

Intersec Dubai 2019 Provides Great Business Growth Opportunities For Security Companies

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The Middle East is proving to be a hot bed of business for global suppliers of security, safety, and fire protection, with the world's top industry players all set to converge at Intersec 2019 in Dubai to drive more double digit growth.

From video surveillance technologies with Artificial Intelligence and deep learning capabilities, to cloud-based access control solutions and flame retardant protective clothing, Intersec 2019 will shine the spotlight on game changing solutions solving challenges faced by professionals spanning sectors from banking and retail, to infrastructure and energy.

Top Surveillance Technology

The 21st edition takes place from 20-22 January 2019, with more than 1,300 exhibitors from 60 countries spanning 50,000sqm of space at the Dubai International Convention and Exhibition Centre . Korean company IDIS, one of the world's top surveillance technology manufacturers, is a regular Intersec exhibitor that's hitting double digit year-on-year sales growth in the Middle East, a position that it largely attributes to contacts made at the annual three-day event.

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“Many of our system integration partnerships resulted from engagement and introductions made at Intersec and we can track this back since our first appearance at the show in 2014,” said Harry Kwon, General Manager of IDIS Middle East and Africa.

Commercial Organizations

“These include Almajal G4S in KSA, Almoayyed in Bahrain and EMS in Egypt to name but a few. The result is an extensive and broad range of successful deployments of IDIS technology across government, education, retail, banking and many other commercial organizations”

“We're hitting double digit sales growth year-on-year and continuing to increase our market share and geographical reach by expanding our sales channels,” added Kwon. Kwon said IDIS will look to up the ante with a series of new product launches later this month at Intersec 2019, including the latest iteration of its IDIS Deep Learning Analytics (IDLA) Engine: *“IDLA has opened a new door to the future of video analytics with ground-breaking 96 percent accuracy combined with a 200ips speed.”*

Fisheye Advancements



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"What's more at Intersec we'll launch the DV-2116, AI in the Box, which is a cost-effective, pre-built device with the graphical and processing power to quickly and easily transform existing surveillance into a powerful AI solution." he said.

"Also on show will be our latest fisheye advancements, which include improved peripheral resolution through an upgraded Panomorph lens on the 12MP model and a new 5MP compact model perfect for smaller applications and installation in confined spaces." Intersec 2019 covers the seven sections of Commercial Security; Fire & Rescue; Perimeter & Physical Security; Safety & Health; Homeland Security & Policing; Information Security; and Smart Home & Building Automation.

Protective Clothing

ULTITEC is one of more than 150 exhibitors in the Safety & Health section, and will showcase its extensive range of protective clothing used by professionals in the oil & gas, aviation, construction and automotive industries. Jason Lin, ULTITEC's General Manager, said its range of technical textiles are widely used by global conglomerates and local companies alike such as Qatar Gas, Shell, ExxonMobil, and ADNOC (Abu Dhabi National Oil Company).

"At Intersec, we'll focus on chemical and liquid jet resistant protective clothing such as the ULTITEC 5000 and ULTITEC 4000 which recently won the tender to be applied in PETRONAS Malaysia, one of the world's largest and most forward-looking oil and gas producers," said Lin.

Excessive Heat Environments



Our unique fabric technology of microporous film provides breathability and is perfectly suitable for excessive heat environments"

"Our unique fabric technology of microporous film provides breathability and is perfectly suitable for excessive heat environments in the Middle East. It prevents occupational heat exposure as the microporous size is smaller than a water drop and larger than moisture vapor, offering exceptional comfort without compromising superior protection."

Elsewhere Matrix Comsec from India is one of more than 50 exhibitors at Intersec's Information Security section that will look to capitalize on opportunities in a Middle East cyber security market that's estimated to grow at a compound annual growth rate of 11 percent from 2018-2024. According to analysts 6Wresearch, revenues from the Middle East information security market will reach US\$2.7 billion in 2024, compared to US\$1.4 billion in 2018.

High-End Solutions

With the cloud playing an increasingly important role in the storage and processing of important data, Abhay Joshi, Global Sales Head at Matrix Comsec, said Middle East organizations are taking measures to adopt high-end solutions that prevent unauthorized access and cyber-breaches. "Organizational data is the most important resource that companies have, so firms are opting for secure cloud-based solutions," said Joshi. "At Intersec 2019, we'll launch our cloud based Time-Attendance and Access Control solution COSEC VYOM."

“Up until now, Matrix offered on premise solutions, but now customers will have the choice of deploying the solution either on the cloud or on premises. We’ll also launch our mobile based COSEC APTA Face Recognition Technology. This might be helpful for corporates and manufacturing sectors whereby normal biometric technology fails to operate,” added Joshi.

Commercial Security Providers

Commercial Security will be the largest section on the exhibition floor, with more than 450 exhibitors, including two-thirds of the world’s top 50 commercial security providers. Fire & Rescue is the next largest section, with more than 400 exhibitors, followed by Safety & Health (150 exhibitors) Homeland Security & Policing (100 exhibitors); Perimeter and Physical Security (100 exhibitors), and Information Security (50).



The one-day Intersec Fire Conference on 21st January will provide insights into the changing global trends in fire protection

A revamped conference line-up will be spearheaded by the Intersec Future Security Summit, raising key issues on Artificial Intelligence, security integration, emergency preparedness and response, data protection, and the Internet of Things. The one-day Intersec Fire Conference on 21st January will provide insights into the changing global trends in fire protection and its implications on the Middle East, while Dubai’s Security Industry Regulatory Agency (SIRA) Forum will also return with the latest updates in security law and industry regulations in Dubai.

Popular Features

Returning popular features to Intersec 2019 include the Drone Zone, an Outdoor Demo Area, a Smart Home Pavilion and the Safety Design in Buildings Pavilion. More than 150 exhibitors will also participate for the first time, while Canada, China, Czech Republic, France, Germany, Hong Kong, India, Italy, Korea, Pakistan, Singapore, Taiwan, UK, and the USA comprise the 14 country pavilions.

Intersec is organized by Messe Frankfurt Middle East and held under the patronage of His Highness Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum. Official supporters include the Dubai Police, Dubai Civil Defense, Dubai Police Academy, Dubai Municipality, and the Security Industry Regulatory Agency (SIRA).

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