's safety and security is SigNET's LS voice alarm system. With its LCD touch screen, LS is a powerful and highly sophisticated voice alarm, public address and background music system. At its centre is the SS2N network station which allows the amplifiers, fire alarm interfaces, audio inputs, and manual and automatic controllers to be distributed around the ground.

Also installed on site is a SigTEL fire telephone system, connected to 20 red fire telephone outstations, and an extensive range of C-Tec's PDA range of induction loop amplifiers for the hard of hearing, disabled refuge systems and disabled persons' toilet alarms. An automatic turnstile monitoring system is also in operation. With over 30 years' experience in the design, installation and maintenance of fire detection, nurse call, voice alarm and public address systems, Solid State is BAFE SP203 accredited, an affiliated member of the NICEIC (National Inspection Council for Electrical Installation Contracting) and the FIA (Fire Industry Association).

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SECURITY FOR RETAIL BUSINESS

Security as Profit Center Factor

Interview with Florian Haacke, Head of Corporate Security Metro AG

The Metro Group is one of the leading international trading companies. Over 280,000 employees from around 180 nations work at around 2,200 locations in 33 countries in Europe, Africa and Asia. Metro is the strategic Management Holding at the head. The operative business is spread between wholesale, food retail, nonfood trade markets and department stores. The brand names of Metro Cash & Carry, Real, Media Markt, Saturn, Galeria Kaufhof and Metro Properties belong to the Metro Group. Our scientific editor Heiner Jerofsky spoke with the Head of Corporate Security of Metro, Florian Haacke, about his area of responsibility as well as his tasks and targets in this important trading concern.

GIT SECURITY: Mr. Haacke, your company operates many wholesale and retail stores and food outlets worldwide at very different locations. How would you explain the organization's structure and control of corporate security to the layman?

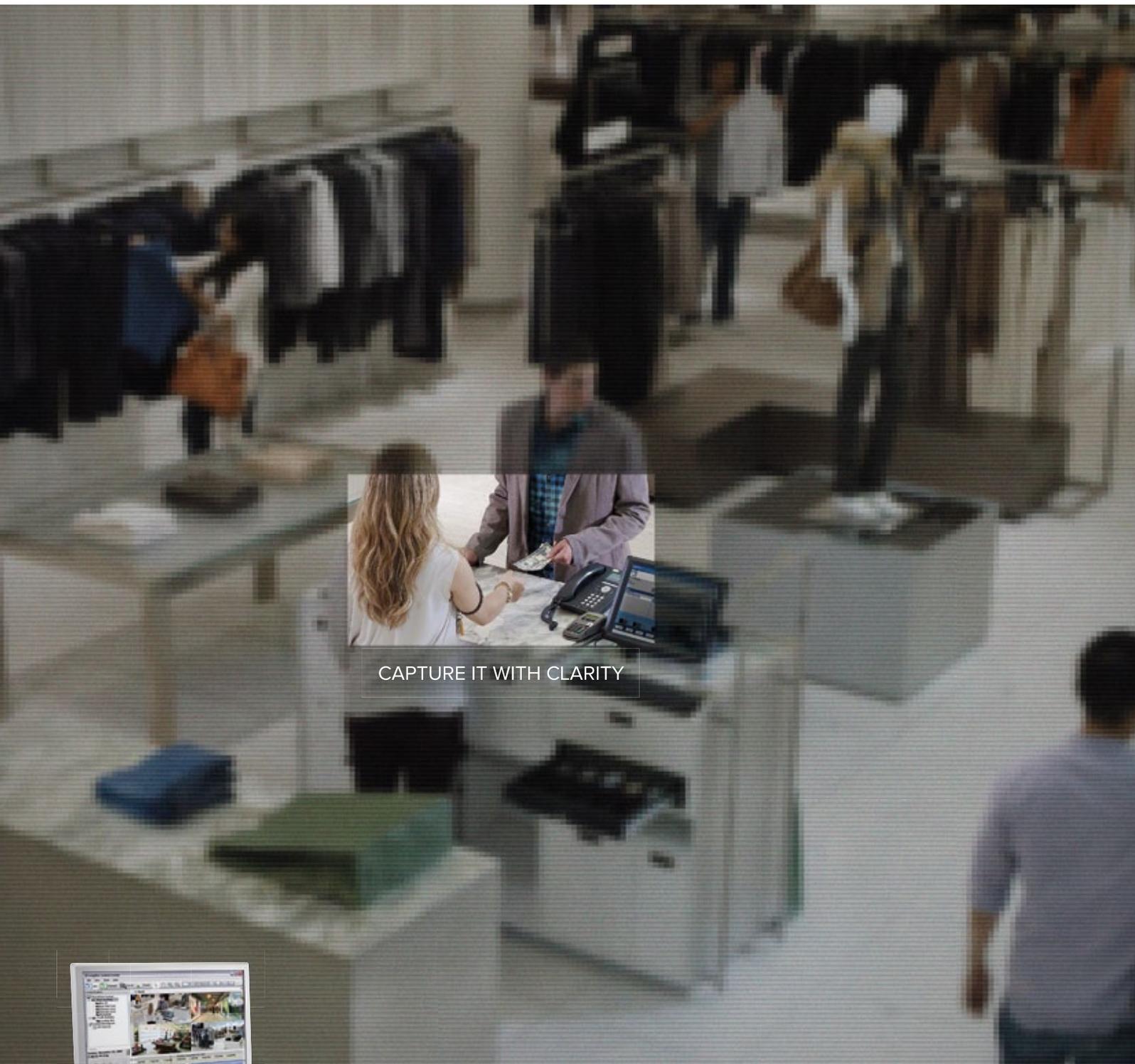
Florian Haacke: The corporate security division of the Metro Group is organized in a matrix structure according to region and business. There are Corporate Security coordinators for the West, Central Europe, Middle East and Asian regions with offices in Düsseldorf, Moscow and Singapore. They are the direct contact for the security officers of the national companies, they control our international security activities at a regional level and coordinate the technical cooperation. The corporate security also has Senior Experts for specific matters, such as security technology. They bundle the necessary specialist knowledge for these subjects for the company, carry out concern-wide security projects, prepare information for the decentralized national companies and make this information available as required. When organizing ourselves we apply the motto "as centrally as necessary, as decentrally as possible." The range of responsibility of the corporate security division is continuously agreed with all Board members of Metro AG. This approach provides the necessary transparency and provides the basis for our acceptance within the company.

What strategies and principals do you apply in your job and what are the main tasks for corporate security?

Florian Haacke: The strategic emphasis of our work lies ultimately in prevention. The security function is changing noticeably from protection and investigation to an active added value contribution. Insofar our work represents a modern new direction. Corporate security functions as consultant to the Board and to the Directors in the development of strategic concepts to prevent serious personal, property and reputation damage. For this we make concern-wide strategies, concepts, guidelines and methods available to improve the protection of customers, employees and our business partners as well as to continuously improve asset value and information. In addition, corporate security also performs a key function in the transfer of security know-how within the Metro Group. During a company-internal Security Best Practice Forum we bring together security experts from various countries to develop solution proposals into concrete issues. Through internal and external benchmarks we identify excellent concepts for these issues and methods and they are made available to all national companies. In this way we reduce duplicated work, utilize synergy effects, create sustainable improvements and gain competitive advantages.

Risk reduction and efficiency improvements are overriding compliance targets. But that also means the timely recognition of risks, an internal information and control system and external communication. How do you ensure conformance to particular rules and thereby the prevention of breaching of rules in your company?

