

Sept 2013

# IPfocus<sup>®</sup>

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

promoting IP as the future technology for the security industry

Sept 2013

The Official Quarterly Technical Journal of the IP UserGroup - [www.ipusergroup.com](http://www.ipusergroup.com)

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Sir David Trippier Addresses IP-in-Action LIVE Manchester

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# News & views...

## D-Link and NETAVIS collaborate to integrate cameras into Observer video management system

D-Link has kicked off its partnership with video management software provider, NETAVIS, with integrated support for ten of D-Link's IP Surveillance cameras on its Observer platform. Andrew Mulholland, Head of Business Solutions, D-Link UKI, commented: "Many companies operate in a heterogeneous surveillance environment, combining legacy and modern equipment from several manufacturers. With our cameras now fully functional through NETAVIS Observer, partners and customers have even more flexibility and choice when it comes to designing these solutions."

NETAVIS Observer 4.4.4 and 4.3.13 now support the following D-Link IP Surveillance cameras: DCS-2210, DCS-2230, DCS-3112, DCS-3710, DCS-3716, DCS-6113, DCS-6511, DCS-6616, DCS-7110 and DCS-7413.



Further support is due in the coming months for the DCS-6210, DCS-3010 and DCS-7513.

Wolfgang Baumgartner, CEO of NETAVIS added: "With thousands of successful installations, we provide support for a broad range of CCTV and IT infrastructures. With the growing demand for IP Surveillance and D-Link's focus on end-to-end IP Surveillance solutions, integrating its cameras into our software was a logical step for both parties."

D-Link and NETAVIS plan to continue developing this partnership to integrate more products and features over time. **IP**

## Hikvision HD IR Cube IP Cameras Keeps Homes and Businesses Safe

Hikvision is introducing its series of HD IR Cube IP cameras, the most recent addition to its expanding 2-line high-definition IP camera line.

Both the 3MP DS-2CD2432F-I (W) and the 1.3MP DS-2CD2412F-I (W) IR cube network camera models are elegantly designed to safeguard homes, offices, stores, and other small and medium-sized enterprises.



These cameras are embedded with a passive infrared (PIR) motion detection sensor. This allows the cameras to detect an individual when they are within an 8-meter range of the unit and also automatically triggers an alarm response. The series also features a DI/DO interface for the user to connect to a variety of external audible & visual alarm devices for further security control purposes. **IP**

## LILIN announces full integration of the NVR Touch series with Control4

New Extra Vegetables Driver for Full Operation of the NVR Touch using the Control4 Remote



In January, the integration of LILIN IP products with Control4 systems was launched. LILIN now announces that users of Control4 systems have full integration of the NVR Touch using the Control4@ Remote.

The release of the free, Extra Vegetables driver means users can now fully control the NVR Touch from the same platform that controls other appliances in their home or business, all with their Control4remote. Control4's SDDP automatically identifies and loads the correct driver for the NVR Touch, making installation virtually instantaneous. After highlighting and double-clicking the room in which the platform is installed, the driver instantly configures itself into the system. After making any optional settings, the HDMI output simply connects in Composer. **IP**

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**Brickcom** - It is our great pleasure to invite you to our booth at CPSE 2013, which is going to take place on October 29th in Shenzhen, China! During this show, we will present our latest IP surveillance technologies and solutions, including

- FocusEasy™ for focusing the camera without using your eyes!
- World's 1st mini dome camera with ImmerVision Enables 360 panomorph lens
- Award-winning N series superior night vision cameras
- Wireless IP surveillance technology
  - Home automation
  - And more!!

If you are coming to CPSE 2013, you are more than welcome to visit our booth at 1A14 and see what we have to offer! **IP**



## Avigilon Adds Larry Berg to Board of Directors

Avigilon have announced the appointment of Larry Berg to its board of directors. In his most recent position as president and CEO of the Vancouver Airport Authority (VAA), Mr. Berg was instrumental in the redevelopment and expansion of the Vancouver International Airport (YVR) in Vancouver, Canada. The airport was named Best Airport in North America at the Skytrax World Airport Awards in April 2013.

"Larry brings extensive experience in executive management positions, proven business leadership skills, and a unique understanding of the airport industry," said Alexander Fernandes, president and CEO of Avigilon. "We look forward to his contributions as we continue to grow our business."

"Avigilon is a remarkable technology company with a proven track record of success," said Mr. Berg. "I look forward to applying my experience and contributing to the company's rapid growth."

Most recently, Mr. Berg spent 15 years as president and CEO of the Vancouver Airport Authority where he spearheaded a \$1.4-billion expansion project, facilitated the opening of the Canada Line mass transit system extension to YVR airport, and was a strong advocate in bringing the 2010 Winter Olympics to Vancouver. In August 2013, Mr. Berg was appointed to The Order of British Columbia in recognition of his outstanding leadership and vision that helped YVR airport earn its reputation as one of the world's top airports. **IP**

## VIVOTEK - Full Membership in ONVIF

VIVOTEK have announced that it has been



inaugurated as full members of ONVIF, the open industry forum committed to promoting and developing standards for the interfacing of IP-based security products. Compared to a user member, VIVOTEK is able to be involved in and positively influence the development of global open standards for the interface of network video products.

Established in 2008, ONVIF is dedicated to standardization of communication and interoperability between network-enabled security devices. Currently, there are 468 members of ONVIF, including 21 full members, 20 contributing members and 427 user members. With the adoption of an open standard, IP-based security products from different member companies are able to be compatible and interoperable with each other, making integration of the products into a single solution and system expansion easy and friendly.

Steve Ma, Executive VP at VIVOTEK, stated, "VIVOTEK, in the past decade, has committed to providing global partners and customers with industry leading and high

quality products and solutions for meeting diversified demands. With the adoption of an open standard like ONVIF, the value, eligibility and reliability of VIVOTEK's IP-based surveillance products are further enhanced, driving future business growth. Bearing in mind the importance and power of a common and open standard, VIVOTEK applied for a full membership within ONVIF. Via multiple working groups and meetings for standards establishment with other full ONVIF members, VIVOTEK believes that it will be able to cast greater influence. **IP**

## Genetec and Barco strengthen alliance with latest control room integration

Barco, a global leader in visualization and collaboration



solutions, and Genetec, a pioneer in unified IP security solutions, now offer optimized perspectives to enhance situational awareness, thanks to a new, innovative Barco CMS plugin technology inside Genetec's flagship Security Center unified security solution.

Ensuring the security of critical public infrastructures in major cities and private corporations is of paramount importance to surveillance centers charged with protecting public safety and valuable intellectual property. Genetec's Security Center seamlessly blends IP security streams from its Omnicast Video Management, Synergis Access Control and AutoVu License Plate Recognition modules into a single intuitive interface, providing a comprehensive solution for visually managing and addressing incidents and events. The new CMS (Control room Management Suite) plugin provided by Genetec integrates with Barco CMS-200 software to enable simultaneous display of video and security events on Barco video walls or any Barco CMS-powered display, helping operators identify and quickly respond to security threats. **IP**

## RIVA from ViDiCore Protects Partners and Security Directors with Advanced Video Analytics

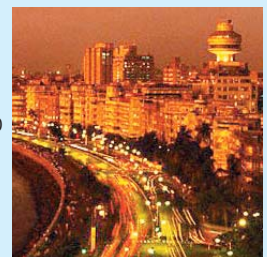
ObjectVideo, Inc. today jointly announced that the video analytics embedded in ViDiCore's "RIVA" branded product portfolio are fully licensed under the ObjectVideo patent licensing program. The patent license protects systems integrators, security directors and anyone who installs or uses RIVA intelligent IP cameras and encoders from ViDiCore.

As a leader in bringing affordable, intelligent video security and business intelligence to the CCTV industry, ViDiCore recognized the importance of joining the fast-growing community of leading video analytics manufacturers who have licensed ObjectVideo's portfolio of video analytics patents. **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 Dabi, Bahrain, Dubai, Qatar, Saudi Arabia and the UAE, we are concentrating on India as our top priority.

### Why IP UserGroup India?

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

### IP UserGroup's Remit in India

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

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



# IndigoVision reduces Randon Group's security operation costs by 20%

With over 11,000 employees and nearly \$2 billion in revenue, the Brazilian transport manufacturer Randon Group has selected IndigoVision to provide an IP video security solution for its assembly plant in Guaralhos, with plans for future expansion to all locations.

The security project requirements were reducing theft, providing real time monitoring from multiple, remote security workstations and increasing operational efficiency. The project also required reusing existing security camera hardware as well as offering the latest IP camera technology with the ability to scale to meet future expansion requirements. The final goal is for all Randon locations worldwide to be monitored from a single security solution.

Using IndigoVision's video security solution, existing cameras were converted through IndigoVision's IP encoder hardware, delivering benefits including dramatically improved recording quality. IndigoVision's world-class video compression technology meant that video from existing cameras could be easily streamed to remote sites, which was impossible with the existing security system.



In addition to using IndigoVision's IP encoder hardware, IndigoVision's IP cameras have been installed providing additional benefits that analogue cameras could not deliver, such as higher image resolution. All video from the IP encoders and cameras is stored on multiple IndigoVision Network Video Recorders (NVRs), with total system management provided by IndigoVision's Control Center software user interface.

Having deployed IndigoVision's solution, it is now possible for operators to monitor live video and playback recorded evidence from the main Randon HQ, located over 500 miles away. IndigoVision's unique Distributed Network Architecture (DNA)

removes the need for a central management server making future expansion for monitoring all of Randon's sites incredibly easy.

The project was installed by local Brazilian partner, Jetlink Comercio de Equipamentos, alongside security architect and consultant Villa Segura.

"IndigoVision has provided Randon with a class leading security system which not only protects the site but has reduced operational costs by 20%. The solution is future proofed, enabling easy future expansion and addition of new sites onto the network regardless of global location." Stated Percival Campos Barboza, Director Security Architect, Villa Segura.

"With corporate networking commonplace, organisations are starting to demand multi-site monitoring of their security operations in order to increase operational efficiency.", stated Lopez Martin, IndigoVision President of Latin America. "Unfortunately organisations are dissatisfied when looking at other IP security systems. These systems struggle to deliver over wide area networks due to poor technology design. Organisations choose IndigoVision as multi-site monitoring and project scalability is extremely easy".

# IndigoVision reap major rewards in the USA

IndigoVision is going from strength to strength in the USA. New products are being launched every month, and the new innovative features introduced to the original Control Center has earned it a formidable reputation in the industry.

This success is due to a strategic change made in 2012, when IndigoVision USA made the bold decision to totally re-launch its business. "It was a strategic approach which began with the hiring of Paul Smith, who is an inspiring leader," stated Marcus Kneen IndigoVision CEO, "He introduced a strategy focused on key market verticals, an extensive technical training program and engaging with industry specialist security integrators and consultants. He also expanded the sales team by over 100% and increased resources in US operations and presales support teams."

"We invested a lot of time listening to VAR partners and end users, to make sure we really

grasped what the market needed," added Paul. "We then added the best of what we had learned globally, such as the experience gained from five Olympic Games, 250 cities, and systems for oil and gas covering over 25,000 inputs.



The loyalty of our partners in the USA has always been fantastic, and when they saw we were taking action on what they were saying everything started to click."

The number of new projects IndigoVision has won recently proves Paul's point. These projects include a regional rail organization and several

regional and national retail groups, along with a 1,200-channel video surveillance solution for the Sycuan Casino - one of the largest single US projects IndigoVision has ever won. Combined with existing installations such as the University of Miami Healthcare and the City of Marietta, IndigoVision's position in the USA has never looked stronger.

"The recent wins in the US show that our strategic approach is working," confirms Marcus.

"Expansions to existing IndigoVision installations demonstrate customer satisfaction and high demand for our latest products. Our focus on market verticals is also paying off with fantastic new wins across the US. I am delighted to see all of the hard work come to fruition."

## For a Czech Security Company, Hikvision is the Best Bet

Located in Prague, the capital of the Czech Republic, is the new headquarters of Jablotron Alarms, a.s - one of the country's largest security firms. As this new corporate headquarters represents both the success of the company, as well a new business facility, it was paramount that security be indicative of this reality. Thus, a number of Hikvision products were chosen to protect both Jablotron's reputation and its new building.

### Hikvision Cameras ... Inside

"Jablotron's overall goal was to design a high-quality CCTV system, but one that was easy to operate. We put a great deal of emphasis on the ability to obtain clear, quality, pictures in both day and night environments; as well the ability to view them live or by recording," explained Martin Svoboda, Operational Director at Jablotron.

