

Convergint's buying spree continues *See page 14*

Check out the NVRs and DVRs *See page 29*

SECURITY SYSTEMS NEWS

THE NEWSPAPER OF RECORD FOR THE SECURITY SYSTEM INTEGRATOR & INSTALLER

VOLUME 19, NUMBER 7
JULY 2016 • \$7.00

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JCI-Tyco names exec staff

Five of the seven executive officers will be JCI employees who currently hold the same role now that they will post-merger

By Martha Entwistle

MILWAUKEE and CORK, Ireland—Johnson Controls and Tyco International, which announced plans to merge in January, on May 27 announced the post-merger executive line-up.

The deal is expected to close Oct. 1, 2016.

Seven corporate executive officers were named, and seven business leaders were announced.

Five of the seven corporate executive officers are JCI employees who currently hold the same role at JCI that they will at

the combined company. Two of the corporate executive officers come from Tyco.

"As the market has speculated for some time now, most of the executive roles are going to JCI folks," said Alper Cetingok, managing director of Raymond James.

"While the deal is structured as a merger for tax purposes, it really is Johnson Controls acquiring Tyco," he said.

However, business leaders who will oversee fire or security-specific roles will go to Tyco people, Cetingok said. "That

makes sense because one of the main reasons for the deal was to bring security expertise to Johnson Controls, which is seeking to become a world leader in delivering integrated building technologies," he said.

As was previously announced, Johnson Controls chairman and CEO Alex Molinaroli will serve as CEO of the combined company for the first 18 months, during which time Tyco CEO George Oliver will serve as president and COO. After 18 months, Oliver will take over as CEO.

Cetingok noted that Oliver came to Tyco from GE. "His background

JCI-TYCO *see page 15*

Alper Cetingok

Abode goes with UCC

DIY company now offers professional monitoring, wants to partner with security companies

By Spencer Ives

PALO ALTO, Calif.—Abode, a DIY security company, is now offering professional monitoring—full time or on-demand—from UCC, and the company is actively looking for partnerships with security companies.

"We always had the plan to introduce [monitoring

ABODE *see page 18*

TECHSEC EDUCATION

Battle of the body parts

Proponents of facial recognition, iris scan, fingerprint and hand geometry make their case

By Spencer Ives

DELRAY BEACH, Fla.—Representatives of four different forms of biometric identification—facial recognition, iris scan, fingerprint, and hand geometry—each made a case for their biometric being most prevalent in the future at TechSec Solutions 2016.

The winner, chosen by a panel of four *Security Systems News* "20 under 40" Class of 2015 award winners, was iris scan.

Manish Dalal, general manager of ZKAccess, represented fingerprint technologies. ZKAccess is a division of ZKTeco, which he said is "the world's largest manufacturer of biometric and RFID solutions." The company's products are primarily used for

time-and-attendance and access control, he said, with 80 million units installed worldwide.

Susie Osowski, product manager—biometrics, Allegion, represented hand geometry recognition. "Hand geometry is

purely measuring the size and shape of your hand. It's not taking any fingerprints; it's not taking any palm prints. It is purely a geometry measurement—it is taking 90 different measurements of length, width, and height of your fingers

and hand," she said. The reader pairs the measurements with a template that is brought up with an ID card or PIN.

Blaine Frederick, VP product management—EyeLock, Stanley

BATTLE *see page 22*

Ray Coulombe

Select Security and Mace partner for DIY

Select's sister company bought a central from Mace

By Paul Ragusa

LANCASTER, Pa.—Select Security, a super-regional based here, is partnering with Mace, best known for its pepper spray, to launch a DIY product nationally in 2016.

Select Security's founder and CEO Patrick Egan said that teaming up with Mace to launch a DIY product is key to its success nationally.

"This is a whole different channel for us, and there was

no way we were going to enter the DIY space without a strong, recognizable brand name," Egan told *Security Systems News*.

"The fact that we have executed a long-term agreement with Mace—a nationally well-known brand name—we think it's got legs."

Select Security president Steve Firestone told SSN, "We are really bullish on the DIY space but we felt that the real play was with a brand that had a larger geographic brand equity than we do," he said. "Going to market with their name means that immediately the consumer marketplace will have trust with the product."

Firestone said Select has invited "what we believe to be

SELECT *see page 24*

Steve Firestone

US to lead \$38.7b global VSaaS market to 2020

Video surveillance as a service market to hit \$2.5b in Americas region by 2020, close to 27 percent CAGR

By Spencer Ives

LONDON—Now, and for several years to come, the United States will have the largest share of the global VSaaS market and the most common application will be in the commercial space, according to a Technavio report on the global

“The global video surveillance [as a service] market is \$1.76 billion in 2015, and by 2020 it would be around \$6.1 billion.”

—Amrita Choudhury, Technavio

VSaaS market from 2016 to 2020. The U.S. is the leading country

in the VSaaS market, according to Technavio, maintaining about

30 percent of the global market in 2015. The report groups

South and North America into a single “Americas” region, which constitutes 42.5 percent of the global market in 2015 and will continue to dominate the market with a similar percentage in 2020, Technavio industry analyst Amrita Choudhury told *Security Systems News*.

“Video surveillance as a service, in Americas for 2015, was around \$750 million,” Choudhury said. “Technavio feels it is likely to reach around \$2.5 billion by 2020. So, it’s close to 27 percent CAGR.”

“The global video surveillance [as a service] market is \$1.76 billion in 2015, and by 2020 it would be around \$6.1 billion,” she said. In this report, Technavio focused solely on VSaaS providers using the cloud, Choudhury said.

The commercial market for VSaaS, which includes “retail establishments, private companies, restaurants, and financial institutions such as banks and insurance companies,” will grow at a CAGR 31.88 percent in the forecast period, Choudhury said.

The commercial sector made up about 64 percent of VSaaS applications in 2015. “By 2020, it will be close to 74 percent,” she said. The global commercial market was close to \$1.1 billion in 2015 and the segment will grow to around \$4.51 billion by 2020, she said.

According to the report, “increased incidence of unlawful activities” in both enterprises and government is a main trend driving the global VSaaS market.

Choudhury identified four technological trends: video surveillance in educational institutions, edge-based video surveillance, the introduction of thermal cameras and the emergence of advanced technologies—such as H.264 video compression and 360-degree cameras.

Other factors, including “the development of data centers,” “a need for data management,” and the Internet of Things could drive the VSaaS market as well.

The investment needed to implement VSaaS could be a challenge for the SMB market with VSaaS, she said. Additionally, VSaaS’ cloud-based nature also means that the cloud platform needs to be cybersecure.

Key vendors include Axis Communications, Bosch Security Systems, Cisco Systems, Hikvision Digital Technology, Honeywell and Panasonic. **SSN**



A. Choudhury

What do your customers want?

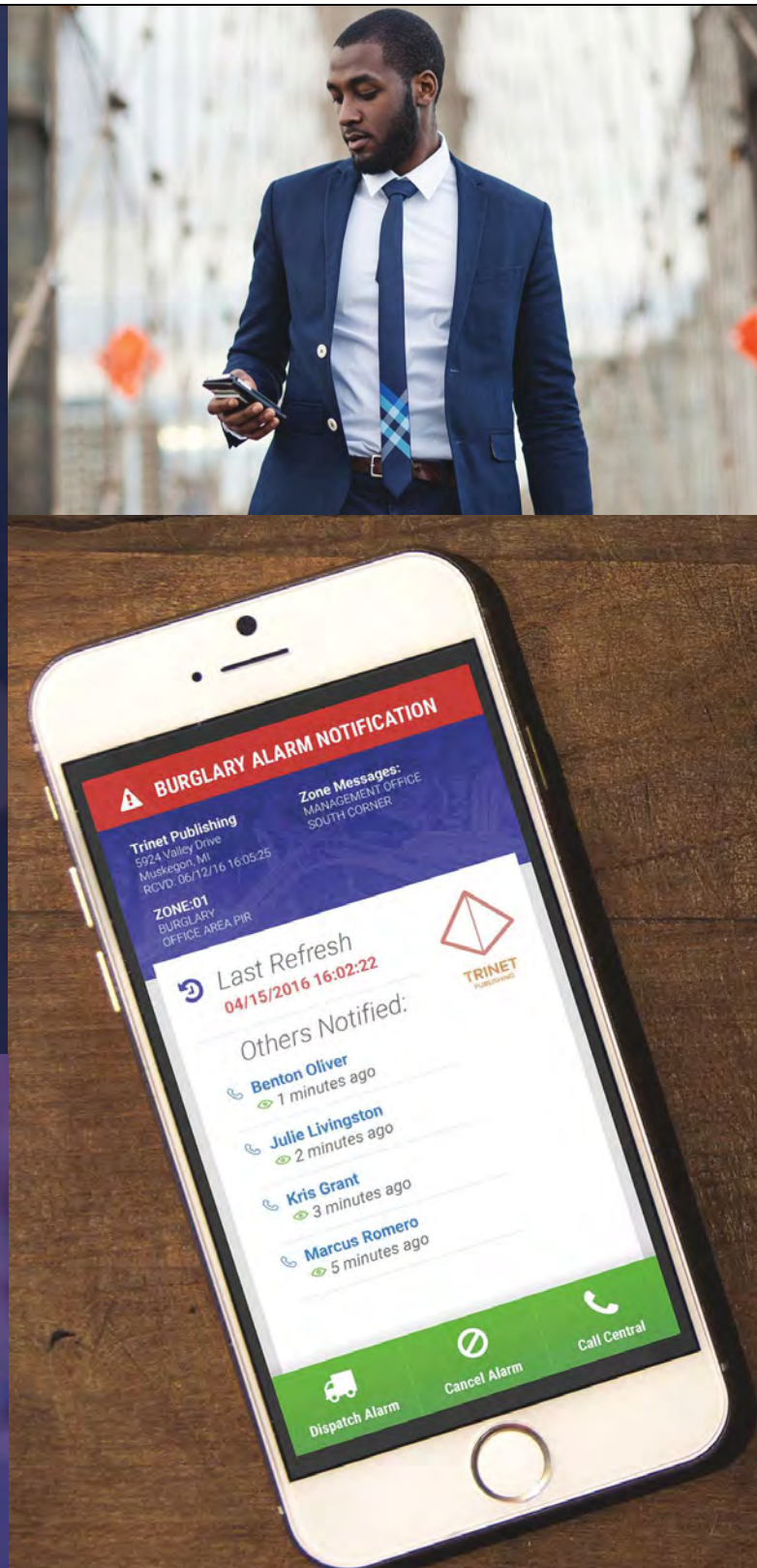
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NEWS

How do you handle cybersecurity?

Many respondents consider having a cybersecurity expert on staff

By Spencer Ives

YARMOUTH, Maine—Cybersecurity is a topic that has dominated industry events, like PSA-TEC. While 71 percent of respondents to *Security Systems News*' latest poll have never experienced a cybersecurity breach, 29 percent say they have experienced a breach at their home or business.

"I would recommend that more companies make cybersecurity a management priority, and focus on two-factor authentication (text message, phone PIN, etc.) as an alternative to just passwords," said Johnathan Huettner, CIO for GHS Interactive Security.

The largest portion of respondents—40 percent—said their companies have instituted cyber-hygiene best practices or have a cybersecurity expert on staff. An additional 29 percent said that their company is beginning

to address cybersecurity, either through education or designating someone on staff. Thirty-one percent said their company does not offer cybereducation or training.

"Physical security surveys are now incomplete if cybersecurity isn't included. Physical security systems are very vulnerable to attacks," John Strauchs, senior principal for Strauchs LLC, said.

One reader outlined the policies their company has instituted to reduce cyber-risks. "We minimize our company's computer's access to the Internet. We don't use Windows on the Internet, and only for manufacturer-required software (programming controls, etc.)," this respondent said. "Our custom software (written internally) will not run on non-company computers. We use open-source encryption. Our laptops do not have payroll information on them. We use full

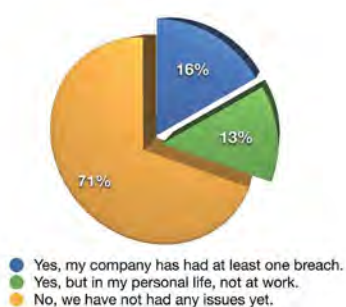
disk encryption on laptops that have customer information."

