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Security Essen scores points for high quality and increased internationality of visiting professionals

950 exhibitors and over 36,000 trade visitors from all over the world

Security Essen 2018 presented itself as the leading international source of inspiration for the industry. 950 exhibitors from 43 countries showed their innovations for increased safety and convenience to over 36,000 trade visitors from 125 nations at Messe Essen on topics ranging from cyber security to innovations for building security and new solutions for the protection of valuables. The representatives of the companies, associations and institutions were in great demand as discussion partners. There was strong need for information and investment from trade visitors as a result of current events such as hacker attacks, challenges involving access control at airports, the still-high number of break-ins and increasing legal requirements. The exhibitors praised the significantly increased percentage of international visitors (eight percent up) and the strong decision-making authority of the trade visitors.

"Security Essen has underlined its position as a trend-setting international trade fair for all aspects of security. We were able to welcome significantly more visitors from abroad – 125 nations, that's an impressive number", says Oliver P. Kuhrt, CEO of Messe Essen. "Protection – whether public or private, digital or analogue – is the central theme of our time. Our exhibitors provided answers to these challenges and presented trend-setting solutions. The high number of first-time exhibitors who showed their services to the specialist world indicates the importance of our trade fair as an independent platform for the security industry." There were more than 200 new exhibitors, including Hoppe AG, PwC Cyber Security Services and AEG ID.

High recommendation rate and strong willingness to invest

The trade fair attracted more than 36,000 professional visitors – predominantly including experts from industry, installers and participants from the security sector – who were characterised by greater internationality, a significant interest in new products and new business contacts as well as a strong willingness to invest. Around 40 percent of the visitors came from abroad (2016: 32). The 76 percent of visitors were decision-makers within their companies and one quarter prepared their investments at the trade fair or concluded contracts directly. After all, the economy is still excellent. Industry sales in Germany alone are estimated at around 17.2 billion euros – a two-year increase of 18 percent. 62 percent of visitors rated the economic situation in the security sector as good to very good. Over 90 percent were satisfied with their visit to the fair and want to recommend Security Essen to others.

Great response to innovations – trend towards smart solutions

The relevance of Security Essen as a pulse monitor for the security industry was particularly evident in the numerous new products. Once again, the influence of digitisation became clear: access solutions are becoming smarter and rely on smartphones or biometric identification as keys. Artificial intelligence helps to evaluate video data faster and more accurately. Apps display unsecured windows in the smart home or help keep track of valuable contents of safes. The protection of data and networked access was an all-encompassing topic for numerous exhibitors and many lectures.

The winners of the Security Innovation Award attracted a great deal of attention. Seven exhibitors were honoured with this award for their pioneering innovations. UrbanAlps convinced the jury with Stealth Key, a forgery-proof key from the 3D printer. The Jansen Tore burglar-proof sectional door with WK5 classification, which also received a prize, is especially secure – suitable, for example, for museums, hazardous material stores or military headquarters. Kötter Security received one of the coveted awards for the new emergency call and service control center, in which high-tech infrastructure and digital processes ensure the best possible

customer security.

## Premiere for new "Cyber Security" exhibition hall

Security Essen was held for the first time in the modernised halls of Messe Essen, which will set new standards once the final construction phase is completed in 2019. Spacious, single-storey halls, plenty of daylight, the new glass entrance area and new service facilities such as the Business Club have already delighted exhibitors and visitors. Security Essen also provided optimal visitor and exhibitor communication with a new hall structure organised according to exhibition areas. The guests of Security Essen praised the division of the fair into key topics. The exhibition hall for Cyber Security and Economic Security celebrated a successful premiere. Exhibitors such as the Federal Office for Information Security, Telekom Security, Advancis Software & Services GmbH and the newly founded Federal Association for Critical Infrastructure Protection (BSKI) presented here.

## Supporting programme with experts from politics and business

Numerous campaigns and events relating to the actual trade fair events offered visitors genuine added value. Thus on the "Day of training and further education", which was organised by the Federal Association of the Security Industry (BDSW) and Messe Essen, 300 participants of the security industry were provided with information on training possibilities and career opportunities. At the new Cyber Security Conference, Arne Schönbohm, President of the Federal Office for Information Security, spoke about cyber security as a challenge for politics, business and society. The computer scientist Jan Krissler, known as Starbug, was also a guest at the top-class conference.

Gregor Gysi, member of the Bundestag of the German party "Die Linke", discussed the economic importance of cash at the BMWL (Federal Association of Medium-Sized Value Logistics Companies) booth. In the security experts' forum, practical experts designed a non-stop programme with more than 90 presentations. The guided tours were expressly aimed at architects, planners, installers, operators, authorities and employees of construction and planning departments and stopped at thematically suitable exhibitors.

## Security Essen focuses on further internationalization

The organisers are already setting the course for the next Security Essen, which will take place at Messe Essen from 22 to 25 September 2020. The new thematic hall structure will be further expanded and the topic of digitisation will be explored in greater depth. Numerous exhibitors have already confirmed their registration for the next event. 88 percent of the visitors have already stated their intention to participate in Security Essen 2020.

The fair is also taking a further step towards internationalisation: From 9 to 11 April 2019 "The Security Event - powered by Security Essen" will take place for the first time in Birmingham, Great Britain. This cooperation between the British trade fair organiser Western Business Exhibitions and Messe Essen offers the European security industry a comprehensive platform for business in Great Britain. Over one hundred of the world's leading security brands are exhibiting.

## Figures for Security Essen 2018

950 exhibitors from 43 nations presented innovations in the field of civil security at Messe Essen. The projection for the last day of the fair estimated 36,000 visitors from 125 nations including conference participants, VIP guests, delegation participants and journalists (including FKM projection of 33.000). The proportion of professional visitors was 99 percent.

Further information at: [www.security-essen.de](http://www.security-essen.de)

Exhibitors' opinions:

Andreas Straubinger, Region Manager D/A/CH, Vanderbilt International GmbH:

“Our stand position in the new Hall 6 was a very good choice. Visitor footfall was above average and the results were even better than we saw at the last Security 2016 trade fair. We thought the hall distribution was a particularly great success this year. The number and quality of our D/A/CH trade fair contacts were very good; not only this but we were delighted to see how many trade fair visitors attended from around the world, which was a great fit for Vanderbilt's global orientation. The trade fair contributed to further developing the level of awareness of the Vanderbilt brand. We consider Security to be the leading trade fair for our industry. It is an excellent platform from which to present our solutions to a broad audience.”

Bernd Hohlfeld, Management Board, ALVARA Cash Management Group AG:

“For us, Security Essen has been our most successful trade fair to date. The high levels of demand for our ALVARA Logistic App and ‘Digital Driver Legitimation’ were one reason, but not the only reason by any means. In particular, the BMWL joint stand brought together all of the stakeholders in cash services, offering an overall solution for efficient cash circulation. The joint stand was well placed not only to present the route to innovation but also to confirm it. The concept is very impressive and we will be back in 2020.”

Knud Brandis, Managing Director of PwC Cyber Security Services GmbH:

“PwC Cyber Security Services GmbH is Germany's leading consultancy firm for data security. As Security Essen set up its own exhibition hall for cyber security this year for the first time, to us it was a logical step to come and present our products and services here. The topics which were in particularly high demand were information security, data protection, emergency services and cyber security. The trade visitors were extremely well informed and precisely our target audience.”

Sebastian Mosbacher, Managing Director, Stölting Service Group:

“Stölting Security was extremely satisfied with Security Essen 2018 in Essen. As a large security services provider operating in Germany, we were able to present our services and position ourselves in the best possible manner. The second day saw high footfall and was of great significance for us as a trans-regional personnel service provider operating in the sector of cleaning, security and staffing. Stölting Service Group will be back in 2020!”

Dr. Alejandro Ojeda, CEO and Founder of UrbanAlps AG:

“Security Essen was beyond our wildest expectations; it has been one of our best platforms to get in direct contact with our target audience at an international level. Furthermore, winning the Security Innovation Award 2018 for our core product the Stealth Key, the worlds' first 3D metal printed key, has been an invaluable validation stamp from arguably the world's leading security fair. It is clearly the place to be for security and we eagerly look forward to come back once again in 2020.”

Rainer Schratz, Marketing Manager, HOPPE AG, Stadtallendorf:

“HOPPE presented at Security Essen for the first time this year – and so far, we are extremely satisfied with the results of the trade fair. Security Essen is a good platform for HOPPE innovations and expertise in the field of protection and amenities; this is also clear from the high number of contacts we made at the trade fair – both with customers as well as visitors who came from segments which are new to us, for example from the electrical wholesale trade. Of course, the quality of the new contacts can only be evaluated after the trade fair but we are delighted with the high level of interest shown by visitors in our products – both from trade visitors and from the media. Visitors were particularly appreciative of our innovations such as the burglar-proof window handles SecuForte® with automatic locking function and convenient contactless front door handles or the

wireless window handle offering central locking.”

Norbert Schaaf, Chairman of the Federal Association of Security Technology (BHE) and Chairman of the Advisory Board for Security Essen:

“Trade fair visitors from around the world were able to seek information about the diverse possibilities offered by modern security technology from around 950 exhibitors. The new layout, with six primary areas, also received very positive feedback. The profile of the Security trade fair offers the right background for the entire security industry. As a specialist trade fair, it specialises in security and therefore offers the ideal platform for providers and users to share information and views. Current aspects such as “Security technology in the smart home” and “Digitisation and cyber security” were afforded a great deal of attention. The innovative spirit of the security providers also became particularly clear at the presentation ceremony of the Security Innovation Awards 2018.”

Serge Coppens d'Eeckenbrugge, Regional Manager BNL - DACH, Managing Director DACH, UTC Fire & Security:

“Smart buildings and smart homes were the focal point of this year's Security Essen. Thanks to UltraSync, the new secured connectivity platform, integrated smart home or smart building security solutions can be managed using the internet. UTC Fire & Security presented their Lenel range, which offers various security technologies (video, access, fire and burglary), which are integrated into both the home and larger-scale environments in a user-friendly manner. The trade fair offered us the ideal platform to present our upcoming new product range of cable and wireless fire alarm systems. The feedback we received from both the domestic market and neighbouring countries was outstanding. The relaxed stand design provided the perfect environment for intense yet enjoyable conversations. Security Essen was very successful for us and we are looking forward to taking part again.”

Dr. Florian Scharr, Press Spokesman, VdS Schadenverhütung GmbH:

“Our goals were surpassed at Security Essen. At times, our stand was besieged! The burglar protection was particularly important and the topic of digital burglary protection was in high demand, which was very pleasing. We are delighted that so many industry representatives as well as numerous installers and planners came to find out more about VdS. Security Essen is a very important trade fair for us.”

Dr. Harald Olschok, Managing Director, BDSW Bundesverband der Sicherheitswirtschaft:

“Once again we can look back on a successful trade fair week. For the first time, the three security associations – Federal Association of German Money and Value Services (BDGW), Association of private security industry (BDSW) and Federal Association of Aviation Security Companies (BDLS) – presented themselves together at Security Essen. The expert visitors and interested guests were informed about the work of the security associations through various events and lectures in the trade fair forums. Alone on the “Day of training and further education”, which takes place in cooperation with Messe Essen, around 300 visitors again took part.”

Friederike Nielsen, VP of Marketing, Dedrone GmbH: “Two years ago, our subject area “protection from civil drones” was still very new. Even then, we made a great deal of interesting contacts with German and international customers and partners at Security Essen. Since then, our market has seen a great deal of additional growth. A great deal of visitors has come to our stand with a specific intention – many of them have an intention to buy something specific. We are leaving the trade fair very satisfied and will definitely be back.”

