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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

May 2014

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

IFSEC Special Edition

IPfocus takes a look at the UK's
No. 1 Security and Safety Event

Beyond our shores

IP stands for International Perspective

IP UserGroup Events Forge On

IP-in-Action LIVE visits, Lima Peru, Toronto Canada and Coventry

Technical Briefing - Redundancy

Second in a series from Control explaining "the network"



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Smart Buildings



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IT & Cyber
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Integrated
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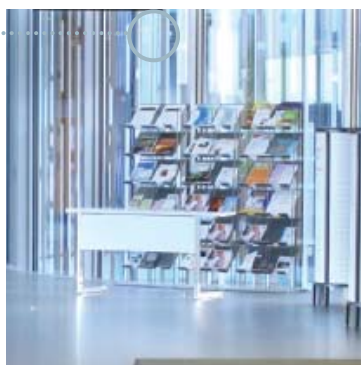
Safe Cities

Organised by



UBM

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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...

Canon Europe Partner with Wavestore



Canon Europe, world leader in imaging solutions, today announces that it has agreed a working partnership with Wavestore, a distinguished security solutions provider, to deliver an intelligent and fully integrated security offering with superior image quality and advanced analytics capabilities.

The partnership will deliver advanced surveillance systems by combining Canon's portfolio of high-quality network security cameras with Wavestore's industry leading video management software (VMS). Both companies are working closely together to ensure that the analytics are faultless and fully integrated, to provide

system integrators with amplified surveillance capabilities. The pan-European partnership will allow both companies to create personalised offerings based on the requirements of the customer.

"We chose to work with Canon as it's a brand that is known for its dedication to image quality, and that's a factor that really resonates with professionals in the network security camera sector," says Justin Wheatley, Director of Engineering, Wavestore. "Canon's portfolio will benefit our system integrators and customers by offering a suite of powerful and easy-to-use security solutions. Canon collaborates closely with its VMS partners on an ongoing basis, listening to what partners want and making modifications where necessary. We're excited to partner with Canon to create a joint offering that lives up to Canon's reputation for imaging excellence." IP

From passive to active video surveillance - with the intelligent cameras from RIVA®

RIVA stands for „Realtime intelligent Video Analytics“ an intelligent 3D-video



analytic system which is already integrated in all RIVA cameras and encoders as a standard feature at no extra costs. The basic version VCA Presence continually tracks moving and stationary objects and persons in predefined detection zones and generates real-time alerts. Up to 40 different zones per image can be set. Furthermore, camera tampering (covering, bagging, defocusing) is detected. A self-learning algorithm ignores repetitive movements like moving trees or rippling water. Thus, false alarms are reduced to an absolute minimum. The following VCA packages can be purchased additionally.

VCA Count is a special counting module with a bi-directional line-crossing filter suitable for people counting in busy doorways and entrances. As a special feature shoulder widths can be entered to improve the counting accuracy. Furthermore it is also ideally suitable for counting vehicles. Thus, this module is used for example to count customers in retail stores or to monitor traffic flows.

The VCA Detect module was specially developed for perimeter protection. It includes the object classification as well as direction-, speed- and dwell filters. That means objects (persons, vehicles, animals) are differentiated and their heights as well as their speeds are detected. The analytics recognizes in which direction an object moves or how long it dwells at a specific point. If a more

detailed perimeter protection is needed, the VCA Surveillance package is the perfect solution. It is based on VCA Detect and includes additionally a filter for access control. Moreover it is optimized for outdoor use. VCA Advanced offers additionally the filter for people and vehicle counting.

While the above mentioned analytic packages are suitable for all Full HD and D1 cameras, VCA Track is a special package for all RIVA PTZ dome cameras and one channel encoders. Additional to the VCA Surveillance functions, this module includes an automatic object tracker. IP

Brickcom Releases FocusEasy™ for Speeding Up the Installation Work

Brickcom Corporation is proud to announce FocusEasy™, a unique and innovative technology which makes focusing a camera easier, faster, and without any assisting equipment! The combination of Brickcom's innovative algorithm and embedded beeper allows the installer to simply rely on his/her hearing and hands to get this task done quickly. With 3 simple steps, even a first-time user can focus the camera in 1 minute with the help of FocusEasy™ technology.

The main concept behind FocusEasy™ is similar to the car reverse radar. During the focusing operation, the focus states can be informed to an installer by the buzzer. The farther the image is from the focus, the longer the intervals between successive beeps are. When the image gets closer to the focus, the beeps go faster. Once the image is focused, the buzzer makes a long beep for 3 seconds as notification. IP

IDIS TO UNVEIL THE ULTIMATE SURVEILLANCE EXPERIENCE

A range of ultra-high definition and full-HD monitors and 4K cameras extends the DirectIP™ total surveillance offering.

IDIS has announced plans to introduce an array of new products to its DirectIP solution suite at this year's IFSEC International. The proposition encompasses a range of Ultra-High Definition (UHD) and full-HD monitors, designed and manufactured specifically for security applications to extend the IDIS single source offering, while new 4k cameras will expand the signature high-performance of the DirectIP line up. With four times the resolution and pixels of full-HD,

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visitors to IFSEC will experience unsurpassed picture quality in 4K resolution and the most comprehensive one-stop-shop surveillance solution in the market today. IDIS will debut the new DirectIP line up at its stand G700, during IFSEC International from 17 - 19 June 2014, at London's ExCel as well as showcasing some new integration capabilities due to be announced during the show. Presented across dynamic solution zones, the IDIS team will take visitors through each zone, demonstrating exactly how DirectIP delivers benefits across the entire security buying chain, from distributors, installers, and integrators through to end user customers. The DirectIP zones will encompass a range of applications for commercial buildings, retail, finance, gaming, and logistics sectors. **IP**

Samsung Techwin at IFSEC 2014: Changing the Face of IP Security

At IFSEC International in June, Samsung Techwin will be showcasing how they are changing the face of IP Security. Samsung will demonstrate how the features and functions incorporated within its latest generation of open platform WiseNetIII IP video surveillance cameras and 'plug & play' network recording devices, are revolutionising the way the industry will work with IP.

Joanne Herman, Marketing Manager for the Security Solution division of Samsung Techwin Europe said "All the 1.3MP, 2MP and 3MP models within the family of WiseNetIII network cameras and domes are extremely easy to install and set up, as are all the Samsung Techwin NVRs.

"However, it is the open platform capabilities of the WiseNetIII DSP chipset that will have the most significant impact on the demand for IP network based video surveillance solutions, and will create considerable sales growth opportunities for our business partners, installers and system integrators."

The open platform nature of the Samsung Techwin WiseNetIII DSP chipset cameras provides users with complete freedom to choose their perfect combination of video analytics and video management software (VMS) which best matches their individual requirements. **IP**

ACTi Corporation, 4MP Hemispheric Camera KCM-3911

ACTi Corporation is an IP surveillance unified solution leader. We provide IP cameras in 1-10 Megapixel resolutions and NVR recording platforms in Software and Hardware. Integrators have the freedom to use ACTi IP cameras with many VMS solutions on the market, or utilize ACTi unified solution (cameras + recording platform).

4MP Hemispheric Camera KCM-3911

KCM-3911 is an all-purpose 4-Megapixel hemispheric camera that is suitable for nearly any indoor application thanks to its fisheye lens that is able to capture everything around it. It contains various viewing modes for different applications - it may be used as a static camera with panoramic view for general overview of the surveillance site, or as a special PTZ camera that only looks at one or more specific areas at a time. **IP**

Avigilon Control Center

Avigilon Control Center 5 is the industry's easiest-to-use and most powerful video management software, built from the ground up to manage high definition footage quicker and easier than ever before. Our most recent release of Avigilon Control Center 5.2 is packed with new features and improvements, including enhanced enterprise level functionality for users looking to manage permissions and administrative rights quicker and easier than ever before. **P**

Hammersmith & Fulham "Crime Cutters"

Hammersmith and Fulham launched its first CCTV system back in 1998 with just 14 cameras. The system now has more than 800 cameras comprising a mixture of fixed and PTZ cameras used to monitor town centres and housing estates.

Following the redevelopment and expansion of Stamford Bridge and the Westfield Shopping Centre the council secured investment to fund a refresh of their control room CCTV system equipment.

Hammersmith and Fulham Council's vision for the project was to create a control room which offered interoperability to integrate disparate systems, hybrid capability to incorporate their analogue systems and scalability to meet their expansion plans and protect their investment by choosing a totally open video management software platform.

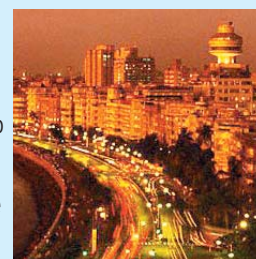
Following their experience of using Meyertech's ZoneVu Series 3 and 328 Video Matrices over the last two years Hammersmith and Fulham had no hesitation in choosing a Meyertech Video Management Software (VMS) solution to realise their vision.

With the installation of Meyertech's FUSION-Core-Solar VMS Hammersmith & Fulham now have a hybrid corporate class ONVIF open platform management system which is designed to meet the needs of the council's public space responsibilities both now and in the future. **IP**

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 Dhabi, 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

Axis Communications is watching ewe...

A North Yorkshire farm has installed the latest in IP video technology to enable everyone to see all the new arrivals of lambs this spring.

Mainsgill Farm in Richmond has fitted an AXIS P5534 PTZ Dome Network Camera to overlook the barn and the pens in which the sheep are giving birth, in order to allow visitors to the farm and its website the unique opportunity to see the lambs being born.

The high definition camera provides a constant live stream of events from inside the barn, showing all the new additions to the flock and giving viewers the chance to watch the lambs being fed. 'Lambing Live', as it has been nicknamed, is not only an educational tool for schools and children, but it also makes fascinating viewing for adults.

As well as the latest Axis cameras, the internet video feed uses 'Streamdays', an open platform hosting solution for converting an IP camera into a streaming webcam, from NW Systems Group.

Frank Crouwell, managing director at NW Systems Group said: "This was a great little project for us. The live video stream clearly provides the obvious 'cute' factor but it also serves as a very good educational tool for adults as well as children.

"As an Axis Gold Partner, we have worked with Axis for 10 years and have always found its cameras to be extremely reliable and durable. We used an AXIS P5534 PTZ camera for this application as the HD 720p high quality footage allows activity in the barn to be clearly



seen in real time. The 360 degree rotation means the camera is easily able to view the whole barn and an 18x optical zoom enables close-up viewing without losing image quality.

"For this installation, we also made use of the camera's audio in/output function meaning that visitors watching the live web feed could not only see what was happening in the lambing barn but also hear it as well - adding to the overall experience. "We currently host nearly 300 of these sorts of live web feeds, especially on our current Streamdays2 platform which is able to stream full frame rate footage. The Streamdays platform is extremely popular with the website attracting 3 million unique visitors every year. The web feeds are mainly used by our customers as a way to drive traffic to their websites and increase visitor dwell time. They provide unique and fun web content that can easily be shared across social media channels."

Andrew Henshaw, owner of Mainsgill Farm added: "The Streamdays installation has helped all aspects of our business grow and expand both in terms of hits to the website and visitors to our farm shop and team room. We have been astounded by its popularity.

"Due to our location, many of our customers can only visit us when travelling across the country to Scotland. The live internet camera feed really allows our customers to feel involved in the lambing from the comfort of their own home.

"The image quality from the camera is excellent, vibrant and just like you are watching it in person. The zoom and positioning of the camera allows us to get a wide scope of our nursery and the movement of the camera can catch everything that is going on with the lambs."

Atul Rajput, regional director, northern Europe at Axis Communications concluded: "This project really shows that the potential applications of network video extend far beyond that of simply security. The live feed has proved to be a real hit and in the last two weeks alone has attracted some 16,000 online visitors - it's a great way to bring nature direct to people's doors.

"The network camera can easily be re-located and reinstalled by the farm staff themselves so it can be used all year round. Even though, it's currently watching the spring lamb nursery, it's previously been used by the farm to monitor goats, llamas and even two camels, Doris and Delilah!"

Bold Gemini monitoring for Kenya Risk



Kenya Risk Consultants Limited is a leading security solutions specialist providing maritime security, close protection and investigation services throughout East Africa and beyond.

Kenya Risk Consultants Limited is a leading security solutions specialist providing maritime security, close protection and investigation services throughout East Africa and beyond. Based on the coast in Mombasa, their expertise is utilised not just for passenger and cargo vessels in a high risk area of the Indian Ocean, but also for blue chip companies, hotels, industrial manufacturers, and the oil and gas sector, across a broad range of security and logistical issues.

To deliver and commission a fully equipped alarm monitoring centre, Kenya Risk turned to another security industry expert, Bold Communications. Bold is an independent software development and projects company providing monitoring solutions for alarm and video receiving centres in the UK, Europe, the Middle East and Africa. Bold solutions may be found in many different types of control rooms - for example, retailers, universities, banks, hospitals, police and military, in addition to commercial,

accredited alarm and video receiving centres.

Any industry standard alarm panel can be received and handled in Bold Gemini as well as a wide range of CCTV systems, lone worker and access control solutions. Interoperability between the different installed security technologies generates a far more effective response at the management level. This provides for services such as alarm verification, identifying the nearest resources to an event. Where custom software development is needed, for example, when a proprietary security product forms part of an overall project, Bold can provide a design and development service. As integration specialists, Bold has significant experience of delivering complex security monitoring solutions, combining event signalling from diverse systems with situational data to generate an effective workflow response. At the control room workstation, event and alarm handling is made clear and simple by the use of a common interface which guides the operator through a series of response tasks.

The challenge facing the user is to find a platform which works effectively across all relevant product

groups, including retained legacy products as well as new technology, at the same time as reducing total ownership costs and, not least, making it all useable for the system operator. Being able to offer a comprehensive list of third party product interfaces is important, but it is also critical to have the capability to adapt their monitoring platform to their specific needs. Kenya Risk's CEO, Niklas B Rogers, commented, "Bold provided a very comprehensive monitoring solution which closely matched our requirements and handled the whole project with great speed and efficiency. The Gemini system does exactly what we need at the moment but it also offers the capability to expand our range of security monitoring services in the future. Our operators are very positive about using the software which is well thought out and easy to use." Gemini handles the complete range of communications modes and alarm signalling protocols, and supports all the popular CCTV control room solutions and lone worker products. The Gemini platform provides a core, multi-protocol solution with workflow task processing and unlimited scalability for all monitoring control rooms, supported by Bold 24/7 technical specialists.

Hikvision Helps London Borough Build Extensive CCTV Solution

Many people know that England has the most intensive CCTV system in the world. In the security world, at this point, it's fairly common knowledge. In fact, it is estimated that there is one camera for every 32 people in the UK.

