ISCWEST

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LOOK INSIDE
for IP Institute,
Roundtable
Discussions, and
New Tracks!

Complete. Relevant. Unrivaled.

Meet today's security challenges head-on by attending ISC Education at ISC West. Whether you're a dealer, installer, systems integrator or end-user of security, you'll find crucial information and resources to meet your needs. In-depth training, case study orientation, classroom and round table discussions on state-of-the-art security solutions featuring these general topic areas:

Technology – Learn the latest from hardware to software
• *Intelligent Video & Video Analytics*
• *New Technologies in Digital Video Storage*
• *Power over Ethernet*

Applications – Study real life examples of which technologies to use and how to apply them in different settings
• *Residential Home Networking*
• *Municipal Surveillance*
• *ID Management*

Design/Installation – Gain in-depth skills to design security systems
• *Design Considerations for a Scalable Network*
• *Installing Wireless Networked-Based Surveillance*
• *Traffic Engineering for IP Video Networks*

Safety & Security – Understand strategy and technology for incident management
• *Urban and City Security*
• *Workplace Violence*
• *Computer-Based Emergency Response*

Join more than 24,300 industry professionals at ISC West for all the right companies, all the right products and all the right solutions from over 950 exhibitors. You can't find a better place for all your security needs at the best time of the buying cycle.

ISC West, secure your place today at:
www.iscwest.com/isceducation

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What's New at ISC Education

IP Institute

Institute

In addition to the daylong session for Physical Security Network Associate, we've added a new level-two course for Physical Security Network Professional. In just two days, you'll gain hands-on knowledge of convergence best practices that you can apply to your business. *See page 4 for details.*

Roundtable Discussions NEW!

Meet the Pros! – This panel of experts will address the anatomy of an acquisition in the alarm industry. *(see page 9)*

Retail Loss Prevention Trends, Techniques, and Technology – Meet with retail loss prevention executives from Wal-Mart Stores Inc., Best Buy, and OfficeMax. *(see page 13)*

Special Sessions
SP03 - *Physical Security Network Project Manager*
Thursday, March 29, 2:00 pm – 3:00 pm
Jim Gompers, President, Gompers Inc.
(see page 12)

8H12 - *Network Video Options and Applications*
Thursday, March 29, 2:00 pm – 5:00 pm
Dave Engebretson, President, Slayton Solutions Ltd. (see page 17)
(Can be purchased separately)

ISC Education keeps you connected to the latest industry trends

ISC Education offers courses to connect you to products on the show floor: Urban Security, SmartHome and Information Security. Look for the following symbols in the course descriptions to find just what you need:

Urban Security

SmartHome@ISC

Information Security

Featured Highlights

Catch real life scenarios at behind-the-scenes security tours
Tuesday, March 27

See security in action when you go behind the scenes at these exciting venues. Tours will begin at the Sands Convention Center. DO NOT GO TO THE INDIVIDUAL SITES!

8:00 am – 10:00 am
T01 – *Stratosphere Surveillance Monitoring*
T02 – *NAVCCTV Integrated System Surveillance*

10:30 am – 12:30 pm
T03 – *Stratosphere Surveillance Monitoring*
T04 – *NAVCCTV Integrated System Surveillance*

(Can be added to any package)

Free sessions for all ISC West attendees

ISC Education offers you these sessions **FREE** with registration:

CCTV Certification: The Path for the Professional *(see page 6)*
Wednesday, March 28, 10:00 am – 11:00 am

Getting Ahead of the RFID Privacy Debate *(see page 15)*
Thursday, March 29, 1:00 pm – 2:00 pm

Certification through ISC Education

Continuing Education Units through University of Nevada

Attend ISC Education at ISC West and you can get certified. University of Nevada, Las Vegas (UNLV) will award you 0.1 Continuing Education Units (CEUs) for each hour of training. Applications will be available onsite and should be made directly to UNLV. There is a fee of $35.00.

UNLV
UNIVERSITY OF NEVADA LAS VEGAS

Earn NTS Accreditation

Many of the educational sessions at ISC West offer NTS accreditation, providing 0.1 CEU's for each hour of education. Please go to www.iscwest.com for further details.

NBFAA
Electronic Life Safety, Security & Systems Professionals

NTS
The National Training School

Programs At-A-Glance

Tuesday, March 27, 2007

8:00 AM - 10:00 AM	T01	Stratosphere Surveillance Monitoring
8:00 AM - 10:00 AM	T02	NAVCCTV Integrated System Surveillance
10:30 AM - 12:30 PM	T03	Stratosphere Surveillance Monitoring
10:30 AM - 12:30 PM	T04	NAVCCTV Integrated System Surveillance
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1:00 PM - 2:30 PM	8T01	Urban and City Security from Infrastructure to Law Enforcement
1:00 PM - 3:00 PM	2T01	Residential Network Security
1:00 PM - 3:00 PM	5T01	Holes in the Fence: Prevention of Security System Breaches of Networked Edge Devices
1:00 PM - 4:00 PM	3T01	Creative System Design
2:00 PM - 3:00 PM	4T02	The Advantages of a Security Management/Electronic Access Control System with Embedded Software Over a Client-server Architecture
2:30 PM - 3:30 PM	8T02	Layered Approach to Enterprise Security
2:30 PM - 4:00 PM	7T02	Case Study: Technology Trends in Transportation Security

Wednesday, March 28, 2007

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10:00 AM - 11:00 AM	2001	CCTV Certification: The Path for the Professional
10:00 AM - 11:00 AM	3001	Wi-Fi Security
10:00 AM - 11:00 AM	1W03	Power over Ethernet: A Technology Overview
10:00 AM - 11:30 AM	5W02	Design Considerations for a Scalable Network-based Video Surveillance System
10:00 AM - 12:00 PM	6W02	Want to be an Expert in Convergence?
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10:00 AM - 12:00 PM	4W03	Impact of New Government Standards on Physical Access Control- A Smart Card Alliance Panel
11:00 AM - 12:00 PM	7W04	The Three A's to Public Safety: Awareness, Assessment and Action
11:00 AM - 12:00 PM	1W04	Wireless Mesh for Video-surveillance Applications
11:00 AM - 12:00 PM	2W03	Optimized Interactive Central Station Operation through Integrated Alarm and Intrusion Detection
1:00 PM - 2:00 PM	2W04	Intercom over IP
1:00 PM - 2:00 PM	1W05	Installing Wireless Network-based Surveillance Cameras Using Today's Crowded Unlicensed Radio Spectrum
1:00 PM - 2:00 PM	5W03	Critical Ops Design
1:00 PM - 2:00 PM	4W04	When Access Control and Web Services Meet: Creating New Value from Existing Infrastructure
1:00 PM - 2:00 PM	3002	Cover Your Apps: Top Five Things You Can Do
1:00 PM - 2:00 PM	7W05	Securing the Global Enterprise
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1:00 PM - 2:30 PM	3W05	Running a Successful Independent Security Alarm Business
1:00 PM - 3:00 PM	8W05	"Meet the Pros!" - Roundtable
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2:00 PM - 3:00 PM	1W06	Enable The Cable
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2:30 PM - 3:30 PM	6W04	IP Video: Putting it All Together
2:30 PM - 4:00 PM	3W04	Packing and Selling Service Agreements
3:00 PM - 4:00 PM	4W06	Controlling the Digital Home with Z-Wave
3:00 PM - 4:00 PM	5W05	Traffic Engineering for IP Video Surveillance Networks
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3:00 PM - 4:00 PM	1W07	New Transmission Solutions For Integrated Security Systems
3:30 PM - 4:30 PM	6W05	10 Things You Didn't Know DVRs Could Do
4:00 PM - 5:00 PM	3W03	Management Model: 3 Business Matrix Development
4:00 PM - 5:00 PM	2W06	Monitoring of Fire Alarm/Security Systems Over the Internet
4:00 PM - 5:00 PM	4W07	Role Based Access Control - The Future of Access Control Systems
4:00 PM - 5:00 PM	7W07	Convergence Case Study: Policy Based SOX Compliance & Access Automation at Symantec Worldwide
4:00 PM - 5:00 PM	1W08	Supervised Line Services over IP Networks for Fire & Burglar