The guts, so to speak, of this CCTV system was a quartet of Hikvision cameras: the DS-2DF1-514 5" Network High Speed Dome, DS-2CD8253F-EI IR Bullet Network Camera, DS-2CD764F-E 1.3 MP Network Dome Camera, and the DS-2DF1-402 4" Network High Speed Dome.

Internally, main entrances, as well as emergency exits were deemed areas that needed coverage. Additionally, hallways, various office space, and security management rooms were designated as requiring additional security.

Primarily tasked with this effort was Hikvision's DS-2CD764F-E 1.3 MP Network Dome Camera. "We found



this unit to be particularly good in areas such as receiving, as well as other office space. We are really able to see, in great detail, what is important," noted Mr. Svoboda.

Features, such as up-to 1.3 megapixel (1280 x 960) resolution and HD720P real time video, allow the DS-2CD764F-E to successfully achieve this goal. Located in the server room is the DS-2DF1-402 4" Network High Speed Dome. This camera was specifically chosen because of its 360° endless pan range. It was also put on a 24-hour scan feature to better visually patrol the area. This Hikvision model allows IP - both inside headquarters, as well as those outside (by remote viewing) - to keep constant vigil over this highly-important room.

### ... and Out

While on the exterior, Hikvision's DS-2DF1-514 5" Network High Speed Dome mans the roof. Obviously, an

IP66 rating is critical to this camera being able to do its job in hot European summers and brutally cold winters. Also, due to the area this camera resides - the roof - it is vital to zoom on any potential threats. A 23x zoom provides this, while a 360° endless pan range and -5°-185° tilt range gives the ability to quickly follow any item of interest. Interestingly, "We really liked this camera, and purchased an extra unit just in case of any emergency situation," added Mr. Svoboda.

Placed liberally along the external facade of these headquarters is the DS-2CD8253F-EI IR Bullet Network Camera. Again, sporting an IP66 rating, the DS-2CD8253F-EI also provides true day / night ability and an IR range of up-to 30m to give excellent coverage all lighting conditions. Mr. Svoboda remarked, "For this particular application, night vision was critical, and we are very comfortable with the DS-2CD8253F-EI's ability."

### The Final Piece

Finally, tying this CCTV system together is Hikvision's DS-8632NI-ST NVR. "The DS-8632NI-ST allows us to connect all of our internal and external Hikvision cameras into this 32-channel NVR. This conveniently and efficiently provides multiple access for different users, such as personnel at reception, security, or various managers that need require usage of our CCTV system," summed up Mr. Svoboda.

Whether it be hallways or the headquarters' external walls, Hikvision is helping Jablotron Alarms, a.s. deliver the security to ensure their continued future success.

## Hikvision Provides Around-the-Clock Surveillance for Pakistani Museum

Much of Pakistan's cultural history is located in Punjab, Pakistan. Specifically, the Lahore Museum in Punjab. This government-run facility allows patrons to view the millions of coins, paintings, and artifacts that collectively define both Pakistani history and its people.

However, the building itself presented a variety of security challenges. Notably, the building chosen to serve as the museum was both historically significant and famous. However, while beautiful, this huge structure has large halls and lobby areas that were originally designed without surveillance in mind. As proof of this challenge, the museum's previous security solution had proved inadequate with cases of thefts unfortunately resulting.

### A Successful Demo

Museum administrators decided it was time for a better solution. Digital Links, the Pakistani integrator of this project, provided a successful demo that heavily relied upon Hikvision technology and Digital Links know-how.

Specifically, Digital Links chose a solution that offered comprehensive coverage of the entire museum - not just the interior (as the previous solution did). Obviously, the museum's galleries, lobbies, and



hallways would be focused on; but now the museum's perimeter, main gates, and parking area would also have surveillance.

Importantly, Digital Links decided that Hikvision's IR technology would play an integral role in this upgrade and provide the around-the-clock surveillance that museum administrators now required.

### Hikvision IR Technology

Previously, Lahore Museum used lower-quality cameras that did not have any IR functionality. This was partly due to Pakistan's uneven electricity availability. In the museum's case, security camera coverage was virtually non-existent in the evening. After the museum closed,

the lights were turned off due to these electricity concerns, and coverage was lost. This was not ideal, and administrators set out to rectify it.

Khuram Chohan, Operations Manager at Digital Links explained, "At night, the museum operates at a near zero-light environment. However, during working hours - and due to the museum's architecture - certain areas oscillate between dim to very bright, and back again. So for us, the DS-2CC592P-IR3's IR and IR range are paramount; as is its day / night auto switch function."

### Eyes on the Museum

Administrators at Lahore Museum decided that a main security control room would largely monitor and control this solution. Inside this room are multiple 52" monitors that split footage of the museum's cameras between them.

Furthermore, a LAN cable connects this nerve-center to the manager's office, thereby allowing another set of eyes to observe what is happening inside, and outside, of the museum. In many respects, this is symbolic of Digital Links new solution: from very limited coverage that was only seen by a few, to a robust 24/7 solution seen by many. And all greatly helped by Hikvision technology.



# 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.**

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## 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](http://www.ipusergroup.com), [www.ipusergroupusa.com](http://www.ipusergroupusa.com), [www.ipusergroupindia.com](http://www.ipusergroupindia.com) and [www.ipusergrouplatino.com](http://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.

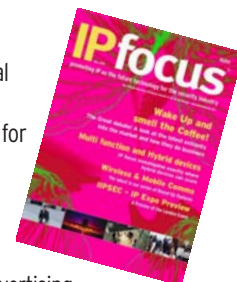
**eNewsletters** - The IP UserGroup maintains contact with the Affiliates and members via regular eNews letter, eMagazine (IPfocus PDF) and Technical Bulletins. Comprising a combination of news, technical information, product and Affiliate membership news.



### 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 Categories

**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 Bulletins 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 targeted Networking opportunities	YES	YES	YES	FREE
Exposure to a highly focused 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)

## 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](http://www.ip-in-action-live.com)



## Programme IP-in-Action LIVE Latinoamérica:

- March 2013 - Panama City, Panama
- June 2013 - Bogota, Colombia
- September 2013 - Guadalajara, Mexico
- November 2013 - Guayaquil, Ecuador

## Programme IP-in-Action LIVE USA

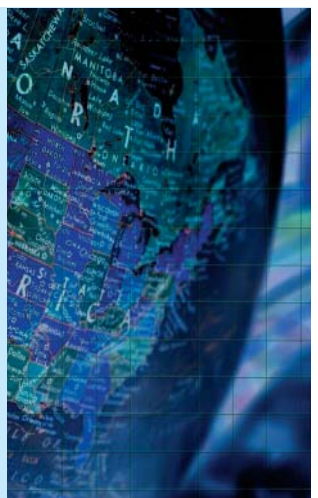
- February 2013 - Tampa, Florida
- August 2013 - Chicago Illinois
- November 2013 - Texas
- February 2014 - California

## Programme IP-in-Action LIVE UK / EU

- March 2013 - Glasgow, Scotland
- June 2013 - Manchester SW
- September 2013 - London Central
- December 2013 - Southampton

## Programme IP-in-Action LIVE India

- April 2014 - New Delhi
- October 2013 - Mumbai



**IP UserGroup (UK/Europe),**  
Unit 3 Burstow Park Business Centre, Horley, Surrey, RH6 9TF, UK  
Tel: +44 (0) 870 7870 546

**IP UserGroup (USA) inc.**  
1849 NE Acapulco Drive, Jensen Beach, FL 34957 USA  
Tel: +44 1293 786822

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



Principal IP UserGroup International  
Paul Hennings



VP Operations IP UserGroup LATAM  
Pablo Reyes



Event Co-ordinator IP UserGroup UK/EU  
Ingrid Spindler



Financial Controller IP UserGroup UK  
Chris Phillips

## 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: UTC Fire and Security UK Ltd., DVS Limited, Vision Solutions and Associate, Senstar. PLUS EverFocus Electronics Corp and the International Security & Trading Corp 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



**Vision Solutions**  
UK, Worcester  
+44 (0) 333 1234 200



**UTC Fire & Security UK Ltd**  
UK, Milton Keynes  
01908 281 981



UTC Fire & Security UK is a leading provider of innovative electronic security and fire safety solutions that help secure and protect people, assets, communities and infrastructures. With an extensive product portfolio including fire detection, intrusion detection, access control, video surveillance and integrated security solutions, UTC Fire & Security is well positioned to meet the needs of a broad range of customers. UTC Fire & Security is part of UTC Climate, Controls & Security, a unit of United Technologies Corp. (NYSE:UTX). More information about UTC Fire & Security Products EMEA can be found at [www.utcssecurityproducts.co.uk](http://www.utcssecurityproducts.co.uk)

Vision Solutions® is the premier provider of cloud protection and recovery, high availability, disaster recovery, migration and cross-platform data sharing solutions for Windows, Linux, AIX, IBM Power Systems and cloud computing. Our Double-Take®, iTERA™ and MIMIX® solutions make it easy for organizations to adopt cloud-based disaster recovery strategies, perform near-zero downtime migrations without risk, share data in real-time across platforms and move, protect and restore data, applications and operating systems of any kind on any combination of physical, virtual or cloud servers. And, not only do our products eliminate downtime, they continue to evolve alongside the most cutting-edge technology on the market.

Vision Solutions' product portfolio is organized into three solution categories: Cloud Protection and Recovery Solutions; High Availability and Disaster Recovery solutions; and Migration and Cross-Platform Data Sharing solutions. Our goal is to make it simple for IT professionals and partners to find the right products to move, protect, recover and share data.

**DVS Limited**  
UK, Cardiff  
029 2045 5512



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.

Formed in 2003 DVS has quickly established itself as one of Europe's most successful multi-brand distributors of electronic surveillance products. A fast paced and energetic organisation, DVS has embraced technological advances in the industry and are now seen as one of the industry's most proficient distributors of IP CCTV products.

DVS has built an enviable reputation in the industry that has helped to ensure that many of the industry's leading manufacturers have decided that DVS is the best partner to introduce their products to the professional installer.

And Associate Member:

**Senstar**  
UK, Worcestershire  
01386 834433



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.

From sensors to alarm monitoring and control, infrared illuminators to CCTV solutions, Senstar delivers superior technology, products and service in providing you with a complete security solution.

**Affiliate Membership Contact: Paul Hennings -**  
IP UserGroup UK/EU - Phone: 0870 7870 546 or  
email: [paul.hennings@ipusergroup.com](mailto: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](http://www.aver.com/uk) or call the AVer office on 01908 371772.

### IP UserGroup Latin America



EverFocus Electronics Corp.  
USA, Duarte, CA 91010  
+1 626 844 8888



EverFocus Electronics Corp. is a leading manufacturer of CCTV cameras, DVRs, access control systems and other CCTV and access control peripherals. Headquartered in Taipei, Taiwan, EverFocus has offices located around the world including the U.S.A (California & New York), Germany, China and Japan

EverFocus offers quality products, superior technical support, project design consultation, a certified dealer program, educational trainings and many more to meet the demands of our customers worldwide. We believe the key component to success lies in the development and quality of our products and excellent customer service.

International Security & Trading Corp  
USA, Miami, FL 33178  
+1 305 594 4141



International Security & Trading Corp. is an organization dedicated to providing the best electronic security solutions to our customers. We are composed of a team of specialized and certified professionals in various fields of the security industry, and we provide a complete portfolio of products in CCTV/IP, Fire & Burglar Systems, Access Control, and Specialized Systems (Perimeter Protection, X-rays, Parking Systems, Cabling & Infrastructure, etc.).

Since 1995, we have grown to have offices in Miami, Mexico, Costa Rica, Colombia, Brazil, Chile and Argentina. Some of our offices offer local inventory, in order to provide fast delivery when required.

At ISTC, we also provide support and training to maintain our customers at the vanguard of security technology through Webinars, Seminars and Certification programs. We pride ourselves on providing our clients with the necessary tools to develop successful projects.

Our local support teams provide a unique consultative approach when, combined with industry-leading equipment know-how, helps us assist our clients with the development of projects and design of customized solutions that ensure customer satisfaction and success in their initiative.

We recognize that each security project is unique, and that locating the right solutions can often be a daunting task. This is why we have taken on the initiative of developing strategies to ensure that your company saves time and money, while surveying for your project requirements in one place.

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



[www.ipusergrouplatino.com](http://www.ipusergrouplatino.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.