However, what is not commonly known is that the London Borough of Hammersmith and Fulham in West London has the largest "town center" CCTV scheme in the entire country. This Hammersmith Town Hall project represents a blending of public and commercial CCTV systems that ultimately compose a very large and thorough CCTV system; one that covers public space areas and public space partners to represent the entire civic community.

"Public space partners can be defined as private companies that have a vested interest in the wellbeing of the community and the CCTV system that protects it," explained John Baldwin, Managing Director at Chroma Vision Limited, the System Integrator of this project. "For example, the Chelsea Football Club is part of this CCTV solution, so public administrators are able to view Chelsea F.C.'s cameras."

This overall solution has been a steady work in progress. Yet, when it came time to choose a DVR and platform software manufacturer, Chroma Vision Limited presented Hikvision and the CCTV administrators were impressed.

Gradual Improvement

In fact, the London Borough of Hammersmith and Fulham's current CCTV system is the culmination of gradual improvement. Roughly 10 years ago, Hammersmith and Fulham began switching out existing VCR units to new DVR models. However, the council's first attempt did not go as smoothly as it would have liked. Two years after the initial DVR units were installed, a change was in order.

"Initially, the council in charge of this transition chose a different manufacturer. Simply put, this manufacturer was not as dependable and the support was not there. As such, Hikvision was chosen because it represents a robust DVR manufacturer that supplies a networked DVR solution capable of recording all of the councils existing CCTV cameras as well as providing 100% expansion capacity. The recorders had to record high quality 4CIF images at a minimum of 12fps and allow the client to install their own Hard Drives and be license free at the point of review," related Mr. Baldwin.

Specifically, Hikvision's DS-9116HFI-ST Standalone DVR was chosen for this job. For this specific solution, aforementioned features such as 4CIF resolution real-time recording and excellent HD storage capacity were integral towards the overall success of this project; but interestingly, it was not only physical requirements such as these that sold Hammersmith and Fulham - it was also Hikvision's product support. This support brought



confidence, and it enabled both Hammersmith and Fulham officials to build a growing, and mutually beneficial, relationship with Chroma Vision Limited.

And from this growing relationship, Hikvision's iVMS-4200 Video Management Software was also introduced.

This software acts as the backbone of this overall solution. iVMS-4200 VMS works as a common platform for the DVRs and other hardware (such as cameras) that connect the police department, managers, and other administrators to the overall network. This software allows all of these individuals - set in various locations throughout West London - to access the system.

Importantly, any image deemed of interest can immediately be sent to special monitors in the central control room. These highlighted monitors, called "Monitor Walls," allow officials in these control rooms to more easily, and efficiently, identify any potential threat and properly respond to it.

Features such as multi-level user management, configurable live-view screen and multiple-screen live view options, as well as allowing all Hikvision devices to be connectable provide the necessary flexibility and individuality that helps this solution ultimately succeed.

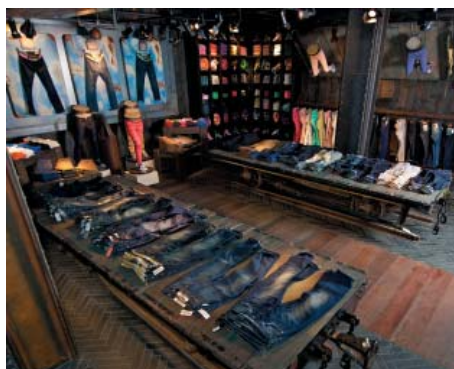
Axis is the perfect fit for fashion giant

International apparel brand SuperGroup has turned to Axis Communications, the global leader in network video, to replace its legacy, outmoded surveillance system in order to improve safety and security across its European store network.

Founded in 1985, SuperGroup has developed to design and sell a wide range of premium men's and women's clothing under its flagship brand, Superdry. With over 100 UK and European standalone stores and over a further 250 UK and international concessions, franchised and licensed stores, it required a modern, feature-rich surveillance system that was simple, scalable and aesthetically pleasing.

Scott Brothers, retail business development manager for northern Europe, Axis Communications explained: "SuperGroup had a very specific set of requirements. From a security perspective, it needed a state-of-the-art surveillance system that would provide greater coverage of the shop floor and high-risk areas, it also needed high-definition image quality and network video capability for better identification of offenders.

"However, any system had to be inconspicuous and aesthetically pleasing to the strict design and layout of the stores that is governed by the brand."



Darren Conway, health and safety and loss prevention manager at SuperGroup added: "We have a very specific aesthetic in all our stores, characterised by dynamic, low-level lighting, reflective surfaces and LED signage; we've found that a lot of cameras lose image detail in these conditions."

Working closely with video management software and network video recording specialist, Wavestore, Axis was able to design a custom surveillance solution which met all of SuperGroup's requirements and fitted in perfectly with its unique store design. AXIS M30 and AXIS P33 series ultra-compact fixed dome cameras were chosen for the SuperGroup UK installation due to

their crystal-clear picture quality and broad field of view, utilising Axis' unique Corridor Format display.

Darren continued: "With our old system, we had to flood each store with around 30 analogue cameras. In such a confined space, they really detracted from the look of the store fit-out and we still had an unacceptable number of blind spots. With Axis cameras we've now reduced the number of cameras in our stores to between six and 12 which cover the entire store in perfect HDTV quality.

"Not only have we been able to reduce the camera count at each store by between 60 to 80%, feedback from our store managers has been fantastic with incident identification now up to 100%."

The installation has been so successful that Axis and Wavestore are currently trialling further integrations in SuperGroup's UK stores, such as a system to automatically notify nearby staff when a customer enters the fitting room area.

Scott continued: "The SuperGroup partnership is yet another example of how Axis is being specified by some of the UK's leading brands to deliver cutting-edge solutions to improve security and the wider customer experience.

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.

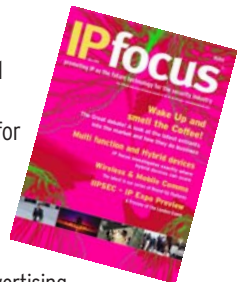
eNewsletters - The IP UserGroup maintains contact with the Affiliates and members via regular eNews letter, eMagazine (IPfocus PDF) and Technical Bulletins. Comprising a combination of news, technical information, product and Affiliate membership news.



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.

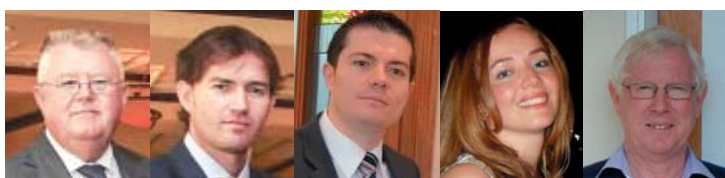
Individual (Subscriber) Members These Members will gain access to ALL educational material, case studies, white papers, news and comment. They will also be able to access the bulletin boards and be on the circulation list for the eNewsletters, Technical Bulletins and IPfocus@eZine. - In some cases additional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

VP Operations
IP UserGroup LATAM
Pablo Reyes

Account Exec
IP UserGroup USA
Nacho Mosquera

Event Co-ordinator
IP UserGroup UK/EU
Ingrid Spindler

Financial Controller
IP UserGroup UK
Chris Phillips

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:

- Monterrey - Mexico 29th May 2014
- Dominican Rep 21st August 2014
- Buenos Aires - Argentina 20th November
- Montevideo - Uruguay 25th November 2014

Programme IP-in-Action LIVE USA

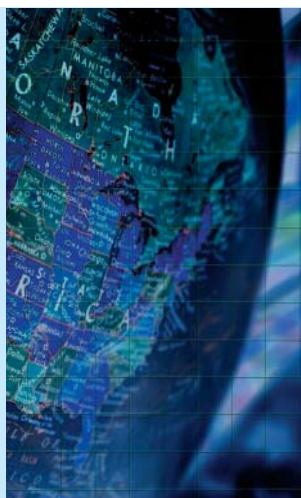
- Toronto Canada 25th June 2014
- Washington DC 18th September 2014
- San Francisco 12th November 2014
- February 2015 - TBA

Programme IP-in-Action LIVE UK / EU

- Reading Holiday Inn - 5th June 2014
- Cambridge Menzies - 4th September 2014
- London Gatwick Holiday Inn 4th December
- March 2015 - TBA

Programme IP-in-Action LIVE India

- April 2015 - New Delhi
- October 2015 - Mumbai



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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 40,000 and our IP-in-Action LIVE events continuing to be a great success, we welcome: Netgenium Systems and Teleste UK Ltd and welcome back Xtralis. PLUS Intelligent Security Systems (ISS) in the USA and Anixter and VisionxIP in Latin America. See page 40 for UK Directory and the full listing of our USA and Latin American Members.

IP UserGroup United Kingdom & Europe



Netgenium Systems
Gateshead NE10 8YX
Tel: +44 (0) 845 9011148



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. This then enables handset menu structures to call speakers, view IP cameras and open doors etc.

NGxView software is a VMS platform working with Axis, LG, and Canon cameras and also connecting out of the box with all Netgenium hardware. Camera video images are Recorded on storage cards within the cameras or by using the Netgenium storage card IP POE modules. No recording servers are required.

Teleste UK Ltd.
Peterborough PE8 5PR
Tel: +44 (0) 7976 626561



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.

Xtralis
Hemel Hempstead HP2 7BW,
Tel. +44 1442 242 330



Xtralis is a global leader in very early warning smoke detection and control systems, traffic detection systems and interactive video security solutions which protect business-critical assets across the world. Xtralis operates a global network of companies in Australia, Asia, Europe and the Americas. Brands include; Xtralis ADPRO Video Security Systems and Solutions, Xtralis VESDA Air Sampling Smoke Detection Systems and Xtralis ASIM Traffic Management Solution

IP UserGroup United States of America



Intelligent Security Systems
Woodbridge, NJ 07095 USA
+1 732 855 1111



Intelligent Security Systems is a leading developer of security surveillance & control systems for networked digital video & audio recording, video image pattern processing and digital data transmission. ISS systems can be integrated with access control systems, fire and life safety, and can be made compatible with virtually any third party security equipment. Having considerable scientific and engineering potential, and significant experience in deployments of integrated security systems, the company continuously develops functional capabilities of production, acquiring an advantage in the global market of video surveillance and security.

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





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.

IP UserGroup Latin America



Anixter
Illinois, USA
+1 786 206 7663



Anixter is a global supplier of communications and security products, electrical and electronic wire and cable, fasteners, and other small components. We help our customers specify solutions and make informed purchasing decisions around technology, applications and relevant standards. Throughout the world, we provide innovative supply chain management solutions to reduce our customers' total cost of production and implementation.

For customers around the world, Anixter combines superior product offerings with unparalleled technological expertise and innovative Supply Chain Solutions. Whether it's providing products for a wind farm, data center or an automotive manufacturing production line, Anixter brings this vast experience and expertise to every customer.

VISIONxIP
Miami Beach, FL 33139 USA
+1 305 507 7100



Our goal is safety, which is why we work to improve our quality of products and services every day. It's part of our processes continue to improve our capabilities to the benefit of our customers and partners. Constantly incorporate new technologies and standards worldwide security oriented, being the vanguard in the entire segment of video surveillance. At the same time incorporate network infrastructure solutions according to the demands of the segment are those of Fiber Optics, High Performance Structured Cabling, Wireless and Wired Connections Professional High Definition analog solutions.

Thank you for your visit and any doubt or question, we invite you without any commitment to send an email to info@visionxip.com.

VISIONxIP RealTime Monitoring, Your safety, our goal

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



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.



VIVOTEK Surveillance Cameras Were Installed to Enhance Security in Santo Domingo Airports

Background: Higher Level Security Is Needed for Combating Crimes in Airports Santo Domingo, the capital of the Dominican Republic, is the largest city in the Caribbean region.

The city accommodates some of the largest and busiest international and domestic airports in the Caribbean, such as the Las Américas International Airport (AILA) and the La Isabela International Airport. AILA is one of the busiest airports in Santo Domingo, receiving a variety of aircrafts, such as Boeings and Airbuses, and handles roughly 3.1 million passengers annually. La Isabela International Airport, on the other hand, is a fairly newer airport, which just opened in February 2006 to replace the former Herrera International Airport. La Isabela is the major hub for Dominican airlines that operate to and from other Caribbean Islands. In March 2014, Metrotec, a local system integration partner of VIVOTEK, was commissioned to upgrade the surveillance systems at the two airports. The primary reasons for upgrading the surveillance systems in both airports was to combat crime and drug trafficking, prevent loss of luggage, and identify unattended luggage by improving the monitoring and screening of passengers and cargo in the airport. To maximize security, Metrotec carefully chose VIVOTEK's Network Bullet Camera IP8362 and the Speed Dome Network Camera SD8362E for this project. AILA was fitted with 100 IP8362 and 42 SD8362E cameras and La Isabela International Airport was fitted with 25 IP8362 and 5 SD8362E.

Solution: Integrated System, Enhanced Airports Management and Operation The IP8362 is a top-of-the-line full HD bullet network camera designed for diverse indoor and outdoor applications. It features wide dynamic range (WDR) enhancement that allows surveillance in high-contrast lighting conditions, such as near entrances or around airport lobbies and aircraft parking, where both bright and dark areas lose detail. The camera also offers extra smooth video quality with up to 30 fps @ 1080p full HD. In addition, because international airports operate on a 24-hour schedule, the IP8362 comes with a removable IR-cut filter and built-in IR illuminators that facilitated both day and night applications. Other advanced features include tamper detection, 802.3af compliant PoE, and a MicroSD/SDHC card slot for onboard storage.

Tampere City Department of Social Services and Health Care select Avigilon



Resolving Crime; Improving Quality of Care

Tampere installed the Avigilon solution with several key goals in mind. Firstly, the department wanted a reliable way to clearly capture and record data about its facilities, patients, and employees to successfully resolve issues and ultimately reduce criminal activity. Secondly, employees needed a system that would assist with patient control, particularly during the evening and night shifts when only a few nurses are on duty.

Challenge

Reduce incidents of violence and crime, better protect patients and its 5,600-plus employees, and improve overall best practice in their health care facilities.

Solution

Avigilon was able to leverage the Tampere City Department of Social Services and Health Care's 600 existing analogue cameras and assist them with the transition to IP with 67 Avigilon video encoders, while simultaneously adding an advanced high-definition surveillance system consisting of cameras and software. The department installed more than 335 Avigilon HD cameras ranging from 1MP to 5 MP across their properties, all of which are monitored 24/7 and managed using the Avigilon Control Center (ACC) software with High Definition Stream Management (HDSM) technology. With 13 Avigilon Network Video Recorders (NVRs) and plans to upgrade its remaining 25 servers to Avigilon, Tampere stores up to two weeks of continuous surveillance footage.

