

Call for Papers
Deadline October 22nd

Speakers qualify for reduced exhibition space at £2995

M2M for Security

The Internet of things for the Security industry

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Confirmed presentations include Vodafone, Everything Everywhere, Deutsche Telekom, Transatel, Concurus, Sony Europe, Telenor, Siemens, Thames Valley Police, Connexion2 and more.

The Security market is set for significant growth as **M2M applications and solutions** are providing both **original equipment manufacturers (OEM's)** and asset owners the ability to deploy products that can more effectively monitor, control and respond to security instances with real time functionality.

Next generation Security systems will need to be robust, flexible, scalable and secure to maintain competitive advantage. Solutions that are easily deployable in remote regions, that can react and respond to immediate threats and emergencies are becoming paramount into today's security environment. The M2M market is set to redefine opportunities for the Security industry, for manufacturers and end users. However many questions remain:

How will you develop and define your **product offering to your customers?**

How secure is your M2M solution really?

M2M is redefining connectivity- how is your business adapting to meet this challenge?

Operators must adapt new strategies - What is the size and shape of the win and is your company suitably prepared to champion the m2m market??

Developing understanding of connectivity - Dynamics and business drivers are changing, keep ahead of the game.

Target new growth areas - Security is one of them. Fleet, Vehicles and Insurance is another see <http://www.m2mfleet.co.uk>

Identifying core competencies - what is your go to market strategy? Do you have the core skillsets in place and could you be doing more to maximise profitability?

Partnerships or Outsource - Learn how leaders are gaining competitive advantage through refined distribution channels.

M2M for security will quickly become the top priority for connecting and monitoring personnel and services deployed in hazardous environments, as **connectivity, rapid response** and next generation applications are quickly deployable in remote regions.

Suggested topics

- Government policy on **white spaces for M2M**
- Machine to Machine market growth
- Security and Surveillance applications that will benefit
- What are the Challenges for the Security industry?
- Regional Perspectives from Leading M2M Mobile Operators and MVNO's
- What are the risks of current Security systems?
- Why M2M for Security?
- Operating security systems: The M2M proposition
- M2M versus Fixed Line – Risks
- Security for workers, personnel and management
- CCTV and Security Systems
- Managed access control of Security Systems
- Vehicle theft, tracking and recovery
- Threat Detection

SUGGESTED PROGRAM PLEASE PUT FORWARD YOUR OWN ABSTRACTS ALSO

Government policy on White Space

- Improve knowledge of risks of using wireless and connected devices
- How White Spaces will work in the UK
- Support response capability
- Utilisation of White Spaces –what operators need to know
- License exemptions
- Next Steps

The future for surveillance technology across our communities

- How new technologies facilitate operational efficiency
- Maintaining a strong security composure during budget cuts
- How technology will offer considerable cost savings in terms of time spent on investigations
- Case studies

Machine to Machine market growth

- Size and shape of the market currently
- Future forecast

- Market sectors experience most growth
- Understanding the possibilities and the risk
- Emerging areas- White Space

How will you develop and define your product offering as the technology landscape changes?

- M2M is redefining connectivity- how is your business adapting to meet this challenge?
- Operators must adapt new strategies - What is the size and shape of the win and is your company suitably prepared to champion the m2m market??
- Developing understanding of connectivity - Dynamics and business drivers are changing, keep ahead of the game.
- Target new growth areas
- Identifying core competencies - what is your go to market strategy? Do you have the core skillsets in place and could you be doing more to maximise profitability?
- Partnerships or Outsource - Learn how leaders are gaining competitive advantage through refined distribution channels

Meeting the demands for Security

- Ensuring reliability and real time communications
- Supporting centralised solutions
- International Deployment
- Developing M2M partnerships
- Product evolution and expansion

Regional Perspectives from Leading M2M Mobile Operators and MVNO's

- Regional penetration
- Regulatory framework
- Market perceptions
- International expansion
- Application and aggregator relationships

- Opportunities and challenges
- Business drivers

Security and Surveillance applications that will benefit

- Access and mobility control
- Alarm management
- Home Security
- Vehicle Security
- Surveillance Cameras

What are the Challenges for the Security industry?

- Ensuring a robust flexible product to end user
- Connectivity partnerships – lowering costs delivering value
- Reliability – End to end security for customers
- Flexibility and scalability for add on devices
- System management for installed architecture
- Rapid response to emergencies, guaranteed reliability

What are the risks of current Security systems?

- Fixed line disruption
- Lack of remote visibility and real time monitoring
- Reliability and downtime
- Integration of communications process
- Response and recovery time
- Cost
- Connectivity limitations

WHY M2M FOR SECURITY?

- Creating a secure, robust, flexible, scalable network
- Data transmission reliability
- Deploy on demand
- Functionality in a remote region

- Location-tracking features
- Increase flexibility and availability while lowering installation expenses
- Examples

Partnerships and implementation

- Creating a compelling case for M2M solutions
- Strengths of integrated expertise
- Understanding the potential of Mobile Networks
- M2M as a back up system or replacement of landlines
- Opportunities to embrace the Security/CCTV market

Operating security systems: The M2M proposition

- Improve your operational efficiencies
- Transferring real time information
- Wireless connectivity increases your up-time
- No risks of fixed line installations
- CCTV supported with high capacity connections and data volume
- System-wide network coverage for instant access to information and communications.

M2M versus Fixed Line – Risks

- Security outages
- Denial-of-service attacks
- Do Mobile operators have visibility on what is exactly going on their network?

Security for workers, personnel and management

- Integrated tracking and wireless communication devices
- Key information to be exchanged without human intervention
- Immediate help in Emergencies: audio and video to a security monitoring station
- Improve productivity by optimizing staff deployment
- Keeping employees connected even during long shifts in remote locations
- Improving total cost of ownership for integrators

CCTV and Security Systems

- Real time monitoring
- Rapid Deployment
- Secure control paths
- Managed secure channels

Alarm Management

- Immediate response to critical conditions
- Secure and rapid communications to control
- Burglar monitoring- intrusion detection
- Internal Building sensors
- Perimeter protection
- Asset and property protection

Public Security and Safety Management

- Coverage of remote locations that are potentially hazardous
- Photographic monitoring
- Integration of Sensors
- Access Control – dangerous environments
- Deliver live information to the control room

Managed access control of Security Systems

- Cost effective implementation
- 2 way communications to/from a central control station allowing remote surveillance
- Manage access to sites remotely; access to control areas- doors, locks

Vehicle theft, tracking and recovery

- Implementing a security strategy to provide real time control and visibility
- Understanding the business drivers such as reduced insurance premiums, vehicle health maintenance
- Onboard SIM to remotely immobilise stolen vehicles - recovery
- Rapid response with police and emergency services -response

- On board connectivity benefits from eCall, Glonass - safety

Threat Detection for perimeter Security

- Remote maintenance and control
- Recognising behavioural patterns
- Supplement intelligence in order to improve security
- Reinforce the security perimeter and extend protection

ATTENDING PROFILES

Who is going to attend:

- Government
- Telecom Operators
- Wireless Operators
- Telematics companies
- Security industry
- Transport Industry
- Border Security

Job titles:

- Head of Security
- Security Director
- Head of technology
- Security Manager
- IT Director
- IT Manager
- Network architect
- Network Director
- Enterprise Architect
- Head of Business Development
- Head of innovation
- Research and Development Manager
- Research and Development Director
- Asset Managers