AVer Information Europe B.V.,  
01908 371772 [www.aver.com/uk](http://www.aver.com/uk)



## Avigilon Launches LightCatcher Innovation

Avigilon, a leader in high-definition (HD) and megapixel video surveillance solutions, today introduced LightCatcher™ technology to its camera line-up.

Demonstrated at ASIS 2013, Avigilon's innovative LightCatcher technology provides the industry's most effective way to capture evidentiary color detail in extreme low-light environments. This new technology helps identify objects of interest more successfully in challenging lighting situations, such as restaurants, bars, hotels, parking lots, and alleys.

"Capturing clear, color detail is important where security is a concern, regardless of lighting conditions. Being able to identify the color of a vehicle or the clothing of a suspect can be the difference in an investigation," said Ian Povey, director of product marketing and management at Avigilon. "With the introduction of our innovative LightCatcher technology, we continue our commitment to bring the best evidence to the industry."

### LightCatcher Technology

By increasing the amount of light and detail captured via the camera and decreasing the noise in the image, LightCatcher technology produces significantly more detail in color from a low-light scene than any other technology. This combination results in the ability to identify objects of interest more effectively.

Avigilon cameras with LightCatcher technology are available with the following additional features:

- 1.3MP HD and HD Dome cameras
- 3-9mm F1.2 lens
- H.264 and motion JPEG compression
- Automatic removable IR cut filter
- Power over Ethernet, 24 VAC or 12 VDC power input
- Audio input and output
- ONVIF compliant

Integrates seamlessly with the Avigilon Control Center software

### Availability

LightCatcher technology is ideal for environments with challenging lighting conditions. Cameras with the LightCatcher feature are available immediately worldwide. For information on product availability, please contact a local sales representative at <http://avigilon.com/sales>.

## 20 Old Bailey Helps Maintain Security for Safest Street in London with Avigilon High-Definition Surveillance System



Farebrother Chartered Surveyors, a comprehensive property services firm in central London since 1799, is responsible for the management of 20 Old Bailey, a 300,000 square foot office building located across from the United Kingdom's Central Criminal Court.

Because the Central Criminal Court deals with the most contentious criminal cases from across Britain and is a high-risk target for terrorist attacks, Old Bailey has become one of the most secure open-access roads in London, with a strong police presence and more than 20 surveillance cameras installed to monitor traffic around the court house itself. To help address its security challenges, the Farebrother management team at 20 Old Bailey has installed the Avigilon high-definition surveillance system to monitor activity in and outside the building for greater overall tenant security.

### Challenge

Located directly across from the United Kingdom's Central Criminal Court, the building at 20 Old Bailey Road needed an advanced surveillance system to monitor activity around the building for greater overall tenant security.

### Solution

The team at 20 Old Bailey installed Avigilon 5 MP cameras on the exterior of the building, keeping its existing analog cameras and installing Avigilon Analog Video Encoders to integrate the new Avigilon high-definition surveillance system. The team manages the Avigilon system using the Avigilon Control Center network video management software (NVMS) with High-Definition Stream Management™ (HDSM) and installed four Avigilon Network Video Recorders (NVR) to store up to 30 days of continuous surveillance footage.

### Benefits

The Avigilon high-definition surveillance system has made surveillance video a valuable resource for the team at 20 Old Bailey and for the City of London Police, reducing investigation times by 25 percent. The team saved 50 percent on installation costs by using existing cabling for the Avigilon 5 MP cameras on the exterior of the building and by installing Avigilon Analog Video Encoders, security professionals estimate they can achieve 12 times the image resolution on its existing analog cameras.

### Avigilon Delivers High Quality Evidence to London Police

To handle its precarious security environment, the 20 Old Bailey management team co-operates with the City of London Police to maintain a high security presence and provide high quality video surveillance footage when necessary. This, combined with the fact that it must comply with the video quality and storage requirements set by the United Kingdom Data Protection Act, has compelled the 20 Old Bailey management team to upgrade its existing analog-based surveillance with the Avigilon high-definition surveillance system. "We are able to provide the City of London Police with high quality footage to be used as evidence if required," explains Jon Batt, partner in charge of the Facilities and Corporate Estate Management Team at Farebrother Chartered Surveyors.

"With our previous analog-based system, we were unable to identify any detail, including faces, license plates, or articles of clothing at certain distances. In fact, the system was useless in its previous form."

"We are able to provide the City of London Police with high quality footage to be used as evidence if required."



Avigilon saw a



attempting to



at warehouse



while analog saw



**Only our high-definition surveillance solutions give you the full story.** Get the image detail you need to reduce break-ins and keep inventory secure with an Avigilon end-to-end solution. Our broad range of cameras lets you monitor multiple interior and exterior environments to provide you maximum coverage even in the absence of security personnel. Learn more about the benefits of Avigilon's end-to-end solutions at [avigilon.com/endtoend](http://avigilon.com/endtoend)

**AVIGILON**  
THE BEST EVIDENCE™

## Don't Miss Out..

### IP-in-Action LIVE Southampton

Thursday 5th December  
The Solent Hotel & Spa  
Fareham



### IP-in-Action LIVE Guayaquil Ecuador

Thursday 21st November  
Hotel Sheraton Guayaquil



### IP-in-Action LIVE Houston Texas USA

Wednesday 6th November  
Venue to be Confirmed

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, 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

Please follow Registration process and select the appropriate options. Alternatively contact us directly on 0870 7870 546, email [info@ipusergroup.com](mailto:info@ipusergroup.com)

### NEW Quiz the Guru Open Round Table discussion

Featuring a panel of speakers and exhibitors., this is 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 can submit questions in advance during the registration process or simply ask away on the day - this session is recorded for publication.



View Video Footage [www.ip-in-action-live.com](http://www.ip-in-action-live.com)

[www.ip-in-action-live.com](http://www.ip-in-action-live.com)

Contact us now for your Information pack  
0870 7870 546 - [info@ipusergroup.com](mailto:info@ipusergroup.com)

## Sir David Trippier Addresses IP-in-Action LIVE Manchester

Thursday 20th June 2013 - The Hilton Manchester Airport

IP-in-Action LIVE Manchester proved to be a lively affair as more that 80 delegates, guests and participants joined the hosts the IP UserGroup and sponsors D-Link and IPfocus Magazine at Manchester Airport's Hilton Hotel.



The full day on table-top demonstrations, presentations and discussions, brought together an eclectic mix of Manufacturers, Resellers, Consultants, Integrator/Installers and end user customers to engage with the latest in IP based Security and Safety Technologies.

The audience for the Partners on the Network Seminar programme where able to hear some of the most progressive companies in the industry deliver presentations on subjects as varied as "Making Money with Megapixels" and "The evolution of IP Access Control".

The delegates were also treated to a brief presentation from the CCTV inspectorate with Sir David Trippier (Chairman) and Ian Johnson (CEO) introducing the inspectorate and discussing the issues around the latest edition of the Surveillance Camera Code of Practice and the powers of the Information Commissioners.

As always, there were numerous opportunities to network with fellow delegates and guests and to engage with the exhibitors and speakers.

The Quiz the Guru Round Table session was as popular as ever with topics under discussion such as; Trends and Opportunities, IT Migration, Is IP Mainstream?, Key Skills Issues, Cloud Recording, Minimum Standards and Cyber Security

#### Exhibiting Companies Include

- Arecont Vision (Megapixel Camera Technology)
- AVer Information (Surveillance Solutions)
- Canon Europe (IP Cameras)
- CEM Systems (Access Control)
- Control (Network Infrastructure)
- D-Link (Networked Video Specialists)
- Exacq Technology (VMS Solutions)
- Intech Solutions (Control Room Solutions)
- Meyertech (Security Management)
- Milestone System (VMS Systems)
- Tyco Security Products (Unified Systems)
- Videcon (Security Distribution)
- VideoIQ (Intelligent Video)



Jerry Gorman of Rockline Security receiving his Membership Certificate

#### Partners on the Network Seminar Programme

Download presentation and see video footage at [www.ip-in-action-live.com](http://www.ip-in-action-live.com)

#### IP Migration, Integration and how Access Control fits into the equation.

Phil Hutton - Tyco Security Products

#### The Evolution of IP Access from Dale Bridgman of CEM Systems.

#### Demystifying the Network for Security Professionals

Tony Elvidge, VP Sales and Marketing at Control

#### The Importance of ONVIF and Open Platform Technology in the Security Sector

Andrew Denton, Sales Manager, Meyertech Ltd.

#### EDGE based VMS applications - Exacq Technologies

Julian Inman EMEA Support Manager

#### D-Link "Network Excellence" Programme

Paul Routledge, Business Development Manager for IP Surveillance - D-Link.

#### CSI - Fact or Fiction? Milestone Systems provide a taste of the future

Peter Currie Sales Manager - Milestone Systems

#### Making Money with Megapixels

Paul Taggar - Country Manager Arecont Vision

#### Standards and Legislation for Security Professionals

David Gorchkov Digital Grape Consulting

#### IP stands for International Possibilities

Paul Hennings, President IP UserGroup International

#### Guru Quiz the Guru - Round Table discussion

Quiz the Guru  
Video Footage  
available at:  
[www.ip-in-action-LIVE.com](http://www.ip-in-action-LIVE.com) or on  
YouTube



# IP-in-Action LIVE Central London brings Security Technology to the Capital for the first time...

The Strand Palace Hotel, Westminster 5th September 2013

IP-in-Action LIVE visited the centre of our Capital for the first time. With more than 225 security technologists registered, we expected this event to be one of the most popular of the year, and we were not disappointed, the level of attendance was the highest of the year and the delegates were treated to sixteen exhibitors representing more than forty companies and brands plus not one, but two educational tracks in two individual lecture theatres.



The packed event comprised of:

- \* The IP UserGroup Networking Dinner at a nearby restaurant on 4th
- \* Full Programme of Exhibits, Demonstrations and Seminars
- \* FREE Buffet Lunch Sponsored by IP Focus Magazine
- \* The latest in the series of Network Excellence features from sponsors D-Link
- \* 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

Aditech	Garrettcom
Aralia Systems	IndustrialComms
Arecont Vision	IP UserGroup International
AVer Information	IPfocus Magazine
BT Redcare	Meyertech
Canon Europe	Professional Security
Cathexis	RISCO group
CEM Systems	Sesys
Control	Siemens Security Products
D-Link (sponsor)	Tyco Security Products
Digital Grape	UTC Fire and Security
Exacq Technology	

## New Member Certificates Awarded



Mark Staples  
UTC Fire & Security

Mark Ross  
Cathexis

## Partners on the Network Educational Programme "Network Excellence" Programme

Tony Lannon, European Business Development Manager for IP Surveillance - D-Link.



**An in-depth look at the components, design considerations and topology of a modern IP based Surveillance network.**

## Biometric Technology- Where are we now?

Paul Stanborough, Managing Director.. Aditech



**Biometric Access is coming of age - understand more**

## EDGE based VMS applications

Marc Wesley Regional Sales Manager UK & Ireland



**An introduction to the concept of placing Video Management Application functionality within the edge device such as an IP Camera or encoder.**

## Interoperability Explained and Demonstrated LIVE!

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



## Cloud Hosted Access Control Solutions

John Allen RISCO Group  
**The application of Cloud Hosting in Security Access Control Solutions**



## IP stands for Incredible Possibilities

Paul Hennings, Editor IP Focus Magazine  
**The challenges of embracing and the benefits of engaging new skills**



## Making Money with Megapixels

Paul Taggar, Country Manager Arecont Vision



**True value propositions versus system costs... A myth or major issue!**

## The Evolution of Networked Access Control

Dale Bridgman, Business Development CEM Systems



**Milestones in IP based Access Control**

## Empowering PoE

Tony Elvidge, VP Sales and Marketing at Control



**Control explains in plain English - The value of Power-over Ethernet for Security Professionals...**

## Standards and Legislation for Security Professionals

David Gorshkov Digital Grape Consulting  
**Standards are here to Help not Hinder**



## IP Migration, the value of Integration and client loyalty

Phil Hutton - Tyco Security Products  
**Challenges and Opportunities posed by IP Adoption**



## Quiz the Guru - Round Table discussion

Chaired by David Gorshkov.

**Quiz the Guru Video Footage available at: [www.ip-in-action-LIVE.com](http://www.ip-in-action-LIVE.com) or on YouTube #IP UserGroup**



# Next Event IP-in-Action LIVE Southampton

Thursday 5th December 2013 - The Solent Hotel & Spa

**IP-in-Action LIVE moves to the South Coast and the Solent Hotel & Spa - Gold Award Winner in the Business Category at the Beautiful South Awards for Excellence.**



It's nestled in mature woods and ancient meadowland, so when you're there you feel like you're miles away from anywhere. Yet it's perfectly located between the coastal cities of Southampton and Portsmouth. Will it be sailing, country walks, maritime history and sightseeing or a few days of pure indulgence?