Benefits

The department now has a reliable way to clearly capture data in its facilities to lower criminal activity, monitor patients, enhance the health care service provided, and improve onsite safety. With the user-friendly Avigilon Control Center software, officials can now easily find the right information for quick incident resolution, leading to improved processes and procedures, and convictions, when necessary. The department has also saved tens of thousands of euros in theft and damage, and has significantly reduced the

number of false liability claims.

- Patient and employee safety improved
- Better patient control and higher quality service
- Faster and more successful investigations
- Theft, vandalism and crime reduced
- False liability claims reduced



The Avigilon Solution

Previously, the Tampere Department of Social Services and Health Care had an analogue-based surveillance system that only monitored the exterior of its buildings because budget did not allow for an indoor system. "We have learned through experience that it is also very important to cover the corridors and lobbies to effectively track client movement," noted Mr. Rae. "Our nurses rely on the Avigilon system at night to monitor activity throughout the health centres to ensure their protection." And with more cameras monitoring a larger area, users have more opportunity to capture a clear image of an individual or incident for positive identification.

The Tampere Department of Social Services and Health Care installed more than 335 Avigilon HD cameras ranging from 1MP to 5 MP across its properties, all of which are monitored 24/7 and managed using the Avigilon Control Center (ACC) software with High Definition Stream Management (HDSM) technology. The department relies on 67 Avigilon analogue video encoders to improve the performance of its existing 600 analogue cameras. With 13 Avigilon Network Video Recorders (NVRs) and plans to upgrade its remaining 25 servers to Avigilon, the department stores up to two weeks of continuous surveillance footage.



Meet Avigilon's
new HD Pro camera –
the industry's most powerful HD
camera. Built on our new H4 platform,
it delivers the ultimate combination of image
performance, processing power and bandwidth economy
in 8 MP, 12 MP or 16 MP resolutions. Whether it's a stadium, airport
or parking lot, you can cover more area, more efficiently than ever before.



Learn how this camera is
taking surveillance to the
next level at avigilon.com/pro

AVIGILON

Get Connected @ IP-in-Action LIVE Now!

IP-in-Action LIVE
Cambridge UK
Thursday 4th September
Menzies Cambridge Hotel



IP-in-Action LIVE
London Gatwick UK
Thursday 4th December
Holiday Inn Gatwick Worth

IIPSEC2015

International IP Solutions Exhibition & Conference
www.iipseconline.com

YES IT'S BACK - WATCH THIS SPACE!

Coming Events in Latin America & Canada



IP-in-Action LIVE Canada
Wednesday 25th June
www.ipusergroupusa.com



IP-in-Action LIVE Dominican Republic
Thursday 4th Sept
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

IP-in-Action LIVE Southampton

An Absolute IP Fest!

Thursday 5th December 2013 - Solent Hotel and Spa

As the Security and IT landscapes collide, it is clear that security professionals will need to gain new skills and expertise to develop their businesses over the coming years.

This was illustrated at the Solent Hotel and Spa Fareham as the exhibitors, delegates, speakers and VIP guests gathered to engage with the latest network based security and safety solution, discuss the issues of migration to IP and pick the brains of those who are actively involved in the technology.

Paul Hennings chair of the event explained, "The range of products on display and the wealth of expertise shares during the seminars indicate that there is a hunger for knowledge, a need to develop partnerships and yet huge opportunities available by embracing the digital and in particular IP age. I would encourage the industry as a whole to give IP a chance, learn more about the benefits, take up the challenge and reap the rewards".

NIS Addresses an Eager Audience

Nigel Aitkin - Change Manager
National Security Inspectorate



The National Security Inspectorate is the specialist approvals and certification body that inspects companies providing home security, business security and fire safety services.

Representing the NSI, Nigel Aitkin, Change Manager at the NSI, addressed the delegates and exhibitors introducing the role of the NSI registration schemes, the need for certification and why member companies should look closely at the latest security technology and embrace the opportunities that digital and IP based security and safety systems can offer.

Quiz the Guru Session

Chaired by Paul Hennings and featured a panel of speakers and exhibitors. This was your opportunity to "ask the experts" about any issue relating to Security Technology, the trends in the Industry, personal hints and tips and to engage with other delegates with the intension of sharing knowledge and experience. Delegates could submit questions in advance during the registration process or simply ask away on the day - this session was recorded for publication.



The questions from the floor and members of the panel were many and varied, including topics such as: Importance of Standards, Best practice, Network Infrastructure Issues, Securing Security, Educating End Users, consultants and Installers, Engaging with IT and Learning from the past. Panelists included: Tony Elvidge - Control, Andrew Denton - Meyertech, Nigel Aitkins - NSI, Phil Hutton - Tyco Security Products, Tarik Khamliche - Aver Information and Carlos Barradas - D-Link.

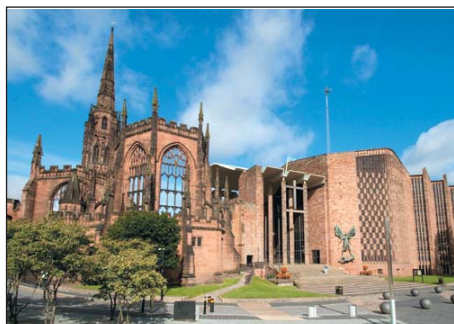
Participating Companies in Brief

Acab BFI - Distributor
Adena - Distributor (Canon)
Aditech - Biometrics
Arecont Vision - Megapixel Cameras
Aver Information - IP Video Specialist
Canon Europe - IP Cameras
CEM - Access Control
Control - IP Infrastructure
D-Link (sponsor) - Network Solutions
DRS Technology - Thermal Imaging
Exacq Technology - IP/Hybrid VMS Solutions

IP UserGroup International
IPFocus Magazine
Meyertech - Video Management Systems Designers
National Security Inspectorate
Professional Security - Media Partner
RISCO Group - Cloud Based Access Control
Sesys - Network Video
Teleste - IP based end-to-end VMS solutions
Tyco Security Products - Integrated Systems
UTC Fire and Security - Electronic Security and Fire Safety

IP-in-Action LIVE takes Expertise and Knowledge to Coventry

Holiday Inn, Coventry, 6th March 2014



IP-in-Action LIVE visited the centre of the East Midlands for the second time. With more than 100 security technologists attending, this event was one of the most popular of the year. The delegates and guests were treated to sixteen exhibitors representing more than forty companies and brands plus the sessions in the lecture theatre.

The packed event comprised of:

- * The IP UserGroup Networking Dinner at a nearby restaurant on 5rd
- * Full Programme of Exhibits, Demonstrations and Seminars
- * FREE Buffet Lunch Sponsored by IP Focus Magazine
- * PLUS the opportunity to **Quiz the Guru** in an open to the floor session where delegates asked the experts in a panel discussion.

Participating Companies

Acal BFI - Distributor
Aditech - Biometrics
Aver Information - IP Video Specialist
Canon Europe - IP Cameras
Control - IP Infrastructure
DRS Technology - Thermal Imaging
IP UserGroup International
IPfocus Magazine
Meyertech - Video Management Systems Designers
Mobile Mark - Antenna Solutions
Norbain - Distribution
National Security Inspectorate
Professional Security - Media Partner
RISCO Group - Cloud Based Access Control
SIQURA - IP Video & Transmission
Teleste - IP based end-to-end VMS solutions
UTC Fire and Security - Electronic Security and Fire Safety
VISTA CCTV - Analogue & IP Camera Developers

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



Partners on the Network Educational Programme 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

Tony Elvidge, VP Sales and Marketing at Control
Control explains in plain English - The value of Power-over Ethernet for Security Professionals...



Cameras born of the Broadcast Industry

Joe White Channel Development Manager
Canon Europe



Back to Basics - the crucial issues when selecting IP Cameras

Fundamentals of Thermal Imaging

Bob Atkin Field Sales Manager
Acal BFI UK Ltd.



A Masterclass on Thermal Imaging

IP Migration Step by Step

Gareth Ellams IP Video Specialist
VISTA CCTV



Managing the Transition

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 Paul Hennings

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



IP-in-Action LIVE Cambridge

Thursday 4th September 2014 - Menzies Hotel Cambridge + IP UserGroup Golf Challenge

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 Menzies Cambridge Hotel 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!

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 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.

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

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

IP UserGroup Golf Challenge

18 Hole Stapleford tournament on the afternoon of September 3rd, on one of the country's premier golf courses. Includes Bacon Butties and Coffee prior to tee off. Prizes will be presented at the Networking Dinner in the evening.



The Menzies hotel in Cambridge is set in 200 acres, the Menzies Cambridge golf club enjoys a tranquil setting, just five miles outside the famous university city.

With our par 72 golf course measuring 6750 yards, it is a superb venue to relax into a leisurely days play

Please indicate when registering if you wish to join us. Golf, dinner and accommodation packages are available

Etrovision's Vehicle Access Control System

Forgetting where one's car is in a large parking facility is time consuming and frustrating. Moreover, the inconvenience is compounded when you have just disembarked from a long flight.

Taiwan Taoyuan International Airport in Taiwan is using Etrovision's EtroGate ANPR (Automatic Number Plate Recognition) system to help drivers quickly and conveniently find their cars in the airport's parking facility. The airport's parking facility has over 2,000 parking spaces which are managed by the Etrovision ANPR system. The EtroGate ANPR system is part of Etrovision's EtroCenter VMS (Video Management System). The ANPR feature is an advanced option available in the EtroGate access control system.

Using IP surveillance cameras, the system captures the license plate number upon entering the parking facility. Subsequently, the cameras



also capture and store the car's eventual parking spot location in EtroGate's ANPR database. Each parking space has an associated camera to track the car parked in that space. Customers can then access kiosks to look-up where their car is in the parking facility using their parking ticket or by the license plate number.

A CCTV system was originally proposed for the project, but Etrovision's ANPR solution with IP

cameras were determined to be more cost effective when all factors were considered. Not only did the CCTV system require more servers (1 PC/32 cameras) than EtroGate's ANPR system (1 ANPR Server/100 cameras), but the CCTV system also required video capture cards for the PCs which were not needed for the EtroGate ANPR servers.

A considerable amount of coaxial cable also would have been required for the CCTV system. Although the Etrovision system required more network cabling, using PoE (Power Over Ethernet) reduced the amount of cabling required. In addition, the CCTV system's power consumption would have also been far higher than Etrovision's ANPR solution. Taking into account installation and operational costs, the Etrovision EtroGate ANPR system costs 40% less than comparable CCTV systems.

Heathrow improves efficiencies with CEM Emerald

The CEM Systems Emerald, multi-functional touch screen terminal has been installed in Heathrow Airport, UK. As one of the world's busiest airports, serving over 184 destinations across 80 countries, Heathrow Airport needed a reliable, innovative, intelligent device to ensure the highest levels of security as well as increasing operational efficiency.

Heathrow Airport, a long standing CEM customer, is using Emerald to control critical paths and restricted zones that are permanently manned by security personnel. Emerald will provide security staff with a clear, visual, colour image indicating the card status i.e. access denied or access granted. emerald will also enhance security at Heathrow's Campus area where all cargo, staff and crew are processed before gaining access to the airside area. This is a critical part of Heathrow's security operation where the highest level of security is required.

CEM Systems has been working with Heathrow Airport for over 20 years securing all five terminals with AC2000 Airport; CEM's aviation specific access control and security management system. AC2000 Airport provides Heathrow Airport with a flexible and customisable security solution to meet their unique and growing security requirements.

AC2000 Airport protects staff, aviation equipment such as air bridges and luggage carousels, and millions of



passengers each year. As well as utilising AC2000 software modules such as AC2000 AED (alarm event display), AC2000 T&A (time & attendance) and AC2000 VIPPS (visual imaging pass production system) the airport also has over 4000 readers from the CEM S600 range and a number of S3030 portable readers for airport roaming security.

Adding to the existing range of hardware, Emerald is now installed in the Heathrow ID centre and the Campus area. "As an intelligent device Emerald goes beyond securing premises; it empowers users, improves overall business needs and increases operational efficiency" said Andrew Fulton, Senior Director of Global Sales, CEM Systems.

Featuring a touch screen reader and controller in one, and built in Voice over IP (VoIP) intercom functionality removing the need for an additional intercom system,

Emerald uniquely enables data normally only available on the CEM AC2000 access control client PC to be accessed locally and securely at the door through its range of Remote Applications. They display real time security information and statistics such as card status, scheduled visitors, top system alarms and most recent alarms on the terminal.

Additional applications include First and Last swipes that can be used for time and attendance purposes, Card Details for individuals to determine access levels and card expiry date, and Change PIN that allows users to proactively change their own PIN without contacting the system operator. This data can only be accessed by those with the correct cardholder privileges.

Emerald now has the ability to display rotating advertisements or information announcements. This feature can be used to display Health & Safety notices or company updates, as well as advertisements which businesses can use to assist in revenue generation.

Entry Checklist Mode enables emerald to display a sequence of images and questions relating to business requirements such as Security or Health & Safety, which users must answer positively before the door will open. If the employee answers No to any of the mandatory questions the door will not open. This enables the business to enforce their Health & Safety Policy at the edge of their access control system.



ZOOM AF

3x/10x/18x/33x

ALWAYS IN FOCUS



All Zoom AF models equipped with Auto Focus Zoom Lens (3x, 10x, 18x, **33x**) delivering a sharp, clear image and ideal for a variety of surveillance applications.

FLIR launches range of innovative and affordable security products at IFSEC 2014

At this year's IFSEC exhibition in London, UK, FLIR Systems will be launching a full range of innovative security products which will make security monitoring more affordable and accessible both for consumers and professional users.

FLIR's new introductions include three lines of thermal security cameras, a new cloud-enabled service platform, a new line of thermal cameras with integrated temperature measurement and a new Megapixel DVR and Camera line-up.

FLIR releases line of affordable thermal cameras

FLIR is releasing three new lines of its industry-leading thermal security cameras at price points rivaling those of visible light cameras. With variants ranging from the Thermal Mini Bullet cameras with 50i and 25i fields of view, to Thermal Bullet and Thermal PTZ cameras with standard- and high-resolution detectors and fields of view as narrow as 9i, FLIR's new thermal camera offerings establish new price & value levels for the industry while maintaining FLIR's high quality standards.

Announcing FLIR Cloud services platform for security products

FLIR is proud to introduce FLIR Cloud, an easy-to-use cloud-enabled service platform that offers instant remote access to FLIR security products using a smartphone / tablet (iOS / Android), PC, or Mac. FLIR Cloud ensures reliable connectivity with a quick and simple 3-step setup process that makes complicated networking and port forwarding a relic of the past.

