Go the Distance. That’s our message throughout this edition of FOCUS, and helping you go the distance is our promise at ScanSource Security. From offering complementary products from best-of-breed manufacturers, to a growing library of educational videos at ScanSource Security On-Demand, to our Success Made Easy sales promotion, we’re on your side.

We introduced Success Made Easy last year and it produced such great results, we brought it back for round two in 2015. It not only provides you with the tools you need to expand your businesses and close more sales, it rewards your success with the opportunity to win a luxury trip for two to the tropics! It’s simple. All you have to do is register at scansourcesecurity.com/easy. Then, every purchase you make increases your chance of hitting the beach in a tropical paradise.

We’re not alone in our desire to fuel your success, as you’ll discover in this issue of FOCUS. Axis Communications introduces Zipstream Technology (page 3), which offers more performance with less storage. Panasonic takes facial recognition to a new level (page 9). March Networks highlights the analytic synergy between dome and software. And our regular features highlight the latest products and our expert insight to help you go the distance in 2015 and beyond.

Sincerely,

[Signature]
President
ScanSource Security

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Cisco Wireless and Meraki for Cloud
Managed security will set you free, with 100% centralized cloud management in a single box.

ScanSource is your source for Cisco Wireless and Meraki Solutions.

Contact your ScanSource Account Manager to learn more about Cisco Wireless Solutions.

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Ask IP Man / Featured Products

Axis Communications Introduces Zipstream Technology
Less Storage - More Performance

Road Test

Finding a Face in the Crowd
Panasonic Torques up their FacePro® Facial Recognition System

What’s Hot

Featured Products

Beyond Security
March Networks Evolves the Surveillance System for End Users

Vendor Profile

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ScanSource Security Focus Summer 2015
Dear IP Man:

My customer wants me to hook up an IP camera on a website for public viewing. What issues am I going to face and do you have any suggestions to ease the process?

-Streaming Live

Dear Streaming Live:

The first question to ask is: how many people will be viewing this camera? This is important because a typical IP camera is not meant to stream more than 5-10 video streams, and the camera could become overloaded if too many try to access it. This makes no difference if you embed the video feed on to your web page; the camera is still being accessed and is still being loaded up with user requests for video streams. The processing power of the camera just isn’t designed to handle this type of load.

One service that addresses this issue, along with bandwidth challenges, that I really like is Camstreamer. This service allows you to install an application on your camera that sends the stream directly to your YouTube channel. There is no monthly fee, just a one-time set-up fee. You then also get the benefit of Google analytics to see various usage statistics. An example of this Camstreamer setup we have running on our lab network can be seen here https://snap.scansourcesecurity.com/pelhamcam.html

Whatever solution you choose, just make sure to do your research so you can make the best decision for your customer’s needs. For additional information or for more options, give us a call at 800.964.8994.

Sincerely,

Carl “IP Man” Smith

The ZoneFlex H500 delivers high-speed 802.11ac WiFi in an ultra-sleek, low-profile design that can be quickly and discreetly installed in a standard electrical junction box. Ideal for offering converged services in hotel guest rooms, student residences, and multi-dwelling units, the ZoneFlex H500 provides an easy way to offer multiple connections to a single room without multiple cables.

The “mobile device ready” ZoneFlex H500 features dual-polarized BeamFlex+ antennas, which adapt in real time to client device locations and physical orientations delivering consistent Wi-Fi performance. It can be used to connect a range of wired network devices such as IPTV set top boxes, IP telephones, or networked minibars while simultaneously providing dual band 802.11ac wireless LAN coverage. The ZoneFlex H500 is completely inconspicuous and secure, minimizing the protrusion off the wall to make in-room cabling and furniture arrangement simple.

The ZoneFlex H500 can be deployed as a standalone device or centrally managed by SmartZone, ZoneDirector, or FlexMaster management platforms. For more information on the H500, please visit scansourcesecurity.com/zoneflexh500na.
It’s a common challenge in the security industry. More detail equals more bandwidth and more storage needs. While customers are typically keen on the idea of more detail, they lose their enthusiasm when met with the idea of providing additional funding for higher bandwidth and greater storage capacity. Axis Communications offers a solution to this concern with the introduction of Zipstream technology.

