

# Security to the fore

Safety and security topped the recently held Intersec Middle East, which attracted 800 exhibitors from 53 countries



Angela Schierholz: significant deals

**B**ouyed by the success of the Intersec brand and in response to the growing need for security products in Asia, the organisers Epoc Messe Frankfurt GmbH also announced the launch of Intersec Thailand from December 1 to 3 2008, at the Bangkok International Trade and Exhibition Centre in Thailand.

Angela Schierholz, senior show manager Intersec Middle East, says that a number of participating exhibitors signed deals at the event. "Prominent among the exhibitors that concluded deals included Unique System FZE and Kongsberg Mesotech Ltd. They announced the appointment of Unique as the agent for Bahrain, Qatar, UAE and the Republic of South Africa for Kongsberg Diver Detection Systems. Kongsberg is the lead-

ing supplier of these systems to military, government and industrial security customers, worldwide."

Axis Communications, the leader in network video solutions launched their latest security and remote monitoring solutions, the AXIS 212 PTZ-V and AXIS 209 MFD in the region at Intersec 2008.

Visitors to Intersec at the Dubai Convention and Exhibition Centre experienced for themselves Axis' extensive range of intelligent and future-proof surveillance innovations at their stand.

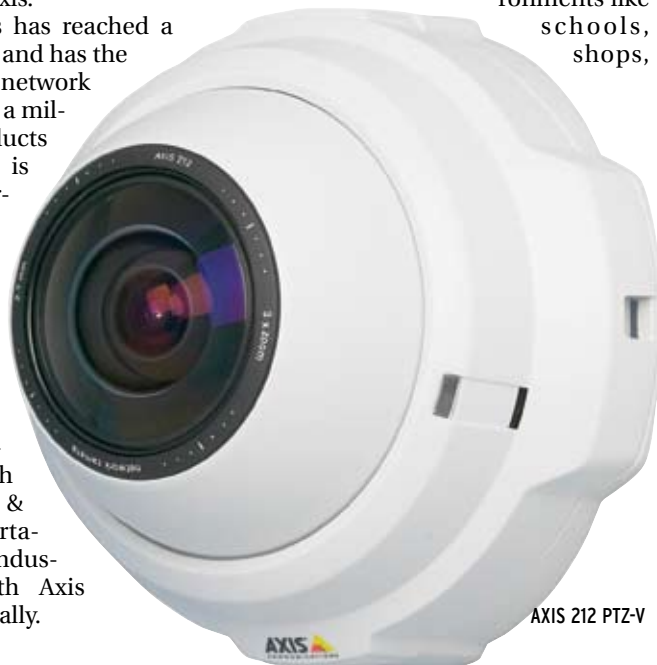
"Intersec provided us with the ideal forum to showcase our leading network surveillance systems and interact with different businesses small or large, looking for proven solutions that meet their specific security needs," says Gilles Ortega, regional manager, Axis Communications. "Our participation in this key regional security event also reaffirms our commitment to the region as well as the healthy growth experienced by Axis."

Axis Communications has reached a milestone in its business and has the largest installed base of network video products with over a million network video products worldwide. The market is showing increasing interest in network video products for various security installations. In the first half of 2007, the company increased its sales in the video product segment by more than 40%.

Customers from different industries such as education, banking & finance, retail, transportation, government and industrial sectors work with Axis regionally as well as globally.

Axis Communications offers a comprehensive portfolio of network cameras that include megapixel models, audio support, day-and-night functionality, PoE support, and wireless transmission. In addition, their network video camera portfolio has recently introduced the Active Tampering Alarm functionality. The Active Tampering Alarm is an intelligent feature in network cameras that enables security staff to detect disrupted camera operation by automatically alerting the operator when a camera is re-directed, blocked or manipulated.

The newly launched AXIS 212 PTZ-V and AXIS 209 MFD camera were two of Axis' key network video innovations that took the centre-stage on their stand at the show. The AXIS 212 PTZ-V is a high performance camera that is designed to provide good protection against vandalism. This makes the camera ideal for indoor video surveillance in demanding environments like schools, shops,



AXIS 212 PTZ-V

banks, and receptions, where an overview of the whole area is essential.