Thursday, March 29, 2007

9:00 AM - 10:00 AM	2H07	Enterprise Wide Identity Management Systems
9:00 AM - 10:00 AM	1H09	Meshing with New Applications in Public Safety
9:00 AM - 10:00 AM	6H06	Legacy CCTV Video Surveillance Systems Versus Next Generation Digital Video Analytics: An Architectural Comparison For the Enterprise
9:00 AM - 10:00 AM	4H08	Wireless for AC
9:00 AM - 10:00 AM	3H06	Identity Assurance & Mediation - A System For Authenticating BIOMETRIC TEMPLATES and Validating Identities in a Virtual Anonymous Process
9:00 AM - 10:30 AM	8H07	Video Evidence Panel
9:00 AM - 11:00 AM	7H08	Security System Testing
9:00 AM - 12:00 PM	SP03	Physical Security Network Project Management
10:00 AM - 11:00 AM	3003	Establishing Security Baseline Configurations
10:00 AM - 11:00 AM	2H08	Mass Notification: The Critical Element
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10:00 AM - 11:00 AM	6H07	Critical Infrastructure Security Confidence through Automated Thermal Imaging
10:00 AM - 11:00 AM	5H07	Interoperable Integration Between BAS Systems and IP Based Access Control and CCTV
10:00 AM - 11:00 AM	4H09	Maximize the Package Busting Myths and Reducing Risks
10:00 AM - 11:00 AM	3H07	Using CAT 5, 5e, 6 for Audio & Video Applications
10:30 AM - 12:00 PM	8H09	Retail Loss-Prevention Trends, Techniques, and Technology
11:00 AM - 12:00 PM	5H08	Recognizing, Assessing & Managing Those That Present a Risk to the Workplace
11:00 AM - 12:00 PM	3H08	Breaking into Home Technology
11:00 AM - 12:00 PM	6H08	Guide to CCTV Lighting
11:00 AM - 12:00 PM	4H10	Physical Security at the Perimeter
11:00 AM - 12:00 PM	1H11	Electronic Stand Alone Locks - "Networked Locks"
11:00 AM - 12:00 PM	2H09	The Pros and Cons of Mega-Pixel Cameras
11:00 AM - 12:00 PM	3004	Best Practices for Network Security: If You Only Knew What Hackers Can Do!
1:00 PM - 2:00 PM	2002	Getting Ahead of the RFID Privacy Debate
1:00 PM - 2:00 PM	6H09	The Role of Analytics in Digital Video Surveillance
1:00 PM - 2:00 PM	8H10	Broadband Wireless Technologies Providing Practical Solutions for Security Network Applications
1:00 PM - 2:00 PM	7H13	Computer Based Emergency Response
1:00 PM - 2:00 PM	4H11	Deploying Smart Cards - Managing Keys, Multiple Applications & Biometrics
1:00 PM - 2:00 PM	6H09	The Role of Analytics in Digital Video Surveillance
1:00 PM - 2:00 PM	5H09	Overview of Video and New Technologies in Digital Video Storage
1:00 PM - 2:00 PM	3H09	Smarter Technical Marketing: Can Your Company Survive Tomorrow from Today's Convergence?
1:00 PM - 2:00 PM	3005	Dealing with Social Engineering: Tips and Techniques
1:00 PM - 2:00 PM	1H12	Utilizing Existing Network Resources to Power Video Surveillance
1:00 PM - 2:30 PM	7H10	Fire Protection Systems for First Responders
2:00 PM - 3:00 PM	5H10	Beyond Convergence - What's Next?
2:00 PM - 3:00 PM	4H12	Chemical Detection
2:00 PM - 3:00 PM	6H10	Analog...IP Technology...The Choice Is Yours!
2:00 PM - 3:00 PM	3H10	Success Factors for Participating in the Growing Remote Interactive Video Monitoring Market
2:00 PM - 3:00 PM	1H13	Understanding Wireless Technologies and Their Application to Physical Security in Commercial Environments
2:00 PM - 5:00 PM	8H12	Network Video Options and Applications
2:30 PM - 3:30 PM	7H11	Evacuation & Shelter
2:30 PM - 3:30 PM	2H10	Increase Your Profits with Home Automation
2:30 PM - 4:30 PM	7H14	All-Hazards Building Risk Assessments and Security Design
3:00 PM - 4:00 PM	4H13	Taming the Tangle of Access Control Technology
3:00 PM - 4:30 PM	6H11	Not Your Typical IP-101
3:00 PM - 4:30 PM	3H11	VoIP - A new source of residual income
3:00 PM - 4:30 PM	1H14	Security Design Considerations for the Healthcare Community
3:30 PM - 4:30 PM	2H11	New Opportunities for Video Surveillance for the Home and Small Business Markets
3:30 PM - 4:30 PM	5H11	Head-End Design
4:00 PM - 5:00 PM	7H12	Move Over Voice - 9-1-1 Recording is Going Multi-Media

NEW at the IP Institute for 2007!

The increase in IP-based integrated security systems has shown a need for designers and technicians to develop different skill sets than those used for traditional security systems. In addition to understanding intrusion protection, video surveillance and access control systems, security professionals also need to know how to make those devices work together to perform as a single, seamless, integrated system. The IP Institute will help you to learn this vital information.

LEVEL I

TUESDAY, MARCH 27

SP01 – Physical Security Network Associate (PSNA) (1 Day)

8:00 am – 5:00 pm

Instructors: Cisco, Microsoft, Axis Communications, HID Corporation, DVTel, Milestone, Gompers Inc.

A full-day course dedicated to providing timely information on the latest trends, best practices, and new technologies involved in the design, implementation and support of IP-centric and integrated physical security solutions. This unique and proprietary program will be delivered by industry experts in the consulting, end user, and IT disciplines.

The IP Institute is designed for:

• Security Dealers, Systems Integrators, and VARs who are currently involved with or entering into the IP or integrated physical security market.
• End users who are involved with the design, implementation, support, or procurement of IP or integrated physical security systems.
• Related engineering, sales, and technical personnel will also benefit significantly from the institute seminar content.

IP Institute graduates will:

• Gain knowledge of advanced integration and IP convergence solutions, basic design requirements, and the analysis and execution of such systems
• Develop security solutions in an IP or integrated system environment
• Analyze the effectiveness of an IP or integrated security solution
• Determine the cost advantages and/or ROI proposition of different integrated solutions
• Understand design concepts of and participate in designing IP addressing for IP security solutions, network routing, basic IP network security, and shared database solutions
• Understand the role and function of SDKs and XML and the impact on integrated security solutions

The institute participants will take away references that will include Institute workbook, all seminar material as well as worksheets and forms to assist in the design, implementation and support of IP-centric and integrated physical security solutions.

(Not included in conference packages)

LEVEL II

TUESDAY, MARCH 27 – WEDNESDAY, MARCH 28

*SP02 – Physical Security Network Professional (PSNP) (2 Days)

8:00 am - 5:00 pm
This two-day comprehensive workshop will take participants from talking about convergence to a hands-on can-do understanding of what convergence brings to their organization through a multitude of practical labs and exercises in the convergence of physical security into the IT/IS environment. Participants will take a solution from the network setup through a totally meshed integrated security program.

Day One:
From the utilization of the network, creating VLANs and working with routers and firewalls. Setup and configuration, trouble-shooting and some tools when working with IP cameras and equipment. Benefits and openness of NVR solutions. Setting up the servers and architecting the system as well ass remote access and administration to the user interface.

Day Two:
A look at the security management and integrate security solution environment to access control over the network as well as architecting a physical security and credential access control system. Working with smart cards and shared databases as well as logical security implementations.

(Not included in conference packages)

* Requirements: visit www.iscwest.com for prerequisites.

