



SQX Solution Day Q3 2023

4 August 2023 (Friday)

12:00 – 17:00pm

Level 7, The Ballroom, Cordis Hong Kong

[555 Shanghai St, Mong Kok, Kowloon, Hong Kong](#)

Into AI Empowered Smart Security Ecosystem



REGISTER NOW

email to RSVP@securex.hk for inquiry

(Limited Seats, registration will be based on SQX's final confirmation)

Main Sponsors:

i-PRO

 **milestone**

DELL
Technologies


veracity

Technology Partners:

 **AGILECORE**

 **BriefCam**

BELDEN

 **zenitel**

Supporting Partners :

KeeDas[®]

 樂古科技
FRESHERA

Integrated with
 **AGILECORE**

KEDACOM

itC

IDENTIV

Programme Rundown

Time	Programme	Speakers
12:00 - 13:30	Registration, Lunch & Technology Corner Visit	
Session One 13:30 to 15:00	Welcome Speech & Panel Discussion	Mr. Alex Kwan (SQX)
	Milestone AI Ecosystem	Mr. Jordan Cullis (Milestone)
	BriefCam Video Analytics 23M1	Mr. Justin Thing (BriefCam)
	Latest Surveillance Transmission and Storage products	Mr. Kisanga Somacyril (Veracity)
	i-PRO Edge AI Camera	Mr. Yohei Yamaguchi (i-PRO)
15:00 - 15:45	Coffee Break and Technology Corner Visit	
Session Two 15:45 to 16:50	Dell Unstructured Data Solution	Mr. Sam Wah (DELL Technologies)
	AgileCore - From monitoring to management	Mr. Eddy Lee (AgileCore)
	Industrial Grade High Availability Network Infrastructure	Mr. S K Tam (Belden)
	Zenitel PAVA Solution	Mr. Felix You (Zenitel)
16:50 - 17:00	Lucky Draw and Closing	

subject to final confirmation before the solution day.

Speakers & Panelists

In the alphabetical order of the family name, and, is subject to final confirmation before the solution day.



Mr. Jordan Cullis
Director of Sales, Asia Pacific
Dell Technologies



Mr. Alex Kwan
General Manager & Founder
SecuRex Solution Limited



Mr. Eddy Lee
Chief Sales and Marketing Officer
AgileCore Technology Ltd



Mr. Kisanga Somacyril
Regional Manager,
SE Asia Region, Veracity



Mr. Justin Thing
Regional Sales Director, SEA
BriefCam



Mr. Sam Wah
Solution Manager,
HK & Macau Unstructured Data
Solutions, Dell Technologies



Mr. Yohei Yamaguchi
Manager
i-PRO APAC PTE. LTD



Mr. Felix You
Business Development Manager,
Greater China, Zenitel



Milestone Systems, at a glance

Milestone designs, develops and produces world-leading open platform IP-based video management solutions.

- Founded in 1998
- Standalone company in the Canon Group
- A global leader in data-driven video technology

