

# 30 Innovators Take Top Technology Honors

The latest and greatest HD video, detection devices and access controls share the spotlight with productivity, design and installation tools as *SSI* reveals 2011's Top 30 Technology Innovations. Take a look at which products made the strongest impact on our experts from both technological and practical business standpoints.

By Paul Boucherle, Bob Dolph and Scott Goldfine

**T**echnological advances are accelerating by exponential leaps and bounds. So much so that futurists like author Ray Kurzweil speculate about the imminent dawn of the Singularity — when artificial intelligence will allow humankind to transcend our biological limitations and amplify our creativity. It's hard to imagine what security might be like when that day arrives — but whatever it is will have evolved from some of the creations included in *SECURITY SALES & INTEGRATION*'s 2011 Top 30 Technology Innovations.

Tempering the whiz-bang technological sizzle of security industry product offerings with real-world application perspectives and business sensibility are *SSI*'s own futurists, "Convergence Channel" columnist Paul Boucherle and "Tech Talk" writer Bob Dolph. Indeed, today now more than ever any technology is only as viable as its ability to solve a need and turn a profit. So whether you seek higher profitability, better efficiencies, making installations and troubleshooting easier, to expand your portfolio or feed your inner techno geek, you're certain to find something well worthwhile in this year's Top 30 selections.

In addition to choices residing within the familiar categories of access control, fire/life-safety, intrusion detection and video surveillance, the annual list also includes sales and business management software, LED lighting, installation tools, solar-powered devices, environmental monitoring, cloud-based applications, home management and more. Security technology buffs will note the expected prominence of high definition and megapixel video, analytics, video management systems, biometrics and wireless devices. However, they may be unfamiliar with some of the brands and models that won over our expert judges. In addition to being a useful reference for opportunity-hungry industry professionals, the Top 30 — like all such lists and awards — is subjective and lends itself to enjoyable discussion and debate. With that in mind, and in the spirit of the season, prepare for your head to spin like a kid with an all-access pass to Santa's Workshop as *SSI* proudly presents (in alphabetical order by writer) 2011's Top 30 Technology Innovations.

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## Aiphone IP Video Intercom



Bellevue, Wash.-based Aiphone's new IS Series IP video intercom continues to cement the firm's reputation for highly functional solutions in the world of convergence. When leveraging network-centric communication, you are no longer limited to the confines of a building or campus. Communication takes on new dimensions with this solution, including video verification and composite output to other systems, as well as rerouting failed calls throughout the "expanded" virtual network with simpler browser-based user interfaces. The product plays an expanded role with the importance of having a seamless emergency communication program. Plus, the free Quik Spec Plus app is easy to use, fast and accurate.

[aiphone.com](http://aiphone.com)

## Arecont 20-Megapixel Camera



Can you see the BIG picture? With the AV20365DN 20-megapixel panoramic IP camera from Glendale, Calif.-based Arecont Vision you really can. This is a unique product for its performance characteristics, functionality and, most importantly, overall value proposition. A systems integrator that takes the time and care to identify a good application, proper lighting, proper placement and realistic expectations will reward their customer with some high functioning video tools. The cost/performance benefits from a single AV20365DN installation are significant when you factor in installation time, wiring, service and maintenance. This becomes even more important over time when systems need "optimizing" to enhance performance.

[arecontvision.com](http://arecontvision.com)

## ASA Sales CRM System



Chicago-based ASA Sales specializes in a niche of the CRM market that focuses on sales opportunity management tracking and coaching with its M-Power product line. This company and product line was "into the cloud" at least six years ago and understands the economies of SaaS quite well. Its new product line, Jetstream, is a real-time saver for sales, customer service and management. For companies that want to improve internal and external communication, while improving efficiencies, this software solution is definitely worth a look. The learning and usage time is short and yet works with standard office productivity tools like Outlook.