Ludwig Bergschneider, Managing Director, Abetechs GmbH (Grundig Security):

With an impressive appearance at an exceptionally designed exhibition stand, the GRUNDIG brand returned to the Security Essen 2018, the leading international meeting place for the security sector, after a one-off break. Numerous skilled visitors came to the trade fair booth in the new "Video-Hall" 5 to find out about Grundig's trade fair highlights. The greatest interest was shown in the innovative software solutions, which were particularly convincing in terms of video analysis – and the associated forensic evaluation – of the image material. In short, Security Essen is the absolute market leader for security in an international comparison. Thanks to the excellent cooperation of the trade fair organisation team, it offers the ideal platform for presenting new products and solutions in the security sector, but also for strengthening brand awareness on an international level. This is why Grundig secured pole position in Video Hall 5 for Security Essen 2020 at an early stage.

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Award ceremony at Security Essen 2018

Security Innovation Awards: The winners have been chosen

The winners of the Innovation Awards have reason to celebrate. The coveted prizes were awarded on the first day of the fair. From a total of 75 submissions, the top-class jury selected the most innovative solutions in the categories "Services", "Cyber Security / Economic Security" and "Technology & Products". The experts also awarded a special award.

All submissions in the sixth edition of the Security Innovation Award were judged according to the criteria of innovative content, user benefit, cost-effectiveness, reliability and reasonableness. The twelve-member jury was chaired by Jens Washausen, member of the board of the BdSI (Federal Association of Independent German Security Consultants and Engineers) and Managing Director GEOS Germany GmbH. Numerous applications from abroad underscored the international significance of the industry award.

Winner in the category Technology & Products

Gold Award: UrbanAlps AG with Stealth Key

High-security keys can also be copied with 3D scanners and printers. This is a danger to companies and buildings. Because with a counterfeit key, the access is made without traces and without evidence of a criminal act for the insurance company. UrbanAlps relies on a new solution: Stealth Key, the world's first 3D metal print key, is built from the inside out and hides the security codes – a completely new level in key copy protection.

Silber Award: Jansen Tore with "Einbruchschutz Sektionaltor WK5"

With the Jansen WK5 burglar protection sectional door, buildings with particularly valuable inventory can be reliably protected. The innovative and tested door construction is characterised by a massively reinforced door leaf with additional security components. Burglary attempts by experienced perpetrators can be safely repelled in accordance with the WK5 classification. The gates are suitable, for example, for the protection of museums, depots of valuables, hazardous material storage facilities as well as military and government offices.

Bronze Award: 360 Vision Technology Ltd with Radar controlled CCTV Surveillance Camera

Predator Radar is a high-definition autotracking PTZ camera controlled by a 360-degree radar with a 200-meter radius at one rotation per second. What's new is its ability to simultaneously identify multiple objects as small as 50 centimeters in size over an area of 125,000 square meters. 4G data transfer and the option for fuel, battery or solar power ensure that the Predator Radar can be used both permanently and flexibly without the need for an existing monitoring infrastructure – a true geofencing solution.

Winner in the category Services

Gold Award: Kötter Security with control centre and service point

Setting standards in security and digitalisation was the aim of a million euro investment in the high-tech control centre at Kötter Security. In addition to the standards that needed to be fulfilled, Kötter Security has redundantly secured all technical systems and consistently digitalized the processes from alarm reception to alarm processing and the execution of the operative intervention and finally to the information of the customer.

Silber Award: Amaryllo International B.V. with Soteria

Unlike conventional methods, which require an expensive computer for video analysis, Soteria offers both AI security services and real-time customer analyses such as headcounting, hot zone, gender and age recognition, etc. without prior investment in hardware.

Winner in the category Cyber Security / Economic Security

Gold Award: innogy SE with Cyber Security Maturity Cockpit (CSMC)

The Cyber Security Maturity Cockpit measures the level of maturity and efficiency as well as the cost/benefit of cyber security measures on the basis of ISO 27001. It shows options for action and priorities for risk minimization as well as successes tailored to the target group. The tool creates maximum transparency and enables decision-makers to make optimum use of monetary and personnel resources.

Special award: ip.access with Presence™ for Safe Cities

Presence for Safe Cities is a low-cost environmental mobile radio detection system that is optimized for use in border and property protection. Based on presenceSensor, Presence for Safe Cities captures information and location data from mobile phone users in sensitive areas. This data can be combined with other data sources to provide meaningful, actionable information to government agencies. This provides security measures with a deeper density of information.

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At a Glance



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## Security Essen Becomes the Hotspot of the International Security and Fire Prevention Sectors

### Leading Fair for Civil Security Enticing with Comprehensive Supporting Programme

From September 25 to 28, 2018, Security Essen will become the meeting place of the international security and fire prevention sectors. The leading event will take place on Messe Essen's modernised site for the first time, organised in a way appropriate for the market in six subject areas. In this respect, Security Essen will set standards with targeted focusing on digital security. Exhibitors from the Cyber Security and Economic Security area will present their solutions in their own fair hall. In top-class conferences, experts will also pass on their knowledge relating to all aspects of this challenge which is becoming ever more urgent. For example, the Cyber Security Conference will be one new event.

950 exhibitors from over 40 nations will make Essen the world capital of civil security for four days. They will present the innovations and send important impulses to the industry. The companies and their innovations are provided with the right high-quality environment. Security Essen will take place on a modernised site that will set new standards at the end of the last construction phase in 2019. Spacious, single-storey halls and plenty of daylight will offer perfect conditions in future. A new hall numbering system will therefore apply for the first time during this year's event.

For the first time own exhibition hall for Cyber Security and Economic Security

And Security Essen will be reorganised with regard to the subjects too: Visitors will find Services in Hall 1, Access, Mechatronics, Mechanics and Systems in Halls 2 and 3 and the Galeria, Perimeter Protection in Hall 3, Video in Halls 5 and 7 as well as Fire, Intrusion and Systems in Halls 6 and 7. With the new Hall 8, Messe Essen will, for the first time, also provide a separate hall for the subjects of Cyber Security and Economic Security which are becoming ever more important.

Oliver P. Kuhrt, CEO of Messe Essen: "This year, we have sharpened the profile of Security Essen: The trade fair has become considerably more digital, more modern and more interactive. Due to the optimised hall layout, we are offering our exhibitors and visitors the best possible experience at the fair with short paths and direct communication."

### Digitalisation: Chances and Risks for the Security Sector

The subject of digitisation is a recurrent theme at Security Essen. Numerous exhibitors are presenting smart, networked products and solutions. Whether access control, burglary protection, video surveillance, outdoor area security or fire protection: digital innovations can offer a higher level of protection and more convenience for the user.

With numerous events, Security Essen underlines the importance of the digital topic, but also points out potential risks. At the new Cyber Security Conference in Hall 8, Arne Schönbohm, President of the Federal Office for Information Security, will talk about cyber security as a challenge for politics, business and society. Live hacking will also take place there, and information security and data protection for small and medium-sized enterprises will also be presented. The Public Security Forum in Hall 8 will provide an opportunity to experience digital security technologies – embedded in four walk-in showrooms.

### Award for outstanding solutions

Traditionally, the Security Essen is a showcase for innovations. Many companies develop their solutions in order to present them to the expert audience at this trade fair. Particularly outstanding innovations will be honoured with the Security Innovation Award on the first day of the fair. Information on the finalists of the competition can be found in a special exhibition in the Galeria.

Always informed with the Security Essen App

Security Essen offers all visitors a helpful app that makes visiting the fair even more efficient. Among other things, it contains the current list of exhibitors with stand numbers and contact details, an overview of the supporting programme and a hall plan for better orientation. The app can be downloaded free of charge from the Google Play Store (Android) or the Apple App Store (iOS).

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The Security Market in Germany

Figures, Data and Facts About the Sector

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## Cyber Security Conference accompanies Security Essen 2018

### Four days of compact expert knowledge

From 25 to 28 September 2018, Security Essen at Messe Essen will be the meeting place for the international security and fire protection industry. According to the current Cyber Security Report of the consulting company Deloitte, 83 percent of the surveyed companies report at least one attack per month on their company. In half of these companies there is even a daily alarm – with a total annual damage sum of around 13 billion euros. That's why Security Essen is setting standards with a targeted focus on digital security. In the new Cyber Security Conference, experts will pass on their knowledge about this ever more pressing challenge.

On all four days of the fair, the Cyber Security Conference will offer listeners concrete knowledge transferable to their own companies about the current challenges and potential of Cyber Security. The programme opens and closes on 25 and 28 September with the main topic "Opportunities & risks associated with cyber security". On 26 September, discussions and lectures will follow on the topic of "Entry, admission, access: Identification options". The portfolio will be rounded off by a further topic for the future: Thursday, 27 September, will be dedicated to smart homes and will focus on "Connected building, security in the buildings of the future".

### Benefit from expert knowledge: Insights into current developments

Among the top-class speakers will be Arne Schönbohm, President of the Federal Office for Information Security, who will talk about cyber security as a challenge for politics, business and society. Tilman Frosch from G DATA Advanced Analytics will talk about the defence of medium-sized IT infrastructures. Dr. Timo Kasper from Kasper & Oswald analyses the dangers in the area of radio, RFID and access systems and presents the necessary defence mechanisms. With Brian Niehöfer, an employee of TÜV Informationstechnik (TÜViT) talks about the IT security of smart meter gateways. The focus of the lecture by Oliver Woll and Jörg Schulz from VZM will be on securing the availability of IT infrastructures.

### Attention-grabbing conference in the middle of trade fair events

The conference will flank Security Essen's even stronger orientation towards cyber security. For the first time there will be a separate exhibition hall for this area, prominently located directly at the new East Entrance. The Cyber Security Conference will also take place there. "This will give trade visitors and exhibitors the opportunity to obtain information close to the fair and right in the middle of the action. After all, the conference should bring them the best possible benefit. It is important to us that the presentations are user-related and that the audience receives valuable suggestions," explains Julia Jacob, Project Manager of the Security Essen. The fair organizes the conference in cooperation with the BHE Federal Association of Security Technology and with the technical support of the Federal Office for Information Security (BSI).

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## Further Strong Growth in the International Security Market

### Global Turnover with Security Products and Services Continues to Rise

According to the most recent forecasts by internationally active market analysts, the current and future growth in all the sectoral segments represented at Security Essen (from September 25 to 28, 2018) is and will be well above the global economy's rate of increase which the OECD (+3.7 percent) and the IMF (+3.9 percent) specified for 2018. The highest annual rises are expected in IT security with up to 13 percent. A figure of 10.1 percent is forecast for classic surveillance technology. Here, the analysts combine, above all, video surveillance, access control and the recognition or warding-off of intruders. However, above-average growth rates will also be achieved with constructional fire prevention (+9.7 percent) and in security services (+5.9 percent).

The global turnover of the sectors which will be represented at the world's leading fair for security, Security Essen, will add up to over US\$ 400 billion for 2018. The global danger of terrorism, urbanisation, the growing protection needs of the private households and the vulnerability of the IT processes are viewed as the strongest growth drivers for the non-military security market. In the security industry subsegment with the strongest turnover at present (classic services with guarding, alarm connections, cash in transit or security advice), a worldwide turnover of US\$ 240 billion is expected in 2020. In countries with low wage cost levels, it is primarily the greater demand for personnel guarding services which should ensure higher growth. In contrast, in the industrial states, the market should be stimulated by the increased need for advice, system integration and the monitoring of the ever more complex security systems.

