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October / November 2011

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The main image features a background of a chain-link fence with a yellow 'Danger High Voltage' sign. In the foreground, two FLIR cameras are displayed: a fixed-mount F-Series camera and a pan-tilt PT-Series camera. To the left, four small inset images demonstrate the cameras' capabilities: 'Total Darkness' (a black square), 'Thermal Image' (a grayscale image of a person), 'Fog or Smoke' (a grayscale image of a person), and another 'Thermal Image' (a grayscale image of a person). To the right, a person in a dark, reflective suit is visible behind the fence.

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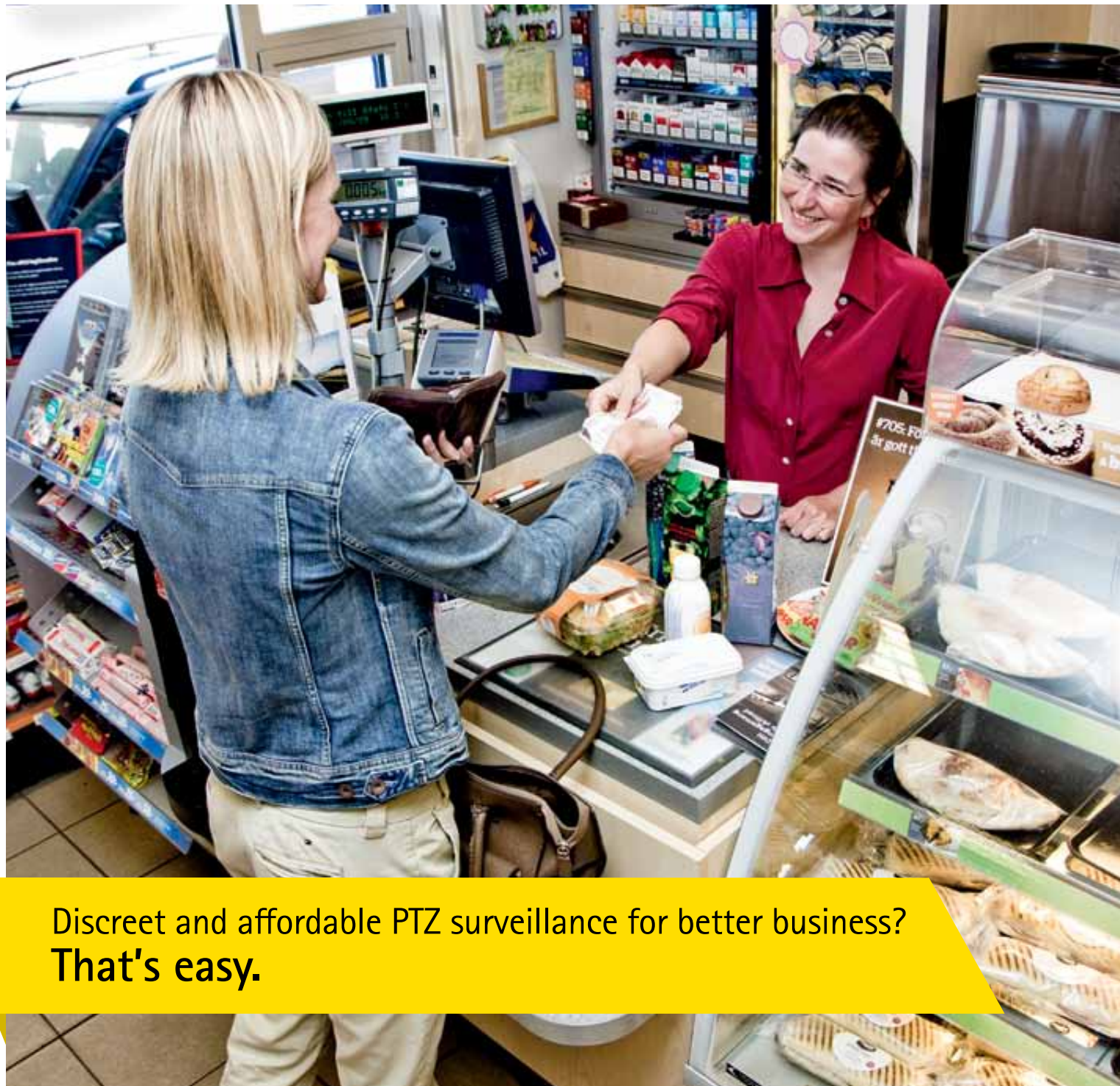
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Onehunga halts crime wave

With thefts and vandalism on the rise, the Onehunga Business Association decided that a network of hi-resolution IP cameras was the only way to put a stop to crime, Steve Hart reports.

A fear of crime, cars thieves and damage caused by graffiti 'artists' was slowly turning the popular shopping district of Onehunga, south of Auckland, into a place people would rather not visit – particularly after dark.

Onehunga Mall, a road known as Queen Street until a name change in 1973, was starting to attract the wrong kind of visitors – particular after sundown.

Although the Onehunga Business Association was paying for nighttime security patrols, they weren't able to stem the tide of vandalism and unruly behaviour.

As is often the case, a few bad eggs were ruining it for the rest, in this proud working class town. The shopping area and adjacent industrial buildings were also attracting too many daytime drunks, vandals and opportunistic thieves.



Our general perception during the surveys was that the main street at night, and during the day, was not one of high risk

CCTV installation began in June 2011

Cost: \$160,000

All 1.3MP and 3MP cameras were supplied by Panasonic.

23 cameras (and counting) are a mixture of fixed, panning and motion tracking.

Requests from companies to piggyback on the system with additional cameras are coming in.

Data is transferred by Ubiquiti line-of-sight nanodes connected to two Wavion wireless units on independent channels. All links independently encrypted Installation by SecurePlus.

Something had to be done, so Onehunga Business Association's town manager Amanda Kinzett decided to find out what people were concerned about the most, when they visited the district for work and play.

She conducted a survey over three days and nights and discovered that while people felt pretty okay about walking along the main drag, the town's remote car parks and connecting alleyways made them feel nervous.

"Our general perception during the surveys was that the main street at night, and during the day, was not one of high risk – but the car parking areas and alleyways certainly had a very high level of discomfort when using them," says Kinzett.

"The level of problems in these areas was reported as high with regard to anti-social behaviour and theft of and from cars. The isolation of our car parks and lack of natural surveillance made it attractive to the criminal element when compared to the surrounding on-street parking areas that had high visibility."

Kinzett says the town's remote car parks gave thieves the chance of easy pickings and that anyone spotted doing something they shouldn't, could leg it down a number of alleyways.

"The town centre has many alleyways linking street and parking areas that have a high risk of entrapment and a feeling of isolation for shoppers," says Kinzett. "At the time of our surveys, there was anti-social behaviour seen on each day and night."



People are now happier to use the Onewhanga shopping area

What Kinzett saw included:

- Lunch time drunks intimidating the public.
- Youths about to tag the town's iconic library.
- A gang of youths drinking in the cemetery.
- Young adults acting suspiciously in a car park.
- A person asleep in a car.
- An abandoned car (believed stolen) in a car park.
- Someone dumping rubbish in a car park at night.
- Groups of youths in car parks drinking and playing loud music from their cars.

"Additionally during the course of all our surveys we did not feel a sense that security existed and on one occasion we were advised by a local businessman to conceal the contents in our car, or they may be missing upon our return."

Apart from shoppers not feeling safe in the area, the cost of damage to property was escalating with every graffiti attack.

Kinzett says all this was happening despite paying for security guards to patrol the area, including the local bus station, although they only patrolled during the night.

"Frankly, the security presence did not work. I also put up a low budget CCTV system near the bus station, but it was not monitored – it was a reactive solution, so was not really ideal," says Kinzett. "We needed something to be pro-active."

Ultimately, the decision was made by the Onewhanga Business Association and its members to install a state-of-the-art wireless CCTV system costing \$160,000. The first cameras went up in June and more are planned.

"We have volunteers that come in to watch the cameras, so we have a proactive solution rather than a reactive one," says Kinzett.

"It has become part of our overall security and now companies are approaching us, asking if they can add their cameras to our system – I think the CCTV network will spread from just covering the town centre in Onewhanga to the whole area including the industrial areas."

The local police supported the CCTV proposal and has access to a feed from the network at its station – although nobody is employed to monitor the system.

"However, if an incident happens they will be able to see exactly what is going on," says Kinzett.

"It would be nice if the police were able to chip in to help financially but the bottom line for me is that they are involved. It is all fine and good to say they should put money toward it, but I'm happy that they are putting resources against it. We've got it now, so I say let's not quibble about money."

Although the cameras, and notices telling people there are cameras about, have only been up a few months, Kinzett says crimes such as graffiti are already in decline.

"People are noticing that we haven't got as much graffiti around here now, I haven't had to go out and get any graffiti removed for the past few weeks," she says.

"We have a few signs telling people about the cameras, but I would like to see some more going up – and that will be done shortly. But it is amazing that people have already noticed the cameras."

"Of course I am not telling anyone what kinds of cameras are where. People won't know if they are walking past a fixed camera or a tracking camera. Because of privacy issues we don't have just anyone come in to look at the screens or watch a video of their car being stolen, they are not allowed to do that."

Kinzett says the association did plenty of research before deciding to buy a range of 1.3MP and 3MP cameras from Panasonic.

"The video image is just incredible, they are just like photos – you can see everything," says Kinzett. "If you zoom in you can see every details, from people's faces to the characters on a car's registration number plate. There is none of this fuzzy stuff at all."

Kinzett says the cost of the wireless system of cameras, TV monitors and recorders has been met by the association, its cut of the targeted rates (the funding system for business associations) and some extra cash from Auckland Council.

Despite the ongoing success of the CCTV system, it is only a part of the overall solution to reduce crime and make people feel safer in Onewhanga.

"The problem with a CCTV system is that it does not jump out and stop someone from doing something, so we have also employed a guard to walk around during the day – he makes a point of meeting all the business owners – he's like an old Bobbie on the beat."

The installer

SecurePlus, owned by Jason Binedell, carried out the installation of the entire CCTV system in Onewhanga, following a review of the area and a safety audit. His previous installations include Mangere town centre, and on the back of his firm's work in Onewhanga, he is looking at installing CCTV systems in St Heliers Bay and Panmure.



Jason Binedell, owner SecurePlus



A wireless network has been installed

"Onehunga is our first big wireless network and it has so far been quite a successful installation," says Binedell. "The job took two months of planning before any work started. We had a specialist come out to do an audit on the site and make sure that what we proposed – on a technical level – was going to work."

"You can't go in half-cocked with IP cameras and wireless technology – it is a lot of money – and a large site consisting of six square town blocks."

The kind of data that's travelling through the WIFI system is all megapixel PDCs (Programmable Digital Camera) – a lot of data is going up and down the line."

One issue Binedell had to contend with was that along the main road (Onehunga Mall) there were more than 300 wireless devices, with more being added all the time by homes and businesses in the area. Wireless traffic and the risk of interference had to be overcome.

"Any one of these wireless modems could complicate the installation," says Binedell. "So the product we installed was specifically designed to counter all these issues as well as providing a truly future-proof solution."

Having worked out with the Business Association what they wanted to achieve and with an audit completed, Binedell's firm gave the association a range of options on cameras and equipment.



A combination of fixed and PTZ cameras were used

Kinzett says the association really did their homework before deciding to buy any equipment. "What we needed was a system that is easy for everyone to learn to use with loads of backup, we wanted a system that was supported locally by a company with a reputation for quality products and reliable service."

"That is why we chose Panasonic, it gave us all of that and more. It also gave us high quality video images that are just like photos, you can see everything," says Kinzett. "If you need to zoom in so you can see all the details, no problems, from people's faces to a car's registration number, no more fuzzy images."

Now the cameras are up, companies are coming to the association asking to join the network. "Firms are starting to put up their own cameras and have the feed sent to the association's system. People are starting to see the quality of these cameras and what they can do – they are jumping on board, which is brilliant for the association."

The association opted for Ubiquiti line-of-sight nanodes connected to two Wavion units on independent channels with multiple encryptions between each link in the network. It is designed for a 50 megabit throughput and the association can add on another WIFI extender and increase that by another 25 megabits as the area the installation covers is widened.

Binedell says: "Working in town centres is always hard, with regard access and health & safety, during the installation of cameras in high places."

Kinzett can't speak highly enough of the installation from start to finish. "Working with the Panasonic system that was put in by SecurePlus has been great, we are now confident that we can meet all our future security needs, and that the community now feels safer as a result, in fact just the outcome we were after."

Security equipment used in the project

Designed for 24/7 reliability and being vandal resistant, the Panasonic WV-SW395E HD PTZ is tailor made for street surveillance applications.

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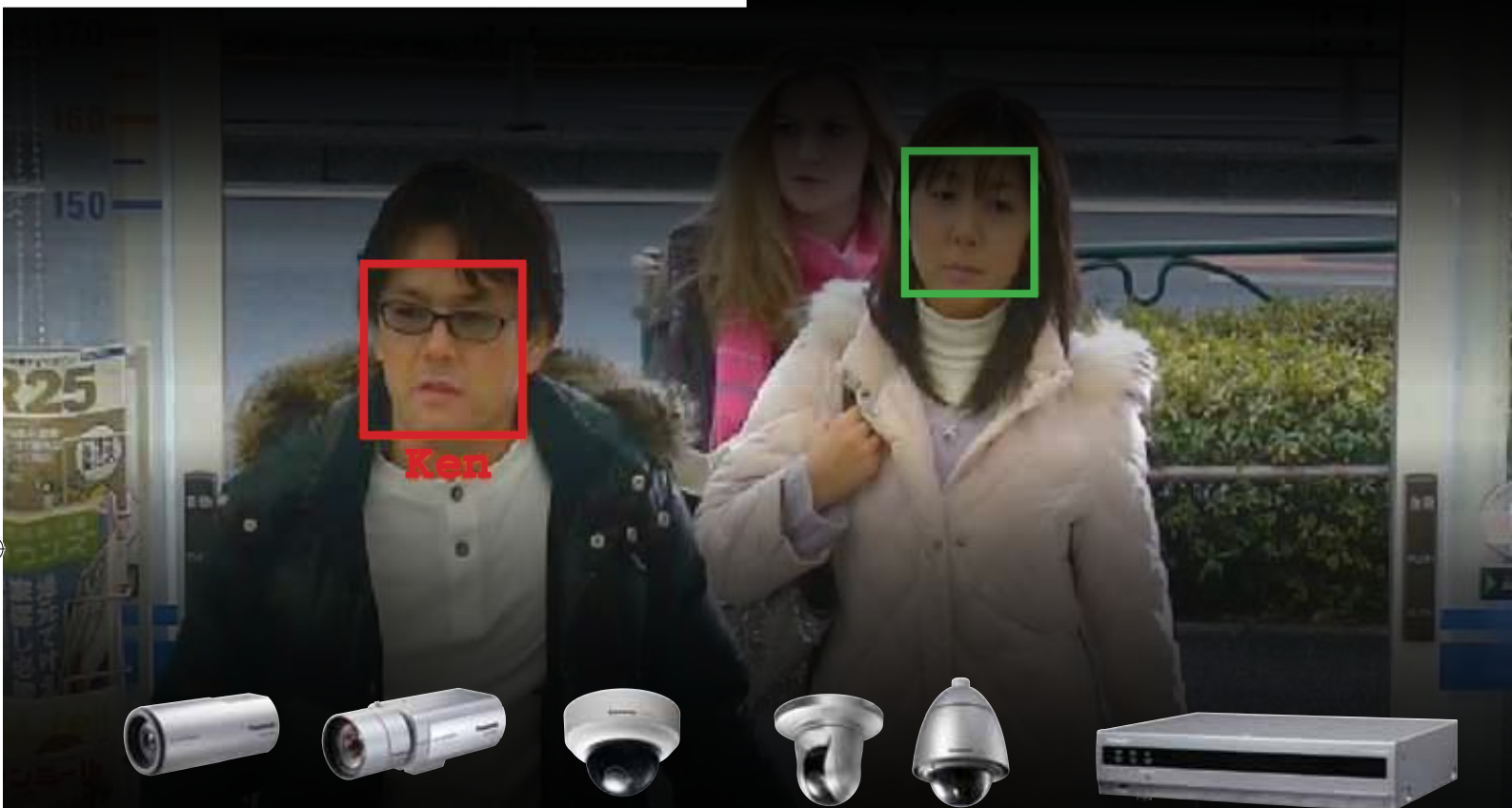
Managing recording duties is the Panasonic NVR, WJ-ND300A. The 32 camera NVR can ensure real time recording for all 32 channels and its embedded OS ensures rock solid reliability when it counts!

