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I N T E R N A T I O N A L

promoting IP as the future technology for the security industry

Autumn 2014

The Official Quarterly Technical Journal of the IP User Group - www.ipusergroup.com

IIPSEC is BACK!

International IP in Security Exhibition & Conference

Technical Briefing

VLANs and QoS - Control explains

Retail Moves to IP Solutions

Axis Commissioned Survey

Under The Microscope

Video Management System



IP Security

FORUM



13 NOVEMBER 2014

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— IP focus —
International

UNITED KINGDOM | EUROPE | USA & CANADA | LATIN AMERICA

Magazine and eZine - Reaching 30,000 Security Industry Decision Makers across the Globe

News & views...

LILIN's Decoder now supports 9 channels

LILIN's award-winning standalone HD decoder (VD022), is a simple monitoring solution that enables you to view HD streams from your IP cameras without the need for a PC, and it is now ONVIF compliant (Profile S)

The VD022 is a smart solution that allows you to expand your IP system, and it is now possible to display up to 9 HD streams on a single HDMI monitor. If you already have this product, simply update the firmware and it will have 9 channel capabilities.

The VD022 has various ports and can be operated with IR remote, keyboard, web interface and touch screen monitor. It facilitates remote playback and remote backup, and can recall an IP camera without having to type in the IP address. **IP**

Hikvision adds Ultimate Gain Glass to Enhance Performance of EXIR Network Bullet Cameras

Homes, offices and small-to-medium enterprises are set to



benefit from the addition of Hikvision's advanced EXIR Bullet network cameras to its easy IP solution line-up

The DS-2CD2T series of 2- and 3-Megapixel cameras feature high-performance LED light sources and a revolutionary rectangular lens for seamless HD formatting but now boast Infrared Gain Glass for ultimate light transmittance and unparalleled levels of night-time surveillance.

The DS-2CD2T series also features 3D DNR and DWDR image enhancement technology, dual video streams, Power over Ethernet capability and an IP66 environmental protection.

Improved infrared light transmittance

Both the 2 and 3-Megapixel DS-2CD2T series cameras use specially coated Infrared Gain Glass for improved infrared light transmittance. This delivers even clearer images and is especially well suited to applications that require high resolution images to be captured in low-light environments. With an IR range of up to 80 metres from its four EXIR LEDs, the DS-2CD2T-I8 is ideal for perimeter intrusion detection, especially at night time.

EXIR Technology

The DS-2CD2T series also incorporates Hikvision's EXIR infrared array technology to provide industry-leading illumination in any low- or zero-light environment. Benefiting from an advanced, highly efficient light source that provides up to 30% more illumination efficiency compared to other LEDs and a revolutionary rectangular lens for uniform scene illumination and seamless HD formatting, Hikvision's EXIR cameras deliver the most advanced levels of night-time surveillance available on the market today.

Part of Easy IP Solution

The DS-2CD2T series Network Bullet EXIR cameras are part of the Hikvision's Easy IP solution, boasting Easy Installation and Easy Viewing with the combination of Hikvision Plug & Play NVR and video surveillance software.

Installation is a simple 2-step process that's even easier than Analog - plug the camera(s) into the NVRs PoE port(s), then connect the monitor and you're ready to enjoy HD video recording instantly without IP address forwarding. Easy Viewing allows you to watch and play live video anytime and anywhere. **IP**

SilverNet appoint distributor for France

SilverNet has appointed communication solutions specialist Distrimedia to distribute its wireless networking range in France.

"Following on from the success achieved over recent years in the UK, SilverNet is looking to develop a strong pan-European presence and we fully appreciate that in order to do so, we need to work with business



partners who understand local market requirements in key countries such as France," said Keith Newton, Business Development Manager for SilverNet.

"We are therefore very pleased that Distrimedia will be supporting SilverNet in France. It is a company that since 1992 has built an excellent reputation for providing installers and systems integrators with expert advice on the design and implementation of IP network projects based solutions."

SilverNet's wireless systems, which include Point to Point, Point to Multipoint and Backhaul options, can deliver substantial savings compared to the cost of traditional cabling methods or leased lines. They offer a highly cost-effective option for businesses and organisations that are looking at ways to reduce their ongoing infrastructure costs. **IP**

RIVA by ViDiCore GmbH ESSEN Success

The RIVA team looks back at a successful week during the recent Security Essen event. Many interested visitors came to the RIVA stand to see the RIVA cameras and new technologies.

The main focus was on high quality compact cameras, which can be perfectly used in small shops or in the home security sector. Especially two novelties raised the interest of the visitors: The new compact dome camera RC3402HD with motorized focus and zoom includes 14 built-in IR illuminators with an illumination distance up to 20m. The RC8102HD mini pinhole camera allows a hidden video surveillance due to a special design.

Furthermore, the full HD camera can be installed

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Contributions as presented

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flexibly and easily and includes an image rotation for vertically oriented space.

Both cameras are perfectly suitable for indoor applications. Like in all RIVA cameras the standard version of the powerful video analytics, powered by VCA Technology, is already integrated free of charge and can be extended by optional filters. Moreover, this new camera offers features like dual video stream, micro SD card slot for local recoding, easy integration via ONVIF compatibility, PoE, WDR and a lot more.

The special interest in the new retail software PriVendo shows that IP cameras are no longer only used in the security sector but also becoming increasingly important for marketing applications. The software analyzes customer behavior, evaluates it statistically and presents results clearly. Especially the presentation in form of heat maps and hot spots shows at one glance which areas are how popular or what are the most frequented sections. Based on the information which is generated by PriVendo, products can be placed and presented optimal, marketing campaigns can be planned, queues can be managed and staff planning can be made. Thus, retailer can significantly improve their ROI (Return of Investment) just within two weeks. **IP**

STENTOFON/Zenitel Announces Strategic Intercom Partnership with Genetec

Zenitel to Supply Integrated Intercom Systems with Genetec's Open-Platform, Unified IP-based Security Center

Zenitel, a global leader and supplier of the STENTOFON® and VINGTOR® brands of communication systems, today announced a strategic technology partnership with Genetec™, a leading provider of unified IP security solutions. In this relationship, Zenitel will become a preferred technology hardware supplier to Genetec end-users with its globally deployed intercom system, leveraging session initiation protocol (SIP) for superior voice and video over internet protocol (VoIP) communications.

With full integration into Genetec Security Center, a unified security platform that seamlessly blends IP security surveillance systems within a single intuitive interface, the STENTOFON SIP intercom and AlphaCom XE server systems will allow Genetec end-users to install VoIP and analog intercom along with video connectivity within any facility. **IP**

Canon enters new partnership

Canon Europe agreed a new partnership with Digivod, an innovative provider of video management software (VMS). The collaboration will enable Canon customers to access Digivod's high performance solution across its full range

of high-quality network security cameras, and benefit from its powerful video analysis.

Following increased demand from customers to access Canon's network security cameras, the partnership will enable Canon and Digivod to provide a simple, flexible and scalable security system that can be adapted to suit all business sizes across key verticals, including retail, warehousing and petrol station environments.

Canon's full range of network cameras will be supported by Digivod's solution, which will enhance its strong range of in-built intelligent self-learning analytic functions, including different filters to classify identified objects. The Digivod VMS supports cameras with a resolution of up to 8 megapixels and enables Canon customers to incorporate license plate recognition into their security systems. The optional feature identifies characters starting at a 16 pixel font size and detects alpha numeric characters in the four most common text types (Latin, Arabic, Cyrillic and Chinese). Once activated, security systems can be set up to trigger an alarm after certain license plates have been detected. **IP**

Axis Video Encoders - A cost-effective migration to network video

Analog CCTV cameras suffer from poor video quality. Worse, analog cameras aren't flexible, can't grow with the business, and require additional labor to monitor and manage. All this adds up to recurring costs and time that customers can't afford.

Customers can now migrate their existing analog cameras and infrastructure, and experience cost-effective benefits with Axis Video Encoders without getting rid of their current investment. **IP**

Meet the IP UserGroup team at IP Security Forum Milan Italy

IP UserGroup International CEO and IPfocus Magazine Editor. Paul Hennings will be walking the Halls at SICUREZZA on 12th - 13th November.



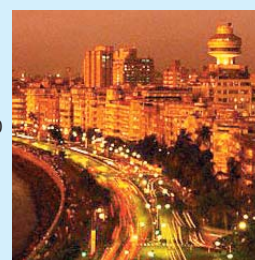
Paul Hennings founder of the IP UserGroup in 2003 has the overall commercial and strategic responsibility for the organisation globally and provides hands-on support within the UK, USA and Latin America operations. Paul will be presenting a session within the IP Security Forum Conference entitled "IP stands for Inevitable Progress" and will look at the role of IT within the Security Sector and how best to work with aliens who speak another language.

Paul will be delighted to spend some quality time with both exhibitors and visitors at the Milan event. Contact him on +44 07720299482, skype: phennings or email paul.hennings@ipusergroup.com

IP UserGroup Looks East for New Opportunities

Following the success of the IP UserGroup operations in the UK, USA and Latin America and in view of the comments made by Memoori concerning the opportunities in the BRIC countries (Brazil, Russia, India and China) the IP UserGroup is now looking East.

IP UserGroup International is looking to expand its offering East to the Middle East and on to India over the coming months. As you will be aware the organisation is already very strong in Latin America with a hub based in Quito Ecuador and has strong ties in Brazil.



We also have strong relationships with Russia via our media partners Groteck and the ALL-over-IP event in Moscow in the past.

India and the Middle East

Over the past months the IP UserGroup has been looking very carefully at these regions and it is clear that although there is considerable scope for the deployment of IP Networked Security and Surveillance technologies there is still a considerable need to educate the Physical Security market and the end-user customers as to the benefits of such technologies - Where have we heard this before?

Although we are investigating the opportunities in the Middle East seeking partners in the six major countries of Abu Dabi, Bahrain, Dubai, Qatar, Saudi Arabia and the UAE, we are concentrating on India as our top priority.

Why IP UserGroup India?

A recent SIA India Security Market Report concludes that the Indian Market for electronic security technology is huge and revealed considerable opportunities for investment and expansion. The market size and growth rate are important indicators of the development and sustainability of an emerging market. The size of the Indian electronic physical security market was \$256 million in 2007 and with the recent growth of some 30% year on year is projected to exceed \$750 million in 2012. This being led by a rapid growth in CCTV, the largest product segment.

IP UserGroup's Remit in India

Our role is to Facilitate, Communicate, Educate and Influence, presenting the very latest in network centric security and safety technology to this eager technologically aware audience.

If you share our vision and wish to become involved in the exciting IP UserGroup India project please contact Paul Hennings on +44 (0) 870 7870 546, email paul.hennings@ipusergroup.com or skype phennings

Mayflex to Distribute the Digital Barrier SafeZone-edge video analytics package

Mayflex, the cabling infrastructure, networking and electronic security solutions distributor, has signed an agreement to distribute Digital Barriers' intelligent video analytics application for reliable zone-based intrusion detection - SafeZone-edge. It is the first edge-based product to combine the performance of server-based intelligent video analysis (IVA) with the simplicity of video motion detection (VMD).



With UK Government certification (i-LIDS® scheme), SafeZone-edge is designed to protect secure facilities and reliably monitor remote sites, with exceptional detection accuracy and minimal false alarms. It is available now on a wide range of compatible Axis cameras and encoders.

In addition to performance, SafeZone-edge was designed with a relentless focus on ease of installation, affordability and scalability. An innovative auto-calibration feature dispenses with complex scene calibration tasks, allowing multiple cameras to be installed quickly and without fuss.

Intelligent processing ensures reliable operation, adapting automatically to seasonal and environmental conditions (variable illumination, shadows, weather) that can otherwise cause nuisance alarms. In a real-life operational test conducted over a week, replacement of a VMD solution with SafeZone-edge resulted in a nuisance alarm reduction of 10,000+ to just 1.

Mark Simmons, Sales Director of Mayflex commented, "As a business we are continually striving to bring products on board which complement existing brands

and offer our customers an easier way of working and making money. The fact that Digital Barriers have a relationship with AXIS, whom we have distributed for a number of years, is a huge plus. This is yet another great brand that has been added to the ever growing Mayflex security product portfolio".

Dan Meyrick, Sales & Business Development Lead for SafeZone-edge said, "Digital Barriers are delighted to have Mayflex as a Distribution partner. When bringing innovation to the market with products such as SafeZone-edge, it's vital you have the right partners working with you. We certainly believe we have that in Mayflex and very much look forward to working with the Mayflex team".

The SafeZone-edge product range is available immediately from Mayflex



Experts in the distribution of IP Security Solutions.

Large stocks for free next day delivery.



Products, Partners, People and Service – Mayflex brings it All Together

Call our dedicated security systems team on 0800 881 5199 or visit www.mayflex.com for more information

All together.

MAYFLEX

Symmetry™ Access Control System Integrates with Genetec Omnicast 4.8 Video Management System

AMAG Technology, the security systems division of G4S the world's leading security solutions provider, has announced that its Symmetry™ 7.0.1 access control system integrates with Genetec Omnicast 4.8 IP Video Management System.

The Symmetry Omnicast Plug-in enables video rendering on Symmetry clients for live and archive sources, PTZ control of live cameras, event handling, video tagging for Video Management System alarms and events, and video search and playback control.

"The Symmetry integration to Genetec Omnicast Video Management System provides Symmetry end users with a powerful video option for their security management system," said Symmetry,



Product Manager, Jim Murray. "Symmetry's robust yet easy to use GUI mapping interface coupled with the Omnicast plug-in is designed for organizations of any size from large multi-nationals and government agencies to offices, medical complexes and universities."

The integration provides many benefits for Symmetry end users:

- Receives alarms and events generated by the Omnicast 4.8 IP Video Management System for use within Symmetry via event mappings
- Video tagging via commands sent from the Symmetry Command Center, Trigger Commands and Scheduled Commands
- Video tagging for pre and post-alarms and events
- Video search and full playback of tagged video
- View live or recorded video from the Virtual Matrix

- View live or recorded video from the interactive graphical maps
- Video sequencing and camera tour facility
- PTZ control over PTZ enabled cameras

Symmetry is an advanced Access Control System, with integrated Video Management and Alarm Management system. The Symmetry Security Management System is a solution that provides intelligent networked solutions scaled to manage access control and security management challenges from small, remote facilities to multi-national organizations around the world. Symmetry offers users the next generation of security solutions, bringing the core aspects of building security to intelligent, unified solutions. The cutting edge technology within every Symmetry installation ensures 'tight integration' where there is seamless multi-way communication between the various technologies all on one single platform.

Siemens' Security Product Business acquired by Vanderbilt Industries

Move consolidates company's fast growing presence in global security systems industry

Vanderbilt Industries, a global leader providing state-of-the-art security systems, announces that it has entered into an agreement to acquire Siemens' Security Products business, part of the Siemens' Building Technologies Division. The business will be renamed Vanderbilt International. Security industry veteran Joseph J Grillo will be Managing Director, working from the new operational headquarters in Germany.

- Acquisition will significantly boost Vanderbilt's market position in the European security systems market through a wider and more comprehensive range of products and solutions.
- Siemens' Security Products (SP) complements existing Vanderbilt business portfolio as a leading supplier with widely recognized brands and long-term relationships with pre-eminent customers.

Joseph Grillo stated that this transaction will considerably expand Vanderbilt's presence in the security industry by broadening the company's competitive position in a highly fragmented market with great growth potential.

Joseph Grillo said: "The acquisition of Siemens' Security Products, which fits our corporate strategy perfectly, matches Vanderbilt's solid foundation and strong legacy built from nearly three decades in the security industry"

Grillo added: "Vanderbilt saw an opportunity to expand its product offering and geographic market coverage. The addition of SP represents significant




value potential with its established installed base of customers and loyal resellers. The market trend is for integrated security management systems and more open solutions from trusted suppliers. SP clearly provides a vehicle to offer these solutions to a broader customer base"

Siemens' SP consists of products in the access control, intrusion alarm, and video surveillance categories, which complement Vanderbilt Industries' fully integrated product offerings. The acquisition includes such well-known and established brands as Bewator and Cotag in the access control segment and Alarmcom and Europlex in the intrusion alarm space.

Financial details of the transaction were not released. The transaction is subject to customary closing conditions. The closing of the transaction is expected to occur by the end of the first quarter of 2015.

Become part of the fastest growing Security Technology Forum in the World

IP UserGroup International

The IP UserGroup is an International Security and Safety technology forum with hubs servicing the UK and Europe, USA and Canada, Latin America and India. Our role is to Facilitate, Communicate, Educate and Influence, presenting the very latest in network centric security and safety technology to an eager International Audience.



With more than 40,000 subscribers worldwide the IP UserGroup is the fastest growing security technology forum in the world and having represented more than 200 of the most progressive companies over the past eight years, the IP UserGroup has become one of the most respected and influential independent venter neutral organisations in the industry.

Member Services

The IP UserGroup offers an extensive portfolio of services to its members, providing a combination of web-based, new media and print solutions plus an extremely popular calendar of road-shows and events across the globe.

As more and more applications converge onto IP Networks the scope for IP UserGroup involvement continues to grow, with products such as IPfocus Magazine and eZine, IP Connections eNews and IP-in-Action LIVE road-shows proving to be both efficient and cost effective Sales and Marketing tools.

