

# ESSEN AFFAIRS

THE MAGAZINE FROM MESSE ESSEN

**SPECIAL EDITION**

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ESSEN



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## CONCENTRATED EXPERTISE

A tour of the leading trade fair for security

## DECISION MAKERS AS GUESTS

High-level visitors and delegations

## »STILL TOO COMPLACENT«

Cybersecurity must become a management issue



Leading trade fair for security  
September 17 – 20, 2024  
Essen/Germany

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**Oliver P. Kuhrt**

Dear Security Essen visitors,

Security issues are more relevant than ever these days. Even outside expert circles, there is a growing awareness of just how threateningly realistic many of the worst-case scenarios were that the security community has played out in recent years. Added to this are the everyday threats posed by cybercrime, the latter exacerbated by the coronavirus pandemic and a acceleration of digitisation.

Just how topical the product worlds, solutions and issues explored at Security Essen are is shown by the long list of high-ranking visitors alone. These range from ministers, to a delegation of EDRA, to a delegation from the United Nations. The presence of exhibitors from 14 countries, including some really big names, also shows that the idea of gathering the entire security sector in one spot to present the industry's entire service spectrum has lost none of its appeal. On the contrary, in an era of networked security, this idea is more topical than ever.

Security Essen presents itself not only as a trade fair of short paths, but also one with completely modernised halls. In this spirit, I wish you successful and pleasant days with us in Essen.

Best wishes,

**Oliver P. Kuhrt,**  
CEO of Messe Essen GmbH

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# THE ENTIRE WORLD OF SECURITY

Hardly any other trade fair is as diverse as Security Essen. Take a virtual tour of returnees and newcomers – and of regular clients who might only be recognised at second glance.

■ If you start your tour via the East Entrance and thus Hall 8, you will come across a new name at Stand E24. Spinnaker International Ltd has recently changed its name to “Secure Innovation”. Security Essen offers the British specialist for protecting cash and valuables its first major international stage following its rebranding in early September. Not far away, Deutsche Telekom Security will be showing its services for counter surveillance and eavesdropping protection. “The target groups are both mid-sized and DAX companies, but occasionally private individuals also commission us,” reveals Boris Mikloss, a security expert at the Bonn-based telecommunications group.

Everything in Hall 7 revolves around the topics of fire safety, burglary protection and systems. Telenot, one prominent returnee at the leading trade fair, has a particularly wide range of products in its programme. “For the first time ever, we will be presenting ourselves as an end-to-end systems provider at Messe Essen,” says Thomas Taferner, Director of Marketing and Sales. One thematic focus will be on secure, energy-efficient and intelligent buildings.

The show continues in Hall 6, where EVVA will be presenting “mechanics and electronics from a single source” for access solutions. Among the premieres that the long-established Austrian company will be presenting are the reversible key system Akura 44 and the automatic locking and unlocking solution EMZY, as well as the latest version of the electronic access system Xesar. New in Essen, but also established for decades, is Rohde & Schwarz. At its trade fair debut, the Munich-based technology company will focus on “touchless screening” security scanners that promise maximum convenience. The R&S@QPS Walk2000 even provides a real-time security solution in which those who are screened do not have to stop, wait or remove their shoes and other clothing in order to be scanned.

Finally, any tour through the world of civil security would not be complete without Hall 5 and its focus on video systems – one of the largest visitor attractions at Security Essen. With its flexible application possibilities, this technology has recently benefited from a relative boom, thanks to many factors, including the popularity of counting people, to comply with COVID-19 regulations. In Essen, numerous leading manufacturers are now showing state-of-the-art solutions, including for using artificial intelligence.



# FROM NRW TO THE UN

Interest in security solutions is growing around the globe. This is reflected in the Security Essen guest list: purchasing delegations, high-ranking politicians and decision makers from public authorities and municipalities will obtain an overview of the market in Essen.

■ To ensure the status of a leading trade fair, the quality of international visitors represents a strong currency. The guest list at this year's Security Essen promises a good deal in this respect. It ranges from political VIPs from Germany's most populous federal state to guests from neighbouring European countries and international delegations.

## GERMAN POLITICS ALSO SHOWING ITS COLOURS

Federal Minister of the Interior and Community, Nancy Faeser, has taken over the patronage of Security Essen; the State Minister for Internal Affairs of North Rhine-Westphalia, Herbert Reul, will attend the second day of the fair.

The State Minister for Internal Affairs of North Rhine-Westphalia, Herbert Reul, has announced his visit on the second day of the fair, for which the Federal Minister of the Interior and Community, Nancy Faeser, had already assumed patronage. Reul will present the "Second Situation Report on Economic Protection" as part of the Strategy Forum of the NRW Security Partnership. At the same time, the Authorities and CSO Day will take place for the first time, aimed at security managers and chief security officers (CSOs) at public institutions. BeNeLux Day will also be held on 22 September, to which Security Essen and the German-Dutch Chamber of Commerce have invited visitors from Belgium, Luxembourg and the Netherlands in order to network and exchange information.

The scope will be even wider during the visit of a delegation of buyers from the United Nations. In 2020, the UN's trade volume in the areas of public order and security services and equipment amounted to 461 million US dollars. The visit, made possible by the Federal Ministry for Economic Affairs and Climate Action and the German-American Chamber of Commerce, particularly aims to help German companies benefit from this. The programme includes a seminar entitled "How to Do Business with the UN", round-table talks with industry experts, one-on-one meetings with UN buyers and a tour of the trade fair.