### Rising Turnovers for Cloud Security and Secure Wireless Solutions

The growth engines for IT security are, above all, the threats caused by cyber crime and cyber terrorism as well as the more stringent requirements which the state, the economy and the end customers are setting on data security and data protection. In this respect, experts see, in particular, the dangers in the Internet of Things (IoT) and with regard to the Industry 4.0 solutions as particular turnover drivers. Turnovers in the fields of cloud security and secure wireless solutions should, together, make up approx. 40 percent of the total market by 2022. Market analysts are assuming that security services, e.g. in the case of risk and weak spot management or access management, will account for 60 percent of the global turnover of nearly US\$ 100 billion at the end customers in 2018. The fact that companies and public institutions no longer consider themselves to be expertly or economically capable of guaranteeing the demanded security level themselves is being seen as an essential motive for the outsourcing. The sales of hardware and software products are correspondingly playing a secondary role in the current IT security market. The worldwide turnover in the fire prevention market which will also be present at Security Essen (i.e. in the case of fire and gas alarm systems, sprinkler technology, fire extinguishers, transmission technology and relevant installation and services) is currently approx. US\$ 62 billion. Here, sustained growth is being ensured, above all, by ever more stringent normative or statutory requirements and the rising technical level which is necessitating replacement investments in many places.

### Increased Investments in External Surveillance Service Providers

Video surveillance technology continues to be the most important turnover contributor in the global market for classic surveillance technology which is estimated at approx. US\$ 70 billion at present. Approx. 55 percent of the manufacturers' turnovers are accounted for by cameras and the relevant hardware and software equipment, 24 percent by access control and 21 percent by intruder alarm technology, perimeter surveillance and other surveillance technologies. Moreover, great leaps in turnover are still being expected in the largest market segment of surveillance technologies, video surveillance. In part, average growth rates up to 15.4 percent are being forecast until 2022. The circumstance that this is succeeding at falling prices for the core product, the camera, may primarily be attributed to the fact that, with the increasing utilisation of surveillance cameras, more is being invested not only in servers, storage devices and monitors but also in intelligent analysis technology or the users are increasingly calling upon Video Surveillance as a Service (VSaaS), i.e.

external surveillance service providers.

### Access Control Places Its Faith Increasingly in Biometrics and Smartphones

At present, a growth rate of 8.0 percent per year is being forecast for access control. According to the information from the analysts, the growth drivers are, in particular, the increasing linking of the access control with the respective identity management systems in the economy and public institutions. Moreover, the growth is being promoted by the greater use of biometric methods and the growing utilisation of mobile devices as ID carriers. The business with Access Control as a Service (ACaaS), i.e. the outsourcing of the access control to service providers, will rise strongly. Disproportionate growth (+13.9 percent) is being expected in the electronic locks segment (global turnover in 2018: ~US\$ 1.3 billion). The mechanical locks field should grow by 4.5 percent per year (turnover in 2018: ~US\$ 6.0 billion). The expectations for perimeter and intrusion surveillance are also above the general economic growth. Here, the future annual rates of increase are estimated at 7.6 percent. Above all, the ever more stringent requirements on safeguarding critical infrastructures or commercial sites, especially in the transport and logistics sectors, are specified as important growth factors.

### Smart Security Solutions in Demand for Private Households

The further rise in the demand of the private households for security solutions is also good for the future development of the economic situation. In the field of home security, an average growth rate of 9.2 percent is expected for the next five years. In addition to rising protection needs, the fact that the security solutions are increasingly being viewed as "smart" is playing an essential role. For example, in the opinion of analysts, security functions today and in the future are and will be the most important turnover contributors in the smart home market which amounts to approx. US\$ 20 billion at present. A total of approx. US\$ 5.3 billion is currently being attributed to surveillance and security. Here, an average growth in turnover of 21.1 percent per year is being forecast for the next ten years.

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## Extensive framework programme for the Security Essen 2018

Visitors to Security Essen can expect a varied supporting programme on global challenges and current trends in the security and fire protection industry in addition to the comprehensive range of products and services offered by the exhibitors. Particular focus will be placed on the topics of cyber security and economic security, to which a separate hall will be dedicated for the first time this year.

### Practical non-stop program in the Security Experts Forum

How does the use of Bodycams work at Deutsche Bahn? What possibilities are there for networking smart doors with each other? What measures can be taken to efficiently deploy personnel in aviation security? A non-stop programme with more than 90 presentations will take place in the Security Experts Forum in Hall 2. The speakers are predominantly practitioners with many years of professional experience. Visitors can expect information and solutions on all six themes of the fair: "Services", "Access, Mechatronics, Mechanics and Systems", "Video", "Fire, Intrusion and Systems", "Perimeter Protection" as well as "Cyber Security and Economic Security". The program starts every morning with a keynote speech and ends in the evening with a live demo. For visitors, the Security Experts Forum is the ideal platform to find out about new trends and product developments across all topics.

(Hall 2, Booth 2B99, all days of the fair)

### Digital security for public buildings in the Public Security Forum

The Public Security Forum illustrates what the public sector can do to ensure greater security for employees and visitors. Several showrooms will be equipped with state-of-the-art, tailor-made security solutions. Visitors can walk through a city hall room, a classroom, a hospital room and a shop and view the products live. Lectures round off the programme.

(Hall 8, Booth 8F19, all days of the fair)

### Cyber Security Conference with application-oriented lectures

On all four days of the fair, the Security Essen will host the top-class Cyber Security Conference in Hall 8 in cooperation with the BHE Bundesverband Sicherheitstechnik (Federal Association for Security Technology) and with the technical support of the Federal Office for Information Security (BSI). On Tuesday and Friday, the opportunities and risks of Cyber Security will be the main topic of the lectures. Wednesday is dedicated to the possibilities of identification. On Thursday, the focus will be on security in the building of the future.

(Hall 8, Booth 8C70, all days of the fair)

### Security Innovation Award – Award for outstanding security solutions

Over 75 submissions were received for the popular Security Innovation Award. On the first day of the fair, a decision is made as to which innovative solutions have won the race. The twelve-member jury will select the winners of the various categories. It will be decided on the degree of innovation, user benefits, cost-effectiveness, reliability and reasonableness of the developments. The award ceremony will take place during a ceremony on 25 September at 6 p.m. in the hall Panorama. A special show in the Galeria will provide information about the finalists of the Security Innovation Award during the entire duration of the fair.

(Galeria, booth GA22-54, all days of the fair)

#### Experience drones live

Drones are being used more and more frequently. Whether for site security, support at major events or in the company of security service providers – the technology performs important civilian reconnaissance work. Exhibitors in the drone zone will show what drones can do and what possibilities there are to locate unwanted flying objects.

(Hall 7, Booth 7F60, all days of the fair)

#### Large Forum on Fire Prevention and Fire Fighting

In cooperation with Haus der Technik (House of Technology), the Fire Protection Forum will take place every day of the fair from 11 a.m. to 4 p.m. in Hall 6. Experts such as Ralf Höhmann, fire protection expert at TÜV Technische Überwachung Hessen (Technical Service Corporation), or the lawyer Dr. Michael Neupert will provide comprehensive information on fire prevention and fire fighting with exciting lectures and discussions. Concrete topics include innovations in operational and organizational fire protection, fire hazard assessment, fire protection and smoke extraction in shopping malls, fire causes in industrial environments, occupational safety and the "digital fire safety officer".

(Hall 6, Booth 6B100, all days of the fair)

#### Autonomous worlds at the first Essen Future Dialogue

Under the title "Autonomous Worlds - Security in Times of Networked Systems", Messe Essen and the KAP Forum, in cooperation with the Security Foresight Lab, are inviting visitors to Essen's first Future Dialogue. In the Congress Center West, Ulf Jasser from T-Systems, Lorena Jaume-Palasi from AlgorithmWatch, Kai Pervölz from the Fraunhofer Institute IAIS and Alexander Rieck from the architecture firm LAVA will talk about the opportunities, risks and forecasts of open and networked systems. The panel discussion offers room for discussion.

(Congress Center West, 26.9./17.30-20.30 Uhr)

#### Premiere for the Career Forum

The Security Essen is an important platform for inspiring specialists for the security industry. The Career Forum will celebrate its premiere on 25 September in Hall 1, where students, trainees, retrainees and graduates will meet companies from the security industry. The Career forum includes a panel discussion, presentations by exhibitors and a job board with job advertisements. Here, applicants establish contacts with potential employers and exhibitors fill specific vacancies.

(Hall 1, 25.9./1st day of the fair)



20.09.2018

## Security Trends at Security Essen 2018

At the leading fair for security and fire prevention from September 25 to 28, 2018, the exhibitors at Security Essen 2018 will again provide a comprehensive overview of the current status and future developments with regard to security technology and services. In this respect, the advances in IT and communication technologies constitute the most significant driving forces behind the current developments in security. Important trends and perspectives are:

**Artificial intelligence in security technology:** With the constantly growing data volume from cameras and other sources, the quality and efficiency of security measures can be improved substantially, e.g. using more reliable danger reports or also better hazard forecasts. Human surveillance personnel would be overstrained, particularly if this flood of information (as is indispensable in the case of security tasks) is to be processed and evaluated quickly and nevertheless reliably. So that the surveillance systems can sort the incoming data according to relevance, assess it and instigate the appropriate follow-up processes, suppliers from nearly all segments in the security sector are placing their faith in efficient "deep learning". For example, these are HID Global (Hall 3, Booth 3C14) for access control, cubos Internet (Hall 7, Booth 7G79.10) for alarming as well as Aimetis (Hall 5, Booth 5C09), BriefCa (Hall 5, Booth 5F10), digivod (Hall 5, Booth 5C07), ESI - European Systems Integration (Hall 5, Booth 5A25), Hikvision Europe (Hall 5, Booth 5C38) and Tech Data (Hall 5, Booth 5A06) for video surveillance.

**More cooperation and integration:** The benefits of smart cities, smart buildings, smart homes or "Industry 4.0" originate, above all, from secure processes taking place without any disturbances. In this respect, nothing works without the integration not only of various security technologies but also of the incorporated security services. At the same time, the security measures for people and valuables are also profiting from the networking of a large number of sensors and from the mass of the information arising in the network in this case. The exhibitors providing information about this at the fair will include, amongst others, BHE Federal Association for Security Technology (Hall 6, Booth 6G89), Amaryllo International (Hall 2, Booth 2D30), Combivox (Hall 6, Booth 6B76), iseeBell (Hall 2, Booth 2D66) and LUPUS-ELECTRONICS (Hall 6, Booth 6D59).

**Secure communication with the user:** Electronic surveillance without any Internet or mobile phone connections is no longer up-to-date in 2018 - apart from just a few special high-security technologies. The users expect to be able to monitor, administer or even operate their security systems at any time, from anywhere and with different terminals, particularly using a smartphone. The particular challenge in this respect is to ensure that apps or chosen transmission solutions do not result in any dangerous security gaps. Experts therefore see in cyber security a decisive basic prerequisite for the use of current security solutions. The subject of cyber security for security products will be addressed, amongst others, by VdS Schadenverhütung (Hall 6, Booth 6D100), UL International Germany (Hall 6, Booth 6A10) and CN Group CZ (Hall 1, Booth 1B08).

