



Hanwha Vision launches AI-based Radiometric Thermal Cameras



Kitchen Manufacturer Improves Staff & Facility Safety with Hikvision's Fire Detection & Early Warning Solutions

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SECURITY Update

THE SECURITY & FIRE SAFETY TECHNOLOGY MAGAZINE

For Security & Fire System Manufacturers, Distributors, Dealers, Integrators, Installers, IT Systems Integrators & VARs, Consultants & Enthusiasts.

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Acquisitions & Mergers In The Security & Fire Business: Everything You Need To Know

Smart Cities Market Nudging Towards \$4,000 Billion By 2030



Prama India and Government of India's C-DAC (Meity) announce partnership for thermal camera technology

Interview with

Mr. R. Nanda Kumar
President
Electronic Security
Association of India (ESAI)





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From 'Home, Sweet Home' To 'Smart Homes'

The emotion, 'There's No Place Like Home,' remains universally valid. 'Home, Sweet Home' extends beyond an 18th-century opera song, embodying a universal human requirement for shelter, security, and comfort. The need for a home has been enduring for humans, constituting a basic necessity that offers a feeling of security, shelter, and belonging. Functioning as a sanctuary, homes provide individuals with solace, a space to build relationships, and nurture their overall well-being. Going beyond a mere physical shelter, a home also delivers emotional and psychological support.



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Case Study

Kitchen manufacturer improves staff and facility safety with Hikvision's fire detection and early warning solutions

Due to the high combustibility of wood and the presence of dust, along with the existence of volatile organic compounds present in varnishing, painting, and lacquering operations, the Australia-based kitchen manufacturer Imperial Kitchens faced a constantly high risk of fire. To eliminate that risk, Imperial Kitchens installed Hikvision's Thermal Bi-Spectrum HeatPro cameras, providing an early warning to help protect staff and increase facility safety.

Adani Group efficiently managed their contractors and workers across multiple locations using Matrix Solutions

With multiple ports, branches, manufacturing units, and corporate offices at various locations, Adani Group is one of the largest business units engaged in multiple business units and ports with 50,000+ workers under 900+ contractors employed at various locations. Maintaining and managing entire attendance, diverse shifts and leave policies for the various locations and numerous workers at a central place was critical for them.

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Idea Exchange

SECURITY UPDATE interacted with Mr. R. Nanda Kumar the Chennai based founding President of the Electronic Security Association of India (ESAI), India's leading association of Electronic Security Product Manufacturers, Distributors and System Integrators across the Nation - "Technological innovations are ushering in both opportunities and more complex challenges than we've faced before. The key technological trends that we see affecting the security sector in 2024 reflect this rapidly evolving environment..."



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Biz Talk

Acquisitions & Mergers in the Security & Fire Business

In the dynamic landscape of the security and fire systems industry, acquisitions and mergers have become integral strategies for companies in the security and fire safety domains who are looking to expand their market presence, enhance capabilities, and stay ahead of evolving technological trends. Whether you are a seller or a buyer in the realm of system integration, understanding the intricacies of these transactions is crucial for success.



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Tech Talk

GenAI, Partnerships and Boardroom gaps top Gartner security trends for 2024

Generative artificial intelligence (GenAI) is occupying "significant headspace of security leaders" as they plan their investment strategies for 2024. According to analyst firm Gartner, GenAI is being greeted by "short-term scepticism [and] longer-term hope" with large language model (LLM) applications like ChatGPT and Gemini only the "start of its disruption". Other trends ranked by Gartner also include: boardroom communication gaps, workplace culture, third-party partners, identity management and continuous threat exposure management (CTEM). However, GenAI topped the six outlined trends due the promises of "productivity increases, skills gap reductions and other new benefits for cyber security".



32-35

Fire Update

Fire Protection Systems market size worth USD 190.26 billion by 2032

The Global Fire Protection Systems Market encompasses a wide range of sophisticated systems and equipment specifically designed to effectively prevent and alleviate the detrimental consequences of fires. These state-of-the-art offerings include advanced fire detection systems, highly efficient fire extinguishers, cutting-edge sprinkler systems, and reliable fire suppression systems, among others. The market's prominence derives from its pivotal role in cultivating an increased awareness concerning fire safety measures, along with the compelling government regulations that mandate the compulsory installation of these crucial systems within residential, commercial, and industrial structures.



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Industry Spotlight

Key Trends Shaping The Security Industry

In the ever-evolving world of physical security, staying ahead means embracing the dynamic shifts and innovations that shape the industry's landscape. Each year, the security industry awaits many predictions about its future. Each year, big companies, industry associations and experts share what they think might happen in the industry. The SECURITY UPDATE editorial team carefully looks at these predictions, trying to understand and judge their importance.





Dear Reader

Welcome to the new avatar of SECURITY UPDATE!

We launched SECURITY TODAY in October 2004 to address the educational needs of the private security industry. At that time, India experienced rapid growth, liberalisation, and increased foreign investment, leading to a growing awareness of the value of private security. Recognizing this, I aimed to provide learning resources for various industry stakeholders, including career security professionals, guarding services companies, manufacturers, distributors, system integrators, and end users.

Over six years until 2010, SECURITY TODAY covered topics connected with commercial and industrial and loss prevention, while also addressing emerging threats like terror strikes such as the Mumbai train bombings and the Mumbai attacks. As the importance of professional security and technology grew, we realised the need for a separate magazine focused on security technology, leading to the launch of SECURITY UPDATE in 2010.

Initially published monthly in tabloid format, SECURITY UPDATE has now transitioned into a regular magazine, offering comprehensive coverage of protection technology. Our magazine features sections covering the latest news, case studies, product launches, business insights, and niche coverage on trending topics, along with in-depth cover stories.

In its evolution, SECURITY UPDATE has continually adapted to meet the changing needs of the industry. With advancements in technology and shifts in risk perception and security threats, our publication remains committed to providing valuable insights and knowledge to our readers.


In the early years of SECURITY UPDATE, the focus was primarily on introducing readers to emerging security technologies and best practices. However, as the industry expanded and the magazine gained traction and engagement, we expanded our coverage to include a wider range of topics relevant to the security and fire safety technology realm.


Today, SECURITY UPDATE serves as a trusted resource for industry professionals, offering timely updates, expert analysis, and practical advice to help navigate the complex landscape of security technology. Our goal is to empower our readers with the knowledge and tools they need to stay informed, adapt to changing trends, and make informed decisions in their roles.

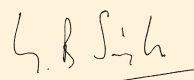
As we continue to evolve and grow, we welcome feedback from our readers to ensure that SECURITY UPDATE remains a valuable and relevant resource for the security community. Please share your thoughts and suggestions with us so that we can continue to improve and enhance our publication.

Thank you for your continued support, and we look forward to serving you in the years to come. Till we meet next month, Stay Safe and Keep Others Safe.

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G B Singh
Group Editor



SECURITY UPDATE is a focused educational magazine on security & fire safety technology, products and solutions. It reaches the business community of Manufacturers, Distributors, Dealers, Integrators, Installers, IT Systems Integrators & VARs, Consultants & Enthusiasts.

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**Security
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What it means to be Customer Centric

For an integrator, customer centricity means understanding the customers' jobs and companies well enough to know how to add value to the manufactured items that are available from multiple sources



Ray Bernard, PSP, CHS-III

Customer centric, which is not a new phrase, seems to be experiencing a recent surge in popularity. To me it seemed like an odd term at first, because you can't make a sale without a customer. The buying and selling of products and services requires a customer. So, aren't businesses customer centric by their nature? After all, the term customer service starts with the word "customer". The basic purpose of this column is not simply to provide definitions. It's a two-fold purpose. First, to show how a word or phrase that actually means something has gained popularity in a way that results in its meaning becoming lost or replaced by a useless concept, so that we don't get tripped up by its use. Second, since many terms have multiple valid definitions, to find out which definition is the one that we can and should apply in the security industry, to advance the causes of our companies in helping customers reduce security risks to acceptable levels, at an acceptable cost—and provided added business value when that's possible using advanced technologies.

Customer Friendly Does Not Mean Customer Centric

There are many books and articles that equate being customer friendly or being customer-focused with being customer centric. Then why the new term? Peter Fader, renowned professor of marketing at the Wharton School of the University of Pennsylvania, and award-winning teacher and author, wrote the book *Customer Centricity* for Wharton Press, and he provides some answers. Although being customer friendly is part of being customer centric, it is by no means the whole story.

Data-Driven Customer Centricity

The recent rise in the use of the term customer centric is related to how large companies are using big data technologies to get in-depth customer insights to know which customers are of the greatest dollar value to their companies, and then serve those customers based upon their individual needs and preferences.

Basically, cloud computing and big data analytics

helps firms with large customer bases sell products and services directly to individual customers based upon insights about each individual customer. It's not about serving customers as a group or a collection of customer types. Before the advent of cloud-based analytics and massive cloud-based data storage capabilities, this wasn't possible.

Fader says most companies that we think of as being customer centric, are really product centric. Despite how much they pamper their customers, they pamper them all in the same way. It's part of their branding, and it gets equated with their product or service. Not all customers are created equal, and therefore they shouldn't be treated equally the same.

You treat each customer differently by the information



you collect about that customer's specific needs and preferences, as well as by their value to your business. For example, Amazon, which has over 244 million customers and uses its powerful cloud-based business systems, does an outstanding job of communicating one-on-one to its customers based upon individual customer-specific data. This is all well and good for Amazon, but how does this relate to a small security integrator, or the branch office of a large integrator?

Security Industry Customer Centricity

The problems here are the use of the word data, which most people relate to computer systems, instead of the word knowledge, and the use of terms like data-driven insight, instead of, for example, customer-specific knowledge.

For an integrator, customer centricity means understanding your customers' jobs and companies well enough to know how to add value to the manufactured items that are available from multiple sources.

For an integrator, customer centricity means understanding your customers' jobs and companies well enough to know how to add value to the manufactured items that are available from multiple sources. This gets to the heart of the value that managed service providers provide to their customers via subscription-based services. It means understanding the technologies you provide well enough to know how to deploy them fully and correctly for each specific customer. You don't need computer data systems to do this.

Customer Centricity is Not New

Although seemingly rare in the security industry these days, Ray and Hank Henry practised this level of customer service when they founded Henry Bros. Electronics (HBE) back in 1950. It became part of the Henry Bros. business culture, and the company grew and eventually merged with Kratos Defense & Security Solutions about six years ago. Emil Marone was HBE's Chief Technology Officer when an HBE customer, a sergeant in the Port Authority Police in NYC, raved to me about the communications and video systems that Emil Henry Bros. installed for the PATH train system. Three different police officers—system users—all raved to me specifically about Jim Henry (HBE's president in those days) and Emil because of how well they understood the job that the officers had to do each day.

I wrote an article about that story, and since then learned even more about what being customer centric meant to HBE's people.

\$300 Solution Beats \$28,000 Technology

One day an HBE customer called Emil to discuss the problem of night intruders onto their property. The intruders would dress in black, and could not easily be seen against the black asphalt and dark grounds of the perimeter

under the existing lighting. They were considering a new video camera system they saw at a trade show, one that could “see in the dark” so that security officers could catch the activity on the video monitors. The new threat they were facing was nighttime theft of expensive equipment from the company service trucks.

Right away Emil, knowing the customer and their facility operations, recognized that infrared video cameras would not fully address the risks. Responding police or security officers on patrol would still not be able to see the intruders when in the parking area, even though the cameras could.

Emil suggested that the customer simply paint the parking lot grounds white along the perimeter fencing. Intruders dressed in black would be clearly visible. Even in white clothes they would still create obvious shadows under the existing lighting. He suggested a small amount of increased outdoor lighting. It was an under-\$300 solution and was implemented immediately with complete success. The thefts stopped. This approach also guaranteed that security foot patrols, police responding to an incident, and staff watching the cameras could see what they needed to see.

The referral business value of having such a thoroughly-satisfied customer was worth many times over the value of that one potential sale, and kept HBE from creating a new security risk at the customer site.

The Most Important Requirement of Managed Services

A senior manager of global safety & security for a multi-billion-dollar technology firm wrote me a note to say, “Integrators need to figure out how to add value in the ‘as a service’ paradigm. More and more security platforms will have ‘as-a-service’ and cloud components.” His concern was that if the integrators are just selling and installing systems that have lots of new capabilities, his company may not achieve the potential benefits and risk reduction that the newer technologies are intended to provide. This is why it is vitally important for service providers to adopt a customer centric mind-set as defined above, and for customers (security practitioners) to seek out such service providers.

The author is the principal consultant for Ray Bernard Consulting Services (RBCS), a firm that provides security consulting services for public and private facilities. He is the author of the book Security Technology Convergence Insights. He is also the member of the Editorial Board of SECURITY TODAY magazine

Prama India and Government of India's C-DAC (Meity) announce partnership for thermal camera technology

Prama India and Government of India's C-DAC (Meity) have joined forces through a 'Transfer of Technology' (ToT) Pact for Thermal Cameras. This partnership allows Prama India to manufacture, market, and support innovative thermal camera solutions. The pact was announced at the 'Digital India FutureLabs' launch event in New Delhi, attended by Shri Rajeev Chandrasekhar, Honourable Minister of State for Electronics & Information Technology.



The initiative aims to bolster indigenous manufacturing and R&D efforts in line with the vision of Atmanirbhar Bharat. Prama India, known for its commitment to 'Made for India, Made by India, and Made in India' products, is poised to lead in video security technology, contributing to a safer and self-reliant India.

On this occasion, the Prama India representative said, "The signing of Transfer of Technology (ToT) Agreement for Thermal Camera Technology with C-DAC, Thiruvananthapuram is a new milestone in our indigenous manufacturing journey. We at Prama India are committed to the vision of Atmanirbhar Bharat (Self-reliant India) for achieving the goal of Viksit Bharat (Developed India) and Surakshit Bharat (Secured India). This joint initiative by C-DAC and Meity has created a landmark milestone for Prama India, which is a leading indigenous manufacturer of Video Security Products and Allied Systems. We hope that our technology partnership with C-DAC will bolster the cause of R&D and product innovation. This technology collaboration will help us in developing innovative solutions as per the requirements of end-users."

Shri Chandrasekhar emphasised the significance of Digital India FutureLABS in fostering innovation and propelling Indian startups forward in emerging tech sectors. The event also saw the announcement of 22 MoUs between C-DAC and industry partners to implement FutureLABS, reinforcing India's position in Electronics System Design and Manufacturing (ESDM).

Mirasys safeguards Ayodhya with 500 CCTV Cameras

Mirasys (India) started its operation in 2018 from Gurugram. Significant deployments of its platform are in the railways and smart cities. Mirasys (India), a "Make in India" initiative, has operated in collaboration with its Finnish counterpart since its inception. The company specialises in providing cutting-edge video surveillance and AI-based video analytics solutions.

It recently deployed around 500 cameras with centralised access, equipped to provide a complete 360-degree view of all critical crossings, offices, and establishments in Ayodhya. They have been installed at key points, including the premises of Ram temple, Dharm Path, Ram Path, Bhakti Path, Ram Janmabhoomi Path and Lata Chowk, to safeguard all the entrance and exit points.