Florian Haacke: Nearly all measures that corporate security concentrate on are concerned with the timely identification and evaluation of security risks and weaknesses as well as the derivation, development and implementation of suitable measures. Insofar we are a fixed component of the risk management of the concern. As the security guidelines must be developed and implemented in accordance with the relevant laws, a systematic compliance approach provides us only with benefits. Firstly, guidelines are thereby reduced to a minimum but are therefore very tightly formulated and demonstrably implemented. Secondly, the necessary sensitivity of employees and managers is ensured through targeted training and awareness measures. Also very important for me is the establishing of a trustworthy security network within the concern with short and precise information routes to recognize security-relevant rule breaches and to be able to evaluate them quickly in a larger context. To strengthen this network, corporate security supports the directors of the national



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companies in the choice, employment and technical training of the national security chiefs. One of the most important points for successful security risk management is the incorporation of all relevant departments within the framework of a convergent security strategy. I am convinced that the security challenges of the future can only be effectively and efficiently met when all departments share their specialist knowledge and make it available for others. Against this background, the corporate security department has many interfaces to other divisions within the company and works together closely with them. Apart from compliance, this includes the legal department and data protection and in particular auditing, risk management, insurance, public relations, quality management, HR and strategy.

How wide-ranging is the subject of security in an international trading organization?

Florian Haacke: Security in trading reaches almost all strategic and operative processes. In the Metro Group, security already begins in the phase of feasibility studies for market entry in new countries. Already at this early stage we analyze the country's risks and give recommendations to the local teams on the subject of travel security. At the same time we carry out detailed security analyses for this country, so-called Country Security Risk Assessments. Our aim is to allow the directors to incorporate the security factor in their fundamental investment decisions. Following that our focus turns to the planning and establishment of new markets. Finally core processes such as purchasing, logistics and sales right through to cash management are supported with various security measures.

Loss of goods, damage to property, theft, embezzlement and fraud are potentially a significant problem for most of the goods. How high do you estimate the 'disappearance' to be?

Florian Haacke: Your question is a good example of our daily challenge to provide transparency. This is a core aim of corporate security not only in trade. The Board and management require number, data and facts – and the security divisions are required to provide transparency for their area of responsibility and to continually improve this. For this reason I avoid the use of words like 'shrinkage' as they fundamentally dilute the issue and make an investigation of the cause much more difficult. Against this background, the annual trade questionnaires – national and international – can only be considered as indicators of opinion but not as real indicators as no absolute or confirmed figures can be compared. Rather the most varied points of view and variables are mixed up as each company dictates for itself the appropriate level of transparency. Equally the differences between the annual trade opinion poll and the criminal statistics of the police are caused amongst other

things by the very different method of reporting within the trading companies.

How do you achieve the necessary understanding for and support of all the security measures with your staff and with what identity management measures?

Florian Haacke: Trained and alert staff is the greatest multiplier that we can find for security within the company. The 'collection' of management and staff for the subject of security belongs to our fundamental activity and is omnipresent for my division. Every meeting, every conversation, every presentation etc. is viewed as an opportunity for an active dialog in the company, but also with customers and suppliers. In the Metro Group I experience fundamental trust in our competence and our business activity during my conversations. This openness – also in security matters – benefits us of course and makes manifold win-win situations possible instead of tiresome discussions. Further, in the Metro Group we have a conceptional, preventative approach for specific target groups to sensitize employees and managers to security on the one hand as well as basic and advanced security training of security staff on the other. We continually develop the various modules and subjects of our SAFE program (Security Awareness For Employees) and expand them with new security issues.

Professional security management demands ever more integrated systems. Is the support of security processes easier to manage through IP networking?

Florian Haacke: We talk about integrated security management when individual security systems are linked to one another so that their inter-working provides significant added value through improved information and analysis. In fact, the aim is no longer to view individual data or events selectively but rather to gain an integrated insight. We drive this integration forward worldwide. The Internet Protocol (IP) is thus just a useful interface to exchange information directly between different security elements. The subject is so mature and tested in the meantime that we have already decided to introduce it generally where, with regard to cost/benefit calculation, a real benefit can be obtained. For example, in our Metro Cash & Carry stores within the framework of our worldwide expansion, all new markets are being equipped with IP video technology that is integrated into the IT infrastructure of the store.

What different security services can external service companies provide for you and what experience have you made with the outsourcing of such jobs?

Florian Haacke: The spectrum of services that is granted to external security companies within

the Metro Group and in trade generally is quite extensive. Apart from the classic security tasks like surveillance, following up on alarms or cash and valuables transport there are also trade-specific security services. In this connection we pursue the 'Security specialists in trade' project in Germany together with the EHI, the BDSW and the DIHK. This project has the aim of sustainably anchoring trade-specific knowledge for external security staff in the curriculum of further education to create better trained and certified security personnel mid-term. We establish worldwide standardized processes for security tenders in which the main focus is firstly on the quality characteristics of the provider before we bargain over the price – with good results.

The German retail industry has fought successfully against counterfeit money and this is confirmed by the current figures from 2011. The Bundesbank reported that last year counterfeit money to the value of 2.1 million Euro was removed from circulation. What is your experience of counterfeit money and how do you avoid losses through the acceptance of falsities?

Florian Haacke: The reducing number of instances of counterfeit money is extremely pleasing because every single occurrence is annoying and has a not insignificant amount of administrative effort as a result. Also, counterfeit money is not replaced – there is real damage. For this reason, the cash desk staff are regularly trained to recognize the security elements of notes and money testing machines are used. In addition, the increasing application of modern cash-cycle systems will make the introduction of counterfeit money into circulation much more difficult.

There is no generally recognized definition of the term Corporate Social Responsibility (CSR). How would you describe the CSR practiced in your organization to our readers?

Florian Haacke: The aim of sustainability management of the Metro Group is to responsibly ensure the future of the organization. One could say the future of the organization is linked to factors such as an intact corporate environment. The Metro Group has firmly integrated its CSR strategy into its core business. This involves continuously identifying the relevant challenges of trading. With respect to the important subject of security, the Metro Group supports, for example, the German Prevention day that takes place in Munich this year under the motto of 'Live safely in cities and the country'.

Many thanks for your informative and open answers, as we wish you continued success with your interesting job.



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SECURITY FOR RETAIL BUSINESS

Shopping Bonanza

Surveillance Technology and the Growth of the Retail Industry

The retail security video market is seeing continual growth and developments as retailers realize the importance and usefulness of implementing IP based surveillance systems with the potential added value that they bring. According to Johan Åkesson, Director Retail Business Segment at Axis, with easily integrated systems and proof of ROI, the future market of a retail industry backed by surveillance technology looks set to grow.



Johan Åkesson,
Retail Business Director at
Axis Communications





In 2010, the total video surveillance market was worth USD \$9 billion and is estimated by IMS Research to reach USD \$15 billion by 2015. Of that, the market specifically for retail security video was 27% in 2009 and is estimated to be 24% in 2014. In spite of this recession there has been an increase in business related applications as well as increased interest in moving from analog to network/IP video. The importance of retail security video is indicated in the results of the annual Center for Retail Research survey, the result of which is the Global Retail Theft Barometer.

The survey conducted in 2010 covered 42 countries with 1,103 respondents and unearthed some interesting statistics. It found that retailers had spent 10% more on security in 2010 than in the previous year and the result was that shrinkage was reduced by 5.6%. Predictably the biggest crime that retailers are faced with is shoplifting, which accounts for more than 42.4% of shrinkage. Interestingly, in the US, Canada and Australia, the survey actually found that retailers suffered greater losses from employee theft rather than from shoplifting.