A Unique Community

Whether established players or new entrants into the security and safety marketplace, the IP UserGroup has something to offer. The quality of the audience is first class with some 80% of management and director level and encompasses; developers, manufacturers, distributors, resellers, integrators, installers, consultants and end-users from both the security and IT Sectors.

The IP UserGroup has been instrumental in the success of many of the market leading companies in the industry and has helped to bring a greater understanding of security technology to companies and individuals across the world.

The Mission

Build a platform upon which IP base products and services can be presented and understood by potential customers.

Increase understanding and acceptance of IP Networked Technology across a wide range of security and BMS applications.

Bring together potential users and suppliers to push the boundaries beyond security and BMS applications.

www.ipusergroup.com - www.ipusergroupusa.com - www.ipusergrouplatino.com

The IP UserGroup Community

Security is a global issue and the IP UserGroup offers an international platform. As with IPfocus® eZine, the IP UserGroup has a truly international dimension with members in more than 85 countries across all continents of the world.

This international perspective is reflected in both the content on www.ipusergroup.com, www.ipusergroupusa.com, www.ipusergroupindia.com and www.ipusergrouplatino.com as well as the presentational material at IP-in-Action LIVE™, providing information for prospective customers at a national and international level.



- 200 leading IP companies based in UK, Europe, North & Latin America
- 200,000 electronic newsletters and technical bulletins per year
- Contributions from around the World (multi-lingual)
- Over 4,000 attendees to IP-in-Action LIVE in UK, USA and LATAM to date
- Creating International Business Opportunities
- The IP UserGroup® is supported by the most influential and respected companies from across several industry sectors.
- The IP UserGroup is independent giving it unprecedented access to other organisation, trade associations and the international media.
- The IP UserGroup is well established, recognised, respected and growing.

How is the IP UserGroup funded?

IP UserGroup is funded by subscriptions from its founder (Charter) Members, (Affiliate) Corporate Members, The IP-in-Action LIVE™ events and advertising and sponsorship of IPfocus® and IP Connections™. The Individual Membership is FREE and the international versions follow this model, Those visiting the websites are required to register to receive IPfocus, eNews and Technical Bulletins or to access protected areas.

Connecting with our members

24/7 Websites - The best information and news portals for all things IP. The websites provides visitors with a vast library of educational material, from Case Studies and Technical Papers to New Product Information and the latest News.



Promote your products and services on the homepages as well as on your own companies self-administered pages. Share your success stories and identify your expertise and knowledge in the categorised Case Study and Technical Papers sections.

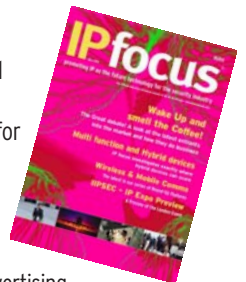
eNewsletters - The IP UserGroup maintains contact with the Affiliates and members via regular eNews letter, eMagazine (IPfocus PDF) and Technical Bulletins. Comprising a combination of news, technical information, product and Affiliate membership news.



Electronic Media from the IP UserGroup

The dedicated technology marketing channels for Security and Safety Professionals and the Centre for Information, Knowledge & Promotional Opportunities. We know your target audience, who are your most important customers, clients or prospects, and why you should be on their radar! You know what is important to them and how to address their needs. eBlast Marketing is an efficient and cost effective method to communicate with the IP UserGroup membership both home and abroad. Services include banner advertising, eBlast email marketing and the IP Connections eNewsletters.

IPfocus® Magazine and eZine - IPfocus® Magazine (print version distributed free in UK 4 times a year, International subscription available). The eZine electronic version circulated to the entire membership, is an ideal platform for those companies who wish to spread the word across national and international boundaries. IPfocus® is circulated quarterly and contains a balance of technical and educational information, market and product news, consumer and user features, case studies and display advertising.



Member Directory - Presented in IPfocus & eZine and on the IPUserGroup Websites the Affiliate Member Directory is a valuable reference for buyers, partners and knowledge hungry individuals to identify what is available and where to find it. Comprising of a short company profile in the IPfocus publications, and as an interactive platform on the self administered portal of the websites, the directory provides direct access to the membership and an opportunity to keep the world up-to-date with your company and products.

Membership Catagories

Charter Member - These are the early adopters who are willing to show a commitment to the project by paying a Contract subscription for five years. This will qualify the Charter member to all Corporate (Affiliate) Member benefits PLUS special benefits such as inclusion in a special web section, priority speaking and generally being at the hub of the Community. (not UK/EU)

Corporate (Affiliate) Member - These members gain unique access to a focused and eager audience. Through active involvement in the events, educational material provision and communications membership provides excellent opportunity to access prospective customers and partners alike.

Individual (Subscriber) Members These Members will gain access to ALL educational material, case studies, white papers, news and comment. They will also be able to access the bulletin boards and be on the circulation list for the eNewsletters, Technical Bulletins and IPfocus@eZine. - In some cases additional fees will be levied to gain delegate status to seminars and conferences.

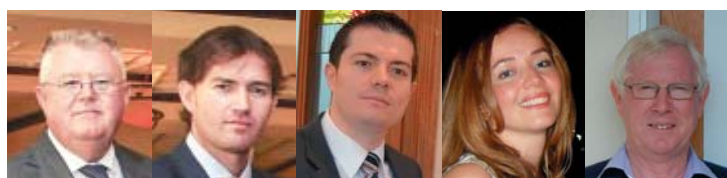


Membership Benefits include	Charter Premium Membership	Affiliate Corporate Membership	Associate Directory Membership	Standard Subscriber Membership
Access to all IP UserGroup material and events 24/7	FREE	FREE	FREE	FREE
Access to Web Portal Directory. Technical papers and case studies	FREE	FREE	FREE	FREE
Invitations to Live product demonstration	FREE	FREE	FREE	FREE
FREE registration to JP-in-Action LIVE Seminars and Conferences	FREE	FREE	FREE	FREE
Receive Regular Technical Butetins and Product Data	FREE	FREE	FREE	FREE
Receive Regular eNews containing industry News & BCase Studies	FREE	FREE	FREE	FREE
Membership Period	60 Months (12 Free)	12 Months	12 Months	Lifetime
Promotion of your products and services	60 Months (12 Free)	12 Months	None	None
Inclusion in Web Portal Directory	Premium Zone	Affiliate Zone	Associate Zone	None
Highly targetted Networking opportunities	YES	YES	YES	FREE
Exposure to a highly focus&ed quality worldwide audience	YES	YES	YES	
Exhibit at IP-in-Action LIVE events	50% Saving	50% Saving	Standard Rate	
Speaking opportunities at IP-in-Action LIVE events	PRIORITY	YES		
Publication of Product Data Sheets	PRIORITY	YES		
Publication of Business Case Studies	PRIORITY	YES		
Sponsorship, Direct Mail and Advertising opportunities	PRIORITY	YES		
Reduced annual subscriptions - 5 years for the price of 4 years	YES			
Invitation to steering committees	YES			
Play a major role in direction and content	YES			
Assist in representing the group to 3rd parties	YES			

Membership Pricing

Subject to local taxes

Employee Numbers	IP UserGroup UK/India	IP UserGroup USA	IP UserGroup Latino
1 - 10 Employees	£600 per annum	\$900 (\$3600 charter)	\$900 (\$3600 premium)
11 - 50 Employees	£900 per annum	\$1350 (\$5400 charter)	\$1350 (\$5400 premium)
51 - 250 Employees	£1200 per annum	\$1800 (\$7200 charter)	\$1800 (\$7200 premium)
250+ Employees	£1500 per annum	\$2250 (\$9000 charter)	\$2250 (\$9000 premium)



Principal IP UserGroup International
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IP-in-Action LIVE Roadshows

IP-in-Action LIVE is a series of focused educational and promotional events organised by IP UserGroup® International presenting Networked Security, Safety and Building Management Technology to a focused audience, with the aim to increase understanding and acceptance of IP Networked Technology across a wide range of applications areas. (information pack available)



With an agenda brimming with case study & technical presentations, commercial discussions and a networking lunch as well as the popular "Hands-On" Exhibition Area, IP-in-Action LIVE offers an excellent opportunity to promote the application possibilities of networked solutions, display the latest products & services and provide expert advice to attendees - for FREE and all on the same day!

These are events for people who already have an involvement with or are keen



to find out more about IP networked security systems: Security Installers, Integrators, VAR's, Consultants and End Users who are involved in the specification, design, implementation or purchase of IP networked security systems, PLUS anyone in a related industry or sector who wishes to benefit from a greater understanding of IP networked security systems. With events being organised across the globe, the areas of focus are: UK and Europe, USA and Latin America, mirroring IP

UserGroup International's main areas of activity.

The Day will Feature

Full Programme of Educational Presentations in the Seminar Theatre - Excellent selection of the very latest IP security products in the Exhibition Area - Get-together with like minded Professionals and enjoy the great opportunity to Network - Free refreshments and a Buffet Lunch

www.ip-in-action-live.com



Programme IP-in-Action LIVE Latinoamérica:

- Buenos Aires - Argentina 20th November
- Montevideo - Uruguay 25th November 2014
- Santiago - Chile March 2015
- Medellin - Colombia June 2015
- Queretara - Mexico September 2015
- San José - Costa Rica November 2015

Programme IP-in-Action LIVE USA

- Houston Texas February 2015
- Washington DC May 2015
- Chicago Illinios September 2015
- Miami Florida November 2015

Programme IP-in-Action LIVE UK / EU

- Birmingham SW March 2015
- Liverpool June 2015
- London Central September 2015
- IIPSEC 2015 November 2015
- Edinburgh Scotland December 2015



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IP UserGroup Latin America
Av. 6 de Diciembre y Portugal
Edificio Jockey Club
Torre Monterrey, Apto 71
Quito, Ecuador
Tel: 00 593 2 6040806

IP UserGroup - Latest Affiliate Members Worldwide

The companies below have recently signed-up as Affiliate (company) members of the IP UserGroup's in Europe, USA and Latin America. With membership numbers now approaching 45,000 and our IP-in-Action LIVE events continuing to be a great success, we welcome: DRS Technologies, Secure Logiq, Tavcom and the BSIA. PLUS Avigilon, iBrido and Pelco by Schneider Electric in Latin America. See page 36 for UK Directory and the full listing of our USA and Latin American Members.

IP UserGroup United Kingdom & Europe



DRS Technologies, Inc.
USA , Houston, Texas
214.996.2155



DRS Technologies, Inc. is a leading supplier of integrated products, services and support to military forces, intelligence agencies, and commercial industry partners. The company is a wholly owned subsidiary of Finmeccanica SpA (FNC.MI), which employs approximately 70,000 people worldwide. DRS manufactures and supports advanced electro-optical sensor systems to include thermal surveillance systems, cooled and uncooled infrared camera modules, and thermal detectors.

Secure Logiq Ltd.
UK , Bury St. Edmunds
+44 (0) 203 4755743



Formed in 2011, Secure Logiq is the world's leading producer of ultra-high-performance HD surveillance servers and associated technology. With a research and development centre based in Croydon, UK, Secure Logiq also provides a unique range of professional services and custom solutions to the HD CCTV surveillance and security sector.

Tavcom Training
UK , Bishops Waltham
01489 895099



Tavcom Training is the leading provider of online and classroom based security systems training courses. We provide award winning BTEC certificated courses to installers, operators, managers and designers of Closed Circuit Television (CCTV), Network IP, intruder alarm, access control, fire alarm and all other types of electronic security systems.

Honorary Member

British Security Industry Association
UK, Worcester WR3 7NS
+44 (0) 845 389 3889



The British Security Industry Association is the trade association for the professional security industry in the UK. Our members are responsible for more than 70% of UK security products and services (by turnover) including the manufacture, distribution and installation of electronic and physical security equipment and the provision of security guarding and consultancy services.

Affiliate Membership Contact: Paul Hennings -
IP UserGroup UK/EU - Phone: 0870 7870 546 or
email: paul.hennings@ipusergroup.com



IP UserGroup Latin America



Avigilon
Canada, Vancouver
+1 604 629 5182



Avigilon is defining the future of protection through innovative high-definition surveillance solutions. Founded in 2004, we design and manufacture high-definition surveillance solutions that deliver the best evidence. Our open, industry-leading HD network video management software and megapixel cameras are reinventing surveillance by providing the world's best image quality.

With our open components you can customize your own powerful, scalable and cost-effective surveillance solution. With all of our hardware and software designed and manufactured in Canada, you will always get the best quality and the most reliable products in the industry.

iBrido
USA, Heron Bay, FL 33076
+1 661 753 4259



The Leading Manufacturer of Hybrid Video Solution!

iBrido LLC is exclusively focused on hybrid technology and, as the industry leader, is contributing more to the advancement of hybrid imaging for professional security applications than any other company in the security market.

As a result of our best-in-class product architecture, we typically introduce new hybrid technology years ahead of competitors because we don't have to wait until a new off-the-shelf ASIC is available.

Pelco by Schneider Electric
México, México DF, C.P 11560,
Telephone: +52 55 2629 5080



Pelco Inc by Schneider Electric is a world leader in the design and development of video and security systems ideal for any industry. Pelco produces the industry's most respected offering of discreet security camera domes and enclosures, video matrix systems, virtual matrix, VMS, next-generation DVR's, Full HD LCD displays and megapixel cameras, IP cameras, other IP/IT solutions - and much more.

Affiliate Membership Contact: Pablo Reyes -
IP UserGroup Latin America Phone: +593 2 6040806 or
email: pablo.reyes@ipusergroup.com



Secure Logiq announces equity crowdfunding initiative, a first for the security industry

Opportunity allows installers, partners and consumers alike a chance to become part of the Secure Logiq success story.

In what is a first for the security industry, Secure Logiq today announced the launch of an innovative crowdfunding initiative that gives installers, partners and consumers the opportunity to own a share of a business that is shaping up to be a huge success story.



The crowdfunding initiative, hosted on the popular ShareIn platform, seeks to raise £450,000 to allow Secure Logiq to ramp up production facilities and meet a number of potentially very large orders. The investment sought will also allow Secure Logiq to expand its existing UK based operations and boost sales and marketing activity.

Formed in 2011 by Executive Director, Hamish Johnson, and Chief Technology Officer, Aleksander Uzunov, Croydon based Secure Logiq is the world's leading producer of ultra-high-performance HD surveillance servers and associated technology. Secure Logiq servers provide the fastest performance, the biggest storage, the most resilience and the best value in HD processing and storage technology. Before Secure Logiq, the only option available to installers and end users were traditional IT servers that simply did not offer the level of processing, storage and throughput required by ever more sophisticated surveillance systems.

"What we are doing with the crowdfunding initiative is unique", said Robin Hughes, Sales Director. "Up until now crowdfunding has focused on raising enough money to get products designed or built for consumer audiences. We already have a market-leading product that is generating lots of business interest and, whilst other funding routes are open to us, we strongly believe that everyone should have the chance to share in our success. Equity crowdfunding therefore makes perfect sense."

In the spirit of opening up the opportunity to all the minimum investment has been set low, at only £150, and investors from the industry are being actively encouraged to invest and so share in the great potential for the company's long-term success.

Crowdfunding is a method of funding a project or organisation by pooling the money of individual investors. Many investments made to equity crowdfunding initiatives are covered by the Enterprise Investment Scheme (EIS), which provides distinct benefits for investors. These include tax relief of 30% on investments up to £1,000,000. Conditions apply but in some cases this can mean investments are exempt from both Capital Gains Tax and Inheritance Tax. The EIS scheme also helps investors mitigate some of their risk in the event that they must dispose of shares at a loss, by allowing them to offset the loss against income.

Those interested in investing should visit www.sharein.com to learn more; registering interest is a simple task and only takes five minutes. Investors can track the progress of the funding exercise at the same website

www.securelogiq.com

WatchMaster IP Thermal Cameras

Technology advances and expansion into high volume, low cost manufacturing means DRS Infrared is making world-class thermal imaging systems affordable and accessible. The WatchMaster® family of thermal security and surveillance systems are offered in fixed mount, pan-and-tilt, and dual payload PTZ camera systems. With components built to industry standards, DRS' WatchMaster® camera systems easily integrate into your existing surveillance and security solutions.

WatchMaster® IP Elite, Fixed IP Thermal Camera

The WatchMaster® IP Elite is a fixed mount thermal camera with connections for both analog and IP, including support for Power over Ethernet (PoE). The WatchMaster® IP Elite is ONVIF™ Profile-S compliant and available in both 320x240 and 640x480 resolutions each with several lens options to support your specific security needs.



WatchMaster® IP Ultra, PTZ IP Thermal Camera

The WatchMaster® IP Ultra is a pan-and-tilt thermal camera with connections for both analog and IP, including support for Power over Ethernet (PoE). The WatchMaster® IP Ultra offers 360° continuous horizontal pan and ±120° vertical tilt. The WatchMaster® IP Ultra is ONVIF™ Profile-S compliant and available in both 320x240 and 640x480 resolutions each with several lens options.



WatchMaster® Pro+, Cooled Dual-Payload PTZ Camera

The WatchMaster® Pro+ is a dual payload pan-tilt-zoom (PTZ) thermal camera and visible camera surveillance system. The WatchMaster® Pro+ utilizes a 640x480 cooled thermal camera module providing clear images at long ranges.