Managing director, Mirasys (India), Arindam Das Sarkar said, "After the consecration ceremony, Ayodhya is set to be one of the world's most visited holy towns. Our service, along with encrypted data, and leveraging AI-powered unified video management surveillance technology will enhance security across the town."

"From hundreds of cameras all around, facial recognition system, crowd estimation and threshold alerts, queue management, and hourly to daily devotee count, Pran Pratishtha surveillance also marks a smart transformation of Ayodhya in terms of security, with cutting-edge AI technology," he added.

Mirasys has established itself as a leader in the government sector, with control over 25% of the railways market and 30% of the smart city surveillance market. They are also a top global OEM operating in the government sector in India. Their solutions are widely used in crucial sectors, including manufacturing, logistics, education, sports, entertainment, finance, utilities, healthcare, and the judicial system. These technologies offer predictive insights, real-time analytics, and object recognition, resulting in unmatched security and business intelligence.

Mirasys' customer-centric approach has allowed them to develop customised solutions across various sectors, creating 42 successful use cases. These use cases extend to areas like women's security, pothole detection, and accident prevention, effectively making cities smarter, safer, and more efficient.



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Smart cities market nudging towards \$4,000 billion by 2030



The global smart cities market size is expected to reach USD 3,728.3 billion by 2030, registering a CAGR of 25.8% from 2023 to 2030, according to a new report by Grand View Research, Inc. The research attributes the market growth to rapid favourable government initiatives worldwide and emerging technologies, such as Artificial Intelligence (AI), cyber security, big data analytics, and the Internet of Things (IoT).

Additionally, the increasing adoption of Electric Vehicles (EVs) has created a demand for the development of charging infrastructure in cities globally. Due to this, it provides energy storage and creates new revenue streams from EV batteries. These benefits will further boost the smart cities market's growth during the forecast period.

The smart cities market is witnessing a high investment in smart security, smart metering for utilities, integrated traffic management systems, and smart mobility. Several technologically innovative cities use IoT platforms to monitor their infrastructure, manage traffic flows, water management, parking, and air quality, and use the generated smart data to handle longer-term decisions for environmental sustainability. Market players are establishing strategic partnerships with technology providers to improve their smart cities portfolio.

Various country governments, such as India, Germany, Canada, Japan, and Australia, are launching smart city-based projects to improve citizens' lifestyles and create safer communities, propelling smart cities market expansion. Government-authorised associations & organisations are collaborating with market players to develop smart city solutions to assist the government in planning smart city strategies. For instance, in October 2022, the non-profit organisation, Accelerator for America partnered with Honeywell International Inc. and launched the Smart City Accelerator Program to help smart city developers define priorities, align key stakeholders, and improve service delivery & operational efficiency of smart cities projects.

In Asia Pacific, the market is anticipated to register a significant CAGR of 29.2% during the forecast period. The regional growth can be attributed to rapid economic developments, digitalisation, globalisation, and the rising proliferation of smartphones

New team to lead the Fire & Security Association of India

The Fire and Security Association of India (FSAI), a leading association in the fire safety and security sector has announced the appointment of Mr. Srinivas Valluri as National President of Fire & Security Association of India for 2024-26. Other appointments include Mr. Dipen Mehta as National Secretary, and Mr. Nimit Sheth as National Treasurer.



Mr. Srinivas Valluri is a post graduate electrical engineer and has previously worked in the department of space, government of India from 1985 to 1995 in planning of various ground facilities for space programs like PSLV, GSLV, INSAT 2 etc. He is associated with various institutions such as Institution of Engineers (India), IEEE, ASHRAE, ISHRAE, ISLE, IIPE, and IPA. He was also the founder of the Hyderabad Chapter of FSAI.

Mr. Dipen Mehta earned his Bachelor of Engineering (Civil) degree in 1990 from Saurashtra University. He was previously the National Treasurer, Fire & Security Association of India (FSAI).



Mr. Nimit Sheth is a graduate in commerce and holds a post graduate diploma in business management. The outgoing leadership team comprises Mr. Ajit Raghavan -National President, Mr. Ashok Menon - National Secretary and Mr. Dipen Mehta as National Treasurer.

Hackers Can Spy on Your Security Cameras Through Walls, According to New Research

Northeastern University professor who specialises in cybersecurity has figured out a way to eavesdrop on most modern security cameras.

New research from Northeastern University shows there might be "a massive gap in our security infrastructure, and it comes from the very devices designed to protect it."

Kevin Fu, a Northeastern University professor of electrical and computer engineering who specialises in cybersecurity, has figured out a way to eavesdrop on most modern cameras, from home security cameras and dash cams to the camera on your phone, according to a blog post on the university website.

The technique, called EM Eye (short for Electromagnetic

Eye), can capture the video from another person's camera through walls in real time, according to the blog post.

Anyone with a few hundred dollars of equipment, a radio antenna and a little bit of engineering know-how could do this, says Fu. The problem is not the lens but the wires inside most modern cameras, he says.

"With your typical security camera, on the inside there's a camera lens and then there's got to be something else on the inside, like a computer chip, that's got a wireless connection back to the internet," says Fu in the blog post.

"There are wires between two different chips inside these cameras and those wires give off electromagnetic radiation," he says. "We pick up that radio, and then we decode it and it just happens to be that we get the real-time encoded video."



The data transmission cable that sends a video as bits and bytes ends up unintentionally acting as a radio antenna that leaks all kinds of electromagnetic information, says Fu. If someone had the desire and the technical knowledge, they could take that electromagnetic signal and reproduce the real-time video, without audio, he says.

The technique exposes a gap in how manufacturers approach the design and production of cameras, says Fu.

The state of modern smartphone cameras is that while manufacturers try really hard to protect the intentional digital interfaces and actually upload channel to the cloud, they don't appear to put a lot of effort into the leakage of information through unintended channels. They never intended for this wire to become a radio transmitter, but it is.

HID wins favourable verdict in patent case against Vector Flow

HID has received a highly favourable verdict and has been awarded damages to the tune of \$45 million in an intellectual property (IP) enforcement action filed against the company, Vector Flow, Inc.

The company released a statement on hearing the verdict



last week, as follows:

In this verdict, a jury unanimously agreed that Vector Flow willfully and maliciously misappropriated HID trade secrets and willfully infringed their Physical Identity Access Management (PIAM) patent.

Sparsh chosen as surveillance guardian J&K stations and tunnels

Sparsh is celebrating the monumental inauguration of the new Banihal-Sangaldan Railway Line in Jammu & Kashmir and has been chosen as surveillance guardian of the railway stations and railway tunnels in the state.



From Katra to Srinagar, Sparsh safeguards every station and tunnel along the route with its cutting-edge surveillance security cameras that feature advanced video management, control, and analytics systems.

Sparsh analytics systems go far beyond general analytics with safety measures such as fire detection, smoke detection, train speed detection, and facial recognition. Moreover, the technology is built with fire-proof stainless steel to ensure ultimate durability and Suraksha

Consistent Infosystems launches new range of 'Made in India' Surveillance Cameras



Consistent

Consistent Infosystems Private Limited, a provider

of IT hardware products, Security & Surveillance products, Print consumables products, and Electronics & Home entertainment products has introduced a new range of 'Made in India' surveillance cameras in India boosting its already strong Security & Surveillance product portfolio. The new range of surveillance cameras offers complete surveillance solutions and includes Smart Wireless 4G PT Camera, 4G Solar Camera, Wireless Pan-Tilt Wifi 3MP/4MP Mini Wi-Fi P2P Plug and Play Hassle Free, 4G Camera Color Camera and CCTV Camera 4G Dome.

Security is a major concern in today's day which has been turned into a huge industry and it has given rise to an

increased demand for security and surveillance equipment. Sensing this opportunity, Consistent Infosystems, a fast growing Indian IT brand with products catering to the IT, electronic & home entertainment industry entered this segment. Nitin Bansal, MD and Co-Founder, said, “We are launching new products in our security and surveillance portfolio to increase our product range in this segment and in future, we will launch new devices to create a robust security and surveillance product line for our customers.”

Consistent offers a range of Surveillance Cameras and Network Video Recorders (NVRs) that have advanced features like Two-Way Audio, Solar Charging, Smart Wi-Fi App control and night vision. One can communicate with anyone on the other end of the cameras and get clear footage even in low-light conditions.

Ortus bags the best seller award

Ortus Automation Pvt. Ltd. has bagged the award for the highest contribution in International sales for the year 2023, for the second consecutive year, by Union Community’s (VIRDI) at their annual global conference 2024 held in Dubai recently.

A beaming Bhanu Pratap, Director of Ortus said, “We are extremely happy that we have bagged this honour for the second year in a row, it speaks of the hard work that is being put in by the team consistently.”

“Thanks to all our partners and customers. This significant achievement would not have been possible without your continuing business support, and your trust and confidence in us,” he added

“We envision transforming the landscape of security and operational management. We are driven by a passion for innovation, infusing the latest technology with our profound expertise to deliver unparalleled solutions that propel businesses to new heights,” he said

Ortus Automation Pvt. Ltd., is the exclusive partner of UNION COMMUNITY’s VIRDI brand of access control and time attendance solutions and identification product range. It is a solutions oriented marketing and distribution company focussed in a wide range of innovative & bespoke high security products and solutions.

UNION COMMUNITY, as a Korean biometric company that was founded in 2000, has the world’s leading biometric technologies such as fingerprint recognition, fake fingerprint protection, face recognition, fake face detection, and iris recognition, Based on industry leading biometric technology, it claims to provide products and solutions such as access control, time & attendance management, thermal systems, non face to face event and visitor, parking,

and video management systems. It collaborates with 150 partners in over 100 countries to market its products.

Milestone Systems Joins CVE Program to Enhance Cybersecurity Transparency

The Common Vulnerabilities and Exposures (CVE) program aims to identify, define, and catalogue publicly disclosed vulnerabilities.

Video technology provider Milestone Systems has partnered with the Common Vulnerability and Exposures (CVE) Program as a CVE Numbering Authority, according to a joint announcement. The aim of the program is “to find, describe, and catalogue known cybersecurity issues,” the announcement says.



Organisations worldwide, working with the program, find and share these vulnerabilities. They publish CVE Records with details about the issues to help IT and cybersecurity experts talk about the same problem and work together to fix it, according to the announcement.

Asked, as to why Milestone joined the CVE program, Thomas Jensen, CEO of Milestone Systems said, “Milestone Systems is committed to transparency in cybersecurity across our business.” “As Responsible Technology becomes a licence to operate, we believe that people have the right to feel safe knowing that they can trust video technology.

“As a CVE Program partner, we will now publish mitigated vulnerabilities to the wider community, which will allow Milestone to coordinate and address potential issues even more effectively. This will further enhance our cybersecurity and continue to build trust in our XProtect open platform video management software,” he says.

Cybersecurity vulnerabilities will continue to be reported via Milestone’s website. The registration will now be under CVE ID numbers and vulnerabilities and mitigations will be accessible through Milestone’s profile on the CVE website, as well as milestonesys.com.

Consistent offers a range of Surveillance Cameras and Network Video Recorders (NVRs) that have advanced features like Two-Way Audio, Solar Charging, Smart Wi-Fi App control and night vision. One can communicate with anyone on the other end of the cameras and get clear footage even in low-light conditions.

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From 'Home, Sweet Home' to 'Smart Homes'

The Timeless Essence Of Shelter And Security

The emotion, 'There's No Place Like Home,' remains universally valid. 'Home, Sweet Home' extends beyond an 18th-century opera song, embodying a universal human requirement for shelter, security, and comfort. The need for a home has been enduring for humans, constituting a basic necessity that offers a feeling of security, shelter, and belonging. Functioning as a sanctuary, homes provide individuals with solace, a space to build relationships, and nurture their overall well-being. Going beyond a mere physical shelter, a home also delivers emotional and psychological support.



With the advent of home security and automation technologies sweet homes are now turning into smart homes.

The Smart Home concept is getting popular in the middle class and upper middle class. Smart Home concepts are being lapped up by the builders as one of the key USPs of the newly furnished flats on sale. The smart home segment is evolving and growing fast with new products and solutions. In Indian society, the joint families are breaking away into a cluster of nuclear families, with the need for enhanced home security for elderly parents, women, kids and caretakers, the Smart Home market is growing at a faster rate than ever. The growing awareness about smart home products and

connected devices have contributed a lot.

Traditionally, the security systems integrator (SI) was the source of all devices and services required for a connected home. SIs installed equipment and things remained mostly unchanged until the customer moved, stopped paying, or a cellular sunset required upgrading a system's communicator. There was little or no need for regular interaction between dealers and their customers.

However, there's been a significant shift across multiple industries. Consumer-centric business models, pushed by tech giants such as Google, Amazon and Apple, are aimed at the cost-conscious and younger

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consumers who are comfortable setting up a DIY smart home system without dealer assistance.

While security remains essential, these young customers are more interested in automation and convenience and want the devices which they purchased online, installed. To succeed, SIs must provide the services these customers want. Despite what some SIs may think, it's difficult to grow while only installing security systems.

The growing popularity of the Smart Home concept can be attributed to elements that define the concept in the complete sense. These elements are: Security, Automation, Energy Efficiency, Health and Wellness (air quality monitoring), Entertainment and Connectivity (integration with streaming services), Remote Work and Productivity, (smart home technologies are adapting to support home offices, with features like smart lighting, soundproofing, and connectivity solutions to enhance productivity), and lastly, Comfort and Prestige, which are probably the most compelling, reflecting the diverse needs and preferences of modern homeowners.

The Indian Smart Home market is driven by the emerging young generations like millennials, generation Z and generation alpha. This GenZ is currently the youngest generation, with millennial before and generation alpha after. This generation's identity is defined by the digital age. These generations are causing a boom in the Smart Home segment by following smart living experiences and trends.