Whose Light Fingers

The CRR survey also looked at the cost of implementing new technology such as EAS, CCTV and other security equipment. Globally, these costs came to USD \$8.3 billion, which equates to 0.34% of retail sales. The results clearly showed that greater investment in loss prevention led to greater apprehension of thieves. Retailers apprehended nearly 6.2 million shoplifters and employee thieves, an increase of nearly 400,000 compared to 2009. Retailers need a surveillance system that performs well and is a reliable asset to their security measures. When it comes to the technology, implementing IP based surveillance systems gives the user a quality solution compared to the low-end solution obtained with analog technology. A compact, affordable camera that provides quality results is an essential part of that system. Axis has designed IP surveillance products such as the AXIS M32 and AXIS M50 specifically for the retail market. The M50 was developed as an affordable, small PTZ camera that can be unobtrusively placed in a store environment. The retailer is able to get an overview using the pan and tilt functions and also to zoom in for close up detail with HDTV resolution when necessary. Retailers also have the ease of integration into various store systems.

Show Me More

All Axis network video products have an HTTP-based application programming interface. Based on open standards with guaranteed interoperability, this interface makes it easier for developers to build applications that support the network video products and for the system to be integrated into existing systems. For example, when the surveillance system is integrated into

the PoS (Point of Sales) system it is possible for all cash register transactions to be linked to actual video of the transactions. This helps prevent and document fraud and theft by both employees and customers.

Similarly, when the EAS (Electronic Article Surveillance) system is integrated with network video, not only is an alarm activated but a video recording of the incident is also triggered. This recording can be configured to include the time before and after the alarm, ensuring full coverage of the incident and providing forensic quality video. The same ease of integration is seen with PA, fire, alarm and building management systems.

The benefits to the retailer of an IP based surveillance system are easily demonstrable. Firstly, a study carried out in a retail setting last year by Lusax, a research group at Lund University in Sweden, showed that an IP based system represented a 13% lower average cost than a corresponding analog system. One main reason for the saving is that the cameras use power over Ethernet and can be simply plugged into the existing network, removing the need for extra cabling and making the system flexible and easily scalable. This results in a much faster ROI than in the case of an analog system. If the retailer has an existing analog system, it is possible to expand the system using video encoders to create a hybrid system so that there is no need to fully replace the old equipment but still be able to take advantage of the benefits of network video.

In-Depth Analysis

An IP-based system brings multiple benefits to store managers. Through the use of video analytics, retailers can not only prevent loss by monitoring their stores, customers and staff but also have a valuable business intelligence tool in their hands. This total solution has cross-functional appeal in providing business intelligence for marketing, merchandizing, operations and PoS. The cost of the system can therefore be spread across a number of company divisions or cost centers.

Because network video provides images in real-time which can be viewed remotely or shared across devices a store manager has up to the minute information at his or her fingertips and can swiftly respond to a situation such as potential theft or lengthy queues at the check-

outs. These factors are relevant no matter what type of system is in place. However it is possible for retailers to install affordable systems which come with the benefits of HDTV and PTZ functionality as well as the business intelligence advantages. Regardless of the type of system implemented, the use of retail security video leads to issues of legislation.

Legislation must be met in retail locations, but what is actually required varies from region to region. In the UK for example, getting permission to install cameras is a simple process. By comparison, labor laws in Germany are quite strict and it is much more of a challenge to get camera placement. Some stores are not allowed to store the images they have recorded and can only use the data they have gathered through intelligent video analysis, such as people counting, for which the requirements are less strict. Future developments for the retail security video market will continue to challenge compliance requirements.

Clear Added Value

The retail industry can expect continued development of intelligent video functions, such as people counting, motion sensors, dwell time and heat mapping. The shopping experience can be continuously optimized as managers are able to make decisions about layout, store design, merchandizing and staffing based on the data received from network cameras. The technology used to capture the images, from the sensors to the lenses, is being constantly improved, resulting in better quality images with a greater number of pixels. As bandwidth expands, HDTV will become commonplace, and cloud-based hosting will increase, removing the bandwidth demands from the infrastructure.

As the future of surveillance technology continues to grow and develop, so will the retail industry. With the implementation of new technology, retailers can expect to see a decrease in shrinkage, reduced investigation times and a more efficient business operation thanks to the use of network video for more than just surveillance.

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SECURITY FOR RETAIL BUSINESS

Myer against **Loss Prevention**

Supported by a New Geutebruck Video System, Myer, Australia's Largest Department Store Group Declares the Game's Up for Shoplifters

With new security technology operating in its 68 stores Myer, Australia's largest department store group, has declared to shoplifters that their game's now up. For more than a year the use of radio frequency tags and a new Geutebruck digital CCTV system operated by well-trained staff has been proving extremely successful in enabling security staff to identify and report known shoplifters, suspicious behaviour and co-ordinated activity among groups of individuals on their premises. The result being that most shoplifting suspects are now apprehended before leaving the premises.

Myer is delighted with this success – even if it did not quite happen overnight. – Selecting the video security system took two years. The retailer's previous video system had suffered from high fault levels and lower than expected performance so this time Myer was determined to find one which would deliver on all its promises. Following several pilot installations, a number of technical shoot outs and a great deal of evidence-gathering Myer's final choice was a system designed and installed by Secom TS and supplied by Geutebruck Pacific, using GeViScope-IP/SE platforms and around 6000 Sony 1.3 megapixel cameras. Myer commended Secom TS on its design work and proof of concept, and judged the Geutebruck solution



RF tags combined with a quality CCTV system and well trained staff have proved extremely successful at combating shoplifting.

to excel particularly in its fast and responsive video management and its user functionality, with its quick search and edit tools such as the 'cut list' and 'motion search' being particularly impressive.

Before Offences Are Committed

In operation around the country during recent months the new system has convinced in prac-

tice too. Its high quality images enable security staff to identify individuals, and its functionality makes easy work of spotting unusual behaviour – people handling lots of different goods, hanging round for long periods, unplugging items or acting in concert – so that this can be reported to store guards who then shadow at close quarters, making their presence felt before offences are committed.

Besides the system's general high technical quality, speed and reliability, much of the quality and convenience of the assistance which the store security staff experience in their everyday duties is due to a handful of standard system and plug-in functions. One of these is activity detection which triggers alarms and changes the recording parameters to predetermined settings when movement is detected in unexpected locations. Another much used facility is the 'Follow me' function which allows operators to quickly 'drag and drop' video of suspicious behaviour from the monitor where it is first spotted, to the central monitor of three on their console. Once there, the video is automatically recorded at high resolution for evidential purposes and retained for reference on a separate database. This ability to freely select and group multiple video streams from cameras all round the store makes it much easier for Myer staff to see interaction or collusion taking place between individuals in different locations.

Saves Travelling Time and Expense

Besides loss prevention, Myer are finding that video images from the system are valuable for other purposes too. For instance if a shopper makes a claim against a store because of an accident, a fall for example, being able to prove with video images that the store had already drawn the hazard to shoppers' attention and therefore fulfilled its legal obligations, or that the accident did not happen as claimed, can save the retailer considerable legal expenses. Images from one particular set of cameras in each store is available to marketing staff for check display compliance centrally, without leaving head office. Given the vast distances between Australian cities, and hence stores, this useful facility saves travelling time and expense.

All photos were provided by Myer and were taken in the newly refurbished Melbourne city store.

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Put the power of thermal imaging at work

Thermal imaging creates a crisp image in the darkest of nights. It needs no light whatsoever to operate. Many products can benefit from the power of thermal imaging and many OEMs have integrated Tau 2 already in their own products.

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CCTV

Safety, Security and Speed on Santiago Metro

Passengers Travel More Safely Due to a New Security Monitoring System from IndigoVision

More than two million passengers a day travel on the Santiago metro, the backbone of the Chilean capital's public transport system. Metro system management was keen to ensure the security of passengers – both in the sense of safer travel and reduced crime – and worked with IndigoVision partner Diebold Bitelco Chile to find the ideal solution.

The new system has helped Santiago Metro to improve the response to incidents. Security monitoring at each station has also been enhanced. Security personnel have been able to track individuals responsible for crime and apprehend them – including capturing images of an offender who shot and killed two passengers and wounded four others in a metro carriage in July 17th 2011. The movement of passengers can also be analysed, for safety and speed of transit.