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ENDORSED BY:

IP UserGroup USA

psa SECURITY NETWORK

ISC Education Course Descriptions

TUESDAY, MARCH 27

7T01 GBMS
1:00 pm - 2:00 pm

Teng & Associates, Inc./Teng Solutions
GBMS involves the enterprise connectivity and integration of Security, HVAC, power monitoring, CBR detection, etc. into an efficient browser-based system that can be utilized by multiple city agencies for event response, daily operations, etc. The system is completely based on open standards. This presentation will highlight the implementation of GBMS at the City of Chicago, the Centers for Disease Control and Prevention, major telecom companies (US Cellular, EchoStar, AT&T) and the General Services Administration.

8T01 Urban and City Security - From Infrastructure to Law Enforcement
1:00 pm - 2:30 pm

Steve Surfaro, Director, Panasonic
Learn how community security systems are used in the U.S. and key worldwide cities. Protect vital landmarks and learn about technology trends developed with law enforcement professionals in mind. Enjoy an entertaining view into exciting new initiatives such as "digital communities" and "safe streets".

2T01 Residential Network Security
1:00 pm - 3:00 pm

Grayson Evans, Training Dept. Seminars
As residential networks become more pervasive, complex, and always connected to the Internet, the security of these networks (and the information they contain) are at an ever-increasing risk. This poses both a liability and an opportunity for companies involved in home network installation. This course covers your responsibilities to your customer for protecting the network, the major security risks, and how to deal with them through a secure infrastructure design.

5T01 Holes in the Fence: Prevention of Security System Breaches of Networked Edge Devices
1:00 pm - 3:00 pm

Dave Engebretson, President, Slayton Solutions Ltd.
Training Goal: As electronic security devices are connected to IP networks, vulnerabilities and potential attack points are multiplied. IP-based alarm signal monitoring, Internet security video, and VoIP telephone systems can be compromised with devastating effects for alarm integration companies and their clients. This seminar provides critical information to help industry professionals understand these new threats, learn ways to detect network-based attacks on edge devices, and how to respond when an attack occurs.

3T01 Creative System Design
1:00 pm - 4:00 pm

Charlie Pierce, President, IPC Technologies, Incorporated
With the entire security industry switching over to IP-based infrastructure and equipment, it's time to take a look at your design skills. Are you truly equipped to work with the digital and analog elements that make a basic or involved CCTV system operate to its peak capacity? The more the equipment and the industry changes, the better and easier it is to accomplish primary functions and applications. Learn the process of what good design is all about.

4T02 The Advantages of a Security Management/Electronic Access Control System with Embedded Software over a Client-Server Architecture
2:00 pm - 3:00 pm

Neil Licht, Manager, Training and Dealer Development, IEI
Examine the advantages of IP-based security management systems with embedded software over systems containing traditional client-server architecture. Embedded software systems have all the operating system software and application software embedded in the controller that can be pre-programmed before installation to fit specific requirements and then installed ready to work. Because there is no software installed on a client computer, conflicts with other software are avoided, as well as configuration and set-up.

8T02 Layered Approach to Enterprise Security
2:30 pm - 3:30 pm

The best approach to protecting enterprise systems is a layered network security. Layering consists of multiple applications – integrated, expandable and capable of being upgraded. This session will provide some basic guidelines encompassing six layers of security implemented in the corporate environment: Threat Assessment, Administration, Perimeter, Network, Applications and Transmittal.

7T02 Case Study: Technology Trends in Transportation Security
2:30 pm - 4:00 pm

Jeremy Wilson, Ph.D, Engineering Fellow, Honeywell Video Systems; Todd Young, Assistant Director of Aviation, Public Safety and Technology Division, Houston Airport System; Darryl Daniel, Senior Consultant, Derek Consulting Group; Don Albinger, Vice President of Products - Global, Johnson Controls
This panel presentation will note new technologies for passenger transportation security. Advanced application of technologies to deter, detect, delay and defeat potential adversaries will be discussed. Technologies discussed include: Intrusion detection, video surveillance, digital video recording, wireless network security systems, monitoring and mitigation measures.

8W03 How To Successfully Implement Next Generation Enterprise-Grade Video Analytics

10:00 am - 11:00 am

Buddy Flerl, Executive Vice President, Agent Video Intelligence, Inc.

This presentation examines how enterprises can successfully implement next generation, all digital video analytics technology into their existing video surveillance networks. A panel consisting of a camera manufacturer, an integrator, an end user and a provider of next generation video analytics software will discuss case studies, "best practices" and "lessons learned" during their recent deployment of next generation video analytics technology. The panel will look at system architectures and standards issues and offer practical, "hands-on" advice for enterprise IT managers and security departments when planning and deploying video.

1W03 Power over Ethernet: A Technology Overview

10:00 am - 11:00 am

Graham Joys, President, ViSTA Networking Solutions

Obtain a basic understanding of Power over Ethernet (PoE) and how to take advantage of the benefits the technology enables. Four areas will be covered. 1) The technology and vocabulary of Power over Ethernet, including a definition of Mid-span, End-span and powered devices; 2) IEEE 802.3af standard and current work being done on the new revision covering higher power delivery; 3) A practical implementation for a video surveillance installation, including a network topology, power design simplifications and installation considerations; 4) Caveats such as PoE solutions which are not compliant to the IEEE standards.

3001 Wi-Fi Security

10:00 am - 11:00 am

Al Potter, Manager, Premier Service Labs, ICSA Labs

Security and other issues specific to or magnified by wireless networking, including attacks, standards-based and other countermeasures, are detailed in this technical presentation. Vulnerabilities are discussed and demonstrated, attack methods and tools reviewed and countermeasures are explained. Participants will leave with an understanding of the state of the art in wireless security.

2001 CCTV Certification: The Path for the Professional   **FREE!**

10:00 am - 11:00 am

Sponsored by the SIA CCTV Industry Group
The roadmap to becoming an in-demand CCTV professional is a daunting one. Learn how the NICET Video Security Systems certifications can help you navigate your way to success in the industry. SIA brings truly technical trainers to talk to you about the knowledge and skills needed to pass the certification tests, including what you can do to prepare for the exam. NICET Video Security Systems certifications are not only important for the CCTV professional but also to the company that they are employed by as a competitive advantage.

5W02 Design Considerations for a Scalable Network-based Video Surveillance System

10:00 am - 11:30 am

Mike Klapheke, Consulting Engineer, Cedar Path Solutions Group

Learn about the requirements for designing and implementing a network-based video system. In addition, you'll be taught performance characteristics, including the performance of the cameras and video recording server's impact on network bandwidth. The course covers:

Network Design – network addressing, cabling requirements, local network topology considerations (network segmentation), wide-area network considerations as well as firewall considerations.

Network Implementation – remotely accessing the cameras, monitoring the interfaces for signs of network problems, and diagnosing/troubleshooting problems.

Performance Characteristics – bandwidth used by different cameras as well as the storage server.

6W02 Want to be an Expert in Convergence?

10:00 am - 12:00 pm

Moderator: Joseph P. Freeman, CEO, J.P. Freeman Co., Inc. & J.P. Freeman Laboratories, LLC

Panelists: Gareth Webley, Director of Security, National City Bank; Tracy Brusca, Vice President Marketing, Diebold Systems; Laurie Aaron, Director of Strategic Sales, Software House/American Dynamics, Tyco Corp

This session will provide you with key business trends in this rapidly expanding market along with the experience and suggestions of manufacturing, integration, and user leaders that sell, install, buy, and use converged physical security systems in a logical security/IT environment. You'll develop insights from these experts on how to develop your own enterprise business model including a comprehensive roadmap to a well thought-out converged system.

3W02 Distributed Audio from Concept to Completion

10:00 am - 12:00 pm

Ron DeMille, TEC Manager, Russound
Distributed audio encompasses single-source/multisource components and installations in a simple, comprehensive manner. Learn how to better qualify clients by system features to ensure that they get the best solution for their needs. We'll teach you the "what, where, when and how" of distributed audio. And how to increase your business, market exposure and customer base at the same time!

4W03 Impact of New Government Standards on Physical Access Control — A Smart Card Alliance Panel

10:00 am - 12:00 pm

Sponsored by the Smart Card Alliance
Homeland Security Presidential 12, which is going to put a smart card for physical and logical access control in the hands of all federal employees and subcontractors, is now in the issuance phase. This session will review the considerations to migrate PACS infrastructure to comply with the substantially larger data elements on the card, biometrics access, secure communications channels and IT system interfaces needed to comply with the latest developments in this important federal security program and discuss the implications for the commercial sector. Case examples will show how the new PACS infrastructure works and will demonstrate how to apply the changes in access control systems brought on by HSPD 12.