“Great video has little value if the storage is limited and the system is configured to remove the very information that new technologies made possible,” points out James Marcella, Director of Technical Services at Axis Communications. “The new compression technology preserves the forensic value of video recordings while at the same time reducing storage and bandwidth on average by 50 percent.”

Axis’ Zipstream technology analyzes and optimizes the network camera’s video stream in real time. Scenes containing interesting details are recorded in full image quality and resolution while other areas are filtered out to optimally use available bandwidth and storage. Important forensic details like faces, tattoos or license plates are isolated and preserved, while irrelevant areas such as white walls, lawns and vegetation are sacrificed by smoothing in order to achieve better storage savings.

Offering more good news, Axis’ Zipstream is fully compatible with H.264 and video management systems, which means it’s available on existing compatible network cameras simply by upgrading the firmware, starting with Axis Q1615, AXIS Q1635 and the AXIS Q35 Series. Going forward, new products with the ARTPEC-5 chipset will have Zipstream installed. (See sidebar for details on the first products planned to be launched with Zipstream.)

Marcella points out that Axis is always listening to feedback from users and the industry, and that the development of Zipstream was as a result of addressing the increasing challenge for customers brought on by the use of more and more high resolution video in IP-based camera systems.

“The key was to somehow ensure that important details in the image get enough attention in the video stream while unnecessary data is squeezed. What began as a list of over 30 different possible implementation concepts ultimately turned in to Zipstream technology.”

AXIS COMMUNICATIONS INTRODUCES ZIPSTREAM TECHNOLOGY

ZIPSTREAM TECHNOLOGY COMING TO A CAMERA NEAR YOU

Axis’ Zipstream technology is available on existing network cameras via firmware updates, including AXIS Q1615, AXIS Q1635 and the AXIS Q35 Series. The first new products with Axis’ Zipstream installed are planned to be:

AXIS M1124/-E and AXIS M1125/-E are cost-efficient indoor and outdoor-ready network cameras with features such as CS mount lens, Day/Night functionality, WDR – Forensic Capture and enhanced capabilities for analytics especially suited for retail and other price sensitive installations.

AXIS P1365 and the outdoor ready AXIS P1365-E are full featured cameras featuring WDR – Forensic Capture, audio and remote back focus. The cameras’ exceptional image quality includes seamless transition between WDR and Lightfinder mode, ideal for use in banking and city surveillance applications.

AXIS P3224-LV/-LVE and AXIS P3225-LV/-LVE Network Cameras are streamlined, versatile and easy-to-install fixed domes that provide excellent image quality in any lightning conditions thanks to the winning combination of OptimizedIR and WDR – Forensic Capture.
### Aiphone IX Series

**IP Video Intercom**

The IX Series is a network-based communication and security system! All units in the system and apps on the LAN can unlock doors remotely on a network, assist onsite visitors from offsite location, broadcast emergency announcements, and communicate using a PoE network.

### Bosch Flexidome Panoramic 7000 MP Camera

**One Turn-n-Click Installation**

Bosch’s FLEXIDOME Panoramic 7000 MP is the industry’s first panoramic security camera using a 12 megapixel sensor, providing amazing details at full frame rate. It comes with the latest Intelligence at the edge (IVA) onboard and helps you to quickly retrieve the relevant scene.

### Datacard SD160TM Card Printer

**Unique Ultraviolet Feature**

Designed to meet a wide range of issuance applications for corporate, healthcare, student, visitor and local government IDs – while lowering overall total cost of ownership. The SD160 printer features full color and monochrome and rewrite features, plus inline magnetic strip encoding.

### Milestone Husky NVRs

**More Storage**

Provide your customers with longer video retention and greater quality recordings. Unlimited scalability through Milestone Interconnect makes the Milestone Husky solutions future-proof, enabling users to scale up their video surveillance deployments as their businesses grow.