With complimentary spa facilities during your stay you're sure to return home feeling refreshed and rejuvenated. At J9 of the M27, midpoint between Southampton and Portsmouth we are ideally located.

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 SolentHotel & Spa 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!**

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](mailto:paul.hennings@ipusergroup.com), skype

**Register Now - [www.ip-in-action-live.com](http://www.ip-in-action-live.com)**

# The Russia Medical Academy Chooses Etrovision for Campus Security

The Perm State Medical Academy is one of the most prominent educational institutions in the Perm district of Russia. Specializing in medicine, the institution not only acts as an educational and research center, but also serves an operating medical facility.

In an effort to provide comprehensive campus security at Perm State Medical Academy, Etrovision was chosen to provide megapixel surveillance cameras for fourteen buildings on the campus.

The institution had stringent requirements for insuring the safety of staff, students, patients, academia and visitors. In addition, the surveillance system had to comply with the federal anti-terrorism regulations imposed by the Russian Federation. The Russian government approved and installed 235 units of EV8781Q-MD and EV8581A-C megapixel cameras based on four main requirements: scalability, accessibility, interoperability, and reliability.



The Etrovision megapixel cameras were found suitable for system scalability. The EV8781Q-MD and EV8581A-C both are IP cameras that provide megapixel resolution, multiple independent streams

with ROI and PoE. These factors along with the H.264 codec help facilitate future expansion within the context of the current security system.

The cameras had to be accessible using standard applications such as browsers and mobile phones as well as via video management systems. The Etrovision cameras with ONVIF compatibility, standard RTSP access and major browser support met all the medical academy's accessibility criteria.

Interoperability with other hardware and software systems was an important factor for the Perm officials. The EV8781Q-MD and EV8581A-C both have digital input/output interfaces, a comprehensive CGI interface and ONVIF compatibility for efficient integration of hardware and software applications.

The EV8781Q-MD was chosen for its weatherproof IP67 rating which is important in a challenging environment such as Russia. In addition, Etrovision provides a 3 year warranty on the cameras.

# Honeydew Dairies selects CEM AC2000 Access Control System



Honeydew Dairies has selected CEM's AC2000 Lite to secure its factory and warehousing facilities in Nottingham Road, South Africa. The system was supplied by CEM Approved Distributor, Mustek Ltd, and installed by CEM Installer Brandfin Trade.

"Brandfin immediately chose CEM access control as the best overall solution for the job" said Alistair Mingay, Managing Director, Brandfin Trade. "CEM's AC2000 Lite system was selected by Brandfin as it not only offers integrated biometric security for staff and visitors, but also offers us the capability to integrate with future Time & Attendance systems."

CEM AC2000 Lite system installed at Honeydew Dairies is supported using CEM's industry leading S610f fingerprint reader. The reader has been installed at turnstiles on site to provide biometric access control at the pedestrian entrances to the site. The S610f is an intelligent IP card reader and offers three levels of security - card, PIN and biometric. As an integrated solution the S610f reader eliminates the need for a separate biometric system as fingerprint templates are captured at the same time as other cardholder details are enrolled on the AC2000 system. The S610f reader successfully provides multiple layers of access control at the factory.

"AC2000 Lite is an ideal solution for Honeydew Dairies"



said Andrew Fulton, Director of Global Sales, CEM Systems "Not only is it easy to install, it is affordable and provides a range of powerful software features and functionality such as ID badging and Central Alarm Monitoring to enhance site operations on a daily basis".

The system at Honeydew Dairies utilises powerful AC2000 software modules including CEM's AC2000 VIPPS (Visual Imaging and Pass Production System), which allows factory security to produce colour coded passes and access rights for administrative, warehouse and factory staff as well as day visitors. AC2000 T&A (Time and Attendance) module has also been installed offering easy to read reports of employee IN and OUT times.

Using the AC2000 AED (Alarm Event Display) module,

Honeydew Dairies management team has a graphical display showing all access control points and activity on the system. This real time display alerts personnel when a controlled goods door is opened and allows them to critically stop unauthorized exit or entry.

Alongside the AC2000 system, Brandfin installed automated gates for vehicle access as well as various turnstiles to control access into the different zones of the factory. The vehicle access is also monitored by a mixture of PTZ (Pan Tilt Zoom) and fixed video cameras which integrate with the factory control room to allow or deny access to arriving vehicles.

The installation at Honeydew Dairies was carried out smoothly and efficiently by CEM Installer, Brandfin Trade. Brandfin Trade were selected to install the system because of their wealth of experience in supporting I.T as well as cameras, access control, integration, and control room monitoring. Brandfin Trade was aided in the installation of the Honeydew and have proven competency in the CEM AC2000 product range through certified training at the CEM head office.

Established in 1994, Honeydew Dairies has grown from a small dairy farm to a large dairy producer with depots throughout the region and a fleet of 80 transport vehicles.



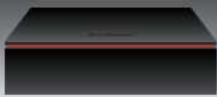



# HD-SDI RECORDING NETWORK CAMERA

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IPV Station	Dome Camera	Pinhole Camera	Bullet Camera
			
SS Series	C53 Series	C80 Series	C70 Series



Cat-5 Cable

C70 Camera

IP Video Station

# FLIR Systems announces strategic distribution agreement with DVS Limited

FLIR Systems, Inc. (NASDAQ: FLIR) the world leader in thermal imaging cameras, has announcing a strategic distribution agreement with DVS Limited, Cardiff, UK, one of Europe's most successful multi-brand distributors of electronic surveillance products. The agreement allows DVS to offer FLIR's complete range of thermal imaging products for commercial security applications to the UK market.

"We are pleased to add FLIR's advanced thermal imaging cameras to our security solutions portfolio," comments Shaun Bowie, Managing Director at DVS. "Thermal cameras from FLIR are an ideal solution for 24/7 surveillance and we are confident that our customers will appreciate the many benefits that thermal imaging technology has to offer."

"DVS is the perfect distribution partner to introduce FLIR products to the professional installer,"

comments David Montague, Distribution Director for Europe and Africa at FLIR Systems. "FLIR will certainly benefit from DVS's strong sales and technical teams, and also from the company's state-of-the-art demonstration and training facilities."

### About DVS

Since its founding in 2003, DVS Limited has grown to be one of the UK's most outstanding distributors to the security market. A specialist trade-only CCTV and IP security distributor, DVS prides itself on high levels of stock holding, a technically aware sales force and technical support back up that is second-to-none.

### About FLIR Systems

FLIR Systems, Inc. is a world leader in the design, manufacture, and marketing of sensor systems that enhance perception and awareness. The Company's



advanced thermal imaging and threat detection systems are used for a wide variety of imaging, thermography, and security applications, including airborne and ground-based surveillance, condition monitoring, research and development, manufacturing process control, search and rescue, drug interdiction, navigation, transportation safety, border and maritime patrol, environmental monitoring, and chemical, biological, radiological, nuclear, and explosives (CBRNE) detection. Visit FLIR's web site at [www.flir.com](http://www.flir.com).

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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**

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

**FLIR Commercial Systems**  
Luzemburgstraat 2  
2321 Meer  
Belgium

Tel.: +32 (0) 3665 3100  
Fax: +32 (0) 3003 5624  
e-mail: [flg@flir.com](mailto:flg@flir.com)

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

Images for illustrative purposes only





THE CLOUD

# The 'Powering the Cloud' events: SNW Europe, Datacenter Technologies and Virtualization World

The 2013 editions of SNW Europe, Datacenter Technologies and Virtualization World will take place on October 29th and 30th 2013 at Congress Frankfurt under the recurring theme of 'Powering the Cloud'.

10 years is a long time for any event to stay popular, particularly one in an industry that seems to change every quarter. However, the 'Powering the Cloud' events continue from strength to strength because it has maintained its relevancy to CIOs, IT Managers and industry professionals from its inception as Storage Networking World Europe in Frankfurt in 2004, through its incorporation of Virtualization World and Datacenter Technologies in 2009.

The three co-located events are delivered in association with influential industry association SNIA Europe and offer over 120 themed conference

sessions and an exhibition featuring over 70 leading suppliers. The event focuses on the key elements of the IT environment that are a vital part of any 'cloud' strategy including data storage, data management, data protection and security plus of course desktop, server, storage and network virtualization. Delivered by a combination of industry association expertise, independent analysts and European IT professionals, the conference content will provide valuable insight and clear guidance on the options available.

The 5 topics covered in the Spotlight Sessions this year will give delegates the opportunity to explore, analyse and question the latest thinking on Big Data, Security, IT Management, Datacenter infrastructure and real world application delivery in the age of the Cloud, mobility and the agile business. For the agenda please visit: <http://poweringthecloud.com/visitor/agenda>

IT end users and channel partners can save €120 entry fee and attend for free by registering with promo code: P56M13 at [www.poweringthecloud.com](http://www.poweringthecloud.com)



**Build your cloud knowledge and expertise**

29. - 30. Oktober 2013  
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Behind every cloud is an infrastructure to support the services it provides. Attending the 2013 editions of SNW Europe, Datacenter Technologies and Virtualization World will help you formulate your plans and forge strong business relationships to enable your organization to deploy an effective infrastructure in support of your business needs. Delivered by a combination of industry association expertise, independent analysts and European IT professionals, our content will provide valuable insight and clear guidance on the options available.

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SNW Europe is co-owned by SNIA and Computerworld. Datacenter Technologies and Virtualization World are co-owned by SNIA Europe and Angel Business Communications Ltd. All these events are organized by Angel Business Communications Ltd and endorsed by SNIA Europe.



## Power over Ethernet

This is the first in a series of articles by Tony Elvidge of Control which will appear in the next few issues of IPfocus. These articles will 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 is on the increasingly popular technology of Power over Ethernet (PoE) now widely used in IP cameras, Voice over IP (VoIP) products and access control. The main perceived benefit is a saving on cabling costs, however if PoE is used in conjunction with a managed Ethernet PoE switch, the combination can provide a lot more.

### What is Power over Ethernet?

Power over Ethernet uses two unused pairs of the CAT5/6 Ethernet cable to provide power to the end device. This gives a saving as the same cable is used for both power and data.

There are two standards currently available for Power over Ethernet, 802.3af (up to 15.4 watts/port) and 802.3at (up to 30 watts/port), known as

PoE+. There are plans to increase the power available further to 70 watts. With most switches there is often a limit on the total power available, the power budget. This needs to be taken into account when constructing a system as this could limit the number of devices that can be accommodated on each switch.

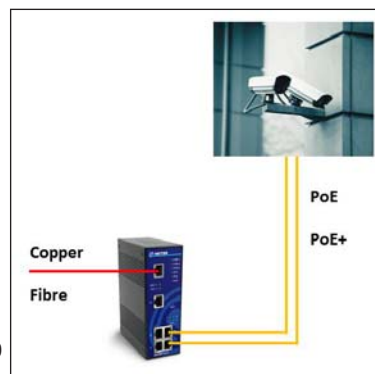
The power to the end device can also be provided by a power injector which adds the power to the spare pairs separately. Using a switch, and in particular, a managed switch is preferable because of the additional benefits this approach can bring.

### What are the additional benefits of a managed switch and PoE?

Whilst an unmanaged switch or a power injector can provide the power to the remote device a managed switch with PoE capability can provide so much more.

For example the managed Satyrn switches can send a regular 'ping' to the remote device and monitor the return message. By doing this the switch can check on the health of the powered device. Equally the PoE switches can monitor the traffic from the remote device such as a CCTV camera and should the data flow drop markedly, appropriate action can be taken.

The actions taken by the switch in the event of an alert can be pre-set within the switch. Both the number of failures and the action taken can be altered. It is unlikely that one single ping failure would elicit a reboot command; a number in succession would almost certainly require some action. This could be as little as informing someone via e-mail or informing the system via SNMP or syslog alert that something is amiss. The most likely response is that the powered device would be automatically rebooted but if they are going wrong on a regular basis a service call could be instigated.



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DRIVE TO THE FUTURE





Managed switches, such as the L-Series or M-Series switches from Control, set a power sequence for each of the ports on the switch. This enables the power to be made available to the end devices only when it is needed. This can save considerable power as the camera, access point, lighting system, etc. will only be switched on when it is needed.