**DON'T OVERLOOK
THE BENEFITS OF A
SUPERIOR IMAGE.**

Consider the value of having 24/7/365 consistent video even in the face of complete darkness, glare, fog, rain and smoke. Add the superior image quality of DRS Technologies' proprietary Image Contrast Enhancement (ICE™). Now realize you can have it all within your budget. When you measure the advantages of WatchMaster® Thermal camera systems, the benefits can't be overlooked.

WatchMaster®
by DRS Technologies



acal bfi

Pan-European
WatchMaster® Distributor

855-230-2372
sales@drsinfra.com
www.drsinfra.com

Avigilon Delivers Turnkey Surveillance with the Launch of HD Video Appliance Series

High-performance, all-in-one solution enables simplified and cost-effective installations

Avigilon Corporation a leading global provider of end-to-end security solutions, today announced the addition of the HD Video Appliance series to its expanding product portfolio. The HD Video Appliance series delivers the performance of the award-winning Avigilon Control Center (ACC) video management software, dramatically simplifies system design, and increases ease of installation.

A turnkey product, the HD Video Appliance series enables end-users to reduce both installation time and cost. It does so by combining a Power-over-Ethernet (PoE) network switch along with full video management server and client software capabilities, including full viewing and system administration, into a single compact form factor. The HD Video Appliance is powered by Avigilon's market-leading ACC software which comes pre-installed and configured, enabling end-users to experience the benefits of ACC immediately, such as intelligent bandwidth, storage management, and faster search times.

"Ease of installation is at the core of every Avigilon product. By combining multiple components essential to a surveillance system in a single integrated appliance, our partners can deploy a high-performance end-to-end solution more quickly and easily than ever before," said Dr. Mahesh Saptharishi, chief technology officer at Avigilon. "The HD Video Appliance series is an all-in-one platform that enables organizations of all sizes in a wide range of markets to ensure the safety and security of people and facilities more easily than ever before."

The HD Video Appliance series provides a scalable solution to meet the needs of organizations of all sizes from small to medium businesses to enterprises. Designed for small video surveillance and budget constrained deployments, the 8-port model is compact yet powerful; while the HD Video Appliance Pro, available in 16 and 24 port models, offers a comprehensive platform for mid to large-sized applications.

The HD Video Appliance series provides maximum flexibility and scalability, enabling end-users to add to their system as necessary. The appliance, which offers up to 12 TB of available RAID 5 storage, supports a wide range of camera resolutions, including Avigilon's HD Pro camera series, in 8 MP, 12 MP, 16 MP and 29 MP resolutions. The HD Video Appliance is compatible with Avigilon's current product portfolio, third party IP cameras and backwards compatible with analogue cameras, further facilitating the transition from analog to an IP-based surveillance system. The flexibility of the new HD Video Appliance series also enables users to deploy the unit as a standalone installation or as part of a multi-site configuration, leveraging the enterprise-level features of ACC's open platform to securely connect and manage a number of distributed locations

Avigilon HD Solution Helps Keep the Capital of Armenia Safe



One of the oldest cities in the world dating back to 782 BC, Yerevan, the capital of the Republic of Armenia, is the country's political and economic hub. With more than a million residents and attracting tourists from around the world, Yerevan is compact and crowded, with an intense cultural life that draws a lot of traffic.

Like all municipalities, Yerevan is vulnerable to threats driven by overcrowding, criminal activity, and natural disasters. To improve the safety of its citizens and visitors, the city has launched a "Safe City" initiative to reduce and prevent crime, and enhance the quality of life in the city.

At the heart of its Safe City initiative is the Avigilon high-definition surveillance system, currently deployed in the city's roads and parking lots with plans to cover the entire city to better protect its people, property, and assets.

As a first step in Yerevan's Safe City Project, the municipality engaged Parking City Service, a local provider of surveillance system design, installation, and support, to manage the surveillance system deployment at the city's parking lots and to monitor traffic in the crowded downtown core. "We believe that customers of the new paid parking system should receive good value for their money - ensuring the safety of vehicles is absolutely critical," said Vazgen Harutyunyan, director at Parking City Service. "We looked at solutions from all the major players and selected the Avigilon high-definition surveillance system for its exceptional image quality that captures the smallest details, advanced search and playback functionality, and ease-of-use."

Avigilon in the City

Parking City Service has installed 1,600 Avigilon HD 5 MP Bullet cameras with adaptive IR technology in designated parking areas to date and plans to install another 5,400 Avigilon HD cameras for complete coverage across the entire city. Six operators manage the surveillance system using Avigilon Control Center (ACC) software with High Definition Stream Management (HDSM)™, storing up to two weeks of continuous surveillance footage on 20 Avigilon

Network Video Recorders (NVRs), located in the company's new air-conditioned data center.

Parking City Service installed the Avigilon high-definition surveillance system in no time, with excellent support from the Avigilon team. "We had no issues with installation and set-up, and Avigilon answers any questions we had promptly and accurately," confirmed Harutyunyan.

Parking System Management

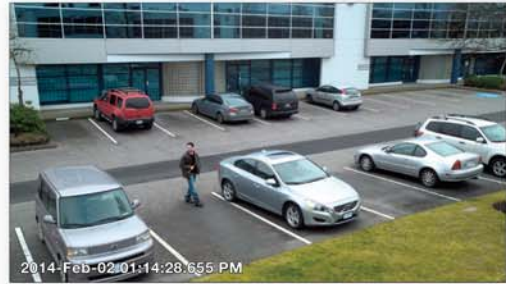
The Avigilon high-definition surveillance system is used primarily to manage the city's new paid parking system and regulate what has been a disorderly situation for years.

"We leverage the image quality of the Avigilon HD cameras to capture the license plates of vehicles parked in our lots and if payment is not made, a ticket is issued," explained Harutyunyan. Operators review archived footage to identify vehicles that have not paid, creating a five-minute video clip that is attached to the ticket. "We create between 500 to 600 video clips each day, which we are able to do efficiently using the advanced search and playback features of the Avigilon Control Center software," noted Harutyunyan. The Avigilon high-definition surveillance system ensures patron safety and parking availability, and also helps generate revenue for the city that can be used to further improve traffic flow in the downtown core.

Intuitive Searching Saves Time

Searching through large amounts of footage can be time consuming work, but operators can dramatically reduce the time required using the advanced functionality of the ACC software. Operators can digitally zoom in on image details from single or multiple cameras to capture necessary data and have full control over forward and reverse playback with drag and zoom capabilities for faster search times. "Avigilon Control Center is extremely user-friendly and intuitive, so we can quickly search through multiple cameras for fast results - in fact, we can complete all our reports in just a half an hour, even when multiple cameras are involved," stated Harutyunyan.

Avigilon spotted a man in this



who was caught



and identified by his



Meanwhile, analogue identified



Only our high-definition surveillance solutions give you the full story. Identify incidents quickly and enhance response times with the superior image detail of an Avigilon end-to-end system. See how Avigilon can help your organization at avigilon.com/casestudies

The top three images were shot with an Avigilon 29 MP HD Pro camera. The fourth image was shot with an analogue camera.

AVIGILON

IP Technology and Golf in Cambridge

IP-in-Action LIVE & IP UserGroup Golf Challenge Menzies Hotel 3rd & 4th Sept 2014

A combination of Golf and IP based security technology proved a successful recipe. The sun shone brightly on the competitors in the IP UserGroup Golf Challenge, no records broken but much fun.

The Exhibition, Product Demonstrations, Seminars sessions and Quiz the Guru Session also proved popular on the Thursday following the Networking Dinner the evening before. Comments and feedback from delegates were very positive and complimentary with both the equipment on display and educational presentations proving very popular.

The packed event comprised of:

- The IP UserGroup Golf Challenge - 18 Holes Tournament on one of UK's finest courses (3rd Sept)
- The IP UserGroup Networking Dinner & Prize Giving at the Hotel on the evening of 3rd September
- Full Programme of Exhibits, Demonstrations and Seminars as usual on the 4th
- FREE Buffet Lunch Sponsored by IP Focus Magazine
- The latest Network Excellence feature
- PLUS an opportunity to Quiz the Guru in an open to the floor session where you can ask the experts in an around the table discussion.



IP UserGroup Sporting Challenge

A fantastic national course at the Menzies Hotel and Golf club saw the first IP UserGroup Sporting Challenge, a wonderful afternoon of golf in the Cambridgeshire sunshine and in the company of a Spitfire and Hurricane flying overhead. The scores were not as scorching as the weather but a good time was had by all...

Prizes were presented at the Networking dinner in the evening where a collection was made for the IP UserGroup's chosen charity RNIB raising £120. Paul Hennings noted "In the Security Industry and particularly CCTV we take our sight for granted, not everyone is that lucky and we should reflect" he added, "Having now experienced three retinal detachments, I have had to take stock" and jokingly "when I asked my consultant what was the prognosis he replied, don't bother investing in an HD TV - NICE!".

Congratulations Keith Bloodworth - CNL, John Guest - Eligo and overall winner Barry Reed - Ekahau.



Partners on the Network Educational Programme

The Influence of Technology at the Sharp End

David Gorshkov, Consultant. Digital Grape
How Technical development makes a difference in the real world.



Biometric Technology- Where are we now?

Paul Stanborough, Managing Director. Aditech
Biometric Access is coming of age understand more



Interoperability Explained and Demonstrated LIVE!

Andrew Denton, Sales Manager, Meyertech
The Importance of ONVIF and Open Platform Technology in the Security Sector



Empowering PoE

Tim Jones, Technical Sales at Control
Control explains in plain English - The value of Power-over Ethernet for Security Professionals...



Challenges and Opportunities posed by IP Adoption

Phil Hutton - Tyco Security Products
IP Migration, the value of Integration and client loyalty



Value for Money VMS

Gareth Williams Divisional Director of Business Development - VISTA CCTV
Managing the Transition with VMS



Adding value through integration - the commercial case

Ian Creary Pre-Sales Engineer CCTV, Access Control, Transmission at UTC Fire & Security



What 'is' the value that is added through integration?

Quiz the Guru - Round Table discussion



Chaired by David Gorshkov - Panel included: Ian Creary UTC Fire & Security, Phil Hutton Tyco Security Products, Andy Kler SIQURA and Andrew Denton Meyertech

Quiz the Guru Video Footage available at: www.ip-in-action-LIVE.com or on YouTube

Participating Companies

- **Aditech** - Biometrics
- **Aver Information** - IP Video Specialist
- **Cathexis** - Surveillance Solutions
- **CEM Systems** - Access Control
- **Cloud Computing World** - Media Partner
- **Control** - IP Infrastructure
- **Digital Grape** - Consultants
- **Exacq Technology** - VMS
- **IP UserGroup International**
- **IPfocus Magazine**
- **Meyertech** - Video Management Designers
- **Netcomms Magazine** - Media Partner
- **Norbain** - Distribution
- **National Security Inspectorate**
- **Professional Security** - Media Partner
- **SIQURA** - IP Video & Transmission
- **Tyco Security Products** - IP Video
- **UTC Fire and Security** - Electronic Security & Fire
- **VISTA CCTV** - Analogue & IP Camera Developers

About IP-in-Action LIVE

IP-in-Action LIVE events are all about "Education & Promotion of Security Technology" and each contains a full seminar programme of educational presentations along with an excellent opportunity to see the very latest IP based security and safety products and services provided by some of the most progressive companies in the industry within the Exhibition Area.

Aimed at people at all levels of competence and knowledge the events are particularly worthwhile for Installers, Consultants and End-User Customers who wish to find out more about networked security, its possibilities and application opportunities, so come along and join us - it's all FREE !

Exhibiting Opportunities UK & Europe

An ever popular element of IP-in-Action LIVE events is the tabletop Exhibition Area. The opportunity to exhibit is open to all companies with products and services of interest to security experts and users alike.

And from only £550* offers excellent Value for Money! Please indicate on the registration form that you wish to exhibit.

IP UserGroup Affiliate Members: from £550.00* (+Vat)

Non Members: from £900.00 (+Vat)

* Affiliates Special 4 Event Deal

Enquiries - Call: 0870 7870 546

Fasten your seat belt - Next Stop IP-in-Action LIVE London Gatwick

Thursday 4th December 2014 - Holiday Inn
Gatwick Worth + Networking Xmas Dinner

Get Connected...

Networked Security and Safety Systems
are here to stay! Join us and engage
with a whole New World.

Not only are you invited to the Table-top EXPO, product demonstrations and Education Programme and a FREE Buffet Lunch, but why not invite a colleague, client or prospective customer to view the latest kit... Join us at the Holiday Inn Gatwick Worth to learn about the possibilities that networked security technology and the advances in IP based security and safety management solutions offers. PLUS much much more...



Bring along your clients and customers and we will buy them lunch!

Event Comprises:

- The IP UserGroup Festive Networking Xmas Dinner at the Hotel on the evening of 3rd December
- Programme of Exhibits, Demonstrations and Seminars as usual on the 4th
- FREE Buffet Lunch Sponsored by IP Focus Magazine
- The latest in the series of Network Excellence features
- PLUS an opportunity to Quiz the Guru in an open to the floor session where you can ask the experts in an around the table discussion.

Participating Companies:

- Aditech - Biometrics
- AVer Information - IP Video Specialist
- Canon Europe - IP Cameras
- Cathexis - VMS Solutions
- CEM Systems - Access Control
- Comnet - IP Infrastructure
- Control - IP Infrastructure
- Digital Grape - Consultants
- Exacq Technology - VMS
- Industrial Comms / Garrettcom - IP Infrastructure
- IP UserGroup International
- IPfocus Magazine
- Meyertech - Video Management Systems Designers
- Norbain - Distribution
- National Security Inspectorate
- Professional Security - Media Partner
- Secure Logiq - Storage solutions
- SIQURA - IP Video & Transmission
- Tavcom Training
- Tecton - CCTV Specialists
- Tyco Security Products - IP Video
- UTC Fire and Security - Electronic Security & Fire
- VISTA CCTV - Analogue & IP Camera Developers

Exhibition and Speaking opportunities available, please follow Registration process and select the appropriate options. Alternatively contact Paul directly on 0870 7870 546, email info@ipusergroup.com, skype phennings

Register Now - www.ip-in-action-live.com

www.ip-in-action-LIVE.com

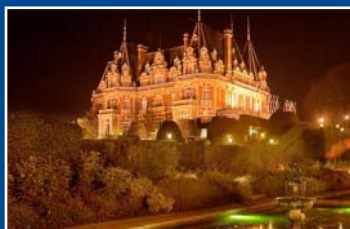
Engage with IP NOW!

IP-in-Action LIVE London Gatwick UK

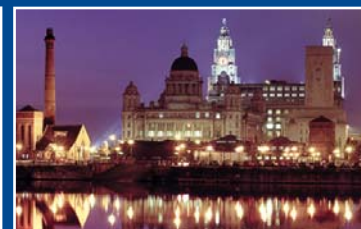
Thursday 4th December
Holiday Inn Gatwick Worth
Dec 3rd Xmas Networking Dinner



IP in Security Technology Events UK - 2015



IP-in-Action LIVE Birmingham
SW Thursday 5th March 2015



IP-in-Action LIVE Liverpool
Thursday 4th June 2015



IP-in-Action LIVE London
Thursday 3rd Sept 2015



IP-in-Action LIVE Scotland
Edinburgh Thurs 3rd Dec

Forthcoming Events in Latin America



IP-in-Action LIVE Argentina
Buenos Aires 20th Nov
www.ipusergrouplatino.com



IP-in-Action LIVE Uruguay
Montevideo 25th Nov
www.ipusergrouplatino.com

IP-in-Action LIVE is a series of focused International educational and promotional events presenting Networked Security, Safety and Building Management Technology to a focused audience. With the aim to increase understanding and acceptance of IP Networked Technology across a wide range of applications.

Aimed at people on all "rungs of the knowledge ladder" these events are particularly worthwhile for Installers, Integrators, Consultants and End-User Customers who wish to find out more about networked security, and its application opportunities - so come along and join us - and it's all FREE!

Exhibition and Speaking opportunities available

www.ip-in-action-live.com

Contact us now for your Information pack
0870 7870 546 - info@ipusergroup.com

Axis commissioned survey reveals strong trend towards IP for Retail Applications

According to the latest annual Centre for Retail Research (CRR) survey into the use of CCTV in retail - commissioned by Axis Communications, the global market leader in network video - over 60% of UK retailers are planning to adopt network IP in the next three years and nearly a third have adopted it already, up from a quarter in 2012.

Of the 278 UK retailers that responded, encompassing some 20,350 stores, the data showed that 92.8% currently use CCTV. Of these, 32.1% have already upgraded to network IP technology - representing a 2.5% rise in take up from the previous year's figures. This trend is even more pronounced across the wider northern European region, with 58.5% (weighted average) of analogue users now planning to switch to network IP - representing a significant increase of 17% on 2012 figures.

The survey, now in its fourth year, polled 2,200 retailers, and received 673 respondents from across northern Europe. The results of the survey were recently presented at the Retail Fraud Show in Leicester by Atul Rajput, regional director, northern Europe at Axis Communications and Professor Joshua Bamfield, director at the CRR.