Live display and video management duties are performed by the Panasonic WV-ASM100 software. Live multiscreen displays, map views and complete operator control including PTZ control via optional joystick keyboard provides operator ease of use and piece of mind, allowing operators to perform core duties effectively and efficiently including camera control, instant playback and event downloading.



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Expect The Unexpected ...

By Kim Hoskin

The recent targeting and execution of members of a Labour youth organisation at a holiday camp in Norway and the associated car bomb attack on the offices of its Prime Minister in the capital Oslo, should, if nothing else, serve to remind us that terrorism has many faces and that similar incidents may occur when, where, and in circumstances we least expect.

The Norwegian tragedy has a bearing on the informal assessment given at a recent NZSA breakfast session on the risk of terrorist acts during the Rugby World Cup.

In this it was concluded that while the risk of a planned attack by al-Qaeda affiliates on a significant target associated with the event could not be discounted, the risk of other forms of terrorist attack from other sources might perhaps be more likely.

While it's most probably safe to say that the most evident risk of an internationally orchestrated terrorist attack is from al-Qaeda and its affiliated groups or like-minded individuals, the main question is this: are they likely to execute an attack here or are there other ways and means by which acts of terrorism may be committed?

As a subset of this question is the problem of where, when, how, and by whom a terrorist attack might be made, and what specific target might the instigators have in mind.

The first element of this question – the probability issue – is in part answered by the fact that the Rugby World Cup competition includes teams from the principal 'crusader' nations, the United States, United Kingdom, France and others, which remain the main targets of al-Qaeda, and that al-Qaeda has learned that it's often easier and no less effective to target 'crusader' interests away from their homeland.



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Can you still compete?**



Integriti	35
Opposition	0



Counter terrorism training

Russia and Georgia bring their own problems which might also make them targets of terrorist acts, but not necessarily by al-Qaeda.

It would be foolish to conclude that because a world-stage event occurs in New Zealand nothing will happen. Rather, the perception of a relatively relaxed and open society, somewhat like Norway's, might be the critical factor in encouraging one.

Recent events in the United Kingdom in which young adults with no evident links to al-Qaeda or its affiliates and with no evident association with other radical or extremist elements, but with intensely internalised emotions and beliefs, operated alone and without direction to plan or commit acts of extreme violence, have something in common with the recent event in Norway, in some ways may be said to fit the same mould.

Three examples illustrate this: Andrew 'Isa' Ibrahim, Nick Reilly, and Roshonara Choudhry.

Andrew Ibrahim, his father a well-regarded consultant psychologist, his brother a graduate of Oxford University, had a privileged social and educational background.

Like others of his age, he became involved with drugs and developed social behaviours which alienated him from his family.



Andrew Ibrahim

He experimented with making explosives and developed extremist Islamic views which he did not communicate to others, at least in terms which caused initial concern, and he did not openly associate with known radical elements. He used the internet and, like anyone else, probably looked at Islamic websites.

Andrew was not of any interest to the police until concern was expressed about his activities by one of those who knew him.

When arrested he was found to be in possession of the explosive hexamethylene triperoxide ('HMT') the type of explosive



Nick Reilly

used in the 2005 London Underground bomb attacks, and two home-made vests wired for detonation containing airgun pellets, nails and screws.

Nicky Reilly, the 'Exeter Bomber' – a 22 year old unemployed resident of Plymouth in the Southwest of England, was injured when the detonator of the nail bomb he had made exploded as he was preparing the bomb in the toilet of the Giraffe Restaurant in Exeter.

It is believed his attack was supposed to be a suicide mission. Reilly had a history of social and intellectual issues and was preyed upon and radicalised by others.

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Kim Hoskin

With 7th Gurkha Rifles on internal security duties in Hong Kong and on operations in Sarawak during Confrontation, Kim transferred to the Sarawak Constabulary as an assistant superintendent to form and lead a Border Scout group, meeting his first insurgents and terrorists.

In the New Zealand Army, Kim served as an intelligence officer in Malaysia and Vietnam, established the New Zealand Army Intelligence Centre, ending his military life as Honorary Commandant of the New Zealand Intelligence Corps.

Kim wrote the NZSA (then NZSIA) professional security officer training programme, then the first NZQA security qualifications. He is member of the New Zealand Institute of Intelligence Professionals (NZIIP).

Kim is responsible for an accredited National Diploma in Security programme which includes a terrorism risk module.



Roshonara Choudhry

After the incident, it was found he had received a message of encouragement before he left his home to travel by bus for more than an hour with the explosives.

The bomb was judged powerful enough to have blown out the front of the restaurant. It was made from sodium hydroxide, paraffin, strips of aluminium foil and nails. The device's detonator went off without igniting the main charge. It left Reilly with minor facial and hand injuries.

People on the Plymouth estate where Reilly lived knew the 22-year-old had converted to Islam but few noticed a difference in his character or appearance except that he started 'hanging out' with Kurdish people in the street: "We didn't see much of him anymore – he spent most of his time surfing the internet on the PC he had in his box bedroom."

Roshonara Choudhry, a typical London student from a very ordinary background studying English and Communications at King's College, London University. A gifted linguist speaking fluent Arabic, French and Bengali, her parent's natural language, she was the eldest of five children.

She grew up in a society where racism, 'Islamaphobia', sexism, and poverty were common-place. Her father, a tailor, was unemployed, and Roshonara helped support her family while continuing her academic studies.

On a May day last year, Roshonara used her savings and academic prize money to pay off her student loan as she did not want her parents to be held liable for the debt. She emptied her bank accounts as she did not want the state to gain from them. She dropped out of her studies.

Taking a bus, she went to the office of her local MP Stephen Timms, who had voted for British involvement in the Iraq war which, in her view, had cost the lives of thousands of innocent Muslims.

She walked into the office and met him, extending her hand to shake his while stabbing him with the other, but not fatally, using a knife she had purchased for the purpose and had concealed in her clothing. She was restrained by a security guard.

She had met the politician briefly once before as a 6th former at her school which



Anders Brevik

the MP had visited. After the incident it was established that Roshonara had no known radical Muslim associates, talked with no one about her views, her plans, or her hatred, and prayed only at home on her own. She apparently belonged to no Muslim groups or associations nor was she involved with any political groups.

She was later found, like many others, to have downloaded the radical Islamic cleric Anwar al-Awlaki's lectures of hate on YouTube. She internalised her anger and hatred and apparently had no release from it – certainly not from her family or fellow students – except by taking the action she did.

In some respects, the three British examples are dissimilar to the precedent set by Anders Brevik, not least in that while Brevik managed to achieve a murderous butcher's bill in order to attract attention to his cause, the others did not. Moreover, Brevik's hate was generated from the opposite end of a particular religious polarity: the fantasist 'crusader' rather than the would be 'jihadist'.

Nevertheless there are similarities in that all four acted alone without direct guidance or instructions except from themselves, and all of them developed a depth of belief that, in their minds, justified their murderous actions.

The picture of a potential terrorist has morphed yet again as terrorism always does: now a young adult of any ethnic origin and nationality from any socio-economic and religious background; of either sex; with no evident association with any established radical or terrorist group; operating on their own with differing degrees of sophistication targeting selectively or indiscriminately; and with a depth of internalised emotion and hatred that beggars rational belief.

Nothing in the Norwegian incident has changed the breakfast-time assessment: it has simply brought it into sharper focus.

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Interview with Ray Beatson

Ray Beatson joined the New Zealand Security Industry Association (NZSIA) in 1988 as its first full time employee and although he left the organization in 1999, he has been watching it from a distance...

Having been heavily involved with the NZSIA (now New Zealand Security Association – NZSA) for a considerable period, helping to write the Professional Security Officer Training Programme and bringing business leaders together, Ray Beatson – the organization’s first CEO – now sees the NZSA as a low-profile organization that is not representing its members as well as it could.

Following 25 years in the army including a spell as the Director of Military Police, Ray returned to Civvy Street and worked in the transport and hospital servicing industries. He was tapped on the shoulder to help move the NZSIA forward, and from the time of joining it in 1988, until the time he resigned in 1999, he worked 60-hour weeks, travelled the country

meeting business owners, lobbied the government and helped establish National Standards training qualifications.

The NSZIA was started by the big four security firms; Amourguard, Chubb, Securitas, and Guardall in 1972. Managers from the companies wanted a professional body to lobby government, liaise with police, raise standards and promote the industry to potential clients and the public. They wanted an industry body to help legitimise security firms and separate the professionals from the cowboys.

“Until the NZSIA was established, each firm would lobby for, or promote, what each of them felt was important to them,” says Ray. “Everyone agreed there was a need to have a common voice for the security industry.”

Among Ray’s first jobs was to get news of the Association out to security firms up and down the country. The internet was in its infancy, so Ray hit the road. For the NZSIA to have any standing, it needed grass roots support. Unfortunately, Ray says the association was seen as a ‘big boys club’ by the operators of small companies and sole traders who were initially reluctant to get involved.

“They felt that they didn’t get much of a leg in, or much of a say in the way the organisation operated, so one of the things we did was set up regional representation in Auckland, Wellington, Christchurch and Dunedin, and each group had a member on the NZSIA’s board.

“These regional meetings gave people a chance to network and share problems. In these forums a member would talk about an issue they had, equipment or otherwise, and discussion amongst members often provided the solution.



Ray Beatson was the New Zealand Security Association’s first full time employee (at the time called the NZSIA)

“Sole traders could rub shoulders with CEOs running some of the largest security firms in the country. That was seen as being very positive.”

As the association gained momentum, membership categories were established and a Code of Ethics as well as Codes of Practice were produced. “Our codes helped define the New Zealand Standards,” says Ray. “These included standards for safes, intruder alarms, vehicle alarms and monitoring stations.”

“Fairly quickly we began striking up working relationships with people in Australia, and eventually our standards became joint Australasian standards. It was a pretty busy time.”

Ray also conducted what is thought to be the first survey of industry firms in the country.

“One of the first things I did in 1988 was to conduct a survey of the industry, to find out the depth and the breadth of it,” he says. “I travelled from the North Cape to the Bluff to hold meetings and speak with product and service providers.”

“At the end of the day it is the client who suffers from poor service, unskilled help and bad products. Companies that offer services on the cheap do not give the industry a good name. The industry has got to look after itself.”

Apart from making plenty of industry friends, Ray drew up a list of 27 sectors under the security umbrella, with firms – much like today – ranging from sole traders to larger concerns employing hundreds of people.

By the time he left the association in 1999 he had seen the launch of the NZ Security magazine, brought industry players together and helped get National Qualifications underway.

“We had come a long way in introducing professional measures across the industry, but even after 10 years there was still plenty of work to be done,” he says.

Twelve years on from his last formal contact with the NZSA, he says there appears to be just as much work to do now as there was at the turn of the last century.

“The NZSA’s members and industry players need to lift their game to connect with each other in a non-competitive environment, to communicate much more with the public and stop competing with each other on price alone,” he says.

“People across the industry need to interact and cooperate more, that’s really where it has got to get to – the NZSA also needs to promote a united front to the public.”

He also believes too many companies are winning jobs based on cheap prices rather than high quality services and products.

“Sure, companies need to compete with each other with good products and good service, but they should not be competing on price,” he says. “All that does is drive down the perception of firms’ value among clients.”

Ray’s belief is that if the industry doesn’t value itself, clients won’t value it either. He is against the association’s members being cheapened by companies buckling to customers who want more for less.

“If you compete on price then you will go out of business. Everything has a cost and every firm needs to make a profit,” says Ray. “It all comes down to the price of equipment, labour and overheads – and they shouldn’t vary greatly from one firm to the next.”

“At the end of the day it is the client who suffers from poor service, unskilled help and bad products. Companies that offer services on the cheap do not give the industry a good name. The industry has got to look after itself.”

The groundwork that Ray and his colleagues did during the association’s first 10 years is still evident today, particularly in the area of industry training. He became the inaugural Chairman of the

Electrical Industry Training Organization (ETITO), which was chartered in 1992.

“We wrote a training programme for security officers that became the basis of the National Qualification Standards, but my perception now is that the association, on behalf of the industry, has stepped back from being the driver in the area of industry training. In my view that has been a negative,” says Ray.

“The tail appears to be wagging the dog when it comes to industry training. The training providers appear to be having a bigger say in the training that’s offered to industry staff than employers or the association.”

“I wouldn’t go so far as to say the industry has been hijacked by training providers, they are there to make money – and the government is handing out money to train people – but this is where the association should have a greater input.”

“Qualifications are the way forward. This will lead to a better product that is more marketable and more profitable. Clients have to be made more aware of the fact that there is a reputable industry that has standards, has trained people and that to benefit from trained staff, they need to pay a little bit more.”

Ray also says the public needs to be made more aware of the industry, he recommends the NZSA attend public events such as home shows.

“It is all very well having an annual conference, but the association should be at home shows and the like,” he says. “While it is good that security firms promote their services at trade shows, the industry’s association should be there too.”

Ray says one of his biggest concerns in the early days was what he calls the ‘lose legislation’ covering the security industry.

“It was outdated even back then, so – over the years – we made some suggestions to the minister of justice, the police commissioner and the minister for police,” says Ray.

“Ian Dick played a major part in that along with Murray Fairweather who followed him as chairman. They met with the ministers to get the legislation moving forward.”

“At one stage we proposed to the government that the industry becoming self-governing, like the financial industry is, and like other industries are.”

“But it was Doug Graham [Minister of Justice in the 1990 National government] who said something to the effect that the profit from investigators and security guards was the only government department that made a profit. “He was right, I got the facts and figures and they

were ripping the industry off; that is to say considerably more was being received in fees than it was costing the Department of Courts to administer the licencing regime.”

“There was legislation, but it was not enforced by the police, the association (by default) became the policemen and would handle reports of mal-practice and make a formal complaint to the police or registerer. In some cases convictions would follow or people would have their licenses revoked. That got people moving.”

“And if someone was found to be operating without a license then the association would help them clean up their act. There have been, and there always will be, fringe operators.”

After 10 years in the job Ray felt it was time to move. “Having put 10 years and a lot of hard work into the NZSA I resigned in 1999 – I needed a change. It was energy sapping, I felt as though I needed a rest after working so many 60-hour weeks,” says Ray. “I was doing a lot of travelling and juggling a lot of hot potatoes.”