24
Offices around
the world

1,000+
Milestone
employees

2,000+
technology
partners

11,000+
devices
supported

11,000+
resellers

500,000+
installations

Business benefits and value creation



Scalable



Flexible solution



No proprietary technology



Open Architecture

milestone Marketplace for solutions

> 200

Solution Services
on the portal

> 300

Solution & Hardware
verified by Milestone

> 15

Different types of
verticals

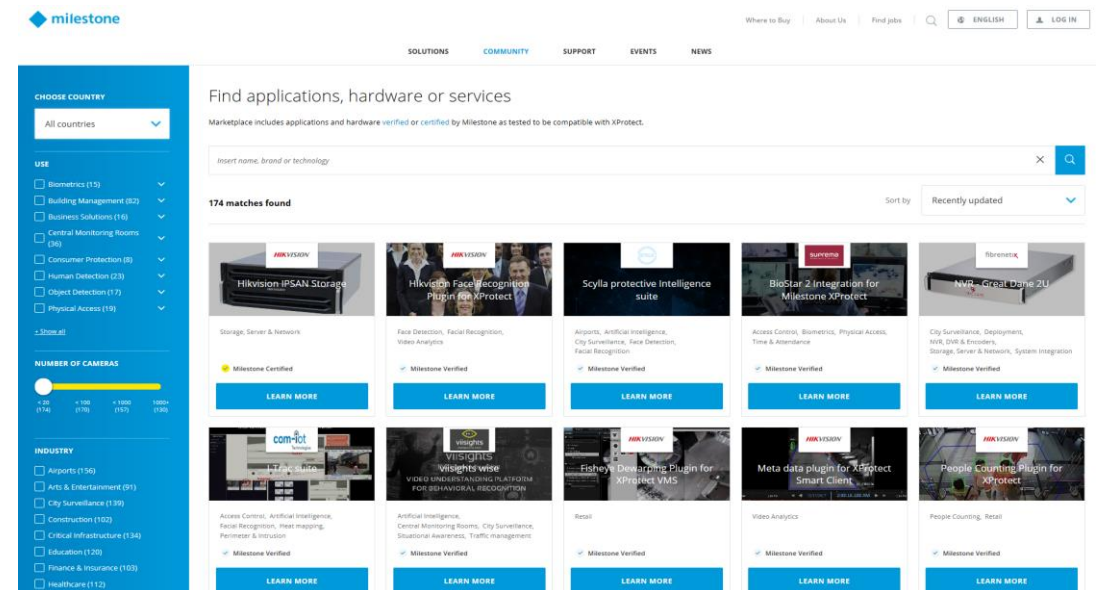
WHY USE MARKETPLACE?



Explore
the full potential
of XProtect

Connect
with trusted technology and
solution service partners

Deploy
the perfect combination
for your business



milestone

Where to Buy | About Us | Find jobs | ENGLISH | LOG IN

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Find applications, hardware or services

Marketplace includes applications and hardware verified or certified by Milestone as tested to be compatible with XProtect.

Insert name, brand or technology

174 matches found

Sort by: Recently updated

- Hikvision iPSAN Storage
- Hikvision Face Recognition Plugin for XProtect
- Soylia protective intelligence suite
- BioStar 2 Integration for Milestone XProtect
- NVR - Great Dane 2U
- Storage, Server & Network
- Face Detection, Facial Recognition, Video Analytics
- Airports, Artificial Intelligence, City Surveillance, Face Detection, Facial Recognition
- Access Control, Biometrics, Physical Access, Time & Attendance
- City Surveillance, Deployment, NVR, DVR & Encoders, Storage, Server & Network, System Integration
- Milestone Certified
- Milestone Verified
- Milestone Verified
- Milestone Verified
- Milestone Verified
- LEARN MORE
- LEARN MORE
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- LEARN MORE