Reacting to the results, Atul commented: "The migration from analogue CCTV to network IP continues to be of huge importance to the retail industry with the majority of UK retailers (60.3%) now planning to convert in the next three years, with over three quarters (77.1%) of those owning a retail estate of between 26 and 500 stores. This is therefore likely to be the biggest single factor impacting on retail security as digital surveillance and network video become the standard. Certainly for the UK, I believe that the migration to network IP has become the norm and it is no longer a question of 'if' but 'when' the technology will be adopted.

"The survey suggests that customer theft is still the biggest security challenge facing retailers at the moment, as nearly a quarter (24.2%) said that their main reason for using CCTV is to prevent or investigate theft and a huge 80% of respondents cited prevention of internal or external theft and better safety as the main driver for the use of CCTV.

"The UK as a whole has embraced the benefits that CCTV can bring and the country's retailers are



no exception. 22% of those surveyed stated that the main benefit of CCTV was to reduce theft with an estimated average fall in loss of 15% - the highest prediction in northern Europe and up on the previous year. Couple this with the fact that 14% of respondents cite 'quality of image' as an important driver for the use of network video - a 40% increase on the previous year - and it's clear to see that the high definition images that network video can offer, are critically important for retailers in driving down theft and improving safety."

The survey also asked respondents about their attitudes toward potential future application systems and networks for digital surveillance, including non-security issues. Over a quarter (27%) cited 'integration with business intelligence applications' as the main reason for adopting network IP - the highest in the UK and across northern Europe.

"High street stores are still the origin of most retail transactions but carry the highest



overheads, so the need to reduce cost and complexity of in-store surveillance systems and, at the same time, 'sweat the assets' further, is vital. This is where network IP really has the advantage as it can be used to improve both service and sales, not just security, to deliver a real return on investment.

"The use of cloud-based video systems has shown an increase in interest from UK retailers and so too has the interest around non-security applications. Nearly half (49.9%) of respondents were interested in queue management and people counting (49.2%) as new tools to improve both operational sales and marketing performance.

"As well as the rise of non-security applications, big data, cloud and mobile technologies are all trends that are impacting on the retail sector. As network video is an open platform solution and can seamlessly allow integration with these technologies, it can help to maximise the return on in-store video investment by extending its use beyond pure surveillance into a business optimisation tool."

Professor Joshua Bamfield, director at CRR added: "The survey clearly highlights the continued move towards IP-based camera systems across the retail sector, a growing trend that is driven by the need for HD-quality images and the increased adoption and use of business-focussed analytics - two areas where IP systems demonstrate a clear advantage over older technologies. It further suggests that retailers continue to appreciate the added benefits that an IP-based system can deliver which is evident in the high convergence rate each year."



The 'CCTV in Retail' survey was commissioned by global market leader in network video, Axis Communications and was run in conjunction with the Centre for Retail Research in Nottingham. Now in its fourth year, it surveyed 2,200 retailers both large and small from a wide variety of sectors and attracted 673 responses from retailers in the UK, Ireland, Denmark, Finland, Norway and Sweden.

The research was carried out by the CRR between July and August 2014 and follows similar Axis-commissioned surveys in 2013, 2012 and 2010.

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Meyertech - Inspire Partner Programme

INSPIRE, created for systems integrators and installers of ONVIF open interface IP video management software worldwide.

Welcome to Meyertech's INSPIRE Partner Programme where superb relationships produce inspired results. The INSPIRE Partner Programme is formulated to power your business for growth by leveraging the products and resources of the UK's leading ONVIF video management software vendor - Meyertech. INSPIRE offers free training, sales support and marketing to energise your business and with its exclusive pricing structure and over fifty partner benefits it will take your business to the next level. Being a Meyertech Partner also means your organisation will have the opportunity to access higher, more privileged levels of support for your installed system base.

So partner with Meyertech today and start reaping the rewards.

Andrew Denton, sales manager:

"The difference with INSPIRE, compared to the majority of partner programmes is that it is not entirely driven by volumes of sales, but is a programme which values other partner attributes such as competency and customer support. We feel that is important to our partners. With INSPIRE we provide the partner with the resources to help them enter new markets and create new business opportunities and with over fifty partner benefits it provides unique offers and superior rewards".

Hello world, I am Nano!

Nano
ONVIF VMS



I am the first Video Management Software application created exclusively for ONVIF camera networks.

I view live images, I control PTZ enabled cameras, I record camera images for you and I retrieve them when you want to review them. Download me, Meet me, Get to know me, No training required!

I was created by Meyertech to be used everywhere by everyone

Andrew Denton, our Sales Manager here at Meyertech said:

"Nano is the first VMS application created exclusively for ONVIF camera networks including IP cameras and encoders. Users can view live images and control PTZ enabled cameras as well as record and review images. Its simplicity means there is no setup required by the user as Nano features automatic camera detection which makes setting up an ONVIF camera network a



breeze. Additionally, Nano allows network cameras to record to a variety of different mediums such as USB and NAS which is ideal for systems that don't have recording capability.

Nano can be installed on any PC which has access to an ONVIF camera network and because each user is licenced individually, there is no limit to the number of users that a system can accommodate. Nano also allows users to record cameras without the need for a digital recorder (DVR), which is ideal for smaller systems, where conserving costs is a key priority.

The biggest differentiator though is that Nano discovers ONVIF devices and a device, (for example an encoder), may have sixteen cameras connected to it which means Nano 4 can view up to sixty-four cameras. Nano is available in 3 versions currently, Nano 4, Nano 9 and Nano 18. Each version represents the number of cameras Nano VMS is able to display at the same time"

A version of Nano 4 is available free. Just go to our website and discover Nano for yourself.

Dealers, Integrators in Spain Explore Latest Tyco Security Products

Tyco Security Products, part of Tyco, the world's largest pure-play fire protection and security company, recently conducted a series of technology events in Spain. The multi-day sessions hosted in late September and October provided educational opportunities to dealers, integrators, monitoring stations and their customers on both current products and new technologies implemented by Tyco Security Products.

These free events allowed more than 150 participants to meet with the sales and technical teams from the various Tyco Security Products brands, partake in discussions, and provide feedback on the company's offerings, integration plans and product roadmap. Live demonstrations of security solutions from Tyco Security Products alarm and intrusion brands (DSC, Sur-Gard, Visonic, and Bentel Security,) as well as access control brands for video

surveillance CEM Systems, Kantech, American Dynamics and Exacq Technologies) complemented the presentations.

"With stops in Madrid and Barcelona we brought the latest product information directly to our customers and provided them the ability to experience first hand the many synergies within our portfolio," said Ángel Vázquez, Regional Sales Director - Europe, Tyco Security Products. "Offering an up-close look at these technologies that span access control, video and intrusion, attendees were able to determine how best to configure a state-of-the-art security system, whether for their clients or for their own business."

The meetings highlighted several product introductions, including PowerSeries Neo from DSC, the industry's most comprehensive hybrid intrusion detection system, Visonic's innovative PowerMaster 33 wireless intrusion system, and

the ABSOLUTA 3.5 G3 intrusion panel from Bentel. In access control, the innovative Invevo Compact platform from Kantech offers integrated access control, video and intrusion to the small and medium business market. American Dynamics presented its growing portfolio of IP HD cameras, including the cost-effective Illustra Flex series, the Illustra Compact series for discrete surveillance and the 180 to 360-degree Illustra 825 fisheye camera for active surveillance environments as well as the powerful victor and VideoEdge 4.5 network video management solution. Sur-Gard displayed the SG System 5, a new IP and analog compatible monitoring receiver. From Exacq Technologies, attendees experienced the exacqVision Edge solution, a full-featured server software that runs directly on an IP camera or encoder without the need for a separate server.



Cathexis Europe Announce Partnership With Norbain

Norbain is pleased to announce a new partnership with leading Video Management Software (VMS) provider, Cathexis, Europe.

Simon Moore, Buyer - CCTV and Intruder Products for Norbain, comments: "With almost 20 years' of experience in the business, Cathexis has developed a range of solid VMS products that enhance our offering to our Retail customers and other vertical markets, providing them with greater choice and a wider depth of solutions. We're very pleased that we can now work together to promote their solutions to our customers."

Chantel Smith, Sales Manager at Cathexis, comments: "It is wonderful to be working with Norbain again to build on the brand recognition of CathexisVision VMS. We have a unique, holistic security and business solution which

provides a true site based management infrastructure for any environment. We are delighted to be in partnership with a team who recognises the benefits of an open architecture IP solution with endless capabilities. Our focus on "ease-of-use" has enabled us to produce a user-friendly interface that will facilitate efficient, accurate installation of any system. Norbain shares our core business values with enthusiasm to provide an exceptional service to their client base". products.



About Cathexis

Cathexis is a leading developer and manufacturer of electronic security systems. With 18 years of experience in the security and surveillance industry, and the ability to supply and support its products throughout the UK, Ireland and Europe, Cathexis proudly list some of Europe's largest companies as reference clients.

The company's Video Management Software suite - CatVision - was launched in 2013, and brings clients all the benefits of Cathexis' experience and technical skills in a cutting-edge, deceptively simple security management solution. Cathexis Europe is a subsidiary of South Africa-based Cathexis Technologies.

The advertisement features a dark background with a large, faint image of a tiger's face. On the left, there is a smaller, clearer image of a white tiger's head. The text "CathexisVision" is prominently displayed in white and green, with "IP Video Management Software" below it. A list of features is shown in green text, and a camera lens graphic is in the bottom right corner. The Cathexis logo is at the bottom center, and the website URL is at the bottom left.

CathexisVision[®]

IP Video Management Software

- Easy to Install
- User-Friendly
- Feature Rich
- Powerful
- 3rd Party Device Integration
- Unlimited Scalability
- Windows & Linux

CATHEXIS

www.cathxiseu.com

Back by
Popular Demand

IIPSEC 2015

IP focus

An Event Focused on Network Centric Physical Security & Life Safety Technology

The International IP in Security Exhibition & Conference - Cranmore Park, Birmingham, UK - 17th to 19th November 2015

After a break of 5 years, the team, behind IP UserGroup International, IP-in-Action LIVE roadshows and IP focus Magazine are delighted to announce the return of IIPSEC for 2015.

"Following pressure from major manufacturers, our partners and previous delegates and visitors PLUS as a result of a recent survey in which 70% of respondents requested the return of IIPSEC and where more than 90% believed they are not adequately informed about IP, we believe that now is the time to bring back an old friend!"

Paul Hennings Event Director.

About IIPSEC

The International IP in Security Exhibition and Conference is the only event in the world dedicated to Network Centric Physical Security and Life Safety Technologies.



This unique event demonstrates the latest in IT and network centric technologies and their application within physical security and life safety environments.

Safety and Security has never been so high on the global agenda, with concerns about terrorism, theft, arson, antisocial behaviour and knife and gun crime being so prevalent, now is an excellent time to present to an eager international audience where network based systems can provide practical and affordable solutions to these ongoing challenges.

We are please to invite exhibitors, delegates, speakers and visitors to join us at our new venue Cranmore Park, Solihull between 17th and 19th November. 2015 - The centre of expertise for all things IP...

The Centre for Knowledge and Learning

IIPSEC has long been the centre for knowledge and learning about all things IP within the Physical Security and Life Safety arena. This year the event has even more to offer! With a combination of Technical Master Class Seminars, Practical Workshops, Case Study Presentations and the Executive IIPSEC Conference, the programme offers a tremendous learning experience for delegates at all levels and from many disciplines.

NEW - IIPSEC Executive Conference

- The IIPSEC Executive Conference will bring together for the first time a combination of industry experts, legislative bodies and business professionals to tackle head on the hot topics that are influencing the Security Industry as a whole and Security Technology in particular. With topics such as: Standards and Legislation, Technology from the Stakeholder Perspective, Trends and Opportunities, Adding Value - a creative approach, A Customer Centric business model and Funding for Growth.



Spending Quality Time with Quality People

IIPSEC is a focused event created specifically to bring together manufacturers, vendors, developers and service providers with their potential clients in an environment that is conducive to doing real business with genuine customers who have money to spend and where networking at the very highest level is assured. As a focused, niche event IIPSEC is the only show where an exhibitor can spend quality time with a prospect, qualify their needs and build a strong working relationship, all at one event.

The quality of the visitors and delegates are first class and the event has consistently delivered re-sellers, installers, integrators, consultants and high level end-users who have specific requirements for network based security and safety solutions.



New Venue, New Location, Better Facilities - Same Firm Commitment!

IIPSEC moves to an impressive new purpose built "State-of-the-Art" venue for 2015.

IIPSEC continues to deliver "quality time with quality people" from its new home Cranmore Park, Solihull, Birmingham in the UK

Cranmore Park, Solihull is the perfect location for IIPSEC 2015, based in the heart of the UK just minutes from junction 4 of the M42 and a short

distance from Birmingham City Centre, the NEC and Birmingham Airport.

A stylish, modern venue with exciting airy open event spaces and a 2500 sq



metre main showroom, Cranmore Park is a great alternative to conventional conference and exhibition halls and its flexibility means it is an ideal facility to host the number-one Security Technology event that is the International IP in Security Exhibition & Conference.

IIPSEC 2015 will be split over two levels incorporating the main exhibition floor, three superb seminar and conference theatres, two purpose built restaurants and a VIP coffee lounge. There will also be eight smaller rooms available for press briefings, workshops and other spin-off meetings, a private reception/registration area and plenty of free parking.

Rewarding Vision and Innovation

Awards Scheme and Presentation Party - IP in Security Awards scheme is your company's opportunity to take up the challenge to prove that your new and innovative IP based products can meet the demands of today's new breed of solution providers and end-users.

The winners will be announced at the Gala Awards Dinner, which takes

place on the Wednesday evening of the IIPSEC show week (18th November 2015). The dinner will be well attended by key industry members

and media giving the winning products unrivalled exposure on the evening. As an exhibitor or sponsor at IIPSEC you are automatically eligible to enter all three key categories.



Need to keep your IP based security or safety products in the public eye?

Call now! +44 (0) 870 7870 546

Email: info@ipusergroup.com

An Impressive Mix of Manufacturers, Developers and Solution Providers

IIPSEC provides a first class boutique style Product Showcase and Exhibition Area

The new venue offers excellent opportunities for manufacturers, developers, vendors and service providers to present their products in a bright purpose built exhibition area. The boutique style stand layout provides booths to suit all budgets with shell scheme or space only locations from 6sqm to 36sqm.

The Showcase area will also provide ample space for meetings and light refreshment and will include the popular Internet Café. Adjacent to the exhibition area are two restaurants, a VIP lounge and access to the Conference and Master Class theatres, workshop studios and private meeting rooms.

With more than 100 exhibitor locations the showcase offers an impressive mix of organisations who will present all aspects of the technology and provide a quality environment within which business can be done.

Exhibitor Packages start at just £1995* and provide a comprehensive range of services that will satisfy

all of your sales and marketing requirements. As everyone who has participated in past years will know, the quality of the IIPSEC international audience is second to none and the Education Programme first class.

* Excluding Vat and Loyalty Savings.

Adding Value Through Technology

As identified by the UKTI DSO, security has never been more relevant than it is today. From homeland security and border control, to surveillance and detection equipment, there's a growing global market and the UK and Europe is at the forefront of design, manufacture and sales.

The security sector attracts a range of customers from the private sector, state and local governments, the intelligence community and armed forces. Trends in customer demands are increasingly moving towards complex networked solutions, with a strong focus on the Internet and IT platforms.



Indeed, according to the Homeland Security Research Corporation, the global homeland security and public safety market is expected to grow from US\$305 billion in 2011 to over US\$546 billion by 2020.

We invite companies from the following areas of expertise to participate:

- Surveillance & CCTV
- Access Control, Time & Attendance
- Intruder Detection & Alarms
- Fire Detection & Evacuation
- Integrated Security/Safety Solutions
- Audio, Intercom & Messaging
- Biometrics and Visual Content Analysis
- Transmission & Comms Systems
- Building Management Systems
- Remote Monitoring & Hosted Services
- Asset Tracking and RFID solutions

An Exhibition & Conference for the Industry, supported by the Industry

IIPSEC has welcomed approaching 12,000 visitors, delegates and exhibitors over past years to what has become a recognised calendar event in the UK, Europe and beyond. Now in its ninth edition, the show which is presented by the team behind the IP UserGroup security technology forum, IP-in-Action LIVE road shows and the IP focus magazine and eZine, again promises to bring together all that is IP from within the security sector.

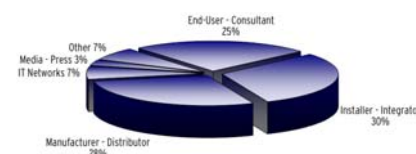
- Approaching One in Three participants are International (Non UK)
- 80% of attendees are at Management or Director Level
- 2/3 of visitors to the most recent event had not attended before
- 90% believe they are not adequately informed about IP
- All visitors are knowledge hungry and need to learn more...

"There are very few events where you can spend quality time with quality people, qualify your leads, establish working relationships and have an indepth conversation with genuine prospects - All in three days and under one roof."