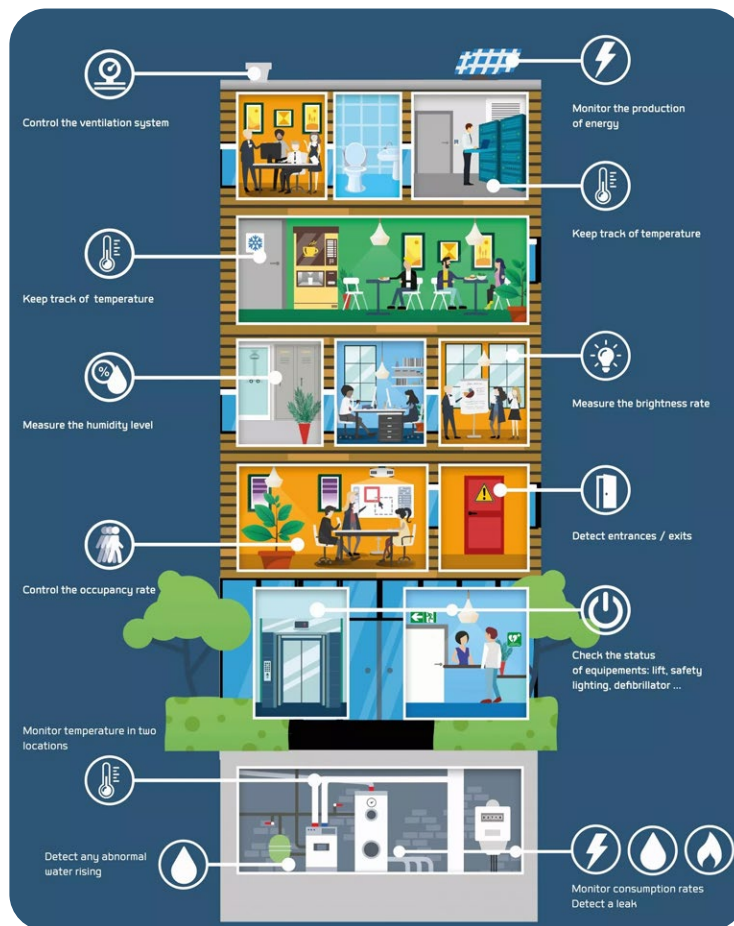
Smart Technology Trends

The Smart Home phenomenon is driven by the key technology trends like Internet of Things (IoT), Artificial Intelligence (AI), Cloud Computing, and other Communications and Wi-Fi technologies. The Smart

Home Concept is getting popular due to growing demand for automation, security and energy efficient systems to realise the smart living experience. The customers are looking for convenience, comfort and prestige to add value to their home and living experiences.

Internet of Things (IoT) Expansion and Interoperability

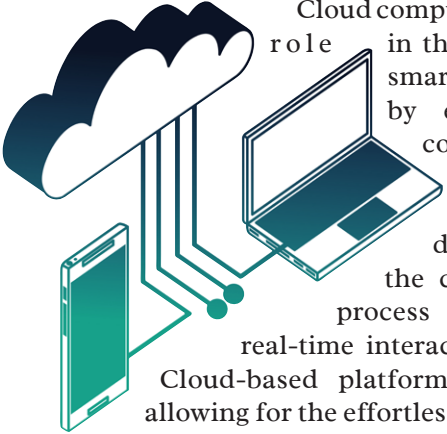
The Internet of Things (IoT) is the foundation of smart home ecosystems, connecting devices and enabling them to communicate with each other. As smart homes evolve, the number of IoT devices is expected to grow exponentially. However, interoperability remains a challenge as devices from different manufacturers may use different communication protocols. New technologies are emerging to address this issue, promoting standardised communication protocols that enhance interoperability among devices. This ensures that diverse smart home devices can work seamlessly together, creating a more cohesive and integrated experience for users.



Artificial Intelligence and Machine Learning Integration

Artificial Intelligence (AI) and Machine Learning (ML) are set to play a pivotal role in the evolution of smart homes. These technologies can analyse user behaviour, preferences, and patterns, allowing smart home systems to adapt and anticipate the needs of the residents. For instance, AI algorithms can learn when the residents prefer to adjust the thermostat or when to activate specific lighting scenes, creating a personalised and energy-efficient living environment. The integration of AI and ML will make smart homes not only reactive but also proactive in meeting the users' requirements.

Cloud computing enables seamless connectivity and remote access



Cloud computing plays a pivotal role in the expansion of the smart home market by enabling seamless connectivity and remote access. Smart home devices rely on the cloud to store and process data, facilitating real-time interactions and updates. Cloud-based platforms offer scalability, allowing for the effortless integration of new devices and services. This not only enhances the user experience but also promotes interoperability among diverse smart home ecosystems. Moreover, cloud computing enables data analytics, empowering smart homes to learn user preferences and optimise device functionalities. In essence, the cloud serves as the backbone for the growth and innovation within the dynamic smart home market.

5G Connectivity: The Backbone of Future Smart Homes

One of the key technologies that will propel smart homes into the future is 5G connectivity. The fifth generation of wireless technology promises faster and more reliable internet connections, enabling seamless communication between smart devices. With 5G, smart homes can achieve lower latency and higher data transfer speeds, facilitating quicker response times for connected devices. This will improve the overall efficiency and performance of smart home systems, making them more responsive and user-friendly.

Voice and Gesture Control: The Rise of Intuitive Interfaces

The rise of voice and gesture control technologies is making smart home interactions more intuitive and user-friendly. Voice assistants like Amazon's Alexa, Google Assistant, and Apple's Siri are becoming increasingly sophisticated, allowing users to control various devices with natural language commands. Gesture control, on the other hand, enables hands-free interactions by recognizing and interpreting gestures made by users. These technologies eliminate the need for manual input devices, providing a more seamless and convenient way to interact with smart home systems.

Energy Efficiency and Sustainability Initiatives

The integration of smart technologies into homes is contributing to energy efficiency and sustainability. Smart thermostats, lighting systems, and appliances can optimise energy usage based on occupancy and user preferences, reducing overall consumption. Furthermore, emerging technologies like energy harvesting and smart grid integration aim to make homes more self-sufficient and environmentally friendly. The smart home of the future will not only provide convenience but also contribute to a more sustainable and eco-friendly lifestyle.

Enhanced Security and Privacy Measures

As smart homes become more interconnected, the need for robust security and privacy measures becomes paramount. New technologies are emerging to address these concerns, including advanced encryption protocols, biometric authentication, and decentralised storage solutions. Blockchain technology, known for its secure and transparent nature, is being explored to enhance the security of smart home networks. These measures will not only protect sensitive data but also instil confidence in users, encouraging wider adoption of smart home technologies.

All-in-One Solutions

In the Smart Home segment Hikvision has introduced a whole new approach to security with value added convenience, comfort and reliability. Hikvision's All-in-one Indoor Station is the device with many Smart Home Controls. Along with video intercom, it



also serves as a home management centre featuring visualised interfaces. With the built-in Hik-Connect App, users can control and link various Hikvision devices. The most important thing is that all devices can be managed with a simple tap on the All-in-one Indoor Station, it offers easy integration options with the third-party Android applications, adding new levels of convenience for users.

Smart Home boom in India

The awareness about the Smart Home products and solutions is growing in metro cities and Tier-II towns across India. These developments are making the Smart Home a fast growing trend. Currently, the key drivers of The Smart Home segment are security, convenience and energy efficiency.

As India enters a new era of growth in the Smart Home sector, Smart security solutions are proving to be highly beneficial. While Smart Home systems were initially favoured by the upper echelons of society, the

young urban middle class is now embracing Smart Home and Smart Living experiences. The adoption of Smart Home systems knows no bounds, with young urban professionals and couples, fueled by disposable income, reshaping the trends. Their focus lies in choosing automation, security, and energy efficiency, aligning with a shared vision for a sustainable future.

As smart homes continue to evolve, new technologies are shaping the future of residential living. The integration of 5G connectivity, AI, voice and gesture control, IoT interoperability, enhanced security measures, and sustainability initiatives is propelling smart homes into a new era of intelligence and convenience. The synergy of these technologies will create a seamless and personalised living experience, transforming houses into dynamic, responsive, and energy-efficient homes of the future. Embracing these innovations will not only make our homes smarter but will also redefine the way we interact with and experience our living spaces.



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Kitchen manufacturer improves staff and facility safety with Hikvision's fire detection and early warning solutions

Due to the high combustibility of wood and the presence of dust, along with the existence of volatile organic compounds present in varnishing, painting, and lacquering operations, the Australia-based kitchen manufacturer Imperial Kitchens faced a constantly high risk of fire.



To eliminate that risk, Imperial Kitchens installed Hikvision's Thermal Bi-Spectrum HeatPro cameras, providing an early warning to help protect staff and increase facility safety.

Imperial kitchens in Meadowbrook, Queensland, a reputable manufacturer specialising in design, manufacture, and installation of indoor and outdoor kitchens, vanities, and other joinery, operates in a challenging environment where the presence of wooden materials, sawdust, and varying airflow can pose serious obstacles to reliable smoke detection.

Aside from that, a recent update to the company's insurance policy dictated that the fire and smoke detection system needed to be upgraded, should Imperial Kitchens wish to remain insured. Michael Cooper, the General Manager at Imperial Kitchens, decided that a smoke detection system alone was not sufficient for the challenges his factory was facing.

"Our factory, by its very nature, is a dusty environment, which could trigger false alarms and cause unnecessary panic and costs. There had to be a better way to improve the safety of our staff and facility, and it was also high time for us to consider a digital transformation of the business."

To address the challenges, Imperial Kitchens collaborated with Intechsys, a solution provider specialising in high-end automation and security, who conducted a thorough review of the facilities and reached the conclusion that Hikvision's thermal cameras provided the best solution for Imperial

Kitchens.

The thermal cameras not only keep the manufacturer's staff and facilities safe with an early warning but also meet the requirements in the updated insurance policy.

Intechsys installed four Hikvision Bi-Spectrum HeatPro cameras (DS-2TD1217-2/P) for Imperial Kitchens, which were equipped with both optical and thermal sensing. The cameras were placed high up on the walls of the factory, limiting the dust exposure. A 24/7 continuous recording option is available to keep the property safe.

The Hikvision Thermal HeatPro Camera has a high sensitivity thermal module and features a reliable temperature-anomaly alarm, advanced fire detection algorithm, and high-quality optical module with 4 MP resolution.



During testing, Intechsys noted that a MAP gas torch triggered the thermal camera's temperature-anomaly alarm instantly, which then set off an alarm via a high-level interface to the Hikvision NVR. This then passed both the alarm notification to the Hik-Connect app as well as to the Monitoring Center via the Alarm System.

The servers in the control room decipher alarm signals, and the staff in the control room will be able to verify the alarm using actual camera footage, which is impossible to achieve with a fire detector system made of thermal detectors or smoke detectors. Then it is up to the staff to decide how to respond to the alarms whether to send a patrol, call the police, or call for the fire brigade.

With many kitchens leaving the multi-million-dollar factory every day, the bustling Imperial Kitchens not only achieved a capital outlay savings but also an overall reduction in downtime costs by applying the Hikvision solution.

Aside from the cost efficiency and easiness to install and maintain, the Thermal Bi-Spectrum HeatPro Camera solution enables Michael Cooper, Imperial Kitchens' general manager, to visually confirm a fire in the event of an

alarm warning remotely via the Hik-Connect cloud-based app on the smartphone.

Even if Michael is not around or on holiday, he can rely on the Alarm Monitoring Control Room, which operates 24 hours per day, seven days a week. This solution gives Michael peace of mind by allowing visual confirmation before calling for the fire brigade.

Although the story begins with Imperial Kitchens seeking to upgrade their fire and smoke detection system to remain insured, they made the most of the Hikvision solutions, and also took some new steps with the digital transformation of their business.

Fire detection and early warning using the Thermal Bi-Spectrum HeatPro Cameras not only effectively help

prevent loss of life and property, but also bring about capital outlay savings and reduced downtime costs.

The Bi-Spectrum HeatPro Camera's optical detection helps avoid false alarms and adds value to Imperial Kitchen's security agenda. The Hik-Connect app, providing an easy way for devices to connect to the Internet, makes the manufacturer's remote security monitoring seamless.

Stephen Cooper, the owner of Intechsys, commented on the solution, "Certainly all the additional benefits are just other reasons why Thermal Bi-Spectrum HeatPro Cameras are the future of early warning detection in challenging environments, potentially saving lives and protecting expensive equipment from risk of fire."



Adani Group efficiently managed their contractors and workers across multiple locations using Matrix Solutions

Adani Group is an Indian multinational conglomerate headquartered in Ahmedabad, India. Its diversified businesses include resources, logistics, energy sectors, and agri-business. Adani Group is the largest port developer and operator in India with Mundra being the country's largest commercial port.



With multiple ports, branches, manufacturing units, and corporate offices at various locations, Adani Group is one of the largest business units. In all, this business group has 15,000+ employees and 50,000+ workers (with 900+ third-party contractors) involved in the incorporation of various work orders across 25+ business units. Adani is widely engaged in multiple business units and ports with 50,000+ workers under 900+ contractors employed at various locations.

Maintaining and managing entire attendance, diverse shifts and leave policies for the various locations and numerous workers at a central place was critical for them.

Moreover, task allotment to workers based on their requirements, skills under a contractor, and its verification against the respective contractor's report were tedious

tasks for the management.

Providing approved and appropriate induction of each worker at a defined level; monitor the progress status of each work order and its segregation based on reports were quite challenging.

Report generation to eliminate the fraudulent and erroneous payment of wages at contractors' end had been the need of the hour. Moreover, their requirement for timely and error-free payroll processing arose to improve overall productivity.

After a comprehensive discussion regarding problems and requirements, Matrix offered COSEC Contract Workers Management solutions for the Adani workers deployed under 900+ contractors spread across four locations in India.

COSEC Contract Workers Management offers a centralised attendance management solution for various branches spread across multiple locations which automates all processes right from recording entries and exits up to processing salaries.

COSEC Contract Workers Management facilitates enrolment of the worker credentials along with a photograph, documents, and induction details. It helps contractors to manage workers efficiently using contractors' self-service portal.

The solution provides multiple connectivity possibilities via Ethernet, Wi-Fi, and mobile broadband. It eases the tracking of work order progress.

It offers seamless integration with SAP using the database to database linking and offers the feature of real-time notifications in cases of exceptional situations via Email and SMS.

Results

- Enhanced security with an effective worker enrolment process abiding by various induction levels.
- Increase in productivity of admin by 20%.

- Easy decision-making due to the generation of customised reports.

- Smooth and effective monitoring of work orders.

- Improved security with centralised control and monitoring - reduced time spent by the security department.

- Error-free man-hours' computation for quick & effective wages calculation.

- Minimised manual interventions.



Modern public address and voice alarm system from Bosch speeds up boarding at Chopin Airport in Warsaw

Chopin Airport in Warsaw, named after the famous Polish composer Frédéric Chopin, has recently undergone an impressive improvement in acoustic technology.

The installation of an extensive Praesensa system from Bosch Building Technologies marks a turning point in the way information and music are transmitted and played in the airport building.

The new system features advanced loudspeaker technology and a high level of automation, providing outstanding sound quality and clear, crisp voice transmission, which is of great benefit to the operator, passengers, and ground staff.

The new passenger information system is based on the Praesensa solution from Bosch.

It uses LS1-OC100E-1 hemi-directional ceiling loudspeakers and LC1-UM12E8 built-in loudspeakers, which ensure that passengers at every gate are addressed with pinpoint accuracy and excellent intelligibility.

By integrating a text-to-speech solution from a third-party provider, the flight number, airline, destination, and boarding information are automatically retrieved from the central computer at Chopin Airport and reproduced in

synthesised voice information.

These are output in Polish and English as well as other available languages, achieving a previously unattainable sound quality. The result is a significant reduction in the workload of airport staff. The modernisation of the public address and voice alerting system was urgently needed, as the old analogue system had reached its limits.

Information was often lost in an indistinct fog of sound, and manual announcements of boarding information were both time-consuming and labour-intensive.

The integration of the new system into the airport's existing infrastructure went smoothly, which significantly shortened the installation time. The automation and increased efficiency provided by the Praesensa system is appreciated by both staff and passengers alike. The scalability of the system ensures its suitability for future developments and requirements.