He says a lot has changed since his last days in the organization, and is disappointed that – from the view of an industry watcher – there appears to still be plenty to do.

“I feel that the public perception is still not as good as it could be, there are still cowboys out there,” he says. “One of the perceptions when we started was that security guards were thugs, that’s why we put in place national qualifications.”

“People are still employing staff and not training them, to cut that cost, and then offering a cheaper product to clients.”

“The association was also the go-to point for media comment, maintained relationships with police, other government departments, and worked with other industry sectors such as retailers, to maintain a profile and kept the industry in the public’s mind – it also kept the industry honest.”

“The industry used to do a lot more to educate the public about security matters, articles used to be written for mainstream magazines and members would go and talk to a variety of community groups. Activities would be done to get the message out there and raise the association’s profile.”

“Now, as a member of the public, I don’t see any of that going on. If there is an industry comment on a particular incident then it is often attributed to someone operating in the industry, rather than the association.”

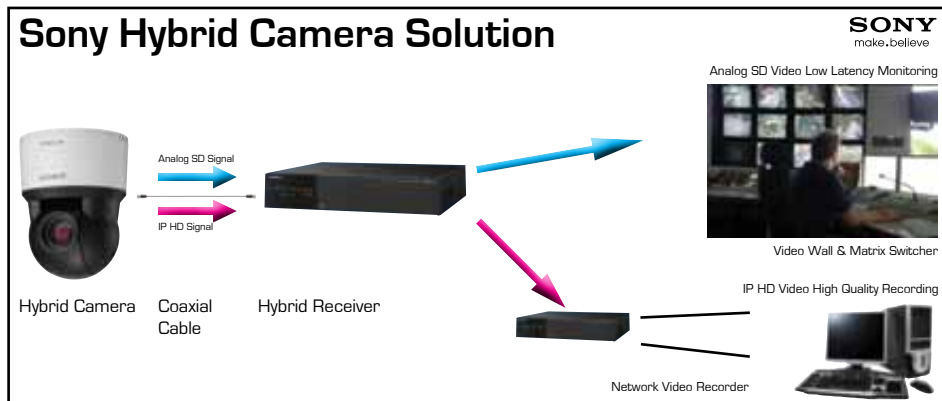
“There is no real sign in the public domain that there is a security industry association at all.”

Sony & Intersil to Develop World's First Hybrid HD Security Camera Solution

Sony is pleased to announce that it has formed a business partnership with US semiconductor manufacturer 'Intersil Corporation (hereafter 'Intersil')', for worldwide development of the industry's first network camera capable of simultaneously transmitting both analog SD and digital HD images over a single coaxial cable.

Sony's new 'hybrid cameras' are the first in the industry to be equipped with IC chips that use Intersil's SLOC (Security Link over Coax) technology, thus eliminating any need for new cables to be laid or replaced within the building. This in turn enables the existing infrastructure environment of coaxial cables for analog SD cameras to be used "as is", thereby drastically reducing installation costs and facilitating effective use of available cable resources from an environmental perspective.

There are many facilities around the world that already have infrastructure in place with analog SD cameras and coaxial cables laid and installed, such as office buildings, commercial facilities, financial institutions, and seaports. Formerly,



expensive facility wide modifications spanning the entire interior of a building, including all cables, were required for such venues to introduce HD cameras to their systems.

Sony's IP network cameras are capable of image surveillance in high-resolution digital HD, and also offer advanced graphics processing functionality, such as improved visibility of images with light/dark contrast through composition/auto-correction and motion detection.

These new 'hybrid cameras' make full use of the special characteristics of analog SD image signals, which boast

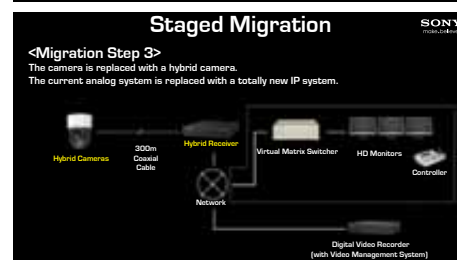
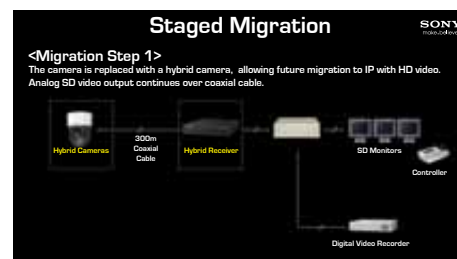
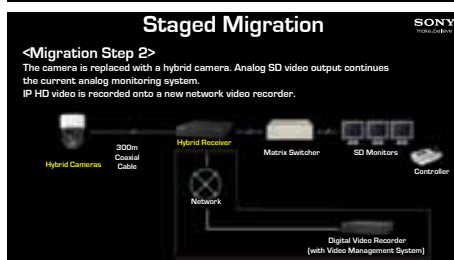
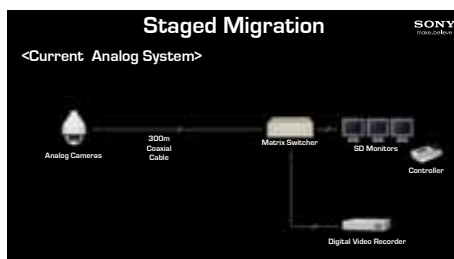
virtually zero image transmission delay.

The cameras can therefore continuously meet the needs of markets such as the financial market, in which systems must have the ability to conduct surveillance in real-time. The new hybrid cameras can be recommended for both potential new customers and for existing SD users.

Sony takes great pleasure introducing this new category of network camera – the 'Hybrid Camera' – to the market as part of its lineup of security cameras which currently include SD-resolution analog cameras and HD-resolution IP network cameras.

Benefits of a Hybrid Camera Solution

- Environmentally-friendly with cost-effective migration from analog to IP using existing infrastructure which saves cost of coaxial cables, power supplies, monitors, matrix switchers, etc.
- Reduces installation labour cost by speeding installation and cutting system down-time.
- No additional operator training required.



SONY

So small and sleek that they can fit anywhere X Series

The X series HD network cameras are not only affordable; they also offer high definition clarity, making them ideal for commercial spaces, offices, retail shops and outdoor areas. Certain models even sport rugged and vandal-proof features, which make tampering more difficult. What's more, they are so small and sleek that they can fit into the tiniest of spaces, making them perfect for covert use.

Key Features

- Incorporated with "Exmor" CMOS sensor to ensure high image quality and low noise
- Excellent 1080p HD picture quality, supporting H.264 at 15 fps
- Three codecs (H.264, MPEG-4, JPEG) and a dual streaming capability
- Electrical Day/Night function for switching to Day or Night mode, depending on the light level
- Stream Squared function to send two 4:3 aspect ratio videos in user-selectable resolutions up to SD simultaneously (Low-cost solution to replace two SD cameras located in a line)
- DEPA Intelligent Video Analytics system can be set up with a DEPA-enabled recorder
- Bundled with recording software (RealShot Manager Lite)
- ONVIF (Open Network Video Interface Forum) compliance that ensures greater interoperability and flexibility in building multiple-vendor systems

SNC-DH210



SNC-DH210T



SNC-CH210
Actual size

IPELA

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Sony Launches New Series Of Network Surveillance Recorders

At the Sydney 2011 Security Expo, Sony Electronics revealed a new line of Network Storage Recorders. The new eight-channel NSR-S20 series and 16-channel NSR-500 series join the entry level four-channel NSR-S10 series and the flagship 64-channel NSR-1000 series to complete Sony's extensive lineup of HD network video recorders.

The NSR-500 features a hard disk drive (HDD) with built-in scalable storage capacity of up to 12TB, and which are capable of simultaneously recording and storing video from up to 16 Full-HD network cameras for an extended period



NSRS 20/ 10

of time. The NSR-500 Network Camera Recorder is capable of recording Full-HD video images at the rate of 30 frames per second (fps).

The NSR-S20 series is a Network Camera Recorder equipped with a HDD

with a maximum 2TB storage capacity, all housed inside a compact unit. This storage device can record high-resolution Full-HD video from up to 8-channels. The device's slimmer body requires approximately just one-quarter of the footprint of conventional Sony models.

These new models are feature-rich and include the built-in large-volume storage capacity HDD for Full-HD recording, and multi-channel capability. Sony will be actively promoting these devices for use in retail stores, distribution businesses, financial institutions, buildings, offices, factories, as well as for surveillance in city streets.



NSR 500

Six New PTZ Network Surveillance Cameras Released By Sony

Sony Electronics also released the new EP and ER series of network cameras. These new pan, tilt and zoom (PTZ) and rapid dome models each feature three different units to cater to diverse customer needs. Each new camera is compatible with Full-HD (1080p) output, HD (720p) output, or SD output, respectively. The six new network cameras represent the most comprehensive line-up of full-featured, wide-area surveillance units in Sony's high definition security camera range.

These feature rich devices are integral for high definition, wide-area video surveillance. Recommended uses include peripheral surveillance for large buildings, factories, and parking lots, monitoring roads, highways and transportation hubs, at public utilities and surveillance of city streets.



SNCEP521

These high-speed cameras are capable of pan and tilt functions of up to 360-degrees per second and utilise Sony's DynaView™ technology to facilitate wide-dynamic-range even in backlit environments. The EP and ER series of network cameras also receive power over Ethernet (POE), making installation simple and increasing the flexibility of where the cameras can be used.

Using an optical block developed by Sony, the Full-HD-network cameras feature high magnification zoom functionality. The SNC-EP580 and the SNC-ER580 models feature 20X optical zoom, while the SNC-EP550 and SNC-ER550 feature 28X optical zoom with a minimum rotation radius of 340-degrees and some models feature endless (360-degree) rotation for the widest area surveillance possible.

For more information please contact:

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- Up to four internal stations per residence with internal communication
- Icon and voice announcement at entrance station to guide caller
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- DIP switch programming for fast commissioning
- Choose from hands-free or handset internal stations
- Individual door station per apartment (option)

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Preparing for the future – Security Conference 2011

A line up of heavyweight international experts in security management, disaster planning and risk management urged delegates at the New Zealand Security Conference to find new ways to lift their preparedness.

The annual two day conference was held in Auckland during mid August with the theme ‘preparing for the future.’

New Zealand speakers drew lessons from the events in Canterbury and explored other legal and business topics ranging from privacy to procurement.

As if to reinforce the conference theme, a snowstorm blanketed almost all of the South Island on the eve of the event, paralysing transport and forcing some last minute cancellations – a reminder that disruption to normal routines is not confined to earthquakes.

Greg Watts, New Zealand Security Association (NZSA) Executive Officer, says some exhibitors were also delayed. Dunedin based NZSA Chairman Alistair Hogg was lucky to make the last flight



Greg Watts, NZSA Executive Officer



Alistair Hogg, NZSA Chairman

out before the storm, just making it to the conference and allowing him to chair the NZSA annual general meeting, held at the same time.

The conference culminated in an awards dinner that saw the security industry’s training organisation, ETITO, take a high profile sponsorship of a series of new training awards [see full story page 30].

Watts says the new awards generated extra interest in the awards evening, with numbers hitting about 170 this year, despite the weather disruption.

The conference itself was partly about the role that the security companies can play in improving disaster preparation and response, and how to better support their customers during a crisis, but Watts says it was also about preparing your business for the changing industry and business environment.

“The Ministry of Justice speakers covered the introduction of the new Act, and other speakers covered things like the economy, new ways to look at procurement, IT, forensics and legal

issues. Then there was the huge role that security companies are playing in Christchurch after the earthquakes,” he says.

“Starting with one of the world’s leading experts on disaster planning, Adam Montella, I think the theme on the first day demonstrated that preparation starts at home, you can’t just rely on government. You’ve got to be able to take care of yourself and your own family before things like the police, government services and private industry can mobilise. But if companies look after their people and they will look after the business in return.”

Risk management

Watts says the theme was chosen in part because New Zealand is seeing security managers become involved in crisis management and risk management, and also in business resilience and continuity planning, a trend identified by Dr Marc Siegel, the commissioner heading the ASIS International Global Standards Initiative and a presenter on day two.

“They seem like natural appointments if you are already dealing with security,” says Watts.

“I think it has probably been the case for a number of years but I do see that trend increasing, but also the technology involved in things like security and fire safety are converging as well, so it’s not just that the roles are merging, the technology is becoming more integrated.

“We will continue to see companies emerging that specialise in exactly that - how to bring all these areas in your business together and manage them effectively. I think the companies

providing those services are likely to see some good growth,” he says.

“Part of the reason for bringing Dr Siegel over was to get companies to think about the way the industry is heading, there are going to be more standards and there is the introduction of the legislation and the training requirements. Companies need to be thinking about standards and improving professionalism, whether that is through meeting standards, or just through looking at the services they offer and the products they sell.”

Training

However, no matter where the speakers originated, one of the threads running through the two days was training.

It was almost a year ago that, simultaneously with the 2010 Security Conference, the new legislation covering the industry was enacted, yet the industry has yet to find out exactly what the mandatory training requirements will be and when they will be enforced.

In a closely followed session, Roger Gill, the Private Security Personnel Licensing Authority, said the industry probably won't know what the training regulations will be until the middle of next year.

However, it became clear that many firms are not content to sit by waiting for the government to act; they are already making training a point of competitive difference for their own organisations.

It is an approach applauded by Micheal Frampton, ETITO Manager – Strategy and Corporate Relations during his presentation, as he again exhorted the industry to aspire to achieve more than just the minimum for regulation.

Exhibitors

Alongside the conference, exhibition space sold out to a variety of industry companies.



Security awards group photo

Watts says advertising in the New Zealand Herald and coverage on TV One's breakfast programme helped boost numbers of exhibition visitors from within the industry.

Thanks to many well placed demonstration monitors, the advances in camera technology and associated software gained the highest profile.

There were optical cameras that apparently more or less see in the dark and thermal cameras that definitely do see in the dark - with rapidly improving resolution and clarity. Video analytics – among other things - now automatically spots abandoned bags, or suspicious loitering.

Another direction of camera technology is increased resolution – demonstrated by new Avigilon 16 mp megapixel cameras that permit seemingly impossible zooming in to make positive IDs in small sections of a wider scene. Other camera systems are capable of reading vehicle registration numbers at night when the camera is looking straight into headlights - a challenge that in the past defeated most video cameras.

“As far as leading edge technology goes, the camera technologies stand out, but other exhibitors are showing advances in technology that may be not so dramatic, but can be equally useful,” says Watts.

In this category examples include an advanced Electronic Roller Door Lock from Assa Abloy, and expanded and enhanced access control technology from Gallagher.

“It was good to see such a good turnout of exhibitors, and they say that the leads are very high quality. They are security managers or company owners or decision makers, which is what we are looking for,” says Watts.

Steady hand at the NZSA helm

With the main conference over, NZSA members held their AGM, re-electing incumbent chairman Alistair Hogg for another term.

Hogg says three vacancies arose on the board, partly because of the board's rotation policy and partly through some retirement from the industry, so an election was held with the seats filled by Bronwyn



The Leaweld stand was just one of a wide variety of products and services on display



A number of people took the opportunity to exhibit new products

Paul from Wanganui Security, Chris Martin from Xpanda Security and Gavin Clarke from Provision Security.

“One of the most pleasing things is that the new board has a really good geographical spread, sector spread and has companies of different sizes represented,” says Hogg.

“It is good to have a bit of gender diversity as well.”