### Mobotix i25 and c25 Cameras

**Indoors. Compact. All Around Secure.**

These discreet hemispheric cameras are designed for ceiling (c25) or on wall (i25) mounting indoors. The hemispheric technology offers 360° and 180° views with no blind spots. Each features high-sensitive 5-megapixel sensors and offers high-contrast images without motion blur.

### Ubiquiti Unifi Video Camera Micro

**Micro-Size Scalable 720p HD IP Camera**

About the size of a golf ball, the Unifi Video Camera Micro provides 30 FPS, 720p HD resolution with audio during the day or night. A magnetic base is used for power sensing and 3-axis viewing adjustment. Mount it on any surface and seamlessly into any corner, wall, or ceiling.

### Zebra Technologies OneCare

**Extended Coverage for all Zebra Products**

Reduce the costs of downtime and unbudgeted repairs with Zebra OneCare for your Zebra Oepd Printers and WLAN products. Zebra OneCare coverage plans extend the manufacturer’s warranty to cover all repairs, including normal wear and tear and accidental damage. Three service levels allow customers to choose an offering that will meet their requirements and budget.
Our full line of WiseNet Lite cameras provide quality and dependability at an amazing price. This simple version of the WiseNetIII offers excellent low light capabilities at 1.3 & 2MP resolution.

- 2MP High Resolution
- Hallway view (Rotate 90°/270°), LDC (Lens Distortion Correction)
- Edge Storage (micro SD/NAS), Motion detection, Tampering, H.264, MJPEG dual codec, Multiple streaming
- True Day/Night

Breakthrough in Price & Quality!

Samsung quality at an affordable price. Ask your ScanSource Security sales rep about adding Samsung’s SND-L6013 Dome Camera to your lineup.
If only technology was like how it’s portrayed in the movies. When you need to find an individual, all you would have to do is have some big shot bark orders, have some minions flip switches and turn dials, and suddenly the person you’re looking for is spotted on a video feed. In real life! We all know that in real life, it’s a bit more complicated than that. But with the WV-ASF900 FacePro™ Facial Search and Recognition System, Panasonic has helped bridge the gap from what is to what can be.

Unlike most traditional facial recognition systems that use static images to perform matching at the server, Panasonic FacePro allows real-time face matching from live video streams and performs alert notifications based on those matches. The face detection capability embedded in Panasonic cameras can capture multiple faces simultaneously in real-time.

Charlie Hare, National Product Category Manager at Panasonic, says that FacePro was developed as an additional value-add component to Panasonic’s entire video analytics solution. “The overall process and time needed to clearly determine a face image from historical video recordings is often challenging and time consuming. FacePro delivers high-speed, high-capacity face search capabilities while dramatically reducing server-processing loads and lowering overall system impact to the network.”

Providing advanced age and gender analytics reporting as well as the ability to set flexible alarm triggers on matches using live cameras, Panasonic’s FacePro employs a unique distributed architecture that exploits Best-Shot — the embedded face detection capability found in many Panasonic surveillance cameras. Once detected, face data is sent to the FacePro server for identification and storage and it is here where users can perform server based facial similarity matches against a list of known registered faces such as “Known Suspects,” “Shoplifters,” “Ex-employees,” and perform numerous alerting levels when matches occur.

Boasting real-time face matching capable of supporting up to 20 cameras per server, FacePro can execute high-speed searches of up to 5,000 “known” registered faces on both live and recorded video. Each server can store millions of detected face images depending on the configuration. The FacePro server-based facial recognition and matching platform is ideal for campus environments, airport, and transit/public safety applications.

And while it may not yet be capable of pinpointing your subject’s exact worldwide location, Hare points out that Panasonic FacePro can be very useful for both surveillance and business. “It improves surveillance accuracy and effectiveness, and also provides an innovative way to utilize the video information for business intelligence (BI) for better marketing effectiveness, store operations, building layout designs, traffic patterns and more.”