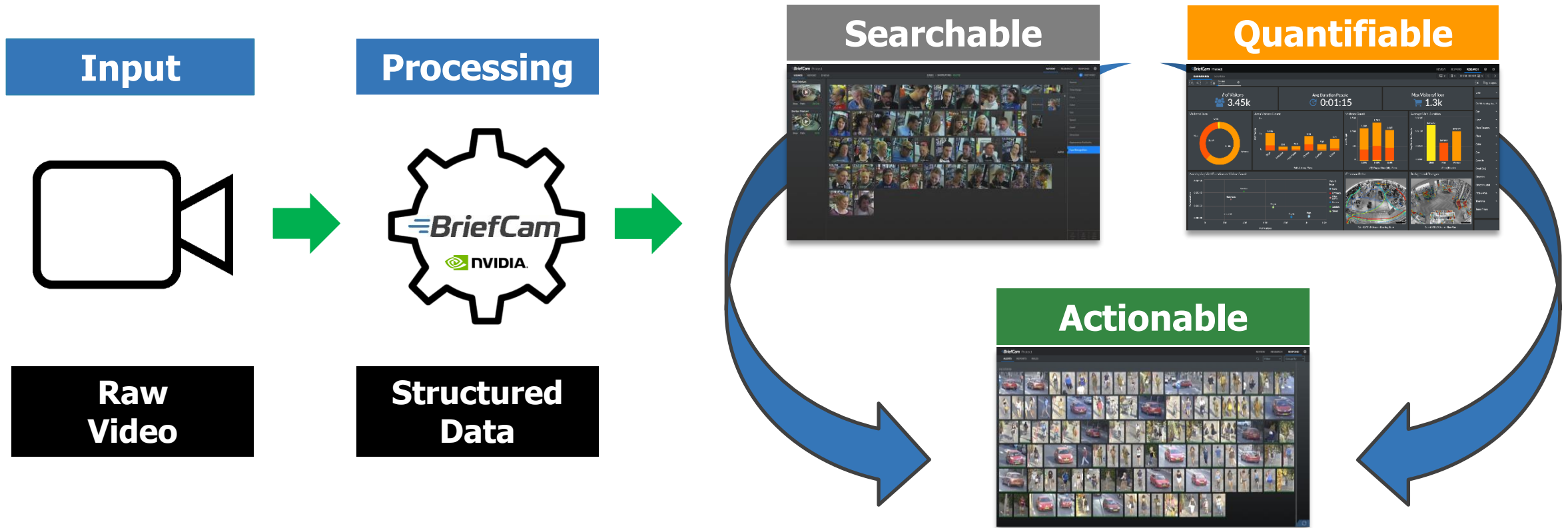
NUMBER OF CAMERAS

INDUSTRY

- Airports (156)
- Arts & Entertainment (91)
- City Surveillance (199)
- Construction (102)
- Critical Infrastructure (134)
- Education (129)
- Finance & Insurance (103)
- Healthcare (112)

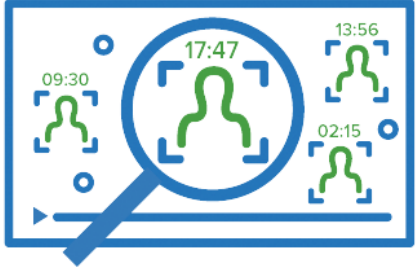
- Access Control, Artificial Intelligence, Facial Recognition, Heat mapping, Perimeter & Intrusion
- Artificial Intelligence, Central Monitoring Rooms, City Surveillance, Situational Awareness, Traffic management
- Retail
- Video Analytics
- People Counting, Retail
- Milestone Verified
- Milestone Verified
- Milestone Verified
- Milestone Verified
- Milestone Verified

BriefCam - Unlocking the Value of Video



BriefCam's unique fusion of computer vision and Deep Learning technologies, together with its patented VIDEO SYNOPSIS® application, provides breakthrough process-once-use-many functionality

BriefCam – 3 in 1 seamlessly integrated



1. **BriefCam REVIEW | Accelerate Investigation:** BriefCam's breakthrough technology *detects, tracks, extracts and identifies people, objects, their attributes and behavior* from video. By presenting objects that have appeared at different times within the video simultaneously, BriefCam enables the *review of hours of video in minutes*.



2. **BriefCam RESPOND | Attain Situational Awareness:** *BriefCam's real-time alerting* capabilities, including support for *face and license recognition*, effectively balance sensitivity, accuracy and efficiency.



3. **BriefCam RESEARCH | Derive Operational Intelligence:** BriefCam's embedded BI platform *utilizes the extracted and aggregated video metadata* such as men, women, children, vehicles, size, color, speed, path, direction, and dwell time, enabling users to *quantitatively analyze their video, derive actionable insights*, and visualize them within *customizable dashboards* for data driven safety, security and operational decision making.

The Formation of i-PRO

We launched our new i-PRO logo to symbolize our new company and brand, working toward further growth based on our legacy of over 60 years of Panasonic innovation with end-customers having a strong awareness of us.

