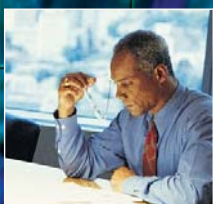


IP-in-Action

International Security Technology Roadshows

LIVE™



Cambridge

Pre-Registration:
www.ip-in-action-live.com

IP UserGroup[®]
International
Physical Security & Safety Technology Forum

www.ipusergroup.com

3rd - 4th Sept 2014
Menzies Hotel &
Golf Club
Bar Hill
Cambridge
CB23 8EU

Including the IP UserGroup
Golf Challenge 2014
in aid of the RNIB

IP UserGroup International

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

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

Member Services

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

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

A Unique Community

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

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

The Mission

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

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

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

www.ipusergroup.com - www.ipusergroupusa.com - www.ipusergroupplatino.com

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.

Participating Companies & Presentation Summaries (Presenter Companies are also Exhibiting)

Participating Companies in Brief

Aditech - Biometrics
AVer Information - IP Video Specialist
Canon Europe - IP Cameras
Cathexis - Video Management
CEM Systems - Access Control
Control - IP Infrastructure
CWW - Cloud Computing World - Media Partner
Digital Grape - Consultant
Exacq Technology - Thermal Imaging
IP UserGroup International
IPfocus Magazine
Meyertech - Video Management Systems Designers
Netcomms Magazine - Media Partner
Norbain - Distribution
National Security Inspectorate
Professional Security - Media Partner
SIQURA - IP Video & Transmission
Tyco Security Products - Integrated Solutions
UTC Fire and Security - Electronic Security and Fire Safety
VISTA CCTV - Analogue & IP Camera Developers

Partners on the Network Education Programme

Keynote Address - Security Technology at the Coal Face
Guest Speaker

Adding Value through Integration - the Commercial Case
Ian Creary, UTC Fire & Security

CCTV and the Lessons learned from Broadcast
Joe White, Canon Europe

Empowering Power over Ethernet (PoE)
Tony Elvidge, Control

Biometric Technology Identification or Verification
Paul Stanborough, Aditech

ONVIF in Practice
Andrew Denton, Meyertech

Value for Money VMS
Gareth Williams, VISTA CCTV

Challenges & Opportunnites posed by IP
Phil Hutton - Tyco Security Products

Quiz the Guru - Panel Discussion
Chaired by Paul Hennings, Editor IPfocus Magazine

Keynote Address

The Influence of Security Technology at the Sharp End.

Guest Speaker



How Technical Development is making a difference in the real world

Our speaker will explain how the development of the latest generation of security systems is affecting the operational aspects of physical security at the coal face. He will reflect on his personal experience and provide the audience with his candid views of where networked systems will benefit users.

With significant experience in all aspects of security and safety management, our speaker will introduce where he has seen the greatest benefits from the new generation of security technology, how it has impacted upon his role and what lessons can be learned.

“This connection with end-user customers is key to the on-going development of physical security solutions, without feedback, manufacturers may fall into the trap of development for development's sake.”



Biometric Technology Identification or Verification?

Paul Stanborough
Managing Director
Aditech Ltd.



What are the implications when specifying a Biometric System

The presentation will seek to explain the fundamental difference and how this impacts on what biometric technology is best suited for an application, there are also cost implications, do you take the short term or long term view based upon how well you trust the technology and are these points fully understood.

Aditech has a long history with Iris recognition technology and Identification which dates back to the launch of the first commercial products in the late 1990's and since this time we have been involved with many biometric applications across the complete spectrum of industry including Government, Aviation, Military, Construction, Medical and Corporate Security.



Cameras born of the Broadcast Industry

Joe White
Channel Development Manager
Canon Europe



Back to Basics - the crucial issues when selecting IP Cameras

Canon will present the evolution of Canon's 70 years' experience as a high quality lens manufacturer and digital SLR and broadcasting technology. How Canon uses the core technology assets from these areas to develop network cameras which deliver exceptional image quality and capture best of class images in all light conditions

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.

Canon's RM Video Recording Software supports H.264 compression so you can capture high resolution megapixel video without driving up your storage costs.



Empowering PoE

Tim Jones,
Regional Technical Sales at Control



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

PoE is growing in use in the CCTV and security industry. 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. Control will demonstrate these benefits in the presentation as well as on their exhibition stand.

Tim will introduce the fundamentals of PoE and its important value when deploying security application onto a network. Control's presentation will demystify many of the terms used and will explain their importance in plain English.

Control is a leading provider of Industrial Ethernet Managed and Unmanaged Switches with a wide range of capabilities (10/100 & Gigabit, PoE & PoE+, copper and fibre, 4 to 28 ports) as well as Ethernet to Serial Device Servers. Control has been selling products into the CCTV market for many years. In our Satyrn series there is a wide range of ruggedised switches, many with PoE & PoE+, for the IP CCTV market.



