

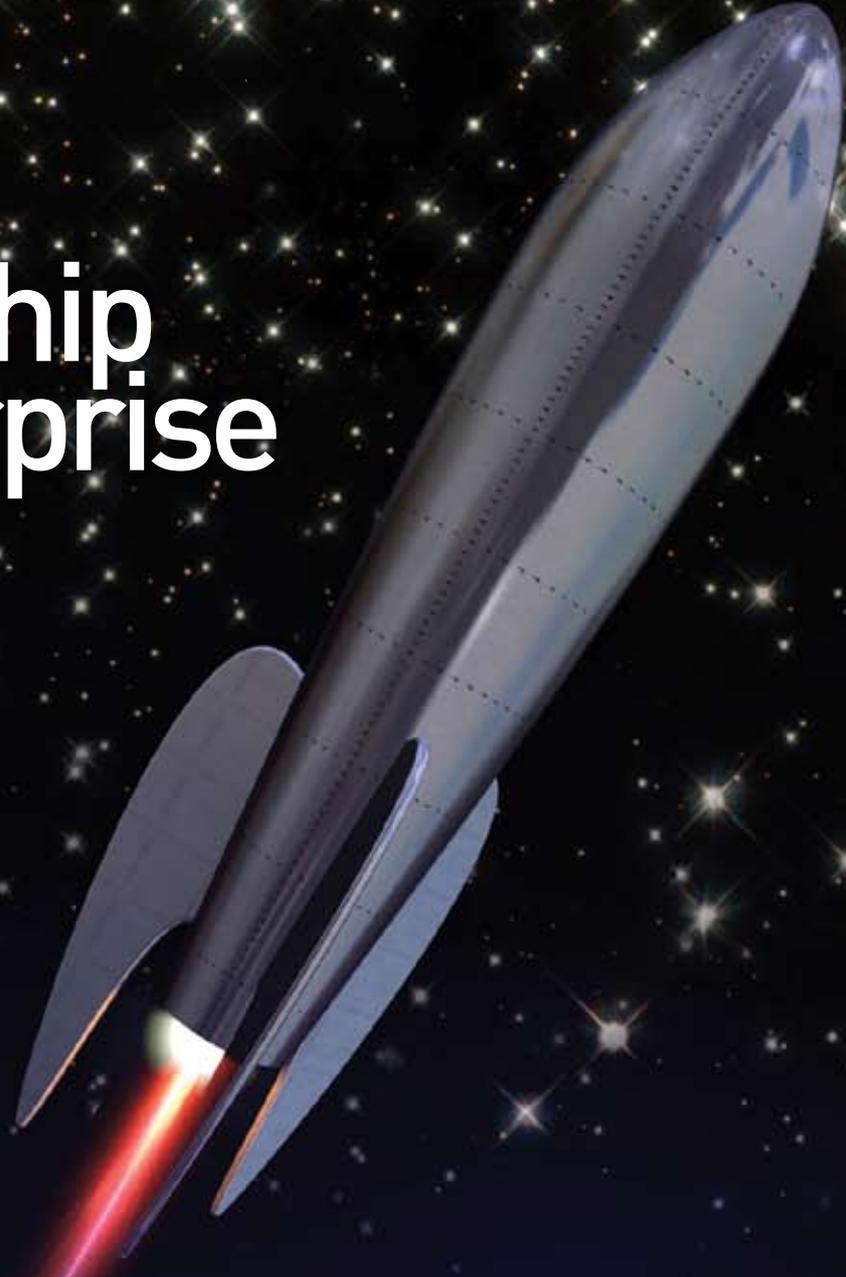
SecurityElectronics

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“One of the most exciting developments is the virtual guard tour, in which central station operators are able to patrol large facilities as part of a regular patrol service. Best of all, these remote guard tours can be supported by stored images or footage – that’s something no security officer can deliver”

VIEW TO A THRILL

Monitoring stations and their customers are leveraging new technology that gives them the power and capability to conduct real remote guard tours and to verify alarm events without recourse to the expense and delay of patrol response.

REGULAR readers will be familiar with SEM’s endless whining about patrol response times that are so slow monitoring stations would be better off calling locksmiths and glaziers than bothering their overstretched mobile security patrols. That’s because the entire concept of patrol response in a busy town is flawed.

We all know customers don’t want to pay a lot of money for alarm response and quite obviously, patrol companies aren’t charities. The result? Patrols that have no chance of turning up before burglars have got what they came for and gone home to bed.

So what’s the answer? It’s video alarm monitoring supported by a new generation of video monitoring products and management solutions that take advantage of high-speed, low-cost public WANs.

Last month SNP Security became the first Australian company to integrate the excellent Videofied solution into MASTerMind Monitoring Platform



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(MAS) in a Grade A1 Monitoring centre. We admired Videofied's gear at Security 2009 in Sydney and this looks a great move from SNP.

"Videofied is a revolutionary video security system consisting of a wireless control panel and wireless cameras that can detect intruders and send a 10 second video clip of the incident to the SNP monitoring centre," says SNP's Tom Roche.