“Combining a vandal-resistant casing and a unique set of features, the AXIS 212 PTZ-V more than fulfills the market’s need for a reliable, cost-efficient, and tamper-resistant video surveillance solution,” says Ortega. “AXIS 212 PTZ-V provides an overview of the whole monitored area whereas conventional PTZ cameras only allow the user to pan, tilt, and zoom in a limited area.”

AXIS 212 PTZ-V combines a 3 megapixel sensor with a wide-angle lens, providing VGA resolution, which ensures the same high quality image for the overview as for the close up. With no moving parts the camera alternates instantly between full overview and instant pan/tilt/zoom, without wear and tear, or noise. Equipped with power over Ethernet capability, the network camera uses one Ethernet cable for both power and video, making installation quick and cost efficient.

The camera supports IPv6 in addition to the standard IP protocol version 4 as insurance against the growing shortage of IPv4 addresses. It also offers a comprehensive set of network security and management capabilities such as multiple user access levels, HTTPS encryption, IEEE 802.1X, and IP address filtering that ensure secure video handling and configuration.



Gilles Ortega: surveillance solutions

AXIS 212 PTZ-V is supported by the industry’s largest range of application software through the Axis Application Development Partner programme, and the AXIS Camera Station video management software.

Offering the highest level of network security, the AXIS 209 MFD is a megapixel fixed dome network camera, featuring a 1.3 megapixel sensor that delivers good quality image details that is ideal for areas such as hotel receptions, shops and corridors.

Axis offers complete solutions for any business’ network video needs, from network cameras and video servers, to video management software and accessories. Axis solutions can be used remotely and cost-effectively to monitor places, people or manufacturing processes and secure sites with the help of alarm information and video motion detection.

“Intersec provided us with the ideal forum to showcase our leading network surveillance systems and interact with different businesses”

Ansell Healthcare showcased its large portfolio of hand protection solutions at Intersec. For Ansell, their first-ever participation in the exhibition was the perfect opportunity to raise awareness about hand protection needs and underline their protection expertise in the booming Middle East market. Ansell displayed its broad package of industrial gloves, designed to address specific occupational safety hazards targeting the construction and the oil & refining industry.

Data Processing System (DPS), one of the leaders in IT networking, telecommunications and aviation technologies showcased their most innovative product portfolio at Intersec together with their partners: Microntel from Italy and Gemalto from Holland.

DynaPel Systems, a leading developer of digital video analytics appliances, smart cameras and networked digital video recorders in Europe, explored expansion opportunities at Intersec for its dealership



AXIS 209 MFD

network in the region and North Africa. DynaPel also performed live demonstrations of its security products.

Steelbox Networks, developer of the world’s fastest media appliance, announced the availability of two new products at Intersec: the Steelbox 1250 video appliance and the Steelvault 5300 network attached storage array, designed to give enterprises the ability to handle large camera networks in a compact and reliable solution. The Steelbox 1250 video appliance is a network video recorder (NVR) and distribution solution that delivers video throughout and NVR features in a compact network appliance licensed for up to 250 cameras.

Integrated Design Limited used Intersec to showcase the increasing Fastlane range of entrance control solutions that included optical turnstiles, barrier-arm optical turnstiles, speedgates, tripods, passgates and tailgate detection devices.

Dedicated Micros underlined the growing success of their NetVu Connected IP CCTV solutions in the Middle East. One of the key product developments on display was the HighVu Excel enterprise range. This modular, expandable, high performance CCTV recording and IP transmission solution – with embedded analytics and scalable video wall capability - represents a generational shift in the capability of systems in the enterprise field.

Intersec 2008 featured 13 country pavilions from Germany, China, Taiwan, Singapore, Austria, the UK, Scandinavia, the USA, Pakistan, Spain, Korea, Italy and Canada. ■