When asked to review the past year Hogg says the industry has been getting to grips with the new legislation and while it was disappointing not to have all the certification and training provisions of the new Act in place by the Rugby World Cup, looking back, it was a practical decision by the government.

“I think that the timing of the act meant that there was too much compression in time to get everything happening in time for the Rugby World Cup and although a lot of people used the Rugby World Cup to promote the Act, the reality is that it was never about just that event.

“What will be really interesting over the next year; will be to see what the mandatory training requirements for the main sector will be. There is still a fair bit of debate and consultation about that,” he says.

Training holes

Government policy is to introduce mandatory training requirements for property guards, personal guards and crowd controllers, in contrast to its hands off training policy when it comes to security technicians, security consultants, private investigators.

“For those working in electronic security there is a qualification but it will not be a mandatory requirement, so long as the person carrying is not doing 230 volt electrical work,” says Hogg.

“We have worked hard with the ETITO on the electronic security qualifications and there are some really good practical and achievable qualifications and would like to see them become a requirement.”



He says there is a chance that when the public employ a licensed security technician to install an alarm they may assume – wrongly – that the license infers some skill or competency when in fact the main criteria to get a licence is a clean police check on recent dishonesty offending and absence of jail time or sexual offending.

“Number one is – are they a fit and proper person? Number two is – are they going to do the job properly?” says Hogg.

“We are really keen and motivated to try and get some regulatory requirements for that. I don’t know how successful we will be but we have had some hard fought for wins in the last couple of years and if we believe in something will fight hard for it,” says Hogg.

Objectives

After a year of bedding in the new legislation Hogg says one NZSA objective is to educate the public.

“How we do that is yet to be seen, we will be holding a strategic planning session to focus on how we can market the benefits and merits of using NZSA members. There is going to be a big push from the board for members to get involved and make this happen.”

He says the gaps in mandatory training left by the government’s policy and the likely level of the minimum requirements will create an added incentive for customers to use NZSA accredited members.

“The act sets the regulatory minimum for licensing. There is an opportunity to say to the public that we are setting the benchmark higher than the government because in addition our members adhere to certain standards.”

“The real challenge is how best to promote that, because it all costs money,” says Hogg. “As the NZSA and the rest of the industry prepares for a changing environment,” he says. “This year’s conference theme of preparedness was appropriate.”

“It is really topical. The Christchurch earthquake and the Pike River mine disaster are things that have affected the whole country. There may have been a little bit of information overload over the past year about that and people are feeling maybe a little bit jaded with it all, but it doesn’t take away from the risk of just shrugging our shoulders and not learning the lessons. So I don’t think it is a bad thing to have been trying to reinforce that, but it will be good to move onto fresh topics next year.”



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ETITO and NZSA get on with the job

Areinigorated relationship between the security industry and ETITO is evolving and it's not just tea biscuits, it was revealed at the recent New Zealand Security Conference.

ETITO is the security industry training organisation which sets training standards, develops qualifications, and is tasked with providing industry training leadership.

The fresh approach kicked off when a Memorandum of Understanding between New Zealand Security Association (NZSA) and ETITO was signed in May this year, effectively replacing the Security Industry Training Advisory Board.

The move comes at a time when new qualifications are being developed, the government is demanding better value

for money from industry training, and industry awaits word on what regulations for mandatory training will come into force under the new legislation enacted last year.

Addressing the Security Conference, Michael Frampton, ETITO Manager - Strategy and Corporate Relations, told delegates that achievements over the last twelve months have been significant – even if things appeared to move slowly at times.

“I'm pleased to report that what NZSA and ETITO signed up to on paper has indeed become practice,” Frampton says. “We continue to collaborate well across a range of matters, most recently the new Level 2 security qualification. Our boards have met. We've consulted widely. We've presented our thinking on a range of matters. We've worked alongside firms and on the industry's behalf with the regulator.”

But Frampton says, in a point echoed later by NZSA chairman Alistair Hogg, that the relationship is not built on complacency.

“To suggest that we should always be in agreement would be wrong,” he says. “We need to be able to debate the issues that count. We need to respect that our jobs are different and so are the constraints they bring about.”

“But we need to focus on what it is that we share - a commitment to a world-class training system for the security industry. And so, just as the application of sandpaper to a surface will smooth away its imperfections, a highly polished training system can only result from some constructive abrasion every now and then.”

Frampton clearly respects Hogg for his expertise and says his affable style does not detract from strong advocacy for broader security industry as well as the association's members. “We remain committed to consulting and working with all the participants in your industry,” he says. “What we ultimately deliver may not be to everyone's approval all of the time, but this is the invidious nature of the leadership that is one of our statutory obligations.”

Thinking revealed

The Ministry of Justice also faces the challenge of trying to balance competing views. In a July consultation document – itself the result of previous consultations – it revealed its approach to the regulatory regime for mandatory training for crowd controllers, property guards and personal guards, publishing three training options and asking for comments (now closed).

The document acknowledges some of the original submitters didn't get what they were asking for and offers reasons why.

The Ministry says parts of the security industry rely on the availability of part-timers and casual staff who are often on low wages and so it has to take into account the level of costs that would be imposed on trainees who may have to pay for it themselves.

The ‘least comprehensive’ training option totals 12 credits and three unit standards covering pre-employment knowledge and managing conflict.

“It has the advantage of being relatively low cost and easily achievable, while still targeted at the main competency the regulations seek to address, i.e. dealing with conflict,” explains the Ministry.



Michael Frampton,
ETITO Manager - Strategy and Corporate Relations

A second option adds another four credit unit standard on access control. On top of that, the third training option adds training in first aid and responding to emergencies such as fire, natural disaster or terrorism, making a total of 21 credits.

Only option three has enough credits to open the possibility of industry training funding support from government under the Tertiary Education Commission's Limited Credit Programme (LCP) policies which are designed for training to unit standards that don't by themselves make up registered qualification.

Standards

In his address, Frampton says ETITO has continued to consult and collaborate on regulation on the industry's behalf.

"It is deeply pleasing to me to see that each of the three options short-listed by the Ministry are based on national standards of competence. The indication that national standards should form the basis of competency requirements is a positive step for us all."

But Frampton says none of this changes the ETITO's fundamental message – one also emphasised at the 2010 security conference.

"Regulation or not, you should be aspiring to achieve more than the minimum that is required. It's not about what you have to do; it is about what you choose to do because that is what it means to be a professional," he says.

"The Level 2 qualification remains the best starting point. It provides the right content to produce a well grounded entry level professional. It's been developed in close consultation with representatives of your industry to ensure it's relevant, robust and accessible. My message is that it should remain the focus of the industry, irrespective of uncertain regulatory requirements."

Not hanging about

Frampton says the numbers of security firms and trainees is growing at a steady rate.

Clearly a good chunk of the industry is not waiting passively to see what the regulations turn out to be, an approach that he applauds.

"The most recent annual figures – for 2010 – indicate that trainee numbers are up by about 640 people. This means that some 3,300 security industry personnel were engaged in training to national qualifications in 2010," Frampton says.

"The number of qualifications achieved doubled to reach just over 1,200."



With about 11,000 certificates of approval applied for, this means about one third of the industry is in training under the auspices of ETITO.

There are about 3,750 Level 2 National Certificates in Security already registered with NZQA. Together with other qualifications, even allowing for those who have left the industry, it seems likely that around two thirds of the personnel in the existing industry are qualified or are in training, before accounting for the new additional class of crowd controllers.

"The growth is positive and we expect the trend to continue," says Frampton. "In the last few months alone, we've seen a significant increase in new trainees."

But while there was 3,300 in training, only a little over a third of trainees completed qualifications. This is around the average completion rate for other industries covered by ETITO, and is a marked improvement on previous years.

"It's my challenge to you that security firms and trainees need to be doing better," Frampton told the conference.

"There's been a distinct change over the last year in government policy and expectations about the results delivered from the industry training system. It was never OK to enrol in a qualification and meander through it with little or no progress over a prolonged period of time.

"But in today's environment, government is imposing quite specific consequences for such an approach, which include reduced funding for poorly performing trainees. In other words, the government is very focused on a training system that delivers value for money.

"So it should be," Frampton adds. "It is investing your money and mine to train New Zealanders and it has every right to demand results.

"The mantra needs to be one of 'starting a qualification, finishing a qualification' – and finishing it within the prescribed timeframe. This is the kind of outcome that is good for a firm and good for the trainee.

"We know there are challenges – and some particular to the nature of your industry – that can make it difficult for trainees to achieve credits and qualifications within the expected duration of training.

"And so, as I signalled at last year's conference, ETITO continues to review how we do things to ensure that we're providing you with the best support we can. In recent consultation, you've told us that you want a broader range of training choices, you want better assessment material, and you want a risk-based approach to quality assurance that rewards those firms who deliver high quality outcomes.

"We are responding by working with NZSA subject matter experts to develop assessment resources for the new Level 2 qualification. We've invested in printed support materials for those of you that lead training in your firms, and we expect to launch this in the coming months. And we've dedicated a full time staff member over the last year to lift the quality and consistency of assessment within firms by working alongside employers and trainees in the workplace.

"We're not stopping there though," says Frampton. "We've recently been engaged in reviewing ETITO's broader strategy and approach, and you should expect to hear from us in the coming months as we test with you our thinking about ways to deliver greater performance and simplicity, while achieving better efficiency from your and government's investment."

Multi-Megapixel CCTV - the C R Kennedy answer

With the introduction of Dallmeier's 51-megapixel real-time Panomera multi-sensor system at IFSEC show in Birmingham in May 2011, which scooped 'the CCTV equipment of the year 2011' award, C R Kennedy again are proudly leading and taking the IP CCTV technology to the next level.

Dallmeier's latest award-winning Panomera is a new camera technology specifically developed for comprehensive surveillance of spacious areas. It offers a unique panoramic overview in up to 51 megapixels with simultaneous real-time recording (up to 25 frames per second in PAL signal).

Panomera delivers highly detailed images even at large distances, so significantly reduces infrastructure requirements. Projects which previously would have

required large number of HD multi-megapixel cameras can now be realised with a single Panomera system.



*Dallmeier's 51-megapixel
real-time Panomera multi-sensor system*

Top 10 highlights of Panomera system

1. Unique Panomera effect (with software)
2. Highest detail resolution even at large distances
3. Permanent recording of the entire scene
4. Real-time frame-rate at H264 encoding
5. Scalable solution
6. Multi-user capability
7. Multicast enabled
8. No moving mechanical parts
9. Easy installation and maintenance
10. Auto object-tracking over vast distances



Panomera far exceeds the conventional 1080p HD standard. It is made of up to 24 HD sensors all crammed into a single box. Being a multi-sensor system that is individually scaled to meet customer requirements the system simultaneously displays all areas of the entire surveillance scene with maximum detail resolution.

It does not matter which section of a surveillance area an operator focuses on at any time, because Panomera always records the entire scene.

Furthermore, the movements of objects such as persons can be tracked, even over long distances without recording gaps or camera switches. Naturally the tracking is carried out by intelligent video analytics.

Panomera allows for a complete overview without using movable mechanical parts, which means that there is no wear and tear. Thus the system offers a long working life and long-term investment protection.



Sharvil Patel, C R Kennedy's CCTV Account Manager

Sharvil Patel, CCTV Account Manager at C R Kennedy comments "with the introduction of Panomera system by Dallmeier, the need to have multi camera system for a large area is now re-defined; this can now be achieved with only one box! This is extremely useful for large venues such as stadiums, ports, car-parks etc where cabling / installation is restricted and complete surveillance in detail is yet desired. A single system is not only easy to manage and operate, but chances of having any hardware failure on the equipment are up to hundred times less than having a multi-camera system. This clearly means more bang for the buck!"

78-years old company C R Kennedy are exclusive proud distributors of Dallmeier video products in Australasia with offices all over in Australia, New Zealand, Macau and Singapore.



Marina Bay Sands hotel in Singapore

"We have strong ties with Dallmeier since company's launch of video products in early 90s and have seen a huge growth over the years in working closely with Dallmeier on various projects incl latest Marina Bay Sands hotel in Singapore with over 5000 Dallmeier CCTV cameras and these many number of recorders' says Sharvil.

"2011 has really been a rock-solid year for us with Dallmeier so far," says Sharvil, adding "in 2011 Dallmeier have released new VideoIP products including HD full-body cameras, domes, VideoNetBox, DMX-series sMatrix units and now latest Panomera system. This is not the end of it, they continue to bring more innovative products and with several successful projects in Australasia with these products, we are setting a new standard in CCTV industry."

Just to note all Dallmeier products are engineered and manufactured in their own high-class factory in Regensburg, Germany. With a hefty investment in R & D, Dallmeier have provided second-to-none quality video products all over the years with many users enjoying their Dallmeier products even after many years of continuous operation.

Besides distributing Dallmeier video products exclusively, C R Kennedy's CCTV division also represents other world-class brands including but not limited to Avermedia, Elmo, LG, Pentax, TVS, Videotec & Watec.

Please contact Sharvil Patel or Patrick Baker at C R Kennedy's Auckland office on 09 276 3271 to obtain further information on Panomera or any of the latest CCTV gadgets from C R Kennedy.

12 Megapixel Kamera



PANOMERA



Boost to industry awards

The annual security industry awards were boosted this year, thanks to a new partnership between two of the industry's key organisations.

ETITO, the industry training organisation for the security industry, joined with the New Zealand Security Association (NZSA) to refresh and reinvigorate the awards presented at a special dinner held in conjunction with the New Zealand Security Conference in Auckland.

Three new training awards have been added to the traditional Security Personality and Security Officer of the Year awards and all the awards have been thrown open to all industry members.

"We want to shine a light on top performance," says ETITO Chief Executive Garry Fissenden.



Garry Fissenden,
ETITO Chief Executive

"It is about promoting professionalism and excellence and the new awards reward excellence in areas of work that make a major difference to the end game – training and first class assessment."

NZSA Executive Officer Greg Watts says the awards are also an opportunity to recognise front line people who form the backbone of the industry.

"The number and the standard of entries was extremely high and made it hard to single out the final award winners," he says.

This year a special NZSA lifetime membership award was also presented.

Security Trainee of the Year

The inaugural winner of Security Trainee of the Year, Zoltan Szeman of First Security Guard Services, is a relative newcomer to the country, entering the New Zealand Security industry in 2004. Garry Fissenden told the audience that Zoltan Szeman was a former member of the Hungarian Air Force and prison service, with English as his second language.

"This has not held him back from achieving a number of security

qualifications in a relatively short time," he said.

"While working as a security supervisor at a data centre in Auckland he completed a national certificate in security levels two and three over the course of 2009 and 2010. He went on to achieve a national diploma in security levels six becoming just the third person in the country to do so."

Workplace Assessor of the Year

The first Workplace Assessor of the Year award went to Tony Robinson of Venue Security International Ltd. The award requires an outstanding contribution to training in the workplace.

Training and assessment is only part of Robinson's role as operations manager, but he says he loves it, and while some people need more encouragement than others, it can be a lot of fun as well.

He says a lack of knowledge can hamstring staff. "I am really hot on giving guys knowledge – and with the knowledge comes power. Understanding their rights and also their obligations when they are acting as a security officer, that to me is the key part," he says.



L to R Zoltan Szeman, (Trainee of the year)
Garry Fissenden



Tony Robinson
(Workplace assessor of the year)



*Darryl, Stefanie Stonnells
(Registered workplace of the year)*

Registered Training Workplace of the Year

Darryl and Stefanie Stonnell, founders of Wellington's First Contact Ltd, were recognised when the company was named the inaugural winner of the Registered Training Workplace of the Year award.