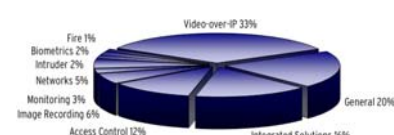
Unlike many security shows IIPSEC is heavily marketed to both IT and Security Professionals and interested parties within vertical markets such as Retail, Transport & Logistics, Local and Central Government, Health, Education, Police and Commercial and Industrial sector across the globe. Thus ensuring that the quality and status of exhibition visitors and conference and seminar delegates are of the highest calibre.

The International penetration is further enhances through the events extensive network of international media partners successfully drawing upon both print and electronic communication channels

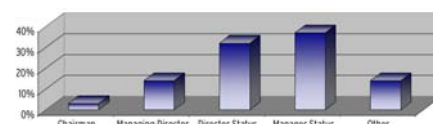
Visitor Profile



Areas of Interest



Visitor Status



www.iipseconline.com

VLANs and QoS

This is the third in a series of articles by Control which will be appearing in IP Focus. These articles cover a range of technical subjects of topical interest. We are not aiming to produce the definitive technical article on the different subjects, but trying to create an overview of the area for those who are looking for a guide in plain English but don't have the time, or inclination, to research the technology in depth.

The first two articles covered the increasingly popular technology of Power over Ethernet (PoE) and network redundancy. Both of these have developed into an essential requirement of any modern Ethernet network.

This article covers Virtual Local Area Networks (VLANs) and Quality of Service (QoS) and how they often work together.

What are VLANs?

We are all familiar with Local Area Networks (LANs). You are most likely reading this on your computer at work which is connected into your company LAN of other computers, servers, printers, etc. These are all IP devices connected onto a single network in one physical location (your office).

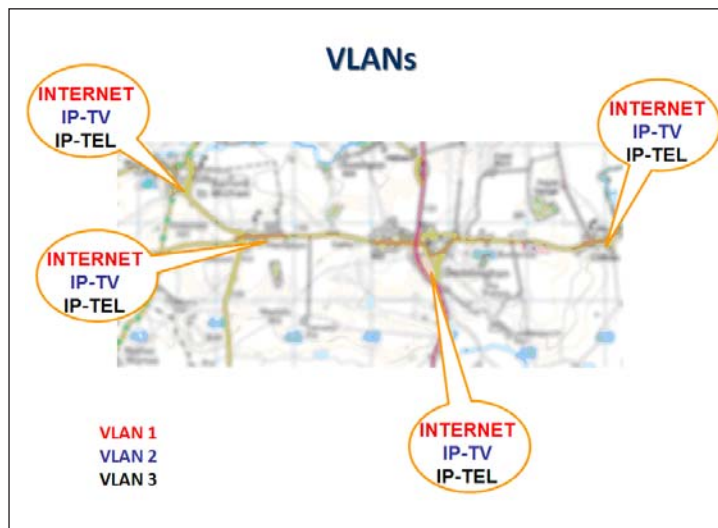
With managed switches it is possible to link devices (IP cameras, VoIP terminals, routers, etc.) into a VLAN where the components are not in the same physical location but may have similar characteristics, making it useful to group them together.

An example of this is the Broadband connection into our homes provided by your ISP. The ISP will allocate all of the Internet access ports on its Broadband routers around an area, all of the IP-TV ports and all of the VoIP ports onto separate VLANs. So the devices on each VLAN will not be in the same physical place (they could be separated by many miles) but can now be treated in a similar way by the network.

Other typical applications closer to home might be, if it really is necessary to share the corporate network with access control and CCTV data, it would be a very good idea to keep these separate by putting them on different VLANs so they can't interfere one with another. Similarly keeping certain critical cameras at different physical locations on a complex network separate by putting them on to separate VLANs or perhaps certain specific high priority detectors in an access control system on their own VLAN would be very sound networking policies.

What is QoS?

Conventional (normal?) switches in a network operate on a 'best effort' principle where all data is treated equally and the



system makes every effort to get the data to its destination as soon as possible. However if there is a lot of traffic then there will be delays. Now we all know that certain traffic around a network requires higher priority than other traffic, CCTV data vs general Internet searching for example.

By setting different quality of service regimes in the switches making up a LAN (or WAN), different types of data can be given priority over others, ensuring it reaches its destination quicker than normal.

The analogy is the letter delivery service. Royal Mail in its normal delivery offers a best efforts service and specific resources are not preallocated nor is the delivery scheduled in advance. A sudden rush of letters may delay the delivery (think Christmas!). This is conventional delivery. A courier service such as UPS, TNT, FedEx, etc., has provided these resources and offers a guaranteed delivery service with different levels of service (pre 9.00, pre 12.00, following day, etc.). This is QoS delivery.

How can VLANs and QoS work together?

A VLAN can help divide up a system into different areas allowing different QoS to be applied. Taking the previous example of an ISP providing different services to its Broadband customers, it would apply the lowest quality of service (data priority) to its Internet access VLANs, higher priority to the IP-TV service and highest Quality of Service to the VoIP VLAN as the moving TV images and quality of speech heard is greatly affected by delayed packets.

In the same way higher QoS levels would be applied to important detectors in an access control system or perhaps data from important CCTV cameras above a doorway in a train as it pulls into a station might be given a higher QoS because of safety considerations compared with those along the carriage used for general surveillance.

Setting up VLANs and QoS is a very simple exercise using the embedded browser based management available on all of Control's managed switches. Equally Satyrn View software, used to control a whole network, can be used to set up multiple switches.



All of Control's Satyrn managed M-Series and X-Series switches can provide VLANs and QoS along with all the other management capabilities expected in a high quality network switch.

Tony Elvidge has been in the communications industry for nearly twenty years working as Marketing Manager, Sales Manager and Sales Director. He is now VP Sales and Marketing at Control and is responsible for all sales and marketing across the UK and mainland Europe as well as being responsible for running the company's UK operations and mainland Europe.



Control is a leading provider of Industrial Ethernet Switches (Layer 2 managed and unmanaged) with a wide range of capabilities (10/100 & Gigabit, PoE & PoE+, copper and fibre, 5 to 28 ports) as well as Ethernet to Serial Device Servers.



Tony has been an active participant in the "quiz the guru" sessions - take a look at the recent video coverage.

Meet Tony Elvidge at IP-in-Action LIVE London Gatwick 4th December.

www.ip-in-action-live.com



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Evento IP-in-Action LIVE Sto Domingo - Excelente!

IP-in-Action LIVE Sto Domingo, Alta Calidad y Excelente Participación! Jueves, Septiembre 4 2014

IP UserGroup Latinoamérica continúa su gira internacional denominada IP-in-Action LIVE, la cual reúne en un mismo lugar a integradores, distribuidores, técnicos e ingenieros, consultores, usuarios finales y profesionales de TI, ofreciéndoles un espacio de interacción donde se capacitan y conocen de primera mano los últimos desarrollos en tecnología IP de las compañías líderes en el mercado.

El pasado Jueves 4 de Septiembre la gira llegó a la ciudad de Sto Domingo donde tuvo una excelente acogida y dejó en evidencia la calidad que ha tomado el evento.

El evento se llevó a cabo en el Dominican Fiesta Hotel, salones Regency, La Pinta & La Niña, contó con la participación de 11 compañías expositoras y más de 110 asistentes, entre ellos, empresarios y expertos en seguridad y tecnología IP y en IT de Sto Domingo y la región.

IP-in-Action LIVE se ha desarrollado por 4 años en Latinoamérica cumpliendo con una agenda académica que acompañada de la exhibición y demostración de productos por parte de sus Compañías Miembros líderes de la industria en soluciones IP, ofrece de forma



gratuita a sus participantes conocer los beneficios que la tecnología IP puede ofrecer a sus empresas a través de seguridad de red y física, video vigilancia, alarmas, sistemas de monitoreo, entre otros.

El encuentro tecnológico en Sto Domingo tuvo la presencia de las siguientes compañías expositoras: Anixter, Axis Communications, EverFocus Electronics, Exacq Technologies, Fluidmesh Networks, IndigoVision, JM Security System, Milestone Systems, NVT, Pelco by Schneider Electric, Solutec - Kronos NET, y sus media partners: Editorial Seguridad y Defensa, Revista IPFocus International, Revista IT/USERS, Revista MERCADO Technology y TECNOSeguro.com.

Durante toda la jornada, en el salón Regency, estuvo ubicada la exhibición y demostración de productos en vivo con cada uno de los expositores, al finalizar la tarde se llevó a cabo la rifa de varios productos auspiciados por Axis Communications, EverFocus Electronics, Solutec - Kronos NET y JM Security System. Los ganadores fueron: Edward Rosario - MP Servicios, Miguel Brito - Brite Secure Solutions, Freddy Mateo - Fenwal, Alejandro Objio - AOB Comunicaciones, José Alberto Almonte - J&O Alerta y Alberto García - Security Land

IP-in-Action LIVE Santo Domingo cumplió las expectativas de los anfitriones, Pablo Reyes - VP Operations, IP UserGroup Latinoamérica comenta, "Fue un excelente evento; la calidad, la calidez y la permanente participación por parte de los representantes de las principales empresas de República Dominicana en los salones de conferencias y en el salón de exhibición fue notable, esto llevó a establecer una verdadera interacción con nuestras compañías expositoras y se logró reforzar y adquirir nuevos conocimientos, sin duda alguna visitaremos nuevamente Sto Domingo en un futuro cercano, ha sido una exitosa experiencia"

Eventos IP-in-Action LIVE

La asistencia al evento no tiene costo y proporciona una plataforma ideal para los integradores de los sistemas de seguridad, instaladores, distribuidores, usuarios finales, profesionales de TI y consultores, que desean obtener un conocimiento valioso de la Tecnología basada en IP. El día incluye una variedad de conferencias presentadas por expertos además de demostraciones de producto en vivo con buffet lunch incluido!

IP-in-Action LIVE Buenos Aires

Jueves, Noviembre 20 2014 - Abasto Hotel

IP UserGroup Latinoamérica será el anfitrión del próximo evento sobre tecnología y seguridad IP-in-Action LIVE que se llevará a cabo en la ciudad de Buenos Aires el Jueves 20 de Noviembre 2014.

Abasto Hotel situado sobre la Avenida Corrientes, una de las principales avenidas de la ciudad y a pocos minutos del Centro económico de Buenos Aires. A 30 minutos del Aeropuerto Internacional de Ezeiza, a 5 estaciones del subte del Obelisco y a 10 minutos de Palermo, uno de los mejores lugares nocturnos para ir de compras, restaurantes y bares. En frente del hotel, se encuentra el Shopping Abasto, uno de los mejores centros comerciales de Buenos Aires.

Compañías Participantes

Anixter
Arecont Vision
Axis Communications
Big Dipper Technology
Dahua Technology
Bolidet Technology
Exacq Technologies
Fluidmesh Networks
Milestone Systems
Mission 500
NVT - Network Video Technologies
Pelco by Schneider Electric
Solutec - Kronos NET
Tycos Security Products
enfasy Argentina
gremioseseguridad.com
itware latam
Revista Innovación

Seguridad Electrónica
Revista IPFocus
International
Revista IT/USERS
Revista Negocios de Seguridad
seguridad-online.com.ar
TECNOSeguro.com

IP-in-Action LIVE Montevideo

Martes, Noviembre 25 2014 NH Columbia

IP UserGroup Latinoamérica realizará por primera vez en Uruguay el evento sobre tecnología y seguridad IP-in-Action LIVE Montevideo, evento que se llevará a cabo el Martes 25 de Noviembre 2014.

NH Columbia ubicado junto al río, entre los edificios neoclásicos y de estilo Art Decó del centro urbano de Montevideo. El NH Montevideo Columbia es tu puerta de entrada a una amplia variedad de actividades culturales, ya que ofrece fácil acceso al aeropuerto internacional Carrasco y se encuentra cerca de numerosos centros comerciales, del edificio de la Secretaría del Mercosur y de otros destacados lugares.

Compañías Participantes

Anixter
Arecont Vision
Axis Communications
Exacq Technologies
Fluidmesh Networks
Milestone Systems
Mission 500
NVT - Network Video
Technologies
Solutec - Kronos NET
enfasy Argentina
gremioseseguridad.com
itware latam
Revista innovación
Seguridad Electrónica
Revista IPFocus

International
Revista IT/USERS
Revista Negocios de Seguridad
seguridad-online.com.ar
TECNOSeguro.com

For further details contact Pablo Reyes VP Operations based in Quito Ecuador -
pablo.reyes@ipusergroup.com Tel: +593 2 6040806

El Centro para el Aprendizaje y Conocimiento de la Seguridad Física en Red - Ultimas Noticias

Solutec - Nuevas Tendencias Tecnológicas marcan el rumbo de las Aplicaciones de Seguridad, los Centros de Monitoreo se enfrentan a un nuevo reto!

Cinco tendencias tecnológicas definen los nuevos servicios que demandan los usuarios finales. El reto de los centros de monitoreo es aplicarlas rápidamente y estar preparados para la futura redefinición de esas tendencias y aparición de nuevas. El ritmo de los cambios tecnológicos es acelerado y el éxito de sus servicios depende de la asimilación de ellos.



Las Cámaras IP Evolution 360° cambian las reglas del juego de la Seguridad en los Casinos

Al confrontarse con desafíos exclusivos en la seguridad, que incluyen vigilancia permanente de todas las operaciones de juego, además de la seguridad y bienestar de cientos de empleados y miles de jugadores, los casinos presentan una de las pruebas más grandes para los profesionales de la seguridad en la actualidad.



Tyco Security Products organiza Evento para Clientes de América Latina y el Caribe en Montego Bay, Jamaica

La reunión se llevó a cabo en el Resort & Spa Hilton Rose Hall, del 7 al 10 de octubre. El evento brindó a los asistentes la oportunidad de escuchar acerca de los lanzamientos de nuevos productos previstos para 2015, así como las actualizaciones de las líneas de productos existentes. El encuentro congregó a más de 70 distribuidores, integradores de sistemas y consultores de seguridad.



SIDEKICK ESK1000 de EverFocus hace su Trabajo más Fácil!



- Vea cámaras IP a través de teléfonos inteligentes, tabletas y (notebooks)
- Batería recargable que provee de PoE y salida 12V DC
- Respaldar varias marcas de cámaras IP
- Provee de carga USB para artículos móviles
- Permite configuración instantánea de red.

Axis presenta Solución de Grabación de Video "Lista para Usarse", para Instalaciones de tamaño medio

"Las pequeñas y medianas instalaciones han sido tradicionalmente analógicas, pero los usuarios están viendo cada vez más las ventajas del video IP, incluyendo su calidad de imagen y capacidad de ampliación", dijo Fernando Esteban, Gerente de País de Axis Communications México, "Para ayudar a satisfacer esta demanda, Axis presenta la solución "AXIS Camera Station S10" la cual es una serie de paquetes de grabadoras plug and play que ayudan a nuestros clientes a poner fácilmente en marcha y funcionando su instalación de videovigilancia de tamaño medio". Leer más...



EasyConnect, una nueva Función de Asignación Automática de Dirección IP para Cámaras, novedad Destacada de exacqVision 6.4

EasyConnect ofrece la potencia de las cámaras IP con la simplicidad de la tecnología analógica. La versión 6.4 también trae la nueva función de videowall "VideoPush", actualizaciones de la aplicación Exacq Mobile y el navegador cliente, así como mejoras del Administrador de Sistemas Enterprise (ESM), un programa que monitoriza el estado de los sistemas para usarlo con los servidores de video en red (NVR) de la serie Enterprise.



HID Global abre la Puerta a una nueva Era de Seguridad y Comodidad con HID Mobile Access

"HID Mobile Access, que funciona con nuestra galardonada tecnología Seos, marca un nuevo capítulo en la creación y gestión de identificaciones digitales para el acceso móvil, haciendo posible abrir puertas mediante el más amplio abanico de teléfonos inteligentes, tabletas y otros dispositivos móviles, sin necesidad de mangas adicionales u otros accesorios", afirmó Selva Selvaratnam, vicepresidente principal y director de Tecnología de HID Global.



Bolide Technology Group ahora Contratista de la GSA



El contrato fue oficialmente asignado el 1 de Julio del 2014 bajo la agenda 84 de la GSA. Bolide fabricante de una amplia gama de soluciones de video vigilancia que incluye cámaras IP y análogas, video grabadores, software de administración de video y una completa línea de accesorios, ha abastecido con sus soluciones a colegios, e instituciones estatales, varias entidades del gobierno y continua en la búsqueda de proveer sus soluciones en una escala mayor.

Samsung Techwin Latino América Incorpora a su equipo a Oswaldo Lafee, como Nuevo Gerente de Mercadeo

"El nombramiento de una persona tan experimentada como el Sr. Lafeele permitirá a Samsung Techwin mayor fluidez en sus comunicaciones y una muy efectiva relación con todos sus socios de negocio en toda la región" dijo Pedro Duarte, Vicepresidente de Ventas de Samsung Techwin Latino America.



Read more with English Translation: www.ipusergrouplatino.com

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www.ipusergrouplatino.com



Vancouver Private Estate Gets 360° VARIO Coverage

On a large private estate in Vancouver, Canada, Raytec is at the heart of a best in class 24-7 HD CCTV system for a residential client. Colin Bradley, President of specialist audio video integration company Coastal Integrated Technologies in Vancouver, who was responsible for designing the system explains: "From the outset we knew that high quality illumination was going to be a key component for this project. The challenge was making the installation look residential as opposed to institutional. We were really going for that non-prison look"

The client did not want white lighting or any visible red glow to detract from the beautiful natural surroundings. Discrete 940nm lighting became a must. PTZ Dome Cameras were also chosen for a clean look with no visual moving parts. This meant illumination had to flood the entire property.