Should traditional security integrators partner with cybersecurity companies to offer customers both cyber- and physical security? It's a great idea, according to 38 percent. Forty percent said they'd like to hear more about working with a cybersecurity expert.

Twenty-two percent said it's too complicated a topic for the standard integrator.

Physical security companies aren't suited to handle cybersecurity concerns, according to one respondent. "Most security integrators are ill-equipped to even begin to understand the needs and requirements for cybersecurity. I think cybersecurity is going to become a highly specialized, very focused industry, one that alarm dealers have no business in," the reader said. **SSN**

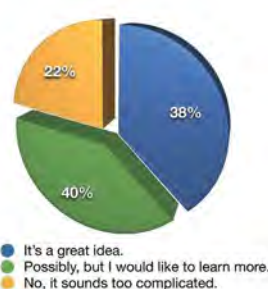
Have you ever experienced a cybersecurity breach?



How do you educate your employees about cybersecurity?



Should integrators work with cybersecurity providers?



News Poll based on answers provided by respondents in May and June.

HOW I USE MY SYSTEM

Matt Eyrich talks about his home security

Matt Eyrich is the VP of commercial sales for LOUD Security, based in Kennesaw, Ga. He joined the company four years ago to lead the commercial sales division for the company. Since then, the division has



Eyrich uses a touch-screen DMP panel at home. added on an administrative employee, two sales people and is looking to hire a third commercial salesperson. *Security Systems News* got the chance to talk with Eyrich about the system he chose for his home.

What kind of security system do you have?

I have a DMP system [with a touch-screen keypad]. ... I have automated door locks, I've got [smart] thermostats. I have lighting controls. I have the app that does all that fun stuff; I have cameras that are all controlled through my app.

Why this particular setup?

I use DMP [at LOUD Security], and I believe in that product. It's a good quality product, everything tested before it gets shipped out. ... I'm sure when I arm that thing, it's going to work at night or when I'm away.

What is one aspect of your security system that you wouldn't want to live without?

For me, I guess it's two-fold: the cameras, and also I can have a notification when the front door opens and closes, which lets me know when my daughter actually gets home. She can also check in on the keypad when she gets home. Really that part of it is what I use the most. My wife, on the other hand, she uses the thermostat controls non-stop.

Where do you see security going next? What are some big trends?

I see security going more to a lifestyle. We used to just sell security. ... Now, you're selling a lifestyle change, how you can control everything, and security. ... I see a lot of people getting more involved with cameras and recorders at home.

—Spencer Ives

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Is SecureXperts an IT security consultant or a physical security consultant? Can you describe your services and tell us who your customers are?

Founded in February 2001, SecureXperts is an information security consulting company that has worked with the U.S. federal government, enterprise businesses and commercial entities and others that have the following concerns: securing against cyberthreats, dis-

ruption, economic loss, or brand deterioration due to cyber breach/data loss; best cybersecurity practices; getting started securing infrastructure, products and services; budgeting and ROI for cybersecurity; getting started and changing cybersecurity culture.

We also provide consulting and testing services to system integrators and manufacturers to help them meet compliance requirements from customers to ensure

that the products they develop do not create risk for their IT environment.

Can you give an example of a couple of recent projects you've worked on?

We've done penetration testing and vulnerability assessments for one of the largest seaport and container terminals in the United States. We also worked with Bosch on the development of a cryptographic chip enabled inside of their IP-based camera so that it meets FIPS 140-2 level 3 certification. This is important, as it is the first solution using Public Key Infrastructure (PKI) at such a high level. It can transmit information over U.S. Federal Networks connected to a trust environment known as the Federal PKI Bridge. The solution is known as Credentialed High Assurance Video Encryption or CHAVE.

We also worked with Genetec to integrate this technology into a VMS platform, known as Security Center, and expect other platforms, such as baggage screening and explosives detection devices to be integrated with our technology.

—Martha Entwistle

Specifically Speaking features Q-and-A with a different security consultant every month. Consultants are provided to *Security Systems News* by Security Specifiers.



ESA 'gives back' to law enforcement

By SSN Staff

IRVING, Texas—The Electronic Security Association at the end of May announced that the National Law Enforcement Officers Memorial Fund (NLEOMF) will be the primary recipient of this year's ESA Gives Back charity.

"We are proud to join with the National Law Enforcement Officers Memorial Fund this year in support of their mission," said ESA's CEO and executive director Merlin Guilbeau, in a prepared statement.

ESA started fundraising during its 2016 leadership summit, collecting \$1,400 for the NLEOMF, which is dedicated to honoring and remembering the services and sacrifices of law enforcement officers in the United States. **SSN**

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Roundup for ESX 2016: Fort Worth

By Paul Ragusa

FORT WORTH, Texas—As promised, ESX 2016, which was held here June 10-13, brought the industry together to “explore, expand, exchange and evolve.” ESX Chairman **George De Marco** started the OpenX-change Breakfast the first day of the show saying, “Every aspect of your business is about to change,” which as the conference went on, emerged as a major theme for the show, as it reflects the pivotal time in the industry right now.

Wednesday, June 8

The first full day at ESX 2016, began with a thought-provoking OpenXchange Breakfast discussion led by De Marco, featuring panelists **Nate Williams**, chief revenue officer for August, and **Tim Colleran**, director of Business Development for Qualcomm.

De Marco started things off right with some fun by announcing a special guest—Amazon Echo’s Alexa, who was given a seat on the panel to join the discussion. After some uncharacteristically witty banter from Alexa, it became apparent that it was not Alexa at all, but rather De Marco’s daughter, Lauren, who with the help of her father provided some levity before some serious discussions on identifying disruptive technologies and emerging trends in the industry today.

Williams pointed out that the industry needs to pay attention to the success of

Amazon’s Alexa, which he pointed out is in 4.5 million homes, as “voice is the next big thing, and you will see an explosion in the next five years,” he said. “Voice control is just more natural and people want that today.”

“The big challenge,” he continued, “is integrating and bridging products in the home. Over time, we have to be able to show how devices work in concert, which is already starting to happen.”

After the OpenX-change breakfast, I sat in on a spirited session, “Go Big or Go Home? Expanding & Extending into New Markets,” which was moderated by **Greg Simmons**, co-owner/VP of Eagle Sentry, and included a great panel featuring **Jeremy Bates**, general manager and co-owner of Bates Security/Sonitrol of Lexington, Inc., **Barry Epstein**, president of Vertex Capital and **Tom Kerber**, director, Research, Home Controls & Energy for Parks Associates.

The panel was well balanced, with Kerber handling the research side of things, Epstein looking at acquisitions and Bates providing a



George De Marco opened the first day’s OpenXchange Breakfast.

dealer’s perspective.

Kerber pointed out to the packed session of interested dealers that today “a majority of security subscribers—more than 50 percent—have interactive services,” he said. “RMR growth, for the most part, has been driven by this increase in interactive services adoption. And security is the leading channel to the smart home,” providing an opportunity for dealers to increase RMR by being able to provide these options for their customers.

Bates pointed out that with so many smart home and interactive products and new opportunities, “dealers need to be careful what they chase and stay focused on their business model” as they look to possibly expand or grow into new markets or geographical areas.

For dealers who are trying to navigate the acquisition landscape, Epstein noted that there are certain criteria that must be met before a dealer decides to buy another company. The first thing to ask is “do they have

good, solid contracts?” he said, “Because if they don’t have contracts, tell them to call you back when they have contracts.”

Prior to the trade show floor opening, the Opening Keynote Luncheon featured world-renowned business futurist and innovation thought leader **Nicholas Webb**, author of Innovation Playbook and The Digital Innovation Playbook, who raised some important questions to ponder in this new smart-home driven world we are now living.

Webb pointed out that there are a lot of hackers, so to speak, who will try to disrupt the industry by providing innovative technology or services that consumers today want, and provided examples of what Uber did to the taxi industry and what the WAZE app did to GPS devices like Garmin.

His take-home message to a packed house: “You either become a hacker—a disruptive innovator—or you get hacked by a disruptive innovator.”

Thursday, June 9

Day two at ESX 2016 began with the Industry Excellence Breakfast, which provided the perfect setting to recognize and honor the industry’s leaders with awards. It also featured keynote speaker **Michael Jagger**, founder and CEO of Provident Security, who stressed to attendees that becoming great or “remarkable” at what you do involves staying

ESX see page 10

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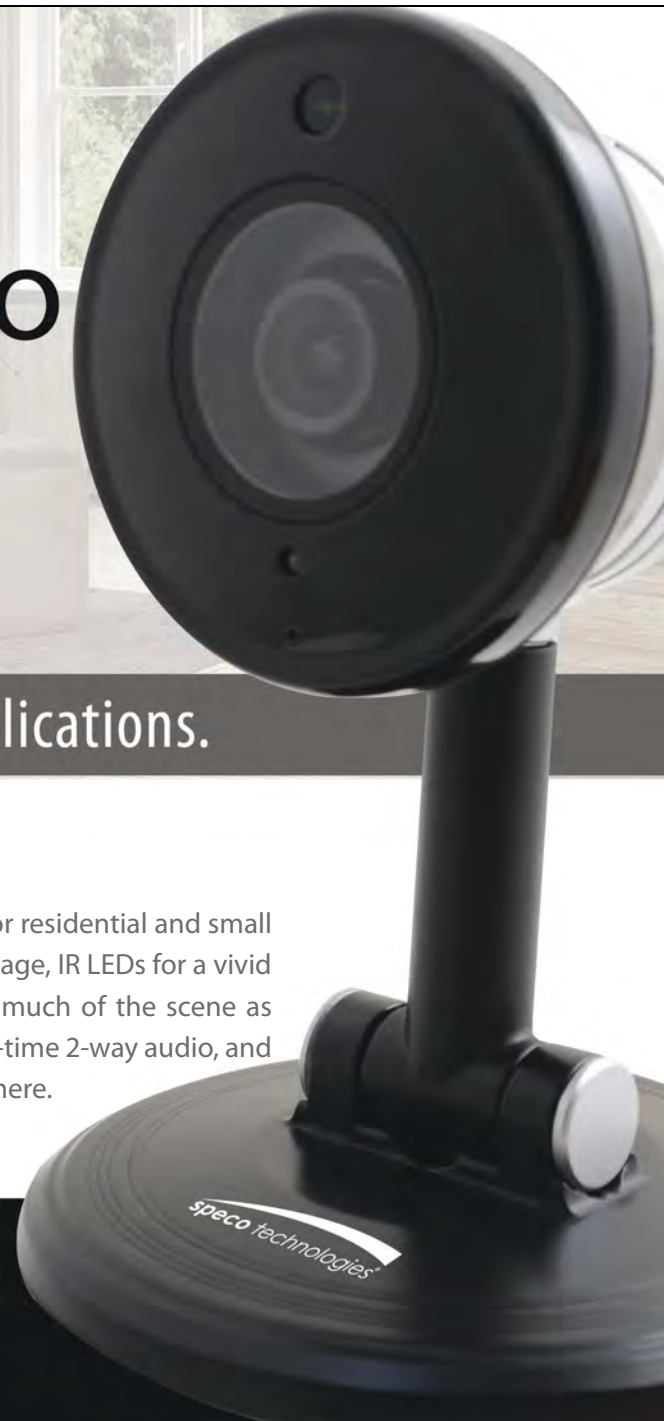


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ESX attendees walk away refocused on business

Continued from page 7

focused on your business model, and many times saying no to the numerous opportunities that arise for companies in today's security industry.

He gave the example of renowned master chef Jiro Ono at Sukiyabashi Jiro in Tokyo, a three-star Michelin restaurant located in the basement of an office building that Jagger visited on a recent trip. Ono has made a name for himself, Jagger pointed out, by "intentionally not being bigger, staying smaller and being the best sushi chef he can be," he said. After the Industry Excellence Breakfast, I sat in on an educational session titled, "Video is the New RMR," moderated by **Scott Carpenter**, president, Action Alarm Solutions, and featuring panelist **Larry Folsom**, president, i-View Now, **Nik Gagvani**, president, Check-Video, LLC, and **Daniel Forrest**, CEO, Eye-force Inc.

Carpenter led the session off by saying, "Video is the next market that will save everyone," as it provides the opportunity to add a new level of RMR to your business.