ONVIF in Practice

Andrew Denton,
Sales Manager, Meyertech Ltd.



A focus on Interoperability Standards in Video Surveillance and Access Control

The presentation will outline the different areas of the ONVIF standards, profile S for video streaming and profile G for storage & recording, detailing how these can be used in practice and the benefits they can bring.

We will briefly look at the functionality that can currently be provided by ONVIF products and the variety of options and advantages this provides the integrators and the end users, before looking at some examples of town and city centre public space systems that are already benefitting from the use of ONVIF equipment.

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.



Challenges and Opportunities posed by IP Adoption

Phil Hutton -
Tyco Security Products



IP Migration, the value of Integration and client loyalty

This presentation features Phil Hutton investigating adding value to security vendor's proposal through migration to IP, looking at how integration can help develop client loyalty and relationship and how IP networked solutions can add value to a prospective project and increase ROI and profitability.

Key Topics: Thinking holistically about IP systems.. What is meant by integration. What benefits integration can offer. Examples of integration. Why migrate to IP? What benefits IP offer.

Tyco Security Products is a unified group of world leading access control, video and intrusion brands. These brands including American Dynamics, CEM Systems 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.



Adding value through integration - the commercial case

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



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

Ian will look at the value of integrated solutions in terms of: Project pricing, Solutions designs that really work, the pro's and con's of single source suppliers and how it can enhance customer loyalty and provide truly scaleable systems.

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.

We continuously address evolving real-world security challenges



Value for Money with VMS

Gareth Williams
Field Sales Executive
VISTA CCTV - Norbain



Managing the Transition with VMS Solutions

Gareth will look at the transition from Analogue, through Hybrid to full IP systems. The benefits, challenges and opportunities migration brings and the commercial and technical advantages of building a firm and open ended relationship with your customers and how scalable solutions increase customer loyalty.

Vista, the UK's most popular brand of CCTV equipment, is headquartered in Reading, UK. Unlike other manufacturers, Vista focuses exclusively on the development of high quality, functionally rich and competitively positioned CCTV products. Offering an unparalleled product range reflecting the brand's depth of market understanding, Vista products are sold into over 90 countries across 5 continents. Vista customers form a wide ranging selection of highly professional installers, dedicated to ensuring successful and reliable installations in applications from retail outlets and town centres to sports stadiums and banking enterprises.

IP-in-Action LIVE

Quiz the Guru - Round Table discussion



Chaired by Paul Hennings, Editor IPfocus and 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 will be recorded for future publication as an IP UserGroup webinar.



Hybrid systems bring analogue and IP worlds together

Aver Information Systems, 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.

The company promotes one single goal for all three of its divisions: to provide efficient and easy-to-use solutions that incorporate the latest technologies and exceed the basic needs, requirements and expectations of our customers in the business and education sectors. AVer has already carved out leading positions in the global marketplace for its presentation and security divisions, and the company is rapidly increasing the global market share of its new video conferencing division.

AVer products have received numerous international awards, such as the iF Design Award and red dot Award from Germany, the CES Innovation Award from the U.S., the Worlddidac Award from Switzerland, the Taiwan Excellence Award, and the G-Mark Good Design Award from Japan. AVer has become a successful creator of smart solutions by aiming to satisfy the design concepts of clients through technological innovation and quality excellence.



Cathexis - Video Management Software suite - CatVision

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.

CatVision is a powerful, feature-rich and scalable new IP video management system which offers the ultimate in simplicity for installers, integrators and end users alike.

CatVision is extremely easy to load, configure and commission using a wizard process. It's straightforward and intuitive to use - but there is still loads of power under the bonnet with advanced levels of integration with many of the commonly deployed access control, alarm panel, fire panel or POS systems. And it's backed up by the highest levels of support available in the market.



Innovative Access Solutions

CEM Systems is a leading provider of access control and integrated security management systems securing some of the world's most prestigious sites. The CEM AC2000 system provides businesses with a reliable, innovative and sophisticated access control and security management system.

AC2000 is available in three different versions, including:

AC2000- a powerful, flexible, fully integrated security management system for medium to large scale sites

AC2000 Lite- a cost effective, feature rich system for the small to mid range market

AC2000 Airport- the industry's only airport specific access control solution
CEM are continuously leading the industry in the development of hardware, and have developed countless industry firsts including emerald™, a multi functional intelligent touch screen access terminal, with onboard PoE (Power over Ethernet), VoIP intercom, card reader and controller functionality in one and unique Remote Applications that allow the user to access system information at the door. Other industry firsts include the S3030 portable handheld card reader, Ethernet based IP card readers, with offline capability, Power over Ethernet plus (PoE+) door control and fully integrated biometrics.