"We have worked hard at ensuring all of our staff are trained, it's not the latest thing to do to get a contract, it is something we have as a core principle," says Darryl Stonnell.

The company has around 100 staff, rising to twice that number during events. Stefanie Stonnell says it is not easy getting staff to train and you have to stick to your guns from day one, but it engenders loyalty and helps filter out less motivated staff.

"We have had so many of our staff gain their very first qualification ever with us," says Darryl Stonnell. "It's not just as a security guard we see the changes, we see the improvement in their personal approach to life."



*Scott Carter
(Security Personality of the year)*

Security Personality of the Year

New Zealand security industry success story Scott Carter was awarded the Security Personality of the Year Award. After a career in the police and a private security company Carter formed Matrix Security in 1993, and the NZSA accredited company now employs over 170 staff. The award citation, read to guests by NZSA Chair Alistair Hogg, detailed Carter's extensive volunteer work in the security Industry and in sport.

Carter was the NZSA chair from 2003 until 2007, and represents the security industry on the board of ETITO.

Hogg told guests that in May 2011 Carter, himself a keen sportsman, was elected to the chair of the Rugby League International Federation and has previously held board positions and chairmanships in other sporting codes.

In a short acceptance speech, Carter said that leadership is really nothing more than offering a unifying concept for a group of people.

He wants to see the industry add value and move away from being a price driven commodity where standards and wages are driven ever lower.

"We talk about valuing people but if we sell purely on price, it's the front line people and the customers that suffer," he said.

"I've been fortunate to be involved with a board of the NZSA who understand that. We worked hard to bring about legislative change and of course the professional accreditation scheme which many companies subscribe to now."

"When it comes to the ETITO, it is an organisation that has become very close to my heart and I commend CEO Gary Fissenden and his team for their work in training and raising standards. If we look at creating value so we can sell at a higher price, it really boils down to investing in our people," he said.

Security Officer of the Year

The most dramatic citation of the night was reserved for Jo Anne Silbery and Brian Smart of the Red Badge Group, joint winners of the Security Officer of the Year Award, for their calm and professional actions in the immediate aftermath of the February earthquake in Christchurch.

The pair were part of a security team working at the AMI Stadium conference facilities which was hosting the United States-New Zealand Partnership Forum.

More than 100 government officials and delegates from New Zealand and the U.S. were in harm's way when the devastating earthquake struck.



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L TO R Garry Fissenden, Brian Smart & Jo Anne Silbery, Security Officer(s) of the year, Alistair Hogg

“Brian maintained absolute calm and displayed great leadership and professionalism as they helped many front of delegates and provided initial first aid,” said Alistair Hogg reading the citation.

“Jo ensured a large group of delegates got out of the grandstand and onto the pitch and when then confronted by burst water and sewerage pipes, got them all to hold hands and support each other through the current to safety.”

“They played a key role of helping a group of very frightened young people from New Zealand and the U.S. to feel safe and supported. The events manager for the forum says the team did a remarkable job, each had their own family and friends elsewhere in Christchurch but they refused to leave until the delegates were all safe.”

Silbery is modest about the award, simply noting that she has been a security guard for four years. “I love it, it is my passion,” she says. “I love communicating and working with the public.”

Smart, who also serves as a corrections officer, is quick to point out that the pair were not the only ones who deserve credit, as they were part of a larger team from both Red Badge and the venue management company.

“It was a day from hell,” he says. “But it was an exciting day, as far as doing what we did without any thought for ourselves and the people who were there made it a team. You couldn’t do it on your own.”

Lifetime Achievement award

Hogg also told the guests that in recognition of Sir William Gallagher’s many achievements and contributions to the New Zealand Security industry, NZSA had decided to give him a life membership award. He is only the fourth recipient of the award.

Sir William is the CEO of Gallagher Group Ltd, a company started by his father in the 1930’s to manufacture electric fences based on a device he built to stop his horse scratching itself against his car.

“Bill’s success and innovation within business generally has been recognised in receiving many awards over the years, culminating in being knighted in 2010 for services to business and the community,” said Hogg.

“The New Zealand Security industry and the NZSA specifically appreciates the longstanding support from Gallaghers.” Sir William told the audience he was very humbled to receive the award.

“In the security industry I guess I’m really a new chum,” he joked. “I’ve really only been in it for about 25 years.”

“Security I guess is the most exciting industry. I’ve got my team here, and they know that’s the industry where I’ve got my hand on the gear box, driving along.”

“We got there as a by product of our electric fencing agricultural business, we had our security fence then we had the privilege of having Cardax become available [Cardax access control systems, now incorporated into Gallagher].”



Sir William Gallagher
(Lifetime Achievement award)

“Cardax was really a great foundation but we took it to another level. Security is really the high tech end of our business, we’ve got about 600 or 700 people in New Zealand, but there are 110 in research and development and over half of them are involved in the securities business.”

“Security is more complicated and more difficult than really all the other businesses,” said Sir William. “But the good news is - it is a growth industry.”

All the awards were judged by an independent panel, including representatives of ETITO and the NZSA Board.

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Flaming good conference

For two days the cream of the fire protection industry got together to talk shop and explore new ideas, techniques and products. NZSM mingled with the crowd.

Hundreds of fire industry professionals attended the two-day Fire NZ conference in Auckland that was themed 'Champions of Fire'.

The exhibition and conference was held at the Ellerslie Convention Centre on 14 – 15 September and featured 45 trade displays with plenty of products and experts on hand to talk about their services – from security systems and smoke alarms to flame resistant steel walls. New Zealand Fire Service commissioner Wyatt Creech officially opened the exhibition at 9am on the first day of the show.

Held over three floors, the exhibition floor swelled with visitors between the various seminars that took place throughout each day of the show.

Organized by the Fire Protection Association of New Zealand with



the support of the Institution of Fire Engineers NZ and the Society of Fire Protection Engineers, NZ visitors arrived from across the country.

Organizers of the exhibition say global events of the past six months

have tested people's ability to deal with the forces of Mother Nature and led to various seminars at the show being based on how buildings and fire safety could be improved as a result of the lessons learned.





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“Our resilience to these disasters is shaped by what we do to prepare for such events and what we have done to define standards of safety and design,” said organizers.

“The business of fire has once again been thrust into the spotlight with the design of buildings and their fire protection and fire engineering to make safe the occupants and the buildings’ integrity during such calamities.”

One of the concerns raised by numerous visitors spoken to by NZ Security on the exhibition floor is the issue of water companies lowering the pressure of its water supplies, putting expensive sprinkler systems at risk of not functioning when needed.

“It is a big issue,” said one exhibitor on condition of anonymity. “Few people are talking about it outside the industry, but we are talking about it here.”

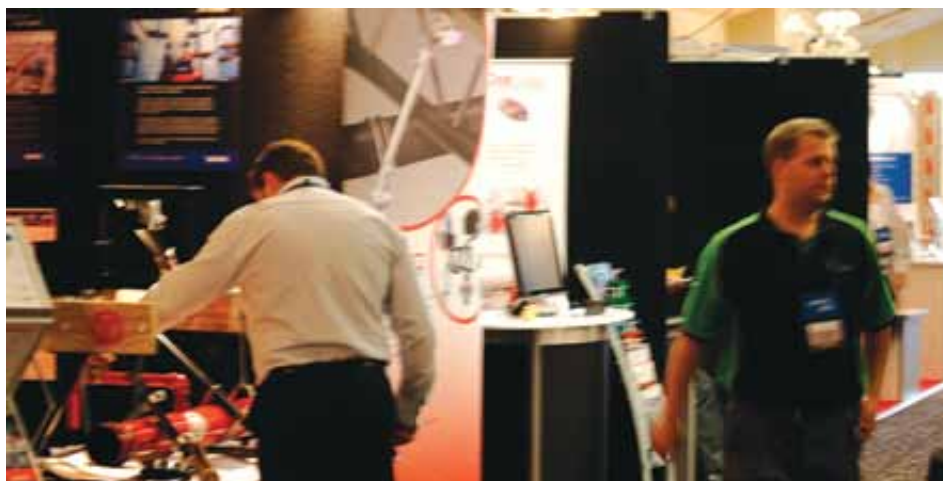
“The simple fact is that water companies are lowering water pressure to reduce costs on pipe maintenance and to cope with urban sprawl.”

“But the first any business will get to know that their sprinkler isn’t working is when there’s a fire and their building burns to the ground. Water pressure is being lowered across the country – it’s all I am talking about.”

Among the official speakers were Tony Abu from University of Canterbury, Ross Aitken of Chubb and Brian Meacham from Worcester Polytechnic Institute. Aitken took part in a discussion on the Canterbury earthquakes and how they have exposed vulnerabilities with both passive and active fire systems and their infrastructure.

Brian Meacham of Worcester Polytechnic Institute says New Zealand is seen as a champion of positive change when it comes to building codes and talked about how New Zealand engineers are influencing fire engineering and performance building codes around the world.

Ticket holders enjoyed a conference dinner and \$10 from each ticket sold has gone toward the Christchurch Earthquake Appeal Relief Fund.



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HID use smartphone technology to secure student accommodation

HID Global have announced a pilot project that showcases the benefits of using NFC smartphones for opening doors at universities and other campus environments. The trial is underway at Arizona State University (ASU), where a group of students and staff are accessing a campus residence hall and selected resident's rooms using HID Global's new iCLASS® SE™ credentials embedded into a variety of popular smartphones connected to all major mobile networks.

ASU manages on-campus housing for approximately 13,000 students living in 34 residence halls. To implement the pilot, HID Global deployed iCLASS SE readers on secured doors to ASU's Palo Verde Main hall, and HID technology-enabled Sargent Profile Series electromechanical locks from ASSA ABLOY on selected resident room doors. Participants were given NFC smartphones carrying next-generation iCLASS SE technology that enables new levels of security, convenience, portability and performance.



To open door locks, participants present the phones to a door reader just like they do with their existing Sun Cards, which are iCLASS-based campus credentials. All participants are using their phones for residence hall access, and some are also using them with a unique additional digital key and PIN to open individual room doors. The technology also supports over-the-air provisioning and management of digital keys, which simplifies administration of the access control system.

"This project highlights the promise of taking NFC technology beyond cashless payment into new, complementary physical access control applications," said Denis Hébert, HID Global president and CEO. "ASU is a leading innovator and long-time iCLASS user, and now the university is helping us validate how bringing mobility to access control improves security while enhancing the user experience by making it easier to deploy and manage keys and more convenient to carry them. With this technology, any door that's opened with a key or Sun Card has the potential to now be opened with a phone."

In initial feedback, approximately 80 percent of ASU participants reported that using a smartphone to unlock a door is just as convenient as using their campus ID card. Nearly 90 percent said they would like to use their smartphone to open all doors on campus.

While the pilot was focused on physical access, nearly all participants also expressed an interest in using their smartphone for other campus applications including access to the student recreation center, as well as transit fare payment and meal, ticket and merchandise purchases.

"When I first saw this technology used in other applications, I recognized the benefits it could bring to a university



campus," said Laura Ploughe, director of business applications and fiscal control, University Business Services, at Arizona State University. "Mobile phones are at the heart of campus life and play a major role in facilitating the students' social connections. This project with HID Global has proven that a ubiquitous device can converge secure identity credentials and physical access control, and endorsed the promise that NFC technology holds within the campus environment. We were very impressed with the convenience of putting Sun Card credentials on NFC smartphones, as well as the enhanced security that is delivered by this next-generation of advanced access control system."

"We are pleased to be working on this project with ASU," said Debra Spitler, HID Global's vice president of HID Connect, which provides third-party developers with the ability to use existing HID technology-enabled cards for new applications. "Participants are excited about using these NFC smartphones. Many have said they often leave their room without their Sun Card, but never forget their phones; by carrying their Sun Card credentials inside their phone, they know they can always get back into their residence hall or room."

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Axis announces top channel partner awards

Axis Communications, the world-wide leader in network surveillance, today announced the winners from Axis' annual Partner Summit which was held from 3rd - 5th August in the Hunter Valley. The awards recognised the performance of Axis' top channel partners throughout Australia and New Zealand this past year.

The five honourees were selected from over 1,000 Axis channel partners in the region for their outstanding performance in 2010. Three were recognised for their outstanding services and two for overall excellence. The Axis Partner Summit 2011 award winners for the Australia and New Zealand region are as follows:

Awards:

Outstanding System Integrator of the Year 2010, New Zealand

ADT Armourguard

Outstanding System Integrator of the Year 2010, Australia

Blake Systems & Controls

Outstanding Distributor of the Year 2010

Channel Ten Security Imports

System Integrator of the Year 2010

Honeywell Pacific Ltd

Distributor of the Year 2010

LAN 1 Pty Ltd



Ray Mauritsson (CEO Axis Communications), Hamish McKenzie – Director Channel Ten, David Lemon – Managing Director, Channel Ten, Oh Tee Lee (Regional Director Asia Pacific Axis Communications)

Wai King Wong, Country Manager ANZ, Axis Communications said “Our channel partners are the lifeblood of our business, so it is great to have the opportunity to show our appreciation for their continued support. Axis is dedicated to helping our partners educate their customers about the importance of transitioning from analogue to IP network video surveillance systems. It has been an honour and privilege to recognise our top 2010 South Pacific region performances at the Axis Partner Summit 2011.”

Local Axis sales teams are responsible for nominating partners that have excelled in their field, the nominations are then reviewed by a group of senior Axis executives to determine the winners.



Ray Mauritsson (CEO Axis Communications), David Tombs (Auckland Regional Manager at ADT Armourguard New Zealand), Oh Tee Lee (Regional Director Asia Pacific Axis Communications)



Ray Mauritsson (CEO Axis Communications), Mr Daniel Lee, Managing Director Lan 1 & team, Oh Tee Lee (Regional Director Asia Pacific Axis Communications)



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Gallagher Command Centre v7.00 revolutionises security Operator experience

New Zealand manufacturer Gallagher is launching its first major security product under the now global brand of Gallagher later this October. Gallagher's Cardax and PowerFence brands, already well-known within the security industry have been retired in order to create a single world-wide brand identity - Gallagher.

Gallagher's Command Centre v7.00 security integration platform (previously Cardax FT) capitalises on its highly customisable and configurable capabilities. The new client ensures the security team sees exactly what they need to see, sized and placed on screen exactly where they want it. From alarms management, to general monitoring and control; from Challenge to cardholder administration, the information the security team needs is provided seamlessly and in context, exactly as they have designed.

Security Product Manager, Trish Thompson says Gallagher Command Centre v7.00 is about "the control room and managing, monitoring, and controlling security within a site." "This version introduces the ability for you to put in front of your operators the particular information they need to see to manage the task in front of them," she says.

With an in-built and intuitive user interface design tool, high resolution multi-monitor workstations have more power than ever before. Operators can create or adjust screen layouts in minutes with previews updating as they work. No specialist skills are needed, and the job is done in minutes not hours. Operators are able to mix and match information from different sources, and filter the content



to provide operators with real situational awareness. Everything they need and nothing they don't. Command Centre is customisable right down to an individual's role, providing targeted information at the operators' fingertips.

The Gallagher platform resides on the organisation's IT network and stores information about cardholders, the site and system activity. This business-connected security platform not only delivers security from the perimeter to the hub, but automatically executes business policy, enforcing compliance with internal and external regulations. Gallagher provides a suite of systems that can be fully integrated and securely managed through allocated privileges to authorised users.