[asalesystems.com](http://asalesystems.com)

## Axis Low-Light Network Camera



The Q1602-E from Axis Communications of Chelmsford, Mass., begins to answer the issues of low light situations for network cameras. The product's LightFinder feature combines technologies behind advanced imagers, high grade lenses and DSP to produce color images in extremely low light situations, better than previously available. This thus expands new application opportunities. The camera offers balanced performance during both daylight and with infrared lighting. The fixed camera delivers progressive scan image quality at extended D1 (768 X 576) resolution, along with multiple H.264 video streams.

[axis.com](http://axis.com)

## ComNet 4-Port Ethernet Switch



ComNet of Danbury, Conn., continues to support the migration path toward IP video, while uniquely leveraging existing older infrastructure assets. The CLFE4US1TPC switch combines four 10/100TX Ethernet signals and transports them over one coax or RJ-45 cable. Expanding the boundaries of traditional Cat-5e distance limitations 15-fold makes migration paths to IP video practical and affordable. This product can extend the IP network 900 meters using RJ-45. The switch is designed for applications where existing copper media is installed and an upgrade to an IP-based system is required. Less equipment needed to extend network reach delivers higher reliability at a lower cost.

[comnet.net](http://comnet.net)

## Gish Technology Video Design Tool



Gish Technology of Indianapolis introduces to IP video designers and sales teams a tool that brings the 2D modeling used in the sound and lighting industries within reach of the security integrator. The software is called vsCalc tools and takes the guesswork out of designing effective IP video systems. The solution makes a complex technology simple to understand and visualize when making critical product and installation decisions. The real benefit is when you can show a prospect on your iPad how the different product/price/performance ratios will ultimately impact the quality of their system, and also avoid sticker shock in the proposal stage.

[gisstechnology.com](http://gisstechnology.com)



## HID Secure Access Platform



HID Global of Irvine, Calif., introduces the next generation of access control readers and credentials based on the new iCLASS SIO (Secure Identity Object) technology-enabled (SE) platform that offers additional security to an increasingly portable communication world. The key here is implementing technology independence since the velocity of change, both hardware and software, must be factored into long-range security planning. This platform's technology-independent digital credentials can be deployed on a wide variety of devices, including smartphones, microprocessor-based cards, contactless smart cards, USB tokens and related devices.

[hidglobal.com](http://hidglobal.com)

## IQinVision Megapixel Outdoor Cameras



The IQeye Sentinel Series of megapixel outdoor cameras demonstrates how IQinVision of San Juan Capistrano, Calif., continues to deliver maturity and refinement. The recent innovations of remote back focus, installer-friendly hardware design, low power (7W) consumption even with a heater and flexibility of selecting video streams, results in a cost-effective and efficient installation process. Implementing IP video solutions is about reliability and optimizing the infrastructure costs like PoE switch and image storage hardware. These factors become crucial when the installation process involves electrical contractors as part of your delivery process.

[iqeye.com](http://iqeye.com)

## Napco Burg-Fire Combo Panels



Napco Security Group of Amityville, N.Y., has always been known for dependability and innovation. The company's new direction in panel design is worth sitting up and paying attention to during these competitive times. The GEM-C P1664 commercial combo and Firewolf Series are scalable burg/fire control panels that combine analog addressable fire, conventional fire, UL-approved commercial fire, addressable burg, conventional burg and UL mercantile burg wireless. In the past, panel manufacturers have led with a strong suit and bolted on additional service offerings. The Gem C family brings strength in each product offering into one scalable package. Bravo!

[napcosecurity.com](http://napcosecurity.com)

## Pegasus CCTV IR Bullet Camera



Pegasus CCTV of St. Matthews, Ky., offers the PVBHRDN-WDR color high resolution analog infrared bullet camera with Pixim Technology wide dynamic range at a reasonable price. In these economic times, analog still and will continue to own market share for applications with expectations of general surveillance needs and tight pocketbooks. This product meets those needs. Pegasus focuses on "value-added" CCTV with a couple of interesting twists for general surveillance and great customer service. The company reminds me of that Staples commercial ... just hit the EASY button.