Popular FC-Series thermal cameras add temperature measurement

FLIR is releasing a variant to its popular, industry-leading FC-Series S thermal cameras: the FC-Series R will combine all of the in-demand attributes of the FC-Series S with a new non-contact temperature measurement capability. With this added capability, FC-Series R cameras are the perfect solution for condition monitoring, trend analysis, predictive maintenance, fire detection, and safety monitoring, as well as its typical security role.

FLIR Launches MPX - Megapixel DVR & cameras over Coax / UTP

FLIR is introducing the MPX DVR and Camera line-up, offering Megapixel resolution over standard coaxial / UTP cable at price levels well below IP. The new M3400 Series MPX DVR and compatible MPX Cameras provide an affordable and simple-to-use HD system with advanced features, without any networking complexities. MPX offers an ideal retrofit solution for end-users employing D1 / 960H analog systems who wish to upgrade to High Definition picture quality without running new cabling.

FLIR Systems at IFSEC 2014

From 17 to 19 June 2014, you will be able to discover FLIR's comprehensive range of security products at the IFSEC exhibition in London at booth E730.

FC-Series S now with price reduction of up to 40%

FLIR's FC Series S cameras have been designed for high performance, easy installation, and long-term reliability. The prices of these cameras have recently dropped significantly.

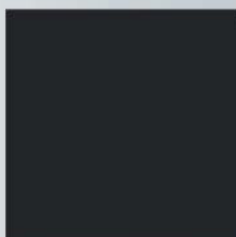
Safety is not expensive
it's **priceless**

FLIR

FLIR FC-Series S

Extremely affordable, network-ready fixed mount cameras

FC-Series S thermal security cameras let you see intruders and other threats to your facility clearly in total darkness and in bad weather. Fully enabled for control and operation over digital and analog networks, FC-Series S thermal imaging cameras are available in 320 x 240, and high-resolution 640 x 480 formats.



Normal vision



Thermal image

ONVIF

If you want to have more information about the FLIR FC-Series S or any other FLIR thermal imaging camera please contact:

FLIR Commercial Systems
Luxemburgstraat 2
2321 Meer
Belgium

Tel.: +32 (0) 3665 5100
Fax: +32 (0) 3303 5624
e-mail: flir@flir.com

www.flir.com

The images displayed may not be representative of the actual resolution of the camera shown. Images for illustrative purposes only.



UTC Fire & Security

A United Technologies Company

IPfocus

UTC BIS to unveil Powerful New Video Solutions at IFSEC



UTC Building & Industrial Systems, a unit of United Technologies Corp. (NYSE: UTX), is launching new video recording and management solutions at the upcoming International Fire and Security Exhibition and Conference (IFSEC), stand G1300, Hall S14.

As part of its exhibit, the company will introduce TruVision TVN10, a plug-and-play entry-level network video recorder (NVR) featuring megapixel resolution at analog system prices without the need to deploy expensive information technology infrastructure. The TVN10 helps integrators support smaller commercial

installations of megapixel technology by providing an affordable, easily deployed solution. The unit offers an all-in-one design with Power over Ethernet (PoE) ports built into the chassis and full control via front panel buttons and a mouse. The TVN10 can also be operated remotely using its full-featured Web browser interface or the TruVision Navigator video management and TVRmobile software applications.

TruVision TVR10

"Installing the TVN10 is easy and cost-effective," said Kevin Swann, country manager, Fire & Security UK, UTC Building & Industrial Systems. "This NVR is a flexible, high-performance solution. Whether you need to protect one site or hundreds, they can now all be controlled remotely from a smartphone or tablet." The company will also showcase three additional video recorders. The NVR21 plus can record video from eight to 32 IP cameras in real-time, high-definition resolution. Two new high-performance analog digital video recorders (DVRs), the TVR42 and TVR12, offer premium

960H resolution while recording up to four, eight and 16 cameras. TruVision Navigator 5, Interlogix's open-architecture commercial video management software, has also been updated to accommodate new cameras and recorders while remaining backward-compatible. Navigator 5 is compliant with Internet protocol (IP) cameras from all major manufacturers and integrates, manages and controls multiple recording devices, such as DVRs, hybrid DVR-NVRs and commercial off-the-shelf servers. The software also allows the deployment of any combination of analog and IP devices within the same environment. "At IFSEC, we will showcase a comprehensive choice of IP and analog video products that have been extensively tested for superior image quality and long-term reliability," Swann added. "They give the benefits of easy installation and consistent interfaces, as well as backward compatibility to protect customers' long-term investments." Full training and support are provided for all network security and video products

UTC BIS to showcase Network Transmission Switches that deliver Higher-Performance IP Video and Security

UTC Building & Industrial Systems, a unit of United Technologies Corp. (NYSE: UTX), will show its extended range of network transmission switches at the upcoming International Fire and Security Exhibition and Conference, stand G1300, Hall S14.

Its innovative product line will help security installers deliver high-performance Gigabit Ethernet (GigE) transmission and efficient Power over Ethernet (PoE) distributed power solutions for all Internet protocol (IP) video and security projects. The extended line includes 15 new IFS network switches and media converters that bring high-speed GigE performance, high-power PoE options and innovative diagnostic tools to the installation and maintenance of commercial networked IP video systems.

UTC BIS to showcase Network Transmission Switches that deliver Higher-Performance IP Video and Security at IFSEC

8 Port 10/100/1000BaseT Managed PoE Switch

Among the new offerings is the value-priced ES series of unmanaged switches, providing plug-and-play installation along with a robust internal power supply providing up to 15.4W of PoE on four of the eight



available ports. Available in either fast Ethernet or GigE versions, these switches are ideal for small, stand-alone IP video installations. In addition, a 10-port GigE PoE+ managed switch provides high-performance gigabit transmission, up to 30W of power per port and extensive built-in monitoring and diagnostic tools that save dealers and end users time and money. The unit's innovative alive-checking feature monitors and automatically power-cycles locked-up IP cameras or other powered devices. The switch can also send an email notification of these events to a network administrator or integrator to assess potential service or replacement of the IP camera. And the new IFS power-over-coax (PoC) media converters support

combined IP video and power transmission over existing coaxial cable, eliminating the need for power at the remote camera location. They have a wide temperature operation range, enabling use in harsh environments such as parking garages and warehouses. "By extending our range of network transmission switches, we are helping system engineers by delivering high-performance GigE transmission and efficient PoE-distributed power solutions to end-user networks," said Kevin Swann, Country Manager, Fire & Security UK, UTC Building & Industrial Systems. "These new switches will make systems at all levels easier to install and reduce troubleshooting time and labour."

Network Redundancy

This is the second in a series of articles by Control which will appear in the next few issues of 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 article was on the increasingly popular technology of Power over Ethernet (PoE) now widely used in IP cameras, Voice over IP (VoIP) products and access control. This second article looks at network redundancy and how it has developed into an essential requirement of any modern Ethernet network.

INTRODUCTION

Within the IEEE standards there are a number of protocols such as STP, RSTP & MSTP developed to provide recovery from network

Technology	Recovery time	Maximum Nodes
STP	10 - 50 secs	40
RSTP	3 - 5 secs	20
MSTP	3 - 5 secs	20
Satyrn-RSTP	< 20 ms	40
Satyrn Ring	< 10 ms	250
Satyrn Chain	< 10 ms	250

disconnections; essentially a means of providing alternative routes for data in the event of a broken link in the network. However the recovery times of these protocols can be greater than those required by more critical industrial applications.

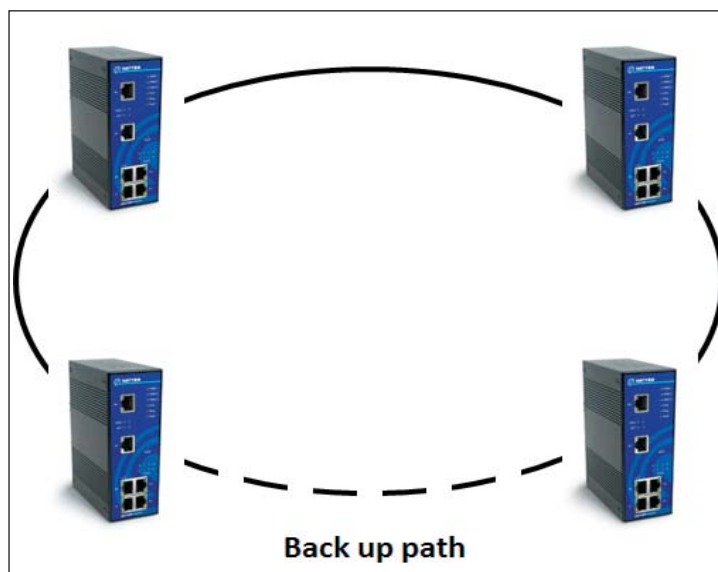
To overcome this, proprietary ring technologies have been developed reducing the downtime to <10 ms.

STP/RSTP/MSTP

Spanning Tree Protocols ensure loop free topology within an Ethernet network. The protocols prevent bridge looping and ensure a network design that provides redundant links which are only used if the active link fails. This provides a single active link between two network nodes but provides alternative paths if there are problems with the active link. As can be seen from the table above the response times are relatively slow.

Satyrn-RSTP

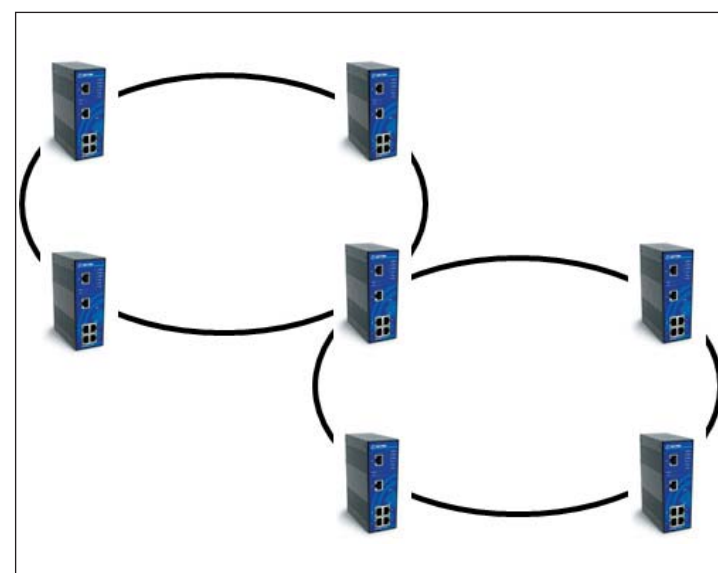
Satyrn managed switches use an enhanced form of RSTP that supports networks with more complex topologies than is supported in 'normal' RSTP. This protocol provides faster recovery times (<20 ms) and supports 40 nodes, considerably more nodes than RSTP.



Satyrn Ring

When Satyrn managed switches are set up in a complex network and one of the links fail, Satyrn-Ring can restore communications between the various switches in <10ms via a 'back-up path', protecting critical applications from disruption.

Configuring the network is very simple either via the embedded browser or via Satyrn View. One switch is designated as the Ring Master and controls the transfer of the data via the back-up path when the main path fails.



Satyrn Chain

Satyrn Chain is an extension of Satyrn Ring and allows multiple Satyrn Rings to join and function together to form larger, more robust compound networks. Similarly Satyrn Rings can be easily added to existing Ethernet networks and retain the rapid redundancy required of an industrial network.



Adding a new Satyrn Ring to the main network structure is very simple, only the edge port of the edge switch needs to be defined and all the remaining switches need is to have Satyrn Chain enabled.

Satyrn Chain offers almost limitless expansion of a network whilst retaining the rapid recovery times expected. The flexible & scalable build of the network in this way provides cost effective development and management of the network.

All of Comtrol's managed Satyrn switches provide the full suite of Redundant Ring technologies.

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 Comtrol 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.



Comtrol 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 Reading 5th June and Cambridge 4th September
www.ip-in-action-live.com



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Trackdown IP UserGroup Members at IFSEC 2014

IFSEC International attracts the entire security buying chain. End users looking for insight on the latest technology and best practice to secure their business, installers and integrators keen to discover the best products for their clients, consultants and specifiers eager to meet clients and learn about the latest technology and manufacturers and distributors keen to educate the market about the latest technology.

Make connections at IFSEC International with the most relevant people for your business. "Tell us your reasons for attending, and we'll do the hard work for you, matching you with the products, solutions, experts or clients that suit your needs - from across the Protection and Management Series! This is the best way to ensure you maximise your time at IFSEC International by meeting the most relevant people for your business".

IFSEC International isn't just a destination for buying and networking, but a hub for learning, education and training from the biggest names in the industry. The IFSEC



Global Academy is streamed to provide insight on the hottest topics in security, with practical sessions for our trade visitors, dedicated sessions for security managers and keynote sessions from the leading industry names in our Centre Stage theatre there's something for everyone!

ACTi Corporation F550



ACTi Corporation is an IP surveillance unified solution leader. We provide IP cameras in 1-10 Megapixel resolutions and NVR recording platforms in Software and Hardware. Integrators have the freedom to use ACTi IP cameras with many VMS solutions on the market, or utilize ACTi unified solution (cameras + recording platform).

ASL P650



ASL, the UK's leading Voice Alarm company, is exhibiting at FIREX2013 to launch its new range of Voice Alarm equipment. This includes the Vipeia-12 IP enabled scalable routers, plus new MPS microphones with IP functionality and fully programmable features and also the EMS fire microphones with new expansion capabilities. This all new range is EN54-16 certified and available immediately. ASL will also be demonstrating the iVENCs control system for Public Address and Integrated control rooms including CCTV, Access Control and Help Point management. We look forward to welcoming you to the ASL stand.

Arecont Vision E400



Arecont Vision, the leader in megapixel IP video, offers the largest selection of megapixel cameras available worldwide. Our product line includes H.264 1.3, 2, 1080p, 3, 5, 8, 10, 12, 20 and 40 megapixel (MP) models available in our SurroundVideo®, MicroDome®, MegaBall® 2, MegaDome® 2, MegaView® 2, MegaVideo® Compact and D4S/D4F/D4SO families. Arecont Vision megapixel technology delivers superior image quality and reduces overall system costs by covering larger areas with fewer cameras. MegaBall® 2, MegaDome® 2 and MegaView® 2 cameras are available with P-iris lenses and remote focus/remote zoom. These cameras can be installed without having to perform field of view or focus adjustments on site. Lens operations can be remotely controlled from the head end. The P-iris lens provides an optimized iris position for the best depth of field and image clarity.