Along with Gallagher Command Centre v7.00, Gallagher recently introduced durable and highly secure T series readers. The T series reader range supports the latest version of the Mifare DESFire format, DESFire EV1, which offers flexible control of card data along with high card security.

"Gallagher T series readers and Command Centre v7.00 software are a powerful combination," explains Thompson. "The readers have the ability to download new code over the network. This means we have high speed protocols between our control panel and our readers; we can put new features at the door without any requirement to replace hardware."

Brand and online manager, Natalie Ward, believes the release of the new product under the new brand will put better focus on the solutions Gallagher offers. "Consolidating to one brand will strengthen the Group as a whole and increase our brand equity in the long term. Instead of a range of differently branded security systems, we're introducing a single brand across all products and solutions," she says. "The move to a single brand has not impacted our business structure, but does simplify and strengthen the way we promote our solutions."

"We have been advertising the transition and educating our Channel

Partners and end customers about it for several months; the release of the much anticipated Command Centre v7.00 epitomises Gallagher's ambition of redefining what's possible for our customers," she adds. "Moving to a single brand makes our communication to customers of our broad security offering simpler and easier to understand."

Gallagher provides premium integrated security solutions encompassing both security systems and professional services. Gallagher delivers electronic access control, intruder alarms management, perimeter security and compliance management through a single integration platform.

Drawing on their competencies of security knowledge and expertise,

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secure data management and systems integration, Gallagher's offering is expanding. Gallagher provides a suite of systems that can be fully integrated and securely managed through allocated privileges to authorised users. The company prides itself in its agility and dedication to delivering, together with the Certified Channel Partners, innovative and imaginative security solutions.

This product release will be complemented by a series of launch events in each region. To find out more about Gallagher's security solutions, or about upcoming events in your region, visit www.gallagher.co or email info@security.gallagher.co.

Mangalore Chemicals & Fertilizers

Mangalore Chemicals & Fertilizers Limited (MCF) is a Core Fertilizers Manufacturing Company situated in the state of Karnataka, India. The company engages with an extensive farming community across Southern India by supplying a range of products including Urea, Di-Ammonium Phosphate, Muriate of Potash, Granulated Fertilizers, Micronutrients, Soil Conditioners and Specialty Fertilizers.

The site currently operates three main shifts over a 24 hour period with up to 1400 staff on-site at various times including office administration staff and external contractors.

The compound's original security system comprised of static manpower teams and a 620 meter perimeter compound wall with 2 double swing gates all monitored by in-house security staff and private security contractors. MCF security staff is equipped with ammunitions and wireless equipment for communication.

Despite the high quality security, a requirement from the neighbouring Mangalore Port for additional security to protect their incoming ships prompted a decision to enhance the physical perimeter with a Gallagher system.

Security Manager Major RK Verma explains they selected Gallagher security solutions because "when compared with other security technology offered, Gallagher is the best." He says the integrity of the company also played a key role in their decision process. "Ibex Gallagher is a stable company and has extensive experience with the Gallagher perimeter security system in India."

To enhance the existing perimeter security, a 1.2m high wall top Gallagher Security Electric Fence was installed on the existing 620m long boundary fence. The wall top Gallagher Security Electric Fence is integrated to the Gallagher Command Centre by a Gallagher Controller 5000GL installed adjacent to the fence line.

The system can be controlled at the Central Monitoring Station (CMS) PC or via a Remote Arming Terminal. When an alarm is activated, an external siren sounds to startle the intruder. Simultaneously at the CMS, which is approximately 500 metres away from the fence controller, the mimic panel and Graphical User Interface will show where the intrusion has occurred and sound a siren within the CMS.

Major Verma confirms installing the Gallagher perimeter security system has had huge advantages. "The Gallagher centrally



monitored perimeter fence compliments the existing manpower security team and this has created a physiological barrier amongst would-be intruders. Since the installation of our new security system we have not had any intruder alarms."

"In addition to installing a quality product we have a comprehensive maintenance contract – IBEX Gallagher service personnel visit our site every month to record voltage, check earth kit, cleaning of fence, all ensuring the long term health of the system."

Major Verma says the scalability of Gallagher products enables future expansion and that would include integration with CCTV surveillance. "We do have plans to install CCTV cameras and integrate them with the Gallagher Trophy FT system for a better response time. We would also like to extend the Gallagher perimeter fence in the front of our main manufacturing unit."

The MIC Series

As a vital part of weekend policing in Glasgow, Glasgow City Council installed some 20 MIC Series cameras in its parks in 2005 and were impressed by the cameras' robustness and design. They are now a vital part of the city's proactive weekend policing policy which has to contend with an average of 100,000 people who enter the city center on Friday and Saturday evenings.

MIC cameras were specified for its discreet, attractive design. The ability to react to incidents as they occurred was also required, so the MIC Series 400 PA version with its twin public address speakers to allow camera operators to communicate with revellers remotely was specified.

MIC Series cameras were also fitted to 19 Glasgow City Council vehicles to provide mobile surveillance, and in their first year of operation, surveys showed a 20% reduction in crime.

CCTV is now a common part of every day life, our movements are tracked as we go about our daily business in town and city centers, shopping malls, car parks and even in the workplace. Attitudes to surveillance in public areas differ considerably across Europe and are shaped by national, historical and political traditions and experiences with crime. In this respect, the UK, where it's estimated that the average person can be caught on camera as many as 300 times per day, is widely accepted as having the highest density of CCTV cameras in Europe, and it is here that Bosch's MIC Series cameras have proven their worth in urban surveillance applications for more than a decade.



According to the UK Home Office, the purpose of city center surveillance is to make streets safer, reduce fear of crime and detect serious offences. With these aims, the number of cameras positioned in public and urban areas has increased rapidly. The highvisibility 'deterrent' value of CCTV has also long been accepted, but this is not appropriate in every situation, and with the emergence of surveillance technology that can read license plates and isolate specific human behaviour, there is real public concern about a growing 'big brother' culture. This concern has lessened somewhat by a move towards the specification of more discreet, aesthetically pleasing surveillance solutions. With modern urban housing schemes being built and town centres regenerated, the large, intimidating "box" style pan-tilt-zoom (PTZ) cameras that have become familiar on our city streets are being replaced by more discreet dome cameras, in some quarters however there is concern that this type of camera sacrifices ruggedness

for looks. Today, technology has advanced to such a level that with Bosch's rugged MIC Series PTZ cameras it is possible to have the best of both worlds – tough, vandal-resistant cameras with an attractive appearance, designed to integrate discreetly into urban environments.

Challenges of city center surveillance

- ◆ Large-scale multiple camera installations can incur significant costs and effort to set up, operate and maintain.
- ◆ Urban environments can be extremely challenging for CCTV cameras, with the real possibility of physical attack and damage from the elements.
- ◆ Consistent, high-quality video is required, day and night, whatever the conditions.
- ◆ Cameras must not appear intrusive or intimidating.

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Rugged pan-tilt-zoom cameras for urban environments



BOSCH

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MIC Series cameras from Bosch

The problem in the past with speed domes was that, whilst no doubt aesthetically pleasing to the eye, they proved easier to steal or vandalize. This meant they had to be hidden behind toughened steel cages, so often ended up looking just as intimidating as the more traditional, bulky “box type” cameras. These additional security measures, far from giving confidence to local residents, simply served to reinforce the fear of crime in the area.

Here's where the MIC Series comes in. Bosch's MIC Series cameras have an unthreatening, compact design, which means it is now possible to have the appearance and functionality of a dome camera with the ruggedness of a ‘boxed’ PTZ camera. Full 360° pan and 320° tilt control gives camera operators a complete view, the flexibility of these cameras means that they can be installed upright, inverted or canted, and an almost infinite number of privacy zones set, a major benefit in residential areas and busy city centers where multiple masked areas are essential.

Brushless motor technology ensures that all MIC cameras deliver superior control, whisper-quiet operation and high levels of reliability. The virtually silent operation ensures that sound does not resonate through buildings and poles where the cameras are installed, a problem common with most pan-tilt-zoom cameras.

Unmatched ruggedness and reliability

The MIC Series' industry leading IP68/NEMA4 environmental rating means the camera can overcome the most difficult surveillance conditions. Moreover, all models have undergone Bosch's stringent approval process, including a program of ‘accelerated



lifetime testing’. This means their reliability can be proven over the typical lifespan of an installation and in all conditions.

Installers understand the implications of downtime on the effectiveness of the surveillance systems they install. Unscheduled call-outs cost money and can ultimately damage reputations and relationships with customers. MIC Series cameras, however, provide automatic alerts in the unlikely event a component is about to fail, giving advance notification of a problem before a failure occurs. The benefits are obvious: system downtime is dramatically reduced and performance optimized to maximum effect.

Easy integration and configuration

A common issue with legacy CCTV systems is that of integration. MIC Series cameras are designed to be interoperable, integrating with virtually any third party technologies or protocols which means that customers can still make use of existing systems.

Problems with configuration are also now a thing of the past. Whereas historically the task of configuring multiple cameras was both time-consuming and costly, MIC Series cameras can be configured with relative ease, thanks to user-friendly universal camera set-up software (Cam-set). With this, the cameras can be set up and controlled over an IP network via Bosch video encoders that are automatically identified by the set-up software.



Outstanding image quality

The final major benefit offered by the MIC Series is image quality. Today there is no excuse for the grainy, indistinct surveillance images of the past. MIC Series cameras provide images at 540 TVL - the highest quality image - in all lighting conditions, at up to 36x zoom. For low light surveillance, the MIC Series 400

IR version with integrated LED infrared illuminators ensures evidentiary quality images in total darkness. Thanks to the use of an advanced, wide-dynamicrange camera module, no detail is lost from the scene, and delivery of a comprehensive area overview is assured.

A testament to quality and design

MIC Series cameras have been deployed for major city centre surveillance applications for more than a decade, here are some testimonies to their effectiveness:

Crime prevention and traffic management in Bristol

UK Bristol City Council first began using MIC Series cameras in 2000. At the time, the camera was seen as being quite a radical design and the council needed convincing that they could provide the level of performance and reliability they needed. However, since trialling the cameras, they have never looked back. They are now convinced that the cameras give them the level of flexibility, reliability and robustness they need for city centre surveillance.

The success of the cameras in a security capacity led the council to look at using MIC Series cameras for traffic management, managed through a dedicated urban traffic control room. It is a testimony to the products quality and design that there are now more than 250 MIC Series cameras deployed in Bristol, not only for public area surveillance but also in a traffic management capacity.



Visual investigation tools show crime connections

By Keith Newman

Businesses, government departments, law enforcement agencies and private eyes engaged in criminal investigations are finding it increasingly difficult to make sense of the deluge of data unless they have specialised software to isolate patterns and connections.

Manually sifting through thousands of pieces of evidence is proving hugely inefficient, particularly in complex fraud cases or crime scene investigations and while computer systems are essential they can add to the information overload.

Increasingly investigators are turning to dedicated software systems that enable data mining and pattern recognition that uncover links between disparate data to transform the way they go about their business.

Paul Stokes the General Manager of Methodware, a risk management company wholly owned by Christchurch software developer Jade, says the problem with many law enforcement agencies is they need to engage their intelligence people to get any kind of mapping, timelines or linking done.

He says people would be surprised if they knew the number of agencies in this

country that still use paper to manage complex cases. "A murder or serious crime investigation might run for 12 months and involve hundreds of thousands of pieces of evidence."

And while its great to be able to sift through data and come up with patterns and links on a computer, he says knowledge presentation is just as important, particularly if you can drag a timeline across to show how events built up to a crime.

"This can be crucial in whether a criminal is caught, however there are nowhere near as many intelligence people as there are operational people so you end up with these huge backlogs of work," says Stokes.

Connecting the dots

While data mining and association software has been around for years, next generation tools are able to uncover hidden links and graphically display a wider range of associations between people, places, times and events — even mining social networking sites for clues.

Jade Investigator, developed six years ago for the Australian Federal Police (AFP), gives operational people the tools to make important connections across masses of data and simplifies the management of large teams, tasks and case updates.

Such a system can show the relationship between phone numbers, people and locations. "You click a button and it'll draw a link showing you all the people, places, objects and entities and how they're linked together," says Stokes.

If that evidence remains in paper files only one person can view the data at a time. "You can miss a lot of things and it slows down the investigation," he says.

Jade Investigator, a big export earner for Jade Software, was recently 'performance

tuned' and made more scalable for larger organisations. It is now used by 70 law enforcement agencies in 16 countries; including the largest such agency in the UK.

Local users include the Government's Pacific Prevention of Domestic Violence Programme and the Pacific Transnational Crime Network.

It's already out there

There's a vast array of useful information in the public domain that can be used as a resource for Police, employers, private investigators and others, including driver's license, vehicle ownership and the phone book.

Now the exponential growth of voluntarily uploaded personal information on the internet has made the investigator's life much easier.

"Social networking is a massively growing area of data where you can see who's connected to who. I don't think people understand how much data they make available about themselves," says Dave Ashton, Business Development Manager for i2 Asia Pacific distributor, Visual Analysis.

While i2 Analyst Notebook doesn't directly enable interrogation of this data, there are companies that produce plug-ins to drill down and look into social networking sites like Facebook and Twitter to find links between people.

Ashton says software developers and investigators have to use any means possible as the criminal world does not rest in its ability to commit fraud or by-pass the rules. "As soon as they're caught doing one thing they change to try to keep ahead of enforcement, so its essential to get accurate, quality information which is the key to a good investigation."



Paul Stokes, General Manager of Methodware



Ron McQuilter, Chairman of the New Zealand Institute of Professional Investigators (NZIPI)

Ron McQuilter, Chairman of the New Zealand Institute of Professional Investigators (NZIPI), says social networking is “huge” in the data it provides to his industry and not just for tracking down fraudsters and other criminals.

He’s recently found it “an incredible help” locating people who are owed money from a 20-year old scheme which is in the process of being shut down. “I’ve managed to track down a number of these people on Facebook to tell them the good news from the comfort of my desk.”

While that’s a relatively simple use of existing technology, the combination of what can be gleaned from social networks and data mining or association charts that cross match information from different sources, is changing the way private investigators operate.

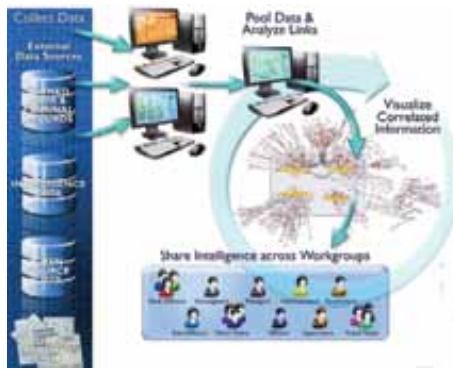
Picture tells a story

McQuilter says around 15-years ago there were few people in the country who could use this type of technology because it was so complex and expensive. Today it’s more affordable and has a more intuitive dashboard format.

A number of packages are in use including i2 Analyst Notebook which he says is the most popular. Although it’s costly, he’s moved from outsourcing to in-house ownership at his Paragon agency, largely because of the value of being able to produce easy to understand charts.

“You just have to see the pictures to believe it; the big charts you can put on a wall are like a work of art. It’s very clever from an investigation point of view.”

Several companies, including Intelligence Solutions, outsource this kind of software at an hourly rate which McQuilter suggests “is probably cheaper than a PI would charge.”