Gagvani pointed out that in addition to the new wave of IP-based cameras available and the capability of cloud-based monitored video being readily available, "video analytics allows you to expand your monitoring capability."

Forrest noted that although video is being used for small- to enterprise commercial locations, he sees increased adoption of video on the residential side. "There have been some privacy issues in the past for the home but that is changing," he said, opening up another area for increasing RMR for dealers today.

Gagvani added, "There are a lot of good use cases to draw on now in the home, so video will become more accessible to, and desired by home owners."

Moving back to the main stage for the Public Safety Luncheon, featured speaker FBI

Section Chief **Philip Celestini** provided an overview of what the FBI is doing to combat the ever-changing landscape of cyber threats. As a veteran special agent of the FBI, Celestini is the senior executive FBI Representative to the National Security Agency and U.S. Cyber Command, and has seen first-hand the financial and other impact cyber attacks have on the U.S. and throughout the world.

For example, ransom-ware attacks went from causing \$25 million in losses to \$200 million in just the last year in the U.S., as well as \$2 trillion in cyber crime losses worldwide. Furthermore, "80 percent of companies who have been attacked by ransom-ware are not reporting it to law enforcement," he said, which is why the FBI is reaching out to the industry for its help in spreading the word of the importance of cybersecurity and working with law enforcement to minimize loss.

The second day on the trade show floor gave me another chance to check out the ESX Innovation Award winners' products up-close and personal, and demo the latest and greatest products in the industry today.

Friday, June 10

I started the final day at ESX sitting in on a session titled, "Rethinking the Political Landscape - How to Impact the Industry through Legislative Action," which was moderated by **Robert Few**, director, Time Warner Cable - IntelligentHome, and featured panelists **Todd Baxter**, regional vice president of government affairs, Texas, Time Warner Cable, and **David Morris**, founder, Modern Systems Inc.

The panel emphasized taking a proactive role through industry representation with elected officials.

"ESA is currently tracking and monitoring 177 bills that could possibly affect the industry," noted Baxter, who said it is imperative that security company owners get to know their state legislature, who can make them



ESX showcased its innovation award winners' products on the show floor in Fort Worth.

aware of impactful legislation.

"It is so important to meet and get to know them [state legislators]," he said. "They are there to represent you."

Morris told his story of how he was able to block some legislation in his state of Kentucky that would have been harmful to security businesses by reaching out to his state legislators and getting the word out to others in the industry and within the state. "I knew it [the proposed legislation] wasn't good for our industry," he said. "Don't assume the state knows what they are doing when it relates to our industry."

Morris was able to work with his state legislators to amend and rewrite the bill to better reflect the needs of the security industry and professionals in his state. "Everything we suggested to the state they agreed to and added in the language of the bill."

Although the bill died in committee, the panel all agreed that sometimes halting or killing a bill that is bad for business is an important first step.

"The entire process is set up to kill bills," said Baxter. "I like to tell people that there

are two things you should never watch being made: sausage and legislation. It is very difficult to get a bill through and more than half don't make it."

For those looking to dip their toe into the legislative pool, Few said participating in the annual ESA legislative trip to Washington, D.C., "was the key to figuring out the process" for him.

For the closing keynote, economist **Alan Beaulieu**, a principal of ITR Economics, returned by popular demand and did not disappoint, as he was able to mix economic forecasting with a wry sense of humor that had attendees both intellectually riveted and spitting out their drinks at the same time.

For starters, to get everyone's attention, Beaulieu started out by saying, "Another great depression is coming in 2030," as baby boomers continue to age and put pressure on our healthcare system and finances.

"We have 80 million baby boomers, but we have 3- to 4 million more millennials," he said, pointing out, "The millennials are going to need all of us baby boomers to die off because we are going to ruin the economy for them."

In the short term, though, Beaulieu said that he sees a mild recession coming in 2019, similar to the one we had in the '90s. But before that happens, he says the next few years will be very good for the country and the security industry overall.

"2015 was a good year—record high levels of GDP and job opportunities, and the economy is growing," he said. "I expect the fed rates to go up, so now is the time to get that loan, and make that purchase or acquisition, hire new people."

He said that it is also imperative to "make sure your training and retention programs are top notch," and "plan for higher wages and energy costs" down the road.

Although he wouldn't pick our next president, he did guarantee a "one-term president," because of the looming recession in 2019.

As for the millennials, Beaulieu said, "Who knew it, but they are just like us, and want the same things we do—a family, kids and a house in the 'burbs. They will be a strength for our nation, but only after us baby boomers die off."

He told the audience not to be afraid of hiring millennials, especially at a time when it is so difficult to find quality employees in the security industry. "Just make sure you feed them," Beaulieu said. "And I am talking actual food." **SSN**

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Charlie Lunney, Vice President
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EDITORIAL

New faces, new deals, and a warning

SUMMER IS supposed to be slow in the security industry. Not so much in 2016.

A bevy of new executives were named in the past month. Kastle Systems has a new president of the Northeast (page 14), Matt Barnette is now president of Mercury Security (page 27), and JCI and Tyco, who are merging in a deal that is scheduled to close this fall, announced the post-merger executive line-up—which doesn't look so different from JCI's current line-up (page 1).

And we had plenty of M&A this month. In the residential arena, LOUD Security made a buy, Security ONE did some acquiring up in Ontario, and Nortek purchased a natural language processing platform (pages 24 and 25).

Convergent Technologies' buying spree continues unabated. The systems integrator has made five acquisitions in five months. Being a billion dollar organization by 2020 is the goal, Convergent executive chairman and co-founder Dan Mocerri told me. I have Mocerri on speed dial, as he said there will be more deals forthcoming (page 14).

We also reported on a deal that is in the works, according to sources.

The Alarm.com-Icontrol saga, which has had many chapters over the years, including lawsuits, may end with a union.

Alarm.com and Comcast are reportedly in talks to acquire Icontrol. How would this deal affect the industry?

I spoke to half a dozen folks including

Parks Associates' Tom Kerber (page 26).

This summer we continue to hear an awful lot about DIY.

Select Security is partnering with pepper spray maker Mace on a DIY project. And abode, a DIY product, is the latest to announce that it will offer a professional monitoring option. (see both stories on page 1).

John Loud, in addition to buying companies, is also prepping to launch a DIY offering (page 24).

Finally, read Paul's reporting from ESX, which concluded with a keynote delivered by economist Alan Beaulieu.

Beaulieu, we heard, was "back by popular demand." After the presentation we knew why. He was really funny and included some warnings you all may want to check out. Now is the time to acquire and to hire, he said. Why? (See page 10).



Martha Entwistle

Letter to the editor

By George De Marco

We Explored. We Expanded. We Exchanged. We Evolved. ESX 2016 was true to form in delivering on this year's theme. Attendees connected with their peers and colleagues at the Welcome Reception in the Belt Buckle Lobby in the Fort Worth Convention Center.

ESX provided unique opportunities for industry professionals to gain a broader perspective on the business of electronic security and life safety, and the changing competitive landscape—opportunities

such as thought-provoking Main Stage Keynotes, peer-delivered educational sessions, vibrant networking events and a dynamic show floor. Attendees connected with their peers and colleagues to share best practices, providing a powerful ecosystem for them to hone their business and leadership skills.

We introduced ESX Central, a new feature on the show floor for 2016. Used as a rallying point for ESA's Young Security Professionals and for our attendees to meet Main Stage keynote speakers. ESX Central proved to be a great place for

connecting with thought leaders, peers and colleagues.

Another highlight of ESX 2016, besides the Texas hospitality, was The Crawl, a unique experience for attendees to blow off some steam and enjoy the best of Fort Worth's nightlife. As I always say ... what happens at ESX is usually recorded on video. This year was no exception.

There is no better place than ESX to rekindle and recharge your appetite to grow your industry acumen, and take your organization to the next level. We truly enjoyed the opportunity to show our guests the best of ESX 2016 and Fort Worth. We look forward to seeing y'all in Nashville for ESX 2017!

George De Marco is the ESX chairman..

Most-read stories at www.securitysystemsnews.com from May 23, 2016 to June 16, 2016

1. JCI and Tyco announce post-merger executive line-up
2. Convergent buys fifth company in five months
3. Matt Barnette named president of Mercury Security
4. Kastle's new president Glenn Felson looks to capitalize on IoT
5. Global home automation market to hit \$78b by 2022
6. The Battle of the Body Parts: Which biometric will prevail?
7. ADT warns of rise in deceptive sales practices
8. Comcast and Alarm.com reportedly in talks to acquire Icontrol
9. LOUD Security acquires company, will launch DIY division
10. Alarm.com opens new global HQ facility
11. NXT-ID to buy LogicMark
12. Nortek acquires voice recognition company Nuiku
13. Axis acquires video analytics provider Cognimatics
14. Axis buys 2N audio company

COMMERCIAL & SYSTEMS INTEGRATORS

Felson named new president at Kastle

New executive wants to leverage IoT, touts KastlePresence capabilities

By Martha Entwistle

NEW YORK—Glenn Felson on May 24 was named to the newly created role of Kastle Systems president of the Northeast region.

Felson, who comes to the security industry from the commercial real estate world, said he believes there's "an unmet need for buildings to modernize and tap into the cost savings [provided by Kastle technology.]"

Over the past six years, Kastle Systems has spent \$60 million developing security solutions, he said. "We focused a lot on leveraging the Internet of Things and our big differentiator is KastlePresence," Felson said.

KastlePresence is a platform



Glenn Felson

that enables "100 percent hands-free access control." The user downloads an app to their phone. Kastle can remotely download or remove the credential to the user.

The platform uses BLE (Bluetooth low energy) technology to communicate with a Bluetooth-enabled card reader and let the user walk through access points without removing a phone from a purse or pocket.

Introduced earlier this year, Presence is in use at Kastle customer sites in New York and elsewhere, Felson said.

In addition to hands-free access control, KastlePresence collects data that helps Kastle "improve the user experience," Felson said.

That data includes occupancy rates, he said. The technology also includes a virtual panic button that the user can sound if they need help.

Felson said that Kastle aims to "provide security from the perimeter of the building down to individual tenants of the building."

Kastle Systems had about \$85 million in revenue in 2015 and \$5 million in RMR. Based in Falls Church, Va., Kastle has offices around the country including California, Chicago and Texas. It also has an office in Australia.

The company has about 400 employees, 90 of whom are in New York. The Northeast business is comprised of three different brands, Kastle Systems Northeast and two companies that Kastle acquired in 2013: Mutual

Central Alarm Services and Stat Land Security Services. It also owns managed video provider CheckVideo.

Felson is charged with growing Kastle's business in the region. To do that, he plans to "leverage the combined resources of Kastle's divisions [to offer more services to current customers] and attack more vertical markets."

Kastle currently protects 6,200 sites in New York, including many banks, high-end retail locations, and tenants in the Empire State Building and the MetLife Building.

Felson believes that combining the offerings of Kastle's three brands, and its Presence platform will enable owners of commercial buildings and other verticals to realize energy savings and reduce overhead. **SSN**

BRIEFS

Doyle Security Systems acquires accounts from Albany Protective

ROCHESTER, N.Y.—Doyle Security Systems acquired 1,100 accounts from Albany Protective Services on May 31.

"It gives us a great expansion in our Albany market—just a much stronger presence," John Doyle Jr., company president and CEO, told *Security Systems News*. Prior to the acquisition, Doyle had about 1,400 accounts in that area.

Doyle has been working on the deal for about six months. Financial terms of the deal were not disclosed. Albany Protective's account base is mostly commercial, Doyle said. "Their split is about 70 percent commercial and 30 percent residential."

APS had operated its own UL central station, but Doyle is transferring the accounts to its monitoring center. "They were on the same software platform as we were, which was really helpful—for both their monitoring and their billing," Doyle said, noting both companies used Bold Manitou for automation and Sedona Office for billing.

Four employees from Albany Protective Services are joining Doyle. Former president and majority owner of APS, Mark Foster, will work in Doyle's Albany office in a management position, the company announced. Ross Foster, who was part owner of APS, will work in Doyle's sales, and two service technicians are joining the team from APS.

Electric Guard Dog has new PE firm as owner

COLUMBIA, S.C.—Electric Guard Dog, a manufacturer and installer of a solar-powered perimeter security system that is electrified and monitored by a central station, based here, has a new private equity owner as of June 14.