<Previous i-PRO logo>

i-PRO



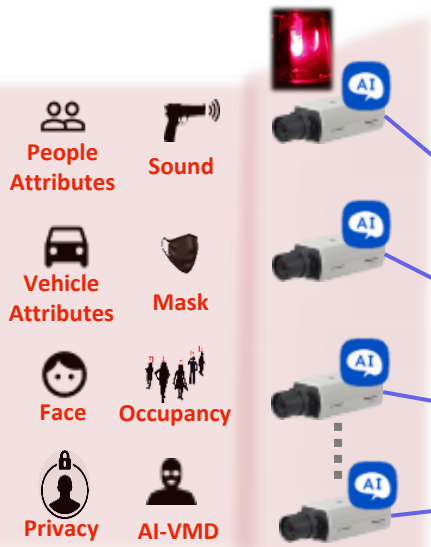
<New i-PRO logo>

⋮i-PRO



As the first step of our initiative, the new logo appears on our new network camera with the AI engine we launched in July 2020. Upcoming newly released products will all appear with our new logo and most of existing products will running change as well.

How does it work?

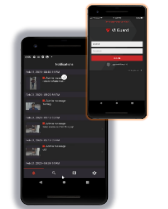
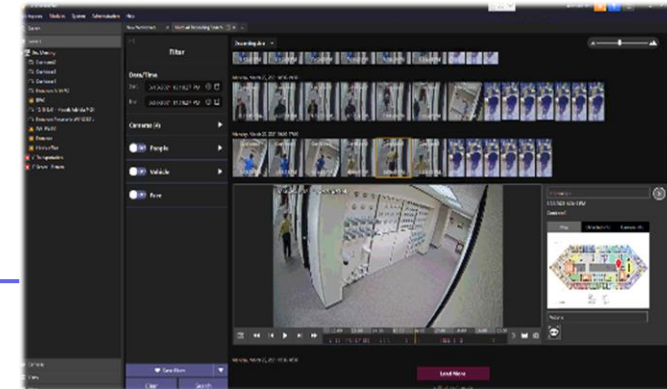


Open Platform strategy

➤ Strategic alliance



VMS + Active Guard Server



VI Guard (VI only)

- ✓ Receive Notification
- ✓ Search Event and Object

EDGE ANALYTICS

ACTIVE GUARD SOFTWARE ON VMS SERVER

- Receive and Store Metadata
- Provide the Ability to Search Event and Objects

ACTIVE PLUG-IN WITH VMS CLIENT

- Object (Face, People, Vehicle) Search
- Live Event Monitor and Search (AI-VMD, Sounds, Face)

Video Industry Revolution by Veracity



Subtitle:

COLDSTORE Video Storage Technology

Video Display & Video wall Controllers

PRODUCTS & SOLUTIONS

Our IP transmission devices, camera installation tools, and display controllers are use in a wide range of security applications.

HIGHWIRE®



Ethernet and POE over legacy coax

LONGSPAN®



Long-distance Ethernet and POE

OUTREACH®



Network and POE Extenders

POINTSOURCE™



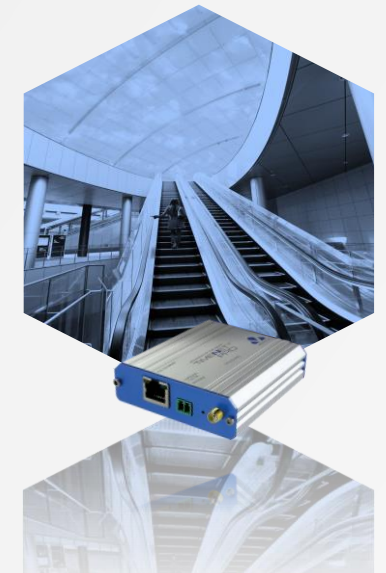
Camera Installation Tools. POE Injector

VIEWSPAN Solo®



Multi Video Display Controller

TIMENET Pro®



Compact Master NTP Time Server

Unstructured Data Solutions

“Dell Technologies has also once again received the highest overall position for its Ability to Execute in the Leaders quadrant of the report.”³