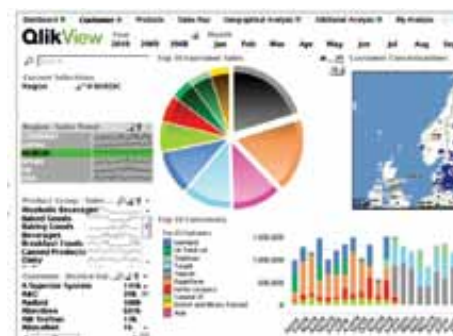


i2 Analyst Notebook is one of the new suites of tools that can create clear charts from complex data

They use electronic data or pick up piles of hard copy, key in the relevant fields: company names, directors, shareholders, date of incorporation etc, then ask the software to discover relationships and links.

Another product coming into common use for investigations is reporting, analysis and business intelligence tool KlikView. “Put in raw material sucked from different spreadsheets or digital sources and it’ll search through it for associations,” says McQuilter.

In the ‘old days’ this capability was only in the hands of the big five accounting firms who did forensic analysis and data mining. “It used to cost \$100,000 to sift through all your accounts, payables and cheques looking for associations, now it’s affordable even for a PI. It’s making huge inroads for a fraction of the cost.”



KlikView, a data mining tool that brings high end analysis to the desktop

Heading the investigation

While New Zealand Police make good use of i2 Analyst Notebook, official investigations can also be triggered through evidence provided in this format by private investigators, corporations, banks, insurance companies and auditing and accounting firms.

The Windows-based visualisation package can be used at an enterprise system level or de-coupled to a laptop for remote or field work. It uses link analysis in the search for connections across masses of documents including bank records, claim forms and telephone call records.

If you want to see who called who it can rapidly process thousands of call records and run a timeline. As patterns emerge you can put people in places and see where events overlap or coincide. The resulting trail of evidence can then be depicted in a series of ‘charts’.

Dave Ashton, who first encountered i2 Analyst Notebook while working in military imagery intelligence and forensics for the UK Royal Air Force, says local sales have been on a growth curve over the past 12 months.

NZ Police, the military, banking and insurance companies and government agencies and corporates use it, and many have recently upgraded to version 8.7 which features a different kind of ‘social network’ analysis.

This scans for connections between people, for example determining who the kingpins are in a fraud network, a crime syndicate, drug cartel or a gang.

“Generally some person has more influence in a network and you can quickly track that through their associations then focus attention on those individuals,” says Ashton.

“It’s a bit like analysing degrees of separation. If I have a bank account and I transact money into someone else’s account and they make payments to others, everyone’s connected by those transactions.”

Another feature in the latest version can uncloak hidden IP (internet) addresses to detect cybercrime, such as IP mapping where computers are linked together into botnets to launch attacks on other sites.



Dave Ashton of Visual Analysis

And while criminals often use software to hide their IP addresses, the i2 software can isolate groups of networks using link analysis and identify where attacks are coming from. It's a little more complex than identifying perpetrators of fraud or financial crimes, but the same principals are applied, says Ashton.

Jade digs deeper

Jade Investigator is mainly deployed to enhance and manage the operational side of fraud and crime investigations; now developer Jade Software is leveraging its expertise to launch a specialised analytics product later this year.

Joob Intelligence can extract data from a range of sources, including social networks, using advanced analytic techniques such as text mining, an intelligent rules engine using fuzzy logic and machine learning.

It provides detailed background information, patterns, links and connections that can be used in conjunction with operational focussed software. Once the evidence is gathered and graphically mapped it can be passed on as 'an incident' in Jade Investigator.

When operational officers have completed their allocated follow up tasks and the workflow is complete, a 'brief of evidence' that is admissible in court can be handed to the prosecutor.

The Joob suite uses timeline analysis and network visualisation to deliver a more intuitive view of complex data for law enforcement, financial services companies,

government agencies and border control for example.

Joob could cut through the swathe of immigration paperwork by electronically extracting data from flight manifests, visas and related forms and documents, including checking whether a person has another passport or has signed documents in another name.

Paul Stokes says it's a very complex thing for a computer to extract meaning, so 'entities' are created for sentiment analysis. "We can look at someone's Twitter feed and the computer can tell us whether this is positive, negative or neutral, and in context with everything else in the sentence, whether it's angry or happy."

When clustered with other things a person might be saying, Joob can establish patterns.

If the word 'bomb' is used and a known associate uses 'explosive' it can help isolate persons of interest.

If a person recently made a comment of concern on Twitter to someone in a country the government is not happy with, an alert could be generated in real time so officials prevent them boarding a plane.

Smart fuzzy features

The system's advanced rules engine enables businesses and agencies to write rules to identify criminal activity. While specific rules can never pre-empt something unknown, Joob's fuzzy logic enables the technology, based on behavioural changes, to make up its own silicon mind.

"Machine learning systems have the ability to learn from the data they're examining and adjust the rules into patterns of detection to find new things as they happen," says Stokes.

While banks are required to notify the financial intelligence unit of the Police if more than \$10,000 goes across the counter, smart criminals might split that into smaller amounts over a period of time.

A simple rule wouldn't find that, although a more intelligent rule might flag the fact that over a three week period smaller amounts were deposited by the same person at different banks. "This makes it much harder for criminals to break up their activities to try and beat the rules," says Stokes.

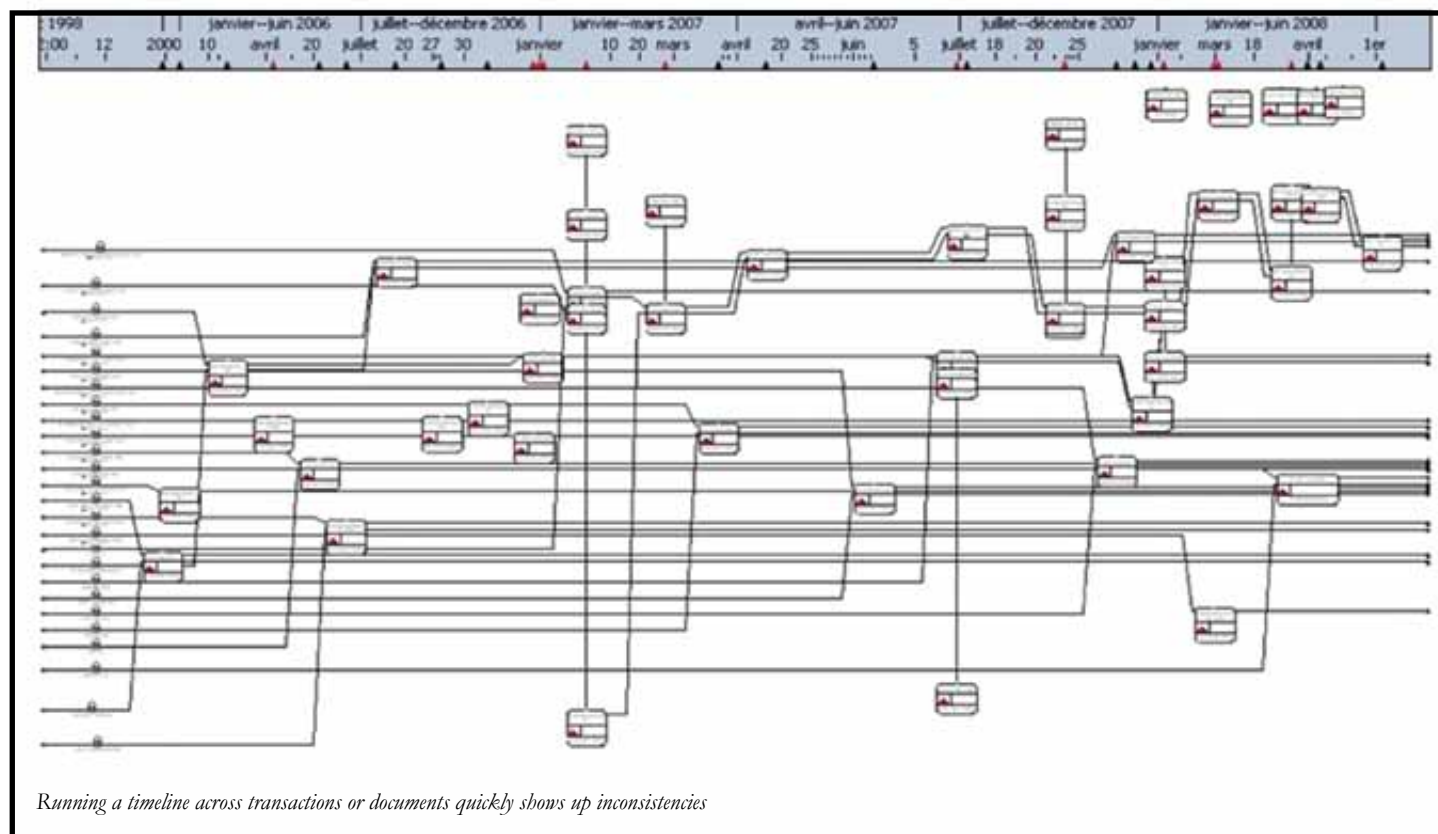
Another area where there's a growing demand for this new generation of smart tools is detecting employee fraud; narrowing down the 'how, where, when and who', if stock or funds are going missing.

Data can be gathered in real time from building access systems to determine who is coming and going and where they are at any time as well as keeping a log of who goes into certain parts of the corporate intranet.

Through scanning all these records it could help identify when goods were going missing, who had access to the stock room, or who might be downloading company secrets or staff lists to pass on to recruitment agencies or head hunters.

Auditing for oddities

The big auditing, accounting and financial services companies typically have

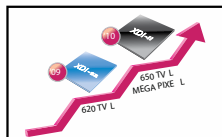


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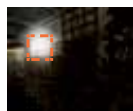


XDI-II

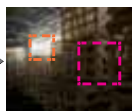


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Others



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L5323



L6323



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Life's Good

specialist departments using this kind of technology to investigate various types of fraud, now private investigators can be similarly equipped.

"If a company suspects fraud they may supply a private investigator with the appropriate data and after this has been processed their case notes could form part of a formal police investigation," says Dave Ashton of Visual Analysis.

He says one un-named New Zealand Government department installed the i2 Analyst Notebook two years ago after realising they had a problem. "They soon became aware of significant fraud activity which they were able to isolate."

The same approach has saved insurance companies megabucks by identifying irregularities and possible links, without the need to manually sift through copious amounts of paper work.

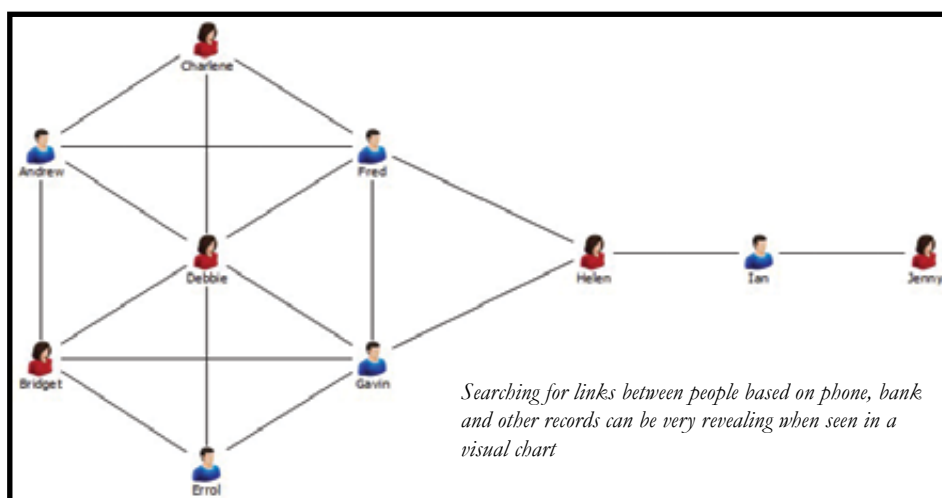
Lumley General Insurance New Zealand, recently acquired Analyst Notebook, and in one of its first major successes uncovered a fraudulent claim exceeding \$300,000.

Through applying several analytical tools, the company's fraud team identified a number of discrepancies and created a 'sequence of events' chart to identify the time and date of activities undertaken by the insured.

This was then organised into specific themes in a 'statement analysis' chart. As a result key pieces of information provided by the insured and other parties helped firm up the discrepancies, resulting in the claim being declined.

Dave Ashton says, with limited resources and large volumes of claims it's hard to see where the same person's details come up, as fraudsters often change the spelling of their name or use different addresses to make claims look unique.

Instances have been uncovered where multiple claims are made for the same work or insurance company staff recommend a particular sub-contractor for certain kinds of work and then pay money into a personal account.



Searching for links between people based on phone, bank and other records can be very revealing when seen in a visual chart

Identifying relevant images

Object and image recognition is often part of the analysis product set, including technology that can help make sense of what is happening in CCTV footage.

Checking footage leading up to a specific event or identifying certain kinds of activity can be particularly helpful in investigations.

Paul Stokes of Jade/Methodware suggests those poring over hundreds of hours of footage from CCTV coverage of the London riots might benefit from such cognitive intelligence.

"If the system was able to sift through ordinary footage of people walking down the street and only isolate fighting, breaking in and stealing or someone carrying a big screen TV down the street it would make the process a lot simpler."

When NZSM called, Ron McQuilter of Paragon had just completed an analysis on a number of different CVs an individual had supplied to various companies in job applications.

Running a timeline over the data is a certain way to uncover discrepancies about what a person says about themselves and what previous employers said they actually did.

He says, the same technology can also be invaluable when looking for links between people involved in "companies, trusts, entities and properties" and money flows.

Another recent case would have required "10 Eastlite folders of stuff to try and explain what was going on but when you see it on a chart it's phenomenal a picture says a thousand words."

"If you are dealing in reasonably complex frauds, or a case where there are a lot of transactions or people being scammed, you can't do it without some sort of association technology or chart," says McQuilter.

All of this is a far cry from the display boards with string and coloured pins linking photos, suspects and scenarios still used by some agencies.

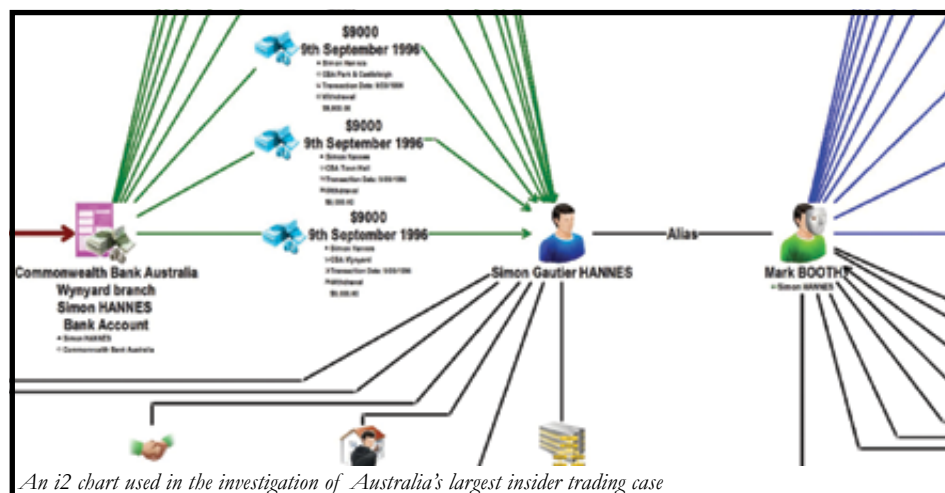
A lot of what happens in investigations has been exaggerated, glamorised and turned into a form of science fiction entertainment by TV shows such as CSI and Bones.