2W03 Optimized Interactive Central Station Operation through Integrated Alarm and Intrusion Detection

11:00 am - 12:00 pm

Andreas Hartmann, President, ASIM Technologies, Inc.
Outdoor perimeter protection relies upon two inseparable components - intrusion detection and alarm verification. Intrusion detection is the reliable detection of any unauthorized entry in a protected perimeter. Alarm verification through remote video surveillance can assess the intrusion to determine if further action needs to be taken. Remote video surveillance can be conducted remotely over IP, or even basic phone lines. Through reliable and adaptable intrusion detection, a video surveillance central station can increase its efficiency, adding sites that are monitored without the need to add staff.

1W04 Wireless Mesh for Video-Surveillance Applications

11:00 am - 12:00 pm

Umberto Malesci, President, Fluidmesh Networks, Inc.
Wireless mesh is a powerful concept that allows a brand new approach in the design and implementation of wireless CCTV systems. Mesh-based wireless video-surveillance systems offer incredible advantages in terms of flexibility and reliability compared to traditional point-to-point and point-to-multipoint solutions. In a mesh network, every transmitter has "intelligent" transmission capabilities not present in traditional Wi-Fi or HiperLAN devices. Based on advanced mesh networking algorithms, every unit in a mesh network optimizes transmission through the optimal path, performing "intelligent" routing of packets in real time. This presentation will provide the basis to successfully design mesh-based wireless video-surveillance systems.

7W04 The Three A's to Public Safety: Awareness, Assessment and Action

11:00 am - 12:00 pm

Chuck Tueber, CEO, VidSys
The complexity within today's command center is creating latency in the quality and rapidity of response. As a result, seamlessly integrating the three A's, though difficult, is an absolute necessity for public safety and security offices. This session will inform command center professionals of the three A's to keeping the public safe - Awareness, Assessment and Action - and the importance of integrating the various data inputs that exist in today's command centers with these three essential key elements.

1W05 Installing Wireless Network-based Surveillance Cameras Using Today's Crowded Unlicensed Radio Spectrum

1:00 pm - 2:00 pm

Ray Shilling, VP Sales & Marketing, AvaLAN Wireless
The use of wireless network technologies is expanding rapidly; so much so that it is becoming critical for integrators to fully research the subject prior to deploying products in this very crowded unlicensed bandwidth space. How do you avoid interference? What analytical hardware/software tools and installation tricks should you consider when addressing these situations to ensure that your wireless application will work when you flip the switch? This presentation will clearly outline the pros and cons of deploying licensed versus unlicensed RF products and sure-fire ways to ensure a satisfactory and fully functioning installation.

3002 Cover Your Apps: Top Five Things You Can Do
1:00 pm - 2:00 pm

John Weinschenk, President & CEO, Cenzic
While business applications are going online at a record pace, security solutions today are not keeping up. The lack of a proper protocol to test for application vulnerabilities can quickly result in large-scale security breakdowns. This session will address the Top 5 things you can do to protect your applications and prevent such security breaches from happening in the first place, including:
• Open redirects - a big cause of phishing scams
• Downside to relying on client side input validation
• Automated testing for parameter tampering
• Bounds check app inputs
• Check SQL injection vulnerabilities

4W04 When Access Control and Web Services Meet: Creating New Value from Existing Infrastructure
1:00 pm - 2:00 pm

Steven Van Till, President and CEO, Brivo Systems, LLC
It's now possible to leverage existing access systems by connecting them to the vast information services available on the Internet. Web-hosted access control services can provide a single point of integration that can be shared across thousands of accounts, sites, and control panels. This integration enables access control, device management, and other systems to "listen" and respond to data like weather conditions, public service announcements and much more. Accessing data in this manner allows municipalities, schools and businesses to address or respond to changing conditions. The same techniques can be applied to corporate data sources such as HR systems and automated kiosks. A panel of end-users and integrators will present case studies to demonstrate how these systems are moving into the mainstream, and explain the benefits from enhancing.

2W04 Intercom over IP
1:00 pm - 2:00 pm

Bill Vernon, Digital Acoustics, LLC
Intercoms over IP are becoming an increasingly important component of physical security infrastructure. Digital Acoustics' line of IP Paging products is equally important in educational, commercial and defense applications. As leaders in the industry, their hardware and software product family includes easy-to-install boxed product solutions and custom applications which integrate the features of our software into integrators and OEM's products using our Software Development Kits (SDK's).

7W05 Securing the Global Enterprise
1:00 pm - 2:00 pm

Global Crossing
Convergence of all security matters under one department is necessary to obtain a complete understanding of the threats to a company's assets, personnel and intellectual property. This session will provide a comprehensive defense in-depth approach which delivers converged voice; video and data using multiple independent and interlinking layers of security that together provide greater protection. Topics covered:
• Centralization of security functions and budgeting control
• Security policies, processes applied across the corporation
• Uniformed use of technology
• Standards and review

5W03 Critical Ops Design
1:00 pm - 2:00 pm

Mike Shea, Senior Vice President, Ross & Baruzzini
It can be difficult to predict what the next biggest threat to an organization will be. Findings from a recent survey done by Ross & Baruzzini highlight the fact that there is a renewed emphasis on improving emergency operations facilities and updating regional emergency preparedness plans so that our communities are better prepared for the next disaster, whether it is a natural occurrence or a terrorist attack. This presentation will go over the top ten ways to improve emergency preparedness, including regional response plans, developing a business continuity plan with back-up systems, and using cutting edge technology, to name a few.

3W05 Running a Successful Independent Security Alarm Business
1:00 pm - 2:30 pm

Robert Wilgos, President, Laurel Financial Consultants, LLC
Running a successful security alarm business has become more complicated in a world of increased competition, regulation and technology. This panel presentation will present ideas on running a successful security alarm dealer business from a financial, operations and legal standpoint.

6W03 Demystifying Video Management Software
1:00 pm - 2:30 pm

Tom Galvin, President, NetVideo Consulting
The presentation is focused on "open architecture" software products that manage video surveillance systems built with multi-vendor IP cameras and video servers. The presentation will define network video recording, virtual matrix switching, intelligent video analytics, integration with 3rd party systems, event and alarm management and administration and configuration. The presentation will also highlight innovative features and integrations. Information is based on an independent and objective laboratory review of major software products.

8W05 Meet the Pros Roundtable
1:00 pm - 3:00 pm

NEW!

Moderator: Ron Davis, Partner, Davis Marketing Group

Pros: Eric Pritchard, Alan Pepper, Michael Jone, Dennis Stern, Mitch Reitman - former owners and buyers of alarm companies.
This session will focus on the four elements of an acquisition of an alarm company. Learn how to work with your broker, how to have a successful due diligence process, what are the legal aspects of the transaction (through your attorney and the attorney for the other side) and making sure the financing is in place (working with the equity/debt/all the other types of financing). The panel will then lead round table discussions answering questions about their areas of expertise.

1W06 Enable The Cable
2:00 pm - 3:00 pm

Paul Koebbe, National Market Manager, Graybar (security), Representatives from Berk-Tek (cabling) and Ortronics/Legrand (connectivity)

This panel presentation will examine the advantages of converging CCTV and access control into a structured cabling system in conjunction with the communications network, using unshielded twisted pair (UTP), and/or optical fiber cabling. Understanding the basic elements of a structured cabling system and the current trend toward Internet Protocol (IP) compatible security devices will result in long-term advantages to them and the end user – their customer. Covering areas such as: UTP cables and 100-meter camera runs, power and control for the camera circuit. Meeting TIA guidelines for IP camera networks.

4W05 Deeply Integrated Access Control and Digital Video Management
2:00 pm - 3:00 pm

David Ella, VP Products, AMAG Technology
This presentation looks at the possible integration points between physical access control and digital video, and highlights the benefits of matching enterprise class access control technology with enterprise scale digital video management in a single solution.