Wide angle covert illuminators from specialist lighting manufacturer Raytec were the only choice for achieving full coverage over such a large area, with 360 degree illumination and up to 100m (328ft) from only 2 units!

The VARIO i8-3 triple panel illuminators were mounted on the lamp posts to create a graceful halo of invisible light, allowing the chosen Axis PTZ cameras to pan the property with optimal light in all directions. With its unique holographic lensing and Hotspot Reduction Technology, VARIO delivers enhanced even illumination allowing the camera system to provide the very best images at night.

"This is the only lighting product that gave us the performance and aesthetics to satisfy our engineers and architects," states Bradley.

Besides the look, the VARIO i8-3 940nm LED panels were chosen for the ease of specification and installation. "The VARIO interchangeable lenses are a huge plus. As much as we try to engineer projects beforehand, it is really nice to be able to switch the lenses in the field to adapt to real life or changing conditions. This simplifies our engineers planning and eliminates the risk of specifying lighting with the wrong beam. The Field Technician can adjust the light to suit the camera's needs," Bradley adds.

"Raytec was a great partner and greatly contributed to the success of the project. From the first day to the last, Raytec engineers were always on hand to speed our proposal through to project completion."



vario iP
network illuminators



Full Lighting Control Anytime, Anywhere

Raytec Wins Security Essen Award for VARIO IPPoE!

Raytec is proud to announce that they have won a coveted Security Essen Technology Innovation award for their new VARIO IPPoE range of network illuminators. The UK CCTV lighting manufacturer fought off tough competition and beat 6 other big names in manufacturing to win the bronze title at the German exhibition.



As the first ever IP addressable CCTV illuminator, VARIO IPPoE has made a big name for itself in the security industry and it is now the most decorated CCTV lighting product in the world. VARIO IPPoE has also won an IFSEC Award for Best CCTV System of the Year 2013, and was also an ISC West and GIT Security Award Finalist for Best New Product.

VARIO IPPoE enables users to not only control their IP cameras remotely, but to also control their lighting in the same way too, for the highest level of security and safety 24/7.

Controlled via a user friendly web interface, video management system or new HTTP commands, VARIO IPPoE provides dedicated IP lighting for network cameras, allowing for remote set up, commissioning, operation and maintenance of your lighting scheme from any location on the network. Available in both Infra-Red and White-Light LED, lighting can be controlled via other network devices e.g. cameras/detectors/VMS and easily triggered on alarm to deter crime on site. Users can also take instant remote control over any illuminator at any time to respond to live events and alter settings to fine-tune CCTV images. Lighting can also be operated in groups, making it much easier and quicker to control large sites.

Furthermore, with the launch of new HTTP commands, it is now even easier to integrate network lighting into your system, with easy configuration at device interface level rather than at a software level.



For more information contact Raytec Global sales@rayteccctv.com or Raytec Americas ussales@rayteccctv.com offers a lighting solution for any application".

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IP UserGroup USA News in Brief

Exacq Technology - JM Lexus Improves Customer Satisfaction and Saves Money

JM Lexus, the only retail automobile dealership owned and operated by JM Family Enterprises, is the world's largest volume Lexus dealership since opening in 1992.

The Challenge

JM Lexus wanted to build a security infrastructure that would replace an aged analog system with a state-of-the-art IP system. With



millions of dollars of inventory, they needed a reliable security system to perform three vital functions: management, security and real value-added benefits for JM Lexus customers.

The Solution



JM Family deployed exacqVision Z-Series servers with pre-installed exacqVision Enterprise VMS software. The new enterprise-class video security system has greatly improved business operations, saved time searching for important video and increased the level of trust between JM Lexus and its customers.

Benefits

- Minimize additional service expenses and saved \$85,000 to date
- Store at least 30 days of video
- Better manage business operations and traffic flow
- Improve customer satisfaction
- Faster navigation and search capabilities
- Better image quality in low-light conditions

Axis announces innovative surveillance solution with full 360° overview and detailed zoom

AXIS Q6000-E Network Camera is an innovative network camera



offering a 360° overview provided by four 2 megapixel camera heads, and when integrated with AXIS Q60-E it simultaneously offers high detail optical zoom on areas of interest, with just one click

Axis Communications, the world leader in network video, announces AXIS Q6000-E, an outdoor-ready 360° network camera that integrates seamlessly with the AXIS Q60-E Series of PTZ dome network cameras, providing a unique surveillance solution.



With just a single click, operators can optically zoom in on details of interest with high precision while at the same time being able to maintain an overview of large areas of up to 20.000m² (215,000 sq. ft.) ~ about the size of four football fields. This makes the AXIS Q6000-E ideal for city surveillance applications such as monitoring of public squares and parking lots, as well as food courts in shopping malls and other open areas.

This new product will open up new opportunities to solve a common problem, for example in the city surveillance field where there is a need for both a PTZ camera to provide detail, and for a full overview camera to cover the entire area. A single click on any object in AXIS Q6000-E, using the one-click PTZ control feature, will trigger the AXIS Q60-E allowing operators to optically zoom in on the specific object of interest. The use of two screens gives a full 360° overview from AXIS Q6000-E, and a zoomed-in view from AXIS Q60-E, providing operators with a high level of



detail while simultaneously being able to maintain an overview of the entire monitored area.

AXIS Q6000-E provides multiple, individually configurable video streams in H.264 compression to greatly optimise bandwidth and storage without compromising image quality. Motion JPEG is also supported for increased flexibility.

Any AXIS Q60-E camera is quickly and easily mounted inside the AXIS Q6000-E, allowing also existing AXIS Q60-E installations to be upgraded to monitor wide areas, while simultaneously capturing every detail of interest, with just one click. There's no need for any mounting brackets or extra equipment as AXIS Q6000-E uses the same brackets and network cable as the AXIS Q60-E, minimising time and cost of installation. Furthermore, AXIS Q6000-E is supplied with Power over Ethernet Plus (PoE+) through AXIS Q60-E, eliminating the need for power cables.

AXIS Q6000-E is supported by the industry's largest base of video management software through the Axis Application Development Partner Program.

Arecont Vision Announces New Managing Director of Strategic Accounts

Greg Lindblad to Lead Company's Strategic Accounts Program

ArecontVision®, the industry leader in IP-based megapixel camera technology, announces that Greg Lindblad has been named Managing Director - Strategic Accounts. In his new role with Arecont Vision®, Lindblad will manage Arecont Vision®'s Strategic Accounts Program with specific emphasis on supporting National Systems Integrators (NSIs) and select strategic distribution partners. He will also work closely with Arecont Vision®'s North American sales team to support Regional Sales Leaders (RSLs), manufacturers' representatives, FAEs, and ISMs in the program.





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Aver Hybrid Solutions

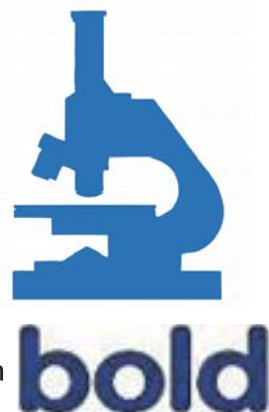
As a technology leader in hybrid solutions for connecting both Analog and IP Cameras, AVer offers a full range of surveillance systems from hybrid DVRs,



embedded hybrid DVRs, hybrid capture cards, to pure NVRs. AVer DVRs/NVRs are able to support not only its own brand of megapixel IP cameras but most major IP camera brands as well. AVer DVRs/NVRs are integrated with sophisticated intelligent video software that can perform video analytics and advanced alarm management, giving end-users a high-efficiency surveillance environment. Remote monitoring is also available for AVer DVRs/NVRs, letting users view live video on popular mobile devices such as the iPhone, iPad, and Android phones.

The AVer IP Camera range is available in bullet, dome, vandal dome, box and cube configurations for complete flexibility. AVer have recently launched a 'Rugged' IP camera range for extreme temperatures which also offer highest possible ingress and impact protection. AVer IP Cameras adopt the H.264 compression technology and deliver high definition resolution with real-time recording and display up to 30fps. When fully integrated with AVer DVRs/NVRs, the AVer IP camera series give users preview performance up to three times faster than that of other IP camera brands through the exclusive intelligent streaming feature. For further information, please visit the AVer Information Europe website www.aver.com/uk or call the AVer office on 01908 371772.

Under the Microscope: Bold Gemini



Product Name: Bold Gemini

Product Category: IP Alarm Visual Verification

Product Description: The RISCO AgilityT 3 wireless alarm panel is targeted at the residential and commercial market with a comprehensive feature and accessory set. To prevent false alarms and provide maximum useful information in the event of a genuine activation, the Agility panel delivers visual verification by transmission of site images to the user's smart phone or web client. It is now also possible for those images to be received and responded to in an alarm receiving centre with Bold's integrated monitoring platform, Gemini.

Technical Spec: Bold Gemini provides the total control room solution for fire, intruder, panic, CCTV, lone worker and other security systems into a single monitoring platform. Popular in private control rooms as well as in commercial monitoring centres, Gemini is most widely deployed where there is a requirement to monitor diverse security products across dispersed sites.

The Bold software automates, filters and prioritises incoming alarms and events before presenting them to the operator in an easy to use workstation interface. Alarms can be verified in Gemini with audio, visual and sequential confirmation and, with all the security products popularly used in alarm monitoring control rooms being supported in the software, it provides a very slick solution for false alarm filtering within a single user interface.

Key Features:

- Innovative alarm solution can now be monitored in alarm receiving centre.
- Alarm handling escalation procedure can be managed by ARC.
- Filters out false alarm by visual verification.
- Capability to monitor visually verified alarms with all other alarm types on common user interface.
- Visual confirmation allows graded response to be deployed to alarm event.

Bold Communications Ltd
10 Webster Court
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WA5 8WD
United Kingdom
Telephone: 0044 1925 713224



Intelligent Safeguarding

Offering not only hybrid DVRs and NVRs, but a wide range of IP Cameras, including 'Rugged' versions for high / low temperature applications, VMS, CMS and mobile Apps, the **AVer Video Surveillance solutions** range simplify security with 'plug and play' design features and cutting edge technology.



AVer Information Europe B.V.,
01908 371772 www.aver.com/uk

IP UserGroup UK and Europe Affiliate Members

A definitive list of Manufacturers, Re-sellers and Solution Providers who support the group's activities. The IP UserGroup is an independent security technology forum representing fresh ideas, leading edge technology and state-of-the-art solutions.



ACTi Corporation is the technology leader in IP surveillance, focusing on multiple security surveillance market segments. ACTi's extensive technology innovations in the development of JPEG/MPEG-4/H.264 has empowered ACTi's worldwide partners and customers to enjoy best quality video performances from VGA up to Megapixel resolution at minimum bandwidth.

The core value of ACTi is the ability to develop, integrate and market complete end-to-end solutions for our clients in the IP surveillance market. ACTi's technology advancements enable complete solution offerings to cover all segments of the security market. Not only offering the IP surveillance hardware such as IP cameras and video servers, all ACTi products are bundled with free management software; in addition to the rich selection of management applications offered by leading Independent Software Vendors that support ACTi hardware.

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www.acti.com



ADEY ELECTRONICS -

M2M and Data Communications Specialists

Adey Electronics design solutions and supply products for machine to machine communications (M2M) across the UK. We specialise in simplifying data communications; M2M, Wireless, Serial, Cellular, Ethernet, Fibre, USB, Protocol Conversion.

Contact - Lewis Harvey

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Nottingham
Notts

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www.adeyelectronics.co.uk



Located in Somerset, NJ, American Fibertek, Inc. is a leading worldwide supplier of innovative fiber optic and IP communication transmission solutions for video, voice and data applications. With more than twenty-five years of experience in signal transmission, American Fibertek, Inc. has a renowned history of innovation in fiber optic and now IP devices for advanced video surveillance solutions. Included in this is the continued development in hardware, firmware and software products that transmit and monitor network performance and guarantee network continued operation.

Contact - Ray Sooley

American Fibertek Inc
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Somerset,
NJ 08873,
USA

Telephone: 877 234 7200

www.antrica.com



Antrica supplies a complete range of SD and HD IP cameras, Video servers, Video Decoders, NVRs and software. All products use H264 codecs up to 1920 x 1080 resolution. Antrica offer a high level of pre and post sales technical support and advice on IP CCTV systems and products.

Contact - Les Litwin

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Fax: +44 (0) 1628 681566

www.antrica.com



ASL's iVencs software features full Command and Control functionality in one seamless 3D user interface for all subsystems including access control, PA/VA, BMS, Analogue and IP Cameras, Video Storage, clocks, SCADA, Helpoints, VoIP and Fire Panels.

The software is designed around open protocols and open source technologies with a comprehensive set of integration tools allowing it to be used on the most complex of projects.

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www.asl-control.co.uk



Arecont Vision, the leader in megapixel IP video, offers the largest selection of megapixel cameras available worldwide –including H.264 and JPEG 1.3, 3, 5, 8 and 10 megapixel models available in our MegaVideo® Compact, MegaVideo®, MegaDome™ and SurroundVideo® lines.

All offering superior price/performance ratio, and integration with best in breed VMS platforms. Arecont Vision's suite of multi-megapixel cameras will make any IP Video network execution better – and deliver the greatest ROI – as compared against conventional cameras.

Contact - Olga Wheeler

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Arecont Vision
405 E Colorado Street
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CA 91205 USA

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Contact - Paul Green

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Aver Information Europe - Aver design and manufacture hybrid solutions for connecting both analog and IP cameras, Aver offers a full range of surveillance systems from hybrid DVRs, embedded hybrid DVRs, hybrid capture cards, to pure NVRs. Aver DVRs/NVRs are able to support our own brand of megapixel IP cameras but most major IP camera brands as well.

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www.Aver.com



Working closely with security professionals, and leveraging unique expertise in security, digital imaging and enterprise software, Avigilon develops surveillance systems with unmatched performance.

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www.avigilon.com



Axis increases the value of network solutions. The company is an innovative market leader in network video and print servers. Axis' products and solutions are focused on applications such as security surveillance, remote monitoring and document management. The products are based on in-house developed chip technology, which is also sold to third parties. Axis was founded in 1984 and is listed on the Stockholmstock (XSSE: AXIS). Axis operates globally with offices in 14 countries and in cooperation with distributors, system integrators and OEM partners in 70 countries. Markets outside Sweden account for more than 95% of sales.

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www.axis.com



Bold develops and supplies Gemini - integrated CCTV and Alarm monitoring software for control rooms. The software supports a wide range of security products and our clients range from accredited central monitoring stations as well as private security operations - government, police, banks, retail, fire and rescue. Gemini is an open platform solution, capable of handling legacy systems and new technology. We are also a project company, providing a total solution including design, hardware, installation, commissioning, training and support. We focus on developing monitoring solutions which enable organizations to protect people, property and assets at the same time as maximising your investment in IT and infrastructure.

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Honorary Member

The British Security Industry Association is the trade association for the professional security industry in the UK.

Our members are responsible for more than 70% of UK security products and services (by turnover) including the manufacture, distribution and installation of electronic and physical security equipment and the provision of security guarding and consultancy services.

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WR3 7NS

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www.bsia.co.uk



Cathexis is a leading developer and manufacturer of electronic security systems. With 18 years of experience in the security and surveillance industry, and the ability to supply and support its products throughout the UK, Ireland and Europe, Cathexis proudly list some of Europe's largest companies as reference clients.

The company's Video Management Software suite - CatVision - was launched in 2013, and brings clients all the benefits of Cathexis' experience and technical skills in a cutting-edge, deceptively simple security management solution. Cathexis Europe is a subsidiary of South Africa-based Cathexis Technologies.

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www.cathexiseu.com



B&B Electronics Manufacturing Company designs and manufactures data communications products for commercial and industrial applications. We sell throughout the world with primary markets being North America, Europe, Middle East and Africa.

Our European headquarters, which provides service, support and warehousing, is located in County Galway, Ireland. Our US headquarters in Ottawa, Illinois houses engineering, manufacturing, service and warehousing. In addition to manufacturing products, B&B Electronics is a value-added distributor for other quality vendors. This gives B&B Electronics the depth to solve most any data communications problem and be a one-stop source for data communications products. Our culture is one of absolute devotion to the customer, always acting with integrity and honesty, having fun, producing outstanding quality products and service, and providing our customers with the highest value. B&B Electronics is ISO 9001:2008 certified

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www.bb-europe.com



Brickcom Corporation is a leading manufacturer of IP surveillance equipment and a pioneer of wireless surveillance solutions.

The company's comprehensive product portfolio includes a full line of IP network cameras, video servers, video management hardware and software, and a full range of networking and camera accessories

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www.brickcom.com

BT Security Solutions

We are a leading supplier of a range of high quality end to end CCTV solutions. With over 20 years experience in security signalling CCTV transmission we can deliver analogue, ethernet and wireless transmission nationwide.