Aver Information Europe B.V C650



Aver Information Inc. was founded in January 2008. It currently focuses on the branding and design, R&D, manufacturing and global marketing of Aver products in over 100 countries worldwide. Aver is determined to provide robust IP surveillance solutions to meet all kinds of challenging security demands. We strive to offer easy-to-use, complete solutions by fully integrating hardware and software. Adopting AVer's surveillance solutions can help to minimize your business opportunity costs, while expanding your business potential.

Avigilon UK Limited G950



Avigilon designs and manufactures high-definition surveillance solutions that deliver the best evidence. Our award-winning Avigilon Control Center (ACC) software with High-Definition Stream Management™ (HDSM) technology delivers the best image detail in the industry, leading to faster response times, reduced investigation times, and superior overall protection.

Avigilon components work together in an end-to-end solution or work with your existing systems to enhance their current capabilities. We offer a variety of configurations that let you customize your own powerful, scalable and cost-effective surveillance solution.

Axis Communications E1000



As the market leader in network video, Axis is leading the way to a smarter, safer, more secure world – driving the shift from analogue to digital video surveillance. Offering network video solutions for professional installations, Axis' products and solutions are based on an innovative, open technology platform. Axis has more than 1,400 dedicated employees in 40 locations around the world and cooperates with partners covering 179 countries. Founded in 1984, Axis is a Sweden-based IT company listed on NASDAQ OMX Stockholm under the ticker AXIS.

Barix AG



Barix - The voice of simplicity

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 for applications in Pro Audio, Security and Automation.

Bold Communication G425



Bold Gemini delivers the total control room management solution - handling alarms, events, CCTV, lone worker and other security systems into a single, easy to use and highly featured software platform. Gemini automates, filters and applies rules, leading the operator through an easy to follow handling process, providing all required information with a single click. With all operator and signalling activity recorded, as well as CCTV and audio, a full audit trail can be created. Bold Communications is a technology leader in the security communications and management sector, having completed many similar such monitoring projects. Gemini provides the total solution for integrated CCTV, fire, intruder and panic alarms, lone worker protection, asset tracking and access control. Visit Stand G425 to discuss your monitoring requirements with one of Bold's specialists.

Brickcom Corporation C1300



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. Brickcom's BrickOne Solution can provide a complete wired or wireless IP security system for residential, commercial, and industrial environments. For more information, please visit www.brickcom.com.

BT Redcare Secure G1450

Redcare Secure is an alarm signalling system that comes in three variants. Depending on the risk level of your home or business premises and your technology preference you can choose between Secure 2 (for Grade 2 risk), Secure 3 (Grade 3 risk) and Secure IP (Grade 4 risk).

Redcare Secure benefits from being a 'dual path' system, which means that two separate routes are used to signal the alarms to your Alarm Receiving Centre (ARC). Whichever system you choose you can have the peace of mind that comes from knowing that if intruders enter your property, a signal will be sent to your ARC, and the emergency services alerted.

Canon Europe F500



Canon Europe is the regional sales and marketing operation for Canon Inc., represented in 116 countries across Europe, the Middle East and Africa. Canon invests heavily in R&D to deliver the richest and most innovative products and services to satisfy customers' creative needs.

70 years' of optical heritage goes into Canon's range of Network Cameras. With megapixel cameras and software Canon offers everything you need for a robust surveillance solution. Canon's IFSEC stand includes an Integration Zone where leading video surveillance management companies will demonstrate solutions using Canon cameras and third party software

Cathexis G330



Cathexis is a software developer and systems manufacturer specialising in Digital Surveillance and Video Management for the international CCTV market. 18 years of experience in the analogue industry and a thorough understanding of IP have helped forge CatVision, a genuinely powerful yet quick and easily installed open platform VMS, supporting everything from small NVRs to enterprise solutions. Cathexis global install base includes basic analogue, advanced IP server based systems and hybrids for every vertical market. Seamless integration with many 3rd party data systems, powerful system health diagnostics and advanced retail analytics tools reinforce the extensive portfolio.

CitySync - Image Sensing Systems E1200



ISS is a provider of above ground detection and information management solutions for the Intelligent Transportation Systems (ITS) sector and adjacent markets including security, police and parking. ISS' industry leading products include the Autoscope® video detection family, the Autoscope radar detection family and the Autoscope automatic number plate recognition (ANPR) family.

D-Link (Europe) Ltd G500



A world leader in networking and IP Surveillance, D-Link supplies everything required to build an affordable and easy to deploy security solution. As well as an extensive range of cameras and encoders, D-Link also provides a range of accessories to help with installation and setup, NVRs, storage appliances and software.

Dedicated Micros / AD Network Video G1200



Dedicated Micros and AD Network Video meet your IP Video needs at IFSEC. See the transition to HD IP Video with SD Advanced and Excel Hybrid DVRs, pure IP NVR Media Server with integrated switch - full range of new CamVu 720, HD IP cameras, 360 Degree, 3/5Mpx cameras, full HD 1080 IP PTZ - with integrated solid state and dual recording. Enterprise IP video needs are met by dedicated network appliances - NV8 NVR and Cloud NVR with the new Network and Storage Controller. Beyond security FireVu Dome provides early detection and visual verification of fire in commercial premises.

Etrovision Technology D250



Founded in 2004, Etrovision Technology is an industry leader in designing and manufacturing reliable, state of the art digital video surveillance products to meet a variety of needs. We strive to provide our customers with innovative, versatile, easy-to-use products with features, quality and service which exceed our customer's expectation.

One of Etrovision's core strengths is its R&D expertise. With a focus on embedded system technologies for IP surveillance products, our R&D group is a pioneer in SoC (System On Chip) & DSP (Digital Signal Processor) development. Our continuous investment in R&D insures our products are sophisticated and innovative. Furthermore, quality and usability are fundamental requirements throughout Etrovision's product line

Exacq Technologies Inc. F970



Exacq Technologies designs and manufactures the exacqVision cross-platform video management system software (Windows/Linux) for exacqVision hybrid & IP Camera NVRs or commercial off-the-shelf servers. The freely distributed client software operates on Windows, Linux and Mac systems while the free exacq mobile app is available for iPhone, iPad and Android devices.

FLIR Commercial Systems



FLIR Systems is the world leader in the design and manufacturing of thermal imaging cameras for a wide variety of applications. It has over 50 years of experience and thousands of thermal imaging cameras currently in use worldwide for predictive maintenance, building inspections, research & development, security and surveillance, maritime, automotive and other night-vision applications. FLIR Systems has worldwide eight manufacturing plants, over 60 offices and over 3,200 dedicated infrared specialists. The company serves international markets through an international distributor network providing local sales and support functions.

Genetec F1210



Genetec is a pioneer in the physical security and public safety industry and a global provider of world-class class IP license plate recognition (ANPR), video surveillance and access control solutions. With sales offices and partnerships around the world, Genetec caters to markets such as transportation, education, retail, gaming, government and more

Hikvision Digital Technology Co., Ltd. E750



Hikvision is the world's largest supplier of video surveillance products and solutions. The company specializes in video surveillance technology, as well as designing and manufacturing a full-line of innovative CCTV and video surveillance products. The product line ranges from cameras and DVRs to video management software. Since its inception in 2001, Hikvision has quickly achieved a leading worldwide market position in the security industry.

Hikvision possess the world's largest R&D team and state-of-art manufacturing facilities; both allow Hikvision's customers the benefit of world-class products that are designed with cutting-edge technology. As further commitment to its customers, Hikvision annually reinvests 7% of its revenue into R&D for continued product innovation and improvement.

Hunt Electronic Co. Ltd H950



Established in 1988, Hunt Electronic Co., Ltd is one of top leading CCTV solution provider in Taiwan. Our well-trained, aggressive and creative staff design, manufacture and market the best video security systems as well as equipments helping protect people and property, around the world.

With the reputation of offering high-quality products and excellent customer service, Hunt Electronics has built up and implemented ISO 9001 National Quality Management Standard to ensure as well as continuously improve our product quality and satisfaction of customers.

IDIS G700



IDIS is a leading global provider of video surveillance solutions and technologies. Founded in 1997, IDIS has introduced digital technologies to the surveillance market and the company is a world leading DVR manufacturer with over 1.7 million products installed globally. With its annual turnover of US\$271 million, IDIS has a worldwide sales network in over 60 countries.

Launched in 2013, the new DirectIP™ solutions from IDIS represent a great leap forward in HD surveillance technology. Comprising a range of megapixel IP cameras, monitors, network video recorders and video management systems, DirectIP™ sets ground breaking surveillance framework and protocols to provide unrivalled performance and true plug-n-play connectivity.

IndigoVision E900



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.

Merit LILIN UK Ltd F750



LILIN are a global CCTV and IP manufacturer with over 30 years experience. Throughout the years, we have maintained our dedication to Creativity, Progress and Excellence and consequently provide expertise in digital video.

March Networks S.r.l D900



March Networks® is a leading provider of intelligent IP video solutions. For more than a decade, the company has helped some of the world's largest commercial and government organizations transition from traditional CCTV to advanced surveillance technologies used for security, loss prevention, risk mitigation and operational efficiency. Its highly scalable and easy to use Command™ video management platform incorporates a browser-based client interface to enable rapid system deployment and complete system control. It is complemented by the company's portfolio of high-definition IP cameras, encoders, video analytics and hybrid recorders, as well as outstanding professional and managed services. March Networks systems are delivered through an extensive distribution and partner network in more than 50 countries

MOBOTIX AG 4/G100



MOBOTIX AG is a German software company with in-house hardware development for digital, high-resolution and network-based video security solutions. The company focuses on the development of user-friendly, complete system solutions from a single provider.

Mayflex 4/C20



Mayflex leads the way in the distribution of Converged IP Solutions. We use our specialist knowledge and experience to bring together best-in-class electronic security, infrastructure and networking solutions to create a compatible, feature rich, value for money offering to meet the demanding needs of business types and sizes across all sectors.

IP based security solutions offer incredible advantages over the rapidly declining coax based analogue systems of the past.

This change in technology however, can only be successfully implemented as part of a well designed, high quality passive cabling solution, and Ethernet based network. This our heritage, and positions Mayflex uniquely as the obvious and most capable partner for integrators wishing to take advantage of the growth opportunities offered by this market.

Our product portfolio covers; IP Cameras, Image Recording & Storage, Infra-red and White Light Illuminators, Transmission, Management Software, Video Content Analytics, Access Control, Copper and Fibre Optic Cabling Systems, Cabinets, Racks and Enclosures, Tooling and Testing, Switching Solutions, WiFi and WiMax Wireless, Environmental & Security Threat Management, Asset Management, Power Management and Training.

Nedap E1450, E1500



Nedap AVI & Nedap Security Management

Nedap AVI is leading specialist in solutions for long range identification. We offer a full range of innovative products that combine leading edge technology with quality resulting from over 30 years of RFID experience.

Nedap Security Management offers AEOS; a fully integrated security management platform for access control, video management and intrusion detection. Our long experience in the security business, combined with our knowledge and understanding of what our clients need, has resulted in a tried and tested security solution. AEOS now secures access, people flow and building management for 37 million people, daily.

NICE Systems UK Ltd F950



NICE's Security solutions help organisations capture, analyse and leverage big data to anticipate, manage and mitigate security and safety risks, improve operations, and make the world a safer place. The NICE security, intelligence and cyber offerings provide valuable insights that enable enterprises and governments to take the best action at the right time by correlating structured and unstructured data from multiple sensors and channels, detecting irregular patterns, and recognising trends. NICE Security solutions are used by thousands of customers worldwide, including transportation systems, critical infrastructure, city centres, banks, enterprises and government agencies.

Panasonic G1000



Panasonic System Communications Company Europe (PSECU) is composed of four key business units; communication, visual system, professional camera and computer product solutions. Part of professional camera solutions, PSECU's security team will be attending IFSEC 2013 and sharing the latest in surveillance solutions.

These solutions will include recent developments in Business Intelligence Video Systems and its potential for applications in banking, retail, transport and logistics as well as how security video equipment can be used to enhance the quality and performance of a business across marketing, operations and customer service; transferring security from a cost to an investment.

Raytec CCTV E600

Raytec are world leaders in manufacturing Infra-Red and White-Light LED lighting for CCTV and general area illumination. All Raytec high performance, low energy illuminators deliver long life, low running costs and zero maintenance. Raytec has over 40 years of experience in designing, specifying and selling lighting directly to over 60 countries, and all Raytec products are UK designed and manufactured. Raytec showcase their new range of VARIO IP PoE network illuminators at IFSEC, also on show is the new VARIO Hybrid, VARIO Lighthouse, VARIO D-Zoom, and new SPARTAN range of hazardous area lighting



Risco Group G1100

RISCO Group produces high quality and reliable security products for every type of security installation. From intrusion alarm systems & accessories for residential and commercial installations ; to large scale access control, integrated security and building management platforms - we aspire to provide our customers with a plethora of top of the line security management solutions.



We are technological leaders, seeking innovation in all of our products; our cloud based and SaaS solutions enable efficient and economical installations and our Smartphone application offers users remote access to their security systems and enable self-monitoring, addressing a growing trend in the industry.

RIVA - VCA Technology C710



VCA technology is a World leader in Video Analytics with over 200,000 channels installed. Our intelligent analytics software is both powerful and intuitive delivering real value from any CCTV installation at a very low cost VCA can be used for a wide range of applications, including intrusion detection, vehicle monitoring, abandoned object detection, people counting and loitering detection. It can even detect camera tampering and failure VCA can be provided in a camera, encoder or server versions.

Senstar Ltd E1225



Senstar is the trusted choice for Perimeter Intrusion Detection Systems, with the widest product range in the market to meet the challenges of any site. 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.

Sesys Ltd B1350



SeSys is a leading supplier of digital IP camera systems (CCTV). The company specialises in turnkey rapid deployment camera solutions for security surveillance, disaster response, incident monitoring, public order situations and for monitoring explosive and hazardous environments. SeSys's multi award-winning Torch Camera is a rapid deployment kit (RDK) incorporating high resolution digital IP camera, storage, router and battery. Connecting via a 4G/3G/wireless network, the Torch Camera delivers pictures via web browser to wherever they are required - control room, alarm receiving centre, police car, office PC, smartphone, iPad, etc. - allowing potentially hostile and critical situations to be monitored safely. The Torch Camera can be hand-held or mounted onto a vehicle, pole, wall or corner of a building.

Silvernet Ltd H200



SilverNet Ltd manufactures rugged, high performance and cost-effective wireless networking solutions, including Point to Point, Point to Multipoint and Backhaul options, for the transmission of video, voice and data. SilverNet's wireless solutions have been designed with the installer in mind and are therefore very easy to install, configure and operate. They can deliver massive savings compared to the cost of traditional cabling methods or leased lines and as such offer a highly cost-effective option for businesses and organisations that are looking at ways to reduce their ongoing network infrastructure costs.

