

SUPPLIERS

France's Citilog banks on expansion in Asia

By Steven Sachoff, editor

PARIS—With a new CEO and expansion in both the Asian and North American markets, France's Citilog, a provider of real time video monitoring and surveillance solutions for the traffic and transportation sector, has returned to profitability and is on the lookout for a new owner.

In May the company announced revenues of EUR 5mln for the fiscal year ending March 31, 2008, resulting in positive EBIT for the first time in nearly 10 years, Citilog CEO Christian Girardeau told Security Systems News Europe.

The company's automatic traffic incident detection technology is installed in about 500 locations around the world, Girardeau, who was named CEO

in 2007, said. "We're in big sites like the Mont Blanc tunnel, the tunnel systems in New York and Boston and on bridges and highways in places like Florida, Paris and Madrid."

While the company's expansion in both the U.S. and Europe have been key to its recent success, the Asian market has really come to the fore over the past year, according to Girardeau.

Citilog has installations at approximately 70 locations around China, including all the major tunnels in Shanghai and on the ring roads of Beijing. "China is currently our biggest market," said Girardeau, noting that the growth potential there is enormous. The company's sales in China two years ago amounted to EUR

200,000, while last year the total jumped to EUR 1.2mln and this year should reach some EUR 3mln.

In France Citilog sells direct to integrators or end users, but employs an indirect model through VARs elsewhere, including China. With business booming in China, however, the company will "probably move to a direct model" there, said Girardeau.

In addition to its automatic incident detection technology, Citilog has introduced this year a new anti-intrusion detection software-based product called MediaIntruder. The video content analysis technol-

ogy operates on the same software platform and equipment and can be used on any kind of camera, either IP-based or analog, according to Girardeau.

Citilog is currently owned by CDC-Innovation, the investment arm of France's Caisse des Depots, and Techfund, but new ownership may be in the offing. "The funds have been here a long time and want to get out," said Girardeau.

"There's not a big hurry now, as the company is back on track, but we're looking for a new owner," he said, adding that he expected something to materialize on that front before the end of this year. **SSNE**



Christian Girardeau



BRIEFS

Bosch Security reports increase of eight percent in 2007

OTTOBRUNN, Germany—Bosch Security Systems announced sales of security and communication systems and services increased by eight percent to USD 2 billion in 2007, excluding currency effects. More than 60 percent of these sales were generated outside Germany. The Asia-Pacific region, South America and Eastern Europe were regions of growth in 2007, with Asia being the most dynamic region. In India and Japan alone, Bosch increased its sales by more than 35 percent. The growth in sales in Europe, excluding currency effects, was seven percent; in America it amounted to five percent.

At the beginning of 2008, Bosch Security Systems had a total of 10,800 associates worldwide, roughly 500 more than the previous year. The expansion continued predominantly in Asia and the communication service sector. The number of associates in Germany rose by approximately 50, to a total of about 4,700 associates.

"We want to continue this strong double-digit growth in Asia in 2008 as well," said Uwe Glock, president of Bosch Security Systems, in a statement.

Neurotechnology adds iris recognition technology

VILNIUS, Lithuania—Neurotechnology, a specialist in biometric identification algorithms, has added a new biometric modality to its product portfolio in the form of an iris recognition SDK that can compensate for partial obstructions and eye irregularities during iris capture.

The new VeriEye SDK can detect the boundaries of irises that are not perfectly circular, are partly occluded by eyelids or eyelashes or deformed in shape because the eye is looking away from the image capture device, according to the company. This results in the ability to more precisely extract all visible iris texture and enhance iris recognition and reliability.

Sony targets Europe

By Steven Sachoff, editor

BIRMINGHAM, UK—Representatives from Sony Professional Solutions Europe announced at IFSEC, which took place here May 12-18, the company's intention to become a dominant player on the European security scene through an expansion into megapixel cameras specifically designed for the security indus-



Sony's Matt Soga (left) and Simon Nash (far right)

of providing total end-to-end solutions," said Matt Soga, senior general manager of marketing.

Sony will continue to leverage its experience with HD technology for the video security market, Soga said, noting the launch of nine new cameras at IFSEC, including its first megapixel designs—the SNC-DM110, SNC-DM160 and SNC-CM120.

Sony's senior marketing manager, Simon Nash, said the company had become aware of the importance of having a local presence when it comes to the European market, and to that end it will be establishing support in local languages across Europe.

try and increased resources targeting the European market.

Sony has experienced "significant" growth in this market over the past 12 months and only expects that trend to continue in the coming year, according to Sony Professional Solutions Europe marketing director David Bush. "This is one of the fastest growing parts of Sony's business, and we'll be increasing resources and marketing for Europe," he said, adding that the company had already booked more space than this year's already sizable double-decker stand for next year's IFSEC.

Part of Sony's strategy is to act as more than simply a product manufacturer. "We have a goal

of providing total end-to-end solutions," said Matt Soga, senior general manager of marketing.

Sony has been "listening to its customers," said Nash, and what it's been hearing is the need to move to open platform systems. Taking that to heart, he said that later this year the company would begin a transition to supporting cameras from other manufacturers for recording.

While much of the product presentation centered around new IP and megapixel offerings, Nash said that didn't mean that Sony was turning its back on analog. "We're committed to [analog] and we're expanding our analog range of products as well." **SSNE**

Mirasys, Arecont Vision partner for H.264

By Steven Sachoff, editor

BIRMINGHAM, UK—Mirasys, the Helsinki-based provider of open platform digital CCTV and surveillance solutions, announced at this year's IFSEC trade show that its new line of networked video recording products, NVR Pro and NVR Enterprise, would support the new series of megapixel cameras from IP camera maker Arecont Vision, which Arecont describes as the world's first full line of H.264 cameras.

"The new generation of H.264 cameras will change the way the industry thinks about surveillance security systems," said Mirasys CEO Jukka Riivari. "Mirasys NVR systems are the most user-friendly available and seamlessly integrate with a range of IP cameras, offering clients the best value for their money."

Arecont unveiled its new line of 1.3, 2, 3 and 5 megapixel cameras at ISC West in Las Vegas in April, featuring a proprietary implementation of H.264 compression technology which the company says reduces data storage requirement by a factor of 25 over the MJPEG format.

Speaking on the floor of the IFSEC show, where the company also launched its new, eye-catching corporate look, Riivari said Mirasys, which has been positioned in the mid-range market with limited geographic

reach to date, would be making a more concerted effort to push into the volume market segments through new products and partnerships.

The company's new software-only NVR line represents a "cleaning up" of the Mirasys product portfolio, said Riivari, and that's where the new NVR Pro solution fits in. Designed for an area

or building that can be covered with up to 32 cameras, it aims to offer a very affordable solution that lets clients "try out" such a system, according to Riivari. The NVR Pro runs on a standard Windows PC and includes a full range of features including continuous 24/7 recording, real-time monitoring, playback of recorded video, intelligent motion detection and search function.

The Pro line also serves as a good entry point for clients that expect to expand. "Our NVR Pro is a good way to grow into our Enterprise version; integration and upgrading is easy," said Riivari. NVR Enterprise can handle up to 100 recorders and 5,000 cameras connected as a system, with 50 IP video channels per recorder. **SSNE**



Jukka Riivari