Snow Phipps, a private equity firm focused on middle-market control investments, targeting platform companies with enterprise values ranging from \$100 million to \$500 million, has purchased Electric Guard Dog from Ulysses Management for an undisclosed amount.

Raymond James & Associates advised Electric Guard Dog on the deal.

Electric Guard Dog CEO Jack DeMao and the current management team will remain.

In 2014, Electric Guard Dog passed \$2m in RMR.

Snow Phipps' operating partner John Kenny will join Electric Guard Dog as the non-executive chairman of the Board of Directors.

How Security-Net keeps techs on track

By Martha Entwistle

EXTON, Pa.—Security-Net's president Skip Sampson says keeping techs, customers and partners informed and coordinated is a snap thanks to a new proprietary software the national systems integrator is using.

Called SN-APP, Sampson says the software is "a differentiator for us that's about making the client experience with Security-Net better than the experience with other national integrators—which is the reason Security-Net was formed in the first place."

Security-Net is a \$375 million business made up of 21 member companies. It has 50 offices and 1,200 employees.

SN-APP is the newest iteration of Security-Net's CRM. Security-Net secretary Bill Hogan said it's working well because it was designed for Security-Net by software

designers who understand the physical security industry. One of the designers previously worked for a security company as a project manager.

"It's a much more robust platform [than earlier versions] with many, many more features that we hadn't imagined [years ago]," Hogan said.

Sampson said Security-Net used "feedback from our national account client base about what they wanted to see, what their expectations are and what they were not getting from other national integrators."

For example, a common pet peeve for end users, he said, is a tech showing up to fix something, but not knowing where the security device is located.

That doesn't happen with SN-APP, Sampson said. Even if the tech has never been to the customer site, they can call up the site on their phone. All

TECHS see page 15



Skip Sampson

Five in five months, Convergent on a roll

By Martha Entwistle

SCHAUMBURG, Ill.—Convergent Technologies on June 1 made its fifth purchase in five months. And, there will be more, according to Dan Mocer, Convergent executive chairman and co-founder.

Convergent's fifth purchase of 2016 is: Corporate Security Services of Edison, N.J.

Mocer said the deal expands Convergent's geographic reach in the N.Y., N.J. and Philadelphia region, brings "really nice integration skills, product expertise

across product lines we support, ... and a similar focus on the customer on the service side."

Corporate Security Services also has a "highly visible customer base with a strength in the financial and hospital verticals," according to a Convergent statement.

Bob McCabe, president of Corporate Security Services, and all of his 30 staffers are joining Convergent. "Convergent's

commitment to superior customer service was a driving factor in our decision to join their team," McCabe said in a prepared statement.

When will the acquisitions stop? Not in the foreseeable future, Mocer said.

Mocer expects Convergent's 2016 revenue to be about \$600

million. He wants to continue to expand the company organically and through acquisitions, and he has the support of PE partner KRG Capital, which Convergent has been working with since September of

2012.

"We think by 2020 we can be a billion dollar organization," Mocer said.

Convergent purchased Dakota Security in January of this year. In April, Convergent acquired H&E Comfort Controls of Windsor, Ontario, and Enion, an integration firm based in Switzerland.

In May, Convergent bought Total Recall of New York. **SSN**



Dan Mocer

JCI-Tyco name post-merger executive roster

Continued from page 1

is well suited to take over the CEO role for a large industrial company like this," Cetingok said.

Following are the seven corporate executive officers who will report to Molinaroli when the deal closes.

Grady Crosby will serve as vice president, public affairs & chief diversity officer—currently holds the same role with Johnson Controls

Simon Davis will serve as vice president & chief human resources officer—currently holds the same role with Johnson Controls

Kim Metcalf-Kupres will serve as vice president & chief marketing officer—currently holds the same role with Johnson Controls

Judy Reinsdorf will serve as executive vice president & general counsel—currently holds the same role with Tyco

John Repko will serve as vice president & chief information officer—currently chief information officer & enterprise transfor-

mation leader with Tyco

Brian Stief will serve as executive vice president & chief financial officer—currently holds the same role with Johnson Controls

Jeff Williams will serve as vice president, operations & engineering—currently holds the same role with Johnson Controls

Following is the list of business leaders who will report to Oliver upon completion of the merger. All of them currently hold the same role at either Tyco or JCI. Their current company is noted below.

Bill Jackson, executive vice president & president, Building

Efficiency (JCI)

Trent Nevill, vice president & president, Asia Pacific (JCI)

Colleen Repplier, president, Fire Protection Products (Tyco)

Girish Rishi, executive vice president, North America Integrated Solutions & Services and Tyco Retail Solutions (Tyco)

Mike Ryan, president, Security Products and Life Safety Products (Tyco)

Johan Pfeiffer, executive vice president, Rest of World Integrated Solutions & Services (Tyco)

Joe Walicki, vice president & president, Power Solutions (Johnson Controls). **SSN**

TECHS

Continued from previous page
devices are geo-located on the map and have product details and service history.

SN-APP is used for much more than service calls, however. It's a project tool that's used for the whole lifecycle of a job, "from the initial survey to the proposal, to the installation and servicing of that account," Sampson said.

End users, Security-Net partners and even sub-contractors can be given access to the software via permissions.



Bill Hogan

are looking for transparency today—you really can't showcase enough of the details," Hogan said.

With the progress and status of a job in all locations available to the end user at all times, "it really holds the integrator accountable," Sampson said.

"Once you open the window to your work activity, not only during the installation, but the service period, you make yourself totally visible."

In the process, uniformity and best practices are reinforced, Hogan said. **SSN**

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MONITORING

Biometric company buys in PERS

By Spencer Ives

NAPLES, Fla.—NXT-ID, a biometric sensor company, has agreed to acquire PERS manufacturer LogicMark for \$20 million. NXT-ID's expertise in biometrics and miniaturization will help LogicMark develop PERS solutions, LogicMark president Kevin O'Connor said.

O'Connor formally announced the deal on May 19 here at Affiliated Monitoring's PERS conference Catalyst. The deal should be final by the end of June.

"The biggest benefit to us is the technical resources," O'Connor told *Security Systems News*.

O'Connor said that the com-

panies have complementary capabilities. The deal brings LogicMark in-house engineering staff, and NXT-ID gets access to the LogicMark customer base, warehousing and customer service.

LogicMark manufactures both monitored and non-monitored PERS devices. Non-monitored devices directly call 911, and he said the company

has a "strong foundation" in non-monitored devices. "The PERS market is primarily driven by the monitored solutions," he said, adding that LogicMark will

expand its monitored solutions. NXT-ID focuses on technologies for biometric access control, mobile commerce, and

Department of Defense contracts. Biometrics and PERS technologies overlap, according to O'Connor. "The most immediate application is utilizing voice recognition technology in voice-activated devices," he said. "We are in the development stage with our voice-activated emergency wall communicator and NXT engineering resources will work



Kevin O'Connor

with us on finalizing that development."

NXT-ID will have some input in LogicMark's current product development, he said. "As early as late this year you'll see some impact [on our products]."

In addition to the company's biometrics, O'Connor specifically lauded NXT's ability in "miniaturizing" products. "Building a smaller device that is technically proficient is not easy and NXT has some experience with that."

Will the LogicMark brand stay? "That's the plan—that the LogicMark brand will remain and it'll be a wholly owned subsidiary," he said. **SSN**

Hertel enters new role with Rapid

By Spencer Ives

SYRACUSE, N.Y.—In his new role as Rapid Response Monitoring VP of technology and innovation, industry veteran Morgan Hertel intends to help Rapid leverage new and emerging technology in the monitoring space.

"As I start to transition out of that operations role, it'll free up a lot of my time to be able to work specifically on the technology and other people will start to fill in the gaps on the operational side," Hertel said. This transition will "really take shape over the next three months" and will be entirely finished by the end of the year, he said.

Hertel will also dedicate more time to industry associations, such as AICC and CSAA.

"The other part of [the new role] is making sure that systems that are internal to us, that we use on a regular basis, are performing as efficiently as possible and taking into consideration all the new technology that is coming out today," he said.

Asked about new technology that Rapid has taken advantage of recently, Hertel mentioned mobile devices, such as mPERS or freight tracking.

Monitoring wellness and activity levels is another trend

Rapid is paying attention to. "Healthcare is obviously evolving. ... Telemedicine, telehealth, [and] being able to track where people are heading, health-wise, before it becomes critical in nature, is becoming more and more the central station's role," he said.

However, Hertel pointed out that innovation is not always about products and services. Innovation can be "methods and platforms."

In his previous role, Hertel "was responsible for all of operations, which included not only dispatch operations but also dealer support, software development, training, IT support and technical support for the dealers," he said. He'll still be involved in these areas, he added.

Hertel predicted that communication paths will be an ongoing challenge for the security industry.

"Today, everybody's jumping on cellular. There's nothing wrong with that, except the expectation that it's going to live forever is completely erroneous," he said. Some companies have been diligent in their 2G conversions, he said, but the 3G and 4G radios they put in will still sunset "and be replaced by LTE sometime around 2021." **SSN**



Morgan Hertel

Abode expands

Continued from page 1

options], but our goal first was to get the product out in peoples' hands and really drive some of the early feedback to actually make our product better, before we went down the road of charging people for services," Chris Carney, abode's founder and CEO, told *Security Systems News*. Prior to starting abode, Carney was in the traditional security space, working with ADT and Tyco.

The company offers its system with three plans.

Its "Basic" plan is MIY with professional monitoring on-demand with no monthly fee. The "Connect" plan offers everything in the basic plan with a 3G cellular back up for \$10 a month. Abode's "Connect + Secure" plan gives users all the functionality of its Connect plan with full professional monitoring, for \$30 per month.

The company started shipping products to consumers in November and currently has 1,000 users in 27 countries. "Our goal is to hit 10,000 users in our first 12 months," Carney said. Users outside the U.S. are on the non-monitored option, but the company is currently integrating with foreign central stations to support other plans, he said.

Abode launched its monitoring options in mid-May. The company offers two options for on-demand monitoring:

\$8 for three days or \$15 for one week.

Abode is currently only sold directly to consumer, but that could change. "We do want to look at the security space as a place to partner with companies," Carney said. He said his partnership would appeal to companies that want a DIY offering in their portfolio. Partnering companies would have abode accounts monitored through UCC, he said.

"We can get partners up and running on a pilot in a few weeks," Carney said. "Our goal is to maintain our brand as part of these relationships; we would be willing to discuss other branding solutions with dealers on a case-by-case basis."

Dealers would own the accounts and the possible RMR. "Our solution will also provide the dealers the opportunity to become the trusted advisor for the user's entire connected home in addition to their security consultant," Carney said.

The abode system can also verify alarms that can reduce false alarms. "Every system that we send has visual verification of events," abode co-founder Brent Franks said.

"We're focused 100 percent on security, but essentially our product is a smart home in a box," Carney said. "We also have the ability to add other third-party devices that are ZigBee or Z-Wave." **SSN**



Chris Carney

BRIEFS

CSAA members vote, name changes to The Monitoring Association

FORT WORTH, Texas—The Central Station Alarm Association name is on its way out.

At the June 6 CSAA general membership meeting here at the ESX show, members voted to change the name to The Monitoring Association.

Jay Hauhn, CSAA executive director, told *Security Systems News* that 90 percent of those voting were in favor of changing the name to The Monitoring Association, "and the other 10 percent wanted to change the name, the only discussion was about what exactly the new name should be."

The new name signals a change in direction for the association, and is among a list of improvements and updates that Hauhn and CSAA president Pam Petrow have outlined over the past year or so.

Hauhn said the new name better reflects what professional monitoring companies do. "Central Station Alarm Association is an old school term that was driven by UL standards," he said.

Today's monitoring companies are monitoring "things that are mobile, people, and more. It's not just the monitoring of fixed assets anymore," Hauhn said.

Petrow said that there are some research and registration tasks that the association will have to complete before the name change is official.

Honeywell releases new cloud-based platform

MELVILLE, N.Y.—Honeywell on June 1 announced AlarmNet 360, a cloud-based management platform, designed to help security dealers and central stations drive business growth, simplify account management and streamline installations.

"AlarmNet 360 is focused on efficiency and simplicity, giving our customers the behind-the-scenes tools needed to manage and grow their business," said Alice DeBiasio, general manager, cloud services, Honeywell Security and Fire, said in a prepared statement.