Sony Europe Ltd G600



Sony paves the way in industry leading video security technology with a goal of providing solutions for every application. Equipped with Sonys cutting-edge image capturing technology and innovative features for effective real-world surveillance, Sony Professional's extensive range of video security cameras provide monitoring solutions for a variety of budgets, from entry-level, through to the top-end. Its cameras have been uniquely designed to meet the specific needs and considerations of a diverse range of applications, delivering pin-sharp, intelligent monitoring solutions for customers who seek greater clarity and confidence in their choice of security solution. For more information please visit our website: www.pro.sony.eu/videosecurity

Tyco Security Products D1100



Tyco Security Products, a business unit of Tyco International, is a unified group of world-leading access control, video and intrusion brands. These brands - American Dynamics, Exacq Technologies, Proximex, Bentel, CEM Systems, DSC, Kantech, Software House and Visonic - have more combined years of experience in the security industry than any other group in the world. Our security integration platforms, built by our developers from across all product disciplines, allow our customers to see more, do more, and save more. Our solutions today are designed to be compatible with the technology of tomorrow.

UTC Building & Industrial Systems G1300



UTC Building & Industrial Systems, a unit of United Technologies Corp. (NYSE: UTX), is the world's largest provider of building technologies. Its Fire & Security Products division is a leading provider of innovative electronic security and fire safety solutions that help secure and protect people, assets, communities and infrastructures. The robust product offering from UTC Fire & Security Products, including fire detection, intrusion detection, access control, video surveillance and integrated security solutions, is designed to protect and secure businesses, homes and people with a full spectrum of security, fire and life safety applications that lead the industry in innovation and reliability. In hall S14, stand G1300, UTC Fire & Security Products will be showcasing its fire and security solutions from trusted brands including Lenel, Ziton, Aritech, TruVision, Onity, Supra and IFS, and will demonstrate how technology is making integrated systems easier to design, install and manage, as well as how installers and end users can get more value from these technologies. Sister company Kidde will also be present in hall N6. More information about UTC Fire & Security Products can be found at www.utcfsecurityproducts.uk.

Vivotek Inc C1100



VIVOTEK INC., established in Taiwan in 2000, has quickly grown into a prestigious leading brand in the network video surveillance industry. VIVOTEK's IP surveillance solution is future-proof and highly reliable, facilitating the transition from traditional CCTV to wholly digital IP surveillance. VIVOTEK offers a comprehensive product lineup, including network cameras, video servers, video receivers, NVR, and central management software. Through more than 160 authorized distributors worldwide, a broad array of VIVOTEK's products are successfully deployed by security dealers, telecoms and system integrators for a variety of applications and projects such as banking, city surveillance, hotel, transportation, retail, and more.

Xtralis (UK) Ltd D950



Xtralis is the leading global provider of powerful solutions for the early detection of fire, gas and security threats. The sooner your organization is alerted to a safety hazard or security breach, the more time you have to respond intelligently. That's why the world's top governments and businesses rely on Xtralis for technically superior life safety and security products to protect their people, critical infrastructure and high-value or irreplaceable assets.

Zenitel Norway AS F1425

zenitel

For over 60 years, the STENTOFON brand of intercom systems has provided thousands of customers worldwide with communications for critical applications. STENTOFON offer communication systems to public and private buildings, industrial plants, hospitals, airports, rail facilities and road infrastructures. When it comes to providing a secure environment for all employees, customers and visitors, STENTOFON is the leading choice in building communications. Zenitel's STENTOFON systems meet the highest security requirements with superior quality, engineering, flexibility and integration, and the systems have the flexibility to provide a tailored communication solution.

IP UserGroup International Members

Samsung Techwin Europe Ltd G800



At IFSEC 2014, Samsung Techwin will show how it is changing the face of IP. It will demonstrate how the features and functions incorporated within its latest generation of zero configuration WiseNetIII IP video surveillance cameras and 'plug & play' network recording devices, are revolutionising the way you work with IP. All the 1.3MP, 2MP and 3MP models within the family of WiseNetIII network cameras and domes are extremely easy to install and set up, as are all the Samsung Techwin NVRs. It is however the open platform capabilities of the WiseNetIII DSP chipset that will have the most significant impact on the demand for IP network based video surveillance solutions, and will create considerable sales growth opportunities for Samsung Techwin business partners, installers and system integrators.

Everfocus Electronics Ltd F650



EverFocus Electronics Corp. is a leading manufacturer and integrated system solution provider of CCTV cameras, DVRs, IP surveillance solutions, access control systems and further CCTV and access control peripherals. Headquartered in Taiwan, EverFocus has subsidiaries located around the world including the U.S.A (Los Angeles & New York), Germany, China, Japan, India, and EverFocus UK, located in London.

EverFocus uses the latest techniques and manufacturing equipment in the production line to provide quality products. Our commitment to quality ensures our customers the best products and services in the industry, making EverFocus one of the world's most respected CCTV providers.

Milestone Systems E800



Milestone Systems is the world's leading provider of open platform IP video surveillance software. For more than a decade, Milestone has led the way in providing easy-to-use, powerful video management software (VMS) in more than 100,000 installations worldwide.

Milestone XProtect® products are designed with open architecture and are compatible with more IP cameras, encoders and digital video recorders than any other manufacturer. Because Milestone provides a truly open platform, you have the ability to integrate with today's best analytics and business solutions and to expand what is possible with future innovations. Discover why XProtect is your best option for today and tomorrow: www.milestonesys.com

HID Global 4/C40



HID Global is the trusted leader in solutions for the delivery of secure identity solutions for millions of customers around the world and is committed to enhancing customer value by delivering the most trusted, advanced and dependable secure identity solutions in the market. Recognized for robust quality, innovative designs and industry leadership, HID Global is focused on creating customer value and is the supplier of choice for a variety of markets that include physical access control; logical access control including strong authentication and credential management; card printing and personalization; highly secure government ID; and identification technologies used in animal ID, industry and logistics applications. HID Global is an ASSA ABLOY Group brand.

Illuminar, Inc. 4/F6

iluminar

Illuminar is a specialist manufacturer and supplier of IR and white light illuminators and license plate recognition products. Illuminar's mission is to supply high quality and reliable lighting and license plate recognition products to the video surveillance industry, backed by unsurpassed customer expectations.

Network Video Technologies Ltd 5/B55



Network Video Technologies (NVT), is the award-winning manufacturer of unshielded twisted pair (UTP) & Ethernet-over-Coax (EoC) video transmission products. NVT products are industry acknowledged as 'best in class', easy to use, and backed by world-class customer support

Vigitrion, Inc C410



Vigitrion is a United States based world leading 20 year old analog and IP transmission engineering and manufacturer of extended distance solutions. Our products are found in over 125,000 channels operating in the most demanding security application world-wide. Vigitrion products are supported by certification testing, IP camera manufacturer compatibility testing, and the industry's longest warranty. To compliment its products, Vigitrion offers free network educations and complete infrastructure design services. For more information please see our website www.vigitrion.com or contact us at support@vigitrion.com

SURVEON TECHNOLOGY INC. C1275



Surveon Technology offers end-to-end network video surveillance solutions that showcase our expertise in professional camera design, hardware RAID NVR, high-availability video storage, embedded firmware and video management software. All our products are designed in-house and manufactured at our ISO 9001 and ISO 14001 certified production site. Our highly integrated, proven, and reliable product lineup helps reduce integration effort and compatibility risks, while maximizing profits for our security partners.

Video IQ G250

Imagine if video could see and think the way we do. VideoIQ's patented technologies enable cameras to do just that. VideoIQ watches constantly and filters out 99.9% of the noise-focusing on the 0.1% of video events that you need to know about. VideoIQ is the leader in the application of intelligent analytics to video surveillance. We are the brains behind real-time video analysis systems that learn-so you know before bad things happen. Protect what matters to you anywhere, anytime with VideoIQ.

Meet the IP UserGroup team at IFSEC

IP UserGroup International CEO and IPfocus Magazine Editor. Paul Hennings will be walking the Halls at IFSEC International on 17th - 19th June.

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 is also directly responsible for organising the hugely successful IP-in-Action LIVE events across the UK.



Paul will be delighted to spend some quality time with both exhibitors and visitors at the Vincenza event, if you would like to schedule a meeting or arrange a one-to-one with the IP UserGroup Principal please contact Paul on +44 07720299482, skype: pennings or email paul.hennings@ipusergroup.com

Affiliate Membership Application Form

Please complete the information below and tick the relevant boxes.

Part 1 – Main Contact Details

Title			Forename(s)		
Surname			Job Title		
Company Name					
Company Address					
			Postcode		
County/State			Country		
Tel.			Fax.		
E-mail					
Website					
Application	UK/EU <input type="checkbox"/> USA <input type="checkbox"/> Latin America <input type="checkbox"/> Multi Region (-10%) <input type="checkbox"/>				

Part 2 – Web Site Category Entry (Tick)

-----IP Hardware-----		-----Software-----	
Cameras (static)	<input type="checkbox"/>	Connectors	<input type="checkbox"/>
Cameras (pan/tilt/zoom)	<input type="checkbox"/>	Video Servers	<input type="checkbox"/>
Network Video Recorders	<input type="checkbox"/>	Audio	<input type="checkbox"/>
DVR's	<input type="checkbox"/>	Biometrics	<input type="checkbox"/>
Storage	<input type="checkbox"/>	Transmission	<input type="checkbox"/>
Interface Devices	<input type="checkbox"/>	Switches	<input type="checkbox"/>
Intruder Detection	<input type="checkbox"/>	-----Services-----	
Access Control	<input type="checkbox"/>	Consultancy	<input type="checkbox"/>
Wireless Comms	<input type="checkbox"/>	Installation	<input type="checkbox"/>
Hubs / Routers	<input type="checkbox"/>	Training	<input type="checkbox"/>
Cable/Infrastructure	<input type="checkbox"/>		

Part 3 – Company Profile

Please provide a short profile of your company (50 - 70 words).	
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Part 4 – Payment Details (Tick and Circle) * Excludes local taxes

*Affiliate/Corporate Members Number of Employees 50 + Employees UK/EU £1200, USA \$1800, LATAM \$1800	<input type="checkbox"/>	1 + Employees UK/EU £600, USA \$900, LATAM \$900 250 + Employees UK/EU £1500, USA \$2250, LATAM \$2250	<input type="checkbox"/>	10 + Employees UK/EU £900, USA \$1350, LATAM \$1350 Charter/ Premium Membership – Please Call.	<input type="checkbox"/>

<input type="checkbox"/>	Credit Account – Please raise an invoice our Company Purchase Order Number is >
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<input type="checkbox"/>	Credit Card Payment - Please debit my Credit/Debit card as follows:
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Card Number:															
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Signature:		Expiry Date:		Security last 3 Digits	
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Exitosa Presentación de IP-in-Action LIVE en Lima

El pasado 13 de Marzo de 2014, se llevó a cabo el primer IP-in-Action LIVE del año en la ciudad de Lima - Perú, el evento contó con la presencia de expositores y conferencistas de todo el continente, Norte, Centro y Sur América, quienes a lo largo de la jornada compartieron experiencias sobre la tecnología IP y los nuevos desarrollos del sector.

- Con una participación de más de 180 personas, la presentación del evento en Perú ha sido una de las más destacadas de la región
- El encuentro contó con la asistencia de Paul Hennings, Presidente de IP UserGroup International

El evento que está dirigido a integradores, distribuidores, técnicos e ingenieros, consultores, usuarios finales y profesionales de TI contó con la asistencia de Paul Hennings, Presidente de IP UserGroup International. Paul se mostró gratamente sorprendido ante la acogida de IP-in-Action LIVE en el país suramericano "fue un placer visitar Perú y descubrir en Lima una agradable y amigable ciudad, me impactó el nivel de interés en las últimas tendencias de la tecnología en seguridad, es un país en el que rápidamente el mercado ha emprendido la migración a IP" aseguró Paul.



IP-in-Action LIVE se llevó a cabo en el Centro de Convenciones Atlantic City, salones Reducto I, Reducto II y Foyer, reunió a más de 180 profesionales del país destacando muchos asistentes que llegaron a Lima desde ciudades remotas como Tacna, Chimbote, Trujillo, Arequipa, Huarmpy, Piura y Cuzco. El evento tuvo el apoyo de compañías expositoras líderes de la industria como: **Anixter, Bolide Technology, EverFocus Electronics, Exacq Technologies, Fluidmesh Networks, infinias & DIGIOP, Milestone Systems, Mission 500, MOBOTIX, NVT, Solutec - Kronos NET, Tyco Security Products, VISIONxIP y los media Partners Editorial Seguridad y Defensa, Revista IPfocus International, Revista IT/USERS, SEGURIEPO Ecuador y TECNOSeguro.com.**



Con el fin de aprender sobre cómo sus compañías podrían beneficiarse de los avances de la tecnología IP para seguridad, los asistentes participaron activamente de la exhibición presentada en el Foyer y las conferencias dictadas por las empresas participantes simultáneamente en los salones Reducto I y Reducto II, la agenda académica inició con las palabras de bienvenida y apertura de Paul Hennings, Presidente - IP UserGroup International y continuó a lo largo de la jornada de la siguiente manera:

Salón Reducto I

- "Fluidmesh Presenta sus Nuevas Unidades para la Video Vigilancia Inalambrica para Aplicaciones Críticas" por Cosimo Malesci, Fluidmesh Networks.
- "Gestión de Eventos de Alarma Apoyada en Verificación Visual Sobre IP" a cargo de Jesús Hernández - Ingeniero de soporte técnico, Kronos NET Latinoamérica, Solutec.
- "Pensar en Grande... Una Propuesta Tecnológica!" por Juan Carlos George, Gerente de Ventas México, Centro y Suramérica - Milestone Systems.
- "Inteligencia de Negocios Integrando Video, IP y Análogo con Datos, Conteo de Personas, Punto de Venta, Audio y Control de Acceso IP" por César González - Vicepresidente de Ventas Internacional, infinias & DIGIOP?
- "Descentralizar... La Tendencia!" a cargo de Juan Echavarría - Gerente de Desarrollo de Negocios America del Sur, MOBOTIX.
- "VISIONxIP Presenta Soluciones Simples, Robustas y Económicas" por Ezequiel Safdieh - Director Ejecutivo, VISIONxIP.