7W06 System Integrator Selection Process
2:00 pm - 3:00 pm

Joseph McDonald, Chairman, ASIS - Gaming and Wagering Council
Both gaming regulators and casino management have a distinct need to verify compliance with regulatory standards and ensure that the purchase of future security and surveillance systems and their installation conform to corporate standards. Standard methods of getting an integrator are only a start in the process, as systems become more complex and a venue's ability to provide gaming may rest on the performance and security provided by the system. The process for the selection of a system integrator therefore becomes the substructure of "going digital" or deploying a new access control system. Requirements of Request for Proposals and Analysis of Proposal Responses will also be discussed.

5W04 Explosives Detection
2:00 pm - 3:30 pm

Implant Sciences

This session will cover the latest technologies for the detection of explosives vapors used in Aviation and Transportation Security, High Threat Facilities and Infrastructure, Military, Customs and Borders Protection, and Mail and Cargo.

6W04 IP Video: Putting It All Together
2:30 pm - 3:30 pm

Graham Joys, President, Vista Networking Solutions
This presentation will combine theory and reality to show how IP video can be used practically for smaller applications. There will be an overview of an IP video surveillance, IP and camera capabilities. Infrastructure discussion will include Ethernet switches and examples of network topologies; software management capabilities and a list of minimum features to look for when selecting a package; storage and video processing requirements. In addition, there will be a case study featuring a 16-camera installation with a mix copper and fiber connectivity along with outdoor and indoor cameras and the use of PoE.

8W06 Case Study: Municipal Surveillance Cameras Along Hollywood's Walk of Fame
2:30 pm - 3:30 pm

Verint Systems
The panel presentation will discuss the challenges, benefits and technological advances associated with the March 2005 installation of a municipal surveillance system along Hollywood's Walk of Fame. Panelists will review the criminal activity that led to the installation of surveillance cameras along Hollywood Blvd. and the technical requirements of the system. Attendees will see video footage of crimes captured by the video network and hear statistics related to crime reduction and increased arrests.

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3W04 Packing and Selling Service Agreements
2:30 pm - 4:00 pm

Alan Kruglak, Sr. Vice President, Genesis Security
This seminar will teach the basics on how to package, sell and price service agreements for commercial security systems. It will identify the needs of clients with regards to service agreements; go into detail on how to name and design the right service package for the market; and identify the pricing strategies. Finally, the seminar will teach you how to structure your firm to properly support service agreements.

5W05 Traffic Engineering for IP Video Surveillance Networks
3:00 pm - 4:00 pm

Robert Sayle, Systems Engineer, Cisco
The emergence of video surveillance onto enterprise IP networks can result in objections from IT engineers. Typical questions include "Does the network have enough bandwidth?" and "How will the security video interfere with the company's voice-over IP implementation?" This session explores the requirements for an IP network in support of video surveillance and presents techniques in traffic engineering that enable convergence of voice, video and data on a single infrastructure, such as basic QoS theory, industry standards for QoS, classification and marking, queuing techniques, bandwidth and policing.

2W05 Expedited Dispatch - Improved response through verification
3:00 pm - 4:00 pm

Keith Jentoft, President, RSIalarm
Video verification of electronic security alarms is reversing the decades-long trend of falling RMR and longer law enforcement response. Because video verification shows the central monitoring station that a true emergency exists, operators can assure first responders that an alarm is valid. Revenue increases from video verification are likely to add to the bottom line by increasing the value of monitoring and stemming attrition.

1W07 New Transmission Solutions For Integrated Security Systems
3:00 pm - 4:00 pm

Neil Heller, Director of New Business Development, American Fibertek
The presentation will include new technologies and systems designed specifically to meet the growing demands of IP-based systems deployment including IP-distributed architecture configurations, alternative recording/archiving methods and innovative systems/software solutions that provide remote site monitoring of equipment functions as well as environmental conditions that may adversely affect continued operation.

4W06 Controlling the Digital Home
3:00 pm - 4:00 pm

Z-Wave Alliance
Home automation solutions have long been expensive and closed systems incorporating lighting and entertainment controls from a handful of vendors. The Z-Wave wireless home control standard opens up a world of opportunity for professional installers as well as integrators. With low cost, interoperable products available from a wide array of vendors, not only is your addressable market larger, but you also have more opportunity for repeat business with new applications like home monitoring, window coverings, access controls, HVAC and more.

6W05 10 Things You Didn't Know DVRs Could Do
3:30 pm - 4:30 pm

Hugh Devereux, Head of Product Management, Dedicated Micros Limited; Bob McCarthy, Vice President of Technology, Dedicated Micros, Inc.
Gain insight into the full capabilities and potential of the latest generation of digital video recorders, thereby broadening the value and proposition to your customers. This wide-ranging seminar is designed to give security installers invaluable insight including: MultiMode Recording; integration with IP cameras; ability to be applied as part of a remotely monitored CCTV solution; an explanation of the latest TransCoding technology; the increasing use of metadata in applications from banking (ATMs) to retail; digital matrix solutions; making the best use of C-script; and the benefits of SDKs.

3W03 Management Model: 3 Business Matrix Development
4:00 pm - 5:00 pm

Damon Whitlow, Division Vice President, Ascend Technologies, Inc.
Participants will learn from real world examples how to change their business model to allow them to stabilize their company and operate more efficiently. Implementing the three business matrix approach to daily operations allows companies to experience growth. We will describe how this management technique has been used to improve profits, and employee relations in a small to medium business. This allows companies to build a stable financial scenario to improve sales, manage employees efficiently, grow their businesses, and increase professionalism in their market.

4W07 Role Based Access Control - The Future of Access Control Systems
4:00 pm - 5:00 pm

Scott Roe, President, Corporate Risk Solutions, Inc.
Convergence is more than just IT and Physical Security Departments working together. It is the inevitable deployment of these two systems as part of and across a business network that will bring real value and cost savings to a company. This session will demonstrate the future of access control system provisioning (both logical and physical), and the advantages of a role-based system versus group- or individual-based systems. This policy-based approach provides a level of functionality that actually supports the core business functions of a company, as well as supports many of the identity management processes.

2W06 Monitoring of Fire Alarm/ Security Systems Over the Internet
4:00 pm - 5:00 pm

Larry Mann, Project Manager, Central Station, Inc.
Introducing the possibilities of Internet communication for off-site reporting. The presentation covers the code requirements as it relates to fire alarm systems and the UL standards for burglary systems. In addition, the problems associated with DSL phone lines, cable modems and Voice-over IP telephone service and how to identify and correct them will be discussed.

7W07 Convergence Case Study: Policy Based SOX Compliance & Access Automation at Symantec Worldwide
4:00 pm - 5:00 pm

James Connor, Senior Manager, Global Security Systems, Symantec
This case study explores a rapidly growing trend: convergence of physical and logical security to achieve security operations workflow automation & physical security SOX compliance. Synergies among historically separated corporate groups -- such as the physical security and IT -- are making today's corporations very efficient. Learn how Symantec Worldwide automated its physical security SOX compliance & physical access management program without holding its security budget hostage. Symantec used a policy-based converged security management approach.

1W08 Supervised Line Services over IP Networks for Fire & Burglar
4:00 pm - 5:00 pm

Agustin Munoz Grandes, CEO, TELDAT Security
The new broadband communication networks, together with the network management services that a carrier can offer, will allow the security industry to improve the traditional alarm security service. Fire and security companies are in a privileged position to leverage the carrier network infrastructure with their technically proficient customer service and installer base and to offer the security industry a packaged service that will include line supervision functionalities, faster transmission and an overall better platform for alarm monitoring companies to use as the base of their alarm security services.

THURSDAY, MARCH 29

1H09 Meshing with New Applications in Public Safety
9:00 am - 10:00 am

Rick Rotunda, Director of Product Marketing, Motorola
This presentation will discuss new applications arising amongst various mesh network users. The presentation will shed light on emerging uses of mesh technology to ensure reliable public safety and responder accountability. Speakers will also share their experiences in leveraging their mobile, mesh enabled in-vehicle laptops to access live video surveillance and mission critical resources including criminal databases, Amber Alerts, and county mug shot and fingerprint systems.