"Chopin Airport now has a state-of-the-art public address system. The fact we could build on the existing IP infrastructure significantly reduced the amount of time for the installation work," says Józef Bycul, Project Manager at Bosch Building Technologies





Historical Italian building, Palazzo Ducale di Revere, protected by Hochiki's market leading Latitude system

Starting life as a fort in 1125, the building, which now houses the Museum of the River Po, was first built by the people of Modena, then conquered by the people of Mantua, who finished the construction.



Over the next 500 years it was transformed from a fort to a grand residence, it survived a siege from Napoleonic troops in the late 1700s and remained under French rule until 1814. Following the Congress of Vienna, the building remained in Austrian hands where tall Venetian-style fireplaces and the courtyard was added, with a beautiful well in the centre, surrounded by a portico with columns and capitals.

The building now hosts the Museum of the River Po which was founded by the city in 1983. The Museum tells the story of the river, the flora and fauna that inhabited it and how the local people used it and is recognised as a building of regional importance.

The museum is made up of a main reception hall with rooms scattered across several floors. Due to regional interest in the building and the artefacts and collections which are housed within its walls, the life safety system needed to be of the highest quality.

The Municipality of Borgo Mantovano, the property owners, requested an update of the old fire protection

system, whilst respecting strict architectural requirements, typical of historic buildings, it was important that the system was discreetly designed so as not to affect the aesthetics of the building. Hochiki were drafted in to consult on the project by the installer Calanca Luca Impianti Elettrici.

The project required a new system to upgrade the existing fire detection system, and so Hochiki Europe's market leading control panel, Latitude was recommended. Combining the very latest hardware and software to produce an approved control and indication system, which is powerful and sophisticated, yet simple to use and understand.

The flexibility of the Latitude platform is such that it can be re-configured to realise many other control and indication applications, with direct integration into many types of applications, including this historic building. The modular nature of the Latitude system allows all field wiring to be connected to a passive motherboard enabling addition, re-configuration or replacement of all electronic hardware without the need to disconnect any field wiring.

This modularity also allows each panel to be customised, perfect for the Museum application. Hochiki's range of ESP detectors, beam detectors and wireless detectors were also installed and provided the best and most reliable coverage for this project.

Alberto Ferrari, Technical Sales Manager at Hochiki Italia said: "The environmental requirements of historic buildings blend perfectly with the features of Hochiki's Latitude detection System. In the case of the museum, we opted for a wired system with beam detectors and SCI detectors, and where there was difficulty in laying cables our hybrid wireless devices meant we were able to guarantee the same reliability as a fully wired system. The innovative technology within the Latitude panel allows it to manage the two systems simultaneously and on the same loop."

Luca Calanca, project manager and owner of the installation company, said: "Being commissioned by the Municipality of Borgo Mantovano to protect the Ducal Palace and its history was a great responsibility, and we are truly satisfied with the end result. Hochiki's system proved to be highly efficient, easy to install and reliable."

A Dedicated Association Ensuring Standards and Proficiency

An electronics security association catering to installers is vital for ensuring standardised practices, enhancing installer skills, and promoting adherence to security protocols. This fosters reliability in electronic systems, boosts installer professionalism, and ultimately contributes to creating a safer and more secure technological environment for end-users.

SECURITY UPDATE interacted with Mr. R. Nanda Kumar the Chennai based founding President of the Electronic Security Association of India (ESAI), India's leading association of Electronic Security Product Manufacturers, Distributors and System Integrators across the Nation. Excerpts are as follows:

Q Given the rapidly evolving landscape of electronic security, what do you see as the most significant trends and innovations impacting the industry today, and how is your association helping its members in managing these?

A: Even for those of us who have been working in the industry for decades, the pace of change since COVID times i.e. since 2020 has been extraordinary.

Technological innovations are ushering in both opportunities and more complex challenges than we've faced before. The key technological trends that we see affecting the security sector in 2024 reflect this rapidly evolving environment. As we embrace technological innovation, and adapt to evolving societal needs, we are witnessing the convergence of advanced technologies like Artificial Intelligence (AI), the Internet of Things (IoT), and Big Data. These innovations are paving the way for smarter, more proactive, and predictive security solutions that are not only robust, but also meet the easy-to-use demands of users.

AI and deep learning focusing on advanced analytics on the edge of the network, in cameras themselves is the current 'mantra'. Virtually any new network camera being launched features deep learning capabilities,

which vastly improve the accuracy of analytics. These capabilities are the foundation for building scalable cloud solutions as they remove such heavy bandwidth requirements, reduce processing in the cloud, and make the system more reliable. However, the potential for AI and deep learning in the security sector, with a particular focus on advanced analytics on the edge of the network, in cameras themselves, is yet to be fully grasped by traditional Systems Integrators.

We need to be aware of the risks of generative AI. There will be debates over which models to employ and how, particularly around the use of open-source versus proprietary models, yet the biggest pitfall will lie in ignoring this. This is the way forward and we need to keep pace with technological advancements to not only stay in the business but to grow it.

We have no doubt that 2024 will see further advancements in technology, and with that bring further challenges for us all to navigate. As ever, we're looking forward to working with our partners and customers to ensure positive outcomes for all.

Q How does this rapidly changing landscape impact your members' businesses? What advice do you have for them?

A: While demand for electronic security systems is growing steadily,

many system integrators are finding themselves stuck in a rut of stagnant or even reduced profitability. This challenge stems primarily from their own focus on dealing in entry-level systems, which attract fierce competition and drive down prices. As a result, generating sufficient margins to cover business expenses and owner salaries becomes increasingly difficult.

OEM & National Distributors operate with a Price Skimming Strategy i.e. Set a high price and lower it as the market evolves. [Price skimming is a product pricing strategy by which a firm charges the highest initial price that customers will pay and then lowers it over time. As the demand of the first customers is satisfied and competition enters the market, the firm lowers the price to attract another, more price-sensitive segment of the population. The skimming strategy gets its name from "skimming" successive layers of cream, or customer segments, as prices are lowered over time.]

As a result of this, the state distribution companies by default



need to follow the Price Skimming Strategy of the OEMs and this results in their buying stocks at a higher price and later, due to the actions of the OEMs, having to sell at a lesser price. This adversely affects those members who distribute products in various states for OEMs

System Integrators operate on Competitive pricing. They set a price based on what the competition charges.

ESAI strongly advises its members to follow value based pricing i.e. Address your customers needs, demonstrate the value of your solution and pricing shall not remain an issue. Installers must provide solutions rather than pushing boxes. They must offer the latest technology. They must focus on the value

“We need to be aware of the risks of generative AI.”

and the unique benefits their solutions offer, not just price. They must be able to demonstrate how they can solve specific customer problems.

As technology is changing fast, we advise our members to deeply study new trends & innovations in electronic security systems, educate themselves and advise their customers on advanced solutions such as those based on video analytics.

We ask our members to negotiate

with confidence. Armed with deeper knowledge and strong value propositions, they must negotiate for better margins and win orders.

Q In what ways does your association facilitate collaboration and networking among its system integrator members?

A: Our WhatsApp group brings together over 1000 company owners to share knowledge and solve technical challenges related to electronic security systems. When our members encounter an issue, they simply post it in the group and tap into the collective expertise of our members. Chances are, someone has faced and overcome the same challenge before and can offer immediate insights and support to get you back on track.

ESAI members are united and they collaborate with each other. Gone are the days of competition and isolation! ESAI member companies across India are now collaborating, leveraging their expertise to provide seamless customer support nationwide. This innovative approach eliminates the need for individual companies to dispatch personnel, reducing costs while ensuring swift and effective assistance to customers everywhere.

The key benefits of this collaboration are:

Nationwide reach: Customers receive support regardless of their location, benefiting from the combined expertise of ESAI members across the country.

Cost-effective: By eliminating individual travel expenses, ESAI members save valuable resources, while maintaining prompt and high-quality customer support.

Knowledge sharing: Collaboration fosters knowledge exchange and continuous improvement within the ESAI community, leading to better solutions for everyone.

Stronger network: This collaboration strengthens the ESAI

network, creating a more unified and influential organisation.

This initiative demonstrates the power of collaboration, transforming competition into cooperation for the benefit of both ESAI members and their customers.

Q How do you view professional development and training?

A: Training is the only answer and not just one time but continuous and at regular intervals. ESAI is geared to provide full support to its members in this transition by addressing this critical need by leveraging industry partnerships with product manufacturers and reputed media such as yours, participation in seminars, conferences and training programs.

SU: Are there specific programs or resources in place to enhance their skills and knowledge?

NK: We are always encouraging and connecting ESAI members with OEMs and National Distributors to attend their physical product training as well as online training programs. Besides this, we also encourage our members to read to learn about global innovations and attend industry gatherings and exhibitions to network with peers, share experiences and listen to experts; all of which adds up to enhancing skills and knowledge.

SU: With the increasing importance of electronic security, there may be changes in regulations and policies affecting the industry. How does your association engage in advocacy efforts to ensure the interests of its members are represented? Are there specific initiatives aimed at shaping favourable regulations for the electronic security sector?”

We are not really involved in advocacy at the moment and are also not much aware of any industry regulations. However, if you guide us, we shall strive to implement the same.

Acquisitions & Mergers in the Security & Fire Business: Everything You Need to Know

In the dynamic landscape of the security and fire systems industry, acquisitions and mergers have become integral strategies for companies in the security and fire safety domains who are looking to expand their market presence, enhance capabilities, and stay ahead of evolving technological trends. Whether you are a seller or a buyer in the realm of system integration, understanding the intricacies of these transactions is crucial for success.

When you read the term “security analysis,” you may think of stock valuation. As an owner of a company, you may wonder what that term’s doing in a post about business valuation since many alarm companies are privately held and there’s no stock to value!



lifestyle or they may just simply want to retire. Selling the business provides an opportunity to step back, reduce stress, and pursue other personal or professional interests.

A competitive market, tough economic conditions, industry trends, or changes in the market may influence a decision to sell. Entrepreneurs may

Actually, this article has nothing to do with stocks. Instead, your company itself is the security in this case. A chartered accountant / broker / middleman or anybody doing due diligence will analyse your company (security) thoroughly in order to come up with your business valuation. Read further to find out what brokers look for in the security analysis and business valuation process.

We explore key considerations from different perspectives, shedding light on what each stakeholder should prioritise to ensure a seamless and mutually beneficial integration.

Why sell your business?

Entrepreneurs may choose to sell their businesses for various reasons, reflecting a combination of personal, financial, and strategic considerations. The decision to sell a business is complex and often influenced by a combination of internal and external factors. Some common reasons why entrepreneurs may opt to sell their businesses are:

One of the most straightforward reasons for selling a business is the opportunity for financial gain. Entrepreneurs may have built a successful venture and decide to capitalise on its value by selling to a buyer who sees potential for future growth or synergy.

Running a business can be demanding, and entrepreneurs may face burnout or desire a change in

identify a favourable market window or perceive potential challenges that make selling the right choice.

Business owners may choose to sell to mitigate risks associated with industry volatility, economic downturns, or other external factors. This can be a strategic move to protect the value they have built in the business. Or some entrepreneurs may have simply planned an exit strategy from the outset, intending to build and sell the business once it reaches a certain level of success.

The decision to sell a business is highly personal and dependent on the unique circumstances and goals of the entrepreneur. The interplay of financial considerations, personal aspirations, and market conditions ultimately shapes the decision-making process.

How systems integration businesses are valued

Valuing security systems integration companies involves a careful assessment of various financial, operational, and market-related factors. The valuation process is crucial for both buyers and sellers as it helps determine a fair and realistic price for the business.

A security analysis of your company will include a look at your equipment, technology and gross sales. The analysis may also take into account such intangibles as the value of your customer and vendor relationships and the quality of

your employees.

There are two potential methods of business valuation that an appraiser may choose to highlight when determining the value of your company: RMR (recurring monthly revenue) or EBITDA (earnings before interest, taxes, depreciation, and amortisation). While RMR is more common in the fire and security alarm industries, some brokers may determine that an EBITDA approach is more beneficial and appropriate for your company.

Some of the other considerations can be your client base and contracts. A diversified client base is important. A broad and stable customer portfolio reduces risks associated with dependence on a small number of clients. Then contractual relationships, for example long-term contracts or service agreements with clients may also contribute positively to the company's value. Predictable revenue streams and client loyalty enhance the attractiveness of the business.

The quality and uniqueness of technology and intellectual property (IP) owned by your business can enhance the company's value. Companies that demonstrate a commitment to innovation and staying ahead of technological trends may be valued more highly.

The market position and competition also have an influence on the evaluation of the business. The company's position in the market, its share, and its reputation within the security systems integration industry are critical. A leading market position often translates to a higher valuation. An assessment of the competitive environment helps determine how well the company differentiates itself from competitors. Factors such as unique capabilities, specialised expertise, and a strong brand can positively impact valuation.

Other factors influencing the value are expertise and experience of key employees, especially those critical to the company's success, regulatory compliance, risk management strategies and growth prospects - a clear and realistic growth strategy, including plans for expansion, diversification, or entering new markets, can positively influence valuation.

It's important to note that the valuation process is not an exact science, and different valuation methods (such as market-based, income-based, or asset-based approaches) may be used depending on the specific circumstances of the

business. Additionally, the negotiation skills of both parties and the prevailing market conditions can also impact the final valuation. Overall, a comprehensive understanding of these factors is essential for stakeholders involved in the sale or acquisition of security systems integration companies.

How Security Company Mergers and Acquisitions Work: The Seller's Perspective

If you're ready to sell your business, you may be wondering what to expect and how to prepare. The following points will lay out some simple tips for security company mergers and acquisitions.

Sellers should conduct a thorough evaluation of their business, taking into account factors such as financial health, client base, intellectual property, and technological assets. Completing due diligence on potential buyers is equally critical. Assess their financial stability, industry reputation, and integration strategies to ensure a compatible fit.



Ensuring a Strategic Fit is important - Identify potential buyers that align with your company's mission, values, and strategic goals. This ensures a smoother integration process and helps maintain the legacy of the business.

Keep Employee Welfare in mind - Communicate transparently with employees throughout the acquisition process. Assure them of job security, benefits, and opportunities

for professional growth under the new ownership.

Legal and Regulatory Compliance is very important - Ensure that all legal and regulatory requirements are met during the transaction. Seek legal counsel to navigate complex agreements, protecting the seller's interests and mitigating potential risks.

Navigating acquisitions and mergers in the security and fire systems industry demands careful consideration from both the seller's and buyer's perspectives. Successful transactions are built on thorough due diligence, strategic alignment, and a commitment to preserving the values and capabilities of the acquired business. As the industry continues to evolve, companies that approach acquisitions with a holistic understanding of these considerations are better positioned to thrive in the ever-changing landscape of security and fire systems business.

GenAI, Partnerships and Boardroom gaps top Gartner security trends for 2024

Generative artificial intelligence (GenAI) is occupying “significant headspace of security leaders” as they plan their investment strategies for 2024. According to analyst firm Gartner, GenAI is being greeted by “short-term scepticism [and] longer-term hope” with large language model (LLM) applications like ChatGPT and Gemini only the “start of its disruption”.