Salón Reducto II

- "Equipos EoC y Nuevas Soluciones de Comunicación IP" a cargo de Jaime Trujillo - Gerente de Desarrollo de Negocios Centroamérica y Región Andina, NVT.
 - "Solicite la Información Clave al Momento de Diseñar una Solución de Video IP, Cuáles son las Preguntas Adecuadas?" por Alex Gutierrez - Gerente de Territorio Región Andina, Bolide Technology.
 - "Control de Acceso IP" a cargo de Sara Sánchez - Sales Director Latin America, EverFocus.
 - "Aplicaciones VMS, Retos y Oportunidades" por Felipe Arguello - Gerente de Ventas Latinoamérica, Exacq Technologies?
 - "Novedades en Entornos de Seguridad IP" por Hildebrando Durán - Gerente de Ventas de las Líneas de Control de Acceso y Video Región Andina, Tyco Security Products.
 - "Definiendo el Rumbo IP" por Luis Chong - Gerente de Soluciones de Seguridad Perú, Anixter.
- Al finalizar las conferencias continuó la exhibición donde se desarrollaron demostraciones de productos en vivo a cargo de los expositores y se realizó la rifa de una cámara BN 1008 iCube auspiciada por Bolide Technology, un Kit ACTIVETRACK auspiciado por Solutec - Kronos NET y un NVR 202 / 2tb auspiciado por EverFocus Electronics.



En el transcurso de la tarde el Sr. Hennings aprovechó la oportunidad para llevar a cabo entrevistas en video con los expositores para obtener una mejor comprensión del mercado peruano, la aceptación de la tecnología IP en la región y el papel del IP UserGroup en América Latina.

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

Competencia entre las Soluciones de CCTV IP y las Análogas se Intensificará en América Latina, según NVT

Dado que las tecnologías IP se están fortaleciendo y que las soluciones analógicas continúan como una opción viable para proyectos con bajo presupuesto, los representantes de NVT en América Latina consideran que la competencia entre la demanda de soluciones de CCTV IP y las opciones analógicas se intensificará durante los próximos meses, por lo que la empresa expresó la intención de continuar activamente con sus programas de investigación y desarrollo de nuevas tecnologías para atender las necesidades de ambos mercados.



Solutec - Convergencia de Servicios de Seguridad IP en la Plataforma para Centros de Monitoreo Kronos NET

El mercado actual exige que los sistemas de seguridad vayan de la mano con las tendencias tecnológicas. La oferta de equipos y aplicaciones que brindan soluciones de seguridad es amplia, sin embargo solo un bajo porcentaje de ellas están realmente ligadas a la integración con las nuevas tecnologías, especialmente de consumo masivo. El objetivo de la convergencia tecnológica en seguridad es simplificar la labor de los prestadores de servicios de seguridad, al tiempo que incrementan los servicios y beneficios para los usuarios.



Walter Calderón es nombrado Regional Sales VP para Perú, Chile y Bolivia en Anixter

Walter, empezó a trabajar en Anixter en Julio del 2004 como Gerente Comercial de Perú y posteriormente fue promovido a Location Manager, logrando un importante crecimiento de la locación. Lideró además, el programa "Service Providers" a nivel de Latinoamérica incrementando la participación de Anixter en esta vertical y definiendo la estrategia regional para este mercado.



Exacq Technologies lanza la nueva Línea S-Series Enterprise

La nueva línea S-Series Enterprise de servidores de almacenamiento de video en red de Exacq Technologies permite a los usuarios incorporar almacenamiento prolongado y almacenamiento de



archivos en cualquier servidor exacqVision que ejecute el software del Sistema de Gestión de Video (VMS) Profesional o Empresarial de exacqVision.

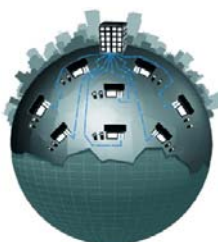
Axis lanza las Cámaras de Domo de Acero Inoxidable Presurizada con Nitrógeno HDTV PTZ

"Las cámaras AXIS Q60 -S proporcionan una video vigilancia excepcional y de alta durabilidad para un rendimiento fiable en los exigentes entornos de interior y al aire libre", dice Fernando Esteban, Gerente General de Axis Communications México. "Los modelos de acero inoxidable son las últimas incorporaciones a nuestra recién actualizada serie de cámaras tipo domo AXIS Q60 PTZ".



Milestone Systems lanza XProtect® 2014

La serie de producto XProtect 2014 aborda todo el mercado de la seguridad independientemente del tamaño, complejidad o localización de la instalación. Los clientes de Milestone XProtect son también optimizados y actualizados para aprovechar las nuevas capacidades de XProtect 2014.



Pelco by Schneider Electric presenta más de 50 Cámaras IP

La renovada gama de cámaras IP de Sarix Value de minicaja y microdomo ofrecen alta definición a un bajo costo, perfectas para la mayoría de las aplicaciones fijas de video seguridad en interiores. Estas cámaras producen imágenes de alta calidad, video HD en color, sus lentes integrados y pre-enfocados de distancia focal fija agilizan y facilitan la instalación además de permitir una alineación de escena de gran precisión.



Read more with English Translation:

www.ipusergrouplatino.com

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



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 Sto Domingo

Jueves, Septiembre 4 2014

Dominican Fiesta 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 Sto Domingo el Jueves 4 de Septiembre 2014.

El Dominican Fiesta Hotel es un hotel en la mejor zona residencial de Santo Domingo. Un exclusivo hotel urbano en la capital de República Dominicana, a solo 10 minutos del centro de la ciudad, a 15 de la zona colonial y a 30 del aeropuerto de Santo Domingo.

El día incluirá un amplio programa de seminarios educativos, junto con un área de exposición con la exhibición y demostración de los más recientes productos y servicios utilizando Tecnología IP.

Compañías Participantes

Anixter
Arecont Vision
Bolid Technology
Exacq Technologies
Fluidmesh Networks
HID Global
IndigoVision
ISS - Intelligent Security Systems
Milestone Systems
NVT - Network Video Technologies

Observint Technologies
Raytec Systems
SONY Latin America
Tycos Security Products
VIVOTEK
Revista IPfocus International
Revista Seguridad en América
TECNOSeguro.com
Revista IT/USERS

For further details contact Pablo Reyes
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Tel: +593 2 6040806

www.ipusergrouplatino.com

Raytec Launch All-in-one VARIO Hybrid

Raytec have expanded their flagship range of VARIO illuminators to include a new, all-in-one Infra-Red and White-Light solution - VARIO Hybrid.

VARIO hybrid seamlessly combines Raytec's latest Infra-Red and White-Light LED technology into a single unit for easy installation and increased functionality.

VARIO Hybrid works in conjunction with external detectors or alarm inputs to provide event triggered lighting on demand and proactively deter crime. The Infra-Red can be used for general CCTV surveillance and the White-Light can be triggered only when needed on alarm via external devices, e.g. on detection of a subject, to act as a visible deterrent or to provide additional colour picture information.

Illumination on demand is highly effective at deterring crime and also reducing the system's running cost and environmental impact. The same illuminator can not only provide IR illumination for video surveillance or act as a visible deterrent, but can also provide a safe and well lit area for pedestrians or workers when they enter the area.

"Lighting should not be a static, stand-alone entity when it comes to designing high security systems", comments

Peter Hulme, Raytec's Lighting Design Engineer. "A good system uses lighting as an interactive tool, fully integrated with other technologies on site to produce a highly responsive and effective system 24/7. VARIO Hybrid helps system designers to easily and quickly achieve this".

As part of the VARIO family, VARIO Hybrid benefits from the full set of unique VARIO features including: 'Interchangeable Lensing' to quickly and easily match the beam pattern to the camera FOV, elliptical beam patterns with 'Hot-spot Reduction Technology' for enhanced images and greater distances, 'LED Status Indicators' for easy diagnostics, and a hand-held 'VARIO Remote Control' for easy set-up and adjustment from ground level.

Tony Whiting, Raytec's Managing Director (joint) comments on the expanded VARIO family:

"The VARIO range already includes a number of industry firsts such as VARIO IP PoE - the first ever CCTV illuminator to integrate into a VMS, and it is now further strengthened with the addition of new specialist solutions such as VARIO Hybrid, VARIO Lighthouse Kit and VARIO D-Zoom. Raytec and all our people are proud to be 100% focused on lighting and we always strive to offer innovative solutions with real, tangible benefits to the global market".



"The VARIO family of LED illuminators has quickly established itself as the industry's first choice when it comes to CCTV lighting and truly offers a lighting solution for any application".

vario iP
network illuminators



Full Lighting Control Anytime, Anywhere

Raytec VARIO Lighting Secures Multi-Million Dollar Property, Adelaide, South Australia

VARIO Infra-Red LED lighting from Raytec has "exceeded expectations" as part of a high security IP CCTV system to protect an exclusive, multi-million dollar residential property in Unley Park, Adelaide, South Australia. of DirectIP™ customers and partners.



Due to the size of the site, stretching over two roadways, a wireless Panasonic IP camera system was installed, but high quality, reliable lighting was needed to capture good images at night; and crucially for the end user, with zero light pollution.

Integrator Fort Knox Security who designed and deployed the system recommended VARIO Infra-Red LED lighting from Raytec, for invisible illumination which would help deliver high quality CCTV images at night. "Raytec is a well known brand in the market, with a reputation for excellent product reliability and the ability to deliver superb image quality" comments Jim Wills, CEO of Fort Knox.

Jim Wills comments further: "VARIO's flexibility lent itself perfectly to this application. Its interchangeable lenses allowed us to output multiple illumination angles from one unit, meaning that one generic product could be used to cover difference areas. This was also easy for us to specify, order and install".

With VARIO holographic lens technology providing high quality, even light distribution, the IR lighting allows the camera system to capture real time footage of the site with excellent clarity and detail, all at full frame rate and with zero light pollution. The reliable illumination allows consistent remote night time viewing of the site over the network system at any time.

"The product exceeded expectations and performed very well, with 50m + clear vision around the site at night enabling easy identification of anyone entering the property at night", says Jim Wills.

The owner of the property also recognised the energy and cost saving benefits in choosing VARIO LED illuminators. All Raytec illuminators provide a long ten year life, have an extremely low power consumption and low running costs, and also require zero maintenance. This has allowed the property owner to make significant savings compared to other traditional high energy lighting solutions.

"The customer is very happy, so much so that we are currently designing a Raytec lighting scheme on another of their properties".

IP UserGroup USA News in Brief

Axis Communications leads the line at IP-in-Action LIVE Toronto

"IP UserGroup USA is delighted to announce that Axis Communications CANADA has confirmed its participation at IP-in-Action LIVE Toronto, a clear sign of its awareness of the need for knowledge and learning plus the tremendous market opportunities for IP Video in Canada".

Axis Communications is recognized as the first company to bring the benefits of network video technology to professional video surveillance and remote monitoring applications, introducing the world's first network camera in 1996. With more than two decades of experience in networking technologies, the largest installed base of network video products, as well as strong partnerships with leading players across all continents, Axis is a partner of choice in network video. Axis offers the industry's most complete and consistent portfolio of professional network video products and solutions. Meet the Axis Communications team and learn more about their latest product offering pre-register here



Axis Announces PoE+ over Coax Blade as the First Multi-channel Migration to IP Solution on the Market

Axis Communications, the global leader in network video surveillance, today announces AXIS T8646 PoE+ over Coax Blade for a multi-channel migration solution to IP video that leverages a building's existing coaxial infrastructure to connect to new IP cameras.



There are several ways to migrate from analog CCTV to digital surveillance systems, such as video encoders and media converters, and using existing cabling can be very beneficial from an investment and business continuity point-of-view. For existing large scale analog installations where re-cabling could be costly or for organizations that cannot afford severe disruption to everyday operations - like hospitals and prisons - making use of current infrastructure is an important consideration.

IP UserGroup International President to Address Toronto Event

It was announced today that IP UserGroup President and editor of the popular magazine and eZine, Paul Hennings will be travelling from the UK to address delegates and guests at the forthcoming IP UserGroup USA, IP-in-Action LIVE Event at the Holiday Inn Toronto Yorkdale Canada on 25th June.



Hennings will deliver a keynote address which looks at the international trends and developments of IP network centric security and safety technology, the growth of non security applications for network video and the challenges of building a successful business utilising IP security technology in the future; a new business model, changing relationships and partnering for profit.

Your Contact at IP-in-Action LIVE Canada - Toronto

At IP-in-Action LIVE in Toronto, Nacho Mosquera will be providing first hand assistance to our corporate membership, exhibitors and delegates in his role of Account Executive.

Tasked to further develop the IP UserGroup organisation in the USA and Canada and build the security technology forum and its activities, Nacho who is bi-lingual in English and Spanish and has been working closely with Pablo Reyes, VP Operations IP UserGroup Latin America for many months, has several years experience in Sales and Marketing with a focus on event management and marketing communications. He is well versed in the latest communications techniques and will be responsible for creating new channels including social media, by which the IP UserGroup USA can support its members moving forward.



nacho.mosquera@ipusergroupusa.com



Exhibitors to date at IP-in-Action LIVE Canada Toronto - Why not join them?



Axis Communications is the world leader in network video and offers a wide portfolio of products for professional IP video surveillance including: Network cameras, Video encoders, Accessories, Video management software, and more. Axis Communications is recognized as the first company to bring the benefits of network video technology to professional video surveillance.



Intelligent Security Systems (ISS) is a leading developer of security surveillance and control systems for networked digital video and audio recording, video image pattern processing and digital data transmission. ISS systems can be integrated with access control systems, fire and life safety, and can be made compatible with virtually any third party security equipment.



At **Logenex** we're all about making something right. Actually, we're really about making intercom and door entry products better, easier, stronger, more versatile, and better looking. That first intercom ignited the sale of thousands of TeleDoorBell door entry systems currently available throughout North America.



Raytec CCTV are the World leader in LED lighting for security and safety. We provide a range of LED illuminators to create a safer global environment whether used in combination with surveillance cameras or as general area lighting. Our drive is to improve the safety of any area at night and to improve the performance on any CCTV system under darkness.



PCSC is a leading supplier of products and services for electronic access control and facility management applications in domestic and international markets. PCSC also offers sophisticated access control management software, integrated video badging, CCTV control, alarm graphics, elevator control and video event recording.

Register - www.ipusergroupusa.com

Get involved with IP-in-Action LIVE - more details - www.ipusergroupusa.com

IP-in-Action LIVE Canada Toronto

Toronto, Ontario - 25th June 2014

Holiday Inn Toronto Yorkdale

IP UserGroup International would like to invite you to become part of a unique event. For the first time IP-in-Action LIVE is visiting Canada. The location for the dedicated IP network based physical security technology exhibition and conference is Toronto, the most populous city in the country.

Connect with a focused knowledge hungry audience - There are limited Exhibition locations and Speaking opportunities available which will be allocated on a first-come-first-served basis, so please do not hesitate and apply Now!