3H06 Identity Assurance & Mediation: A System for Authentication Biometric Templates and Validating Identities in a Virtual Anonymous Process
9:00 am - 10:00 am

Russell Ryan, Vice President, National Biometric Security Project
This session will create greater understanding among the audience of the potential contribution biometrics can make when integrated with an new or existing risk management system. Presentation will include a brief overview of biometrics, review some new concepts in biometric deployment and conclude with some case history examples.

2H07 Enterprise-wide Identity Management Systems
9:00 am - 10:00 am

Ray Bernard, Principal, Ray Bernard Consulting
As companies integrate more business applications using Web services, they find that establishing identity management is a critical prerequisite. Using an IDMS as a common point of reference, physical and IT access control can be synchronized. And using role-based access control to establish privileges based upon job functions, both physical and IT access control can be policy driven. This session will provide a basis to determine how to take advantage of the convergence opportunity that Web services and an identity management initiative provide.

6H06 Legacy CCTV Video Surveillance Systems Versus Next Generation Digital Video Analytics: An Architectural Comparison For the Enterprise
9:00 am - 10:00 am

Buddy Flerl, Executive Vice President, Agent Video Intelligence, Inc.
This presentation compares and contrasts the classic analog CCTV video surveillance systems with today's all digital next generation video analytics for the enterprise customer. This seminar looks at the strengths and weaknesses of implementing the three primary types of video surveillance architectures: local processing, server processing and distributed imaging processing, specifically examining the hardware and software requirements, bandwidth requirements and network and processing costs of each architecture. False alarm rates and other error detection issues, as well as redundancy, scalability and ease of maintenance will be illustrated.

4H08 Wireless for AC
9:00 am - 10:00 am

Steve Bowcut, Business Development Manager, PCSC
Wireless technologies are constantly evolving. Which of these new wireless technologies are applicable to access control systems and how can they effectively be deployed? What are the benefits of applying these technologies to access systems? This presentation will provide a critical analysis of the various wireless technologies and examine what role they can play in access control systems today and in the future.

8H07 Video Evidence Panel
9:00 am - 10:30 am

David Budd, Partner Relationship Manager, Physical Security Solutions Group, EMC Corporation
Agencies sometimes overlook the necessary steps of establishing automatic policies and procedures for wirelessly uploading, classifying, and archiving surveillance data. This workshop covers the latest video storage technology and fast-access software now being employed to solve this problem. The session will also include the types of decisions that need to be made with critical incident footage, such as distribution, chain-of-custody, and data enhancement issues.

7H08 Security System Testing
9:00 am - 11:00 am

Ray Bernard, President and Principal Consultant, Ray Bernard Consulting Services
Security system owners, integrators and consultants: learn how you can use an acceptance testing program to keep security projects on track, within schedule and within budget. This session covers every phase of test planning and execution, and presents the testing best practices that apply from start to finish. Find out when to perform which kinds of tests, who should perform them, and how to maximize the testing benefits without going overboard on testing. Security integrators—and especially their project managers—will see how a "just right" testing effort can improve control over security projects, especially with regard to meeting deadlines and avoiding cost overruns.

SP03 Physical Security Network Project Manager
9:00 am - 12:00 pm

Jim Gompers, President, Gompers, Inc.
This course will showcase some of the tools needed to successfully engage in this convergence environment gaining from traditional project management, team decision making and participation techniques, and will help you both assess and understand the needs and objectives of these new players in the physical security space.

3003 Establishing Security Baseline Configurations
10:00 am - 11:00 am

John Banghart, Director of Benchmark Services, The Center for Internet Security
The adoption of minimally acceptable configuration practices for all systems is a key element of a security team's efforts to reduce the vulnerabilities to which their information assets are exposed. This presentation will discuss the need to establish baseline security configurations for all systems within your organization and a call to encourage vendors to deliver products which meet these configurations out-of-box. Also being discussed will be consensus configuration benchmarks and tools available to reduce the probability of intrusion. These benchmarks and tools are a result of a public/private collaborative partnership and a special license arrangement with the Center for Internet Security.

1H10 Wireless Video: First Responders
10:00 am - 11:00 am

Curt Crum, Boise Police Crime Prevention Unit, City of Boise; Marleah Blades, Managing Editor, Security Technology & Design; Hugo Vliengen, Mobile Router Product Line Manager, Cisco
Public safety agencies use video surveillance systems as an essential tool for protecting the public and enforcing the law. This panel presentation will discuss the benefits of a secure and seamless mobility as well as the challenges and requirements of wireless video surveillance. Get a first hand account from those in the field who have implemented a mobile video solution.

3H07 Using CAT 5, 5e, 6 for Audio & Video Applications
10:00 am - 11:00 am

Steve Lampen, Multimedia Technology Manager, Belden Cable
Can you use Category 5 or enhanced versions (5e, 6) to carry analog and digital audio? Or analog or digital video? How about S-video, RGB or VGA? Or broadband/CATV? Of course you can! For some applications, baluns are required. Exactly how to use, and when to use category cables is discussed. Including a tutorial on balanced lines and how they reject noise and crosstalk.

5H07 Interoperable integration between BAS systems and IP based Access Control and CCTV
10:00 am - 11:00 am

Anno Scholten, VP Sales, Marketing & Business Development, NovusEdge Inc
This presentation will discuss the benefits of delivering truly open and interoperable integration between BAS systems and IP-based access control and CCTV systems. Several real life scenarios are discussed highlighting the tools that are familiar to the BAS system integrator insuring that real solutions are delivered to the facility owners and managers. Will also include discussion of limitations of earlier, proprietary systems and technologies, and the benefits IP-based solutions and interoperable implementations.

2H08 Mass Notification: The Critical Element
10:00 am - 11:00 am

Alan Avidan, Sr. Vice President, Madahcom, Inc.
Detection of natural and man-made disasters is necessary to generate timely alerts. However, detection by itself is insufficient to save lives. The actual warning of personnel and take-action instructions provided in a timely manner and coordinated manner are equally significant to an effective mitigation response.

6H07 Critical Infrastructure Security Confidence through Automated Thermal Imaging
10:00 am - 11:00 am

Glen Francisco, Product Manager, L-3 Communications Infrared Products
When used together, powerful technologies provide complementary services from image detection through to control room decision-making, and can be thought of as stepping blocks in creating a highly-effective security system. This session will show the value of passive thermal imaging when combined with automated video analytics. It will demonstrate (using interactive streaming video) how combining passive infrared and intelligent video software can reduce operator fatigue and system false alarms. It will define future automated security surveillance trends based on industry needs and technological capabilities.

4H09 Maximize the Package - Busting Myths and Reducing Risks
10:00 am - 11:00 am

Martin Huddart, Strategic Business Unit Manager, Schlage Electronic Security
This session will provide a comprehensive checklist for designing and selecting access control products and systems that maximize access control options from simple off line products to networked online systems. Minimize risk and bust myths associated with selecting open architecure products for one-door systems all the way to enterprise level access control designs.

8H09 Retail Loss-Prevention Trends, Techniques, and Technology – Roundtable
10:30 am - 12:00 pm   **NEW!**

Moderator: David Happe, President, US Installation
Panelists: Retail loss prevention executives from Wal-Mart Stores Inc., Best Buy, and OfficeMax.
Large retailers will share strategies for combating new, emerging retail theft trends, including industry statistics, emerging technologies, and retail loss-prevention strategies. The panel will then lead round table discussions answering questions about their areas of expertise.

5H08 Recognizing, Assessing & Managing Those That Present a Risk to the Workplace
11:00 am - 12:00 pm

John Lane, Partner, The Omega Threat Management Group, Inc.
Today's work environment continues to present a myriad of risk management challenges related to the issue of workplace violence. On a daily basis, employees are attacked, threatened or harassed. Many of these cases are the result of external stalking and domestic violence that spills over into the workplace. This presentation will initially focus on the recognition of behavioral risk factors manifested by employees, in addition to the assessment of risk factors associated with stalking and domestic violence cases. This will be followed by a discussion of the contemporary "standard of care" related to the management of high-risk cases. The program will conclude with attendees participating in a case exercise.