**The smartphone as a medium for identification:** During authorisation checks (e.g. while seeking admission at the door or gaining access to machines or data), the smartphone plays an important role as an app basis in any case. However, it is increasingly being used as a medium for identification too because the current transmission solution called "Bluetooth Low Energy" goes easy on rechargeable or non-rechargeable batteries during the communication between the smartphone and the reading terminal. The utilisation of smartphones as keys will be shown, for example, by 2N Telekomunikace (Hall 5, Booth 5H20), DOM Sicherheitstechnik (Hall 3, Booth 3C132), EVVA (Hall 3, Booth 3F69), FSB Franz Schneider Brakel (Hall 3, Booth 3G139), LOQIT (Hall 1, Booth 1E74) and Süd-Metall Beschläge (Hall 3, Booth 3F20).

**Cloud solutions still gaining ground:** Efficiency and flexibility in identity and access management are ensured, in particular, by cloud solutions which are either managed by the users themselves or are offered by external

service providers (Access Control as a Service - ACaaS). Genetec (Hall 5, Booth 5G30 and Hall 7, Booth 7B33), SALTO Systems (Hall 3, Booth 3D120) and Vanderbilt International (Hall 6, Booth 6D90) may be named here as examples. Due to the large quantity of available data and to the computing capacity, cloud solutions also make it easier to discover any anomalies or concrete fraud attempts during admission, entry or access. However, the prerequisite for their use is a high degree of data security.

No matter how much security, think of data protection too: Data security plays an important role also in the case of video surveillance. Camera images must be not only meaningful for the most diverse image analyses using machines but also authentic, i.e. verifiably genuine and trustworthy. Here, additional challenges are that video surveillance solutions also use Web technologies as a rule due to deliberations about economic viability as well as comfort and performance aspects and that the video data is processed in the cloud or at service partners. Another aspect relates to the data protection requirements, e.g. according to the new General Data Protection Regulation. Both have effects on the designs of the security solutions - Video Surveillance area: Infotecs (Hall 8, Booth 8D50) and MOBOTIX (Hall 7, Booth 7B33) and Access Control area: PCS Systemtechnik (Hall 3, Booth 3F59).

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Interesting Products at Security Essen 2018:

Innovations in All Exhibition Areas

As the leading fair for security and fire prevention, Security Essen is the ideal forum for the introduction of new products. A lot of what the highly innovative sector will introduce in Essen from September 25 to 28 will already be utilised in companies and private households soon. Here are a few examples.

No matter how useful and comfortable surveillance technologies or electronic authorisation checks are, a functioning physical barrier is, in many situations, the basis for averting dangers to people or to things worth protecting. And in this classic field of security too, there are interesting new developments time and time again:

- For example, Hoppe (Hall 3, Booth 3C20) has developed a new window handle which offers extensive protection from attacks from the outside. Intruders are no longer successful by piercing the glass, drilling the frame or forcibly moving the mounting. And important for forgetful residents: The protection should work even if the windows are tilted.
- UrbanAlps (Hall 3, Booth 3D09) has a solution to another offence variant of intruders, gaining entry using key copies manufactured without permission. In the new key design called "Stealth Key", the security codes are hidden under narrow strips in such a way that these can be neither photographed nor scanned. The manufacturer assumes that this excludes any unauthorised 3D-printed duplicates.
- Intruder protection can be improved on doors too. Precisely in the case of commercial businesses, sectional doors are often a weak spot because they can mostly be overcome with simple tools. In Essen, Jansen (Hall 6, Booth 6E74) will now show a special anti-intruder sectional door with the exceptionally high WK5 resistance class, as is used in museums, valuables stores, hazardous substances stores, government buildings, penal institutions, research establishments or military buildings.
- Another new product is the keyless "Safe Turn System" from Sicherheitstechnik EXTREM (Hall 7, Booth 7G79.14) which serves to provide comprehensive protection, above all, for objects which could otherwise be screwed off or on. For this purpose, coded security screws are combined with internal eccentric shafts which can only be set to the correct code with a special adjusting pin. This prevents feeling attempts with which it would otherwise be possible to establish the code.
- The attack on the Christmas market in Berlin nearly two years ago showed the vulnerability of cities to terror attacks with vehicles. At FAAC (Hall 3, Booth 3D82), there will now be bollards which even stop trucks with total weights up to 6.8 tonnes. Perimeter Protection Germany GmbH (Hall 3, Booth 3C110) will offer inconspicuous bollards which can even be integrated into the regular street furniture.
- And there are also innovations with regard to secure storage units: The lock manufacturer Carl Wittkopp (Hall 2, Booth 2E30) has developed a new type of lock bar shape, the anchor-shaped "ANCHOR" which is suitable for both block and swing deadlocks.

- Anybody who does not see anything cannot steal anything either: Jumptronic (Hall 7, Booth 7D38) has developed a security fog machine for mobile utilisation. As a result of modern rechargeable battery technologies, all the machines can be operated independently of the mains for weeks. Bandit (Hall 7, Booth 7F40) will show a protective fog which, according to its own statements, is produced more quickly and four times more densely than conventional security fog.

#### News About All Aspects of Secure Storage Units:

- A new way of comfortably managing your secure storage units and their contents will be offered by the "Tresor App" from Hartmann Tresore (Hall 2, Booth 2D21). In addition to the administration of the safe, any removal or addition operations can each be recorded and assessed using a content management function. If the value of the contents is above the insured sum, the user receives a message by smartphone.
- A new electronic high-security lock for secure storage units from Gunnebo Deutschland (Hall 3, Booth 3C131) tends to emphasise the security aspect. For the first time, it is thus now possible to open the unit in conformity with the rules without needing any settings such as PINs or opening times in the lock for this purpose.
- Basi (Hall 2, Booth 2D50) will show safes in individual coloured designs appropriate for the home furnishings.

#### Alarm Installations and Surveillance Technology:

- Senstar (Hall 5, Booth 5C09) will present clever lights for the retrofitting of fences with surveillance technology. They recognise if the fence meshing is cut or even if people try to crawl under the fence or to climb over it and then light up the scenery in such a way that the assigned surveillance cameras can record precise coloured images without any shadows and transmit ideal images to the video analysis.
- Combinations with 3D radar surveillance systems are a helpful supplement to video technology. For example, 360 Vision Technology (Hall 5, Booth 5E08) will offer a moving camera system which automatically follows target objects under the control of the radar sensor. Innosent (Hall 7, Booth 7B27) will also display a new system which detects, classifies and filters objects up to 150 metres away.
- Security and insecurity - With regard to security aspects, hardly any technology is viewed as ambivalently as drones. Therefore, not only the abilities of the flying surveillance units (e.g. ela soft, Hall 5, Booth 5B48) but also the defence possibilities (e.g. DEDrone, Hall 7, Booth 7E60) will be introduced at the fair.

#### Identification and Access Control:

- EVVA (Hall 3, Booth 3F69) will show how the smartphone can be used as a key. The new features of the AirKey system include, amongst others, the Send a Key and Geo Tagging functions.

- A ball-shaped reader from CBC Europe (Hall 7, Booth 7D29) makes it possible to carry out four independent contactless biometric tests in one system: fingerprint, iris, face and palm vein. This is supplemented by a behaviour analysis.

- In the case of access control, several inquiries with different contents are often made in order to achieve a higher security level, e.g. PIN and fingerprint. Here, ibes (Hall 2, Booth 2C45) uses GPS tracking for outdoor locations: The access to the building is only allowed if the vehicle or mobile phone of the authorised person is located within a defined radius of the reading terminal.

- A 3D fingerprint sensor checks the authorisation during "swiping", comparable with smartphone navigation, but without touching the sensor surface (Idemia, Hall 3, Booth 3D42).

#### Video and Camera Technologies:

- Body cams are not uncontroversial but do help to document any happenings. The partners in discussion at the fair who will show how these can be utilised optimally will include, amongst others, Zepcam (Hall 5, Booth 5F10) and Wireless CCTV (Hall 7, Booth 7D20).

- High-end video surveillance will be available, amongst others, from AXIS Communications (Hall 5, Booth 5E10). A camera for video surveillance and photography which supplies a (video) resolution of 20 megapixels will be shown here.

- Encom Consulting (Hall 7 Booth, 7B33) has developed cameras and mounts which, thanks to a new type of material combination, supply images or thermal images without any interruptions even when under fire by Kalashnikovs or explosions two metres away.

#### Fire Prevention:

- The WAGNER Group (Hall 6, Booth 6A90) will show a comprehensive fire prevention solution for computer centres which does without any power shutdowns in the event of a fire. The two-stage concept combines smart fire detection with gas extinguishing using nitrogen.

- Petersen-Bach (Hall 1, Booth 1D83) will show a solution to the frequent attacks on cash dispensers during which offenders introduce explosive gases into the devices and, with the explosion, often endanger the location and neighbouring buildings too. Multigas sensors already recognise the gas when it is blown in. Subsequently, it is immediately burned off before a critical quantity arises in the cash dispenser.

#### Security at Major Events, in Department Stores or on Sites:

- The mobile emergency telephone from Telecom Behnke (Hall 3, Booth 3A135) ensures more security at major events or on building sites. It is easy to dismantle and transport and, upon request, can be equipped with an additional surveillance function.

- SFC Energy (Hall 7, Booth 7E25) will show an autarkic security robot operated using an innovative fuel cell. It can answer questions from visitors to the department store, recognise any dangerous situations or even monitor the outdoor areas of a factory.

Further Innovations:

- ABUS (Hall 2, Booth 2B11) will show, amongst other items, the first smart opener for terrace doors, a wireless alarm installation which can be integrated into the house automation as well as, for window protection, an intruder-inhibiting film and a reinforced lock bar.

- CSS Computer Security Service (Hall 1, Booth 1E89) will present a new emergency solution for employees working alone. The mobile alarm devices in the discreet design offer the complete range of protective functions for single workplaces (panic/position/non-movement and ripcord alarms).

- At Amaryllo International (Hall 2, Booth 2D30), it will be possible to book the "Artificial Intelligence" trading as a service. In addition to diverse evaluations, the smart cams with face recognition systems recognise in the shop not only the VIP customers but also those who have been banned, e.g. after thefts.

20.09.2018

Additional Focus: Cyber Security for Visitors and Exhibitors

Recognizing the Current Dangers and Guarding Against Them

Targeted and untargeted cyber attacks on companies are the norm in the meantime. The damage caused by successful attacks is considerable. The total damage caused by IT-supported crime in the German economy was estimated by the industry association Bitkom to be around 55 billion euros in 2017, with an upward trend (plus eight percent). Nevertheless, other forms of crime directed against the economy are not expected to become negligible as a result of this. For example, the police recorded around 45,000 cases of aggravated thefts from service, office, fabrication, workshop and storage rooms in 2017. Thus, it is still indispensable to take protective measures at property boundaries or on buildings and to carry out the surveillance of sites, rooms or valuables.

The current development of the danger will be reflected in the programme at the global fair for civil security, Security Essen. In addition to the accustomed strong range on offer for classic, physical security, attention will this year focus on digital security more strongly than until now. This will be illustrated, amongst other ways, by the facts that a separate hall (Hall 8) will be available to the subjects of Cyber Security and Economic Security for the first time and a fair-accompanying Cyber Security Conference will be staged together with BHE Federal Association for Security Technology. Here, additional competence will be ensured by the specialist support of the Federal Office for Information Security (BSI). Both the users and suppliers of security technology will be given the opportunity to obtain extensive information about the latest attack scenarios and defence possibilities here.