Through AlarmNet 360, dealers and central stations can set up customer profiles, register communicators, program LYNX Touch 5200 and 7000 series home and business control systems, and set up Honeywell Total Connect Remote Services. Systems can be configured remotely, on-site or a combination of both, Honeywell said, which can reduce unplanned truck rolls.

"The user-friendly design, intuitive navigation, pre-programmed templates that make programming easy and error-free, rapid panel replacement preserving system configuration settings and anywhere, anytime access make this first release highly beneficial for our customers," DeBiasio said.

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How should dealers enter the PERS market?

By Spencer Ives

NAPLES, Fla.—Attendees at Affiliated Monitoring's Catalyst conference walked away with advice on how to start or advance a PERS business, such as devoting resources specifically to PERS sales and marketing and understanding which technology to sell.

"I think you've got to have a dedicated staff for it, whether it's sales or customer service," Bryan Stapp, president of Medical Care Alert, a PERS provider based in Northville, Mich., told *Security Systems News*. "If you're going to get into it, you really need to set aside a separate team who's going to focus only on this area. Leverage your backend infrastructure for accounting [and] payroll but the front end for customer service and sales needs to be separated."

"When I talked to people, particularly security dealers who are looking to expand from traditional residential security and maybe get into PERS, they realized very quickly that PERS is a very different animal," Stapp continued. "You can't just move into [it] with the same people, processes, procedures and products—it really requires a separate dedicated effort."

ARM Security was one of Catalyst's attendees from the security space interested in advancing its PERS business, company president Zach Odani said.

According to Odani, security companies looking into the PERS space "need to do some research before just jumping into it [and] pick out the right equipment that will be somewhat future-proof."

Acquisition is one way for security companies to enter the PERS space, Stapp said. "If I'm a large multi-state alarm dealer, it might be quicker and easier for me to buy a PERS dealer and integrate them into my operations as opposed to trying to grow it organically. It's a buy versus build decision."

Odani said the conference gave him "a better understanding of how it works; who are the big players in that portion of the industry, which way ... to go about getting PERS more into the company, getting more statistics, seeing—population wise—what's out there."

Ronnie Adams, president and CEO of ihelp, told SSN that Catalyst demonstrated the opportunity in the market. "I think, during some of the presentations, the dealers learned that there is a big customer base out there ... and there's a huge base of the population that has never been tapped or approached. These people are all in need of this particular type of product."

Stapp said the diverse base of attendees were all focused on PERS. "Looking at the make-up

"I think you've got to have a dedicated staff for it."

—Bryan Stapp, Medical Care Alert

of the audience, there were so many people there who are either already in the security business, looking to get into PERS, or they're in a completely different industry,

thinking about getting into PERS."

Manufacturers benefited from attending the conference and talking with current or prospective PERS dealers. "We learned some

things that we really could use to enhance our product," Adams said. He cited tracking PERS units that are moving as an example.

Ihelp will be in its pilot production run in June.

The conference served as an affirmation for Medical Care Alert's business practices, according to

Stapp, particularly in its approach to PERS technologies. "Some of the new hardware that was being presented showed a desire to over-complicate the process by adding too many features. Our belief has been that it's always about the button, and the ease of access to press the button," he said. **SSN**



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Battle of the body parts: Which biometric prevails?

Iris scan technologies crowned as the overall winner with the most long-term potential in access control

Continued from page 1

Security, discussed iris scans. EyeLock partnered with Stanley Security is a separate company headquartered in New York.

Iris scanning is sometimes confused with retina scanning, Frederick said. Retina scanning

“is an older technology that actually looks at the back part of your eye, the veins,” he said. Iris technology, on the other hand, takes a picture and “we look at the color pattern in your eye—it’s very nonintrusive, it’s very simple to interact with,”

Frederick said.

Jeff Sebek, VP of business development for Stone Lock Global, presented on facial recognition. Stone Lock was probably the newest company on the stage, Sebek said, founded in 2011.

“Where our facial recognition technology is a little bit different is the fact that it is actually not image-based,” Sebek said. “When you approach one of our devices, it’s flooding your face with infrared light and it’s actually doing a reflectivity satura-

tion of over 2,000 points.”

Ray Coulombe, founder and managing director of Security-Specifiers.com, moderated the session, held here, at TechSec Solutions 2016 in February.

Four of SSN’s “20 under 40” Class of 2015, two integrators and two end users, acted as judges: Christopher C. Moore, manager, public safety, and security, Beth Israel Deaconess Hospital-Plymouth, Mass.; Ross Bourgeois, assistant chief of public safety, Mercedes-Benz Superdome/Smoothie King Center/Champion Square; Henry Hoyne, VP of professional services, Northland Control Systems; and Scott Ranger, VP of operations, CONTAVA.

Moderator Coulombe asked each of the biometric experts to discuss where their biometric excels.

Fingerprint scan is a long-established biometric, according to Dalal. Fingerprint authentication is the most cost-effective biometric currently being deployed, and is easy to use, he said. The technology is “extremely fast and extremely accurate when it comes to matching.”

In addition, the sensors are small, and the fingerprint technologies have the “most standardized specifications as far as the template is concerned,” said Dalal.

Fingers can become dry or injured, making them more difficult to read—but because you have 10 fingers, you have plenty of back-ups, Dalal joked.

Osowski said hand geometry scanners, as they are not scanning for finger- or palm prints, work with adverse conditions. “Your hands can be dirty, they can be oily, they can be dry, it’s not going to matter; it’s still going to be able to verify.”

She called hand geometry a “proven” biometric in use since the 1970s, with about a million installations worldwide, according to Osowski.

Hand geometry does not raise the same privacy concerns as other biometrics, according to Osowski. “We’re not taking

Continued on next page



Jeff Sebek



Manish Dalal

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Continued from previous page
unique data from you. The size and shape of your hand can't be reverse-engineered in order to use it somewhere else."

Minor changes to hand geometry, such as a small bandage, won't deny access to a user, she said. The template is also updated with each use, which helps the biometric adapt to weight changes.

Frederick said the iris doesn't change over time and is the most stable biometric. "From about six months to the day you die, your iris stays exactly the same."

EyeLock uses video to capture the iris image, for ease of use, but other companies



Susie Osowski

use still images. The reader then converts the image into a template to match it with another template.

Frederick commented that the technology isn't as theatrical as it appears in movies, where lasers scan over a user's eye. "If they were to put one of our devices in a movie, it would be pretty boring, because a person just glances at it and walks away."

Furthermore, as one of the few touch-less biometrics, it's hygienic," Frederick said. He called the



B. Frederick

iris a "highly available" biometric, not hidden by gloves or a mask. EyeLock's device work even if a user is walking with their hands full, an important feature for many applications, he said.

Like with iris scan technologies, facial recognition also has the convenience of being touch-less, Stone Lock's Sebek said. "All they have to do is look at themselves on the screen, and they know, if their face is on the screen, they're going to get authenticated."

"Our technology is smart enough [where] if you enroll one twin and not the other, the other twin will not get in. Or, if you enroll both twins, our technology is proven to be able to know which twin is which," Sebek said.

Stone Lock's facial recognition, similar to hand geometry, also updates its template on use. Because the technology uses infrared light to read a deeper structure of the face, "Even if you get in a bar fight and you have a black eye, you still have a lot of points of saturation left

and available to you to be able to authenticate," Sebek said.

False acceptance rates were low for all biometrics. The false acceptance rate for iris scan using one eye is 1 in 1.5 million, Frederick said, and if the scanner reads both eyes, the rate decreases to 1 in 2.25 trillion. Dalal said fingerprint technologies have a 0.001 percent false acceptance rate.

"The most desirable applica-

tions for fingerprint recognition are where you need to have an ROI," Dalal said. Using this biometric in time clocks cuts down on "buddy punching," saving the company money. Controlling access to hazardous materials is another key application for fingerprint biometrics, he said.

Hand geometry is used in critical infrastructure, Osowski said, "specifically data centers

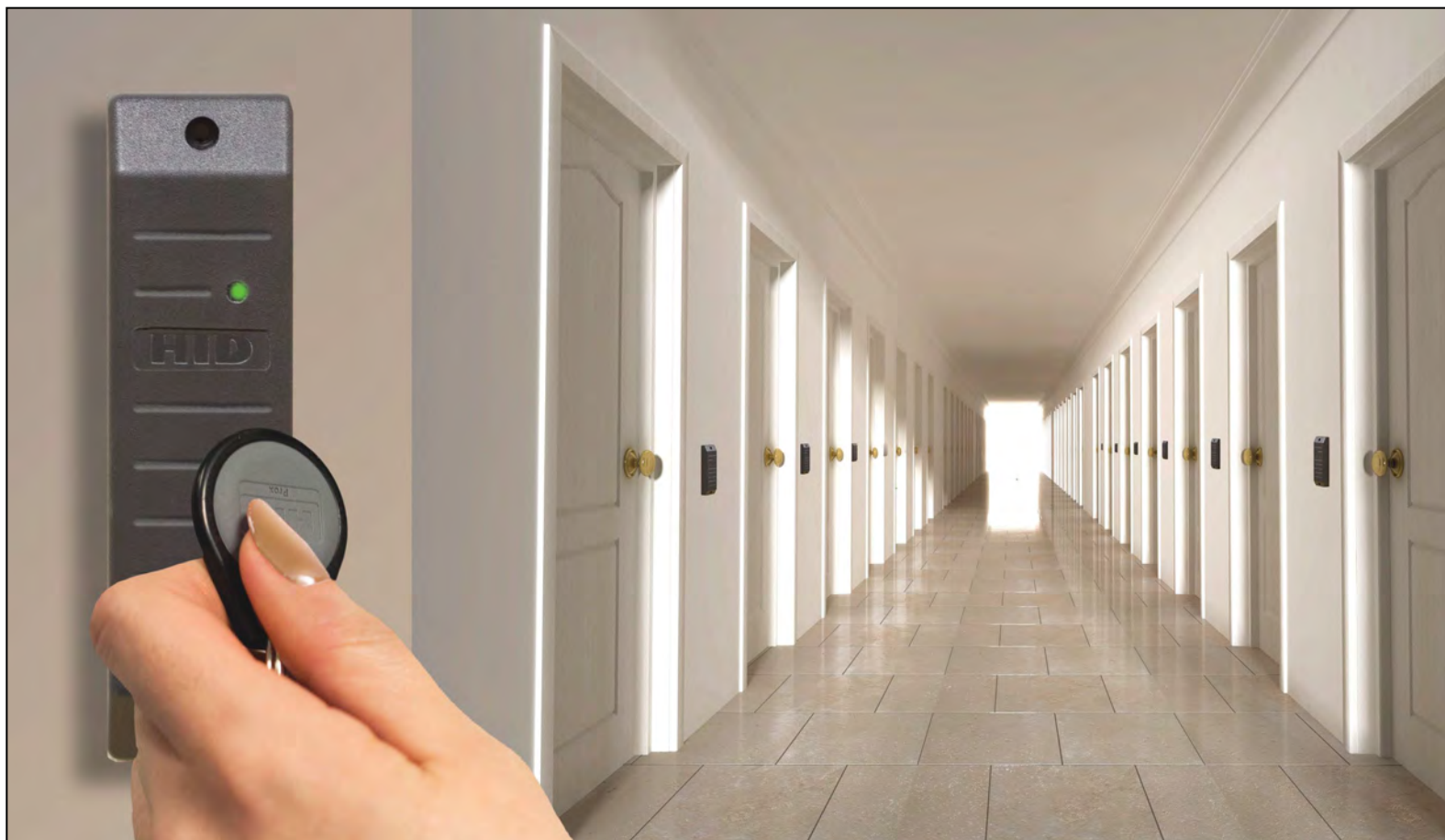
and nuclear facilities, we have a strong application base there." The biometric also has health care, banking and finance, and school/recreation center applications.

"You can use hand geometry anywhere. Typically, you're going to see it anywhere a card reader can be used—it's no more complicated a set up in a security system than a card reader," Osowski said. "One of

our more exciting installations was in the 2012 London Olympics."

Iris scan works in the same verticals as other biometrics, such as "high security applications and ease-of-use applications," Frederick said. "We've seen the largest uptake in iris in banking, healthcare, education, and then in technology development."