Other trends ranked by Gartner also include: boardroom communication gaps, workplace culture, third-party partners, identity management and continuous threat exposure management (CTEM). However, GenAI topped the six outlined trends due the promises of “productivity increases, skills gap reductions and other new benefits for cyber security”.

“GenAI is occupying significant headspace of security leaders as another challenge to manage, but also offers an opportunity to harness its capabilities to augment security at an operational level,” said Richard Addiscott, senior director analyst at Gartner. “Despite GenAI’s inescapable force, leaders also continue to contend with other external factors outside their control they shouldn’t ignore this year.”

Gartner suggested security leaders should use GenAI for proactive collaboration with business stakeholders to support the foundations for the ethical, safe and secure use of the technology.

“It’s important to recognise that this is only the beginning of GenAI’s evolution, with many of the demos we’ve seen in security operations and application security showing real promise,” said Addiscott. “There’s solid long-term hope for the technology, but right now we’re more likely to experience prompt fatigue than two-digit productivity growth. Things will improve, so encourage experiments and manage expectations, especially outside of the security team.”

With trend two, bridging boardroom communication gaps, Gartner said security events are undermining company board and executives’ confidence.

As such, outcome-driven metrics (ODM) are increasingly being adopted to enable stakeholders to draw a line between cyber security investment and the delivered protection levels it generates. According to Gartner, ODMs are central to creating a cyber security investment strategy, reflecting agreed protection levels with powerful properties, and in simple language that is explainable to non-IT executives.

Trend three focuses on cultural programs, with Gartner claiming that half of large enterprise CISOs will have adopted human-centric security design practices by 2027.

Known as security behaviour and culture programs (SBCP), these programs are designed to reduce cyber security incidents associated with employee error.



In trend four, Gartner suggested that security leaders should enhance risk management of third-party services and establish mutually beneficial relationships with important external partners to ensure their most valuable assets are continuously safeguarded.

“Start by strengthening contingency plans for third-party engagements that pose the highest cyber security risk,” said Addiscott. “Create third-party-specific incident playbooks, conduct tabletop exercises and define a clear offboarding strategy involving, for example, timely revocation of access and destruction of data.”

Trend five, continuous threat exposure management (CTEM), is predicted to cause a 66 per cent reduction in breaches by 2026, according to Gartner.

To realise this, the analyst firm said security leaders must continuously monitor hybrid digital environments to enable early identification and optimal prioritisation of vulnerabilities to maintain a robust attack surface.

Lastly, Gartner’s sixth trend claims security leaders will extend the role of identity and access management (IAM). This means an increased use of IAM in security programs and a focus on fundamental hygiene and hardening of systems to improve resilience.

Survey shows firms are embracing predictive security technology

Securitas Technology has shared details of its new survey data and outlook report offering a glimpse into how organisations are using their security systems and services. According to the results of the survey, more organisations are leveraging their security technology for proactively predicting and preventing threats than for detecting them and triggering responses.

As part of its sixth annual Global Technology Outlook Report, Securitas Technology surveyed more than 900 security decision-makers from around the globe. The survey offers insights, trends, and data on a variety of security topics across all verticals, highlighting how organisations are using security systems and services to navigate emerging risks, mitigate threats, and drive operational efficiencies.

Survey respondents represented individuals from commercial and enterprise organisations who are the main decision-makers or have significant influence on decisions related to electronic security investments.

Among other fascinating results, the survey reveals that just over half (51%) of organisations invest in electronic security systems for the primary purpose of identifying threats and detecting events and/or triggering responses. However, a staggering 85% report using their security systems to proactively predict and prevent threats.

The survey reveals a keen interest in cutting-edge security technologies. The majority of organisations (86%) say they are either “extremely” or “very” interested in investing in emerging security technologies.

Some of the top emerging technologies they’ve already implemented or invested in include:

- Cloud computing (57%)
- Adaptive technology (48%)
- Artificial intelligence (46%)
- ✓ Predictive analytics (40%)

Furthermore, 52% say their organisation will increase investments in emerging security technologies in the next 18 months, with edge analytics, augmented or virtual reality, and predictive analytics topping the list.

These emerging technologies represent the frontier of innovation in the security industry, offering enhanced capabilities to address evolving threats and challenges. By embracing these technologies and integrating them into their security strategies, businesses can bolster their resilience, adaptability, and effectiveness in safeguarding their assets and operations.

Beyond safeguarding their people, property, and assets, businesses are harnessing the power of security technology to achieve broader business objectives.

From optimising energy use and streamlining supply chain management to improving customer experience and enhancing crowd management, organisations are leveraging their security systems to address a variety of challenges and opportunities.

In fact, the survey reveals that 41% of organisations are currently using security systems and their data to drive operational efficiencies and even increase cost savings.

To maximise the value of their security, 55% of organisations are turning to artificial intelligence (AI) and data analytics, suggesting these features will play a pivotal role in shaping the future of innovation in the industry.

All of this further supports the shift we’ve seen toward a more proactive approach to security – one that’s characterised by intelligence-led security, data-driven decisions, and actionable insights.

As organisations recognise the value of anticipating and preventing threats rather than simply reacting to them, they are increasingly leveraging their security technology to stay one step ahead of potential risks. This proactive mindset not only enhances security resilience but also enables organisations to proactively identify vulnerabilities, mitigate risks, and maximise operational efficiencies.

And, as security technology continues to evolve, organisations are poised to unlock even greater value from their investments. By harnessing emerging technologies, staying abreast of new trends, and collaborating with a trusted security advisor, businesses can position themselves for long-term success.

Fire Protection Systems market size worth USD 190.26 billion by 2032

The Global Fire Protection Systems Market encompasses a wide range of sophisticated systems and equipment specifically designed to effectively prevent and alleviate the detrimental consequences of fires. These state-of-the-art offerings include advanced fire detection systems, highly efficient fire extinguishers, cutting-edge sprinkler systems, and reliable fire suppression systems, among others.

intricately interweave water release mechanisms with the capacity to automatically pinpoint and respond to intense heat, effectively suppressing the spread of fire and curbing its ferocity.

Exhibiting portability and versatility, fire extinguishers serve as invaluable assets, empowered to release a broad range of fire suppressants at the hands of those seeking



The market's prominence derives from its pivotal role in fostering an increased awareness concerning fire safety measures, along with the compelling government regulations that mandate the compulsory installation of these crucial systems within residential, commercial, and industrial structures. Moreover, the escalating occurrences of fire-related accidents, particularly witnessed in developing nations, coupled with the imperative need to safeguard both lives and valuable assets, serve as key drivers for the continuous growth of this burgeoning market.

The realm of fire protection systems encompasses a diverse array of equipment and measures meticulously crafted to identify, contain, and extinguish fires with utmost efficacy, thereby mitigating damage and safeguarding lives. Often comprising a combination of components, such as fire alarms, sprinkler systems, fire extinguishers, and fire suppression systems, these intricate systems are designed to work synergistically towards a common goal.

Fire alarms, leveraging cutting-edge sensor technology, possess the remarkable capability to promptly identify either the presence of smoke or a sudden surge in temperature, promptly alerting occupants of potential fire hazards. Sprinkler systems, operating on a principle of automaticity,

immediate fire control. Fire suppression systems, intended for employment in confined spaces, employ ingenious concoctions of gases and chemicals, harnessed to deftly extinguish fires while maintaining an enclosed environment.

In concert, these systems assume a truly vital role in preserving the sanctity of properties, avert fire-related accidents, and ensure swift responses to potential fire events, thereby fostering a culture of unwavering fire safety.

In 2023, the Fire Protection Systems industry was assessed to hold a valuation approximately amounting to USD 81.79 billion. Looking ahead, this sector is poised to demonstrate a promising compound annual growth rate (CAGR) of 8.6% during the period from 2023 to 2032, reaching an estimated worth of USD 190.26 billion by the end of 2032. After extensive research and thorough analysis, it can be inferred that the Global Fire Protection Systems market is poised to be primarily driven by the Asia Pacific region.

This particular geographic area has demonstrated remarkable progress in both its industrial and commercial sectors, thereby fueling a rising need for top-notch fire protection systems. Furthermore, the Asia Pacific region's dominance can be attributed to the supportive measures

taken by governments and the implementation of stringent building safety regulations to ensure the highest level of security.

Extensive research indicates that the Active Fire Protection Systems sector is projected to hold a prominent position in the overall Global Fire Protection Systems market. In terms of product offerings, it is anticipated that the Fire Sprinkler System will occupy a dominant position within the Global Fire Protection Systems market.

Furthermore, the Maintenance Service is expected to maintain its supremacy among the various service offerings within the Global Fire Protection Systems market.

Considering the markets, the commercial sector is projected to exhibit dominance in the Global Fire Protection Systems market.

On January 15, 2021, Honeywell International Inc. made an official statement regarding their recent acquisition of Sine Group, a specialised company that focuses on developing advanced mobile access and visitor management solutions. The primary objective behind this acquisition is to significantly enhance the existing building safety and security offerings of Honeywell's fire protection systems.

In a similar vein, Johnson Controls International plc announced the launch of its groundbreaking product, the Tyco® ES Frangible Glass Bulb Sprinklers, on September 30,

2020. These cutting-edge sprinklers have been specifically designed to provide enhanced fire protection within high-hazard environments, such as power generation facilities and chemical plants.

Continuing on the path of advancements and mergers within the industry, United Technologies Corporation completed the merging process with Raytheon Company on December 14, 2019. This marked the creation of a completely new entity, Raytheon Technologies Corporation, which now encompasses both aerospace and defence technologies, including sophisticated fire protection systems.

The vital participants of the worldwide fire protection systems industry assume a pivotal function in the production and provision of cutting-edge fire safety solutions, with the primary objective of safeguarding both human lives and valuable assets.

Prominent contributors shaping the Fire Protection Systems Market include Johnson Controls, Siemens AG, Halma PLC, Honeywell International Inc., United Technologies Corporation, Gentex Corporation, Robert Bosch GmbH, Mircom Technologies Ltd., Napco Security Technologies, and Hochiki Corporation. Renowned for their proficiency in delivering diverse fire protection systems and solutions catering to the safety requirements across various industries and sectors.

Fire Prevention Starts with Proper Installation, Use and Maintenance

Once you have identified the possible fire hazards at your facility, managers are ready to put preventive measures in place. There are several fire protection systems managers should consider to prevent the spread of fire and aid in emergencies. These systems are integral in modern facilities but only if they are in working order.

Fire hazards can quickly escalate if these systems are not tested and maintained, records are not kept up to date and system effectiveness lapses.

Fire protection equipment, such as smoke alarms, detectors, sprinklers and lights, are the first systems in place to prevent a fire from getting out of control. Many of these systems automatically activate without intervention to extinguish a fire before it spreads.

Other important equipment that helps protect building



occupants includes extinguishers, emergency lights and signs and fire doors. Managers must ensure all employees know where this equipment is located and how to use it.

“Proper exit lighting plays a critical role in fire safety for several reasons,” says Marks. “During a fire emergency, visibility is often compromised due to smoke and darkness.

Exit lighting serves as a crucial visual guide, offering clear and illuminated directions for individuals attempting to evacuate.

“By providing a visible path to exits, exit lighting enhances the efficiency of evacuation efforts, ensuring that occupants can navigate safely through potentially hazardous conditions and reach designated escape routes in a timely manner,” she adds.

Maintaining good inspection records of these systems and equipment ensures it is all in working order if or when it is needed. According to Marks, to best maintain these records managers should keep up to date with Chapter 7 of NFPA 72, The Fire Alarm and Signalling Code, which outlines crucial documentation requirements for fire alarm

and signalling systems.

“These records specify what documents are necessary, the frequency of updates, and the duration for which they should be retained,” she explains. “This information serves as a vital resource for facility owners, offering insights into the status of the fire alarm system.”

Marks adds that these records can also be instrumental for insurance purposes, allowing companies to verify that proper care and maintenance were undertaken.

“Robust inspection records facilitate effective system management and provide a documented history that can be invaluable for owners and insurers,” she says.

The future of foam in fire fighting



Interest in the everlasting nature of Forever Chemicals is accelerating at an unprecedented rate. With more and more manufacturers announcing their plans to phase out the use of per- and polyfluoroalkyl substances (PFAS) chemicals in their most popular and effective products, the debate around ethics and innovation in science is also reaching its peak.

From a firefighting perspective, the journey towards phasing out PFAS-containing aqueous film-forming foams (AFFFs) or firefighting foams from everyday firefighting activities has already begun with the Environment Agency (EA) publishing guidance on the restricted use of PFAS in firefighting foams due to the risk of groundwater contamination.

Since 1 January 2023, firefighting foams containing PFOA have only been allowed in sites where all releases can be contained. As of 4 July 2025, all uses will be prohibited. This substantial move supports a new report from the Health and Safety Executive (HSE), in close partnership with the EA and UK Reach, that has analysed the use and persistence of ‘Forever Chemicals’ in Great Britain.

Published in Spring 2023, the Regulatory Management Options Analysis (RMOA) recognises the significant damage that Forever Chemicals can have on both human health and the environment.

Commonly found in everyday items such as non-stick cookware, cleaning products, and waterproof clothing, these chemicals are “slow to degrade and remain in the environment for many decades”. Exposure to PFAS can cause environmental contamination and human health risks, while their wide use around the world presents an “even greater challenge around their potential management”.

The RMOA on PFAS is the “most comprehensive British analysis of these chemicals ever” and seeks to assess the nature and likely health and environmental risks posed by PFAS and the “most appropriate options” for their management. As Dr Richard Daniels, Director of HSE’s chemicals regulation division, explains: “PFAS are a global issue of concern. We have looked at responses around the world, but it was vital we gathered the right information and evidence on how PFAS are used in Britain specifically.

“This has helped us work out where the right action could be taken to limit the use of PFAS and control exposures to people and the environment in this country.”

The detailed report allows experts and those in charge of UK legislation to have a clearer view of the risks of PFAS to both human health and the environment and come up with possible options in which to identify and minimise those risks. One of the key priorities of the report is for further action to be taken to regulate the use of firefighting foams.

The proposal will be founded on scoping work with stakeholders including industry, firefighters, and those

with expert knowledge of alternative foams. Dr Daniels adds: “The reality is that PFAS substances, due to their persistent properties, will continue to be detected for many years – despite measures being taken to limit, restrict or ban their use.

“We will now look at the availability and risks posed by alternatives to ensure maximum long-term protections can be gained. “There is evidence of occupational exposure and environmental harm that can come from current firefighting foams, and we can understand the concerns among firefighters. “We encourage all affected to work with us in the scoping exercise.”

In light of the projected ban on firefighting foams, the popular extinguishing agent, NOVEC 1230, will also be discontinued by 2025. Described as a ‘clean agent’ fire suppression chemical owing to its ability to deploy only naturally occurring gas, the substance is used for special hazard waterless fire suppression as it leaves no residue and is electrically non-conductive. The move by American manufacturer 3M signifies a massive shift in the perception around PFAS use and the marked attempt to balance the use of highly effective substances and their impact on the environment.