The Satyrn managed switches make use of the Link Layer Discovery Protocol (LLDP). This can be used by the switch to discover its devices on the network and then communicate with them to dynamically allocate power to the appropriate switch port and on to the powered device. So for example if a camera with built in lighting requires extra power for the lights during the hours of darkness, the switch can dynamically allocate that additional power. A number of switches, including the Satyrn switches, boost the power available under 802.3af up to 25 watts. Equally a PoE powered wireless mesh or point to point radio with a lower power draw can be allocated less power making more of the switch's power budget available to other devices. This approach can even be used to put the device into sleep mode when appropriate.

A number of the Satyrn switches have a built in power converters that enable the switches to power 48VDC or 50VDC PoE or PoE+ units from a 12-36VDC external power supply. This makes them ideal for use in vehicles.

All of the Satyrn managed PoE switches have dual or triple redundant power supplies so that in the event of a power failure on one supply the changeover to the alternative supply can happen in fractions of a second, ensuring continuity of service.

PoE in combination with a managed switch is much more than just saving on wiring costs. It can give you a lot more control over the operation of the powered device and regular, reliable warning of potential problems.

Look out for further articles in this series covering VLANs/QoS, Redundancy, Bandwidth management, and much more.

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

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

**Meet Tony Elvidge at IP-in-Action LIVE Southampton 5th December**  
[www.ip-in-action-live.com](http://www.ip-in-action-live.com)



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# Rebellion Brewery Rolls Out IDIS DIRECTIP™

Brewery utilises DirectIP™ full-HD surveillance to protect staff and facilities while monitoring the production of 70,000 pints of beer a week



The Rebellion Brewery has upgraded its surveillance capability to a full-HD and networked DirectIP™ surveillance solution to safeguard staff and visitors while protecting its multi-purpose facilities. Evolution Security Systems, one of the UK's leading security systems integrators, completed the installation project, including handover and training of Rebellion staff, in less than one day.

The Rebellion Brewery is taking advantage of DirectIP™ network video recorders (NVRs) together with a range of two mega-pixel and weatherproof dome cameras utilising night vision capability to protect its busy merchandise and gift shop, brewing museum and production line producing over 70,000 pints of beer a day. The IDIS Mobile App allows the Rebellion management team to retrieve video footage and remotely live-view on mobile devices, while the push notification feature provides instant alerts to alarms and pre-set events on the move and out of hours.

Commenting on the project, Tim Coombes, Co-owner of The Rebellion Brewery, said, "The DirectIP™ solution does exactly what it says on the tin and fulfils every need the brewery had in terms of our safety and security requirements while providing all the benefits of HD and IP-enabled surveillance."

John Wust, Founding Director at Evolution Security, said, "With the installation and handover only taking a day, DirectIP™ has proven to be far less complex than other IP surveillance systems. IDIS has eliminated the hassle of configuring IP addresses and in doing so removed any chance of error. DirectIP™ is a high quality and well-engineered solution for customers looking for IP-enabled HD surveillance at a very affordable price."

For further information on IDIS and DirectIP™ surveillance solutions, please go to [www.idisglobal.com](http://www.idisglobal.com).

## SECURITY SOLUTIONS SHOW

Fiera di Vicenza Italy from 4 to 6 October 2013.

### SECURITY SOLUTIONS SHOW, THE NEW TRADE SHOW DEDICATED TO SECURITY SOLUTIONS

SECURITY SOLUTIONS SHOW is the new Exhibition that creatively interprets security technology that is scheduled to take place at Fiera di Vicenza from 4 to 6 October 2013.

This new trade show format, featuring B2B networking opportunities, focuses on the integration of exhibition, training, information, and technical aspects, and promotes a business model based on the concept of solution and not just of product.

### A PROJECT SELECTED BY LEADING COMPANIES

This new format has been favourably welcomed by leading companies in this industry that will attend the SECURITY SOLUTIONS SHOW to present their latest products and services.

Among the others, the following do stand out: Allnet Italia \* BA.SE. \* Bettini \* C.E.I.A. \* Ermes Elettronica \* JVC Professional Europe \* Milestone Systems Italia \* Notifier Italia \* Panasonic Italia \* Techboard \* Televista \* Pyronix Italia \* Hikvision Italia \* Trans Audio Video \* Videotrend \* Siemens \* Robert Bosch \* Satmars Navigations und Kommunikationssysteme \* Phoenix Safe.

### A COMPREHENSIVE INSIGHT OPPORTUNITY

SECURITY SOLUTIONS SHOW offers much more. Thanks to the concomitance of All Digital (the Professional Forum on Digital Technologies) and MEB (the Show Dedicated to Electrical and Electronic Supplies) - two well-established events that have been taking place in Fiera di Vicenza for several years now, the visitors will have the chance to obtain insights and get to know new solutions also within technology sectors that are increasingly integrated with security.

### SECURITY IS AN INTERNATIONAL CHALLENGE

Thanks to the selected exhibition panorama, exploiting its deep expertise and relying on 19 partnerships with media (13 of which with foreign media), SECURITY SOLUTIONS SHOW promotes one-to-one meetings and missions of highly qualified international operators. A new platform supporting also the internationalisation of the exhibiting companies.

## Meet the IP UserGroup team at Security Solutions 2013

IP UserGroup International CEO and IPfocus Magazine Editor. Paul Hennings will be walking the Halls at Security Solutions at the Fiera di Vicenza from 4 to 6 October

Paul Will also be Speaking at the Conference, His presentation entitled "IP stands for Innovate with Passion" takes a look at the challenges and opportunities that IP technology present.



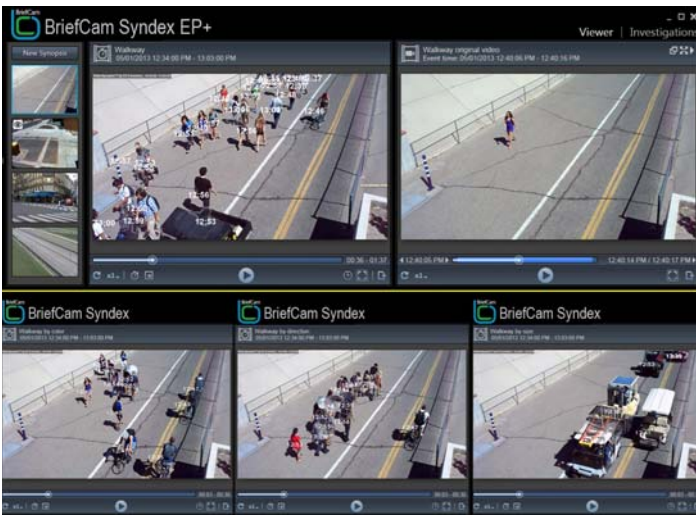
Paul Hennings founder of the IP UserGroup in 2003 has the overall commercial and strategic responsibility for the organisation globally and provides hands-on support within the UK, USA and Latin America operations. Paul is also directly responsible for organising the hugely successful IP-in-Action LIVE 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: phennings or email [paul.hennings@ipusergroup.com](mailto:paul.hennings@ipusergroup.com)



# BriefCam - the Next Generation of BriefCam Syndex

BriefCam's new product range enables users to extract valuable information from video with even more efficient review for better decision-making and faster action.



BriefCam®, the developer and provider of Video Synopsis® solutions for the rapid review, analysis and indexing of video for decision support, security and safety, today announced BriefCam® Syndex, a new product range based on the company's award-winning technology.

BriefCam Syndex is a next-generation product range based on Video Synopsis technology. Video Synopsis is the simultaneous presentation of objects, events and activities that occurred at different times. Users can pinpoint events of interest, reach targets quickly and take action as required.

In addition to offering a powerful set of tools for fast video review. BriefCam Syndex augments the basic Video Synopsis by allowing users to search video according to attributes that they define: size, color, speed, direction and location within the frame. All parameters are under the user's control - including the order of objects displayed in the Video Synopsis. BriefCam Syndex is offered as a standalone product, or an integrated or embedded part of the VMS environment. (Preview video: [HYPERLINK "http://youtu.be/flsFd35sXU" YouTube/BriefCamVS](http://youtu.be/flsFd35sXU)).

Like all search engines, BriefCam Syndex ranks the Video Synopsis results in order by probability - from highest to lowest - ensuring that the most relevant events of interest are presented first.

"Since launching sales in mid-2010 BriefCam products have been used successfully by law enforcement and investigative agencies worldwide," said BriefCam CEO & President Dror Irani. "The BriefCam Syndex product line is a major step forward in our effort to meet customer needs and stems from the vast experience we've gained during that time."

"The new product opens BriefCam up to new markets and uses beyond security as it also serves as a productivity enhancement tool. It enables users to extract value and actionable information from video that had previously gone unwatched due to time and cost constraints. With BriefCam, video can now easily be accessed, searched and reviewed, with rapid video review facilitating proactive modes of use."

BriefCam Syndex is geared towards a range of user groups and market verticals:

BriefCam Syndex FS enables law enforcement, security officers, and others responsible for the post-event review and investigation of large quantities of video files, to review hours in just minutes.

BriefCam Syndex FS+ is intended for law enforcement and/or security officer teams: multiple users responsible for the post-event review of large quantities of video files for investigative purposes, as an individual, group or collaborative effort.

BriefCam Syndex EP is ideal for small to medium-sized enterprises already invested in a VMS environment with up to 200 video cameras and a small team of video investigators engaged in post-event and/or real-time video review.

BriefCam Syndex EP+ is a scalable solution intended for use by large enterprises with more than 100 cameras, able to support an unlimited number of cameras and investigators.

As with all BriefCam products, BriefCam Syndex stresses ease of use, integrating the user's experience, intelligence and intuition as a vital part of the search and review process. The human mind and eye are always engaged.

Irani said, "Video contains potentially valuable data. Until now, most recorded video was unwatched and eventually dumped along with that information because the existing tools for reviewing video were impractical. Your cameras and recording equipment are already in place. Why not exploit them?"

"Our ultimate goal is to help turn seemingly 'useless' video into useful information that supports better decision making and faster action."

## BriefCam - Milestone Integrated Solutions Get Certified

Milestone Systems, the open platform company in IP video management software (VMS), offers full and documented testing by Connex International for certification of Milestone Solution Partner integrations. More than a dozen Milestone Solution Partners already have achieved certification: Agent Vi, **BriefCam**, Oncam GrandEye, The HawkEye Effect, Ipsotek, Mango DSP/Mate, Open Options, Prism Skylabs, Sentry 360, Technology Associates (TEAS), Technoaware, Viasys and VIT. These include analytics, video synopsis, 360° camera view dewarping, geo-spatial positioning, and access control.

*"BriefCam views Milestone certification as another very important stage in the already strong relations between our two companies," says Dror Irani, CEO & President of BriefCam. "Our technology integration and partnership began in 2009. Our VS Enterprise and the newly launched BriefCam Syndex for rapid video review are embedded tightly within Milestone XProtect's top offerings. We are proud to be Milestone partners and believe firmly that this tie takes us from strength to strength."*



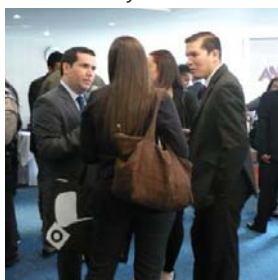
# Exito Total del IP-in-Action LIVE en Bogotá - Jueves, Junio 6 2013

**El encuentro más destacado de tecnología IP en Latinoamérica llegó a la capital colombiana con los últimos equipos y soluciones para seguridad.**

Bogotá recibió el pasado 6 de Junio el encuentro más destacado de tecnología IP en la región, organizado por el IP UserGroup Latinoamérica, IP-in-Action LIVE llegó a la capital colombiana para reunir en un solo lugar a profesionales de TI, consultores, integradores, usuarios finales y distribuidores, entre otros.

El encuentro se llevó a cabo en las instalaciones del Bogotá Plaza Hotel, donde se ofreció una amplia jornada académica y de exhibición, presentando a los asistentes los últimos desarrollos tecnológicos del sector entre los que se encuentran equipos y soluciones completas de videovigilancia, control de accesos y seguridad de edificios en general.

IP-in-Action LIVE contó con la presencia de alrededor de 150 profesionales de la industria, 15 compañías expositoras y sus representantes y 4 media partners



dentro de los que se encuentran: Anixter, Arecont Vision, Bolide Technology, Exacq Technologies, Fluidmesh Networks, HID Global, IndigoVision, ISS, Milestone Systems, NVT, Observint Technologies, Raytec Systems, Tyco Security Products, Samsung Techwin, VIVOTEK, Editorial Seguridad en América, Revista IPfocus International, Revista IT/USERS y TECNOSeguro.com.