1H11 Electronic Stand Alone Locks - "Networked Locks"
11:00 am - 12:00 pm

Manuel Albert, Vice President, Salto Systems
With the advent of networked locks, all the database changes and reporting can be done right from your computer as opposed to having to walk the entire facility with a handheld device. With enhanced usability, simplicity and performance, this new generation of locks has applications beyond hotels into airports, corporate offices, government, labs, college & universities.

4H10 Physical Security at the Perimeter
11:00 am - 12:00 pm

Master Halco
In order to develop an understanding of the principles involved in modern physical security, this course will cover passive and active methods that deter, detect, delay and deny potential threats and unwanted intruders access to a facility at the perimeter of the property. A layered approach to perimeter security is necessary that uses readily available technology, both simple and complex. This session will answer the question "Where would you rather deny access, at the perimeter or at your building?" and proceed to a description of specific tactics you can take to plan and implement a total systems approach to physical security.

2H09 The Pros and Cons of Mega-Pixel Cameras
11:00 am - 12:00 pm

Charlie R. Pierce, President, IPC Technologies, Inc.
Since the conception of mega-pixel cameras, there have been mysteries and misunderstandings of what these incredible cameras can and cannot do. How does a mega-pixel camera affect your transmission plans, storage requirements, compatibility, cost of design? Are these positive or negative effects? This session will open the door to working, through intelligence, with the future of CCTV design and application and provide competency with this equipment.

6H08 Guide to CCTV Lighting
11:00 am - 12:00 pm

Eddie Reynolds, VP Sales & Marketing, Raytec Americas
This presentation will include a comprehensive guide to CCTV Lighting and will teach all security professionals the difference in CCTV Lighting and how it can affect your pictures and costs associated with each.

3H08 Breaking into Home Technology
11:00 am - 12:00 pm

Joe Piccirilli, Executive Vice President, AVAD LLC.
Security dealers are already in the home and have an established relationship with clients, builders and businesses. Why not leverage those security contacts into an exciting new revenue stream by adding home technology services to their business offerings? We will outline the categories of home technology, provide security dealers with an understanding of the marketplace, vendors, clients and other players in the game, explain the skill sets needed to do the job right, and expand on the revenue streams available from this exciting new arena.

3004 Best Practices for Network Security. If You Only Knew What Hackers Can Do!
11:00 am - 12:00 pm

Steve Surfaro, Director, Panasonic and Kent Browne, Director of Security Engineering, Tenable Network Security
A world famous white hat hacker will discuss theories and best practices concerning the importance of converging physical and network security. You can think you are totally secure now, but in ten seconds a new exploit can be introduced that will make you vulnerable and potentially liable for company losses resulting from a hack. Everyone from a consultant to a CSO will benefit from the entertaining glimpse into the world of the hacker mindset.

3005 Dealing With Social Engineering: Tips and Techniques
1:00 pm – 2:00 pm

Marc Rogers, Ph.D., CISSP, CCCI, Chair of the Cyber Forensics Program, Dept. of Computer and Information Technology, Purdue University
In the realm of computers, the act of obtaining or attempting to obtain otherwise secure data by conning an individual into revealing secure information is common. Social engineering is successful because its victims innately want to trust other people and are naturally helpful. The victims of social engineering are tricked into releasing information that they do not realize will be used to attack a computer.

2002 Getting Ahead of the RFID Privacy Debate **FREE!**
1:00 pm - 2:00 pm

Sponsored by the SIA Access Control Industry Group
RFID: new passports require it – some states are attempting to ban the use of it. Join RFID experts and discuss the myths and realities of RFID and how it affects your privacy. Can your RFID-enabled I.D. card be read without you knowing it? Is your personal information safe on an electronic database network? Can your boss track you when you leave your workstation? OEM's, integrators, dealers, end-users and government representatives could all benefit by better understanding the next big technology in electronic access control. Learn what needs to be done to secure cards and secure data.

6H09 The Role of Analytics in Digital Video Surveillance
1:00 pm - 2:00 pm

Skip Cusak, CTO of Vidient Systems, Inc.; Jon Cook, VP of Engineering for Vidient Systems.
With the advent of digital video systems, the CCTV network infrastructure is being fundamentally changed and turned into an IT network with analytics at the edge and at the server that will allow all sensors to be combined and sent to responders for full situational awareness. Video event data can be combined with other sensor data to further reduce false alarms and to bring responders richer real-time situational awareness. This session will illustrate how behavior recognition at the edge of the digital surveillance network and event fusion analytics at the central server can be combined for unprecedented surveillance capability.

1H12 Utilizing Existing Network Resources to Power Video Surveillance
1:00 pm - 2:00 pm

Michael Collette, President & CEO, Narad Networks
Housing developments, communities, and small to mid-size businesses are looking for creative, cost-effective ways to apply video surveillance to their properties. Learn effective new ways to implement video surveillance by leveraging the existing cable installed around the premise to stream live, digitally encoded video from security cameras over the coaxial network. A Co-op City, New York case study will showcase how technology is enabling IP video surveillance, high speed data and Internet telephony. A cost-benefit analysis of using coaxial-based systems versus traditional systems will be discussed.

5H09 Overview of Video and New Technologies in Digital Video Storage
1:00 pm - 2:00 pm

Sean Ahrens, Senior Security Consultant, Schirmer Engineering
The word convergence has taken on more importance as Closed Circuit Television (CCTV) systems make way for digital open connectivity. Much of our old analog technology is being replaced by computers with seemingly endless amounts of storage. In this session, participants will learn the positives and the negatives of the digital solution. Focus will be given on the implementation of digital recording storage technologies, parties to involve and the right questions to ask for future or current projects.

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3H09 Smarter Technical Marketing: Can Your Company Survive Tomorrow from Today's Convergence?
1:00 pm - 2:00 pm

Kyle Parker, VP, Keith Parker & Associates, Inc.
There is a real threat that most of today's security companies will no longer be in business several years from now. Are you prepared? Even those integrators technically prepared for IP convergence still face the challenge of acquiring and retaining customers. Learn the tools to find new customers, retain existing ones and differentiate yourself from the competition including:
• Technical Customer Relationship Management (CRM) tools
• Email marketing with built-in metrics and tracking capabilities
• Customer segmentation, Customer Lifetime Value (CLV)
• Word of mouth

4H11 Deploying Smart Cards – Managing Keys, Multiple Applications & Biometrics
1:00 pm - 2:00 pm

Moderator: Tim Meyerhoff, Director of Sales, LG Iris Technology Division
Panelists: Dan Bailin, HID; Steve Surfaro, Panasonic; Patrick Hearn, Integrated Engineering, Oberthur Card Systems; Steve Rogers, International Biometric Industry Association
New technology smartcards and biometric readers present significant new challenges in the private enterprise and public deployments. This panel presentation will review the process to transition reader technology (from 125Khz to 13.56 Mhz), set policy for reader key management, and introduce biometric technology to the user base. A review of large-scale government programs including PIV, TWIC, and Registered traveler will be covered.

7H13 Computer Based Emergency Response
1:00 pm - 2:00 pm

Mark Stanovich, Exercise Designer, Emergency Response and Readiness Research Center (ER3C)
A new emergency response exercise program that uses computer-based software has been developed for conducting realistic emergency response simulations for application in a wide range of commercial industries and supports NFPA 1600 requirements. Of specific interest are those industries that pose a significant infrastructure "risk" on a national and local level.

8H10 Broadband Wireless Technologies Providing Practical Solutions for Security Network Applications
1:00 pm - 2:00 pm

John Seaman, Director of Sales, Trango Broadband Wireless
This session will provide an overview of the various broadband wireless technologies available as well as specific security related applications for businesses and municipalities. Through the review of various real world case studies, the audience will gain understanding of how wireless broadband networks have been successfully implemented in a variety of projects of varying scope including sea port security as well as surveillance and first responder communication networks for municipalities and private enterprise.