[pegasuscctv.com](http://pegasuscctv.com)

## SenSource IP Traffic Counter



The PC-VID2-N video-based IP traffic counter with queuing options from Youngstown, Ohio-based SenSource allows the opportunity to measure customers waiting in lines and provide operational data back to management. This concept is not new, but the way the sensor packages are designed using IP infrastructure and high reliability is. This takes the burden off systems integrators that develop their own software packages, like I did 13 years ago! The accurate counting and discriminating between moving objects, such as adults and children, provides accurate data and video streams while working in "busy" environments that hinder traditional counting technologies.

[sensourceinc.com](http://sensourceinc.com)

## Strongstreams Video Routing



South Lake Tahoe, Calif.-based Strongstreams.com can help you route IP video securely around the globe through your ISP provider. While this is a bit "out of the box thinking," uploading event video to secure storage then having access to it just in time from anywhere adds a new dimension to situational awareness. For those customers that have far-flung operations but do not have a full-blown IT department, this service can facilitate video stream connections. Many IP video business and operational applications do not require the traditional approach to onsite storage. Having video streams delivered in real-time anywhere in the world will continue to grow in demand.

[strongstreams.com](http://strongstreams.com)



## Veracity Cold Storage NAS



The COLDSTORE from Veracity USA of Glen Rock, N.J., is a clean, straightforward way to store IP megapixel video. Writing heavy bandwidth, "thready" data streams directly to disk solves problems that have slowed the adoption of IP video. Network attached storage (NAS) was always a simple, cost-effective approach for storing megapixel images without artificially limiting quality, quantity or delivery due to bottlenecks in network design or processing power. This cold storage approach is affordable, saves energy and has operational simplicity from an IT management perspective. Systems integrators just now venturing into megapixel video should give this approach a hard look.

[veracityusa.com](http://veracityusa.com)



## Via680 Business Management Tool



Get your "Ving" on if you want to communicate with your customers, suppliers or associates. From Youngstown, Ohio-based Via680 comes an approach that can significantly change how you cut through the clutter or E-mail with powerful tools to get your message across, and bring value to your company. With Ving, you can send targeted video, documents and feedback surveys into the cloud quickly, effectively and easily with only one caveat, your contact base must co-op into the program. I like the way this tool provides "high touch" and results. This new company's leadership has been around the track, so expect great things.

[via680.com](http://via680.com)

## WeSuite Sales Management Tool



White Plains, N.Y.-based WeSuite's new WeOpportunity module extends the business tools and disciplines that separate highly profitable systems integration companies from integrators that find it difficult to achieve scalable growth. As in all computer application programs that purport to increase productivity, the one chink in the armor is the integrity of databases. Having a single database to work from in this fluid and dynamic business speeds up processes, improves customer service, forecasts both operational and sales trends, and most importantly adds to that which will keep you in an ongoing concern — profitability. Having proven business modules to build upon, WeOpportunity will be a winner.

[wesuite.com](http://wesuite.com)



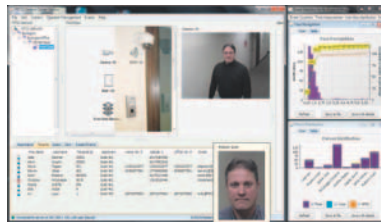
## BES Flex Auger Drill Bit



I am always looking for the perfect tool, and I believe I may be pretty close with the Quattro flex auger bit from Deposit, N.Y.-based BES Manufacturing. Talk about a hot knife through butter. Use this auger bit to drill smooth, clean holes in wood more quickly. The amazing tool features four fluted cutting edges and is crafted from high quality steel. A screw tip at its head pulls the bit aggressively through wood and makes drilling an effortless task. The four sharpened edges allow rapid cutting and the flutes ensure easy and thorough removal of debris. This is truly a landmark in drill bit design.

[fiberfish.com](http://fiberfish.com)

## FST21 Biometric Access Control



SafeRise from Burlington, Mass.-based FST21 is a comprehensive building security access solution and service that facilitates management and control of entry points, common areas, elevators, and parking. The system functions in an almost human-like manner by utilizing patent-pending, second-generation biometrics, and a fusion of state-of-the-art voice, face, and license plate recognition technologies with sophisticated video, voice and behavioral analytics. It allows easy, automated and convenient identity management access by recognizing residents or employees by the way they look, talk, and walk. It can even carry on a conversation with them and their visitors.