La agenda académica a cargo de los expositores se llevó a cabo de manera simultánea en los salones La Carolina I y La Carolina II, y la exhibición en el Salón La Candelaria, la impresión del evento para los asistentes fue positiva, contando que el desarrollo del mismo permite conocer de manera eficiente las novedades TI que se encuentran en el mercado.



Arturo Martínez "Lo interesante del IP UserGroup es que nos permite reunir con los principales fabricantes en el mercado y tener la oportunidad de estar con usuarios finales, con integradores y mostrar los diferentes potenciales de nuestras marcas; que tenemos de última tecnología, poder en una sana competencia marcar la inclinación de la balanza entre una marca y la otra, cómo mostrarnos inclusive con partners, con otros fabricantes que no hacen lo que nosotros hacemos, sino que complementan el trabajo, por ejemplo, desarrolladores de software que robustecen nuestras soluciones.



Un ejemplo de ello es que Samsung tiene en particular desarrollos muy puntuales al interior de su hardware complementados por compañías como ISS, Milestone, etc. para poder hacer soluciones robustas de ganancia para el usuario final. El espacio se convierte en un sano momento de mostrar un evento diferencial de una feria de seguridad, el IP-in-Action LIVE es mucho más liviano y de un día, es decir es una muy buena línea de la mitad. Por todo esto soy uno de los fabricantes que aprovecha al 200% eventos como este." **Arturo Martínez - Director of Sales Andean Region, Samsung Techwin**



"Para nosotros como Integradores y Analistas en Seguridad electrónica es de suma importancia la participación en sus Seminarios y contactos corporativos. Yo como Comercial puedo despejar dudas técnicas durante la conferencia y NO frente al Cliente durante una visita técnica. Los nuevos contactos me dan mas opciones en el diseño de mis propuestas. Sus eventos IP-in-Action LIVE contribuyen bastante al desarrollo comercial y tecnológico para las "PYMES" en Latinoamérica, sin olvidar que las PYMES manejan un 60 % de la Economía a nivel Latinoamericano." **Carlos Torres - Analista en Seguridad Electrónica, SEGELEC LtdaAA**



La jornada culminó con las demostraciones de producto en el salón La Candelaria, *"Es el tercer año consecutivo que traemos el IP-in-Action LIVE a Colombia y ha mostrado sin duda alguna gran acogida entre los profesionales de la seguridad, hemos contado con una participación activa de las principales compañías del sector lo que nos permite acercar las tecnologías al usuario final, brindando oportunidades de negocios y alianzas entre las marcas expositoras, cumpliendo con la misión de fortalecer el mercado en América Latina"* comenta Pablo Reyes - VP Operations, IP UserGroup Latinoamérica.

## La agenda académica

Las conferencias dictadas durante la jornada son descritas a continuación:



### Salón La Carolina I:

- "Fundamentos de Iluminación para Cámaras IP", Omar Suárez - Manager Región Andina, Raytec Systems
- "Inteligencia de Negocios Integrando Video, IP y Análogo con Datos, Conteo de Personas, Punto de venta, Audio y Control de Acceso IP", César González - Vicepresidente de Ventas Internacional, Observint Technologies
- "Equipos EoC y Nuevas Soluciones de Comunicación IP", Jaime Trujillo - Gerente de Desarrollo de Negocios Centro América y Región Andina, NVT
- "Innovación en Seguridad ipAssured: Migración a Video IP", María Fernanda Domínguez - Security Solution Manager Colombia & Ecuador, Anixter
- "Introducción a Exacq Virtual", Felipe Arguello - Gerente de Ventas Latinoamérica, Exacq Technologies
- "VIVOTEK, Convergencia de Video, Voz y Tecnología", César Barajas - Ingeniero de Proyectos Regional Bogotá, VIVOTEK
- "Video vigilancia en Red que Optimiza los Recursos de su Empresa", Arturo Martínez - Sales Director Andean Region, Samsung Techwin

### Salón La Carolina II:

- "Criterios Básicos para Escoger la Cámara Adecuada", Camilo Silva - Ingeniero de Soporte Latinoamérica, Bolide Technology
- "Poder de los Pixeles y sus Aplicaciones en el Mercado", Camila González - Gerente de Ventas Región Andina, Arecont Vision
- "Analítica de Video - Cómo, Por qué y Para qué?", Daniel Mariño - Country Manager, ISS
- "Soluciones Completas de Seguridad mediante Video por IP", Mónica Prieto, IndigoVision
- "Seguridad en entornos IP", Claudius Bezerra - Gerente de Mercadeo de Productos, Tyco Security Products
- "Pensar en Grande... Una propuesta Tecnológica", Viviana Acero - Channel Business Manager Colombia, Ecuador & Venezuela, Milestone Systems
- "Redes de Datos. Convergencia Acceso Físico y Lógico", Nawel Vargas - Gerente de Ventas Región Andina & Centro América, HID



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

### Cumbre Internacional: "Mexico Critical Infrastructure Protection" 2013

Axis Communications participó recientemente en la Cumbre Internacional sobre la Protección de Infraestructuras Críticas,



"Mexico Critical Infrastructure Protection" en el Hotel Hilton Reforma, de la Ciudad de México, diseñada para altos directivos, asesores estratégicos y todos aquellos que toman decisiones importantes, dentro de la comunidad de seguridad nacional e internacional. El objetivo fue discutir los retos y las soluciones necesarias para protegerse contra las crecientes amenazas a la infraestructura crítica del país.

### HID Global Demuestra la Autenticación NFC en Computadoras Basadas en Tecnología Intel con Credenciales Seos, dentro del Marco de Intel Developer Forum 2013

La compañía presentó sus innovadores casos en seguridad de TI mediante la tecnología de Comunicación de Campo Cercano (Near Field Communications, NFC) y Seos aplicados en la primera credencial en su tipo en la industria que está lista para tener acceso completo a las empresas, desde las puertas, la información, hasta los datos alojados en la nube. La demostración de esta tecnología se llevó a cabo en la Zona de Tecnología Avanzada del IDF13.



### IndigoVision Reduce en un 20% los Costos Operativos de Seguridad del Grupo Randon

Con más de 11 000 empleados y casi dos mil millones de dólares en ingresos, el conglomerado brasileño de equipos de transporte, Grupo Randon, eligió a IndigoVision para la instalación de una solución de seguridad de video por IP para su planta de Guarulhos, con la posibilidad de realizar una futura implementación en todas sus otras instalaciones.



### Bolide Webinar - Solución para un Registro Optimizado de Imagen en Condiciones Deficientes de Iluminación Solución para un Registro Optimizado de Imagen en Condiciones Desafiantes de Iluminación

Los asistentes a este webinar conocerán como nuestro portafolio de cámaras ha sido desarrollado con las características necesarias para controlar diferentes condiciones de iluminación al entregar la mejor calidad de video mediante el uso de compensación de luz (BLC) y/o amplio rango dinámico (WDR) dependiendo de cada contexto específico.



### Vigítron Ofrece Servicios de Diseño Gratuita para su Infraestructura de Vídeo IP

Vigítron ofrece Servicios de diseño gratuita para su Infraestructura de vídeo IP, junto con soluciones completas de transmisión IP para satisfacer sus necesidades específicas de aplicación. Nuestro equipo de soporte del sistema capacitado es capaz de analizar sus necesidades y componentes de sistemas existentes y proporcionar un diseño optimizado que elimina los problemas potenciales, y evita pérdida de tiempo y dinero. Y lo mejor de todo, ofrecemos estos servicios de forma gratuita.



### Tyco Security Products - American Dynamics Agrega Mini Domo Compacto a su Línea de Cámaras IP de Alta Definición

American Dynamics lanzó los mini domos IP Illustra compactos, la más reciente adición a su línea de cámaras IP de alta definición, siempre en expansión. Estas cámaras, diseñadas para aplicaciones en las que la discreción es un requisito fundamental, son ideales para tiendas de ventas al menudeo, construcciones comerciales, instalaciones de prestación de servicios de salud, escuelas y bancos. La cámara compacta de alto rendimiento ofrece resoluciones de 720p y 1080p para imágenes de gran nitidez.



### Certificación XP Professional de Milestone en Septiembre

Una buena razón para tomar esta certificación es, que tanto la interface, como las funcionalidades disponibles en la nueva versión del XProtect TMProfessional 8.1 han cambiado, por lo que es importante que su personal se encuentre actualizado. Por otro lado, esta versión de Milestone se vende mucho más que la versión Enterprise o Corporate, debido su bajo precio, además de que como uno de los beneficios que se les otorga al tomar la certificación es que se les ofrece: 1 Licencia base y Licencias para 4 cámaras, con valor superior a los \$1,000 USD, con lo cual ustedes recuperan el valor de la inversión en la certificación.



Read more with English Translation:  
[www.ipusergrouplatino.com](http://www.ipusergrouplatino.com)

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Tel: +593 2 6040806



## IP-in-Action LIVE Guayaquil Jueves, Noviembre 21 2013 Hotel Sheraton Guayaquil



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 Guayaquil el Jueves 21 de Noviembre 2013.

Idealmente ubicado a solo 5 minutos del Aeropuerto Internacional José Joaquín de Olmedo, y el centro de convenciones de Guayaquil Simón Bolívar dentro de la zona de mayor desarrollo administrativo, financiero y comercial al norte de la ciudad y frente al Centro Comercial Mall del Sol.

### Hotel Sheraton Guayaquil Av. Joaquín Orrantía y Plaza del Sol, Guayaquil

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.

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!

### Compañías Participantes

Anixter	Observint Technologies
Arecont Vision	Raytec Systems
Bolide Technology	SONY Latin America
Exacq Technologies	Tyco Security Products
Fluidmesh Networks	VIVOTEK
HID Global	Revista IPfocus
IndigoVision	International
ISS - Intelligent Security Systems	Revista Seguridad en América
Milestone Systems	TECNOSeguro.com
NVT - Network Video Technologies	Revista IT/USERS

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# Simple. Compatible. Cost Effective.

These three industry terms were redefined when IDIS, already the world's leading security and surveillance DVR manufacturer, launched DirectIP™, the most robust and integrated surveillance solution ever offered to the security and surveillance marketplace. Complicated installations, expensive and time consuming training, and endless maintenance requirements are a thing of the past with DirectIP from IDIS.

DirectIP is the game changing, high performance, optimised HD surveillance solution/closed IP framework—consisting of IP cameras, NVRs, network equipment and free, bundled client software—launched in May at the IFSEC International Security Show to positive reviews and industry excitement. Now, just a few short months later, IDIS has reshaped the security and surveillance landscape by offering true plug and play installation and a uniquely attractive, highly intuitive user interface that reduces and, in many cases, eliminates the need for costly installation and integration support.

## Uncomplicated IP Surveillance and Security

Gone are the days of complicated (and costly) installations and manually assigning static IP addresses. DirectIP is "IP without the PC," permitting simple installation and configuration and allowing instant streaming once connected, minimising the complexity of multiple installations, cameras, recorders, and audio/alarms.

IDIS For Every Network (FEN) is an automated network configuration service which simplifies installation of networked surveillance systems. FEN enables users to set up and configure surveillance systems without knowledge



of Network Address Translation routers on the network and their configurations.

It ensures connections between video surveillance devices regardless of network environment.

## Industry Leading Performance, Compatibility, and Cost Effectiveness

DirectIP offers real-time live monitoring, with little to no latency, and recording with HD resolution and Pentaplex operation of full HD simultaneous live view across multiple cameras (all whilst recording in full HD). With real-time transmission rates of 30 frames per second, and recording throughput of the top range NVR at 160Mbps-480ips at FULL HD—IDIS DirectIP is a true leader in the industry.

Direct IP is also ONVIF compatible, as well as compatible with the most popular third party IP camera protocols, legacy systems and external devices. This means DirectIP offerings can both integrate seamlessly with existing installations and excel like no others as the industry's

first true 'one-stop-shop' HD surveillance solution from a single source provider.

IDIS offers NVR quality and bundled VMS client software at no additional cost, leveraging knowledge and technology to deliver lowered installation fees, decreased training costs, and reduced maintenance compared to legacy and competing solutions, making DirectIP the most cost-effective solution on the market today.

## DirectIP™ Makes the Difference for Organisations of Any Size

Because DirectIP is fully scalable, its quality and simplicity are cost effective for organizations of any size, from small businesses to large enterprises, delivering the high performance solution your organization needs at the price that's right for your bottom line.