Lower Crime Rates Plus Less Accidents

Felipe Bravo Busta, Technology Sub Project Manager on the Metro system stated: "IndigoVision's solution has made for a safer Metro system in all senses – lower crime and less risk of accidents due to overcrowding." IndigoVision won the contract from the Santiago authorities due to the quality of the system it could provide. The ability to search recorded footage and easily identify incidents, and to keep the project within budget, were also important factors.

The system now covers 48 stations. All existing cameras were able to be reused by connecting them to the network via IndigoVision 9000 video encoders. There are 415 fixed and 406 PTZ cameras across the Metro network. A key to the successful operation of the system was

the decision to deploy a distributed and scalable IP Video solution. IndigoVision's distributed architecture replicates the configuration data throughout the system so that no central server is required.

Video is recorded onto 43 IndigoVision Windows NVRs (Network Video Recorders). Some backup NVRs units are also in place should any NVR be taken off-line – the backup NVRs will automatically start recording. Due to the installation of a 56 node optical fibre network within 48 stations across the city, data can be transferred to Control Center, IndigoVision's state-of-the-art Video Management Software. Another system advantage is the alarm escalation integrated into Control Center, which ensures that all incidents will be registered and alerts relevant staff to incidents in their areas.

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CCTV

Traffic and Network Solutions



The SCR510 features a built-in 112" B&W CCD designed for capturing plates on vehicles travelling up to 200 km/h (124mph).



Messoa Technologies have successfully introduced their products in the EMEA region with a presentation at Intersec in Dubai and several technical seminars attended by local system integrator partners, software developers and other security professionals. The product offering is centered on Messoa's traffic surveillance technology and IP network solutions.

Traffic Surveillance Technology

Live demonstrations to show real-life camera performance in front of the audience have impressed the attendees of the seminar's Messoa held in Europe during the last weeks. It was crucial to see how big a difference it makes in terms of image details and clarity when compared to competing models. It was very valuable to share the technical know-how on how to properly install traffic cameras in order to achieve the optimized result in various scenarios.

CatchAll II is Messoa's latest technology for optimizing video processing in traffic surveil-

lance cameras and builds on the strengths of the original CatchAll technology, further enhancing its powerful surveillance capabilities and functionality. CatchAll II introduces a range of new intelligent functions, including 3D noise reduction and WDR. The fog-penetration technology enhances the effectiveness by enabling the camera to recover real color images from foggy or smoky video streams.

For the purpose of traffic surveillance Messoa offers long-range/high-speed cameras (the models SCR515PRO/SCR510) and close-range/low-speed cameras (SCR505/SCR506/SCR506R) for various applications. It provides users an effective solution on the market for applications ranging from traffic monitoring, law enforcement, border control and under-vehicle inspections to gated communities, toll booths, harbors and parking lots.

Lumii III Technology for Accurate Images in Low Light Environments

For low light conditions Messoa has developed a new line of 700 TV line high-resolution cameras. These cameras employ Sony CCDs and top-tier electronics to deliver superior quality crucial to effective surveillance. The cameras utilize Messoa's Lumii III technology to enhance image quality utilizing 12-bit processing in conjunction with superior sensitivity and noise reduction for greater precision in low light conditions. The result are cameras that capture clear color images even in extremely low-light environments.

Difficult-to-see images become smooth and detailed. While conventional cameras deliver noisy image with poor lighting, Messoa cameras equipped with Lumii III technology continue to capture crisp images. The 1/3" Sony CCD delivers a remarkable 700 TV lines of resolution, providing unmistakable details in every frame, especially required for banking, retail and casino applications.

Network Cameras

Also the new MegaSmart series of full HD network cameras from Messoa are built on the strength of the Lumii technology for noise reduction, high sensitivity and light intensity. The new camera series features advanced H.264, MPEG4 and 11,4 MJPEG video compression and allows the user to select the compression format that best matches their application need. MegaSmart cameras use a color filter sensors that allow more light to reach the sensor. As a result, clear and crisp images are captured from even the darkest environments.

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CCTV

Creative Solutions for Video Surveillance

Vivotek with a Strong Focus on MP Cameras and IP Technology

Since its start in 2000 Vivotek has quickly grown into a prestigious leading manufacturer in the network video surveillance industry. At Intersec in Dubai, William Ku, Director of Brand Business at Vivotek explained that from 2010 to 2011 the company grew more than 60% with 40% of its business located in the EMEA region. For 2012 the company will expand its portfolio of megapixel cameras and will also continue to offer more creative, more cost-effective and higher value-added solutions for the IP surveillance industry. Apart from integrating the new megapixel cameras in cooperation with leading VMS manufacturers, network video recorders with integrated software, the new fisheye fixed dome network camera and new encoding technology are in Vivotek's main focus.

Middle East Projects and Integration

In the Middle East region Vivotek has already developed a solution for Melli Bank in Iran, one of the largest banks in the Islamic world. The bank has more than 200 branches in the province of Khorasan alone. Prior to August 2010, the management adopted mostly analog cameras as their security solutions. As network and digital technology advanced over time, Kankash Niroo, the System integrator of PFN Technology on this case, began to look into IP-based solutions for the bank's infrastructure. Vivotek IP8161 and IP8151 were chosen as the key solution device.

In addition to the joint symposium at Intersec Dubai, Vivotek and Milestone have been collaborating closely, particularly on the device integration front. Vivotek's major network video surveillance cameras are listed now in Milestone Systems' latest hardware support announcement for XProtect Device Pack 5.7.

Stunning 5-Megapixel Resolution

Vivotek's new IP8172 camera is part of the Supreme series product line, featuring 5-megapixel resolution with extremely clear and detailed images for accurate video content analysis. This camera is able to provide 16X wider field of view than a standard VGA camera, significantly reducing the number of camera installations. It



Cathy Cheng, Marketing Manager, Heiko Baumgartner and William Ku, Director Brand Business Division, at Intersec Dubai

is especially suitable for monitoring spacious areas such as airports, shopping malls, parking lots, or other applications requiring accurate identification of the finest details.

The IP8172 employs many advanced features to allow the user to fully enjoy the high definition video: High-performance H.264/MPEG-4/MJPEG compression technology, Gigabit Ethernet transmission and extra-smooth video quality with resolution up to 1080p full HD at 30fps. The Video Cropping function allows for the transfer of only user-defined thumbnails for viewing instead of an entire scene so as to optimize bandwidth and enhance storage efficiency. The ePTZ function enables users to zoom in and focus on a region of interest (ROI) in the camera view with only a few clicks.

180° Panoramic View

Vivotek's FE8171V is the first fish-eye fixed dome network camera from Vivotek, featuring a detailed 3.1-Megapixel resolution with superb image



quality. Equipped with a fisheye lens for 180° panoramic view (wall mount) or 360° surround view (ceiling/floor/table mount) without blind spots, this camera is able to provide an 8X wider field of view than a standard VGA camera, significantly reducing the need for multiple camera installations. It is extremely suitable for monitoring open areas e.g. at airports, shopping malls, parking lots and retail stores.

Scalable Video Coding

Besides their integration efforts and the focus on the new cameras, Vivotek concentrates also on the development of new encoding technology and has worked on the Scalable Video Coding (SVC) to further improve the performance of megapixel systems.

Scalable Video Coding is an extension, which is also known as Annex G, to the H.264/MPEG-4 AVC video encoding standard. The objective of SVC

is to enable the encoding of a video bitstream that contains one or more subset bitstreams. These subset bitstreams consist of one or more layers, each of which contain data that, when added to data from other layers, increases the decoded video frame rate, resolution, fidelity, or a combination of these three. SVC layers that enable decoded video of different frame rates are said to provide frame rate or temporal scalability. The benefits of SVC technology are that it not only does this codec address CPU loading, network bandwidth, and storage challenges that arise with the use of megapixel cameras, but it also offers a superior streaming experience over volatile network environments. A white paper available on www.SECURITY.com in the white paper section explains the concept.