[fst21.com](http://fst21.com)

## GRI Hold-up Switch



A good hold-up switch should be quiet, reliable, tamper-resistant and have a latched indicator. The new HD-1 hold-up device from the long-established George Risk Industries (GRI) of Kimball, Neb., easily fills this bill. The unique design features a glowing green LED to indicate an armed state. To ensure against accidental tripping, both finger pads must be touched simultaneously. When this occurs, the LED glows red and the zone will go into an alarm condition. To reset to the armed condition, simply touch the left finger pad. An accidental bump or touch will not trigger the GRI hold-up device, and even an operator wearing gloves can activate the sensor.

[grisk.com](http://grisk.com)



## HES Electric Strike Solution



Phoenix-based Hanchett Entry Systems, an ASSA ABLOY company, introduces the HES 8500 Series, the first concealed electric strike solution for mortise locksets. Designed for fast, convenient installation, the 8500 fits into low-profile openings with no modification to the face of the frame. Best of all, the product's creative design helps manage some of the unique challenges of a mortise lock installation. I invite you to take a moment to get to know the newest member of the HES concealed strike family.

[hesinnovations.com](http://hesinnovations.com)

## iEvo Fingerprint Access Control



There is a new fingerprint reader on the block and you better take notice. U.K.-based iEvo's Ultimate model is an IP device with a minimalistic design that is user-friendly and vandal-resistant. Designed to be used both internally and externally, it is IP65 rated and can be flush or surface mounted. The reader's *multispectral imaging* technology obtains fingerprints through dust, dirt, water and oils, and the unit can also see through light latex gloves. Its case is a polycarb ABS mix offering both flexibility and rigidity. Coupled with a toughened glass sensor and piezo button, the unit will withstand a large range of attacks.

[ievoreader.com](http://ievoreader.com)

## Linear Prox Transmitters & Tags



Linear of Carlsbad, Calif., is offering the TRANS PROX line, which includes the ACT-34DH four-channel factory block coded key ring transmitter and 26-bit HID-compatible proximity tag. The product's 26-bit Wiegand prox tag is programmed to the same block code as the transmitter. The transmitter uses MegaCode format, so it is factory pre-programmed with one of more than 1 million codes, virtually eliminating the possibility of duplication. Because the receiver 'learns' each specific code, no unauthorized person can gain access to the system by reprogramming a transmitter.

[linearcorp.com](http://linearcorp.com)

## MicroPower Solar-Powered Camera



The MPT2500 Rugged-i wireless video camera from La Jolla, Calif.-based MicroPower Technologies is a standalone system featuring solar-powered housing.

The product includes removable antennas that do not require alignment and allow for substitution of higher gain antennas for longer range operation. These features result in significantly lower installation and acquisition costs compared to competitive solutions. The Rugged-i is powered by an integrated solar cell array that reduces power consumption by as much as 95 percent, providing continuous operation even in low-light situations. The camera does not require direct sunlight.

[micropowerapp.com](http://micropowerapp.com)

## Optex Wireless Perimeter Detectors



Have you ever wanted to bid a nice perimeter job but did not want to hassle with trenching? Now your day has come thanks to Chino, Calif.-based

Optex America. The new AX-100TFR and AX-200TFR battery-operated photoelectric detectors are a revolution in the perimeter security industry, offering a significant cost saving alternative to a traditional hardwired system. No trenching is required, drastically reducing installation costs. The units come wireless ready with a multifunctional back box and are compatible with most manufacturers' wireless systems. The AX-TFR Series comes with four 3.6V batteries, with an average lifespan of 5 years on the 100-foot model and three on the 200-foot version.