BATTLE see page 28



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RESIDENTIAL SYSTEMS

Select Security partners with Mace for DIY

Continued from page 1

the right manufacturers of the product" to come to Select's headquarters here for review and strategy sessions as the company finalizes its evaluation of what product will be included in the DIY offering. "Those who have been invited are extraordinarily excited about what they believe is the volume potential because of the value of the Mace brand," he said.

This is not the first time Select has worked with Mace. Prior to this deal, Select Security's sister company and central monitoring station provider, Security Partners, purchased Mace's central station in Anaheim, Calif., in 2013, and has been offering Mace

products as the relationship has grown over the last few years.

"We have successfully worked with Select Security and Security Partners in the

Steve Firestone at Select Security, they are the perfect partners to make it happen. For both of us it is a big win."

Select Security is currently interviewing for key personnel

"The fact that we have executed a long-term agreement with Mace—a nationally well-known brand name—we think it's got legs."

—Patrick Egan, Select Security

past, and now with the changes happening in home security, it is a great opportunity and timing to introduce a product like this," John McCann, Mace Security International president and CEO told SSN.

"And with the experience and expertise of Pat Egan and

including an executive director to run the DIY program while it looks for the right location for the call/fulfillment center, as well as choosing an agency to handle the advertising and PR needs that come with running a nationwide project of this size.

"From a business-development perspective, we certainly will be doing digital and Internet-based marketing as well as some retail opportunities, and we probably will be spending some pretty significant money in media buys, all to drive traffic to the call center or ordering online," said Firestone.

Although the new DIY product is being released under the Mace name, Select's professionally installed and monitored commercial and residential security systems will continue to be sold under the Select brand.

"Select will continue its ordinary acquisitions and organic growth and its play of being a major provider in small markets," said Egan. **SSN**

Nortek acquires voice recognition company

By Paul Ragusa

PROVIDENCE, R.I.—Nortek Inc., a global company with brands including 2GIG, NuTone and Elan for security and home automation applications, has acquired Nuiku, a natural language processing platform for use with home automation and other applications. Terms of the transaction were not disclosed.

"This is very exciting for us because Nuiku is natural language, so it is not just voice activation, like with the system in your car," Nortek president and CEO Michael J. Clarke told *Security Systems News*. "It remembers each family member's voice, so you can speak in your natural language, and it controls data so we are linking this with home automation and security that we have been heavily involved in with some of our businesses."

Founded by Sean Thomson and Bill Baker in Redmond, Wash. in 2012, Nuiku is a data-driven platform and cloud-based API that enables natural language processing (NLP) across applications and devices.

Nuiku's patented integration engine connects voice commands with back-end

user information to analyze commands and perform actions based on requests. The smart technology adapts to user behavior, prompting, reminding and suggesting actions based on frequency of use and historical actions.

Clarke said that the acquisition not only adds key software capabilities but also highly experienced engineers from Nuiku, who will help keep Nortek on the leading edge of home automation.

"We are in 18 million homes, and now with Nuiku it allows our customers to interact better and seamlessly with all of the home automation services and products that we have available," said Clarke. "We also got a minority share of a company called MiOS, which is a home-installed hub for DIY home security and home automation. And we recently bought Numera, which is mobile PERS, so now you can see how all of these link to the complete life protection services that we offer."

Clarke said that the goal is to make home automation more accessible and affordable, and have everything connected and linked, so all of the company's products can talk to each other. **SSN**

LOUD Security acquires, set to launch DIY division

By Paul Ragusa

KENNESAW, Ga.—LOUD Security, based here, recently purchased 400 accounts from Saturn Security Systems of Newnan, Ga., bringing the company's total number of accounts to approximately 9,000.

"It is always exciting to have an opportunity to find such a cleanly run, customer care-focused business, and for them to select to partner with LOUD Security is a great reflection on the team and the customers that we have," John Loud, company president told *Security Systems News*.

The 400 accounts are 70 percent residential and 30 commercial. "Saturn's owner Josh Nickell had these very good-paying customers for a good number of years, so it was an incredibly clean subscriber base with a nice concentration of subscribers right here in Atlanta, which is our exact footprint," he said.

LOUD is also working with DMP to provide a residential security DIY option. "We are on the brink of finally launching our DIY division, and we are hopefully looking at July to go live," said Loud.

"Since ISC West, we flew up to visit DMP, and we have been working intensely to get the

back office all set up, so we are really excited to be able to offer this DIY platform through DMP."

LOUD's revenue and RMR, which was at \$220,000 in December, are "up in the first quarter," noted Loud.

LOUD has been particularly busy on the commercial side, recently completing work on the LakePoint sports complex in Emerson, Ga., a 1,400-acre large development project that LOUD has a 10-year security contract to secure.



John Loud

"We are about to hand the building over to them, and we are doing all the low-voltage—fire, camera, access, burglary, everything—so our commercial division is just bursting at the seams," said Loud.

"It is a complete Honeywell building so Honeywell is flying in to do a big video piece on the building, which is at 180,000 square feet."

On the residential side, new construction business "is still humming along quite well," said Loud.

In terms of new acquisitions, Loud said that the additional funding from Capital One has put the company in a good position to "seek out other acquisition opportunities moving forward." **SSN**

BRIEFS

ADT teams with industry to warn of increase in deceptive sales practices

SALT LAKE CITY—With the summer door-knocking season upon us, the Better Business Bureau held a news conference here to address the fact that a handful of Utah home security companies are responsible for the majority of questionable sales practices occurring within the security industry.

Of the 600,000 consumers nationwide who turned to the BBB to find out about home security companies, "What they complain about, far too often, is that the sales person who knocked on their door was not honest about what they were selling," Jane Driggs, president and CEO of BBB Utah said at the event.

At the event, BBB joined forces with ADT, the Electronic Security Association and the Central Station Alarm Association to warn consumers and raise awareness about deceptive home security sales tactics. Consumers who were victims of deceptive sales practices were also on hand to share their stories.

"We are here in support of one of our combined members ADT and Protection 1," Jay Huhn, executive director for the CSAA told *Security Systems News*.

"Because of their sheer size [ADT is] often the largest target of these deceptive sales practices, although the entire industry is a target of these folks. We are here in Utah, where a vast majority of the companies that are accused of these tactics are incorporated."

Merlin Guilbeau, executive director for ESA told SSN that raising awareness is key. "This is an issue that is giving the industry a black eye, and it needs to be addressed," he said.

New report provides a 'smart home' snapshot

LOS GATOS, Calif.—The Smart Home 360 report from the market research company Argus Insights provides a snapshot of what is out there in the smart home market today.

Argus Insights CEO John Feland told *Security Systems News* that Argus is seeing "year-over-year growth" within the smart home market, and equally important, the data is showing that security is still vitally important with consumers when it comes to taking that first plunge into smart home offerings.

"Home security is top of mind," said Feland. "For those who are in the 'do it for me' category, the gateway use-case is security, so that is still what is selling and driving [smart home] adoption."

And there is even more good news for traditional security dealers: For the 'do it for me' group, which is professional-installer based, the data is showing that when consumers try to do it themselves "they have been frustrated," said Feland. .

Security ONE acquires 500 accounts of Homematrix systems

By Paul Ragusa

LEAMINGTON, Ontario—Security ONE Alarm Systems, a security and automation company headquartered here, has acquired Homematrix Systems. The complete fold-in includes the company's 500 accounts, its office in London, Ontario, and approximately 10 employees, comprising administrative and sales staff as well as technicians.

"The big appeal for us is that Homematrix already had a strong foothold in the London market, particularly when it came to homebuilders' associations," Corey Robertson, Security ONE director of marketing told *Security Systems News*. "We had a small service support office in the London area, but this acquisition enables us to be able to move into an entire building—a nice storefront—which really improves our presence in the London market."

The purchase of Homematrix is the first acquisition for Security ONE this year, following the acquisition of customer accounts from Gladiator Security in Windsor, Ontario, late last year. Robertson said that one of the biggest drivers for the Homematrix acquisition "comes from some of the success that we have had in some of our more recent acquisitions that we did very well with, so we are comfortable moving forward," he said.

Security ONE, which has been locally owned and operated since 1978, provides security solutions for both residential and commercial locations throughout Ontario. "Residential and small commercial is our main forte, and that makes up the bulk of our business," said Robertson, who noted that the company is also having success with a third sector—providing security and environmental monitoring for greenhouses in western Ontario, "which are huge down here," he said.

In terms of RMR, Robertson said he is seeing an upward trend. "We have come off a really positive year all around, and feel this is good time to be in security business," he noted. "When it comes to RMR in our business, collectively in the industry we have done an outstanding job showing the value in the service we provide. Today, we can not only provide protection, but it can tie into some energy management and home automation, and it might even reduce your homeowner's insurance, so people are responding well."

The secret to Security ONE's success is having the right team in place that is committed to

"The big appeal for us is that Homematrix already had a strong foothold in the London market, particularly when it came to homebuilders' associations."

—Corey Robertson, Security ONE

providing "truly exceptional service," Robertson said. "We try very hard to be competitively priced in the market, and have

worked hard at building up our reputation in this area that says you are going to be treated outstanding."

Security ONE has a local central station that offers 24/7 monitoring on security systems, personal medical alarms, fire

panels, low temperature sensors, rising sump pump levels, and asset protection. "Security ONE is the only ULC listed, CSAA Five Diamond Certified monitoring station in Southern Ontario, and offers the secure MySecurityONE online account management portal," said Robertson. **SSN**

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SUPPLIERS

Icontrol could be acquired

Comcast and Alarm.com reportedly in talks with the services platform company

By Martha Entwistle

REDWOOD CITY, Calif.—Interactive services platform provider Alarm.com and cable giant Comcast were in talks in mid-June to acquire platform provider Icontrol Networks, according to several sources who spoke to *Security Systems News*, and published reports.

The deal could bring “Big Blue”—ADT, which has about 30 percent market share—to Alarm.com.

Contacted by SSN, Icontrol, Alarm.com and Comcast declined to comment.

Alarm.com, a direct competitor to Icontrol, would likely acquire Icontrol’s Z-Wave platform, which is used by home security dealers, notably ADT. ADT and Protection 1 merged in a deal that closed

in May. Alarm.com would also get some patents and Icontrol’s DIY business, Piper.

Comcast is reportedly interested in certain patents and Icontrol’s ZigBee home automation platform, which is used by Comcast and other cable companies such as Cox, Rogers and Time Warner. Essentially this is the former uControl business.

Icontrol and uControl merged in 2010.

Rumors of the deal have been circulating for months; published reports appeared in mid-June.

Tom Kerber, director of research for Parks Associates, who emphasized that he had

no knowledge of whether the deal will actually come to pass, spoke to SSN about the potential impact of the deal.

Kerber believes the time is right for Icontrol to either sell or do an IPO. “Their growth rate is maxing out internally. They’re at a hockey stick. This is the time for an exit,” he said.

How might the sale of Icontrol to Alarm.com affect the security industry? It could be a boon to Alarm.com if the sale translated into Alarm.com gaining ADT’s interactive services business.

That is a distinct possibility, but it’s not a given, Kerber and other observers say.



Tom Kerber

ADT dealers, including some of the largest dealers, are negotiating for more platform provider options, sources told SSN.

Currently ADT uses Alarm.com in Canada. In the U.S., ADT’s Pulse product is powered by Icontrol. Protection 1, on the other hand, has been an Alarm.com shop.

Because Protection 1 is an Alarm.com shop, wouldn’t ADT, which has about 30 percent market share, approve Alarm.com as a platform for its direct sales force and dealers?

Perhaps, but Kerber points out that there’s another alternative: ADT could develop its own platform. “ADT is big enough to [develop a platform] on its own ... Vivint

ICONTROL see page 27

Aiphone opens East Coast office

By Paul Ragusa

REDMOND, Wash.—Aiphone, an international manufacturer of intercom and entry security products based here, announced the opening of an office in Cherry Hill, N.J., to support its new sales team working in the growing Eastern U.S. market.

“We had seen some tremendous growth in the amount of business that we have in that area, from Virginia

“We now have a strategic office in the Northeast that can support not only the customer base there, but the new sales team as well.”

—Bruce Czerwinski, Aiphone

up through Maine,” Bruce Czerwinski, Aiphone’s U.S. general sales manager told *Security Systems News*. “We now have a strategic office in the Northeast that can support not only the customer base there, but the new sales team as well.”