Panasonic’s FacePro can utilize existing Panasonic security systems and easily integrate to those systems to provide a singular client facing application. It currently works with Panasonic Camera Models WV-SP305, WV-SP306, WV-SC385, WV-SPN631, WV-SFV631LT, WV-SPN611, WV-SPN531, WV-SPN311, WV-SPN310. Specialized firmware performs the Face Detection and Best Shot Facial Image in the camera at the edge and allows for ideal performance in both high and low bandwidth networks.

FacePro also allows for full integration with the entire Panasonic Security and Surveillance platform including Network Video Recorders, Video Management and Control Clients, and VMS Systems. This allows for seamless playback of recorded video when real-time face matches occur, or during historical investigation of face searches.
what's hot

There are always those unbeatable products that work into every deal, no matter the customer. They make the sale easier, make the install easier, and keep customers happy. So, we asked some of our best-of-breed manufacturers to tell us about their hottest current products. Here are the 16 can’t miss items that you need in your sales arsenal today.

Continued on pages 13-14

Altronix LINQ2 Network Module

- Control power and reset devices from anywhere
- Connects up to two eFlow power supply/chargers to the network
- Remotely reports accurate power diagnostics via Email and SNMP

ACTi I73 Outdoor PoE Dome Camera

- 6MP sensor delivers the highest detail
- Extreme low light sensitivity provides clear color image even in very dark environment
- Super wide lens has a 203.5° viewing angle

Arecont Vision® SurroundVideo® G5 Panoramic Cameras with Remote Focus/Zoom

- 5MP camera features STELLAR™ (Spatio Temporal Low Light ARchitecture)
- The 5MP SurroundVideo is the world’s first low-light panoramic camera
- Offers motorized P-iris lenses for remote focus/zoom resolution

Aruba AP-228

- Gigabit Wi-Fi performance to 802.11ac devices in harsh, weather-protected environments
- Designed for enhanced physical security
- Controller-managed AP or Remote AP running ArubaOS™

Assa Abloy HES 9600 Surface Mounted Electric Strike

- Works with rim exit devices with a ¾” throw latchbolt
- Re-designed for improved strength, stylish looks and easy installation.
- Static strength increased by 25% and dynamic strength increased by 40%

DVTEL Quasar 4K Ultra HD Camera

- Four times more detail at full 30 fps than today's best HD1080
- Offered in both mini-dome and bullet form factors
- State-of-the-art, broadcast quality Ultra HD media processor

exacq Illustra IP Cameras & exacqVision NVR Solution

- Complete high definition video surveillance solution
- EasyConnect for fast camera discovery and automatic addressing in exacqVision software
- Multi-streaming to optimize balance of video quality, storage and networking requirements

ipConfigure IP Video Management Software & Analytics

- Orchid VMS for Windows/Linux/ACAP
- License Plate Recognition
- Enterprise Surveillance Manager

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Interlogix TruVision 360° Dome Camera
- Features on-board camera based 360° de-warping technology
- Multiple Streams: 360°, Panoramic, Quad, digital PTZ
- 10m (33ft) IRs, motion detection, tamper alarm, privacy mask

Omnis Surveillance Solutions
- Quality hardware that’s guaranteed to meet your video surveillance demands
- Surveillance products seamlessly integrated with server, storage, and connectivity solutions
- Request project quotes and save your project builds on-line

Veracity COLDSTORE Surveillance Storage System with L.A.I.D. and SFS™
- Massive 120TB capacity using around 60 watts – a 90% power saving versus RAID
- Very high disk reliability even using the lowest cost disk drives available
- No data loss on disk failure, with no rebuild required, and simple disk hot-swap

Speco O2iD4M Dome IP Camera
- Captures 1080p video in full color at low light
- Motorized optical zoom lens with auto focus for hassle-free focusing
- Built-in heater to reduce fogging and condensation

Microsemi Outdoor Surge Protector
- Meets 10KV or 5KA protection standards
- Supports 1G Data rates and PoE
- Water and dust proof

NVT NV-EC1701 Ethernet over Coax EoC Transceiver
- Transmit up to 90 Mbps/Network
- One transceiver can distribute PoE power to remove transceivers and connected devices
- 56VDC is distributed to all IP devices, supplies PoE power up to 50 Watts

Paxton Net2 Entry Door System
- Fully integrated access control and PoE video intercom
- IP video intercom made easy and scalable using IPv6 plug and play architecture
- SIP compatible door panel for IP phone and mobile app communication

Zebra Technologies WiNG Express WLAN
- Real enterprise-class wireless performance which is easily deployed, scalable and perfect for small- to-medium-size organizations.
- Powerful analytics to best manage a WLAN network and its performance.
- Attractive price point without compromising on performance and ensuring best-in-class operational efficiency.