"The motion viewer has an integrated PIR motion sensor, digital camera and infrared illuminators for night vision which means faster police response to verified intrusions."

Importantly, SNP has taken the Videofied offering even further, by embedding the alarm and CCTV signals into its existing MAS Monitoring Platform. SNP's engineering team worked directly with GE Security in the USA to develop the integration program.

Solutions such as Videofied alarm verification and Suretek's RemoteGuard product, which allows end users to deploy remote video patrols are the most exciting developments in the monitoring industry right now. With virtual guard tours like RemoteGuard, central station operators are able to patrol large facilities as part of a regular patrol service. Best of all, these remote guard tours can be supported by stored images or footage - that's something no security officer can deliver.

It goes without saying that you

can't eliminate manpower completely - and you wouldn't want to. Security officers and video surveillance systems working together have proven to be the perfect combination on large sites. And every verified alarm would demand a response. But for smaller or remote facilities which have no on-site security teams there are serious gains possible using virtual patrols to exploit CCTV capability and check alarm events.

Europe is really big on video alarm verification where the UK is a key user thanks to alarm verification rules built into its alarm standards. But the technology is also gaining momentum in the United States. Many central stations there are now delivering a service that allows alarm verification bundled in with standard alarm monitoring and they're delivering it in a way that would translate perfectly to the local market.

The beauty of these virtual patrol services is that they allow fast confirmation of alarm events that increases customer security, while delivering monitoring stations with a



Solutions such as Videofied alarm verification and Suretek's RemoteGuard product, which allows end users to deploy remote video patrols are the most exciting developments in the monitoring industry right now. With virtual guard tours like RemoteGuard, central station operators are able to patrol large facilities as part of a regular patrol service.

revenue stream that makes a mockery of the dollar-a-day monitoring fee most Aussie control rooms charge alarm customers.

But whatever the cost, it's clear remote video alarm verification along with virtual guard tours are going to be the next big thing in monitoring and they'll give CCTV manufacturers and integrators a whole new area in which to expand.

Where's the logic? Consider that physical security patrols are slow and expensive. Now consider that many video surveillance systems are never leveraged properly - instead they are often ignored until there's an incident. Next think of 24 hour control rooms with superb and fully redundant comms links. It's a symbiosis that makes perfect sense. ▀ ▄ ▄



UTC CLOSES ON GE SECURITY ACQUISITION

UNITED Technologies Corp. (UTC) has closed on its deal to buy the security business of General Electric. UTC says it sold \$US2.25 billion in debt to help fund the purchase price of about \$1.82 billion based on an agreement the two companies announced in November.

UTC CEO Louis Chenevert says the deal boosts the company's ongoing effort to expand its footprint in the security and life-safety market.

"This strategic acquisition enhances the scale, market reach and product offerings of our existing UTC Fire and Security business," Chenevert says. "It demonstrates our disciplined approach to acquisitions and capital redeployment that focuses on delivering shareholder value."

The GE Security business, formerly part of GE Home & Business Solutions, supplies security and life-safety technologies through a broad product portfolio for commercial and residential applications.

GE, which first entered the electronic security industry in late 2001 with the acquisition of Interlogix, has said the sale advances its efforts to shed noncore assets and focus on its core strategic businesses.

SNP INTEGRATES LIVE VIDEOFIED FOOTAGE INTO MAS

AUSTRALIA'S largest privately owned security company, SNP Security, is the first Australian company to integrate the Videofied solution into MASTERMind Monitoring Platform (MAS) in a Grade A1 Monitoring centre.

Videofied is a fully integrated CCTV and monitoring solution, and is the latest introduction to SNP's suite of security solutions. SNP's managing director, Tom Roche, says the latest technology featured in Videofied provides insight into how SNP stays ahead of developments in security technology from around the world.

"When this knowledge is combined with our 85 years of hands-on experience, it creates a formidable but reassuring security scenario for our customers," says Roche.

"Videofied is a revolutionary video security system consisting of a wireless control panel and wireless cameras that can detect intruders and send a 10 second video clip of the incident to the SNP monitoring centre," says Roche.

"The motion viewer has an integrated PIR motion sensor, digital camera and infrared illuminators for night vision which means faster police response to verified intrusions.

"Being a wireless solution, the cameras can be relocated easily as clients' needs change - whether on a construction site or local council worksite, or anywhere where valuable equipment needs to be secured."

SNP has taken the Videofied offering even further, by embedding the alarm and CCTV signals within its existing MAS Monitoring Platform. MAS Monitoring Software is the

world's pre-eminent security automation software, and is used by leading monitoring centres internationally.

SNP's engineering team worked directly with GE Security in the USA to develop the integration program.

"The smooth integration allows the team at SNP Security's latest Grade A1 monitoring centre to view live footage from the Videofied equipment, without having to check a separate system to verify that the alarm is genuine," says Roche.

"This means the team can identify true alarm incidents at the exact time the alarm is triggered, and crucially, action can be taken straight away and patrols or emergency services can be alerted.



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