With continual growth expected in the Northeast, Czerwinski said the company recently made a change to its sales force. “We had made the decision to go from using

independent manufacturers’ reps to going with a direct sales team in that area, which we started in April,” he said. “Knowing that we were hiring 15 sales people in that area, we decided that the need for the office to support

that staff was imperative.”

The new office will also house two tech-support members and one customer service rep, who will assist the new sales team working out of the office.

Founded in 1948, Aiphone is a provider of communication and intercom systems with products that range from simple door-answering units to video entry security systems, microprocessor-based commercial systems and luxury condo/apartment security and communication systems. Aiphone sells to the commercial, correctional, education, government, healthcare and residential markets. **SSN**

Axis buys 2N audio company

By Martha Entwistle

STOCKHOLM, Sweden—Axis Communications on May 30 closed the purchase of 2N, an IP intercom manufacturer based in Prague, Czech Republic. The company has sales offices in Miami; Chieri, Italy; and in the Czech Republic.

Terms of the deal were not announced.

Axis said 2N is the leading global provider of IP intercom. In addition to IP intercoms for door communication and emergency calls, 2N makes IP public address systems and M2M products.

Audio and intercom are important components of an intelligent security system, Fredrik Nilsson, Axis VP Americas, told *Security Systems News* in an email interview.

“We believe that the value of the different sub systems that exists at the end customer (retail store, airports, schools, cruise ships) increase if they are properly integrated and intelligent. The best way to accomplish that is via intelligent IP edge devices, for example network cameras, access control, audio, intercom,”

Nilsson said.

“There are [North American] integrators that use both Axis and 2N today, that will continue to do so. There are systems that integrate 2N and Axis as both products are open and that strategy will continue.”

2N has 200 employees and “well-established sales channels through electricians and telecom installers as well as lift manufacturers, which can serve as a complement to Axis present global sales channels,” Peter Lindstrom, Axis VP new business said in a prepared statement.

The 2N brand will remain, and operate as a subsidiary of Axis. The two companies will collaborate on sales and R&D.

Lindstrom said the companies will work together to “accelerate the convergence from analog systems toward IP intercom and develop new opportunities.”

2N says its products are compatible with Onvif, Milestone, Cisco, Bosch, Avaya, Alcatel-Lucent “and many more” and that products comply “with the most stringent international standards such as ISO, TÜV, UL, CE.” **SSN**



Fredrik Nilsson

BRIEFS

FLIR buys surveillance provider Innovative Security Design

WILSONVILLE, Ore.—FLIR Systems on June 3 acquired video surveillance provider Innovative Security Designs from Digital Watchdog.

FLIR said the deal “adds technology and expertise to develop mid- to high-end visible cameras.”

Terms of the deal were not announced. Digital Watchdog had purchased ISD in 2014.

Known in the security world for its thermal cameras, FLIR is a \$4 billion enterprise that makes visible-light imaging systems, locator systems, measurement and diagnostic systems and threat-detection solutions. It acquired DVTEL for \$92 million in December 2015.

FLIR said ISD will enhance its “existing security product lineup and offer a rich new set of intelligent systems that deliver edge-based video processing and recording, providing better value for its customers.”

ISD has changed its name to FLIR. It will continue to be based in Irvine, Calif. All ISD employees are joining FLIR including ISD founder Ian Johnstone who will head up FLIR’s advanced platform group as VP of Engineering.

FLIR said it will continue to support existing ISD products.

Dahua Technology secures Hsi Lai Temple

IRVINE, Calif.—Video surveillance provider Dahua Technology USA, announced that its products are now protecting people and property at Hsi Lai Temple. Located in the Hacienda Heights neighborhood of Los Angeles, it is the largest Chinese temple in the United States.

The integrator, Wise Star International, based here in Irvine, replaced an outdated system with more than 100 Dahua video surveillance products, spanning 15 acres of outdoor space and 100,000 square feet of indoor buildings.

The installation of four Dahua 2-Megapixel Full HD 30x Network IR PTZ Dome cameras provided a solution for the large-scale Hsi Lai Temple project because they are well-suited for a public place that experiences high traffic, with hundreds, sometimes thousands, of people passing through each day, according to Dahua.

The project included 75 3- and 4-Megapixel HD Ultra WDR Network Vandal-proof IR Dome Cameras, which have high-functioning facial recognition capabilities that can zero in on an individual and follow them.

In addition, two 128-channel Super 4K network video recorders were installed.

Matt Barnette named president of Mercury Security

By Martha Entwistle

LONG BEACH, Calif.—Matthew Barnette on June 1 was named president of access control manufacturer Mercury Security.

Barnette comes to Mercury from AMAG Technologies, where he held several leadership positions since 2004, most recently as president. AMAG Technologies has not named a replacement for Barnette and declined comment when contacted by *Security Systems News*.

Founded in 1992, Mercury Security is the largest global provider of OEM access control panels, with an installed base of more than 3 million panels. Mercury makes controllers, readers and embedded solutions.



M. Barnette

At Mercury, Barnette takes over for Steve Wagner, who is retiring. Barnette will report to Joe Grillo, CEO of ACRE, the holding company that owns Mercury Security and Vanderbilt Industries.

Barnette told *Security Systems News* that he planned to spend the month of June “going out and meeting with Mercury customers. I want to hear what people have to say about the company and products and what we can do to provide more value.”

While the Mercury name and product is well known, Mercury is not a company that is in the news often.

That is likely to change, Barnette said. Ten years ago, customers didn't want to discuss the fact

that “they didn't use their own panel,” Barnette said. That has changed over the past decade. “The openness of the Mercury panel is now a positive,” he said. Now Mercury customers are happy to say that “we use Mercury and it's an open platform.”

Barnette said he's eager to have Mercury executives talk more about the technology and trends at industry events.

Barnette said Mercury is poised to take advantage of the Internet of Things as a business avenue for Mercury. “We have a platform that can do much more than just open a door,” he said. The Mercury panel,

he said, is “the hub.”

“As an industry veteran known for his successful track record and customer-centric approach, I am confident that Matt has the proven ability to build upon the

strategic support delivered to Mercury partners and capture the increasing market demand for open and interoperable access control solutions with Authentic

Mercury hardware,” Joe Grillo, CEO of ACRE, said in a prepared statement.

Grillo, a former CEO of HID and executive at Assa Abloy, founded ACRE in 2012 to invest in elec-

tronic security manufacturing companies with an emphasis on access control. ACRE acquired Vanderbilt (formerly Geoffrey Industries/Schlage SMS Access Control and Video systems division of Ingersoll Rand) in Sept. 2012. It bought Siemens Security Products business in June 2015 and folded it into the Vanderbilt business. ACRE acquired Mercury in 2013.

While at AMAG, Barnette oversaw double-digit organic growth in North America and a global rebranding process, according to the ACRE news release. Prior to AMAG Technology, Barnette worked for Andover Controls, Intellikey and Sensormatic Electronics.

Wagner continues to be a shareholder in ACRE and will serve as a consultant to ACRE through 2017. **SSN**

“I want to hear what people have to say about the company and products and what we can do to provide more value.”

—Matthew Barnette, Mercury Security

Axis acquires Cognimatics

By Martha Entwistle

STOCKHOLM—Several days after purchasing an audio company, network video giant Axis Communications on June 3 acquired Cognimatics, a video analytic provider that specializes in retail applications.

Based in Lund, Sweden, Cognimatics was founded in 2003 and has 12 employees, two of whom are based in the U.S.

In an email interview with *Security Systems News*, Axis VP Americas Fredrik Nilsson described Cognimatics as a “leading company of store-optimizing solutions targeting the retail sector.”

The deal “strengthens and extends our offering of store optimization to the retail segment, which is a growing

market. We continue to build on a strategy of offering integrated, best-of-breed solutions.”

Specifically, Cognimatics' video analytic technology is used for people-counting, queue measurement and occupancy estimation.

The two companies have worked together for many years. “Cognimatics has been a long-time member of the Axis Application Development Partner (ADP) Program,” Nilsson said.

Cognimatics has customers in 70 countries and a global distribution and systems integrator network, according to Axis.

Axis has made several acquisitions in recent months, including a May 31 purchase of audio and intercom provider 2N, and the February purchase of Citilog, a provider of intelligent real-time video monitoring for traffic and transportation security and

safety.

Asked about the recent surge in acquisitions, Nilsson said “Axis' vision is to be innovating for a smarter, safer world. The recent acquisitions strengthen Axis' ability to do so by having more connected devices and solutions with 2N, the leader in global leader IP Intercom. We are also focusing on providing more value to our key end user segments such as, retail and transportation, with solutions from Cognimatics and Citilog.”

Nilsson declined to comment on future acquisitions beyond saying, “We will always be looking for ways to improve products, solutions and skills, through internal developments, partnerships and other business agreements.” **SSN**

ICONTROL

Continued from page 26

has proven that it can be done,” he said. It would take some work but a company like ADT has the resources including “new blood from Protection 1.” It has “good rationale to want to control all of the infrastructure to [better control] the user experience,” Kerber said.

Contacted by *SSN*, Protection 1 declined comment.

There are more competitors for ADT's business as well including Honeywell, Tellular and others.

Kerber pointed out that “all Icontrol legacy customers have contractual obligations and Icontrol has to meet and through an acquisition those [obligations] do not go away.”

If the deal goes through, Comcast will have to decide

whether it will continue to license the Icontrol technology to other cable providers. Kerber said that Comcast has developed additional proprietary capabilities on top of the Icontrol technology that other cable companies may be interested in.

Comcast may be willing to sell the technology because cable companies have distinct footprints so they're not true competitors.

Kerber estimates that Comcast has about 600,000 smart home/security customers, Time Warner has 150,000, Cox has 75,000 and Rogers has 50,000. “If you add 1.6 million customers from ADT, our estimate is that Icontrol has 2.5 million subscribers across the entire customer base,” he said.

Alarm.com has publicly said that it had 2.6 million subscribers at the end of 2015. **SSN**

DICE launches advertising agency, security products

By Spencer Ives

DETROIT—DICE announced a new security-focused ad agency among the company's new services and products at the DICE Users Group conference.

“We have on-staff videographers, and on-staff web developers, and content managers. It's an entire advertisement agency that we've built inside of Dice,” Cliff Dice, company CEO, told *Security Systems News*. “We formed it in the last 12 months, but announced it at DUG.”

The advertising agency will not restrict its work to DICE customers, he said. It is a six-person division of DICE, right now, but

it could get spun-off as it grows.

Dice said the ad agency will be on a monthly subscription basis, which is “going to be hard for another agency to compete with.”

Which companies in the alarm space would the ad agency appeal to most? “I think definitely residential and commercial alarm companies, even integrators. I think that it really plays to everyone,” he said.

At DUG, which took place here in late April, DICE also announced its new cloud video recording offering, “which we're

doing in beta right now. It'll be released later fall,” Dice said. The beta test is recording for 48,000 cameras in a Fortune 500 company, he said. The new solution “obsoletes DVRs and NVRs,” he added.

“The problem with [DVRs and NVRs] has always been that you didn't know if the camera was recording, and if the unit goes out—you have nothing, and if someone breaks in and takes the DVR then you don't have any recording.” The cloud offering can let end users know which cameras aren't

recording, he said.

“Our entire focus going forward is: Any of these tools can be used with anybody,” Dice said. “There are more customers that have other automation systems than DICE using our cloud receiver farm. So, the signals come in on the alarm network, hit our receiver farm, and then we push them into Bold, MAS, MicroKey—everybody.”

The CVR changes the economics of video recording, according to Dice. “There's no physical piece of equipment on site, there's no investment that needs to be made; it really changes the dynamics of commercial video

recording.”

DICE provides connectivity through its recently spun-off telecom IPtelX.net, “Service is guaranteed then, because you are not sharing the customer's Internet pipe,” Dice said. Connectivity will be included in the subscription cost, he said.

The conference also featured a presentation from Lori Kibler, applications manager for Vector Security, which beta-tested DICE's new sales system, Matrix Sales CRM, with 840 residential sales people. Matrix Sales CRM integrates quoting, inventory, contracts and the central station's software, Dice said. **SSN**



Cliff Dice

SECURITY SYSTEMS NEWS

New Products

Publisher's note: The companies listed in this special section submitted new product information. *Security Systems News* is not responsible for the accuracy of the content in the product descriptions.