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High-end System Camera

Funkwerk Plettac complements its range of high-end system cameras with the FAC 960 series. It is designed to meet the highest system demands and provide a long service life. Due to the modular design, it is easy to exchange cameras and use them in the manufacturer's system housings. The extended temperature range lets you use this camera outdoors and indoors. It is the first of the Company's product to use a 1/3" sensor of the latest generation. Thanks to this sensor as well as sophisticated image processing techniques, it comes with a very high light sensitivity of up to 0.02 lux and high color fidelity. The high image quality is also a result of the horizontal resolution of more than 650 TVL, the digital 2D/3D noise filter and improved color transitions through Wide Dynamic Range. As another advantage, the 1/3" sensor technology offers a greater choice of lenses as opposed to the 1/2" technology. The modern hardware platform includes functions like 12 privacy masking windows as well as horizontal and vertical flip (H/V-Flip), which further extends the range of the camera.



www.funkwerk-vs.de

Multiple Remote Viewing Options



Samsung's four channel SRD-440 H.264 DVR offers the convenience of remotely monitoring live or recorded images via an iPhone, iPad or Android smartphone. It is fully compatible with the free iPolis Mobile app which can be downloaded from iTunes and the Android market. It supersedes the SRD-450 and is likely to be equally popular with installers who are looking to recommend an economically priced recording solution for small retail and office environments, and particularly so where the user wishes to keep a watchful eye on their premises out of business hours. "The SRD-440 is equipped with a range of impressive features including the ability to record high quality CIF video in real time across all channels, as well as single channel audio recording, whilst there is the option to record up to 4-CIF over selected channels," said Peter Ainsworth, Senior Product Manager for Samsung Techwin Europe. It also provides users with the option to remotely view live or recorded video over the Internet via a browser and is supported by the license free Net-i Viewer software which enables the centralized monitoring, control and administration of Samsung DVRs and iPolis network devices, even when the client has multiple sites and is using a mix of analogue and IP equipment.

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The LED monitors from Grundig were conceived especially for professional use in the CCTV sector and, in combination with many other products from this German manufacturer, ensure a trouble-free workflow in security centers worldwide. We spoke with Andreas Kronwald, Product Manager of Grundig CCTV, about the most important features of the monitors and the advantages in everyday use.

GIT SECURITY: Mr. Kronwald, the monitors from Grundig have been an important component of the Grundig product palette since the end of last year and are evidently well accepted by customers. Then what is so special about the monitors?

Andreas Kronwald: It's true, the LED version of our monitors with screen sizes of 17" and 19" have been a real sales success. According to the feedback that we receive from the market, the products are successful because of their total concept. Those who need our monitors daily for their job and are dependent upon the functionality of the apparatus appreciate their excellent image quality, their practicality and their simple operation. In addition, purchasers are pleased above all by the economic facts of LED technology that, in contrast to the conventional CCFL technology used until now, simply cannot be ignored.

Where exactly are the advantages of LED technology over CCFL monitors?

Andreas Kronwald: The real advantages arise from the background lighting. Really the correct

description of these monitors is also 'LED Backlight Monitor', that is, a screen whose background lighting comes from light-emitting diodes. The well-known LCD models also function with illumination of the display background. However they use traditional fluorescent tubes. In contrast to the LED diodes used by Grundig, these tubes can only display a smaller color spectrum. As a result, our monitors have a higher contrast level and produce more natural images. LED background lighting also brings other advantages: on the one hand, the LED diodes have a longer life than conventional fluorescent tubes; on the other hand, ever more LED diodes are being used in monitors so that our monitors don't just have a longer life expectancy but also higher reliability. When a normal fluorescent tube fails you see nothing on the monitor anymore; if one of the LED diodes fails however there is in the worst case a small darker area on the screen but the monitor can continue to be used. Also the comparative current consumption is a further good argument for our monitors.

The devices with LED backlight are generally more expensive than LCD monitors. Do the advantages outweigh the initially higher purchase price?

Andreas Kronwald: In the long term, yes! The advantages mentioned before such as a long life, lower energy consumption and the reduced failure rate of LED technology are decisive here. Our products are designed for professional use in the security sector and this counts. We found out in our product tests that the higher investment in LED monitors can often be amortized in less than 3 years. In addition, because of the reduced LED failure rate, the running costs that were not even considered in this calculation so far fall away. One can quickly make savings in the wrong place if the difference in the price is the main purchase decision factor.

You like to stress the homogeneity of the Grundig product palette. How do the monitors fit in the overall picture of the company's CCTV range?

Andreas Kronwald: When developing and manufacturing, we take great care that the products are adapted to each other so that they function well as a whole package. This begins with the uniform, classic Grundig appearance and results in a fundamental harmonization of different product groups to each other. You can therefore attach a suitable digital recorder to your Grundig LED monitor or incorporate the cameras from our range. This concept of uniformity takes priority above all others when we start to develop new products.

Does this mean that your customers can expect further new products soon?

Andreas Kronwald: Definitely! We are constantly working on our products; to develop them further, to incorporate new technology and simply to make them better. With regard to LED backlight monitors, for example, we are currently in the middle of the development process of an enlarged version in the 23 inch range with a 16:9 format and full HD definition. The introduction of this monitor series is scheduled for this year and will extend our CCTV portfolio for the users through the often requested widescreen format with images in high definition.

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IR Network Camera

Hikvision released a 1.3 megapixel bullet camera, the DS-2CD8264FWD-EI(S) with advanced WDR technology and IR functionality. This product meets user's needs to acquire high quality images especially in extreme light conditions and low light conditions. The camera features the Company's WDR technology with a wide dynamic range of 120dB, which allows the camera to capture clear images in spite of extreme lighting contrasts. IR technology solves the issue of IR LED over-heating, and extends the camera's life span. With the minimum illumination of 0.01 lux@ F1.2 with AGC on and 0 lux with IR, as well as for the IR cut filter functionality, the DS-2CD8264FWD-EI(S) can deliver high quality images of objects within 30 meters under low light conditions, even in total darkness. Additionally, the camera is suited for outdoor surveillance with IP66 rating, especially in areas that suffer from rain and dust, such as ports, car parks and other similar open and exposed environments. The product features an on-board SD card slot for adding extra storage with the maximum capacity of 32GB. Dual-stream is supported while the sub-stream allows remote video preview and mobile phone monitoring with minimal bandwidth occupation. www.hikvision.com



Exclusive Imaging Solution

Pixim announced the development of an imaging solution custom-tuned for IC Realtime's line of DVRs and NVRs. This Company has introduced the I-Sniper video security solution that is based on Pixim's latest image capture chip, but the Company has implemented the technology to produce algorithms that are in sync with IC Realtime's storage and network streaming devices. When I-Sniper cameras are paired with their DVRs or NVRs, the result is 25-45% longer recording times and reduced network bandwidth versus non-optimized third-party cameras. Through Pixim, I-Sniper cameras adjust to highlights and lowlights in the same scene, capturing the entire picture even in the most challenging, mixed lighting conditions. In addition, the solution offers 690HTVL effective resolution and a very wide dynamic range. The cameras require just 0.1 lux of illumination to produce usable, color images at a full 30 frames per second, and as low as 0.001 lux with slow shutter modes enabled. www.pixim.com

CBC Debuts High-res Pixim Seawolf Cameras

CBC (Europe) has introduced high-resolution Pixim Seawolf cameras into its expanding CCTV range. Pixim imaging technology's benefits include sizeable gains in low light performance, highly accurate colour reproduction and industry leading wide dynamic range performance. The Seawolf chipset's progressive image capture delivers additional vertical resolution that can be recorded on a DVR and seen on inexpensive monitors. The camera offers 690HTVL-E resolution. An ultra wide dynamic range (maximum 120dB) performance provides improved exposure performance, complementing the cameras' higher effective resolution. Combined with its accurate color rendition and low light color performance, the cameras also have no blooming or color bleed problems and zero image smearing. In operation, these advantages can be seen in situations such as the monitoring of ATM cash machines and commercial entrances, where cameras point towards the light.