Hacker Groups are Targeting State Institutions

Public interest is centring, above all, on the APTs (Advanced Persistent Threats), attacks which are sophisticated, are carried out over longer times, are based on complex plans, are targeted and, because of the scopes of time and finance, are mostly attributed to hacker groups working with the support of intelligence services. They are often aimed at state institutions or critical infrastructures. However, in this respect, there is more to it as a rule. Some of those weak spots in the IT processes which are recognized during the targeted attacks or specially developed malware programs are taken up by the criminal hacker scene and are utilised in an untargeted way en masse. Common attack variants are aimed, above all, at the tapping of external IT for the time-consuming and energy-intensive mining of cryptocurrencies (cryptojacking), at blackmail when encryption software prevents the data owners from gaining access to their data (ransomware) and at the targeted theft of passwords and other personal data for the most diverse fraudulent acts.

83 Percent of Companies are Attacked Every Month

Not only every user and every computer but also every other device which is directly or indirectly connected with the Internet are being attacked - and that time and time again. Even if the majority of the attacks are warded off in spam and malware filters, successful attacks and thus damage caused by cyber attacks are probable occurrences for companies. According to the latest Cyber Security Report by the consulting company Deloitte, 83 percent of the surveyed companies detect at least one attack on them per month. At half of these companies, there is even an alarm every day. However, in the opinion of the Federal Criminal Police Office, such surveys probably show just the tip of the iceberg because not every attack which is successful from the perpetrator's viewpoint is noticed and nobody outside the company is informed about these attacks.

Information Technology Plays a Central Role in Security Solutions

According to surveys by the IT insurer Hiscox, one successful cyber attack in Germany causes damage amounting to an average of Euro 46,000 per SME and Euro 342,000 in companies with more than 1,000 employees. In many cases, the damage may even run into the millions, right up to jeopardising their existence. One important aspect of the Cyber Security Conference will be to use examples in order to highlight how security suppliers can ensure that their solutions do not include any potentially dangerous weak spots.

Many exhibitors at Security Essen 2018 will offer security solutions in which information technology plays a central role. Surveillance, analysis, communication and documentation are no longer conceivable without microprocessors, without software support and without network connection. Correspondingly, a lot of suppliers of classic security solutions are also focusing on the subject of cyber security. Not only with regard to their solutions offered to the customers but also in their own interests since retrofitting requirements (e.g. because surveillance cameras are easy to hijack, hotel locking systems can be outsmarted or alarm systems can be sabotaged) are bad for their image and, in most cases, for the company results too.

In addition to security solutions with integrated IT security, particularly medium-sized enterprises without any special IT security competence in house will be interested in those ranges which are offered by the exhibitors and include the outsourcing of cyber security tasks, e.g. at the Cyber Defense Center Security of Deutsche Telekom. The portfolio at the fair will be supplemented by external consultants, such as PwC Cyber Security Services or the computer centre consultant VZM.



20.09.2018

Identification Solutions at Security Essen 2018

Identification Solutions at Security Essen 2018

Comfortable and efficient processes in the economy are now hardly conceivable without any checking or security measures. Only access, presence or identity checks make it possible to achieve and maintain a high security level. How important reliability is in this respect is shown, above all, by glitches. For example, this summer during the checking negligences at the airports in Munich or Frankfurt which meant that thousands of passengers were stranded or could not board their flights. Or during the millions of identity thefts every year which are used not only for the subsequent fraud to the detriment of online traders and customers but also for sabotage, espionage and manipulation attempts.

Reliable automated checking or authorisation tests are therefore cornerstones of the vast majority of security concepts. At Security Essen which will take place at Messe Essen from September 25 to 28, an important role will be played by the many facets of admission and authorisation checks. In addition to technical solutions, personal checking services or access checks in data traffic will also be introduced at the fair.

However, in many other security solutions too (e.g. in video surveillance, logistics security or danger alarm technology), it is important that only authorised people have access to the data, the programs and the hardware. The fair-accompanying Cyber Security Conference with the main subject area of "Secure Identification" on the second day of the fair will interest suppliers of security technology to a particular degree. In this respect, the five lectures at this conference in total will concentrate on biometrics, cryptography and the possibilities of how wireless technologies can be utilised securely.

At present, identification and authorisation management systems in conjunction with admission and access control are amongst the most dynamic segments in the security market. Worldwide, growth rates of 8 percent per year are being forecast here. The EU GDPR is making a small contribution to the growth in this case too: In the new Federal Data Protection Act (BDSG), it is now being expressly demanded that any unauthorised people must be refused access to the processing installations (Section 64,3,1 of BDSG), i.e. both physically and logically.

Two trends in the field of identification are particularly important at present: On the one hand, biometric procedures which constitute the most reliable solution when it is to be checked whether a person really is the one whose rights he/she wants to exercise. And on the other hand, solutions which, using additional sensors or data analyses, recognise when something is not right in spite of an initially proven authorisation. Such anomaly recognition is facilitated by cloud solutions or Access Control as a Service concepts in which service providers assume responsibility for the authorisation management altogether or in part. Biometric identification is also being promoted by decisions taken by politicians. For example, according to the will of the EU Commission, every identity card in the EU should include biometric face data and the biometric fingerprint in five years at the latest.

At Security in Essen, a whole series of exhibitors will show biometric solutions. In the meantime, fingerprint procedures are standard and also cost-favourable due to the use of smartphones. In most cases, face, iris or hand vein recognition systems are utilised for more stringent security applications. Furthermore, new biometric or behaviour-oriented recognition methods are being tried out in the research time and time again, e.g.

movement patterns when typing, swiping, walking or speaking or even physical characteristics such as the combination of the heart size and rhythm as well as the microvibrations of the hand and brain signals. High-level security is achieved when several methods are combined (multifactor authentication).

20.09.2018

## New Event Staged by Western Business Exhibitions and Messe Essen: The Security Event - Powered by Security Essen

The British fair organiser Western Business Exhibitions (WBE) is cooperating with Messe Essen on the occasion of its new security fair called "The Security Event". The objective of the collaboration is to offer the European security industry an extensive platform for business in Great Britain. "The Security Event - Powered by Security Essen" will take place at the National Exhibition Centre (NEC) in Birmingham from April 9 to 11, 2019. It will concentrate on networking exhibitors, skilled tradesmen and users. "The Security Event - Powered by Security Essen" will gather over one hundred of the world's leading security brands, including the ten most important protagonists in the sector.

Security Essen is Europe's number one for civil security. With around 950 exhibitors, the trade fair taking place every two years is an important permanent fixture in the diaries of the worldwide sector. On the occasion of its premiere last January, "The Security Event" also experienced a positive reaction from the market. For this reason, WBE has extended the contract for the new security fair until 2020. This successful start and the extensive know-how of Security Essen will form a unique combination. Together, Messe Essen and WBE want to consolidate the strengths of "The Security Event" and to create an optimum event for the British market.

### Great Britain is an Important Market for the International Security Sector

"The response to the start of 'The Security Event' was exceptional and the new partnership with Security Essen is reinforcing us in our decision to bring a security fair to the NEC once again," according to Tim Else, WBE Director. "WBE is now being supported by the world-class team from Messe Essen in order to develop an outstanding range on offer to the British security and fire prevention networks and their customers." Torben Wegner, Head of Corporate Development at Messe Essen, added: "Great Britain is an enormously important market for the international security sector. We are very pleased to be present there with Security Essen and know that, with Western Business Exhibitions, we have a strong partner

by our side. Together, we are offering the sector an excellent platform on which it can present its innovative solutions to an interested public with strong purchasing power."

The first edition of "The Security Event - Powered by Security Essen" will take place at the NEC in Birmingham parallel to three successful and established fairs from the WBE portfolio: "The Health & Safety Event", "The Fire Safety Event" and "The Facilities Event". It will be the first time in five years that a large security event will be staged at the NEC. Richard Mann, Market Development Director at the NEC: "Over many years, the NEC has built up a strong relationship with Western Business Exhibitions and we are pleased to be allowed to greet 'The Security Event - Powered by Security Essen' at our location. The bundled sectoral knowledge and the experience from WBE's partnership with Messe Essen are supporting our commitment to offer an optimum experience to the organisers, the exhibitors and the visitors."

### About Western Business Exhibitions (WBE)

"The Security Event" is being organised by Western Business Exhibitions Ltd. (WBE), the organiser of several successful and established formats on the subjects of health, security, building management and fire prevention. With over 25 years of experience, WBE has acquired an outstanding reputation for the marketing of concise, contemporary and relevant events and contents. The company's portfolio includes market-leading fairs, events, print magazines and digital publications.

### About Messe Essen

With around 65 fairs and exhibitors, including ten leading fairs, the fair site in Essen is one of the top-ten fair

locations in Germany. An attractive mix of international, national and regional trade and consumer fairs attracts around 1.5 million visitors every year. Messe Essen offers exhibitors the ideal environment in order to present their companies and to make decisive contacts to experts, key customers and opinion leaders.

Further Information:

[www.thesecurityevent.co.uk](http://www.thesecurityevent.co.uk)

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20.09.2018

Security Essen shows practical solutions for more security in public spaces

Four concrete scenarios invite experts to inform themselves on the spot

When the international security industry meets at the Security Essen from 25 to 28 September, public security plays a central role. Because the requirements are becoming ever higher. Whether municipal administration buildings, schools or even shops: Those responsible want to protect themselves and their customers in the best possible way, but also discreetly at the same time. The "Public Security Forum" special show with elaborately and realistically designed rooms demonstrates how this works. Experts are invited to visit Messe Essen to find out about practical and innovative solutions.

The special area is located directly in Hall 8 – prominently at the entrance of the Security Essen. Four scenarios from the public space will be designed as showrooms: the administration office of a town hall, the classroom of a school, a hospital and a retail shop. Security solutions from a wide variety of trades show how visitors and employees can be provided with a protected stay. In the town hall scenario, for example, a video-monitored entrance provides control. The data is transmitted to a control centre. Visitors also see the alarm system, which is available to employees in emergencies. Controlled access to the office is via an access control system. A new lock solution protects USB ports from unauthorized access.

Technical solutions from Security Essen exhibitors will be installed in the rooms. Visitors who are interested can thus talk directly to manufacturers at the trade fair. Among others, the companies ONG-IT, Gehrke, Smart Light Solutions, EIZO and Intenta will participate with their products. An open networking area around the Public Security Forum provides space for communication and invites exchange. The marketplace in the middle of the Forum will be the venue for specialist presentations.

20.09.2018

Exhibitors announce

21.08.2018

## Security Innovation Award 2018: The Finalists Have Been Decided

Mark of Distinction at Security Essen on September 25

Thirteen companies from the security sector are one major step further towards the Security Innovation Award: They have reached the final round. The popular mark of distinction for the Security Sector will be conferred at Security Essen. From a total of 75 submissions in the Technology & Products, Services and Fire Prevention categories as well as in the new award category called "Cyber Security / Economic Security", the jury selected the finalists which are now being invited to present their innovations. In the end, marks of distinction can be won in gold, silver and bronze.

The finalists in alphabetical order are: 360 Vision Technology Ltd, Amaryllo International B.V., FSB Franz Schneider Brakel GmbH & Co. KG, GroupKom GmbH, Gunnebo Deutschland GmbH, innogy SE, InnoSenT GmbH, ip.access, Jansen Tore GmbH & Co. KG, KÖTTER Security, Senstar GmbH, Süd-Metall Beschläge GmbH and UrbanAlps AG Switzerland.