We provide integrated and resilient fully managed security systems that protect people and assets across the country. Our solutions include video storage, cameras, telemetry, network, access control, video walls, control room refresh and other bespoke applications. Our end to end security includes design, project management, installation and maintenance.

Contact - Rob Byrne

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www.redcare.bt.com/transmission



CEM Systems is a leading provider of advanced security management systems to include access control, ID badging, alarm monitoring and systems integration.

CEM offers a complete IP solution with a range of industry leading and proven IP products including:

- Power over Ethernet access control - the first to offer 1.6 Amps delivered via a CAT5/6 Ethernet cable to reliably power a complete door set (consisting of a controller, two 650mA Maglocks, door holder, sounder and strobe).
- Intelligent Multi-technology IP card readers with on-board database for offline operation
- webEntry II - web based access control

Contact - Sarah Golligoy

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www.cemsys.com



Barix is a skills-based company offering expertise in leading-edge, IP-based communications and control technology. The company is based in Zurich/Switzerland and specialises in the research, development and production of system components.

Typical BARIX products include a range of solutions and devices which can be connected locally via standard networks or via the Internet, offering innovative, low-cost, pc-free solutions for audio over IP applications (transmission and monitoring of audio signals), communications (intercom) and automation tasks (decentralised control, monitoring and maintenance operations).

BARIX AG provides its customers and partners with the latest technology in the form of standard or customised products, private labelling, licensing and OEM developments.

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www.barix.com



BriefCam®, Ltd. is the developer and provider of Video Synopsis®, an award-winning technology that summarizes hours of events into a "brief" that takes just minutes to watch, whether real-time feed online or archival footage offline. BriefCam products interface with a wide range of DVR/NVRs, advanced IP cameras and complement existing surveillance solutions. The company's mission is to enable the Total Video Review of all footage recorded for safety and security.

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Fax: +972 2 533 7448

www.briefcam.com



Canon offers a comprehensive range of Network Cameras and software, ideal for security surveillance and remote monitoring solutions. With Pan Tilt Zoom (PTZ), fixed, indoor and outdoor models, Canon's Network Cameras are suitable for use in mid to high end Video Surveillance systems in a wide range of environments from offices and banks, to shopping centres, warehouses and transport hubs.

At the heart of each solution is Canon's world-renowned imaging technology. Benefiting from Canon's 70 years of optical design heritage, the cameras provide industry leading image quality. This is ensured by using Canon lenses, the highest quality image sensors and network engines to capture an exceptional level of detail and clarity.

Contact - Joe White

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www.canon-europe.com



Chris Lewis Fire & Security has been established in Oxford since 1993. Over the past 15 years we have been at the forefront of changes and developments in technology and security systems, and are now recognised as the leading provider of security installations in the UK.

We offer a complete range of security systems, and are currently leaders in the design and implementation of digital security. We design bespoke solutions to fully meet the specific needs of each client and install and maintain the equipment to the highest standards.

Contact - Chris Lewis

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www.chrislewisfs.co.uk



Cisco is the worldwide leader in networking for the Internet. Today, networks are an essential part of business, education, government and home communications, and Cisco IP based networking solutions are the foundation of these networks.

Cisco Physical Security solutions facilitate the capture, transmission, viewing, recording, archiving, and management of analog and IP video sources as well as electronic access control. Engineered with network and video expertise, Cisco Physical Security standards-based products:

Deliver easy, secure access to live & recorded video - Use the IP network as a platform to deploy electronic access control - Provide excellent scalability, reliability, & availability - Simplify deployment & control of new security applications - Lower operational costs - Protect existing physical security systems investments - Support multivendor device and applications interoperability - Facilitate a smooth migration from analog to digital to full IP

Contact - Graham Porter

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CitySync is a world leader in the ANPR technologies market; working exclusively with trade partners, OEM's and distributors delivering ANPR solutions since 1999.

Listening to our customers helps us deliver demanding applications in the Law Enforcement, Security, Parking and Traffic Management sectors.

CitySync are acknowledged for our Technology Innovations and our ability to deliver a broad range of client solutions. Our Mission is to deliver excellence in our products, relationships and support. ~ ANPR You Can Trust~

Contact - Natalie Smith

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www.citysync.co.uk



Control GmbH is a manufacturer and distributor of Satyrn Switches, Serial to Ethernet products and 3G cellular routers.

For over 21 years, Control has been supplying high quality communication solutions to customers worldwide, whilst being able to continue our core focus of providing quality support to all and each of our customers.

Our range of Satyrn Ethernet Switches includes a full range of Unmanaged, Lite & fully Managed, PoE, PoE+ and RackMount options, and our Serial to Ethernet range includes Fibre, Wireless and standard Ethernet connectivity.

Contact - Tony Elvidge

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D-Link is an Award-winning designer, developer and manufacturer of networking solutions committed to innovation, technology excellence and quality production.

Established in 1986, D-Link provides connectivity for wireless, broadband, security and data communications offering the ultimate in digital home entertainment, Small Office/Home Office (SOHO), Small to Medium Business (SMB), and Workgroup to Enterprise environments.

Contact - Tony Lannon

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UK
Tel: 0208 955 9025
www.dlink.com



With over two decades of sales and development experience worldwide, Dedicated Micros have earned a reputation as one of the industry's foremost innovative forces.

Our products are packed with all the features we know true security professionals demand. We offer a range on network video servers and network-ready digital multiplex recorders that are straightforward, user friendly and simple to install.

And what's more we deliver the full support you look for in a large international company. In short everything you would expect from the company that first made CCTV video multiplexing a practical, commercial reality. If you're serious about security, talk to the name you can trust - Dedicated Micros.

Contact - Rob Davies

Dedicated Micros
1200 Daresbury Park
Daresbury
Warrington
WA4 4HS
Tel: +44 (0) 1928 706413
Fax: +44 (0) 1928 706356
www.dedicatedmicros.com



Digital Barriers provides advanced surveillance technologies to the international homeland security and defence markets, specialising in 'edge-intelligent' solutions that are designed for remote, hostile or complex operating environments. We work with governments, multinational corporations and system integrators in the defence, law enforcement, critical infrastructure, transportation and natural resources sectors. Our surveillance technologies have been successfully proven on some of the most demanding operational and environmental deployments around the world.

Contact - Giles Walker

Digital Barriers
Enterprise House
1-2 Hatfields
London SE1 9PG
UK
T +44 207 940 4740
F +44 207 940 4746
www.digitalbarriers.com



DRS Technologies, Inc. is a leading supplier of integrated products, services and support to military forces, intelligence agencies, and commercial industry partners. The company is a wholly owned subsidiary of Finmeccanica SpA (FNC.MI), which employs approximately 70,000 people worldwide.

DRS manufactures and supports advanced electro-optical sensor systems to include thermal surveillance systems, cooled and uncooled infrared camera modules, and thermal detectors.

Contact - Ben Cargill

DES Technologies
DRS Technologies, Inc.
Houston,
Texas
USA ,
Tel: +1 214.996.2155
www.drsinfrared.com



DVS is one of Europe's most successful multi-brand distributors of electronic surveillance products, and one of the fastest growing IP CCTV distributors in the UK. DVS's success has been built on the strength of its sales and technical teams, and its close partnerships with the highest quality manufacturers of IP surveillance products. The DVS HQ in Cardiff boasts state-of-the-art training and demonstration facilities. And DVS prides itself on its large stock holding, with up to 98% of the products in its catalogue available for next day delivery.

Contact - Shaun Bowie

DVS Limited
Unit G6
Capital Point
Capital Business Park
Cardiff CF3 2YP
Tel: +44 (0) 292 045 5512
www.dvs.co.uk



Founded in 2000, Ekahau is the recognized leader in location-enabling enterprise Wi-Fi networks. Ekahau's mission is to provide the easiest, most cost effective and accurate positioning solutions for locating people, assets, inventory and other objects using wireless enterprise networks. The Ekahau solution tracks wireless laptops, PDAs, VOIP phones, Wi-Fi tags and other 802.11 enabled devices.

Ekahau's solution allows businesses to keep track of valuable assets and equipment, improve the overall workflow, and improve the levels of corporate security and customer service. With Ekahau, the critical corporate resources, people and assets, will be always available at the right place and at the right time.

Contact - Barry Reed

Ekahau Inc.
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Fax: +44 (0) 8458 901576
www.ekahau.com



Ernitec is a worldwide manufacturer of video surveillance equipment - The company was founded in 1972 and is today one of the world's most established and innovative manufacturers of a wide range of video surveillance equipment such as IP video systems, video matrix systems, digital video recorders, video transmission equipment for twisted pair, fibre cables, passive video transceiver, telemetry receivers, camera housings, brackets, dome and box cameras, full range of CCTV lenses, passive infrared detectors and complete LON based CCTV systems. Simple and Advanced Installations - We deliver solutions for small and big applications, from the very simple surveillance task with only a few cameras, to huge installations with complex networks of cameras, alarms, timers, automation, digital video recorders, and control centres; counting airports, military sites, prisons, nuclear power plants, shopping malls, sport stadiums and a wide range of other medium and high security applications.

Contact - Lee St John

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Pinner
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Tel: +44 (0)20 8421 0101
Fax: +44 (0) 208 421 3364
www.eetuk.co.uk



Etrovision Technology is the industry leader in designing and marketing high-quality digital video products for both professional enterprises and consumers. "Simplify your innovation" is our principal to deliver elegant, practical IP surveillance solutions to achieve your business objectives. Our professional engineer group has constantly dedicated developing innovative and a rich diversity of high-performance products.

Etrovision provides a complete range of IP surveillance products with various types and functions. Megapixel IP camera and WDR technology are the primary new series to be launched, along with the software application, Etrovision provides a successful integration solution in the surveillance fields.

Contact - Cherry Wu

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Fax: +886 2 2655 1540
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www.etrovision.com



As a leading manufacturer of Thermal imaging systems for the security industry we have a comprehensive range products from handhelds, statics, PTZ and dual sensors to offer total protection of assets day or night and in adverse weather and in all environment. We can supply direct from our stock in Belgium and offer the most competitive pricing in the market with the widest choice of cameras.

Backed up with 2 yrs warranty at our service centre in Belgium and unmatched levels of service and support. Access to demo equipment and support for sales, marketing and training.

Contact - Alex Thornton

EUNIR Systems NV
Kapeldreef 60
Heverlee
3001
Belgium
Tel: 0032 16 298 498
Fax: 0032 16 298 319
www.eunir.com



Based in Indianapolis, Indiana, USA, Exacq Technologies was created by a group of digital video pioneers integral in the creation of industry-leading video capture boards and the first market-leading surveillance digital video recorder.

The exacqVision video management system software, hybrid NVR servers and IP Camera servers are available throughout the world via Certified Resellers and Distributors.

Contact - Alan Lefford
Exacq Technologies Inc.
11955 Exit Five Parkway
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USA

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www.exacq.com



FLIR Systems, Inc. is the global leader in the manufacturing and development of Infrared cameras, night vision and thermal imaging systems. Our products play pivotal roles in the security of a wide range of industrial, commercial and government activities in more than 60 countries. Pioneers in the commercial infrared camera industry, the Company has been supplying night vision equipment to industry, law enforcement and the military for over 30 years.

Flir Systems offer the widest range of Thermal Imaging Static and PTZ cameras and used across every vertical and environment for the protection of assets. Thermal Imaging cameras have proven to be the preferred choice for security professionals due to cost saving benefits, performance and reliability. Detection distances of 100mtrs to over 30Kms.

Contact - Christiaan Maras

Flir Systems
2 Kings Hill Avenue,
Kings Hill
West Malling
Kent. ME19 4AQ

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www.flir.com



Genetec is recognized as a pioneer in IP video surveillance and a technology leader within the physical security industry. With headquarters in Montreal and offices in Europe, the Middle East, East Asia and the United States, Genetec provides a complete line of innovative IP security products globally. Genetec's success is built on its dynamic team of highly skilled individuals dedicated to the development of tomorrow's cutting edge security technologies and its commitment to customer care.

Contact - Meda Casunean

GENETEC
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www.genetec.com



Hikvision Digital Technology Co., Ltd., the leading supplier of digital video surveillance products with the headquarters in China, has three decades of experience in research and development of video technology. From A/V Compression Boards, Embedded Net DVRs and Multi-purpose Digital Video Servers, to networked front-end products such as IP Cameras and IP Speed Domes, Hikvision provides the most advanced H.264 solution for digital surveillance industry based on its owned patented algorithms.

With 1700 employees located all over China and around the world, in which 500 are R&D engineers, Hikvision has expanded the business from China to worldwide. The dynamic growth has made the company awarded three years in a row by Deloitte as Top 50 High-tech Fast-growing Enterprise in China, as well as Forbes' Most Potential SMEs in China (No. 4 in 2008).

Contact - Tony Yang

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www.hikvision.com



Honeywell Security products are manufactured to the highest standards for performance and reliability. Honeywell security systems can be designed to fit the demands of any building. Using a combination of intruder alarms, CCTV and access control systems – you can protect your premises and assets, monitor and record activity and control the movement of people within your work environment.

Contact - Daniel Wan

Honeywell Systems Group
Unit 6 Aston Fields Road
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Estate
Runcorn. WA7 3DL

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www.honeywellsecurity.com



Hunt Electronics - Established in 1988, Hunt Electronic has the strong foundation in CCTV industry. Along with the rapid growth and expanding of Internet, Hunt now designs and manufactures IP surveillance solution with forward looking and excellent technology.

We own IP camera, NVR, DVR, and Hybrid DVR in our main product line and they can be constituted as a integrated system.

Contact - Yora Yen

Hunt Electronic Co. Ltd
Taipei City
22183
Taiwan, R.O.C China

Tel: 00886 2 8692799 x222

www.huntelec.co.uk



IDIS Europe - IDIS is a global security company that designs, develops, manufactures and delivers surveillance solutions for a wide range of commercial and public sector markets.

Headquartered in Korea and operating across 35 countries and strategic partners, IDIS is the world's leading DVR manufacturer with an annual turnover of \$140 million and more than 1.3 million installations worldwide.

Contact - Brian Song

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www.idisglobal.com



IndigoVision

IndigoVision is a leading manufacturer of complete IP video security solutions. When 'mission critical' really matters, people choose IndigoVision for the resilience of our solution backed by first class support. Working across some 20 market sectors, we serve end users to improve their operational efficiency, enhance public safety and enable timely emergency response.

With our sales and support staff in 30 countries, we partner with some 500 trained system integrators to provide local installation and service to end users all over the world. We provide support from 15 regional centres each with demo capabilities and training services. Truly global presence, backed by local responsiveness.

Contact - Heather Alexander

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Tel: 0131 475 7200

Fax: 0131 475 7201

www.indigovision.com



IndustrialComms is a leading Value Added Distributor of Industrial-grade Communication equipment. Focussing on IP technology we offer ruggedized equipment suitable for outdoor and harsh environmental applications.

We offer an extensive range of fiber-optic transmission, WLAN, Ethernet Extending over Copper / Coax and PoE products which are ideal for IP CCTV and IP Access Control applications.

In addition we offer ruggedized GPRS/3G and ADSL products for Remote Access and WAN applications

Contact - Graham Bull

Industrial Communication
Products Ltd
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Crawley RH10 9PD

Tel: 0203 086 9569

Fax 0203 002 5648

www.industrialcomms.com



At LILIN, we focus on delivering solutions that help our customers benefit from the latest IP technology. With over a 30 year history as one of the World's largest CCTV manufacturers, LILIN is now superbly positioned to transition from traditional CCTV systems to IP Video solutions.

The first company in the World to introduce ONVIF compliant products, the migration from analogue to IP is simple with LILIN because many of the form factors, installation methods and menus remain the same.

Our experience in CCTV has taught us how to make products that are easy to install and easy to operate. The LILIN product line ranges from megapixel cameras, hybrid digital video recorders to standalone encoders and touch screen network video recorders. We take pride in our commitment to perfect customer service, supporting thousands of companies around the world with our products and services.

Contact - Sara-Jane King

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www.lilin.co.uk



March Networks is a leading provider of intelligent IP video solutions. For close to a decade, the company has helped some of the world's largest organizations transition from traditional CCTV to networked video surveillance used for security, loss prevention and risk mitigation.

March Networks' systems, which include VMS software, IP cameras, encoders and hybrid recorders, are used in more than 50 countries.

Contact - Ely Maspero

March Networks S.p.A.
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www.marchnetworks.com



Mayflex has developed its business to become a leading provider of converged IP solutions and is at the forefront of the distribution of innovative IP-based Electronic Security Solutions, with a focus on product performance and customer support. We use our specialist knowledge and experience to bring together best in class infrastructure, networking, and electronic security solutions. These together create a compatible, feature rich, value for money offering to meet the demanding needs of all types and sizes of businesses and organisations in the 21st century. We are committed to becoming and remaining the partner of choice for our customers, helping them to provide effective, value for money solutions of the highest quality. Mayflex are the sole value added distributor for the Avigilon product range.

Contact - Gary Harmer

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www.mayflex.com



Meyertech is the leading independent British manufacturer of CCTV Command & Control Systems with a product portfolio incorporating Digital-IP, Analogue and Hybrid product solutions.

The Meyertech brand is recognised throughout the world for its quality, reliability, innovation and technologically advanced products.