Gartner

#1

Scale-out NAS Vendor¹

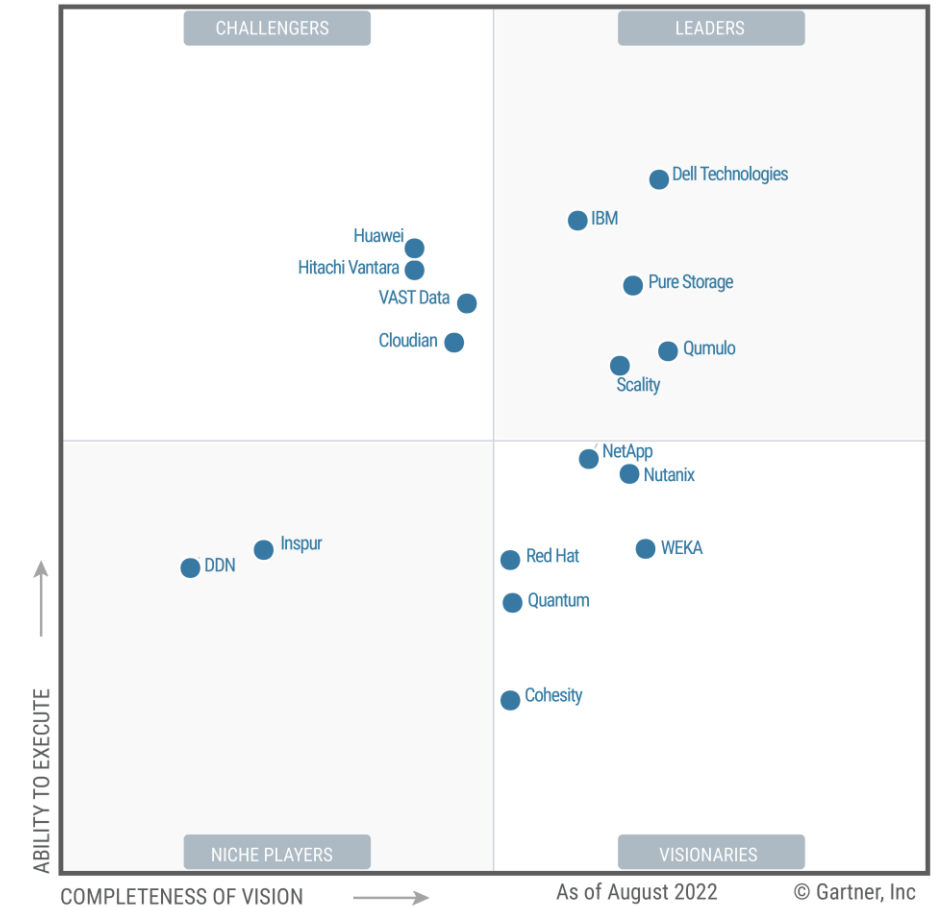
#1

Object Storage Vendor²

60%
of Fortune
500 customers

17,000+
Customers
as of 2023

Figure 1: Magic Quadrant for Distributed File Systems and Object Storage

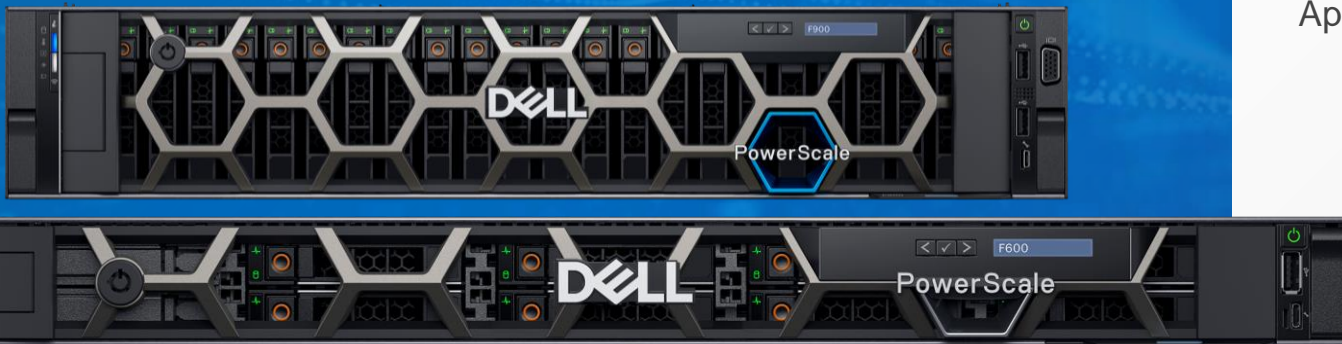


Source: Gartner