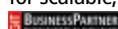


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Chip for Improved Video Quality

Axis Communications introduces its Artpec-4 chip. The latest version of the system-on-chip for network video products enhances image quality and video analytics performance in the Company's network video cameras and video encoders. The chip is designed to offer video with lower noise and higher light sensitivity for sharper images of moving objects. It is a key enabler of the Lightfinder technology, which allows cameras to 'see' clearly in dark and low-light conditions. This technology is included in the manufacturer's Q1602 Network Camera, a particularly light sensitive surveillance camera. In this latest chip, the manufacturer has further improved H.264 compression. It supports simultaneous H.264 and Motion JPEG streams, and the built-in multiple streaming means that video streams can be optimized individually. All in all, this leads to better HDTV images, increased flexibility and lowered costs for network and storage. With a powerful CPU and a coprocessor for accelerating video analytics, the chip also boasts more processing power for intelligent video analysis. This is in particular beneficial for analytics applications running on the AXIS Camera Application Platform for scalable, distributed analytics in video surveillance.



www.axis.com

Full HD IP Dome Cameras with Auto Focus Functionality

Basler is introducing two IP dome camera models. The upcoming BIP2-D1920c-dn (Outdoor, AF) and BIP2-D1920c-dn (Indoor, AF) models provide auto focus functionality and Full HD resolution (1,080p) at real-time video frame rates of up to 30fps. The integrated auto focus functionality makes dome camera installation even simpler; the lens can easily be focused through the camera's web application. Over and above their audio functionality, the IP dome cameras have a built-in micro-SDHC card slot for local storage of up to 32GB of data. This functionality has been optimized so that live streams can be recorded to an SD card. In addition, it is possible to store single camera images in configurable time intervals on an SD card. With its IP66-certified aluminum housing, and an operating temperature range from -40°C to +50°C (-40°F to +122°F), the vandal-resistant BIP2-D1920c-dn (Outdoor, AF) model allows video surveillance in outdoor applications. The BIP2-D1920c-dn (Indoor, AF) dome camera is equipped with a lightweight plastic housing and is perfectly suited for network video projects indoors. bc.sales.europe@baslerweb.com



HD IP Camera Kits

Lilin has launched a range of HD, IP camera kits. The four camera, Network Video Recorder (NVR) kits are entry-level solutions. Installers are able to take advantage of the network connectivity, HD image quality, remote monitoring and viewing, PC recording and scalability the kits offer. Jason Hill, Group Vice President, explains, "Our new NVR IP camera kits open up the IP CCTV market to installers who have budgets that would have previously limited them to analogue systems. A Quick Start Guide and auto-detecting NVR software allow installers to be up and running quickly, without paying a premium or wasting valuable time. Video quality is never compromised as each camera offers HD resolution. We have also included advanced features such as till overlay, smartphone viewing and motion detection, to maximize their effectiveness. We have remained competitive with the kits by designing the NVR to operate on a PC running Windows 7, Vista or XP." www.lilin.co.uk



VIDEO MANAGEMENT

"We Must Know a Camera Intimately"

Comparing Cameras Fairly under Controlled Conditions



Ulrich Heissler, Co-Founder and Product Manager Hardware, SeeTec

A brilliant specification on paper, with astounding performance that leaves the competition standing. But will a camera actually deliver the expected results in practice? In an interview with GIT, Ulrich Heissler of SeeTec talked about today's demands on cameras, how camera tests are carried out and how video management of tomorrow will have to look.



Rotating doll: the test conditions in the SeeTec Competence Center, where the GIT SECURITY camera tests are performed, are the same for all cameras

GIT SECURITY: Mr Heissler, your people at SeeTec are software developers for video management. You are also active generically with the subject of 'video security on an IP basis' viz. cameras and video servers are put through their paces in your 'Hardware Competence Center'. As a result, cameras and video servers can be optimally integrated into the SeeTec software. How and when did the decision fall to build and equip this Competence Center?

Ulrich Heissler: We were able to win a city council in Switzerland as a new customer a few years ago. Spontaneous vandalism was to be reduced to an absolute minimum by surveillance. Naturally we recommended some cameras as part of our service, and they were also installed. Shortly afterwards though it became obvious that the hardware was not up to the task. As the recordings in poor light conditions were very grainy and movements above a certain speed were all blurred, the images could not be used to identify the perpetrators. After this experience we said to ourselves: in future we must know a camera and its characteristics very well before we give a recommendation. If the image is bad we will be held to blame, even if we have limited influence on the quality as a software manufacturer. There were already test reports available, but we found out that they had only been based on static images.

We wanted to create a realistic scenario as found in practice with moving images, so we started testing the cameras under identical conditions in the SeeTec software to provide comparable results. That's how the Competence Center was born in 2007. Our database has grown continuously since then. Apart from the added value for our customers, the Competence Center also

represents a demonstration of our know-how. We are not only right up-to-date in software but we also have significant hardware knowledge that benefits our customers too.

As exclusive media partner, GIT SECURITY publishes the latest results of these camera tests. This information is also available to SeeTec partners and enables them to make the optimum choice of hardware. Why is "the right camera" so important then for a security project – or round the other way: when do I have "the right camera"?

Ulrich Heissler: That depends upon the aim of the project and the demands on the camera sensor. In tunnels, for example, the customer needs a camera that is able to adapt quickly to back light glare. When viewing quick events it is important that the camera shows details clearly. Day/night cameras are used mainly in varying light areas. On the other hand, light conditions in shops are usually very good but here one has to ensure sufficient digital zoom capability. The hardware used must always be chosen according to the local conditions.

When cameras fit well to SeeTec software, under what conditions are they then suitable for software from other suppliers?

Ulrich Heissler: Most suppliers of IP video management software carry out a standard integration simply to display and archive the recorded images. This integration is often only superficial. SeeTec by contrast generally integrates the camera's entire functionality. That means a more intensive quality control and thereby some more effort, but the result justifies the work. In this way, SeeTec supports functions like multistreaming, multicast, the use of VCAMs and encrypted transmission of information via https/3DES/SSL.

Please describe exactly how such a test procedure is carried out – who does what?

Ulrich Heissler: Many camera manufacturers have already heard about our tests and are interested in their products' performance. So they send us the hardware to be tested. If the camera doesn't already have a built-in lens or one included in the kit, we use our standard model. As the choice of lens is an important factor and can distort the result, we have a reference model for such cases. Our highest priority is neutrality. For this reason

we only use the camera's standard settings for the test. We have created a standardized test environment in order to produce comparable results. The background / the test chart is always the same and also the objects that are filmed (in our case a rotating doll) are not changed. The camera being tested is mounted at a specific distance from the doll. Then the light settings are checked and re-calibrated if necessary. That happens directly on the lens as the measurements will be taken from that point. The test begins with a light level of 1000 Lux and automatically reduces in 12 steps to 0 Lux. Then a back light situation is simulated. The video images of the test sequence are recorded and analyzed later. At the start of our tests in the Competence Center we had a reference video that was taken with the hardware of a well-known IP camera manufacturer that served as comparison material for a neutral hardware evaluation. On the basis of this video, marks were awarded for the hardware performance under the various conditions that now serve as a benchmark for all cameras that follow. Tests to this depth are very complex and time-consuming – the staff in the Competence Center need a complete working day for one camera, and that doesn't include the wording of the report.

How many cameras have been tested to date and which results were most surprising for you personally?