While it's still some way off for DNA and fingerprint analysis to be delivered in hours and footage from all available CCTV cameras and cross agency databases searched in minutes, progress is clearly being made.

Ironically digital technology and the internet long ago made a mockery of physical borders and jurisdictions and put tools in the hands of criminals that are often far more sophisticated than those used by a many investigators.

It makes sense then, that a new generation of investigation tools, combining data mining, machine learning, pattern detection, and social network, sentiment and link analysis, should be enhancing the intelligence of those tasked with countering criminal activity.

While the cost of high-end investigative suites is still prohibitive for many small to medium operations, you can be certain cut down versions will eventually hit the market. In the meantime third parties are outsourcing their services and skills and pay as you go elements are appearing online.



An i2 chart used in the investigation of Australia's largest insider trading case

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Panasonic

Panasonic SD5 Dome WV-CF504E



Panasonic have released an internal dome variant of their class leading Super Dynamic 5 analog camera. The WV-CF504E has the same functionality as the popular full body camera in an attractive compact dome.

SD5 is still recognized as the best performing camera in severe backlight situations! perfect for retail, corporate and industrial applications.

Features Include:

- Super Dynamic 5
- 650TVL resolution
- i-VMD including object detection (removal and abandonment) and scene change
- Auto back Focus
- True day / night (IR cut filter)
- 3.8mm to 8mm AI lens
- 3 way axis for ceiling or wall mount

Panasonic New Zealand Ltd

350 Te Irirangi Drive, East Tamaki, Auckland
Ph (09) 272 0100 • sales@nz.panasonic.com

Panasonic

P R D O X
SECURITY SYSTEMS

Gpower GS250 Wireless Multi-Axis Detector



The ideal solution for protecting individual assets or valuables, therefore enhancing a traditional security system installation.

The Gpower GS250 is an indoor wireless movement detector that uses advanced three-axis accelerometer technology (X, Y, and Z) to sense movement of any object it is attached to. When fitted to any protected valuable or asset, the Gpower will trigger a detection if an attempt is made to move the object.

Compatible with Paradox Spectra SP and MG control panels.

Distributed exclusively in NZ through:
Atlas Gentech (NZ) Ltd
Freephone: 0800 732 637

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NEW CONCEPTS IN SECURITY

www.atlasgentech.co.nz

P R D O X
SECURITY SYSTEMS



Atlas Gentech is pleased to introduce the new iParadox application which enables you to access your Paradox security system remotely. With arm/disarm control, PGM control, and live system status, iParadox turns your Wi-Fi or 3G iPhone, iPad touch, iPad or iPad 3G into a remote keypad.

Now you can control your Paradox security system from your favourite Apple device!

Distributed exclusively in NZ through:
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P R D O X
SECURITY SYSTEMS

TM40 Touch Interface Module



- 4.3-inch (10.9 cm) brilliant and vivid widescreen color display
- Compatible with EVO V2.16 or higher and MG/SP V4.72 or higher
- Supports up to 32 floor plans
- Controls up to 8 PGM outputs
- Supports WinLoad, not NWare
- In-field firmware upgradable via micro SD card
- Powerful FPGA processor
- Indoor temperature sensor
- Faceplate available in 3 finishes: brushed aluminum, brushed black anodized, brushed white anodized

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FUJINON

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DIGITAL VIDEO SECURITY SYSTEMS

IRLAB
SURVEILLANCE TECH

LOCKWOOD

ASSA ABLOY

SNC-CH210

Network HD Camera - X Series



Full HD
1080

Compact Affordable 1080p HD
Security Camera

- Excellent 1080p HD picture quality supporting H.264 at 15fps
- 3 Megapixel (2048 x 1526) maximum resolution
- Three codecs (h.264, MPEG-4, JPEG) and a dual streaming capability
- The Exmor CMOS sensor incorporated to deliver high quality and low noise

SONY
make.believe

SNC-DH210

Network HD Camera - X Series



Full HD
1080

Compact Affordable 1080p HD
Security Camera

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SONY
make.believe

AXIS Q1755/-E Network Cameras



AXIS
COMMUNICATIONS

AXIS Q1755/-E Network Cameras deliver HDTV 1080i or 720p in compliance with the SMPTE 274M and 296M standards regarding resolution, colour fidelity, 16:9 format and full frame rate.

The cameras enable multiple, individually configurable streams in H.264 and Motion JPEG. H.264 greatly optimizes bandwidth and storage without compromising image quality. AXIS Q1755/-E cameras have 10x optical zoom, 12x digital zoom and auto focus.

Installation is made easy with Power over Ethernet (PoE, IEEE 802.3af), which eliminates the need for power cables. The cameras also have an SD/SDHC memory card slot for storing recordings locally. AXIS Q1755/-E cameras offer video motion detection, audio detection, active tampering alarm and the Gatekeeper functionality, which enables the cameras to automatically zoom in when there is activity in the scene, and then zoom out after a preset time interval.

The AXIS Q1755/-E Network Cameras and the AXIS range is available from your Hillsec branch.

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AC Series Access Control Keypads



Features

- Up to 100 user codes (#1 relay: 60, #2 relay: 40)
- User code length 4 - 6 digits
- Keypad lockout function
- Anti-tailgate function
- One push door release with external timer connection
- Key pad illumination
- Vandal Resistant Flush or Surface mount

Specifications

- Power Source 12 - 24V AC/DC • Relay Outputs: 2
- Contact rating: 24V AC/DC
- 3A (resistive load) 1A (inductive load)
- Dry contact: N/O or N/C • IP Rating IP54



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Intelligent Controllers give DSX enormous flexibility and diversity.



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- ◆ Up to 30 meter read range
- ◆ Robust weather resistant casing



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Readers • Cards • Tags



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Ph: 0800 377 379

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KCV-D374 - Kocom's ultimate intercom



Kocom have definitively expanded their innovative range of intercoms with the new KCV-D374 intercom, now available at Hills Electronic Security. The KCV-D374 comes encased with a large 7" colour LCD screen - renowned for displaying bright and refined imagery through its widescreen design.

The KCV-D374 features hands-free functionality, on screen display (OSD) and touch keys, which all link seamlessly together to help keep in line with Kocom's vision to simplify communicating with visitors.

For added security, the KCV-D374 enables users to conveniently connect to an additional monitor, 2 door strikes and 2 door cameras. Users are able to intercommunicate between an additional monitor, whilst at the same time, monitor their premises through the connected door camera(s).

With its 4 wire capabilities, the KCV-D374 can integrate flawlessly with the new Hills ComNav, allowing users to communicate with visitors whilst away from home through their Hills alarm system.

Get in contact your Hills Electronic Security representative today to experience the new Kocom KCV-D374.



Excellence in
Security

For all product information visit
www.hillsec.co.nz

Security Commander™ has arrived



The most powerful Windows management software for Challenger™ is now available from Hills Electronic Security. Security Commander is a highly-scalable multi-site application that can support up to 128 Challenger panels, over 6,000 intelligent doors and 32,000 alarm points.

Security Commander is compatible with Windows 7 and is intelligently based on a SQL database, ideal for easy access to raw data for powerful database replication, information exchange and custom reporting.

One of Security Commander's standout features is its client-server architecture, capable of allowing up to 10 operator workstations to manage the system simultaneously.

Even more exciting news is Security Commander's video integration capabilities with supported GE/UTC DVR's, allowing Challenger alarms and other events to be linked to video footage for improved operator response and easier post-event investigation.

Eager to find out more?

Contact your local Hills Electronic Security branch today for a demo and information about training dates.



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Security

For all product information visit
www.hillsec.co.nz

Hillsec heats up with Flir Systems



The new and exciting Flir Systems product range of Thermal Cameras is now available at Hillsec!

Thermal cameras compliment and complete your security camera network by giving you the power to see threats invisible to the naked eye, turning night into day (as seen in the image below).

Thermal security cameras make images from the heat energy that is around us all the time, not from reflected visible light, giving you true 24/7 imaging capability without lights or illuminators.

The cameras are enhanced further by FSM (Flir sensor manger) software which offers complete management of connected thermal cameras. Analytics and radar integration are just some of the benefits of FSM.

For all product information visit your local Hillsec branch.



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www.hillsec.co.nz

Employment agreements - a must for everyone

From 1 July 2011 all employers must keep a copy of their employees signed employment agreements or current terms and conditions of employment or they may face a penalty action for a breach of the law. This applies to employers who may have hired employees on a verbal agreement or who do not have current up to date agreements in place.

Where an employer has given an employee an intended agreement the employer must retain a copy of the intended agreement even if the employee has not signed it or agreed to the terms and conditions.

The employer must keep the employment agreement or terms and conditions up to date and provide copies of these if requested by the employee.

There are certain clauses that must be included in an employment agreement. This includes the name of the employer and employee, a description of the work to be performed, the place of employment, times the employee is to work and the wages or salary, along with an explanation of services available for solving problems. Failure to incorporate these elements into an agreement may also result in a labour inspector taking a penalty action against an employer.

A full list of clauses that are required in an employment agreement is available on the Department of Labour's website. Employers and employees may also choose to include additional clauses relating to minimum standards in employment law, or additional clauses that have been negotiated and agreed upon by both parties.

The Employment Relations Act 2000 also makes it clear that minimum employment standards must be met, such as an entitlement to four weeks annual leave. Even if they are not recorded in an employment agreement, they are still enforceable entitlements.

The Department of Labour has developed an Employment Agreement Builder to help you build your own employment agreement. Please note it is best practice to ensure that an employee indicates their agreement by signing their employment agreement before they start work.

For further information, visit the Department of Labour's website or phone the Contact Centre on 0800 20 90 20.

Holiday and Leave Entitlements for Employees

Type Of Employment	Annual Holidays		Pay For Working Public Holiday		Sick And Bereavement Leave
	4 Weeks Of Paid Annual Holidays	8% Of Gross Pay Added To The End Of Fixed-Term Or Paid As A Regular Part Of Pay 'pay-as-you-go'	Time and a half	Alternative holiday (if you normally work on that day*)	
Genuinely "irregular" or "intermittent" employment (Casual employees)	YES - agree with employee what "4 weeks" means for them	YES - can agree to pay as you go arrangement	YES	YES*	YES – if they meet the hours test, and the day would have been an otherwise working day*
Genuine Fixed-term agreements for less than 12 months	YES	YES - can agree to pay as you go arrangement	YES	YES*	YES – if employee meets criteria
Genuine Fixed-term agreements for 12 months or more	YES	NO	YES	YES*	YES
Employees with changing / variable work patterns	YES – agree with employee what "4 weeks" means for them	YES – but only if employment is so intermittent or irregular that its not practical to provide the employee with 4 weeks' annual holidays	YES	YES*	YES - hours test may apply if employment is not continuous
Full-time or "part-time" permanent employees	YES - agree with employee what "4 weeks" means for them	NO	YES	YES*	YES

*You may refer to the Holidays Online Tool to help work out these entitlements and payments: www.ers.govt.nz/holidays-online-tool

C.R. KENNEDY NEW ZEALAND LTD.

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Dallmeier DMX 1600 S Matrix

Your ideal entry into the world of Video IP solutions!

The Smatrix is ideally suited for applications requiring high-speed recording, expanded storage capacity and low power consumption, while ensuring maximum security. The DMX 1600 is a hybrid audio and video recorder with integrated storage system for up to 16 free allocatable video channels. Using a release code the basic version with 8 free allocatable video channels can be expanded by up to 8 further free allocatable video channels (maximum 16 channels in total).

The DMX 1600 has a compact design (2HU) and is designed for mounting into a 19" rack!



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Dallmeier DMS80

The DMS 80 is a stand-alone hybrid audio and video recorder with support for up to 24 channels including High Definition.

- Up to 8 free allocatable and 16 IP based video channels (SD-IP/HD-IP)
- PentaplexPlus functionality: Simultaneous real-time recording, streaming, live display, playback and remote access
- Hybrid recording: H.264, MPEG-4, MJPEG
- Bit rate up to 1.5 Mbps with analogue cameras, up to 6 Mbps with IP cameras
- Resolution with analogue cameras: up to 4CIF
- Resolution with IP cameras: SD, HD (720p, 1080i, 1080p), up to 8 MP
- Frame rate per channel up to 12 fps at CIF with analogue cameras, up to 25 fps at 1080p with IP cameras



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Dallmeier DDZ4010HD - SM PTZ

The high-resolution full high-definition Cam_inPIX® colour dome camera DDZ4010-YY/HS/HD with 10x optical zoom is available in different mounting variants (in-ceiling, surface, weather-proof).

- 1/3" high-definition sensor with Cam_inPIX®
- Pure Digital Signal Processing
- High-speed PTZ dome
- 10x optical zoom, 12x digital zoom
- AWB, AGC, BLC and extended slow shutter
- Auto-focus with manual override
- Resolution: SD, HD (720p, 1080i, 1080p)
- Frame rate up to 60 fps2)
- Video compression: MJPEG, H.264
- Simultaneous multi-streaming with independently adjustable resolutions, frame and bit
- Motion detection with selectable sensitivity
- Weather-proof variant



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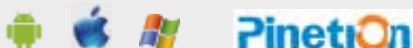


4 Channel High Resolution Outdoor kit

An affordable and reliable solution for use in any outdoor environment where discreet surveillance is necessary.

- 4 x 700TVL Outdoor IR Cameras
- 1 x Pinetron 4 channel DVR
- 1 x 17" CCTV LCD Monitor
- 1 x Power Supply
- 1 x 4-Way Power Board
- 1 x CCTV Warning Sign
- 1 x 4GB Usb flash-disk

iPhone, Android and Windows compatible.



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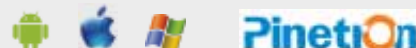


4 Channel Indoor Kit

An affordable and reliable solution for use in any indoor environment where discreet surveillance is necessary.

- 4 x 540TVL Cameras
- 1 x Pinetron 4 channel DVR
- 1 x 17" CCTV LCD Monitor
- 1 x Power Supply
- 1 x 4-Way Power Board
- 1 x CCTV Warning Sign
- 1 x 4GB Usb flash-disk

iPhone, Android and Windows compatible.



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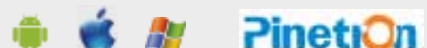


PDR-X5000 Series DVR

Rock solid recording solution available in 4ch/8ch/16ch recorders.

- Real Time CIF Recording (480/400 fps)
- Real Time Display
- 4 / 8 / 16 channels available
- H.264 Compression
- HDMI Output
- 2 x Usb 2.0, 1 x Network Ports
- Event log Search, Preview Search, Motion Area Search, Go To Search
- Built-In Multiplexer Pan/Tilt/Zoom/Focus
- User Friendly GUI(True Color)
- Mouse/Keyboard Controller/IR Remote

iPhone, Android and Windows compatible.



Instant insight



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The new benchmark in security management software by Gallagher

Access control – Business policy enforcement – Intruder alarms – Perimeter security

- User centric, fully customisable interface, see only what you need to see
- In-built and intuitive user interface design tool, no specialist skills required
- Operators can create or adjust screen layouts in minutes, not hours
- Assimilate information from different sources, filter content to deliver real situational awareness
- Targeted information at your Operator's fingertips, provided seamlessly and in context.

For additional information, contact: Gallagher - 07 839 9800 - sales.nz@security.gallagher.co

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