Gartner recognizes Dell Technologies as a **Leader** in the 2022 Gartner® Magic Quadrant™ for Distributed File Systems and Object Storage for the **seventh year in a row**³

PowerScale

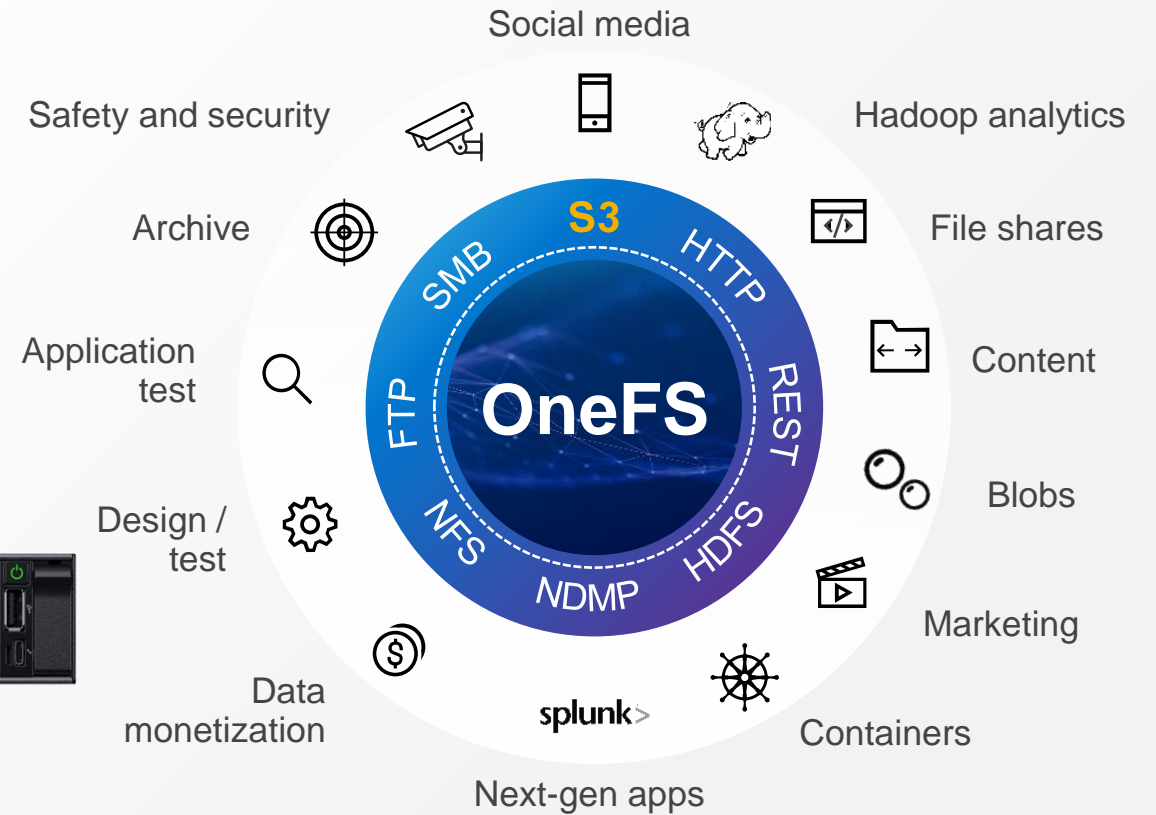
The World's Most Flexible¹ and Secure²
Scale-out NAS Solution