Bosch

ISC-SK10 SHOCK SENSOR

- Three-axis detection shock sensor based on our micro-electromechanical motion sensor technology
- Advanced signal processing accurately detects mechanical attacks - such as from hammers, drills, saws and bombs
- Intelligent installation mode identifies the most suitable sensitivity level for each application



WWW.BOSCH.US

Applied DNA Science

SMOKE CLOAK

- A thick and disorienting fog wards off offenders and deposits a unique, location-specific DNA marker on skin, clothing and stolen items
- Helps protect staff, customers and assets
- Advanced DNA technology now being endorsed by Police departments and Home Land Security



WWW.ADNAS.COM

Speco Technologies

O2C1 - SPECO CONNECT WIFI SOLUTION

- Full HD 1080p WiFi IP camera with H.265 compression for residential and commercial applications
- Features flexible recording to SecureGuard® VMS, NS/HS/HT recorders, edge recording to an onboard micro SD card, or local PC recording through a web browser
- Remotely set up and modify settings through Speco Connect Mobile App



WWW.SPECOTECH.COM

Monitronics Dealer Program

SKYBELL HD VIDEO DOORBELL

- Provides remote monitoring with two-way voice, 170-degree 5x zoom high-definition video and color night vision
- records each visitor at the door after 10 seconds of activity is detected, whether they have pushed the doorbell or not
- offers easy integration with established platforms like Honeywell Total Connect 2.0 and Alarm.com, as well as emerging technologies like Nest and Amazon Echo



WWW.MONIDEALERPROGRAM.COM

American Dynamics/Tyco

RAID STORAGE LINE OF SERVERS

- Allows users to extend archived storage to any VideoEdge network video recorder
- Utilizes RAID 5 to minimize video loss and maximize hard drive dependability
- Supports iSCSI and fiber interfaces with quad iSCSI ports and dual fiber ports



WWW.AMERICANDYNAMICS.NET

Connected Technologies

CONNECT ONE® COMMERCIAL ALL IN ONE PACKAGE

- Turnkey out of the box with access control, intrusion, HVAC and lighting control, temperature monitoring and video verification
- Service all your customers remotely through the Connect ONE dealer portal
- Simple five-step installation



WWW.SIMPLIFYWITHCONNECTONE.COM

SECURITY SYSTEMS NEWS

New Products

Include:

- ☒ Company name
- ☒ Product name
- ☒ Three brief bullet point descriptions
- ☒ URL
- ☒ Product photo (min. 3"x3", 300 dpi)

We're
accepting
FREE
new product
submissions!

Email your
info to:

cdaggett@securitysystemsnews.com

BATTLE

Continued from page 23

Facial recognition is a biometric that can handle high volumes of people, Sebek said. "We have an application where we have over 45 people going through turnstile lanes in a two-factor mode." Facial recognition also works well in "clean" environments, where users might not be able to take off a suit or glove, but can still show their face through a protective shield, he said.

Coulombe also asked the speakers to discuss known limitations of their biometric technologies.

Cold and dry environments, where the fingerprint could change, are the least desirable applications for fingerprint recognition, Dalal said. The technology also has difficulty when the user demographic is younger than 8 or older than 60.

Hand geometry is not well suited for identification; the technology can only verify a match between a template, brought up by an ID card or PIN, and the hand presented. The technology also has difficulty with "young children and the elderly, specifically those with arthritis," Osowski said.

Because of their large size, hand geometry readers are not suitable for

some applications, she said.

Frederick said that mirrored or polarized sunglasses can interfere with iris scanning, as can cataracts. Cost is one of the biggest challenges for iris technologies, according to Frederick.

Sebek said user-friendliness is a crucial part of the security environment. "The tougher you make it, the more likely we, as humans, are to find ways to thwart it and make it easier for ourselves—who cares about the security parameters I put around it," he said.

Dalal shared a similar point. "There's nothing we can prevent if the user does not cooperate, and I believe that is true with any biometric system," he said.

Throughout the presentations, the judges asked questions. After a final series of questions, the four judges announced the winner of the Battle of the Body Parts: iris scan.

The judges found iris scan to be the most compelling and most secure biometric. They did say that fingerprint is the most reliable, but they believe iris has the greatest long-term potential, they said.

Features that the judges liked about iris scan included: hands-free technology, low failure rate, and the fact that there is little change in the biometric information over a user's life. **SSN**

DATABANK

PEOPLE NEWS

COPS Monitoring hired or promoted four individuals recently.

Heather Sparks was promoted to the role of executive vice president. Sparks started working with COPS 18 years ago, and has served in various management roles, including her most recent position of VP of data entry and dealer support.

Philip Gregory was promoted to the company's vice president of information technology. He joined COPS in 2004 as a programmer involved with the continued development of MPower, COPS Monitoring's dealer and subscriber account management software.

Kara Pickell joined COPS as its VP of operations to oversee its six central stations and its staff of more than 485 central station employees. Previously, Pickell spent 15 years as a medical administrator, responsible for the operations of multi-specialty and ambulatory surgical centers.

Julie Tenerelli was promoted to dealer

support manager. For the past nine years, Julie has served COPS dealers in positions such as dispatcher, dealer support representative, and supervisor.

Cloud technology provider BluBØX announced the hiring of two industry veterans: **Mark Scaparro** and **Phillip Koken**.

Scaparro, with nearly 30 years of executive experience, was named the company's SVP of sales. He has served in global business management, sales management, channel management, product management and customer-centric management with companies such as HID Global, Securitas and API Security.

Koken was appointed to the role of regional sales manager, Western region. Koken has been in the industry for more than 18 years, leading channel sales and project strategies for fast-growing companies like IDV Solutions, and Avigilon, FLIR, Vidient, and Lenel.

CALENDAR

Sept. 12-15 ASIS International. Held in Orlando, Fla., at the Orange County Convention Center. Keynote speakers include Ted Koppel, author of *Lights Out*; Elliott Abrams, senior fellow for Middle Eastern studies on the Council on Foreign Relations; and Beck Weathers, who will discuss his experiences climbing Mount Everest.

Oct. 22-26 CSAA Annual Meeting 2016. Held at the Marriott Resort on Marco Island, Fla, the event includes education on topics such as business management, performance management and technology.

Nov. 29-30 Cloud+. Held at the Lost Pines Resort & Spa in Austin, Texas. Cloud is the new frontier in physical security and Cloud+ is the only event where security dealers, integrators, monitoring companies and other security professionals can delve into how cloud technology is now reshaping the security industry, what the

potential is for the future and how cloud will affect companies' bottom line. Cloud+ is also the only place you can see physical security cloud technology in one room. The conference will feature an exhibit hall solely focused on cloud-based technology. For more information about sponsorships, contact Tim Purpura, tpurpura@security-systemsnews.com.

Feb. 27-28 TechSec Solutions. At the Delray Beach Marriott in Delray Beach, Fla., the industry's premiere conference on new and emerging technology brings together end users and security systems integrators to exchange ideas on the latest trends and technology in the security industry. *Security Systems News* will recognize all Class of 2016 "20 under 40" integrator and end user winners at a special reception.

The conference features educational sessions and a technology showcase. www.techsecsolutions.com.

FIVE QUESTIONS

Select Security recently named **Bob Grove** as its new director of field operations and training. Grove first joined Select Security in 2003 as an installation technician and quickly rose through the ranks, most recently serving as the technical training manager. *Security Systems News* caught up with Grove and asked him five questions.

What is something your coworkers may not know about you? People don't know that I spent three months in intensive care from an 18-wheel tractor-trailer accident when I was 14. It was the first day of summer break, and I had just gotten a new bicycle when I got hit. I was in an induced coma and woke up three months later.

Are you married? Any kids? Pets? I have been married 22 years. We started dating at 15, got married at 19 and we have two children—one just graduated college and the other is leaving for the Air Force. So we will be empty nesters starting this October. We also have a toy poodle, about 8 pounds, named Sophie.

Where are you from originally? I was born and raised in a railroad town in Lancaster County, Pennsylvania, called Columbia, which used to be the capital of the United States—a lot of people don't know that because it was only for about three days. The capital then moved to York and then ultimately to the District of Columbia. I now live only five miles north of my hometown in Mount Joy.

What do you like to do in your spare time? Any hobbies? I like to play poker and have competed in the World Series of Poker in Vegas and played in three countries. My wife and I play pickle ball at least three nights a week, and we also like to play tennis. I am a self-trained stock trader as well.

Do you have a favorite author? I love history and anything historical. Josh McDowell and Francis Chan are two of my favorite authors. McDowell writes a series of books called *The Evidence That Demands A Verdict* and *The New Evidence That Demands A Verdict*. It is all Christian history, including evidence about creation and about the lifecycles of the churches to where they are today.

—Paul Ragusa



Bob Grove

STOCK WATCH

Prices quoted are from the close of business on June 14, 2016

COMPANY (ticker)	Price	Previous	52-WK HIGH	52-WK LOW	EPS
AlarmForce Industries (AF.TO)	11.00	10.50	11.97	9.87	0.44
Alarm.com (ALRM)	21.10	21.20	24.22	10.26	-0.13
Allegion (ALLE)	67.63		69.10	52.95	1.72
Ascent Capital Group (ASCMA)	18.00	16.53	44.17	7.77	-7.59
Avigilon (AVO.TO)	13.13	14.10	19.21	11.20	0.31
Cisco Systems Inc. (CSCO)	28.96	27.57	29.49	22.46	2.02
Flir (FLIR)	31.23	29.74	34.09	25.12	1.40
G4S (GFS.L)	174.90	186.70	287.40	172.30	0.50
Gentex (GNTX)	15.67	15.74	17.40	12.93	1.10
Hikvision (002415.SZ)	20.80	20.57	30.93	15.81	1.02
Honeywell (HON)	115.51	112.32	117.51	87.00	6.16
ImageWare Systems (IWSY)	1.36	1.24	2.04	0.85	-0.10
Johnson Controls (JCI)	44.50	42.33	52.38	33.62	0.69
Kratos Defense (KTOS)	3.93	4.09	7.12	2.80	0.23
Mace Security (MACE)	0.36	0.40	0.50	0.30	-0.02
Moog Inc. (MOG-A)	52.26	51.66	72.42	38.11	3.24
NAPCO (NSSC)	6.58	5.79	7.60	5.05	0.29
Nortek Inc. (NTK)	49.85	46.31	92.96	33.85	-0.64
Richardson Electronics (RELL)	5.28	5.16	8.50	4.71	-0.68
ScanSource Inc. (SCSC)	38.20	37.78	42.54	27.46	2.45
Securitas AB (SECU-B.ST)	120.80	125.60	137.90	99.75	6.80
Shenzhen Infinova (002528.SZ)	8.74	10.20	18.26	7.32	0.05
Stanley Black & Decker (SWK)	111.12	112.33	115.15	88.72	6.05
Tyco International (TYC)	43.30	40.35	43.84	28.94	1.04
United Technologies Corp. (UTX)	101.19	98.51	116.56	83.39	8.53
Verint Systems Inc. (VRNT)	35.55	32.27	63.81	29.76	0.01
Vicon Industries (VII)	0.53	0.76	2.55	0.51	-1.07
Viscount Systems (VSYS)	0.01	0.01	0.04	0.01	-0.04

Periodicals Postage Rates paid at Yarmouth, ME and additional mailing office. Security Systems News (ISSN 15280519) is published monthly by United Publications Inc., 106 Lafayette St., P.O. Box 998, Yarmouth, ME 04096; 207-846-0600. Publisher assumes no responsibility for unsolicited material or prices quoted in the magazine. Contributors are responsible for proprietary classified information.

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Back issues, when available, cost \$7 each within the past 12 months, \$12 each prior to the past 12 months. Back orders must be paid in advance either by check or charged to American Express, Visa or Master Card.

Security Systems News is distributed without charge in North America to qualified professionals in the security industry. Paid print subscriptions to those not qualified cost \$65 annually to the United States and Canada and \$150 to all other countries. All payments must be made in U.S. funds drawn on a U.S. bank.

For subscriber services, including subscription information, please call 800-869-6882.

Postmaster: Send address changes to Security Systems News, PO Box 47860, Plymouth, MN 55447-0860.