In the sixth edition of the Security Innovation Award, all the submissions were evaluated by top experts in a jury with new members. Not only Klaus Brüggelolte, Vice-President of the Chamber of Architects of North Rhine-Westphalia, but also Michael Ridder, Security Manager (Germany) at Uniper Global Commodities SE, are new members this year. For the new award category called "Cyber Security / Economic Security" (the main focal point at this year's Security Essen), it was possible to win over Professor Dr. Hartmut Pohl, Speaker of the Presidential Working Committee "Privacy and Security" of the German Informatics Society (GI) and Acting Partner of softScheck GmbH.

### Strict Assessment Criteria

The jury consists of twelve experts in total under the leadership of Jens Washausen, Member of the Board of the Federal Association of Independent German Security Consultants and Engineers (BdSI) and Chief Executive Officer of GEOS Germany GmbH, as well as students on the Risk and Security Management course of studies at the University for Public Administration in Bremen. They have evaluated all 75 submissions according to the following criteria: innovation contents, user benefits, economic viability, reliability and reasonableness. "The 13 finalists have convinced us with their products. We are eagerly looking forward to the detailed presentations," according to Julia Jacob, Head of Project for Security Essen. In this circle which is taking place in August, the objective is to arouse the enthusiasm of the jury in a personal introduction to the products and the solutions.

After this date, the finalists must be patient for nearly two more months. At the official presentation of the Security Innovation Award 2018 at Security Essen on September 25, 2018, they will learn whether they will receive one of the coveted sectoral awards.

Informed at All Times

Security Essen will offer all the visitors a helpful app which will make their visits to the fair even more efficient. Amongst other features, it will include the latest list of exhibitors with booth numbers and contact data, an overview of the supporting programme as well as a hall plan for better orientation. Two weeks before the event, the app will be available for downloading free of charge from the Google Play Store (Android) or the Apple App Store (iOS).



24.05.2018

Security Essen 2018: Hazard Prevention on Land, on Water and in the Air

Security Fair Presents Solutions for the Transport and Logistics Sectors

Due to the further opening of the market in Europe and the increasing globalisation, the transport and logistics sectors are pleased about undreamt-of chances. However, the subject of security is simultaneously becoming an important permanent task for the sector: From the increasing danger of terrorism via the challenges of digitalisation right up to new statutory regulations - old and new hazards are requiring an overview of possibilities for taking precautions and reducing risks. The subject of security is becoming more significant for local public passenger transport companies too because, for many travellers, the perception of their own security is decisive for using a means of transport. For operators, strengthening the feeling of security is therefore a relevant, economic factor which may be reflected in the company figures in a concrete form. At Security Essen, decision takers and trade visitors will gain an overview of all the facets of the security sector. From September 25 to 28, 2018, the impetus-providing global fair for civil security at Messe Essen will once more offer the answers to current challenges facing the economy and the society.

Security Essen: The Leading Fair for Civil Security

Exhibitors will present innovations relating to all aspects of IT security, access systems and security services. These will be supplemented by solutions for video surveillance, fire prevention and mechanical security systems. On the occasion of the coming event, the global fair will be reorganised with regard to the contents and the areas too. In the future, exhibitors and visitors will profit from a new hall structure at Messe Essen. In six higher-level subject worlds, the structure will, from then on, be oriented even more strongly to the range offered by the exhibitors: "Services", "Access", "Mechatronics", "Mechanics and Systems", "Video" as well as "Fire, Intrusion and Systems" will form the new subject worlds. As a reaction to the changing challenges, the Cyber Security and Economic Security areas will constitute another main focal point to which a separate hall will be dedicated for the first time. This new alignment will be particularly valuable for the transport and logistics sectors because the hazards resulting from digitalisation are real on land, on water and in the air. Already in 2012, cyber criminals attacked a track section of the NorthWest Rail Company in the USA and disabled the signalling installations by intervening in the IT system. Specialists needed two days in order to repair the damage: Even if there were fortunately no personal injuries, the downtime of the track section entailed a bitter financial loss for the operator.

Cyber Security Conference Provides a Strong Signal for Digital Security

At Security Essen, specialists will discuss scenarios like this within the framework of the Cyber Security Conference. Four days' long, attention will focus on transferring knowledge and exchanging experience. Because digital technology brings more comfort but, amongst many manufacturers and users, raises questions about unwanted access and intervention on the part of hackers and data thieves. The door system with video-based access checking, the fire alarms controllable using an app or also the house technology connected to the control centre - digital communication is everywhere and results in sensitive data which must be protected from being accessed by any third parties: a challenge which will increase rather than decrease due to the trends of autonomous driving and the "Internet of Things". As a result of the close intermeshing of the conference and the fair, trade visitors and exhibitors will have the possibility of obtaining information close to the fair and in the middle of the happenings. All the lectures will be planned to be user-related and will let visitors go home with the best possible benefits and concrete approaches. For example, visitors will, after a lecture on the subject of "Secure Cloud Services", be able to obtain information about technical cyber defence

products directly on the booth of HKS Sicherheitsberatung.

#### Focus on "Airports": Hardly Any Other Area is More Sensitive

A hacker overcomes the firewall of the tower, terrorists smuggle weapons through the checking channel for people and gangs steal valuable goods from the site at night: The areas of tasks and the hazard scenarios in air security are diverse. In this respect, successful defence and risk reduction require extensive know-how, technical equipment and constant adjustment to the current hazard situation. Fairs offer the ideal opportunity to find all the components necessary for a comprehensive security concept in a bundled form in one place. With the Federal Association of Air Security Companies (BDLS), the participants in Security Essen 2018 will include one important representative of the aviation sector. BDLS represents the economic, economic policy and specialist interests of its member companies on the national and European levels. At German airports, more than 23,000 private security operatives check and protect 223 million passengers and 4.6 million tonnes of air freight every year. The personnel necessary for this purpose is supplied by security service providers such as Stölting or Kötter. Trade visitors will be able to get to know service providers of this kind at Security Essen.

#### Focus on "Seaports": Digital Broadside on Water

In many states, the seaports and the inland ports are amongst the most significant places for the transshipment of goods. As logistics service providers and as a "gateway to the world", they have outstanding significance for the German economy too - Germany's role as one of the leading export nations would not be conceivable without them. In numerous supply chains, they are an important link because nearly every branch of the economy is reliant on functioning ports and well-developed infrastructures. In this respect, ports are exposed, in particular, to terrorist threats and natural hazards. There is also a growing threat posed by organised crime which, in a targeted way, has set its sights on lucrative container thefts. At Security Essen, companies such as Berlemann Torbau and Perimeter Protection will therefore offer solutions for perimeter protection.

At night, it is primarily intelligent camera systems which ensure protection from crime. In this respect, modern systems establish in an automated method whether an object is approaching a site, from what direction it is coming or how long it stays in an area. With the collected data, algorithms can recognise objects and classify them, for example, as a "person" or an "animal". The suppliers of such systems include, for example, Promise Technology which will be represented at the next Security Essen as a developer of open storage platforms for IP video surveillance. Schneider Intercom will be another supplier located in this segment and will bring security and communication solutions, based on intercom and IP technologies, with it to the next leading fair for civil security. Systems of this kind offer the advantage that speech, images and data are networked on a single system platform with a uniform operator interface.

#### Focus on "Railways and Local Public Passenger Transport":

##### More Turnover with Security

Customer surveys regularly show that travellers' feeling of security exerts a great influence on the satisfaction with the overall range offered by the transport operator. In this respect, the most important factors in order to increase the travellers' feeling of security include the presence of uniformed personnel, visible security technology such as cameras and emergency call equipment as well as the good lighting of vehicles and sites. With Accellence Technologies, an experienced partner for solutions relating to all aspects of emergency call and service control centres will be represented at Security Essen 2018. Moreover, the requirements on security and alarm systems in industrial applications are becoming increasingly demanding and complex. In

this respect, design demands frequently fall by the wayside. This is annoying, above all, for the field of local public passenger transport. A remedy is provided, for example, by lighting solutions from Pfannenberg. In September, trade visitors to Security Essen will be able to inspect artistically designed lighting systems which architects, designers as well as urban and regional planners regularly use for projects in public spaces.

September 25 to 28, 2018:

#### Security Essen Focuses on Digitalisation and Networking

For the first time, Security Essen from September 25 to 28, 2018 will take place in the modernised halls at Messe Essen. That opened up the possibility of completely new structuring of the fair. In order to ensure optimum orientation and placing for exhibitors and trade visitors, the event will be divided into six subject areas. The digital focusing will be accompanied by a new, attention-grabbing supporting programme: For example, the Federal Office for Information Security and the Federal Association for Security Technology will stage the Cyber Security Conference which will be tailored to users and will be convenient and quick to reach directly in the happenings at the fair. The Discussion Circle on Internal Security with participants from the police, scientific, judicial and political fields as well as from local authorities and the security industry will take place parallel to this. Furthermore, a large special show area under the guiding motto of "Public Security Forum" in which live scenarios for the protection of public spaces will be shown will await the visitors in Hall 8.

27.03.2018

With the Cyber Security Conference, Security Essen Provides a Strong Signal for Digital Security

Four Days of Compact Expert Knowledge - Call for Papers Now Started

Digital security technology brings more comfort but, amongst many manufacturers and users, also raises the question of unwanted attacks by data thieves. The door system with video-based access checking, the fire alarm controllable using an app or also the house technology connected to the control room - how can the data arising here be protected in the best possible way? The world's leading fair for civil security with its own Cyber Security Conference will provide information about these things. Here, attention will focus on transferring knowledge and exchanging experience on all four days of Security Essen. From now on, experts have the opportunity to submit their applications for lectures relating to all aspects of the subject areas called "Chances & Risks of Cyber Security", "Connected Building - Security in the Building of the Future" as well as "Admission, Access and Attack - Possibilities for Identification".

The conference will flank the even stronger orientation of Security Essen towards digital security. For the first time, this area will have its own fair hall, prominently placed directly at the new East Entrance. The Cyber Security Conference will take place there, too. "Thus, trade visitors and exhibitors will have the possibility of obtaining information close to the fair and in the middle of the happenings. After all, the conference should yield the best possible benefits for them. It is important to us that the lectures are formulated in a user-related way and the listeners receive valuable stimuli," explained Julia Jacob, Head of Project for Security Essen. Messe Essen is organising the conference in cooperation with BHE Federal Association for Security Technology and with the specialist support of the Federal Office for Information Security (BSI).

### **Attention-Grabbing Conference in the Middle of the Happenings at the Fair**

In a way close to practice, the planned lectures will deal with situations relating to all aspects of digital security. In the subject area called "Chances & Risks of Cyber Security", it is intended to provide information about smart cities, KRITIS, IT security on computers, manufacturer-neutral solutions in the cloud as well as cloud services. The lecture series entitled "Connected Building - Security in the Building of the Future" will focus on the subjects of smart metering, the Internet of Things, the safeguarding of interfaces, dynamic escape route control as well as biometry. The third main focal point of the Cyber Security Conference will relate to the digital possibilities for identification such as the wireless technologies of Bluetooth / NFC, biometry or cryptography.

From now on, experts, lateral thinkers, developers or scientists are being invited to apply to be speakers for the Cyber Security Conference at Security Essen 2018. Any interested parties can submit [brief abstracts](#).