In fact, DirectIP is already having an impact with successful installations in Europe. Learn more about what DirectIP can do for your organisation at [www.idisglobal.com](http://www.idisglobal.com).

# IDIS Hires New UK Technical Manager to Support DirectIP

IDIS has appointed Greg Kulesza to the position of Technical Manager to support the growing number of DirectIP™ customers and partners.

Based out of the IDIS European headquarters in London, Greg will lead technical support and training across the UK and Ireland. He will oversee the recently established IDIS demo and training centre, already hosting regular DirectIP™ training programs for installers and end-users. Greg will also head up technical support services and drive product-marketing initiatives across the region.

Commenting on his appointment, Greg Kulesza, Technical Manager at IDIS, noted, "It's an exciting time to join IDIS after the recent launch of DirectIP™. There is already a

huge demand for training as installers look to offer DirectIP™ as a simple and convenient solution for full HD and networked surveillance."

"The launch of DirectIP™ has yielded new installation and distribution partners in the UK and Greg's appointment ensures we provide technical services at a local level while supporting our continued growth," added, Brian Song, Managing Director of IDIS Europe.

Most recently, Greg held technical training and professional services positions at Tyco following a seven-year tenure as a technical engineer with integrator First City Care. He has a degree in maths and information technology from the University of Lodz, Poland.







## The next generation in HD surveillance that simply works

IDIS has been established for over 15 years and is a leading player in delivering digital technology to the surveillance market. We are now pioneering and introducing the next generation of networked surveillance solutions.

IDIS offers a single source for fully integrated HD cameras, NVRs and VMS. A one-stop solution that is easily implemented, cost effective, intuitive to use, fully compatible and free from the complexities of the current market alternatives. All our products

and solutions are underpinned by DirectIP™, our unique technology protocol, which delivers the ultimate operational and functional performance including uncompromised real-time surveillance. The next generation is here with best-in-class performance, resolution, reliability and it's designed to offer versatility across a range of business and security environments.

To find out more visit our website [www.idisglobal.com](http://www.idisglobal.com) or email: [info@idisglobal.com](mailto:info@idisglobal.com)

 **IDIS** [www.idisglobal.com](http://www.idisglobal.com)  
Excellence in surveillance

IDIS Europe Ltd, 1000 Great West Road, Brentford, Middlesex, TW8 9HH





# USA Affiliate Members' News in Brief

## Arecont Vision Ultra Low Profile MicroDome™ Cameras Now Shipping

Camera installs in minutes with spring arm design.

Arecont Vision is now shipping its new small form factor product line, MicroDome™. The ultra low profile multi-megapixel cameras are designed for applications where both high-resolution and a small footprint are required.



## Exacq Integration of Retail 20/20 from Agilence with exacqVision Video Management System

Latest partnership provides retail loss prevention and operations teams with a single solution to reduce fraud and inefficiencies.



Retail 20/20 pulls data directly from the POS (point of sale) transaction logs and synchronizes it with the exacqVision VMS software, linking an individual item with its associated video image. Together, Retail 20/20 and exacqVision provide retail loss prevention and operations teams with a single solution to identify operational inefficiencies and reduce fraud.

## Criminals 'Caught Out' by Raytec IR at Headingley Cricket Ground

Raytec Infra-Red LED illuminators have been installed to protect Headingley Cricket stadium, home of Yorkshire County Cricket Club.



"Many CCTV systems are employing higher megapixel and HD cameras due to demand for better image quality. High quality illumination is crucial for allowing these cameras to work to their full potential at night", says Raytec Sales Manager, Vince Bessell. "Dome cameras especially require a good quantity and quality of illumination, not only to generate wide angle images, but to achieve high definition when zooming in over long distances".

## Surveon End to End Megapixel Solutions with Enterprise RAID Storage Secure New Taipei City

New Taipei City, Taiwan, planned to upgrade its inner city surveillance system to provide safety and security for its population of 3.9 million in 29 districts. The project would include upgrading to megapixel solutions that can be fully integrated with the control center, branches, sub-station junctions and the existing IT infrastructure.



## afi Launches Informative YouTube Product Videos

Net I/O ethernet network communications solutions presented in easy- to-follow format.



"Our new YouTube videos both inform and educate the viewer to provide an improved understanding of network video surveillance and security system transmission technology," said Jack Fernandes, President and CEO of afi. "It's a great tool to help customers select a product solution to address challenges in a networked environment."

## ISS - Video Surveillance Cameras: The Good, the Bad, and the Hype and Lessons from Boston

We hear it again and again. Video surveillance cameras can accomplish what humans can't. There's simply



no way, we are told, in a situation like the Boston Marathon bombing, with all the thousands of people in attendance, to be able to track suspects without video footage of the scene. To try to rely merely on eyewitnesses in that case is just too difficult, if not impossible, a real case of sensory overload.

## Enhancing Protection & Quality of Remote Security

Security Global Solutions - Network security is much more complex in designing systems that communicate across locations, and thus introduces a key vulnerability to the business.



A security architecture relying on the CIA Triad (Confidentiality, Integrity and Availability) is a simple yet widely accepted model defining three key areas that guarantee a secure system.

## New Samsung Executive Briefing Center Features Integrated Security Solutions

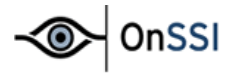
Expansive technology resource showcases integrated solutions for vertical markets.

Samsung Techwin America unveiled the company's newly constructed Executive Briefing Center at its U.S. headquarters in Ridgefield Park, NJ. The new technology showcase and resource center features system solutions from Samsung Electronic's Consumer and Enterprise Business Divisions to demonstrate the company's unique ability to provide integrated solutions for business and consumer applications.



## OnSSI Ocularis Users Will Never Get Left Behind

CURRENT makes it easy and cost-effective to keep ocularis up to date.



Formerly known as the Software Upgrade Program (SUP), OnSSI's new CURRENT upgrade program is designed to keep Ocularis updated with the latest features and functionality available at a fraction of the cost of trading-in the software. With CURRENT, Ocularis users can download updates as soon as they are released and take immediate advantage of new features and functionality to further enhance their video and information management operations.

## ScanSource Repositions Cisco Practice for Increased Focus on Collaboration Portfolio

ScanSource Catalyst specialty unit to offer Cisco's products.

"We are very excited to add Cisco's Collaboration and Networking solutions to the ScanSource Catalyst line card," said Mike Ferney, vice president of merchandising, ScanSource Catalyst. "Cisco's industry-leading technologies and market presence in the communications space is an ideal match for our established expertise and experience in this space."

## Vigatron offers Free Design Services For Your IP Video Infrastructure

Free support for IP Video design is a click away! Vigatron offers design service free for Infrastructure IP video, together with IP transmission solutions to meet your specific application needs. Our support team is trained system can analyze your needs and existing system components and provide an optimized design that eliminates potential problems and avoid waste of time and money. And best of all, we offer these services for free.

What does Vigatron?

- Design services for free IP video infrastructure
- The longest warranty in the security industry
- The testing program more fully certified product
- The solutions chosen by the leading manufacturers of IP cameras
- The widest range of network video products and PoE transmission

For over 16 years, we have been providing the security industry with transmission solutions CCTV at great distances extensive and innovative. We work closely with leading IP camera manufacturers in the world to test their cameras and transmission products maximum power consumption and bandwidth. For more information on Vigatron, and our products and services, please visit our website at [www.vigatron.com](http://www.vigatron.com)



## Next USA Event: IP-in-Action LIVE Houston Texas

6th November 2013 - Venue to be confirmed

The IP UserGroup USA hosted IP-in-Action LIVE Texas 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
- \* and much more .....

Register - [www.ipusergroupusa.com](http://www.ipusergroupusa.com)

### Who Attends IP-in-action LIVE USA

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

### 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.

## Raytec CCTV Lighting Secures USA Housing Charity **rayTEC**

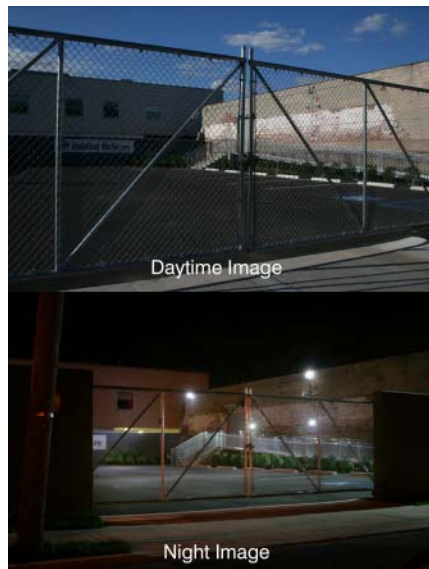
Lighting specialists Raytec have provided energy and cost saving LED illuminators to increase security and deter crime for a not-for-profit housing charity in NJ.

'Habitat for Humanity', a not-for-profit, international housing development charity, approached specialist network integrator MTS Intelligent Surveillance, and asked them to design and install a surveillance system to improve security at their facilities in NJ, USA. They particularly wanted to improve their CCTV lighting and upgrade from their old costly sodium lighting to an efficient LED solution. Having trialed several solutions, MTS found Raytec lighting to be the clear winner.

'Habitat for Humanity' creates affordable housing which is built by volunteers. This makes the final price of the housing much lower, helping individuals to qualify for a mortgage who would not otherwise be in the position to buy their own home. 'Habitat for Humanity' raises money for the cause by selling household items donated by local companies and individuals in 'ReStore' stores.

Unfortunately, the 'ReStore' stores sometimes appear in less than desirable locations. 'Habitat for Humanity' felt that a dedicated CCTV lighting system would help secure the area, protect volunteers and patrons, and help reduce crime.

Rob Merchant, President of MTS, comments on the installation, "I didn't hesitate to recommend Raytec lighting to the Director and General Contractor



responsible for renovating the facility. We had previously used Raytec and achieved great results. The Raytec lighting was so easy to work with and very simple to install and adjust, and the low voltage wiring further saves on costs".

Discounted to cost price, the new purpose designed CCTV illuminators from Raytec helped to improve security during the hours of darkness. Installed alongside new light sensitive cameras, the White-Light

LED illuminators deliver a bright, white, even spread of light. This not only helps the CCTV system to generate excellent video footage, but provides a safe and well lit area designed to deter crime.

The previous low pressure sodium lighting was not suitable for the high security requirements and was very costly to operate. It produced a dull, orange glow and an uneven spread of light, resulting in dark areas which were unsafe for people and realistically unusable for CCTV. By nature, sodium lighting is also highly unreliable with a short life and high rate of failure, and often leads to big maintenance and replacement costs for the user.

Since 'Habitat for Humanity' has to pay the utility bills for the site, they also saw the energy and cost saving benefit in switching over to 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 'Habitat for Humanity' to make significant savings compared to the traditional sodium lighting.

Rob Merchant comments further. "I am a complete fan of LED solutions, and I believe that they are a necessity for surveillance instead of generic style lighting. They have a very small footprint and are extremely cost effective. Raytec LED illuminators have the right capabilities at the right price and are specifically engineered for surveillance".

# Axis enters the physical access control market



Axis Communications enters the physical access control market by introducing a network door controller with built-in web-based software. AXIS A1001 Network Door Controller is a complement to Axis' existing portfolio of innovative network video products and creates unique integration possibilities for partners and end users.

"Bringing product innovation to the physical access control market is a natural step in Axis' development as there is a strong connection between access control and video surveillance. As the market leader in network cameras, Axis plays an important role in driving convergence to IP-based products in video surveillance. We now apply that expertise in IP technology to the physical access control market in the same way. The physical access control market is primed to make the shift to open IP technology," said Ray Mauritsson, President and CEO, Axis Communications.

AXIS A1001 Network Door Controller is the first non-proprietary and open IP-based access controller on the market. It is a platform for two different solutions. AXIS Entry Manager (AXIS A1001 with built in software) is a ready-made solution for small- to mid-sized businesses—such as offices, industries and retail stores—with typically 10 doors and basic access control requirements.

For larger enterprise systems, AXIS A1001's open application programming interface enables Axis' Application Development Partners (ADP) to meet specific customer requirements. Initially, Axis ADP partners Aimetis, Genetec, IMRON, Milestone Systems, Next Level Security Systems and OnSSI are engaged in the development of solutions, which include video integration and advanced access control functionality.

Initially, Axis launches AXIS A1001 Network Door Controller in the US market in Q4 in 2013. The United States was an early adopter of network video technology and is also a huge market for physical access control. The value of the global physical access control market is about USD 3 billion (2012) and will increase to approximately USD 4.2 billion by 2017, which represents an annual growth of 7 percent, according to market research firm IHS\*.