In light of the projected ban on firefighting foams, the popular extinguishing agent, NOVEC 1230, will also be discontinued by 2025.

Useful against Class A, B, and C fire hazards, this move also opens up renewed concerns over the efficacy of alternatives and whether these replacements will bring their own string of potential issues in the future. As former Technical Director of the FPA, Professor Jim Glockling, outlined in his RISC Authority document on Migration of foam-enhanced fixed sprinkler and drencher systems to use fluorine-free alternatives: “The challenge to remove fluorine from firefighting foams is not an easy one. Whilst fluorine-free foams might be termed as ‘eco’ or ‘environmentally friendly’, this might misrepresent them.

“Whether man-made or natural, they will have an impact on the environment and there will always be a need to consult the environmental protection authorities regarding their use, especially in areas where groundwater aquifers are the primary source of drinking water.”

Needless to say, the growing concern around the harmful effects of certain man made substances has opened up a window into the ethical use of Forever Chemicals in our

everyday lives. Arguably, the debate on the ethical use of PFAS is gaining more momentum

in the US with the latest studies showing just how far PFAS has entered everyday use.

In a recent article from The Guardian, research into 18 popular types of soft contact lenses in the US has found they contain high levels of fluoropolymer compounds or organic fluorine, which come under the category of Forever Chemicals – however, the impact they have on eye health is currently unclear. Another study by Harvard University has explored the presence of PFAS in drinking water across numerous states, concluding that higher percentages of these chemicals are found at sites near industrial plants, landfills, and military fire training bases – some media outlets have suggested that these chemicals are “disproportionately polluting Black and Hispanic neighbourhoods”.

The US Environmental Protection Agency (EPA) has already proposed new regulations in which to limit the number of Forever Chemicals in drinking water, with Michael Regan, EPA administrator, stating: “This action has the potential to prevent tens of thousands of PFAS-related illnesses and marks a major step toward safeguarding all our communities from these dangerous contaminants.”

Following the RMOA, Environment Minister Rebecca Pow said: “By improving our understanding of the potential risks posed by PFAS, we will be better equipped to tackle them. “The HSE’s analysis is a key part of our efforts to protect us from these persistent chemicals – our Plan for Water recognises this, and we will begin developing proposals to restrict PFAS in firefighting foams this year. “This will build on our action to increase monitoring and support a ban or highly restrict specific PFAS both domestically and internationally so that we can reduce the amount of PFAS entering our natural environment.”

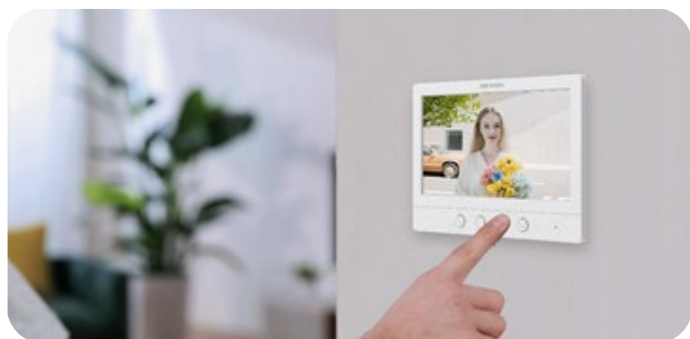
Executive Director of the EA, John Leyland, has called the RMOA a “significant milestone in the UK’s efforts to protect people and the environment from the potential impacts of PFAS...We are rapidly expanding our monitoring to build a clearer picture of PFAS chemicals and their potential risks.

“By working closely with our partners, we will broaden our understanding to better inform decision-making so that we can safeguard the public and our environment for future generations,” he said.

It is highly likely that we could see the introduction of more rules and regulations around the use of PFAS substances moving forward. Following the publication of the RMOA, HSE, the EA, and DEFRA will now consider the recommendations and necessary actions are expected to be set out in the UK REACH Work Programme for 2023–24

Hikvision launches a new 4-wire 720p analog intercom solution for enhanced residential security

Hikvision has announced the launch of a new 4-wire HD analog intercom solution. This cutting-edge solution is designed to enhance security and convenience for villa and apartment owners and their visitors. By leveraging the power of Hikvision's exclusive High Definition Transport Video Interface (HDTVI) technology, this solution delivers 720p image quality, easy deployment, intuitive controls, and extended transmission distance.



Unlike traditional analog intercom systems, the Hikvision 4-wire HD solution promises 720p HD image quality. Powered by Hikvision's TVI technology, this system enables the transmission of larger bandwidth over 4-wire analog infrastructure. This results in remarkably clear images with a resolution of 720p HD, surpassing the limitations of traditional Composite Video Broadcast Signal (CVBS) resolution (720 x 576). Best of all, this advanced image quality can be achieved without the need for more complex IP-based systems.

With a plug-and-play installation process, villa or apartment owners can have the intercom system up and running in no time. Simply connect the necessary wires, and the system is ready to be used. It also features intuitive controls that can be accessed through the physical buttons of the indoor station. Users can adjust settings such as the doorbell sound, unlocking time, brightness, and volume, ensuring that the system is tailored to their specific preferences.

With the ability to support up to 100 metres of wiring (AWG16), the system can cover large distances and accommodate the diverse needs of villa owners, making it suitable for even the most complex villa layouts. Moreover, the solution topology supports maximum 2 door stations and 3 indoor stations in one system, allowing for flexible installation options to meet the owners' requirements.

Additionally, the Hikvision 4-wire HD analog intercom solution seamlessly integrates with Hikvision's analog

cameras. Users can directly connect the indoor station to analog cameras placed at their garage or the front door area, thus enhancing the overall security of their property.

Hanwha Vision launches AI-based Radiometric Thermal Cameras

Hanwha Vision, the global vision solution provider, has launched its AI-based high-performance radiometric thermal camera range. These compact cameras meet the needs of customers requiring precise temperature measurements, from -40°C to 550°C , in addition to security and surveillance functions, making them ideal for industrial applications (manufacturing, utilities and energy) as well as airports, shipping and mining industries.

Models in the range include the 8fps versions and 30fps versions.

Integrating AI into radiometric thermal cameras greatly enhances the monitoring of scenes in demanding visibility and conditions. These latest cameras accurately classify people and vehicles, even in challenging weather (fog, rain, snow) or difficult lighting conditions, for example, complete darkness, or backlight.

This enables operators to proactively protect people and assets, control access to a site, prevent accidents, and monitor for temperature changes in hazardous areas. Hanwha Vision's radiometric thermal cameras have an expansive temperature detection range of -40°C to 550°C , with a high degree of accuracy that makes them ideal for industrial applications, such as factories and battery rooms, where temperature control is paramount.

The cameras can convey vital data on temperature changes back to operators, warning them of potential problems with industrial machinery and materials, such as ageing parts and equipment failure.



By addressing any issues flagged by the cameras, operators can minimise unexpected downtime, improve safety and boost maintenance efficiency. By leveraging this pioneering technology, the need for on-site inspections can be reduced with processes proactively monitored.

The 17 µm pixel size and improved sensitivity, 30 mK Noise Equivalent Temperature Detection (NETD), enhance thermal discrimination in challenging scenes with low contrast, such as high-temperature objects in a high-temperature environment, or low-temperature objects in a low-temperature environment.

The cameras are equipped with QVGA resolution (384×288) and wide-angle lenses (HFOV 90°/60°/37.9°), making them ideally suited for short-to-medium range monitoring applications. The cameras can capture clear and detailed images for the AI to analyse accurately, even in challenging lighting conditions.

Installers will benefit from an easy installation process as the cameras are lightweight, at just 1.7kg which is 45% lighter than the closest comparative model, and compact, in a bullet camera casing. At just 233.5mm in length, they are also more than 40% smaller than the closest comparative model.

The 8fps cameras also fall outside of the Wassenaar Arrangement, an export control regime that governs specific goods including cameras with frame rates over 9fps. This makes exporting and importing them simpler, enabling a quicker delivery time

Deep Sentinel DS2 Wireless Camera System

Deep Sentinel, the security provider with 24/7 live video monitoring by remote guards aided by their proprietary artificial intelligence technology, has announced the arrival of its DS2 wireless security camera system. Developed over the past year with extensive customer feedback, DS2 has been crafted with an array of new and improved features, including a superior AI model, higher video resolution, and colour night vision.

Every 9 seconds, a burglary occurs in an American home. While 60% of burglars avoid homes with security systems, 40% aren't deterred. Homes without such systems face a 300% higher risk of burglary. These figures underscore the need for innovative, reliable security solutions.

The DS2 system retains the fundamental design of its predecessor but introduces significant technology upgrades. The hub is equipped with a more powerful AI processor,

and the camera is updated with 1080p Full-HD recording, a powerful mini-floodlight for improved night vision, and an integrated USB port for external power options such as solar. Additionally, the system showcases a contemporary white colour, diverging from DS1's gunmetal grey. With these enhancements, DS2 sets a new standard for modern security solutions.



“Deep Sentinel’s unique fusion of AI-powered security with 24/7 live guards is our answer to security threats that can occur for businesses and homes in the U.S.,” said CEO and Co-Founder David Selinger. “The release of the DS2 wireless camera system underscores our dedication to our primary goals of delivering unparalleled crime prevention solutions and making state-of-the-art protection accessible to all.”

Full Product Features:

- The only camera that comes out of the box connected to live guards
 - A superior AI model, with faster processing and better identification capabilities
 - A high-speed <350 millisecond wakeup time to record
 - Enhanced 1080p Full-HD recording (increased from DS1's 480p)
 - Improved night vision supplemented with a mini-LED floodlight
 - PIR motion detection at 35 ft
 - A comprehensive 130-degree Field of View (FOV)
 - Piercing 102db siren, two-way speaker & microphone, and strobing alarm lights for optimal security
 - Powered by a hub equipped with a powerful NXP ARM Cortex A53 processor, AI that analyses at 30 FPS, and ample storage
 - Contemporary white colour
- Deep Sentinel sets itself apart from other security

solutions on the market by pairing 24/7 live guard surveillance service with advanced artificial intelligence technology. Human guards constantly monitor clients' security cameras in real time. This prevents crimes before they happen, rather than simply recording them as they occur, and eliminates false alarms entirely.

AMG introduces innovative new fibre optic video and data product line

AMG Systems of the United Kingdom and USA introduces the industry's most innovative new fibre optic video, data and contact closure line available. AMG sees an application for these new fibre optic products to support a new generation of multi-megapixel coaxial cameras with the need for ultra-high security.

The AMG Fibre optic transmission line is not IP-based, disallowing any potential security risk into the network, in addition, there is no latency due to no encoding used as with an Ethernet system. The introduction of the AMG fibre optic line is the first advancement in many years and will set the standard for years.

The AMG line consists of fibre optic video, video, and data, serial data, and contact closure products for signal transport using the benefits of fibre optic media. The line consists of the AMGFIB-iVT/(VR) Series of industrially hardened single channel video transmitter/receiver, with



one Duplex RS422/485 Serial Data, two Contact Closure, and supporting all modern SD & HD video formats including CVBS (PAL, NTSC, SECAM), CVI, TVI & AHD and camera resolutions up to 1960p with SD, HD, up to 5-megapixel camera types all major brands.

An AMGFIB-iSD Series Industrially hardened serial data transceiver with one Duplex RS422/485 Serial Data, and

two Contact Closures. In addition, a Fibre Optic Contact Closure AMGFIB-3CC Series Industrially Hardened Contact Closure Transceiver with two Contact Closures.

All three product lines are designed in the USA and UK, manufactured in the UK in an ISO Certified AMG facility, are hardened for use in challenging environments, capable of meeting NEMA TS-2 standards, and lifetime warranted.

AMG believes having products in stock, being fully supported by the AMG design team, and being covered by the AMG Lifetime Warranty gives AMG customers worldwide a measurable advantage in the competitive marketplace.

AMG Systems offers an extensive line of fibre optic, copper, and wireless Ethernet, video, and data transmission equipment that is uniquely designed to meet the needs of the Security, Intelligent Transportation Systems, Utility, and Industrial markets.

Telaeris announces Android 13 OS on XPID Series handheld badge & biometric readers with enhanced security & performance

Telaeris, Inc., a global provider of handheld solutions for Physical Access Control Systems (PACS), announces the availability of the XPID Series Handheld Badge and Biometric Readers, now shipping with the latest Android 13 operating system.

This significant upgrade introduces a host of enhanced security features and settings and overall device performance. Together solidifying Telaeris' commitment to providing cutting-edge solutions for secure access control and ensuring a smooth and efficient user experience.

Telaeris' XPressEntry XPID series handheld badge and biometric readers enhance access control and security management by providing a flexible, mobile solution that goes beyond traditional door readers and addresses specific safety and security challenges.

- Handheld Badge Verification: Superior security with handheld authentication to confidently control access to and manage any secured space plus ENTRY/EXIT tracking.
- Emergency Evacuation Mustering: Ensure everyone is safely accounted for during a true emergency to improve evacuations, employee safety and OSHA/regulatory compliance.
- Corporate Events & Training: Use existing security badges for access management to manage attendees and

deny access when necessary to events and training.

- **Handheld Biometric Verification:** Superior security with biometrics and multi-factor authentication to deliver enhanced identity authentication in high-security areas.

- **Workplace Surveys:** Pre-screen workers with questions and deny access when necessary to help prevent the spread of illness and to keep the workplace safe.



- **Other Use Cases:** Time and Attendance, Confined Space Management, Bus Entry Validation, Guest/Visitor Tracking, Remote Parking, Mobile Enrolment, and more.

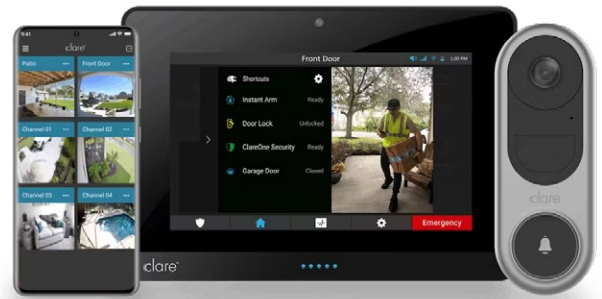
Snap One Smart Video Doorbell

Snap One has announced the immediate availability of a new flagship security product, the NDAA-certified ClareVision Smart Video Doorbell, which gives Partners and their customers a self-contained, subscription-free solution to monitor and record activity at the front door 24 hours a day.

According to Clint Choate, Senior Director of the Security Market at Snap One, the new ClareVision Smart Video Doorbell is an ideal solution for standalone surveillance or as part of a ClareOne smart home system. It also provides an easy-to-install option for production builders that ensures all buyers are satisfied.

“Home surveillance is now a top priority for many homeowners and buyers, and with the new ClareVision Smart Video Doorbell we are giving our Partners a high-quality branded option that integrates seamlessly with other Clare solutions and requires no monthly subscriptions for storage or viewing,” Choate said. “The doorbell is designed to be powered by existing low-voltage doorbell wiring for added Partner convenience while including powerful features such as dual Wi-Fi band connectivity, full HD resolution and support for two-way voice.”