Ready to place an order? Call your ScanSource Security sales rep today at 800.964.8994.
**Super Dynamic Full HD Weatherproof Network Camera**

Panasonic's WV-SPW631L Weatherproof Network Camera stands up to its surroundings. It can provide up to four individually configurable, simultaneous H.264 (High Profile) streams. One of these streams can be prioritized when multiple recorders or client PCs are accessing the camera so that the recorder or the client PC can maintain the frame rate.

This network box camera supports both IPv4 and IPv6 protocols. In addition, still images (JPEG) can be viewed on mobile phones via the Internet. It also provides:

- 1080p Full HD / 720p HD images up to 60 fps
- Approximate 1/2.8 inches, high sensitivity MOS image sensor
- High sensitivity with Day & Night (IR) function
- Face Super Dynamic technology to ensure clear face image

**Sony Electronics’ Security Systems Division**

produces a full line of professional security and surveillance technologies. From mini domes and bullet cameras to 360-degree solutions and megapixel technology, Sony has a comprehensive lineup of IP cameras in every price range and form factor, and Sony’s new SNC-VM772R camera adds 4K imaging to its line of security technologies. Sony’s full line of IPELA® IP cameras, analog cameras, network surveillance recorders, and accessories are used to address security, surveillance and business challenges in diverse applications and markets including transportation, law enforcement, ports/utilities, education and more.

**SEE THE DIFFERENCE WITH THE IPELA ENGINE AND 4K**

Sony’s revolutionary 4K surveillance camera: the SNC-VM772R

Change the way you see the world. Get broader coverage area, enhanced situational awareness and revolutionary after-incident analysis with Sony’s 4K resolution. Capture color down to 0.1 lux, thanks to an enormous 1.0 inch type sensor with back-illuminated Exmor R® CMOS technology. Behold 90 dB dynamic range. Conserve bandwidth and follow areas of interest with Intelligent Coding, Intelligent Cropping and Multi-Tracking. Optimize color and brightness for changes in weather and lighting with Intelligent Scene Capture. And freeze the decisive moment with the amazing 20 Megapixel Evidence Shot. Bottom line: if you haven’t seen Sony’s SNC-VM772R for yourself, you don’t know what you’re missing.

Discover the benefits of 4K at sony.com/4Ksecurity.
Retail and banking end users know the value of, and necessity for, video surveillance systems within their businesses. They invest significantly in video systems to help deter crime and also identify perpetrators after the fact. But that’s just a starting point. The right video solution can help end users gather real business insights, or intelligence, on a wide variety of activities such as customer service, operations, and marketing, in addition to the more traditional security and fraud/loss prevention applications. March Networks offers such a solution with its new Searchlight software and the MegaPX Indoor Analytics Dome.

The dome is an analytics-enabled, fixed indoor IP camera with a remote zoom/focus lens for easy set-up. When used with March Networks Searchlight™, the camera allows organizations to integrate video with transaction data and video analytics, including people counting, queue length and dwell time data. Together, this solution delivers the business intelligence piece that can elevate a bank or retail organization’s performance and increase profitability.

Dan Cremins, Director of Product Management, March Networks, says they designed the MegaPX Indoor Analytics Dome to ensure it was beneficial to both partner integrators and end users. “For partners, we’ve added in a unique software feature that allows installers to calibrate the camera’s analytics in less than five minutes. And end user customers will like the fact that our analytics are included on the camera at no additional cost - these include people counting, queue length monitoring and dwell time.”