Ulrich Heissler: We already have over 50 reports in our database. We have noticed major improvements in the sensors since we started our tests. There have been some big jumps in development, no doubt initiated by the widespread inclusion of cameras in mobile telephones. In the meantime, almost every Smartphone has a CMOS sensor like those used as the image sensor in all camcorders and digital cameras. The picture quality obtainable was generally miserable under poor conditions. There was often a lot of noise and unusable material. Nowadays the images are often brilliant under the same conditions.

When I have found the right camera, how can I be sure that I have also chosen the right video management software?

Ulrich Heissler: I can't speak for other software suppliers, but we make every effort not just to deliver high image quality but also to present the customer with a total solution. This stretches from advising on hardware purchase through the installation up to after-sales support. We are close to our customers and their single point of contact in all matters. Although we haven't been a hardware distributor for some time, we still possess the necessary detailed knowledge that is founded on our continued work in the Competence Center and in our company history. We work closely together with our chosen suppli-

ers and thereby deliver a quality that cannot be matched by other companies.

A look to the future: what must tomorrow's modern video management be able to do?

Ulrich Heissler: In the future, video management will be expected to meet increased requirements. Above all, comprehensive interfaces to other suppliers will be required, such as for video analysis or access control. Accordingly, flexible scalability will become ever more important. Thematically I see the future in industry-specific solutions. This will not just be pure video surveillance but much more the support of various industry-specific processes. And as the tasks become ever more varied, and the corresponding memory space ever larger, the subject of the 'Cloud' becomes more relevant. The suitability will depend here very much on the available bandwidth.

Thank you for sharing your experience with us Mr Heissler.

▶ CONTACT

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A Closer Look at Graven Cottage

Fulham FC Installs Video Surveillance to Protect Patrons

When Fulham Football Club, London's oldest top flight football club, recently sought a new video surveillance platform, the brief included improving both security and operational processes at once, not only enhancing safety but also crowd control and monitoring procedures. The choice fell to Genetec, a pioneer in the physical security industry and a leading provider of unified IP security solutions. An Omnicast video surveillance system has now been installed in Fulham's 22,000 seat stadium.

Nicholas Pendlebury, Head of IT Projects at Fulham, brought in EMC, a global provider of information technology services, to assist in the design of a new system. The Omnicast system was chosen not only for its open architecture. Fulham required uninterrupted video coverage as well as image quality that would enable operators to zoom in on individual faces in a crowd. 63 Axis Communications cameras, 25 of which are PTZ utilizing joysticks for simple camera angle manipulation, were installed. Using these network cameras, Fulham is able to use built-in features like motion control for alarm triggers out of hours and privacy masks to limit PTZ field of vision from encroaching on neighboring private property.

Thirty days of archived video are stored on 100 terabytes of EMC Celerra storage that are shared with Fulham's file storage. The Omnicast system has full failover capabilities and the infrastructure is monitored 24/7 via a site-to-site VPN. Fulham's Omnicast system is used largely for live monitoring on match days, at which time

police, Fulham stewards, and medical staff convene in the Control Center to monitor the tens of thousands of stadium patrons.

"Everyone has praised Omnicast, saying it's one of the easiest systems they've used," said Mr. Pendlebury. Ease of use is especially important given the number of individuals who take turns manning the system, many of whom are not Fulham employees. Video footage can also be called up within seconds instead of days, especially with the added aid of the instant replay feature, providing drastically reduced incident response time.

Looking To The Future

"Omnicast has addressed our main security needs, but also provided numerous additional features. It has made our safety team a lot more responsive and proactive, with less work and less stress. We have even saved money by requiring less staff to review tapes. Between the ability to easily bookmark incidents as they occur, and quick video archive navigation, there is

now far less wasted time." Future plans include an upgrade to Genetec's unified video surveillance and access control platform, the Security Center, and the inclusion of Plan Manager, a feature that enables interactive, spatial mapping of cameras to further facilitate system navigation. Additional plans for a nearby training facility include the installation of 25 high-definition cameras, thermal imaging and deployment of Genetec's license plate recognition system, AutoVu, which can also be unified within the Security Center.

"We are pleased to have been a part of this historic club's evolution. We are aware of the challenges inherent in securing large crowds in these types of facilities, and we have done our utmost to create a platform that quickly and easily serves up the data that is most relevant in this fast-paced environment," said Cavan Kendall, UK National Sales Manager at Genetec.

Phil Doyle, Regional Director for Axis Communications, Northern Europe said: "Using network cameras as part of this security solution means that Fulham will benefit from much more than simply capturing images. Gone are the grainy images so often associated with older CCTV systems. This technology is proven and will provide images that can be used to identify people or objects if an incident occurs."

▶ CONTACT



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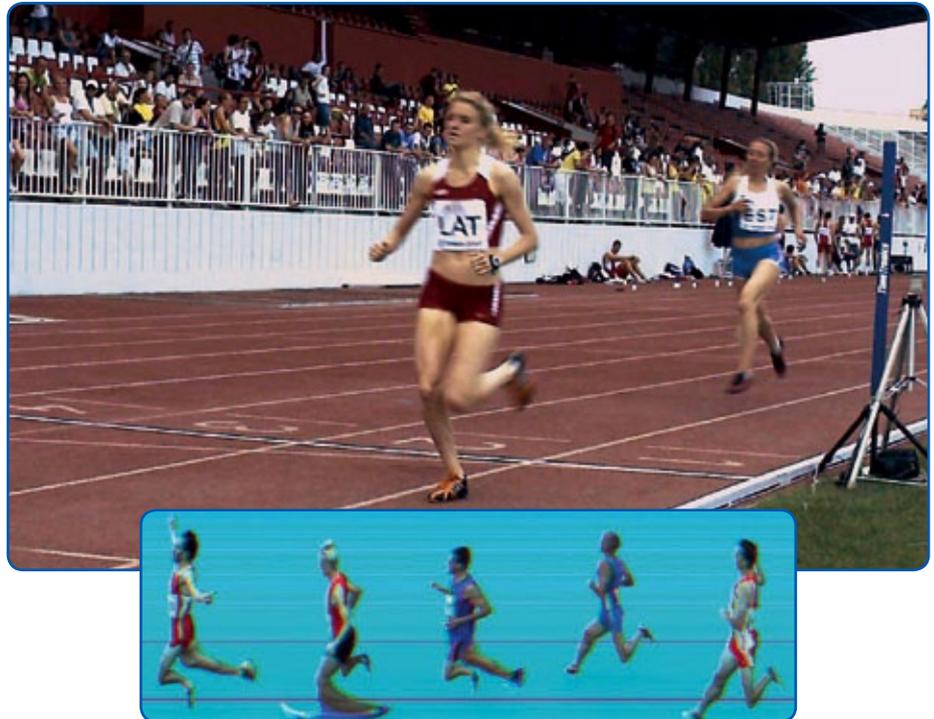
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CCTV

Photo Finish at Karadjordje Stadium

Track and Field Club in Serbia Decides the Results of Close Races with the Help of MP Cameras

Vojvodina track and field club is a 145-year-old athletic club in Novi Sad, Serbia, whose athletes often compete successfully at the international level. The club's stadium was upgraded in 2004 and has hosted two European Cups: a European Junior championship and a Balkan athletic championship. Another upgrade this year provided a new building, new lights for evening events and a modern track surface for all levels of competition. A large-screen display now provides attendees a 580-square-foot, full-color view of the action.



In sporting events including track and field, the term "photo finish" has historically been used to describe competition results that are too close to be decided by a judge's naked eye in real-time. Accurately determining results of a photo finish nowadays depends on the ability to discern the precise details of a video image. Decisions are made based on minute distances and the ability to clearly see the faces of participants.