"Axis started its innovative quest back in 1984 by developing protocol converters and then continued to printers and storage devices before inventing and launching the first network camera in 1996. Although we now enter the physical access control market, our focus will continue to be on network video products. We expect

physical access control sales to represent a small, but important, part of our total business," said Mauritsson.

Further features of the AXIS A1001 Network Door Controller include:

- Open architecture that allows easy integration of video, intrusion detection and other systems.

- Support for Power over Ethernet to reduce the need for separate power cables and proprietary cables.

- Cardholder data and system configurations are automatically stored and synchronized between controllers and the units can be managed from any computer in the system.

- Enabler for an 'edge' solution with one controller for each door and a fixed price per door. It is fully scalable, eliminating the traditional central controller multiple of 4, 8, 16 or 32 doors.

- Support for most existing reader protocols and reader types, and standard IT and security equipment such as door locks and door position sensors.

- The installation wizard and the colour coded connectors help users to complete the installation and verify that door locks, readers and other equipment are connected properly.

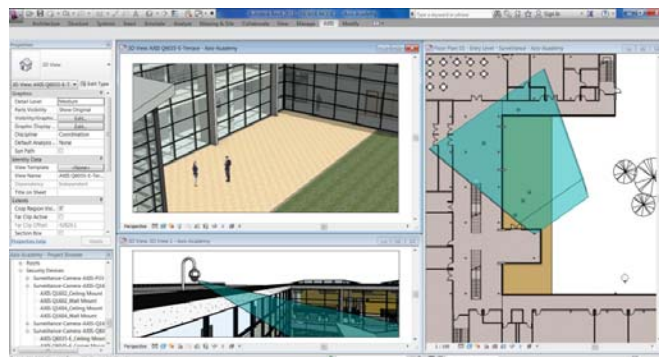
- The API is designed for compliance with ONVIF Profile C, which will enable interoperability between clients and devices of physical access control systems (PACS) and network-based video systems.

# Axis Camera Families for Autodesk Revit now available through Autodesk Seek

Axis Camera Families, the 3D camera models for Autodesk Revit users, are now available through Autodesk Seek, one of the most widely used building information modelling (BIM) web services in the market. At the same time, Axis is launching the Axis Camera View add-in for Autodesk Revit, giving architects, engineers and security system designers a quick way to create 3D views from the security camera's point of view from inside their CAD designs.

Autodesk® Seek® allows architects, engineers and security system designers to easily find, preview and download 3D models of Axis Communication's, the world leader in network video, security cameras. With access to Axis' portfolio of security cameras at their fingertips, architects, engineers and security system designers are able to interactively visualise camera layouts and fields of view during the design.

Axis Camera Families let security system designers place Axis Network Cameras directly into CAD building plans and visualise the areas the cameras will cover.



The CAD models allow them to see exactly how the cameras fit into the building layout and to easily detect and reduce unexpected blind spots.

With the new Axis Camera View add-in for Revit, users can quickly get a 3D view of their CAD design, as seen through the lens of the Axis camera. This makes it easy to get a good impression of what the final surveillance scene will look like at an early stage in the design project, "Building Information Modeling is

the established industry standard process for designing, visualising, and simulating buildings in 3D before they are constructed. Autodesk Seek is a widely used and well-known source for BIM models, which can be accessed directly within the design workflow of AutoCAD® and Revit users", said Nicolas Mangon, Senior Director, AEC Industry and Business Strategy, at Autodesk.

"Making Axis Camera Families available on Autodesk Seek means architects and engineers can now easily access a tool that helps them improve planning and work more efficiently. This will result in more effective value engineering, device placement, conflict identification and aesthetic coordination" said Peter Friberg, Director of System and Services at Axis Communications.



# IP UserGroup UK and Europe Affiliate Members

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



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

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

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[www.adeyelectronics.co.uk](http://www.adeyelectronics.co.uk)



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

Contact - Ray Sooley

American Fibertek Inc  
120 Belmont Drive,  
Somerset,  
NJ 08873,  
USA

Telephone: 877 234 7200

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



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

Contact - Les Litwin

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Berkshire  
SL6 2DA

Tel: +44 (0) 1628 626098

Fax: +44 (0) 1628 681566

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



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

Contact - Nick Sutton

Application Solutions Ltd.  
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Tel: +44 (0) 1273 405411

[www.asl-control.co.uk](http://www.asl-control.co.uk)



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

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

Contact - Olga Wheeler

Arecont Vision  
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CA 91205 USA

Tel: +1 818 937 0700

Fax: +1 818 937 0481

[www.arecontvision.com](http://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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Salisbury House,  
Station Road,  
Cambridge,  
CB1 2LA

Tel: 0845 3311668

Fax: 0845 3311669

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



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.

Contact: Tarik Khamliche

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



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

Contact - Rick Ramsay

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Canada

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



Axis increases the value of network solutions. The company is an innovative market leader in network video and print servers. Axis' products and solutions are focused on applications such as security surveillance, remote monitoring and document management. The products are based on in-house developed chip technology, which is also sold to third parties. Axis was founded in 1984 and is listed on the Stockholm'sbörsen (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.

**Contact - Alexandra Turner**

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www.axis.com



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

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

**Contact - Sylvia Walsh-Flaherty**

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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, Intuder Detection, Access Control.

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

**Contact - David Kingsbury**

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www.baesystems.com



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

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

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

**Contact - Marcel van der Meijs**

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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.

**Contact - Brian Kelly**

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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

**Contact - Lynn Fu**

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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 archival footage offline. BriefCam products interface with a wide range of DVR/NVRs, advanced IP cameras and complement existing surveillance solutions. The company's mission is to enable the Total Video Review of all footage recorded for safety and security.

**Contact - Rafi Pilosoph**

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## 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  
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www.redcare.bt.com/transmission



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

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

**Contact - Mark Ross**

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

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

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

**Contact - Sarah Gollgoly**

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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.

**Contact - Chris Lewis**

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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

Contact - Graham Porter

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

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

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

Contact - Natalie Smith

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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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[www.control.co.uk](http://www.control.co.uk)



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

D-Link  
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Abbey Road.  
London NW10 7BX  
UK  
Tel: 0208 955 9025  
[www.dlink.com](http://www.dlink.com)



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

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

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

Contact - Rob Davies

Dedicated Micros  
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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

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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

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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

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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

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[www.ekahau.com](http://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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[www.eetuk.co.uk](http://www.eetuk.co.uk)



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

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

Contact - Cherry Wu

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[www.etrovision.com](http://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  
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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**

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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**

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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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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 AV 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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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**

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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**

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Taiwan, R.O.C China

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[www.huntelec.co.uk](http://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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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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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**

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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.

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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.

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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.

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**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.

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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.

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**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

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NICE Systems is a leading supplier of video surveillance, command and control management and communications interconnection 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.

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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.

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PowerDsine invented Power-over-Ethernet and manufacture a large range of Midspan Appliances and associated splitters that can power devices such as IP Phones, Wireless Access Points, Access Control Systems, and IP CCTV cameras. From simple 1 port devices right up to 48 ports in one appliance. With the launch of new High Power products we can also power devices such as 802.11n Wireless Access Points, Thin Clients, and PTZ IP cameras, guaranteeing compatibility with IEEE 802.3at. Also, the PowerDsine power management software can help with green and environmental issues by controlling the power to devices by turning them off when not in use and giving full consumption details and control of an SNMP UPS.

**Contact - Sharon Anava-Ravid**

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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

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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

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

**Contact - Alan Pascoe**

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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.

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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](http://www.rivatech.de) or [info@rivatech.de](mailto:info@rivatech.de).

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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.

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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.

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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.

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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, tdsisp, tdsbiometric, tdsbi and tdsvehicle.

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

**Contact - Valerie O'Flynn**

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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**

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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.

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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>

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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.

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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](http://www.ukbroadband.com)  
For details of our wireless products please visit [www.ukdistribution.com](http://www.ukdistribution.com)

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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!

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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.

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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.

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Unipart Security Solutions Ltd provides bespoke manned guarding services, alarm and CCTV monitoring, vehicle and asset tracking, portfolio management, lone worker protection, risk consultancy and investigative services. Our expertise has been accumulated over a twenty year period and mirrors the growth and success of our parent company, the Unipart Group. Each new business and each new client has brought the responsibility of securing goods and assets, providing an ongoing security challenge for our in-house security managers who look to stay one step ahead of potential threats. Unipart Security capitalises on this experience, offering the same high level and range of solutions to a wider market, giving new clients the opportunity to benefit from Security - The Unipart Way. Our team share a passion for The Unipart Way, a philosophy which empowers all colleagues to seek ways to continually improve service provision that exceeds and not just meets our clients' expectations.

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UTC Fire & Security UK is a leading provider of innovative electronic security and fire safety solutions that help secure and protect people, assets, communities and infrastructures. With an extensive product portfolio including fire detection, intrusion detection, access control, video surveillance and integrated security solutions, UTC Fire & Security is well positioned to meet the needs of a broad range of customers. UTC Fire & Security is part of UTC Climate, Controls & Security, a unit of United Technologies Corp. (NYSE:UTX).

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Vicon is one of the world's leading manufacturers of CCTV equipment and high quality video systems. Vicon offers fully engineered solutions based on both traditional analogue and newer network digital products. Vicon's latest digital solutions are based on the powerful ViconNet software platform that incorporates its superior performance Kollektor Elite and Kollektor Pro digital video recorders and the new Surveyor VFT dome range offering direct connection options to an IP network.

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VIVOTEK (TAIPEX: 3454), established in Taiwan in 2000, is a leading brand in the security industry. Known for delivering world-class IP surveillance solutions, VIVOTEK specializes in system integration and application.

With the innovative R&D teams adopting ground-breaking codec technologies, VIVOTEK provides a wide range of products, including network cameras, video servers, video receivers and central management systems.

In 2008, a branch office was set up in California, USA. VIVOTEK currently has relationships with more than 160 authorized distributors in over 80 countries.

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Established in 1901, Zenitel is an international market leader in the field of integrated communication, information and security solutions. Zenitel customers are professional users for whom communication is critical because their work involves the protection of life, health, environment and tangible assets. We work to help them make that one vital call. Zenitel's STENTOFON brand is an industry leader in the security intercom market. Zenitel is a listed company (Euronext).

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Verint Systems is a leading provider of analytic software solutions for communications interception, digital video security and surveillance, and enterprise business intelligence. Today, Verint's actionable intelligence solutions empower more than 1,000 organisations in 50 countries. Our marketplace is global and includes diverse, companies in a broad range of markets, including governments, global corporations, law enforcement agencies, financial institutions, transportation, retail, utilities, and communications service providers. Featuring the SmartSight™, Loronix™ and Lanex brands, Verint offers a digital video solution to address the needs of every public, private and commercial organisation. And for securing outdoor areas, Verint offers video-over-IP solutions designed to be highly durable, reliable and secure with the same breadth of functionality as our solutions for wired CCTV.

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High availability, replication, disaster recovery and data sharing solutions for Windows, IBM i (i5/OS), AIX, Linux and Cloud environments: That's the expertise of Vision Solutions. For over 20 years, Vision's MIMIX, Double-Take® and iTERA products have kept business-critical data and applications protected and fully recoverable.

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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

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

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Digital Grape Business Services Ltd. is a specialist consulting services company with specific experience of international security and surveillance markets and technology projects. Our services provide experienced resources for companies seeking to expand operations through international channel development as well as search services for new channel partners, security projects and M&A research. We are experienced in a wide range of technology markets involved with CCTV surveillance systems, Video Analytics, Control room Management Software (CMS), Cyber Security, Intelligent Transport Systems (ITS), off-grid and renewable energy projects and high technology solutions for Homeland Security related projects.

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**Irish Security Industry Association**

The ISIA is the premier trade association for the private security corporate sector. It represents a wide spectrum of services, Guarding Services, Event Security, Electronic Systems, Monitoring Centres, Cash-in-Transit, Physical Security and Security consultants. All members must attain best international business standards represented by the ISIA continuous improvement model, Qualsec Standard

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Memoori combines industry expertise and innovative technology to deliver detailed market & financial information to companies in the electronic security sector.

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**Rockline Security Ltd**

Rockline Security Ltd is a well established, highly trusted independent security consultancy practice. Rockline primarily provides services to the high-end managed residential sector, high net worth private clients and the commercial sector

**Contact - Jerry Morgan**

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# IP UserGroup International USA and Latin American Members

## IP UserGroup USA

### Corporate Affiliate Members

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#### Altronix Corp

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