28.02.2018

Security Essen 2018 Focuses on Digitalisation and Networking

For the First Time, Cyber Security and Economic Security with Their Own Hall

### **For the First Time, Cyber Security and Economic Security with Their Own Hall**

This year's edition of the global fair for civil security will focus on innovative, digital subjects more strongly than ever before. The Advisory Board for Security Essen was recently able to convince itself of this. The fair management presented the realignment of the fair, the renting level and the comprehensive supporting programme to the members of the Advisory Board. The unanimous tenor: The experts, including managing directors of renowned companies in the security sector as well as associations, see Security Essen 2018 as being optimally positioned. Due to advancing digitalisation, cyber crime is regarded as one of the greatest dangers in the 21st century - opportunities to transfer knowledge and to exchange experience are becoming all the more important.

For the first time, Security Essen from September 25 to 28 will take place in the modernised halls at Messe Essen. That opened up the possibility of completely new structuring of the fair. For optimum orientation and placing for exhibitors and trade visitors, the event will be divided into six subject areas. "We have deliberately decided to give the Cyber Security and Economic Security areas which are becoming ever stronger their own hall - in an absolutely prominent place at the East entrance to the fair site," according to Oliver P. Kuhrt, CEO of Messe Essen.

### **Attention-Grabbing Supporting Programme Flanks New Focusing**

The focusing will be accompanied by a new, attention-grabbing supporting programme: For example, the Federal Office for Information Security and the Federal Association for Security Technology will stage the Cyber Security Conference which will be tailored to users and will be convenient and quick to reach directly in the happenings at the fair. Moreover, the Discussion Circle on Internal Security will take place with participants from the police, scientific, judicial and political fields as well as from local authorities and the security industry. Furthermore, companies will design a large special show area under the guiding motto of "Public Security Forum" in Hall 8 in which live scenarios for the protection of public spaces will be shown.

### **Advisory Board for the Fair Praises the Development of Security Essen**

The realignment is proving Security Essen right: The booking rate is above the high level at the preceding event. The Advisory Board for the Fair showed that it was very satisfied with this development. Norbert Schaaf, Chairman of the Advisory Board for the Fair and simultaneously also the Chairman of the Board of BHE Federal Association for Security Technology: "We are expressly supporting the new positioning of Security Essen. The consistent hall allocation, the stronger alignment to future subjects and the sector-specific supporting programme will make the fair the meeting place for decision takers from all fields of security in 2018." This realignment is also reflected in the line-up of the Advisory Board for the Fair. For the first time in its history, Security Essen has appointed not only representatives of associations but also entrepreneurs to this body. "In this way, we are moving even nearer to the sector. It is important to us to constantly be in close and direct dialogue and thus to be able to accommodate the wishes of our exhibitors and visitors in an even better

and quicker way," according to Oliver P. Kuhrt, CEO of Messe Essen.

11.09.2017

Security Essen 2018: Top experts newly appointed to the jury

A fourth prize category for the Security Innovation Award: cyber security/economic security

The Security Innovation Award is the equivalent of an Oscar in the security industry. For the first time, this honour is also being conferred in the category of cyber security/economic security. The top-class expert knowledge of the jury will be combined for these awards. The team of top decision makers has been reconfigured before this important award within the international security industry is presented for the sixth time at the leading global trade fair Security Essen, taking place from 25 to 28 September 2018: In future three new members will add to the expertise of the committee, which is not associated with any manufacturers.

One of these members is Klaus Brüggelolte, Vice President of the NRW Chamber of Architects. He will be representing an important group of visitors and exhibitors at Security Essen in his specialist field. Another new member is Michael Ridder, Security Manager (Germany) of Uniper Global Commodities SE, who will be bringing increased focus to the global perspective of the jury as a result of his work in an international group.

New cyber security/economic security prize category

The team has gained a renowned expert from the field of cyber security and economic security in Prof. Hartmut Pohl of the Gesellschaft für Informatik e.V. (GI - Society for Information Science). As spokesman of the steering committee focused on "data privacy and IT security" at SoftScheck GmbH, he has made it possible to present the Security Innovation Award in this category for the first time.

Cyber security and economic security are a focal topic in their own right at Security Essen 2018. A high-profile specialist conference is also being organised in collaboration with the Bundesamt für Sicherheit in der Informationstechnik (BSI - German Federal Office for Information Security) and the Bundesverband Sicherheitstechnik e.V (BHE - Federal Association for Security Technology).

"Protection from attacks on IT security and industrial espionage has long been gaining in importance in the security economy" says Julia Jacob, Security Essen project head at Messe Essen. "With the new strategic direction of the prize and also by making it a focal topic and by organising a specialist conference at the trade fair, we are staying abreast of this."

Technology & products, services and fire protection

The Security Innovation Award will also be presented in the categories of Technology & Products, Services and Fire Protection.

Any exhibitor can submit an application for this from 1 March to 15 June 2018. The jury will evaluate applications based on the criteria of innovative content, user benefits, economic viability, reliability and

feasibility.

Jens Washausen has been heading up this specialist committee since 2016. Mr Washausen is a member of the Board of the Bundesverband unabhängiger deutscher Sicherheitsberater und -Ingenieure e. V. (BdSI - Federal Association for independent German security consultants and engineers) and is Managing Director of GEOS GmbH. For global travel security experts, one thing is certain: "Winning such an award is a clear quality commitment to private, commercial, governmental and industrial users of security solutions all over the world and specialists within our sector."

Individual members of the jury

As well as Jens Washausen, the other members of the jury are: Stefan Berger, deputy CEO of BHE e. V., Alarm- & Sicherheitstechnik Berger GmbH; Ulrich Bogdahn, Director of the Fire Brigade of the City of Essen; Klaus Brüggelolte, Vice President of the NRW Chamber of Architects; Florian Haacke, Head of Group Security at innogy SE; Marcus Heide, publicist; Karl-Heinz Hollung, Managing Director of HSC Hollung Security Consult GmbH; Andreas Nenner, Director Corporate Security Fresenius SE & Co. KgaA; Dr. Harald Olschok, Managing Director of BDSW e. V.; Prof. Hartmut Pohl of the Gesellschaft für Informatik e.V. (GI) - spokesman of the steering committee for "data privacy and IT security" at SoftScheck GmbH; Michael Ridder, Security Manager at Uniper Global Commodities SE; Thomas Urban, Managing Director and Divisional Head of Security at VdS Schadenverhütung GmbH as well as students at the Hochschule für Öffentliche Verwaltung, Bremen (Bremen School of Public Administration).



14.06.2017

World's Leading Fair for Civil Security Extremely Popular: security essen - Outstanding Registration Level for 2018

Exhibitors Honour Realignment of the Main Subject Areas

Exhibitors Honour Realignment of the Main Subject Areas

From new smart home security solutions via intelligent drone systems right up to innovative concepts for event security: The world's leading fair for civil security will put itself on a new footing with regard to both its contents and spaces and, from September 25 to 28, 2018, will once more offer the answers to current challenges facing the economy and the society. The fact that the structure will be oriented to the ranges offered by the exhibitors to an even greater extent in the future is going down well — strong interest is already emerging now and the first halls are almost fully booked.

The places are being allocated to the exhibitors and many companies have already decided in favour of booth positions. The good mood of the already registered companies is being reflected in the positive registration level: Elke Weniger-Viel, Senior Manager Marketing at dormakaba Deutschland GmbH: "security essen is very important to us as the global fair for civil security. Here, we can present the entire spectrum of our extensive product portfolio and, above all, also our innovations and new products to our customers, partners and interested parties. security essen 2016 was a great success for us and we are already looking forward to 2018."

New Main Subject Areas are Extremely Beneficial to Exhibitors and Visitors

The realignment is associated with a large number of advantages: Edwin Roobol, Regional Director / General Manager Middle Europe at Axis Communications GmbH: "security essen is a must for us: There, we not only meet our partners and can hold discussions with journalists but also come into direct contact with decision takers in our sector. Therefore, the thematic division of the halls makes it immensely easier for us to coordinate the appointments — shorter distances to walk mean more time for discussions. We also welcome the fair's new main focal point of cyber security because the dangers of hacker attacks are present across different sectors — and precisely we as a manufacturer must not relinquish responsibility."

Cyber Security as a Future Subject: Congress Together with BSI and BHE

Hacker attacks are present in all media at the moment: In Germany alone, cyber attacks on German companies cause a damage total of around Euro 13 billion per year — with an upward tendency. security essen will react to this development and, with the new Hall 8, will reserve a separate hall for the subjects of Cyber Security and Economic Security for the first time. The subject field will be accompanied by a high-ranking specialist congress together with the Federal Office for Information Security (BSI) and BHE Federal Association for Security Technology. At the moment, the Programme Committee is being composed of experts in the sector.

## Points for a Successful Future are Set

The world's leading fair for civil security is recognising the needs of the sector and is putting itself on a new footing: In the future, security essen will be divided into six superordinate subject worlds: Services in Hall 1, Access, Mechatronics, Mechanics and Systems in Halls 2 and 3 and in the Galeria, Video in Halls 4 and 5, Fire, Intrusion and Systems in Halls 6 and 7, Perimeter Protection in Hall 7 as well as Cyber Security and Economic Security in Hall 8. In this respect, security essen 2018 will already profit from the largely modernised site of Messe Essen. In addition to the new Halls 4, 6, 7 and 8, the new glass foyer will have been completed and will welcome both exhibitors and visitors at the East Fair Building.

Further information: [www.security-essen.de](http://www.security-essen.de) // [facebook.com/SecurityEssen](https://facebook.com/SecurityEssen)

14.02.2017

Advisory Board Sets Points for World's Leading Fair for Civil Security: Security Essen Successfully Heads for 2018

New Main Focal Point of Cyber Security Together with BSI and BHE

### **New Main Focal Point of Cyber Security Together with BSI and BHE**

New main subject areas, new halls and new Security Essen: The global fair for civil security will put itself on a new footing as far as both the contents and the spaces are concerned. Starting with the coming event from September 25 to 28, 2018, exhibitors and visitors will profit from a new hall allocation at Messe Essen. In the future, the structure will be oriented even more strongly to the range offered by the around 1,000 exhibitors and will be divided into six higher-level subject worlds: Services in Hall 1; Access, Mechatronic/Mechanical Equipment and Systems in Halls 2 and 3 and the Galeria; Video in Halls 4 and 5; Fire, Burglary and Systems in Hall 6 and Perimeter in Hall 7. With the new Hall 8, Messe Essen will also reserve a separate hall for the subjects of Cyber Security and Economic Protection for the first time. Moreover, it is planning a high-ranking specialist congress together with the Federal Office for Information Security (BSI) and BHE Federal Association for Security Technology.

The Advisory Board for Security Essen recently passed a resolution in favour of the new allocation and, at its meeting, thus set decisive points for the next event. Oliver P. Kuhrt, CEO of Messe Essen: "The thematic hall allocation was the logical consequence of the refinement of the event with regard to the contents and the spaces. The concept is meeting with great approval in the sector. A large proportion of the booth areas has already been allocated over one year before the fair."

On the occasion of Messe Essen's modernisation, the new hall numbering will be valid at the coming Security Essen for the first time. The new Halls 4, 6, 7 and 8 as well as the glass foyer on the East Fair Building will have been completed by then. Security Essen 2018 will thus take place on a largely modernised site which will set new standards after the work has ended in 2019. Short paths, eight spacious and single-storey halls as well as a lot of daylight will offer perfect conditions in the future.