Delegations from Kenya and of the European DIY Retail Association (EDRA) and the Global Home Improvement Network (GHIN) have also announced their attendance. "With its wide range of products, Security Essen covers an increasingly relevant assortment for the DIY sector. We are very much looking forward to the many innovations and the opportunity to make personal contact with the manufacturing companies", EDRA Secretary General John Herbert, looks forward to the trip of the approximately 30-member delegation.

**461** In 2020, the UN's trade volume in the areas of public order and security services and equipment amounted to hundreds of millions US dollars.



# »STILL TOO COMPLACENT«

German companies have some catching up to do when it comes to cybersecurity, says expert Thomas R. Köhler ahead of the new DNS conference.

**ESSEN AFFAIRS:** Theft, espionage, sabotage: according to the industry association Bitkom, nine out of ten German companies were victims of cybercrime last year, with the amount of damage estimated at 223 billion euros. In view of these figures, is the topic being taken seriously enough? Or is there still too much complacency?



Prof. Thomas R. Köhler advises companies on cybersecurity and new mobility issues. He is a research professor at the Innovation Center of Hankou University in Wuhan, China, and a lecturer on cybercrime in the master's programme in criminalistics at the Brandenburg Police University. In 2021, he published "*Chefsache Cybersicherheit*" (Campus Verlag). Thomas R. Köhler will give a keynote speech on this topic at the DNS conference.

**THOMAS R. KÖHLER:** There is still too much complacency, although a slow change in attitude has set in since the first major wave of ransomware in 2017. It's like other risks – we tend to look away until it's no longer possible, especially when it comes to events with an unclear probability of occurrence. Operational decisions are usually made in a different manner. When it comes to a machine, I can calculate the return on investment. But with regard to a possible future cyberattack, I can neither estimate the probability of occurrence, nor the amount of damage, nor exactly which measure to use in order to prevent this event.

**Where are the major threats in 2022?**

They are the old risks, but the move to the home office forced by the COVID-19 pandemic has acted like an accelerant. However, incursions are now so good that even I, an expert with 20 years' experience, sometimes need minutes to determine whether an email is legitimate or not. In addition, the tools used by companies are often insecure.

**Are other countries further along?**

In Switzerland and Austria, cybersecurity has been a big issue since the window manufacturer Swiss Windows was forced into insolvency by a cyberattack in 2020. In general, we in Germany tend to look far too little at other European countries. Did you know that the most dramatic impact from a cyberattack was registered in Finland? There, in 2020, files of 40,000 psychotherapy patients found their way online. Not only did the company affected go bankrupt, a minister had to resign and there were suicides – but here in Germany, we heard very little about it.

**How then can cybersecurity become a management issue, as your latest book demands?**

I argue along the lines of personal liability, for as we know, companies have to take precautions with regard to risks that threaten their existence. The message to managers is that if you don't take risk management seriously, you will be held responsible with your personal assets. That often leads to the kind of response you want.

## THE DNS CONFERENCE

At the new Digital Networking Security Conference in Hall 7 on 20 and 21 September, in 14 keynote talks experts will report on current incidents, key interfaces between corporate and IT security, legal requirements and practical implementation examples. The DNS Conference is being organised in cooperation with the trade journal "kes". Attendance is free of charge for trade fair visitors.

# RETURN OF A REPRESSED DANGER

Civil protection and civil defence will be major topics of conversation at Security Essen. In the future, they are to be integrated even more strongly into the architecture of the fair.



■ A flood of the century, a pandemic, a war in the midst of Europe, an imminent energy shortage, cyberattacks on the critical infrastructure – all these scenarios have been played out by security experts in the recent past. Exercises have been conducted, studies prepared and recommendations made. “But almost none of them have been implemented,” laments Dr Christian Endreß, Managing Director of the Essen-based Association for Security in Industry and Commerce West e.V. (ASW West). On the contrary, warning sirens that have been dismantled in many places are a symbol of how neglected major emergency precautions have become.



**Dr Christian Endreß**

Managing Director of the Association for Security in Industry and Commerce West e.V.

But what has been repressed has now spilled into reality at full force. This shows that civil protection and civil defence belong on the political agenda. In Endreß’ view, it is particularly important that Germany “deals with the issue of security in a more forward-looking way”. The use of text warnings for those in crisis areas is just one example of technological solutions that have long been used in other

countries. “We have to think much more concretely about how the state can use existing solutions, not least from German providers,” Endreß insists.

The Managing Director of the Federal Association for Security in Industry and Commerce considers the strong political presence at Security Essen to be a first important signal. In the future, Messe Essen and the industry association hope to integrate the topics of civil protection and civil defence even more strongly into the Security Essen architecture. After all, the aspiration of a leading fair should not only be to meet the needs of the market and public authorities, but also to anticipate future developments.

## HIGH AND HOT

Comprehensive information on preventing and fighting fires is provided by the Fire Protection Forum. In cooperation with the Essen House of Technology, ten lectures will be on the programme on 22 and 23 September in Hall 7. As an additional highlight, the Essen fire brigade will simulate a height rescue at Messehaus Ost.



# NON-STOP KNOWLEDGE

In the “security experts forum”, a non-stop programme will take place in Hall 6 for the entire duration of Security Essen. Here, on a daily basis, exhibitors will present the latest innovations and hands-on experience in the field of security. This gives the public the opportunity to obtain information and ideas for solutions that cover all the thematic areas of the fair.



## security essen 2022



VIDEO  
Hall 5

ACCESS/MECHATRONICS/  
MECHANICS/SYSTEMS/  
PERIMETER PROTECTION  
Hall 5 + 6

FIRE/INTRUSION/SYSTEMS  
Hall 7

DIGITAL NETWORKING  
SECURITY/SERVICES  
Hall 8

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