Vojvodina track and field club uses an Arecont Vision 1.3 megapixel IP camera along with Windows XP Webcam software to provide the detailed images needed to decide the winners of close races, according to Dusko Milicic, international photo finish judge at the Vojvodina club. The Arecont Vision high-definition camera records races and helps with the identification of athletes and their finish order.

Easy Installation, High Resolution Pictures

The camera is placed on the inside track of the stadium and is used in conjunction with a recording laptop. The camera can also be used to decide results in biking, horse racing or dog racing events and will be used in every future technical athletic event to record every shot or jump in case an appeal needs to be decided. The Arecont Vision AV1300 provides a 1280x1024-pixel im-

ages using MJPEG compression and a 4-12mm varifocal zoom lens. Arecont Vision's MegaVideo low-cost massively parallel image processing architecture involves more than 80 billion operations per second to provide simultaneous streams at full frame and individual regions of interest.

Mr. Milicic designed and installed the system, which is an upgrade of the previous photo finish system. He says the IP system is more portable and easier to install on laptop computers. "I need something I can bring with me and is easy to install in other facilities, for all levels of competition," he says. The laptop is connected to an 8-port switch, and a midspan injector provides Power-over-Ethernet (PoE) to the camera along a 400-foot UTP cable. Races are recorded, and the Webcam XP5 software encodes them to the video recorder using ffdshow format. The system can also provide the same results using two TP-Link N wireless routers in bridge mode.

The camera is connected with a switch to a local network with an Internet connection. The race is recorded on one laptop (HP), and a second laptop (IBM) receives the live stream. A third (Air Mac) picture from the camera is shown on the Philips big screen display at the stadium. The local distributor offered several camera choices but recommended the Arecont Vision product as the best for Mr. Milicic's needs.

Megapixel Benefits

Mr. Milicic likes that the camera can record at 30 frames-per-second and appreciates the ease of network installation. "We needed something mobile, and Arecont Vision provides the mobility required," said Mr. Milicic.

The Arecont Vision camera has performed well. It is reliable, easy to set up and operates even in wet conditions (there was rain the second day it was used). The camera's clear images have already been used to settle appeals in a couple of races by determining the correct order of athletes. Identifying athletes was much faster than the usual method of waiting for a paper from judges listing the names.

The system has been very successful to date and Arecont Vision technical support has been very responsive. The improved video quality of megapixel imaging is especially important to the application. Better video quality ensures Mr. Milicic's ability to discern race results accurately.

▶ CONTACT

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FOCUS: CONTROL ROOMS**Eyevis eStreaming Solution:
IP Streaming over Standard Networks**

In the past, the distribution of DVI signals was realised with hardware based matrix switchers. Providing these kinds of signals in different rooms or other destinations across long distances has become an important issue. Today, these signals have to be distributed to any location without borders and limitation. The Eyevis eStreaming solution now provides a technology to transmit DVI Signals in real-time across networks with a very low latency. The system is based on an encoder/decoder solution which transmits the signal with a special Eyevis eJPEG compression over networks which needs only little bandwidth on the network. The signals can be decoded again everywhere without a loss of quality. This functionality offers a flexible virtual network matrix with a wide range of possibilities to transmit signals. The system is based on encoders and decoders, so called eStreamers. The eStreamer can work in encoder or decoder mode and even in both modes simultaneously in bi-directional connections.

It can process any DVI signal up to a resolution of 1920x1200 pixels. Interlaced signals are also supported. The eStreamer is further equipped with a loop-through DVI output to connect a local monitor on the encoder side. The key benefit of the system is the capability of the eStreaming solution to work on standard Ethernet networks as well as on an unique dedicated guaranteed nearly zero latency network. This guarantees zero latency even if large numbers of signals are streamed on the network. The nearly zero latency network is unique in the market and uses special Eyevis network routers to provide a guaranteed latency, high bandwidth and fully synchronized delivery in the network without packet loss. The eStreamers will in future also support the new IEEE 802.1 Audio Video Bridging (AVB) technology.



info@Eyevis.de

Wireless Parking Occupancy Detection

Detecting Abuse of Parking Spaces for Disabled Nedap expands the Sensit system for wireless parking occupancy detection with a revolutionary innovation called "Sensit E-Parking License."

The EPL increases easy traffic guiding to available spaces and enforcement of parking spaces designed for disabled and permit holders. This solution increases the parking service and enforcement of parking spaces especially established for specific vehicle groups. The wireless parking occupancy detection of individual spaces is already available to allow for easy traffic guiding to available spaces and efficient enforcement in on-street applications. With E-Parking License, the system can also detect if a parking space is legitimately used by the right target group. It improves efficient enforcement of parking bays, ensuring optimal availability of parking bays for the target group they are established for.

www.nedap.com

**Single Channel Video Encoder**

The final addition to the Visualizer network encoder range from G4S Technology is a Single Channel Encoder, EN-7901. It is particularly suited for small applications. Providing a single input channel and using the latest H.264 compression the encoder, like all the encoders in the range, is available

with and without Video Content Analytics. Symmetry Video Content Analytics provide advanced filters based on pre-programmed motion within the view of the camera. Easy to set up and operate the Symmetry analytics can provide an additional layer of security and follow the strategy of making video more proactive for immediate response to incidents. The encoder is compatible with any type of analog camera and by using it in combination with Symmetry Video Management software V6.2 or later provides a seamless low cost video management solution.

www.g4s.com

**Video in Focus**

Everfocus has launched a range of video products: The new Mini Network Video Recorder Series contains 16-, 8-, 4- and 2-channel models. The Linux-embedded system with its server-client architecture provides stable and high quality monitoring and recording performance. Thanks to the integrated mobile phone client, users can check their live video through iPhone, iPad, Android and BlackBerry, wherever they want. The digital watermark on exported video and snapshots prevents data from being tampered. Also new is the 22x day/night motor zoom camera with WDR – EQ 2250. Besides 22x optical and 10x digital zoom, the camera features 600 TV lines resolution and 3D Dynamic Noise Reduction (DNR). Enhanced sensitivity is obtained with the 256x Digital Slow Shutter (DSS). The camera comes with an integrated 3,9 ~ 85,8mm autofocus zoom lens and can be remote controlled by RS-485. The 16-channel MPEG-4 DVR "Paragon 16" was phased out as of 31 December 2011. Its successor, the 16-channel H.264 DVR Endeavor 264L4-16, offers D1 real time recording rate for all cameras and D1 real time playback rate for 8 cameras. The DVR is equipped with numerous video outputs including a HDMI video output (1,080p) and offers simultaneous main streaming (400 IPS D1) and second streaming. It supports streaming for monitoring on PCs and mobile devices, enabling the capability to check your home or business on-the-go directly from e.g. your PDA or Smartphone.



www.everfocus.com

Ruggedized PTZ Cameras

Bosch Security Systems introduces the latest version of its MIC Series ruggedized, high-speed pan-tilt-zoom cameras. The cameras now feature the company's standard Autodome controller interface to make it easier to integrate the MIC Series into systems that already use the manufacturer's surveillance products.

The controller also gives end users greater precision in their command of camera functions and optics. MIC Series cameras capture high-resolution images in the harshest environments, including critical infrastructure, transportation and city center applications. The vandal and corrosion-resistant design includes an IP 68/NEMA 6P-rated aluminum casing with a long-life silicone wiper and reversible rain shield. The MIC Series 550 Day/Night and Infrared models provide uncompromised performance in the most challenging surveillance conditions.

www.boschsecurity.com





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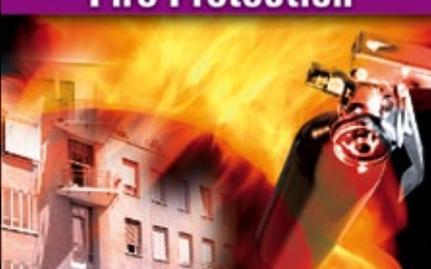
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