The ClareVision Smart Video Doorbell is a simple,



potent surveillance and security upgrade that combines 1080p video capture, AI-based smart analytics, 2.4GHz and 5GHz Wi-Fi connectivity and two-way voice calling into a slim device that uses existing doorbell wires for power.

Users can view the live feed from the ClareOne Wireless Security and Smart Home Panel and the ClareVision App, or integrate the video doorbell with Control4 as a surveillance device. Recorded video is stored via an internal 16GB microSD card, which Partners and users can expand up to 512GB.

“We developed the Smart Video Doorbell based on direct Partner input to meet their needs and expectations,” Choate added. “The simple physical design and connectivity features make deployment as easy as possible to ensure profitable projects at any scale.”

Each Clare Smart Video Doorbell comes with white, black and satin nickel cover plates, as well as standoff wall mount brackets and angled brackets for ultimate flexibility and installation ease.

3D X-Ray launches new flat panel for restricted space



3D X-Ray recently introduced its new smaller Threatscan AS2 flat panel for the company's portable x-ray system, at this year's Intersec show in Dubai. The new panel has been specifically

designed for operators working in areas where access is very restricted.

A smaller footprint with a slightly improved resolution as its big brother, the AS1, using the latest glassless technology inside to reduce size and weight. It boasts an excellent dead zone cut off, down to less than 3mm on two sides. Another advantage of the new panel is that its reduced size and weight make it ideal for backpacking and rapid deployment.

In addition to the Threatscan AS2on show, 3DX-Ray also presented established products already in service with EOD units worldwide, the Threatscan-AS1(ISC), Threatscan-LS1 and the Threatscan-LS3.

SECO-LARM SK-B941-PQ ENFORCER Post-Mount Bluetooth Keypad/Proximity Reader

SECO-LARM has unveiled its latest innovation: the ENFORCER Post-Mount Bluetooth Keypad and Proximity Reader, seamlessly integrating its Bluetooth wireless access control technology into a robust, IP65 weatherproof enclosure designed for gate and vehicle barrier control. This cutting-edge solution is crafted for reliability and convenience in any environment.



Distinguished by its secure and easily accessible terminal block, the unique locked, hinged faceplate of the keypad ensures both security and ease of access. The Bluetooth technology provides localised access and setup without internet connectivity, thus minimising security risks. With all data securely stored on the device, users can enjoy the benefits of this advanced access control system without the costs and complexity of cloud maintenance, registrations, or subscription fees.

Forget about cumbersome programming codes – our innovative system offers an intuitive app design for effortless, visual programming. This user-friendly interface enhances convenience for both end-users and administrators, striking a perfect balance between ease of use and robust security features

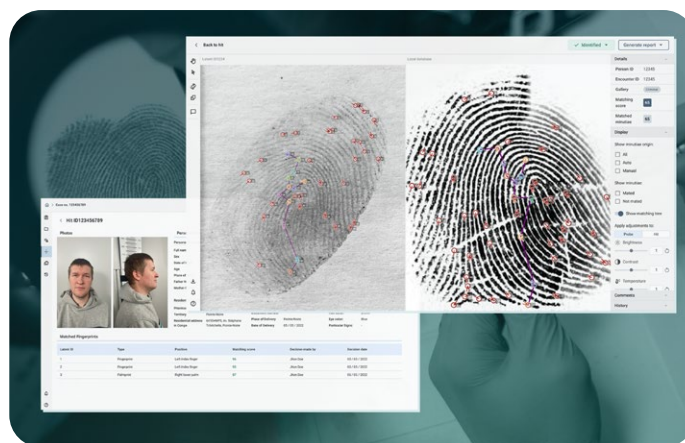
Neurotechnology introduces new MegaMatcher products tailored for law enforcement criminal investigation needs

Neurotechnology, a provider of deep learning-based solutions and high-precision biometric identification technologies, announced the release of two new products: MegaMatcher Criminal Investigation and the MegaMatcher Criminal Identity Registration System (Criminal IDRS).

Automated biometric recognition streamlines the identification process in law enforcement, greatly reducing the time and manpower required. Criminal investigations often deal with low-quality biometric data that requires manual preparation. The new MegaMatcher products can interconnect with the MegaMatcher Automated Biometric Identification System (ABIS) and work together in a unified system or as individual components to provide tailored solutions for law enforcement.

MegaMatcher Criminal Investigation is designed for criminal case management and biometric evidence analysis. It comes with an advanced toolset for examiners to analyse and enhance latent prints prior to identification to improve matching accuracy. The matching results can then be further compared and evaluated to identify unknown suspects.

The new MegaMatcher Criminal Identity Registration System (Criminal IDRS) enables law enforcement officers to collect biographic, biometric and criminal records through live scans or ten-print cards. With its quality assessment functionality, this solution can automatically assess the integrity of collected data, indicate any fingerprint misplacement and gather multiple criminal enrolments into a single database.



With the introduction of these new MegaMatcher solutions, Neurotechnology is in ongoing dialogue with its law enforcement customers and will continue to build additional options that can be combined to address even more specific law enforcement investigation, identification and records management needs.

MegaMatcher-based solutions leverage the company's industry-pioneering proprietary biometric recognition algorithms to effectively process vast quantities of biometric data. Neurotechnology's biometric algorithms have achieved top results in independent technology evaluations, including NIST ELFT, SlapSeg III, MINEX, PFT, FRVT, and IREX.

The comprehensive MegaMatcher product line covers a wide range of biometric solutions, from a multimodal SDK and Automated Biometric Identification System (ABIS) to an established Identity Management System (IDMS), and now these newly introduced criminal investigation products. Neurotechnology's MegaMatcher products can be tailored for elections, national identity, border control, law enforcement and other government and enterprise applications.

Mul-T-Lock gears up for new commercial vehicle protection range

With commercial vehicle crime continuing to rise according to the latest crime survey statistics, security specialist Mul-T-Lock has introduced a new portfolio of vehicle security solutions, designed to offer the ultimate protection.

Latest figures show that 11,714 vans were stolen in the UK over the past year, and £3.5bn worth of equipment was taken. With Police Forces and insurance companies citing the need for extra precautionary measures, Mul-T-Lock presents its MVP commercial vehicle locks.

The new range includes the MVP1000, an entry-level locking system suited for almost any type of van door, both rear and sliding. It also has a push-to-lock design, for quick and easy keyless locking. MVP1000 is a user-friendly system that can be installed without the need for expert help, making it ideal for most commercial vehicle models. It is available for purchase either individually or as a pair of two keyed alike on the patented MTL300 key system.

The new system joins the popular MVP2000, designed for ease of installation. As an active visual and physical deterrent, MVP2000 can be used in conjunction with default vehicle locks or as a retrofit to an existing vehicle and supplied with secure fixings. The all-in-one, non-corrosive lock body solution offered by MVP2000 has no hanging parts and has a dedicated mounting bracket to protect paintwork beneath the lock.

Says Jamie Jagpal, Mechanical Product Manager of Mul-T-Lock: "With so many UK businesses relying on their van or multiple vans to operate smoothly, the latest van theft statistics paint an alarming picture. The figures speak for themselves and are only predicted to rise, with as many as one in three drivers falling victim to vehicle intrusion, costing workers billions of pounds in lost revenue and replacement tools."

"Our new MVP launch has been designed to specifically address this and offer an affordable proposition to our

customers and the market in general. We are presenting a portfolio that can offer the ultimate protection for most commercial vehicle models, whilst being quick and easy to install. And we will continue to expand the range so that more van owners can benefit from a comprehensive, true innovation in modern commercial vehicle security and lock design."

MVP1000 and MVP2000 will be joined later in the year with an advanced model MVP3000 to present van owners with a choice of solutions to suit their bespoke van and business requirements. MVP2000 was recently installed by On Point Electrics, after experiencing a van break-in that resulted in a significant loss of tools, time and work.

Jon Dawson commented: "The crime was committed in less than 20 seconds, with my van in full view of obvious CCTV systems, in broad daylight, in front of a busy leisure centre. The loss of tools for myself and my Apprentice was significant and meant a huge amount of time and resources had to be invested in insurance claims, with the potential loss of work. We had to rely on friends and work colleagues to ensure we could continue to meet customer requirements, whilst we replaced all the tools that were stolen."



Jamie Jagpal concludes: "Our MVP portfolio sets the standard when it comes to commercial vehicle security. We are extending our high-performance commercial vehicle locking solutions to an even wider number of people to ensure the safety and security of their vans and assets with the introduction of the MVP1000, continuing the powerful physical and visual deterrent trend our MVP2000 has demonstrated."

"The imminent launch of MVP3000 demonstrates how we consistently innovate to protect our customers, their assets and help in the fight against commercial vehicle crime."

Airshield wireless security system offers new revenue streams LTE capability



The EN50131 Grade 2 and PD6662: 2017 compliant Airshield wireless security system from Dahua UK uses advanced, stable and reliable RF communication technology and cloud services to provide a flexible, user-friendly system and an affordable potentially new revenue streaming solution for installers and security companies.

At the heart of Airshield is a smart hub which supports up to 150 devices, including PIR detectors, PIR cameras, dual-tech detectors with PIR and microwave technologies, keypads and key fobs, panic buttons, door and window detectors, water leak detectors, smoke detectors and sirens. The wireless indoor monitor with touchscreen can be used as an alarm keypad.

Airshield features Airfly 3.0 – which delivers frequency hopping for optimum long-range two-way wireless connectivity and AES128 encryption, RF-HD for faster image transmission and higher image resolution, and Dahua's Cloud services for more convenient and efficient alarm monitoring and system health. Being fully wireless makes Airshield quick and easy to install, and avoids damage to décor and the fabric of a building caused by cabling. It also makes it quick and simple to add or move devices.

Although powerful as a standalone or connected system, Dahua's door entry and video surveillance products extend features further. Using an indoor monitor, users can arm and disarm the alarm system in addition to receiving alarm events and verifying alarm-triggered video and images. They can also configure various rules for alarm to video integration, manage siren alarms and arm/disarm the alarm system connected to an NVR. Alarms, CCTV and detectors can all be managed easily via the indoor monitor and/or a single, intuitive mobile phone app.

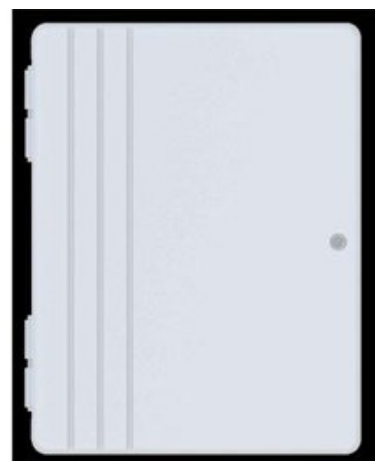
The alarm hub can connect to an NVR/XVR and indoor monitor via network protocols, providing more functions and a better user experience. All events are managed on the converter, so alarm receiving centre (ARC) staff can

configure event forwarding methods (TCP/IP or serial), protocols and event types as needed, while the platform software only needs to receive, record and process these events. Installers can provide their customers with a device health management service, and users can request monitoring services from selected ARCs.

Through mobile apps and Internet connected PCs, end-users, installers and security companies can remotely manage the alarm system and receive alarm events – anytime and anywhere. An additional converter app forwards events received from hubs to the platform software used by an ARC, based on standard protocols such as SIA DC-09, Sur-Gard, or the private protocol of the platform software itself. It receives events from hubs through two channels: auto registration and cloud forwarding (TCP/IP and serial port), ensuring event information is delivered reliably at all times.

Climax Technology Hybrid Panel Lite wire and wireless smart home security gateway with LTE capability

Hybrid Panel Lite is a wire and wireless smart home security gateway with LTE capability. It provides a customizable and robust way to wire the whole alarm system. With Hybrid Panel Lite, you can accomplish a comprehensive solution for the Climax wired BUS security system in a breeze.



Hybrid Panel Lite's BUS connectivity makes installation easier and the system more flexible, with shorter wiring lengths and more cost-effective product maintenance. With integration to the wired BUS system, users can expand the system by connecting several devices on a single BUS cable. Furthermore, the BUS wiring uses a custom protocol to ensure information security, with encryption to make data transmission more secure.

Hybrid Panel Lite employs world-leading SFr technology, which allows it to support transfer of HD images by RF network, or leveraging VGA/QVGA alarm image transmission at faster speed, delivering photos in just 4 seconds (for photos of 320 x 240 pixels). A major breakthrough in Climax's wireless technology, it has massively further bolstered the systems' reliability.

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Key Trends Shaping The Security Industry

In the ever-evolving world of physical security, staying ahead means embracing the dynamic shifts and innovations that shape the industry's landscape. Each year, the security industry awaits many predictions about its future. Each year, big companies, industry associations and experts share what they think might happen in the industry.

There is no trend larger or more impactful to the security industry than artificial intelligence (AI), but this trend is so vast and multifaceted that it is split into four components that are trends unto themselves, viz - Security of AI; Visual Intelligence,



Not Video Surveillance; Generative AI; and Regulation of AI

The SECURITY UPDATE editorial team carefully looks at these predictions, trying to understand and judge their importance. We focus on finding the most important and useful insights. We wish

to give our readers a clear picture of what's happening in the security world. We look at things like new physical security practices, technology and changes in threats. Our goal is to explain the main ideas from these predictions and show how they might affect the industry in the next year.

LLM and Generative AI applied to security

Whether it's text chat or voice conversations, LLM-style generative AI applied to security solutions will unlock data and insights, provide training and illuminate policies and procedures within security departments. The industry is already seeing early examples of LLM applications (similar to ChatGPT) applied to security and is likely to see a new wave of innovation coming from security command and control providers as they leverage these tools to improve the interface and functionality of their systems. Generative AI applied to the interface of security systems can mean more efficient control of security systems and the possibility to apply generative AI to guide security officers on operating procedures, while allowing officers to query systems to elicit hidden insight to data.

Regulation of AI

AI is the key to dramatic change in the future of the security industry, and accompanying that change will likely be a wave of regulations that establish a framework on AI. Coupled closely with Megatrend No. 1, the Security of AI, this trend of regulation is the mechanism to ensure trust and transparency. The security industry, and all industries using artificial intelligence, should expect widespread regulation of AI applications in the coming years, but many believe having a framework could actually speed up development of AI technology. Regulation of AI is coming, so the AI landscape of tomorrow is likely one that involves more compliance, more data privacy and likely even more openness/transparency about the algorithms themselves

and how they are applied.

The security practitioner will need to be steadfast in awareness of legislation governing AI applications. The ability to manage compliance to regulations of all types—including rules that shape data privacy and AI and biometrics deployments—will become a necessary skill set within a security practitioner team.

IT and physical security teams will join forces

Physical security's convergence with IT is accelerating. And it isn't limited to technology anymore. In the coming years, organisations will look to optimise collaboration between IT and physical security teams. Bridging these two valuable skill sets will result in more effective risk mitigation and data optimization across the organisation. And though there's no one-size-fits-all approach, most will consider the following strategies:

- Physical security leaders will expand their departments with IT expertise
- Security Operations (SecOps) will broaden their function to address physical security risks and capitalise on data coming from both groups
- IT will bring physical security within their group and begin overseeing physical security mandates

As this human-centred convergence grows, so will the demand for unified, cloud-connected physical security

solutions. This will give teams a comprehensive view of systems and evolving risks while helping them extract more value from data.