Acting as the central security management system, CEM AC2000 supports high levels of integration, offering customers one central command and control centre for access control, video, intrusion, perimeter detection and much more.



VMS applications

Exacq Technologies Inc., headquartered in Indianapolis, Indiana, is a leading developer of open architecture, Video Management System (VMS) solutions for security and surveillance applications. Our exacqVision VMS client-server solutions are scalable from a small single camera solution to large scale corporate or campus systems with thousands of cameras. Real-time and recorded video can be viewed, managed and configured from any location on the network.

exacqVision's open architecture VMS software ensures interoperability with IP cameras, servers and storage systems from manufacturers such as IBM, HP and Dell. Open architecture software allows customers the ability to select the highest quality components from a wide variety of manufacturers. We support all of the leading IP video cameras from Axis Communications, Arecont Vision, IQinvision, GE, Panasonic, Sony, ACTi, CBC Ganz, Vivotek, and more. Open architecture VMS software also provides flexibility of choosing the storage system that best fits the requirements by using the operating systems file system to map the system drives for video storage. Customers may select internal disk storage, RAID, iSCSI, DAS or SAN. Exacq provides both exacqVision VMS software and preconfigured hybrid and IPS systems giving our customers the choice and convenience of deploying solutions to meet the needs and requirements as specified. Preconfigured systems simplify and speed the selection and installation process. Software-only VMS solutions provide customers with the choice of selecting their hardware manufacturer and the price and performance



CCTV, IP Video, Access Control & Intruder Detection equipment

Norbain SD is one of Europe's most successful distributors of CCTV, IP Video, Access Control and Intruder Detection equipment. Headquartered in Reading, Berkshire, the company employs over 290 people throughout the UK in various sales offices and at its distribution centre in Manchester. Each year, the company's International Sales division sells into over 77 countries across 5 continents

Brands - As well as being the home of Vista, the UK's largest selling brand of electronic security equipment, Norbain is also an authorised distributor for all leading brands of CCTV, Access Control and Intruder products.

Applications and Industry Sectors - Norbain supplied equipment has formed the backbone of thousands of security applications throughout the globe. The majority of these include city and town centres, retail operations, transport facilities, manufacturing plants, banking enterprises, governmental institutions, educational establishments and sports stadiums.

Service excellence - Norbain prides itself on service excellence - high stock availability, fast and reliable delivery, expert technical support, superior after sales service, all backed up with competitive pricing.



Video Surveillance & Transmission Specialists

Siqura B.V. strives to improve public safety and mobility through high-quality, reliable, and innovative video surveillance solutions.

Siqura mission statement - To bring uncomplicated clarity to the men and women watching over our safety.

Siqura help the men and women watching over our safety in making error-free decisions during mission critical situations. We believe that uncomplicated clarity in video surveillance can truly contribute to a superior response and thus a safer society for all.

Siqura ensure the success of our business partners through strategic and customized solutions. Our solutions are developed specifically for the Critical Infrastructure, Government, and Transportation markets. This streamlines our time-to-market even as we tailor technology to meet project requirements.

Founded in 1972, Siqura is reputed for providing its customers with expert technical advice and support. Our expertise centers around the world have in-depth knowledge of the elements and issues that are essential to our customers and the industry.

Siqura has its corporate headquarters in Gouda, the Netherlands, with sales offices or support covering North and South America, France, Spain, the UK, Germany, Italy, Dubai, China, and Singapore.



Security Technology Forum The Centre for IP Knowledge

The IP UserGroup is an International Security and Safety technology forum with hubs servicing the UK & Europe, USA & Canada, the Indian sub-continent and Latin America.

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.

The forum that represents more than 200 of the most advanced Manufacturers, Developers and integrators of Security, BMS and IT Technology and has a quality audience of over 40,000 registered members in 85 countries.

Become part of the fastest growing Security and Safety Technology community in the world.

Engage with like-minded market leaders and gain the skills to exploit change!

www.ipusergoup.com

www.ipusergroupusa.com

www.ipusergrouplatino.com

www.ipusergroupindia.com

Event Sponsor

- IPfocus -
International

UNITED KINGDOM | EUROPE | USA & CANADA | LATIN AMERICA

Promoting IP as the Future Technology for the Security Industry

IPfocus is the only publication "*Dedicated to Networked Security, Safety and Associated Technologies*". As the official technical journal of the IP UserGroup membership, this quarterly publication is circulated in print form to the UK membership FREE, four times a year and distributed at many events in the UK, Europe, USA, India and Latin America and available in electronic turn-page or PDF form across the globe.