### **New Digital Services for Exhibitors and Visitors**

Furthermore, new digital services will already await the exhibitors and the visitors in 2018: In Messe Essen's new closed exhibitor area and MEDIA CENTER, exhibitors will be given the possibility of providing visitors, journalists and social influencers with information about their appearances at the fair free of charge. Furthermore, Security Essen's website will undergo an extensive relaunch with an ultramodern design and navigation possibilities. Security Essen's Facebook page with a range of up to 230,000 people and the extremely popular app will be refined.

[Facebook-side from the security essen](#)

14.02.2017

Final Report: Security Essen Confirms Its Leading International Position in an Impressive Way

Substantially Increased Ordering Activities and Higher Internationality at Messe Essen

### **Substantially Increased Ordering Activities and Higher Internationality at Messe Essen**

Security Essen has highlighted its position as the global fair for civil security in an enduring way: Four days long, 1,040 companies from 45 nations redefined the standard for civil security at Messe Essen. They presented to the over 40,000 trade visitors from 119 nations innovative products and services from smart video surveillance via the safeguarding of properties and companies right up to protected data transport. "In this respect, we were particularly pleased about the strong presence of digital and networked innovations. Security is becoming smarter," according to Oliver P. Kuhrt, CEO of Messe Essen. "The response of the expert world to the solutions of our exhibitors was enormous. The visitors were very satisfied with their visits to the fair and have used Security Essen as a high-ranking platform for contacts and orders."

One in four visitors placed their orders directly at the fair, a plus of eight percent in comparison with 2014. The exhibitors reported good deals and around 60 percent are expecting good to very good post-fair business, too - that is a plus of five percent. In this respect, Security Essen was moving in a strong economic environment: In Germany alone, the turnover amounts to around Euro 14.5 billion, a rise of around 17 percent in comparison with two years ago. One in three visitors rated the future development of the economic situation in the security sector as strongly upward, an increase of over 30 percent. Perfect conditions for Security Essen which exploited to the full its strength as a comprehensive trade fair for international civil security. The experts came from 119 countries in order to obtain information, maintain contacts and place orders in Essen. One in three trade visitors travelled from abroad. In this case, Great Britain as well as Africa and Asia registered particularly strong pluses.

### **Security is Becoming More Digital and More Networked - Security Essen, Too**

In the fair halls, it was possible to clearly see where the development in the security sector is heading: Security technology is becoming more networked and more digital. No matter whether the padlock which can be controlled using a smartphone, high-resolution and mobile 4k video cameras, alarm technology connected with the building automation or drones for versatile uses with a linked control room - the exhibitors demonstrated the state of the art in modern security. What clever buildings can already do today was shown by the specimen building for smart security set up by BHE Federal Association for Security Technology and Messe Essen. Divided into the areas encompassing office buildings and private rooms, it was possible to see products, solutions and complete scenarios relating to how smart houses receive guests and react in the event of burglaries or fires.

On the first day of the fair, Messe Essen distinguished particularly innovative solutions with the Security Innovation Award. There were 84 submissions for the Oscar of the security sector. The prize winners included the vehicle light protection kit from Hutchinson GmbH, the needs-oriented distance learning courses of DFBI Deutsche Gesellschaft für Fern- und Onlinebildung mbH as well as the multicopter inspection device for fire alarms from Air Inspector GmbH.

## **Meeting Place of the Security Industry with Multifaceted Supporting Programme**

With a comprehensive supporting programme, Security Essen offered exhibitors and visitors numerous possibilities for an informative exchange of ideas, the imparting of knowledge and networking. It all started with the top-level discussion on the first day of the fair. Under the leadership of Ulrich Grillo, President of the Federation of German Industries, experts from industry and associations congregated in order to focus on topical subjects in the security sector.

In the popular Security Forum on all the days of the fair, associations, manufacturers and practitioners gave answers to topical security questions in lectures, live demonstrations and round tables. Hendrik Große Lefert, Security Officer of the German Football Association, provided information about the qualification of security and stewarding services in professional football and Dr. Hans-Georg Maaßen, President of the Federal Office for the Protection of the Constitution, spoke about the current security situation as a challenge for the German inland intelligence service.

In cooperation with the Federal Association of Guard and Security Companies (BDSW), Security Essen staged the Training and Further Education Day for the third time. Around 500 trainees, students and retrainees took the chances to obtain information about the security sector within short distances and to establish valuable contacts to companies.

### **High Revisit Intentions Amongst Exhibitors and Visitors**

The trade visitors praised the range on offer at Security Essen, the internationality of the fair and the innovations on show. Now, 89 percent of them and 91 percent of the exhibitors already said that they would be involved in the next Security Essen which will take place at Messe Essen from September 25 to 28, 2018. Now, the newly introduced prebooking already led to great interest in Security Essen 2018. On the spot, 74 percent of the exhibitors have already confirmed that they will participate once more.

### **Security Essen 2016: Figures in Detail**

1,040 (in 2014: 1,045) exhibitors from 45 (40) nations presented innovations relating to all aspects of civil security at Messe Essen. Also counting the forecast for the last day of the fair, over 40,000 (40,000) visitors from 119 (110) nations came to the fair, including conference participants, VIP guests, delegation participants, journalists and participants in the loyalty programme (probably 35,000 of these according to the Society for Voluntary Control of Fair and Exhibition Statistics – FKM(36,200). The trade visitor proportion was 99.5 (99) percent.

### **Exhibitors' Opinions:**

**Tobias Bartels, Marketing Director, Aug. Winkhaus:**

We are very satisfied with the course of this year's Security Essen. The frequency and quality of the visitors to our booth were outstanding. Our appearance focused on a lot of refinements of existing products: For example, our electronic access system called blueSmart is now equipped with an app for the administration of remote authorisations. The purchasers of such systems include, amongst others, airports, hospitals and companies - i.e. customers for which security plays a predominant role. From our viewpoint, its location is also a factor in favour of Security Essen: The populous catchment area and the proximity to the international airport in Düsseldorf exert very positive effects on the number and internationality of the visitors.

**Veli Kirim, Pre-Sales Manager, Hikvision Europe B.V.:**

Security Essen was once again a total success for us. The number of visitors to the booth was extremely high. From our viewpoint, the quality and, above all, internationality of the visitors have grown in comparison with the preceding event. We were able to greet longstanding partners on our booth and to establish new business contacts, too. We will certainly be involved in Security Essen 2018 once again with a perhaps even larger booth. It is definitively the world's leading fair in the sector.

**Kim M Loy, Director of Marketing, Vanderbilt International:**

As Vanderbilt's first showing at Security Essen, the fair was a tremendous success, the booth position was very good in terms of gaining lots of traffic and we look forward to exhibiting in that same space in 2018. The quality and quantity of the DACH contacts was very good and additionally we were very impressed at the number of international attendees the show was able to draw in. Furthermore, it was a great opportunity for us to enhance and build our brand awareness to the German-speaking and European markets and we consider Security Essen as the premier European show for our industry and a great place to showcase our solutions.

**Frank Blöbaum, Sales Manager, Master Lock Deutschland GmbH:**

For us, winning the Security Innovation Award constitutes a significant mark of distinction and achievement. It confirms us in our endeavour to refine our core segment of the padlocks constantly in an innovative way. For the first time, Security Essen 2016 is offering us an outstanding platform in order to introduce the strength and diversity of our brand in Germany and to continue to tread this path together with existing customers and with new customers won over here.

**Norbert Schaaf, Chairman of the Advisory Board for the Security Essen Fair:**

From alarm installations to access control: At Security Essen, around 1,000 exhibitors once again presented in an extremely impressive way everything that is feasible in matters relating to security. The leading global fair for security and fire prevention showed that it had its finger on the pulse of the times with new, innovative subjects and it was possible to recognise that the companies are dealing with the subjects of digitisation and networking to an increasing extent. This was illustrated, amongst others, by the specimen house for smart security and by the winners of the Security Essen Innovation Award 2016. The numerous visitors to the fair showed great interest in the many interesting products of the individual exhibitors.

**Lydia Limpach, CEO, DFBI Deutsches Fernbildungsinstitut:**

We had selected the world's leading fair Security Essen as a platform in order to introduce our innovative software for the qualification landscape of the security industry. The demand was above our expectations because Security Essen became an absolute success story for DFBI particularly as a result of winning the Silver Security Innovation Award in the "Innovative Services" category. Above all due to the amendment of the Industrial Code, decision takers approached us with concrete cooperation and investment projects.

**Peter Ohmberger, Managing Director, Hekatron Vertriebs GmbH:**

We at Hekatron understand networking not only on the level of technology but also especially in the connection between companies and people. Therefore, Security Essen is the most important platform for us in the dialogue with operators and constructors. There was particularly strong demand for the intelligent connection of products and services into new workable business models relating to all aspects of fire prevention.

**Tanja Pressler, Sales Assistant, Secplan Technik GmbH:**

We are 100-percent satisfied with the course of Security Essen. The interest in our protected house was very great and especially the demand for video surveillance systems for private use has increased to an extreme extent. We have been able to establish a lot of important contacts. All in all, we are thus looking back on a successful and effective appearance at the fair. We will certainly be involved once again in 2018.

**Volker Cestaro, Managing Director for Sales and Marketing, Atral-Secal GmbH:**

Even after 25 years, Security is, for us, the right event for our Daitem brand time and time again. Here in Hall 3, we are reaching specialised traders, planners and influencers from Germany, Austria and Switzerland. Thus, we can present our portfolio in the field of wireless burglary protection and fire prevention in the appropriate environment.

**Dr. Urban Brauer, Managing Director, BHE Federal Association for Security Technology:**

The visitors showed extremely positive reactions to BHE's new and larger appearance at the fair. Already on the third day of the fair, the very great response on the BHE booth meant that many information leaflets and brochures which had been available in large quantities were out of stock. BHE members as well as all the visitors interested in questions relating to security technology showed that they were highly satisfied. Therefore, we are eagerly looking to the new Security 2018.

**Friedrich P. Kötter, Member of the Administrative Board, KÖTTER Security:**

We were able to establish a large number of new contacts and to intensify existing business relationships even further. Attention focused on the smart security solutions which extend from personal security and security technology via money & valuables services right up to risk and health management. Moreover, there was particular interest in, amongst other subjects, the KÖTTER automatic machine service portal with which our family-owned company offers web-based malfunction management, e.g. for cash dispensers, as well as the smartphone app for travel security.

**Dr. Harald Olschok, CEO, Federal Association of Guard and Security Companies:**

This year, too, the security service providers were able to register a successful week at the fair. We were particularly pleased about the 7th Training and Further Education Day which was very well-visited once again and featured the presentation of the 4th BDSW Training Prize which we organise together with Messe Essen. This year, many hundreds of young people were once again able to gain a particular insight into our sector and to obtain information about innovations. In the future, these will also include security solutions with ever greater integration. Together with the Association for Security Technology (VfS), BDSW introduced these and an elaborated recommendation for action in this field within the framework of Security Essen.

**Christopher Millar, CEO, Gatekeeper Security**

As a first time exhibitor at Security Essen, the show had far exceeded our expectations on the first day, and therefore we booked our booth for 2018. Based on the quality of attendees, we look forward to having a presence in Essen.

**Peter Krapp, Managing Director, Safety and Security Division of the German Electrical and Electronic Manufacturers' Association (ZVEI):**

We are satisfied with our appearance at this year's Security Essen. Many manufacturers, planners and constructors came to our booth in order to obtain information about practical and legal questions relating to all aspects of security technology. Attention focused on the subjects of qualification and further education. There is a great need here because of the advancing digitisation and networking in the sector.