This solution was also designed to ensure that very little training is required. Searchlight’s browser-based dashboard uses multiple graphics to convey information and is very easy to use. Once the software is installed and set up, it immediately provides users with valuable information on what’s happening in their business. The information is clear and intuitive. In other words, customers don’t need a manual to figure it out.

Another benefit Searchlight offers end users is the ability to purchase only those licenses they want to use. If the customer’s primary goal is to run transaction data to aid fraud investigations, new employee training, or overall operations, they can simply license Searchlight’s transaction component on a per-site basis. It’s the same arrangement with the analytics. This allows them to customize their system to exactly fit their requirements.

Mr. Cremins points out that ease of use is just one selling point and that the solution allows resellers to offer more to their existing installed base and creates new opportunities with potential accounts. “The reality is that customers are now looking for more than a traditional enterprise VMS. They’re looking for business analytics that provide them with strategic information. The integrators who understand this - and can clearly articulate the business benefits to their customers - will enjoy a definite competitive advantage.”

One thing is certain: video’s potential keeps growing, and with it, the opportunity for more applications, more customers, and more sales.
Arecont Vision has made a name for itself as a leader of megapixel imaging for professional security applications. They continue to build on that with new and improved multi-sensor panoramic megapixel imaging solutions with innovations like STELLAR™ (Spatio TEmporal Low Light ARchitecture) technology that dramatically improves low light performance. Add to that feature enhancements across several product lines including remote focus/zoom, the new AV-IP Utility for setup and maintenance, the ability to easily update firmware in multiple cameras simultaneously, and you get better surveillance, lower costs, and lower Total Cost of Ownership (TCO).

Much of this forward-thinking technology was on display at ISC West 2015. Arecont Vision introduced their new, 5th generation of all-in-one SurroundVideo® Panoramic Multi-Sensor Megapixel Cameras with new models including the 5MP SurroundVideo® G5 with STELLAR™ low light technology and remote focus P-iris lenses. Also on display were the 5th generation MegaVideo® G5 Compact Megapixel Cameras, plus second generation MicroDome® G2 and MegaBall® G2 Megapixel Cameras. All can be found online at ScanSourceSecurity.com.

Arecont Vision’s dedication to innovative technology is just one part of the story of their success, however. The other part focuses on their ever-improving support services. Take, for example, their new Tactical Assistance Center (TAC) and the Reseller Partner Program. The TAC provides live and on-line support for authorized reseller partners and end users. And the updated Reseller Partner Program further simplifies the online project registration and approval processes, while ensuring resellers’ price protection and the best margins available.

“We are continually delivering new programs, support services, and new products,” says Arecont Vision’s Scott Schafer. “We also assist integrators with system design, implementation, and service.”

Their goal is simple. To continue to make it as easy as possible for security professionals to capitalize on the performance, convenience and cost advantages that Arecont Vision’s megapixel cameras offer, while providing integrator and technology partners with all the tools they need to help grow their businesses.

ScanSource Security’s “Success Made Easy” 2014 promo was so successful, it’s back for 2015! Whether you’re new to the promo, or took part in 2014, everyone must register to the promo, or took part in 2014, everyone must register to the promo, or took part in 2014, everyone must register to the promo, or took part in 2014, everyone must register to the promo, or took part in 2014, everyone must register to the promo, or took part in 2014, everyone must register to the promo, or took part in 2014, everyone must register to the promo, or took part in 2014, everyone must register to the promo, or took part in 2014, everyone must register to the promo, or took part in 2014! Once registered, every sale gets you closer to the grand prize of four days, three nights at a tropical paradise – including airfare, hotel and meals!”

Learn how ScanSource Security makes it easy for you to succeed. Register today! scansourcesecurity.com/easy or call 800.964.8994

Arecont Vision provides VARs with the education, training, and technical support they need to deliver the best systems possible while employing industry-leading imaging solutions. One of our best programs is project registration, offering a substantial price enhancement to VARs for projects that they register so that they make more money selling Arecont Vision. These are just some of the areas where we go beyond conventional suppliers and truly embrace the concept of ‘partnerships’ well above industry norms.

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