Enhancing Video Surveillance through AI applications

AI has reached the apex of the megatrends, and the camera has become the ultimate sensor. Now AI is permanently changing the value proposition of video surveillance. It's now "visual intelligence," not video surveillance. The camera is rapidly becoming the "everything tool" in our industry—moving beyond its early capacity as a recording device and creating the opportunity for exponential value. More than a camera, these devices are a platform for multiple sensors (audio, chemical, temperature, etc.). AI and analytics applied to these cameras' sensors will make the cameras 10, 100 or maybe even 1,000 times more valuable to end user, particularly



when you compare yesterday's norm of unmonitored cameras to today's cameras where the system does the monitoring 24/7 and alerts in real time, on the optical sensor as well as the other supported sensors. The capabilities of visual intelligence are evolving, and businesses are beginning to create a visual intelligence infrastructure. The security industry's fundamental challenge is whether we will lead in this growth area as video surveillance becomes visual intelligence: Will our industry's product makers, installation/integration channels and security practitioners be the ones driving the ship to leverage these systems for business process automation and improvements related to customer, visitor and employee experiences?

- AI will transform existing systems, allowing for deep search of recorded content.
- For future systems, all video will be analysed in real time, not just stored.
- Video technology operational ownership will not be exclusive to the security team.
- Justification for investments in camera technology will be easier

Emergence of on-the-spot computing

The security industry is experiencing a transformative change due to the rise of on-the-spot computing. As security systems progress and generate increasing amounts of data, the need for real-time data processing has never been more crucial. On-the-spot computing, which essentially means processing data at the edge of a network, is gaining prominence for its ability to address this need. This approach allows for quick and responsive security systems by reducing latency and processing time, enabling them to counter potential threats promptly.

This emerging approach of on-the-spot computing offers clear advantages over centralised models by handling data closer to its source. It unlocks the potential for real-time processing at accelerated speeds, resulting in action-oriented outcomes.

- **Reduced Bandwidth Usage:** By processing data at the edge, only relevant information or events can be sent to the central system, reducing the amount of data that needs transmission over the network. It can be particularly beneficial in applications with limited bandwidth. Edge AI systems can continue to operate even in the absence of a network connection.
- **Increased Privacy and Security:** Edge AI can perform analytics on the edge device without transmitting sensitive data to a central server. It enhances privacy and security, as potentially sensitive information doesn't need transmission over the network.



- **Secure & Scalable:** Edge AI system architecture is modular, scalable and distributed. Processing data locally can ensure that certain types of sensitive information stay within specific geographical boundaries, aligning with data protection regulations.

Multi-modal analytics for improved detection

In pursuit of heightened security, the trend of security systems utilising multi-modal analytics takes centre stage. Multi-modal analytics, powered by AI, enables security systems to analyse data from various sources, including images, video footage, audio recordings, and other sensor data.

This comprehensive approach allows systems to detect more intricate patterns and behaviours, significantly improving their effectiveness in identifying potential threats. Multimodality, involving the collaboration between multiple resources or systems, enhances threat detection by reconstructing the overall picture based on data from various sources and providing a more accurate depiction of an event, helping security personnel make better-informed decisions. Multi-modal analytics can improve accuracy in threat detection. Different modalities may capture complementary information and combining them allows the system to cross-verify and reduce false positives or negatives. Multi-modal systems are often more robust in challenging environments and detect threats detected early. For example, if one modality, such as visual data, is compromised (e.g., due to poor lighting conditions), other modalities like audio and other sensors can still provide valuable information.

16.7 billion

Number of connected IoT devices expected
by end of 2023 Source: IOT Analytics



Integration of AI with visual intelligence

The integration of Artificial Intelligence (AI) with visual intelligence marks a significant leap in the capabilities of security systems. By leveraging AI algorithms, systems automatically detect and track suspicious behaviour, adapting over time to improve accuracy and effectiveness.

Various users are looking to adopt AI-enabled video analytics to gain actionable insights. The integration of visual intelligence from video and images with AI and machine learning unlocks invaluable business intelligence and public safety capabilities across multiple sectors.

AI and cloud - a symbiotic alliance

In the interconnected realm of physical security, the symbiotic alliance between AI and cloud has emerged as a trend. This trend represents integrating AI-powered solutions with cloud-based platforms, offering



unprecedented flexibility, scalability, and convenience. This collaboration enhances the capabilities of security systems by leveraging the computational power and storage capacities of the Cloud.

Increase in adoption of security-as-a-service (SaaS)

With the market in a strong shift to cloud-based security as a service (SaaS) and managed services delivery models, this means sweeping changes for the business of integrators and for the industry as a whole. The primary “construction” model of building out hardware, wiring and on-premises

solutions will yield steadily to a model in which security solutions are sold as subscriptions tied to business outcomes for the business client.

Integrators will need to rewrite their business models to incentivize delivery of these solutions, will need to rethink how they contract with their clients to create recurring revenue streams and will need to evaluate their role and who they will partner with for delivery of SaaS solutions, particularly for advanced AI solutions that are sold as a managed service model. And yes, the integrator will need to navigate this evolution while also still having to support legacy systems for some of their clients.

This change to cloud delivery of most services has already swept through the IT business world, and that change that IT value-added resellers (VARs) have already experienced serves as the template for change in the security solutions sector. In the IT VAR world, this has led to many VARs becoming tightly connected to just a couple vendor's offerings, almost becoming an extension of those vendors' ecosystems.

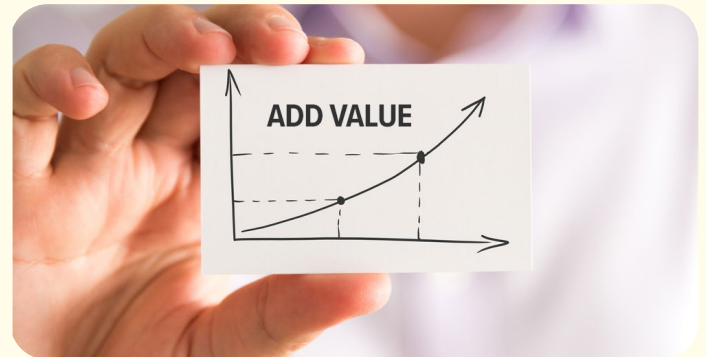
Leading this trend is the move towards video surveillance-as-a-service (VSaaS). The surge in adoption of VSaaS is reshaping the security landscape, fuelled by rapid expansion and convenient accessibility of cloud infrastructure. The widespread shift to remote work and the necessity for secure, real-time access to security data resulted in the swift embrace of cloud-based solutions.

Key drivers behind this trend include cost-effectiveness, ease of deployment, scalability, the growing need for real-time access to data, and maintenance. VSaaS can easily integrate with other cloud-based services, such as analytics platforms, storage solutions, and AI-driven applications. This integration enhances the overall functionality and capabilities of the surveillance system.

Manned Guarding teams will continue to transform and adoption of technology will accelerate

The relentless wave of automation and advanced robotics has disrupted numerous industries, including the security sector, and in particular the huge manned guarding industry. So much so that even in countries like India, where cost of manpower is much lower than in the western world, the focus on technology adoption is gathering considerable momentum. As we explore the realm of AI and autonomous robotics, the key question is not whether robotics will replace human security guards, but rather how humans will adapt and collaborate in this swiftly evolving landscape.

Despite the advantages brought by technologies like



video analytics, drones and robotics, the importance of people in security cannot be overstated. Human qualities like judgement, intuition, critical thinking, and empathy are crucial in certain security situations. Humans have a special ability to understand complex social interactions, assess intentions, and manage changing situations with emotional intelligence. These skills are vital in managing sensitive situations, resolving conflicts, and providing personalised security services.

Instead of a complete replacement, the future of manned guarding relies on a cooperative relationship between humans and robotics. By combining the strengths of both, the security industry can attain the best outcomes. Humans can use their cognitive skills and expertise to make well-informed decisions using the data and insights provided by robots. This teamwork allows for a concentration on advanced tasks such as analysing threats, devising strategies, coordinating emergency responses, and building relationships with clients and communities.

With changes unfolding in the security field, security experts need to adjust and learn new skills to work effectively alongside autonomous machines. Customised training initiatives can equip security staff with the necessary knowledge and skills to smoothly incorporate technology and automation into their work. This involves gaining a thorough grasp of technology, data analysis, cybersecurity, and managing interactions between humans and machines. Embracing these technological advancements enables security professionals to elevate their expertise and remain significant in this ever-changing landscape.

Continued relevance of System Integrators by adding value

As security-as-a-service and AI offerings continue to rise in prominence, most integrators will feel the impact as the primary point of support moves away from the integrator and to the SaaS or AI provider. The solution provider will inevitably gain more direct contact with the customer, rather than always relying on the integrator as the first stop for support. Companies operating in the cloud space are

now attaching that service/support to their subscriptions.

In the face of this shift to AI, SaaS and IoT offerings, integrators should recognize their strengths and play to these strengths. First, despite sweeping technology shifts, integrators have real relationships with their clients and contacts and can position themselves in the consultative value of helping clients select among the major SaaS/AI/IoT service providers. Secondly, integrators have thousands of technicians in the field and can connect those IoT devices anywhere at any time, and that boots on the ground presence is something that even the largest cloud-service providers do not have and would have difficulty building at scale.

Third, there is sometimes a lack of understanding from AI and cloud providers in understanding the importance of the exacting demands of camera installation and configuration (pixels per foot, lighting, etc.) to make field deployment of these AI systems perfect. Integrators are uniquely equipped with this technical knowledge. As non security use cases emerge in a connected world, and as cameras become visual intelligence solutions rather than video surveillance devices, there is likely no business type better positioned to usher in the delivery of these smart devices than the security integrator. This is a huge opportunity. Integrators have the opportunity to deliver value and grow as the market expands, but they also must be strongly prepared to sell non security use cases and sell business ROI of the solutions, rather than relying on selling devices as risk-reduction solutions.

Implementing cyber defences is an ongoing focus

More organisations will implement cybersecurity tools that enhance automation and proactive risk detection. These could include monitoring cybersecurity dashboards to identify real-time vulnerabilities or using decision-support solutions to streamline and track maintenance tasks.

The physical security industry has made strides in strengthening cyber resilience, but hardening physical security systems is a baseline necessity and an ever-evolving specialty.

Growing importance of privacy and ethics

As AI becomes more integrated into security and video surveillance systems, ethical monitoring, and privacy concerns have gained more focus. Responsible and collaborative AI development is critical to ensuring that systems are designed and used in a way that protects individual privacy and civil liberties. It includes preventing the misuse or abuse of data collected by security systems, and ensuring organisations & individuals maintain control over their data and store only minimum anonymised data.

With inputs from Videonetics, Genetec, and the Security Industry Association (SIA)



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17-19 February 2024

International Safety & Security Expo 2024
Bangabandhu International Conference Center (BICC)
Dhaka
Bangladesh
<https://www.cems-safetysecurity.com/>



INDIA

22-25 February 2024

PACC 2024
ITC Royal Bengal
Kolkata
India
<https://fsai.in/>



SPAIN

27 February - 01 March 2024

SICUR 2024
IFEMA Feria de Madrid
Madrid
Spain
<https://www.ifema.es/en/sicur>



RUSSIA

28 February - 2 March 2024

SecureExpo 2024
Ekspograd-Yug
Krasnodar
Russia
<http://www.secureexpo.ru/en-GB>



UK

12 - 14 March 2024

Security & Policing 2024
Farnborough International Exhibition and Conference Centre,
Farnborough,
United Kingdom
<https://www.securityandpolicing.co.uk/>



JAPAN

12-15 March 2024

Security Show 2024
Tokyo Big Sight
Tokyo
Japan
<https://messe.nikkei.co.jp/en/ss/>



KOREA

20-22 March 2024

Secon 2024
Hall 3-5, Korea International Exhibition Centre - Kintex
Seoul, Korea
<http://www.seconexpo.com/2020/eng/main.asp>



AUSTRIA

20-22 March 2024

ASIS Europe 2024
Vienna
Austria
<http://www.asiseurope.org>



USA

09-12 April 2024

ISC WEST
Venetian Expo
Las Vegas
USA
<https://www.iscwest.com>



RUSSIA

16-18 April 2024

Securika Moscow 2024
Crocus Expo International Exhibition Centre
Moscow
Russia
<https://securika-moscow.ru/Home?culture=en-GB>



IRELAND

24- 25, April 2024

EFSN Fire Sprinkler International, 2024
Dublin Dublin
www.firesprinklerinternational.com



UK

30 April - 2 May 2024

The Security Event
N.E.C.
Birmingham
U.K.
<https://www.thesecurityevent.co.uk/>



UK

30 April - 2 May 2024

The Fire Safety Event 2024
N.E.C.
Birmingham U.K.
<https://www.firesafetyevent.com/exhibitors/fireco>



NIGERIA

07-09 May 2024

Securex West Africa 2024
The Landmark Centre
Lagos
Nigeria
<https://www.securexwestafrica.com/>



INDIA

09-11 May 2024

SAFE West India
Hall No. 2, BEC
Mumbai
India
<http://www.safeindiaexpo.com/>



INDIA

21 May 2024

Top Indian Women Influencers in Security 2024
Virtual
India
<https://www.securitytoday.in>



SOUTH AFRICA

28-30 May 2024

Securex South Africa
Gallagher Convention Centre
Midrand South Africa
<https://securex.co.za/>



USA

03-06 June 2024

ESX Electronic Security Expo
Kentucky International Convention Center
Louisville, KYUSA
<https://www.esxweb.com/>



UK

04-06 June 2024

Infosecurity Europe
Excel
London
United Kingdom
<http://www.infosec.co.uk/>



UK

19-20 June, 2024

Security & Counter Terror Expo - SCTX 2024
Excel
London
United Kingdom
<https://ctexpo.co.uk/>

PRESENT

TOP INDIAN WOMEN INFLUENCERS IN SECURITY**21th May 2024**

Globally women are playing a key role in the advancement of the profession of security in all sectors, verticals and levels of the industry.

In order to recognise and honour the accomplishments, value and contributions of women in this vital sector of the economy, SECURITY TODAY & SECURITY UPDATE in association with Infosec Girls and WISECRA announce the "Top Indian Women Influencers in Security" recognition for the year 2024.

In 2020, this accolade was developed to help recognise women in security in India who made significant contributions in shaping the industry and shaped the path for future generations of professionals. 20 torch bearers were recognised from 272 nominations received in a virtual ceremony by the nation's 1st, most famous & iconic lady IPS officer, Her Excellency, Dr. Kiran Bedi, the then Hon'ble Lieutenant Governor of Puducherry. Distinguished senior people from different sectors were carefully chosen as 'members of the jury' for this event.

**NOMINATIONS ARE NOW OPEN!**Visit: <https://tiwiis.securitytoday.in>

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