

"WE HAVE BEEN WORKING ON DEVELOPING OUR SURVEILLANCE PRODUCTS AND TECHNOLOGIES FOR MANY YEARS, AND WE SEE IT MORE LIKE AN IoT HUB THAT CONNECTS TO ANY CONNECTED DEVICE. AS THE WORLD OF IoT MOVES FORWARD, EVERFOCUS WILL BE AT THE FOREFRONT WITH OUR LATEST INNOVATIONS TO DRIVE THE SECURITY INDUSTRY FORWARD."

Jemmy Huang, Chairman and President, EverFocus Electronics

EMEA's continued good operating margin."

The new spin-off company Safran Identity & Security also grew exponentially by 23.7 percent in sales revenue. According to the company's report, Safran enjoyed the most revenue from the U.S., where the company supplies 85 percent of all driving licenses and is the prime contractor of biometrics technology for the FBI. Other national projects, such as those for ID cards, digital ID and passports, and border control contributed a lot to the company's growth in 2015 and 2016. The company has now entered into negotiations with Advent International to look for more future opportunities in further expansion.

The trend for the access control industry is to combine multiple technologies in order to help customers solve more than one problem, according to Baudouin Genouville, Global Alliances Manager at Suprema. Suprema's customers can be classified into three categories. Those buying pure access control systems represent 25 percent, while those buying pure time and attendance systems account for another 25 percent.

The rest are customers who look for a unified access control and time and attendance solution. "That means our customers not only open doors with our products, but also use it to manage the employee time and attendance and link this data to a workforce management software. They want their HR to save time and avoid making mistakes with managing paper and Excel files," he said. "50 percent of our customers are looking for a unified system, and that's why they want biometrics, it's not just about security but it also serves their workforce management. Our customers, such as major fast food chains, like Burger King, and supermarkets, like Carrefour, around the world, choose Suprema because we have proven over time that using our solution provides return on investment."

GROWING NUMBER OF END-TO-END VIDEO SURVEILLANCE PROVIDERS

On the video surveillance side, in line with what most of the global professionals anticipated and IHS' latest ranking, Hikvision Digital Technology finally became the world's largest security company in terms of its 2015 annual revenue. After years of effort invested in improving product quality and technical support, Hikvision has become an end-to-end video surveillance supplier, with products tailored for all kinds of markets and verticals for security. Now, its subsidiaries and branch offices are quite widespread



in all the major countries in each continent. The past five years were the fastest growing years for the company in terms of globalization. Hikvision, with its rival Dahua Technology (which climbed up the ranks to 4th place), and all the other Chinese manufacturers, either with or without brands, accelerated price competition in the global security industry. Unlike the other eight companies among the top 10, Hikvision and Dahua are now almost reaching their prime time in the security industry, creating even more advanced and delicate technologies for the

EVER FOCUSING ON SECURITY SOLUTIONS

HAVING BEEN AROUND FOR A LONG TIME, EVERFOCUS KNOWS THE INDUSTRY WELL ENOUGH TO KNOW IT'S TIME TO EXPAND BEYOND ITS PRODUCTS. FROM REFINING ITS VMS, TO FOCUSING ON MOBILE SOLUTIONS, EVERFOCUS IS EMPHASIZING THE VALUE OF SOLUTIONS.

● BY Lisa Hsu

EverFocus Electronics has been providing the world with the latest surveillance products and technologies since 1995. With headquarters based in Taiwan, EverFocus has expanded its global presence by establishing branch offices in the U.S., Germany, China, Japan and India.

Being a successful company, EverFocus' performance growth can be seen particularly in the Middle East and German countries. Only recently, EverFocus equipped the Petroleum Development Oman (PDO), an oil and gas exploration and production company, with 500 three-megapixel IP cameras, 50 NVRs and their central management software (CMS). The oil and gas industry in the Middle East has specific needs when it comes to security and surveillance, and EverFocus was able to stand up to the challenge.

THE VALUE OF SOLUTIONS RISES

Given today's adverse economic disposition, EverFocus has long been aware that the cost of security products will decline while the value of software grows. Jemmy Huang, Chairman and President at EverFocus Electronics explained, "As technology and standards for products become more mainstream, the cost of hardware naturally decreases. We have been working on developing our CMS for many years, and we see it more like an IoT hub that connects to any connected device."

EverFocus' Genie XMS software is a sophisticated CMS designed with a flexible architecture to offer large-scale integration scalability. Utilizing IoT, the surveillance management system is able to connect to any device or system, including IP cameras, DVRs, NVRs, access control, LPR and POS systems.

industry. On the other hand, Honeywell dropped to 2nd place on the top 50 list based on revenue coming from both its fire safety and security products/systems businesses. Bosch Security Systems ranks 3rd, remaining in the same spot it claimed in last year's Security 50. The company relied on its multiple innovations in technologies such as updated video and access control management software, low-light imaging, and its strength in building automation to gain a record growth of 10 percent in 2015. Just this month, Bosch also announced it will join forces with Sony

MOBILE SURVEILLANCE

Transportation, especially on-board surveillance, is the major market sector and application for EverFocus, for which, the company offers a selection of high-performing mobile DVRs. The Taipei Metro System in Taiwan has installed a total of 130 EverFocus mobile DVRs (MDVRs) that cover the five main lines of the metro system. The mobile surveillance system was able to exceed the initial requirements of the project, including being able to support different GPS systems, as evidenced by use cases such as the GLONASS in Russia and the CIS area, Galileo in EU and BDS in China.

FUTURE STRATEGIES AND PLANS

Combined with its state-of-the-art MDVRs and CMS platform, EverFocus' next step will expand its horizons to solutions for fleet management applications. "Fleet management is an opportunistic market with a lot of demands. For example, one day we will start to see driverless cars, which will require cameras," said Huang.

"We have always done well with installing our platform in vehicles, including buses and trucks. We want to start working towards having our CMS installed while the vehicles are being made — that's a road we haven't gone down before," Huang commented. Future innovations that EverFocus will focus on developing include location-based and human behavior analysis.

As the world of IoT moves forward, EverFocus will be at the forefront with its latest innovations to drive the security industry forward.

in 2017 to either look for further developments in the security industry or IoT businesses.

Axis Communications also enjoyed record growth for 2015 despite challenges in some emerging countries such as China, Russia and some European countries. The company intends to expand its product portfolio beyond video surveillance to provide integrated systems for its customers. Another end-to-end solution provider, Tyco Security Systems, remained stable with a minor growth of 2 percent in 2015, with 16.9 percent for 2014. However, it is still ranked as the 7th.

The video surveillance suppliers in the top 10 list remained very strong in maintaining its annual growth. Most likely, the main secret lies in the recent high number of terrorist threats in the world. In the meantime, these