[optexamerica.com](http://optexamerica.com)

## Salient Systems Video Management



The CompleteView suite of applications from Austin, Texas-based Salient Systems provides everything you need to manage your single-server or multiserver enterprise video system from a single desktop, whether it's local or remote. Powerful applications such as video client, alarm client, Web client and mapping are included. CompleteView is built from the ground up using a unique recording architecture. It was also designed to 'play nice in the IT world' as it doesn't interfere with existing applications, out-of-band management tools, antivirus software or firewalls.

[salientsys.com](http://salientsys.com)



## Scallop Panoramic HD Camera



The design and function of the M6-200 panoramic camera system from Boston-based Scallop Imaging has impressed me from the beginning. The 6-megapixel device is the first distributed image panoramic camera specifically designed to provide outstanding image quality under very low light conditions. The camera's five highly sensitive monochrome 1.2-megapixel image sensors combine with high resolution f/1.7 optics to deliver unsurpassed image quality, from bright sunlight to 0.01 lux without the need for IR illumination. It delivers a 720p HD video stream at up to 15 fps with a seamless 200° field of view and up to four separate detail views. In addition, the camera can record 6 megapixels at 1 fps in the background for recording and viewing later.

[scallopimaging.com](http://scallopimaging.com)

## Telguard Cellular Alarm Communicator

The new TG-1 Express from Telguard of Atlanta now offers a patent-pending approach for supporting listen-in and two-way voice verification directly over GSM for residential alarm communicators. For some, local ordinances are making alarm verification a necessary part of every installation. Without requiring landlines, the TG-1 Express provides a robust, UL-Listed system for passing voice and alarm data reliably to the central station. Until now, installing two-way voice or listen-in hardware required a landline — something that exists in an ever-decreasing number of homes. In conjunction with the panel manufacturer's voice hardware, dealers can easily and cost-effectively support voice verification without a landline.



[telguard.com](http://telguard.com)

## 3VR Video Intelligence Platform



San Francisco's 3VR has designed a highly-scalable and IT-friendly analytic powerhouse. The VIP server class is designed to meet the complex application and integration requirements of large deployments with options such as external storage and server OS. One can reduce investigation times by more than 50 percent and increase the number of solved cases by making video instantly searchable, and by correlating it with data from other enterprise systems. This is a product line that can gain a competitive advantage by revealing new ways to reduce costs and enhance customer-facing marketing and operations.

[3vr.com](http://3vr.com)

## Totus LED Lighting System



As a security expert, how often do you sell lighting solutions with CCTV systems? Totus Solutions of Bethesda, Md., has a good match for your next CCTV project with the introduction of a really cool LED lighting system. The fundamental technological benefit of LED lighting is reduced power consumption when compared with conventional bulbs. When designed properly, LED lighting can approach 80-percent efficiency in the conversion of electrical energy to light energy. LEDs also provide an extended life versus conventional lighting — producing up to 100,000 hours of maintenance-free operation. LEDs also approximate daylight quality with higher real rendering of colors, which is great for CCTV images.

[totus-lights.com](http://totus-lights.com)

## 2GIG Home Management System



What happens when you get a couple of former Honeywell Security hotshots starting a new wireless manufacturing business? You get a new company called 2GIG Technologies of Carlsbad, Calif., and the very popular GO!Control system. The company has put together one of the most technologically advanced residential security and home management solutions in the industry. The self-contained, all-in-one security and home management system panel features a color LCD touch screen. Web and PDA features are available through Alarm.com. This product line is catching the attention of many and is worth a serious look.

[2gig.com](http://2gig.com)

## Winland Environmental Monitoring



Winland Electronics has done it again. Selling environmental monitoring to SMBs can be a big extra for your business and Mankato, Minn.-based Winland could not have made it easier with its extensive wireless EnviroAlert EA800. Sell this system as a way to help your customers be smart with their energy usage. I also like features such as the USB data logging, and the system has a nice display unit with wired zones as well as the wireless. Additionally, you can do industrial measurements such as pressure and flow. With a designated relay output for each sensor, the EnviroAlert EA800 will activate alarms, dialers or transmitters when programmed limits have been exceeded.

[winland.com](http://winland.com)