IPfocus is the launching pad and premier publication for presenting the latest in new products, technologies and industry advancements, to top industry buyers.

REMEMBER - Articles published in IPfocus Magazine and eZine are also featured in our regular IP Connections eNews, Facebook, Twitter, LinkedIn and website www.ipfocusonline.com

The publication provides advertisers with access to focussed UK and international markets and the broader audience of private and public sector security professionals, facilities managers, building managers, human resources executives, government decision-makers and IT and Network professionals. The publication contains a balance of technical and educational information, market and product news, consumer and user features, case studies and display advertising. Plus News and views, Event news and reviews and the Membership Directory.

Media Partners

NETCOMMS
EUROPE
THE MAGAZINE FOR NETWORK AND DATA COMMUNICATIONS PROFESSIONALS

NETCOMMS EUROPE Magazine is the first and only Pan European journal dedicated to the network and data communications marketplace. Published on a bi-monthly basis NETCOMMS EUROPE reaches an audience of 35,000 network infrastructure professional's throughout Europe, landing on the desks of Data Centre Managers, ICT Directors, Consultants, Network Managers, Integrators, Network Infrastructure installers and many more besides.



CCW is the UK's first digital publication totally dedicated to the subject of cloud computing. CCW reaches an audience of over 15,000 individual subscribers on a bi-monthly basis, delivering them up-to-date information on this fast paced subject, enabling them to use the processing power of the cloud and its unlimited opportunities for collaboration to enhance and grow their businesses.

**Professional
SECURITY
Magazine**

Professional Security Magazine is the market leader in the UK. The flagship monthly title is aimed at UK security and CCTV managers and installers, and anyone interested in UK private security - consultants, specifiers, police crime prevention officers, you name them! We've broadened over recent years offering annual supplements in digital video recorders; and CCTV cameras and domes, to name two. Our annual Retail Security magazine now goes out six times a year, aimed at the retail loss prevention and profit protection markets.

Delegates are free to move between the Seminars & Exhibition (Exhibition area will be open throughout the day)

Event Running Order - Seminar Agenda

- | | | | |
|-------|--|-------|--|
| 9:00 | Registration - EXPO - Refreshments | 12:30 | Value for Money VMS
Gareth Williams, VISTA CCTV |
| 9:15 | Welcome & Introduction - Paul Hennings | 13:00 | The Challenges & Opportunities posed by IP
Phil Hutton - Tyco Security Products |
| 9:30 | Keynote Address - Security Technology at the Coal Face
Guest Speaker | 13:30 | Buffet Lunch and EXPO - Networking Opportunities |
| 10:00 | Adding Value through Integration
Ian Creary, UTC Fire & Security | 14:15 | Quiz the Guru - Open Forum Discussion Session |
| 10:30 | Empowering Power over Ethernet (PoE)
Tony Elvidge, Comtrol | 15:00 | Cameras born of the Broadcast market
Joe White, Canon Europe |
| 11:00 | Biometric Technology Identification or Verification
Paul Stanborough, Aditech | 15:30 | Refreshments and EXPO - Networking Opportunities |
| 11:30 | Refreshments and EXPO - Networking Opportunities | 16:00 | CLOSE. |
| 12:00 | ONVIF in Practice
Andrew Denton - Meyertech | | |

Next Event: IP-in-Action LIVE - London Gatwick - 4th December 2014
(Exhibition and speaking slots available - call 0870 7870 546)

IP UserGroup Golf Challenge

18 Hole Stapleford tournament on the afternoon of September 3rd, on one of the country's premier golf courses.



Includes Bacon Butties and Coffee prior to tee off. Prizes will be presented at the Networking Dinner in the evening. Proceeds of the Golf Day will be donated to the RNIB.



supporting blind and partially sighted people

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

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

Here at the Cambridge golf club, we take great pride in our enviable pedigree.

Please indicate when registering if you wish to join us. Golf, dinner and accommodation packages indicated below. Any Questions please contact us on 0870 7870 546

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Get Connected @ IP-in-Action LIVE Now!

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



IP UserGroup
Golf Challenge
Wednesday 3rd September
Cambridge Menzie Hotel and
Golf Club - Prior to the Event

IP-in-Action LIVE
London Gatwick UK
Thursday 4th December
Holiday Inn Gatwick Worth
Dec 3rd Xmas Networking Dinner



Coming Events in Latin America and USA



IP-in-Action LIVE Dominican
Republic - Thursday 4th Sept
www.ipusergrouplatino.com



IP-in-Action LIVE Washington
DC - Thursday 18th Sept
www.ipusergroupusa.com

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

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

Exhibition and Speaking opportunities available

www.ip-in-action-live.com

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