“Dell PowerScale storage takes seamless collaboration to a truly global scale with the geo-diverse teams that produce the NBC Olympics.”

– Darryl Jefferson, vice president, Broadcast Operations & Technology, NBC Olympics

Store and Protect a World of File Data



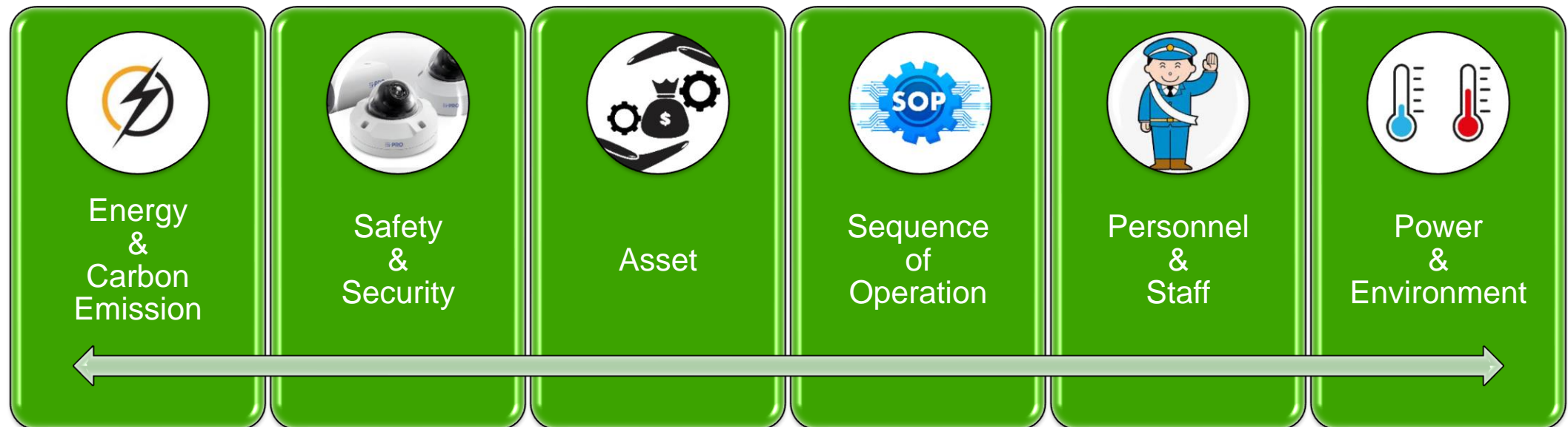
Integrated ransomware protection

The Team & The Software Platform

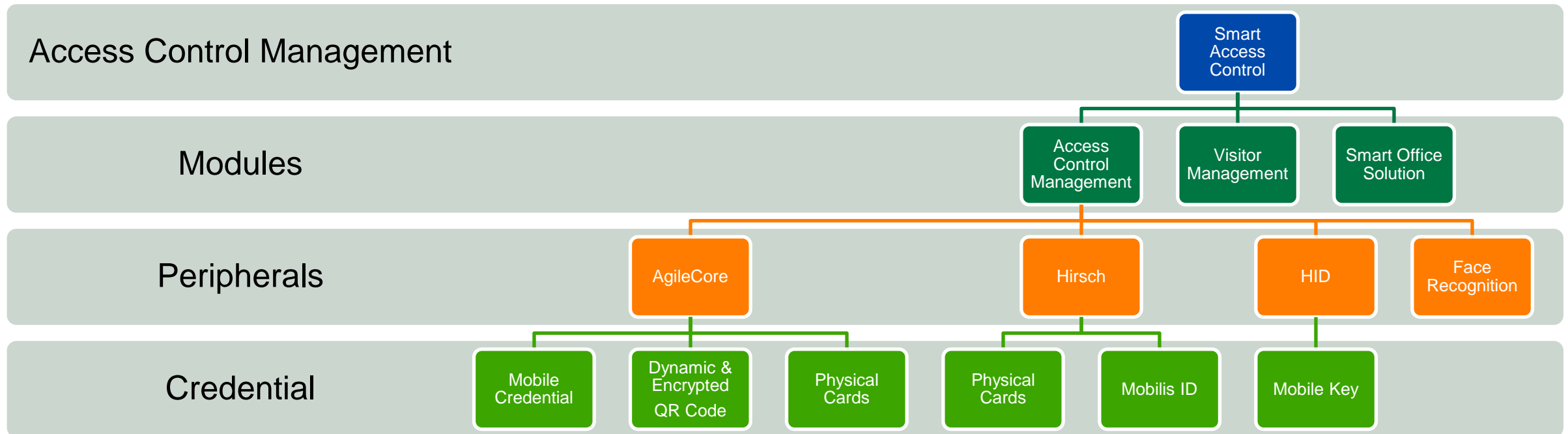


3 Core Functions

6 Base Modules



Smart Access Control



Smart Security & Operation Management



Compliance to Open Standards & regulations

Maintainability with Service & Support

Present and Action Layer

PC Client Mobile Client Dashboard Intelligent Report Messaging

Application Layer

Dashboard 3D Visualization Health Status Campus Security Operation Status
Data Aggregation

Incident Management Visitor Management Guard Tour Carpark Circulation
Announcement Roster Management Time Schedule Physical Security Information Management

Fire Service Equipment Security Equipment ICT Equipment Status Approval Meeting
Facility & General Management Portal

Services

2D GIS 3D Model Forms Database Docker Geospatial Credential Audio & Video

Connection & Actuation

BacNet SDK API SOAP RESTFUL ONVIF ModBus OPC Zigbee LoRA