IP-in-Action LIVE USA/Canada 2014 New Format

The 2014 IP-in-Action LIVE events will be taking on a new look as we strive to add value for both Exhibitors, Speakers and Delegates alike.

The New look events will now include the Popular (in UK/EU) Networking Dinner the evening prior to the event, PLUS the Quiz the Guru Panel Discussion immediately after lunch - Take a closer look below.

The IP UserGroup USA hosted IP-in-Action LIVE USA provides a huge opportunity to engage with the very latest Security and Safety Technology! The FREE to



attend, day long event also features the popular Partners on the Network seminar series. IP-in-Action LIVE is a series of focused 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.

With exhibiting companies representing over 100 of the most popular brands, the full day includes a number of lectures from experts, in addition to an expo area featuring hands-on tabletop product demonstrations and workshops. This exhibition and conference is FREE to attend and provided an ideal platform for security systems integrators, end-user and consultants to gain valuable knowledge on IP based Technology. A light breakfast and buffet lunch were included!

Exhibit and Speaking Opportunities Available

Products on display:

- * Megapixel & HD Cameras
- * Access Control
- * Recording Solutions
- * Mobile & Wireless Transmission
- * Perimeter Surveillance
- * Control Room Operations
- * Intruder & Fire Detection
- * Integrated Security & Safety

The Day Features

- * **NEW** - Pre-event Networking Dinner on Tuesday 5th - an opportunity to network with your peers (self funded)
- * Full Programme of Educational Presentations in the Seminar Theatre - Partners on the Network Program
- * 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 throughout the day and a Buffet Lunch
- * **NEW** - the opportunity to Quiz the Guru in an open to the floor session where delegates asked the experts in a panel discussion. This session will be recorded for post event publication.

Royal Docks Enjoy Greater Coverage, With Fewer Cameras Thanks To IndigoVision

The Royal Docks Management Agency is responsible for the security of one of the largest enclosed docks in the world.

13 meters deep and 4km long, the docks cover an area the size of central London, an entire acre of which is land. This leisure water haven is managed from a security base in the King George V Control Centre, which also provides security for the surrounding area, which encompasses London City Airport and the Excel Centre.

Providing surveillance for this and complex site presents a number of challenges, such as wide geographic areas and difficult light conditions. In addition, the high level of public traffic means that operators have to quickly identify and respond to specific incidents. The previous security system was failing to meet those challenges, having poor image detail and a difficult user interface, which slowed operator response time. The high volumes of pedestrian traffic across the Royal Victoria footbridge during events and the activities in the area now known as the Royal Victoria Beach meant that updating this security system was vital.



Solution

Arran Henderson at DSSL Group was asked to design a new system to meet these increasing security needs. Standard Definition (SD) cameras have been replaced by IndigoVision's High Definition (HD) BX cameras. The increased resolution from the new HD cameras mean more effective digital zoom, allowing Royal Docks to reduce the total number of cameras by 15%.



IndigoVision

The map-based user interface of IndigoVision's Control Center software allows operators to see exactly what is happening in any area simply by clicking on the onscreen map, improving operator response time. Fast, efficient video search means specific clips of incidents can now be found and exported in seconds.

"The engineers have done a fantastic job of installing the system and training us on the equipment," enthused Project Manager Leigh Storey, "Operator response time is faster and the image detail from the IndigoVision cameras is outstanding - I can see 2? kilometers down the Thames!"

Benefits

Operators can now see clearly over a far greater distance than before

Specific clips can be searched and exported quickly and easily

Operators can instantly see what's happening in an area simply by clicking it on the onscreen map

Cameras can be deployed wherever needed - without having to worry about control centers, allowing for more efficient coverage

Xtralis Sets a New Performance Benchmark with Award-Winning 220 meter PIR

ADPRO PRO E-PIRs Win the Security Industry Association's 2014 New Product Showcase (NPS) 'Best in Outdoor Perimeter Protection' Award

Xtralis, the world's leading provider of very early & reliable detection and remote visual verification safety and security solutions, today announced the ADPRO® PRO E-Super Long Range (SLR) passive infrared (PIR) detector, the industry's longest range detector. This product is a member of the ADPRO PRO E-portfolio of volumetric, curtain, and directional solutions for perimeter protection that won the Security Industry Association's 2014 New Product Showcase (NPS) 'Best in Outdoor Perimeter Protection' Award. The PRO E-portfolio is the evolution of our award-winning ADPRO PRO PIRs known for their superior detection performance and has been third-party tested and endorsed by Freihoff Group Langenfeld, a leading German security installer and EN50518 certified alarm receiving center.

The new portfolio delivers innovative features such as 220 meter detection range, industry leading tamper-proofing, one-man commissioning and maintenance, and wireless communication. This portfolio is designed for nearly all applications but especially for long-range perimeters such as solar parks, gas pipelines, and airports.

"We have deployed Xtralis' new PIR detectors in order to fulfill our customer's requirements for comprehensive protection of a building complex. The system has been operational for the last couple of weeks and has been performing to the fullest satisfaction of all parties," said Kai Siegle, CEO and Technical Director of ibs Sicherheitstechnik GmbH. "The PRO E-detector's high detection rate combined with the phenomenally low nuisance alarm rate is particularly noteworthy. The system proved its worth shortly after commissioning, when a group of teenagers trespassing onto the site were reliably detected and allowed the CMS operator to address them directly through a remote audio connection and deter them from proceeding any further," explained Siegle.

ADPRO PRO E-PIRs provide maximum detection rate with the ability to detect a fraction of a degree temperature variance from the background environment. Unlike the case with Active IR beams, an intruder cannot breach the perimeter by simply digging underneath or going above the IR beams. PRO-E 100 and 400 provide 150 and 220 meter reach respectively, providing up to 35% cost savings versus competing PIR detectors, by reducing the number of poles required, while still providing multiple-detection



zones for accurate visual verification.

"I was very impressed by the new PRO E-detectors I tested last December," commented Till Freihoff, CEO of Freihoff Group Langenfeld. "Perimeter protection is a key issue for all our customers nowadays. For me it's essential that the sensor has a high probability of detection but also I expect a low nuisance/false alarm rates, otherwise my customers and operators will lose confidence. All of the PRO E-PIR tests were very successful. The new housing, the zero creep zone & rear-ward detection, and easy installation make PRO E-detectors ideal for tough perimeter protection challenges," added Freihoff.

Each PRO E-PIR comes with 360PROtect™, an additional sensor built into the detector to protect the area from 1 meter around the pole/wall up to 8 meters in front of it, truly eliminating creep zones, which plague many PIRs. 360PROtect also detects surface mount removal & masking attempts and delivers separate alarms so operators can respond quickly to mitigate the threat.

PRO E-PIRs are designed to be commissioned and maintained by a single individual using the iCommission™ application available on tablets and smart phones. iCommission allows the installer to remotely adjust the vertical PIR position while performing a simple walk-test in the detection zone. This feature reduces commissioning and maintenance time & costs.

The PRO E-PIR portfolio offers a variety of models to optimally address varying perimeter, performance, and budget needs. For example, the PRO E-400H SLR reduces the number of poles, detectors, and cabling required for an installation, resulting in 65% cost savings in comparison to an active infrared barrier system. The SLR is designed to deliver superior detection performance and accurate zones (up to 7) to

precisely enable cameras to provide visual verification, and when installed pointing at each other offers double-knock protection for 220 meters.

The PRO E-portfolio adds a wireless PIR solution that enables alarm & fault reports to be transferred wirelessly and eliminates trenching, cabling and conduit. Intelligent power management and battery or solar power options allow solutions that are cable-free. This solution can provide installation cost savings of up to 22% over a 10 year period.

The PRO E-portfolio seamlessly integrates with the ADPRO FastTrace 2E Remotely Managed Multi-service Gateway (RMG), via an RS-485 communication bus or via Ethernet by using the optional ADPRO PRO E-IPM, an IP-module capable of being integrated into the PRO E-housing. The PIRs signal alarm events to the RMG, and direct the local cameras to the alarm zone. With IntrusionTrace, a video content analytic (VCA) running on the RMG, operators are provided real-time visual verification of the threat for an effective and efficient response.

"The RS 485 field bus networking capability of the detectors is also of particular importance; not only does it reduce the installation costs, but also allows qualified and time saving remote maintenance and configuration access leading to high functional reliability and drastically reduced continuous operation costs," said Bernd Carolus, Product Management Director of ibs Sicherheitstechnik GmbH. "We were also very pleased by the innovative iCommission tool for one-man-commissioning which allows time saving installation and deployment at considerably reduced staff costs," added Carolus.

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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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.

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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.

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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.

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ASL's iVencs software features full Command and Control functionality in one seamless 3D user interface for all subsystems including access control, PAVVA, 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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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.

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www.arecontvision.com



Cut the CCTV camera wires with Arkessa using a unique 3G communications service that works anywhere in the UK.

Free you CCTV cameras with no problematic wires to install. Services are high quality, simple to set up and cost effective. The easy connections are optimised for high-speed data uplink and download and enable you to bypass firewalls and IT departments.

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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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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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 Stockholm stock exchange (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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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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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 archived 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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Cathesis 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, Cathesis 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 Cathesis' experience and technical skills in a cutting-edge, deceptively simple security management solution. Cathesis Europe is a subsidiary of South Africa-based Cathesis Technologies.

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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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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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www.boldcommunications.co.uk

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

BT Redcare CCTV and
Security Solutions
11-13 Great Tower St.
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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

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BAE SYSTEMS

BAE Systems provides market leading products, combined with extensive technical expertise - delivering customer-focused solutions to meet security and surveillance requirements. Products include the Universal Video Management System (UVMS). Based on Internet Protocol (IP) networks, it provides digital video monitoring, recording and archiving technology for customers with multi-site/multi-camera capabilities. BAE Systems is an international supplier to local and central governments, police and security forces as well as commercial customers.

Hardware: Cameras (Pan/Tilt/Zoom), Interface Devices, Intruder Detection, Access Control.

Software: Video Recording, Camera Control, Fire Detection, Data/Image, Storage/Archiving, Intruder Detection

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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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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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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.

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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

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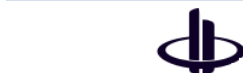
With over two decades of sales and development experience worldwide, Dedicated Micros have earned a reputation as one of the industry's foremost innovative forces.

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

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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
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1-2 Hatfields
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UK
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www.digitalbarriers.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
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www.dvs.co.uk



EConnect's software and services integrate digital video surveillance with Point-Of-Sale or point-of-use terminal data in order to provide a proactive Video / Data Intelligence System. Our applications are in use in restaurants, casinos (in both their food and beverage and gaming operations), quick serve restaurants, convenience stores, commercial banks and elsewhere.

EConnect provides software that turns video surveillance into a true loss prevention tool, a tool that gives clients the ability, using their POS or other data collection systems, to set pre-determined triggers of potential loss events, with the system then archiving multiple video feeds and the POS or point-of-use data for each event.

Contact - Guido Arais

eConnect Inc.
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Suite 10
Las Vegas
NV 89117
Tel: +1 (702) 523 8786
www.econnect.tv



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

Etrovision Technology
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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.
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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,
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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

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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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China

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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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Tel: +44 (0)2036 575678

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
12 Raleigh Court
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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.
Via dei Lavoratori
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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

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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

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67722
Germany

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Fax: +49 6302 9816-190
www.mobotix.com



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 Lanbournie

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www.nedap.com



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

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NE10 8YX

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www.netgenium.co.uk



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
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Southampton
SO30 2ZP

Tel: +44 (0) 8707 22 4146
www.nice.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

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www.panasonic.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 Norderstedt
22848
Germany

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www.plusteksecurity.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
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www.rayteccctv.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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www.riscogroup.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
Rheinstraße 7 / Q2.4
D-41836 Hückelhoven
Germany

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www.rivatech.de



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
Evesham Road
Broadway
Worcestershire WR12 7HU

Tel: +44 (0) 1386 834433
www.senstar.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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Siqura 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. Siqura 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, Siqura is committed to providing its customers with expert technical advice and support.

Siqura 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
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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, tdsccvt, 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

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

Tel: 00353 1 4663060
Fax: 00353 1 4663070
www.timedatasecurity.co.uk



Tyco Integrated Systems is a market leader in the development, design, installation and support of complete integrated IP solutions for CCTV, Access Control, BMS and other electronic system throughout the UK & Ireland.

These range from standalone control systems to fully integrated solutions covering Video Surveillance, ANPR, Automatic Incident Detection, Video Analytics, Access Control, PA, Intercom, Wireless Communications, Congress/Conference Systems, Audio Visual and BMS. Tyco have established an unrivalled reputation for understanding the customer's needs and applying the latest IP technology to deliver high quality value engineered solutions.

Contact - Alan Perrott

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Fax: +44 (0) 1854 784010
www.tycois.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
International Headquarters
Group Communications
Gubelstrasse 22, CH-6301 Zug

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Fax: +41 41 723 5484
www.siemens.com/buildingtechnologies



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/vidosecurity>

Contact - Adam Coomber

Sony United Kingdom,
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KT13 0XW

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www.pro.sony.eu



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

Touchstone Electronics
Commerce House
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BICESTER Oxon
OX26 4LD

Tel: +44 (0) 845 034 8980
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www.t-e-l.co.uk



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.

Their security integration platforms, built by our developers from across all product disciplines, allow our customers to see more, do more, and save more. Choosing video surveillance from American Dynamics and access control from Software House provides an integrated solution that enables businesses to better manage their security and enhance business performance. We will show you how the best integrated solutions can mean better security for your organisation.

Contact - Paul Mildon

Tyco Security Products
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UB7 0DQ

Tel: +44 (0) 2087 505660
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www.tycosecurityproducts.com



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 (WISP's) 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



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

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International
Technium Waterfront
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www.sureviewsystems.com



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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UK Broadband is the UK's largest commercial holder of national radio spectrum suitable for 4G mobile services and fixed wireless solutions.

We provide wireless data capacity, equipment, services and solutions to the telecoms industry, service providers, channel partners and the public sector.

We deliver a full range of quality products, services and support for IP CCTV and wireless applications.

For more information about our solutions please visit

www.ukbroadband.com

For details of our wireless products please visit

www.ukbdistribution.com

Contact - Sally Sommers

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María Fernanda Barragán

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 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, conocedor 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 Optica y Par Cobre.

Juan Carlos George

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 González César ha sido fundamental en el desarrollo de un amplio reconocimiento de la marca internacional de productos de DIGIOP. Él 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

Diana Rodríguez Diseñadora Industrial con especialización en gerencia comercial y énfasis en mercadeo y comercio exterior, Diana Rodríguez 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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