Meyertech achieves the highest standards in all areas of its business activities and is an ISO 9001:2000 company. It conducts its business in an environmentally responsible manner and fully complies with the WEEE Directive.

Meyertech's ZoneVu® and FUSION™ products are manufactured to CE and RoHS compliance standards.

Contact - Andrew Denton

Meyertech Ltd.

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www.meyertech.co.uk



Netgenium Systems are a UK manufacturer IP POE hardware products and also are a software development house.

All Netgenium products compliment the physical security and intelligent building requirements for end users needs and the installer channel offerings. Their IP POE hardware components include Access Control, Intercom, Audio, Public Address, Intelligent Lighting and Video Decoding. The Software developed products include Policy Server (The rules and event scheduler connecting all hardware together over the network to create a true intelligent building system). NGxVision is a video overlay system working with 3rd party recording platforms such as the Cisco VMS, but integrating all Netgenium hardware and interconnecting with products such as Call Manager.

Contact - Glenn Fletcher

Netgenium Systems

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NE10 8YX

Tel: +44 (0) 845 9011148

www.netgenium.co.uk



The world's leading image and IP surveillance solution provider. The company manufactures and ships high quality security & imaging products to buyers worldwide.

In business since 1986, Plustek began as an OEM for many large companies, producing innovative lines including scanners, NVRs, servers and imaging products. Through dedicated design innovation with strict and high quality manufacturing standards, Plustek has grown to become one of the largest image solution providers in the world.

In addition to sales and supporting offices worldwide, China-based factories and offices provide just-in-time manufacturing and superior engineering. This allows Plustek to introduce outstanding new products to the market in high quality and outstanding after sales services

Contact - Edward Hill

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22848

Germany

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Fax: +49 40 52303500

www.plusteksecurity.com



RISCO Group creates IP based integrated security solutions for the global security markets. From software solutions to high-performance wired and wireless integrated systems, the company develops products matching customers' requirements and industry standards.

RISCO Group's solutions for buildings and control rooms, sophisticated detector technology, intrusion and access control systems are found in commercial, industrial, institutional and residential applications around the world.

Contact - Steve Hopkins

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Fax: +44 (0) 1616 555 501

www.riscogroup.com



At the forefront of technology, Mobotix AG is a European provider of high-resolution digital, network-based video security systems. The stock-quoted company, since its founding in Germany in 1999, has emerged as the leading pioneer in network camera technology.

The Mobotix decentralized concept is the first to make the recording of high resolution video streams practical and cost efficient. Embassies, airports, train stations, ports, gas stations, hotels, highways – Mobotix video systems are in use worldwide today. Mobotix ranks as the global market leader in high-resolution video systems with a market share of over 60 per cent.

Contact - Dominic Chapman

MOBOTIX AG

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67722

Germany

Tel: +49 6302 9816-0

Fax: +49 6302 9816-190

www.mobotix.com



NICE Systems is a leading supplier of video surveillance, command and control management and communications interception solutions, serving over 15,000 customers worldwide.

NiceVision® smart video solutions integrate real-time video analysis with recording, transmission and management to enable fast and informed decision-making. Public and private sector organisations benefit from heightened security, more efficient allocation of human resources and powerful insights into operational performance.

Contact - Graham Thatcher

NICE Systems

Tollbar Way

Hedge End

Southampton

SO30 2ZP

Tel: +44 (0) 8707 22 4146

www.nice.com



Raytec are a specialist manufacturer of CCTV Lighting and ANPR hardware. Raytec provide a complete range of World leading Infra-Red and White-Light illuminators for the CCTV/IP Professionals. All our illuminators offer industry leading performance with low running costs and low maintenance. Raytec illuminators offer the following unique performance enhancing features:

- Adaptive Illumination™
- Even Output illumination
- Cool Running™ thermal management system
- Surface Mount LED technology
- Infra-Red and White-Light versions
- Distances up to 300m
- 10 year life / 5 year warranty

Contact - David Lambert

Raytec

Unit 3 Wansbeck Business

Park

Rotary Parkway

Ashington, NE63 8QW

Tel: +44 (0) 1670 520055

Fax: +44 (0) 1670 528447

www.rayteccctv.com



RIVA offers a full IP camera line including all types of high-performance box cameras, domes, PTZ domes, thermal image and bullet cameras and a high quality encoder series, providing brilliant images at resolutions from VGA up to 2 MP/FullHD1080p. Equipped with a standard license of the intelligent video analysis VCA – powered by VCA Technology - at no extra cost, RIVA products can easily be upgraded with cost-effective software modules for special applications.

RIVA products are available by ViDiCore GmbH. For further information, please contact us at www.rivatech.de or info@rivatech.de.

Contact - Conny Meuwissen

RIVA by ViDiCore GmbH

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Germany

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Fax: +49 (0) 2433 970 490

www.rivatech.de



Nedap GB - is a world leader in the manufacturing RFID technologies and integrated native IP based Access control systems.

The AEOS Security management system provides visitor management, contractor management and a plethora of additional vital management information beyond traditional access control software

Contact - Sanna Lanbourn

Nedap GB

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www.nedap.com



Panasonic is the leading branded manufacturer and stands for state of the art technology and an honourable and committed approach to the markets it operates in. With this position, Panasonic benefit from a long established dealer network and we are proud of our comprehensive range of quality products, customer service and support.

Panasonic have a wider range of IP cameras ranging from entry level to external vandal resistant. The range includes both fixed and dome cameras including Super D and Day/Night Features.

Contact - Gareth Matthews

Panasonic

Panasonic House

Willoughby Road

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www.panasonic.co.uk



RedHand is the brand name for the software products developed and supported by Network Connections (UK) Ltd. Network Connections was established in Cheltenham in 1999 and also offers IT Consultancy and Network & System Design services. RedHand was launched 3 years ago to meet the increasing interest in IP technology and its ability to provide flexible and user-friendly security solutions. 'Network Connections' knowledge and understanding of the operations and limitations of IP networks led to the introduction of VisionIP, our surveillance product that provides quality pictures, can reduce installation costs and saves management time. Subsequently the RedHand product range has been extended to include IntruderIP, a truly, live monitoring system that provides Smart Security for Monitoring Centres. The CommandIP software is a unique application, written specifically for Primetech UK Ltd to support their new Incident Management system for the Emergency Services. The system enables voice and video to be viewed and recorded from multiple cameras and PTZ functions controlled remotely, from a single screen.

Contact - Alan Pascoe

Redhand Ltd.

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Bond's Mill Estate

Stonehouse

GL10 3RF

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www.redhand.co.uk



Senstar is the trusted choice and industry leader in perimeter security solutions. Our company researches, develops, manufactures and markets the largest portfolio of sensor technology based security products and systems in the world.

For close to 30 years, our perimeter intrusion detection products have been protecting thousands of sites in more than 80 countries, representing over 30,000 kilometers of installed product. Senstar products provide reliable detection of intruders as soon as they enter restricted or sensitive areas, giving you the advanced warning required to respond.

By offering products that we manufacture, we can service, customize and expand to meet the requirements for any project.

Contact - Malcolm Bullivant

Senstar

Orchard House

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Broadway

Worcestershire WR12 7HU

Tel: +44 (0) 1386 834433

www.senstar.com



Formed in 2011, Secure Logiq is the world's leading producer of ultra-high-performance HD surveillance servers and associated technology. With a research and development centre based in Croydon, UK, Secure Logiq also provides a unique range of professional services and custom solutions to the HD CCTV surveillance and security sector.

Contact - Robin Hughes

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The Enterprise Centre,
Woolpit
Bury St. Edmunds, Suffolk
IP30 9WR

Tel: +44 (0) 203 4755743
www.securelogiq.com



SeSys provide imaging solutions using the latest IP technology. Working in many market sectors to deliver the very best image quality to the user. SeSys also specialize in remote monitoring using cabled networks, wireless networks and alternative technology such as GPRS or 3G mobile networking.

Contact - David Cawkell

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www.sesys.co.uk



Siemens Building Technologies offers intelligent integrated solutions for complete building life cycle management. Interoperability across the areas of security, fire safety and building automation ensures secure investment protection maximising safety and security in the building, resulting in increased productivity and efficiency. From ports, airports, commercial and retail, to banking, government and industrial premises, Siemens provides a comprehensive and environmentally conscious portfolio of products, systems, solutions and services. With one of the largest research and development operations in the world, Siemens has both the knowledge and the experience to deliver the technologies you need. Siemens as a brand is recognised worldwide as representing quality, innovation, leading edge design and reliability – values which are represented across all portfolios.

Contact - Sales Team

Siemens Switzerland Limited
Building Technologies Division Tel: +41 41 724 2424
International Headquarters Fax: +41 41 723 5484
Group Communications www.siemens.com/buildingtech
Gubelstrasse 22, CH-6301 Zug nologies



SilverNet is a leading wireless solution provider dedicated to broadband wireless connectivity, as well as various mobile data applications.

SilverNet focuses on delivering solid-quality, high-performance cost-effective wireless networking devices, as well as total system solutions to its global customers.

Customers include Enterprises, System Integrators, Wireless Internet Service Providers (WISPs) and CCTV Providers.

A wealth of experience in broadband radio equipment and network design enables SilverNet to provide the expertise, equipment, installation advice and support needed to deploy cost-effective wireless networks. See our references!

Contact - Christopher Ballard

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www.silvernet.com



Siquira B.V. is the manufacturer of advanced video surveillance solutions. It provides a full range of network products based on an open technology platform that simplifies integration and installation. Siquira solutions offer a perfect blend of ease of use and processing power, enabling end users to optimize the effectiveness of their surveillance systems while reducing the total cost of ownership. All products and solutions are developed and tested for professional and mission/critical applications, such as at highway departments, airports, seaports, casinos, public transport authorities, hospitals, city centers, shopping centers, military bases, and corporate and government campuses. Founded in 1972, Siquira is committed to providing its customers with expert technical advice and support.

Siquira is a member of the TKH Group, an internationally active group of companies that specializes in creating and supplying innovative telecom, building and industrial solutions. TKH shares are listed on the NYSE Euronext Amsterdam.

Contact - Kate Huber

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Gouda
The Netherlands

Tel: +31 182 592 215
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www.siquira.com



Sony provides network based video security products for surveillance applications that include: IP cameras, network recorders, CCTV, minidome cameras and security software. In addition to setting the standard in the delivery of industry-leading HD products, Sony's hybrid video security solutions allow seamless integration of old and new for today and tomorrow across the complete Sony range and other manufacturers' products. For more information, visit <http://www.pro.sony.eu/videosecurity>

Contact - Adam Coomber

Sony United Kingdom,
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Brooklands,
Weybridge, Surrey,
KT13 0XW

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www.pro.sony.eu



Immix is an open architecture software product which integrates a wide range of security systems providing central stations with a single point of control and service delivery for diverse hardware configurations and to support developing customer needs.

Immix is a UL classified automation software platform designed to receive alarm events from industry standard receivers, video, video analytics and access control systems. Immix is fully compliant with the British Standards 8418 and 5759 and also fully adheres to the Police White paper on use of CCTV images as court evidence.

Contact - Chris Eckersley

Sureview Systems
International
Technium Waterfront
Kings Road
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www.sureviewsystems.com



Tavcom Training is the leading provider of online and classroom based security systems training courses. We provide award winning BTEC certificated courses to installers, operators, managers and designers of Closed Circuit Television (CCTV), Network IP, intruder alarm, access control, fire alarm and all other types of electronic security systems.

Contact - Paul Tennent

Tavcom Training
Claylands Rd,
Bishop's Waltham,
Southampton
SO32 1QD

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www.tavcom.com



TDS are leading specialists in the areas of Enterprise Security Systems and Smart Card deployments. TDS deliver unique solutions specifically tailored to

meet the security market requirements. Our software has been developed and tested in-house by our dedicated software team to provide the best possible solution to our clients. We pride our ethos in specialist consultancy services covering both project implementation and after-care service.

TDS' products have been developed in line with changing technological advancements and customer requirements; we are continuously motivated to bringing new and innovative ideas to our clients. The TDS suite of products include tdsaccess, tdsvisitor, tdsccv, tdsstudent, tdsworkforce, tdsid, tdsnip, tdsip, tdsbiometric, tdsbi and tdsvehicle.

With over twenty years experience providing integrated security management solutions, TDS offers an unrivalled combination of product knowledge, consultancy services, installations and technical support.

Contact - Valerie O'Flynn

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2060 Castle Drive,
Citywest Business Campus,
Naas Road, Dublin 24,
Ireland

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Fax: 00353 1 4663070
www.timedatasecurity.co.uk



Touchstone Electronics is a leading provider of integrated electronic security systems, providing "state of the art" security solutions for a wide range of environments. We specialise in the design, manufacture, supply, installation and maintenance of fully integrated systems for use in video, audio and data management applications.

These systems include high resolution CCTV, Access Control, Fibre Optics, Public Address, Information Displays and Video or Data transmission.

We are able to offer a complete "turnkey" solution, from site survey & system design, through to supply, installation and maintenance. We can also provide custom-engineered solutions using the latest technology, with highly advanced control suites, specialist software, multi-channel video switching, and fibre optic or microwave transmission.

Contact - Steve Tyler

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Teleste is an international technology company that develops and offers video and broadband technologies. Our core business is video - image and data processing, transfer and management. Teleste provides professional solutions for public security, safety and operational video surveillance applications that meet the highest international standards. We are a trusted partner for many major operators in transportation, city-level traffic monitoring, public security, rescue service, and military and border control.

Contact - Luis Coello

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www.teleste.com



Tyco Security Products is a unified group of world leading access control, video and intrusion brands. These brands including American Dynamics and Software House have a wealth of experience in the security industry.

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The Centre for Secure Information Technologies (CSIT) is a new innovation and knowledge centre and is based at Queen's University of Belfast's, Institute of Electronics, Communications and Information Technology (ECIT) in the Northern Ireland Science Park, Belfast. With the total funding in the region of £30M over five years. CSIT will create the security infrastructure needed to safeguard the trustworthiness of information stored electronically, both at home and in the workplace. The Centre will bring together research specialists in complementary fields such as data encryption, network security systems, wireless enabled security systems and intelligent surveillance technology.

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Dr. Santiago Acurio

Dr. Acurio es un experto en Derecho Informático y ha publicado varios artículos sobre la temática en especial sobre los Delitos Informáticos e Informática Forense, es coautor del libro "Derecho Nuevas Tecnologías". Además ha sido conferencista en muchos eventos de seguridad y delitos informáticos en toda Latinoamérica.

María Fernanda Barragán

Ingeniera Electrónica y Especialista en Gerencia. Desempeñándose actualmente como Southern Cone Sales Manager para Arecont Vision y Exacq Technologies, María Fernanda ha acumulado una amplia experiencia profesional y conocimiento de la industria de la seguridad electrónica a lo largo de sus últimos 9 años de experiencia laboral en diferentes compañías líderes de la industria del CCTV.

Marcos De la Cruz

Marcos esta en Fluidmesh Networks desde 2009. Tiene más de 12 años de experiencia del rubro de telecomunicaciones, desarrollando unidades de negocios, áreas comerciales, conceder e integrador de los mercados Networking y de Seguridad Electrónica. Antes de unirse a Fluidmesh, ocupó cargos de Gerente de Ventas de Anixter Perú, Gerente Comercial en Satra Perú, Gerente en Seguridad en Netkrom, Gerente de Marketing de Hellermann Tyton Ltda. Pasó siete años como Consultor Senior en Operadores ISP como Digital Way (Grupo Romero), Winet, Millicon y Jefe de Ventas en el Grupo El Comercio desarrollando el mercado de soluciones inalámbricas con tecnologías Satelitales, Microondas, Enlaces inalámbricos y soluciones de Fibra Óptica y Par Cobre.

Juan Carlos George

Actualmente se desempeña como el Gerente de Ventas Para Latinoamérica habla hispana para Milestone Systems. Ha estado en el sector de la seguridad desde 1993, primero trabajando como integrador de sistemas de seguridad hasta estar en su trabajo actual, donde ha estado involucrado con Milestone desde 2002, empezando con Mexico, luego tomando el control de Centro America en 2005 aprox. y por ultimo, tomando el control de Suramerica en 2009 (excepto Brasil).

César González

César ha sido fundamental en el desarrollo de un amplio reconocimiento de la marca internacional de productos de DIGIOP. El tiene más de 18 años de experiencia en marketing internacional en el circuito cerrado de televisión, control de acceso, incendio y robo de mercados. Ha trabajado para DIGIOP desde julio de 2003. Antes de unirse a DIGIOP, César fue Director de Marketing de Honeywell International, división de video.

Diana Rodríguez

Diseñadora Industrial con especialización en gerencia comercial y énfasis en mercadeo y comercio exterior, Diana Rodriguez se unió a la industria de la seguridad electrónica desde hace 5 años y desde hace 2 años se unió al equipo de Bolide Technology Group. Como coordinadora de mercadeo para Latinoamérica, apoya desde diferentes frentes del mercadeo la gestión de las oficinas en México, Guatemala y Colombia, siguiendo las directrices generadas desde la oficina principal de la compañía en San Dimas, California, USA. De igual manera maneja, se encarga de todas las comunicaciones externas de la compañía y las relaciones con las diferentes asociaciones, foros y publicaciones de la industria.

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