Sub-systems & Edge Equipment

Access Control Carpark Energy & Carbon Video Structuring Surveillance Energy BMS AFA
Sub-Systems

Drone IOT Sensors Actuators Cameras Location Trackers Portable Devices Intercom RTU
Edge Equipment

Who is Zenitel?



The world leading provider of intelligent critical communication solutions

To keep people safe, by enabling everyone to hear, be heard and be understood – Anytime & Anywhere.



IP INTERCOM & NOTIFICATION DEVICES



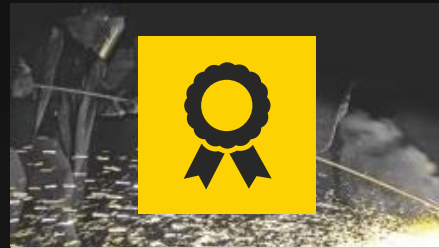
Standards & Certificates



Quality Standards



Environmental Standards



Certificates

ATEX directive 94/9EC
 IECEx
 IEC/UL 62368-1
 IEC 60079
 EN54-16:2008
 IEC 60945
 IEC 60533
 EN50155
 EN55024
 EN61000-6-1/2/3/4
 UK Network Rail Approvals



Compliance to the market

DNV, ABS, CCS, RMRS, LR, Bureau Veritas, RINA



Accreditations

Accredited by numerous companies and listed in several supplier databases

Achilles, Equinor, Shell Oil Danish Defense, Copenhagen Airport and more..





Register today!!!

Looking forward to see you there!!!



REGISTER NOW

email to RSVP@securex.hk for inquiry

(Limited Seats, registration will be based on SQX's final confirmation)

Professional
Commitment
Service