7H10 Fire Protection Systems for First Responders
1:00 pm - 2:30 pm

Thomas Parrish, Vice President of Integrated Systems, Fire Materials Group
This session will explain the active and passive fire protection systems present in modern day construction and how that may impact how an agency responds. This class will outline how first responders can have both a positive impact as well as a negative impact on the outcome of a scenario based on the actions taken at the beginning of an event.

Basic passive systems - building construction types/ materials, fire stopping and fire/smoke separations

Active systems - fire sprinkler systems, pumps and alarm systems; mass notification and emergency voice

1H13 Understanding Wireless Technologies and Their Application to Physical Security in Commercial Environments
2:00 pm - 3:00 pm

Preston Pierce, Director of Engineering, Inovonics Wireless
The presentation will offer a unique position map of the most prevalent and the most promising new technologies (BlueTooth, WiFi, 802.15.4, 900MHz and 2.4GHz bands, Spread Spectrum, Ultra Wide Band, etc.), highlighting the advantages and disadvantages of each. Noting improvements in technology, the trade offs of data rate, power consumption, range and cost. Discussing how these technologies are impacting security and life safety applications now, as well as likely trends for the near future.

6H10 Analog... IP Technology... The Choice Is Yours!
2:00 pm - 3:00 pm

Dan McGinley - VP of Sales, i3DVR International Inc.
The industry requires an alternative solution for businesses caught between the proven reliability of analog and the innovative capacity of IP. Most businesses want the flexibility of IP technology without having to sacrifice their existing analog-based infrastructure. This session will show how to transitionally integrate IP Technology along with analog products along with a hybrid solution that offers reliable, real-time video from remote locations across the network without straining budgets.

3H10 Success Factors for Participating in the Growing Remote Interactive Video Monitoring Market
2:00 pm - 3:00 pm

Ron Petrie, Sales Director, Vision Fire & Security
The remote interactive video monitoring market is beginning to gain traction in North America. The early adopters are making money installing and monitoring these systems, while end users are generating more profits through cost reductions. For system integrators and central monitoring stations, this seminar will identify the markets and applications where remote interactive monitoring is being successfully installed in North America and key success factors for participating in this market. This seminar will also show how to significantly reduce operating costs while proactively deterring crime before it actually happens.

4H12 Chemical Detection
2:00 pm - 3:00 pm

Vaughan Clift, CEO, DetectaChem
The considerable amounts of time and money spent to ensure security make it crucial to have the quickest and most accurate systems for detection of chemical and biological threats. As developers of chemical detection technologies, DetectaChem provides the tools necessary for a broad variety of industrial chemicals and biological agents. This session will discuss the latest in time- and cost-saving integrated detection technologies for both chemical and biological hazards.

5H10 Beyond Convergence: What's Next?
2:00 pm - 3:00 pm

Jim Gompers, President, Gompers, Inc.; Steve Surfaro, Director, Panasonic
What business efficiencies/advanced solutions will push the security industry to "next generation" systems? How do we collaborate with other industries for new solutions that work for the Security Professional? Learn how to challenge security integrators today to take a new position as value added solution provider.

8H12 Network Video Options and Applications
2:00 pm - 5:00 pm

Dave Engebretson, President, Slayton Solutions Ltd.
Training Goal: Video is the key market for security system integrators. This presentation will present and explain the applications of various types of network video equipment, from low end to high end integrated systems, from a vendor-independent perspective. This presentation will be of great benefit to salespeople, PSA owners, and project managers.

2H10 Increase Your Profits with Home Automation
2:30 pm - 3:30 pm

Thomas Pickral, Jr., Business Development Manager, HAI
Learn the basics about what Home Automation is from Home Automation, Inc., the experts in the industry since 1985. Security systems are the backbone of Home Automation. Learn how to make your installations more profitable by offering Home Automation technologies that work with your favorite security system. This class is designed for the beginner and covers topics such as security, lighting, temperature, audio, and video.

7H11 Evacuation & Shelter
2:30 pm - 3:30 pm

Anthony Martin, Deputy Director, Treasury HSPD-12 PMO, Mission Assurance & Security Services
Depending on your circumstances and the type of emergency, the first important decision is whether you stay put or get away. This session will help you to understand and plan for both possibilities. When developing your emergency action plan, it is important to determine the following: conditions for evacuation or shelter-in-place, chain of command, routes and exits, alerting and assisting visitors and employees, accounting for employees.

7H14 All-Hazards Building Risk Assessments and Security Design
2:30 pm - 4:30 pm

Michael Chipley, Vice President, Technology Associates

The seminar will cover the all hazards building risk assessment process for natural hazards and manmade threats, identifying associated mitigation measures, and examining how to prepare, respond and recover from an event. The seminar explores the measures and technology available to reduce the risk and comprehend the trade-offs needed to optimize various building design requirements of the Department of Defense, Interagency Security Committee, the General Services Administration, and the emerging life safety standards and codes revisions for all hazards.

The seminar is based on the FEMA 386-2 Understanding Your Risks, FEMA 386-7 Integrating Human-Caused Hazards Into Mitigation Planning, FEMA 426, Reference Manual to Mitigate Potential Terrorist Attacks Against Buildings and the NFPA 1600 Standard on Disaster/Emergency Management and Business Continuity Programs.

4H13 Taming the Tangle of Access Control Technology
3:00 pm - 4:00 pm

Steve Blake, Vice President, Fargo Electronics, Inc.

There is a need to simplify the increasing complexity of designing and implementing an access control system. There are more choices than ever….and more confusion as a result. This session will help Security and IT management to make appropriate decisions for their organization in technology areas, such as:

• Wireless solutions…when does it make sense
• Card technology to employ…prox vs. contactless smart card
• Card security features and their pros and cons
• Biometrics…do they make sense for your organization? If so, which one?
• Two factor authentication…what is it? What value does it provide?
• Working with legacy systems while migrating to a new system
• How combining physical and logical access control affects the solution's technology
• Controlling access of non-employees: visitors, packages, contractors, temporary employees

1H14 Security Design Considerations for the Healthcare Community
3:00 pm - 4:30 pm

Tony York, Senior Vice President of Security, SSH

In this program, we will review and discuss the current security design trends and considerations for the healthcare community with specific focus on new hospital construction and renovation. This will include a comprehensive review of the Emergency Department, Birth Center and Pediatric Units, Behavioral Health, Pharmacy and other high-risk areas in the healthcare arena. The program will focus on the best practice techniques for developing a master security plan that includes electronic access control, CCTV cameras, infant protection and the integration of electronic security in emergency preparedness plans.

We will discuss how these trends are affecting the systems in healthcare and spend time on future industry trends for "next generation" systems and the design considerations that need to be made to accommodate these impending changes. Attendees of this program will walk away with information they need to know in order to provide user-friendly, state-of-the-art security systems for the healthcare industry both now, and in the future.

3H11 VoIP - A New Source of Residual Income
3:00 pm - 4:30 pm

Ron Polli, President, Vontronix

Who better than alarm dealers to install VoIP services, especially when there's an alarm system in the home? VoIP is not a fad, we as a nation are moving away from traditional phone service and over to digital phone service. Alarm dealers are ideally poised to take advantage of this explosive market and get a share of the $20 billion per year that will be spent on VoIP phone service over the next five years.

6H11 Not Your Typical IP-101
3:00 pm - 4:30 pm

Shahar Zeev, President, iQuest

An educational path from VCR to network-based solutions covering architectural differences between DVRs and DVRs Vs NVRs and IP cameras. Get an education and knowledge base on computer technology, server technology storage solutions (SAN, NAS and DAS). This session is designed to educate you about the technology and not the system so it can be applied to any system helping you to understand and ask.

2H11 New Opportunities for Video Surveillance for the Home and Small Business Markets
3:30 pm - 4:30 pm

Evan Tree, President, WiLife

In this session, you will learn where new opportunities exist for selling video surveillance into home and small business markets. Discover the needs of home-owners and small businesses for video surveillance and learn what features are most important to them. Understand the differences in selling to homeowners versus small business owners. Determine how you can take advantage of the opportunities that exist in the home and small business markets.

5H11 Head-End Design
3:30 pm - 4:30 pm

Charlie R. Pierce, President, IPC Technologies, Inc.

What is the purpose of putting together a competent, intelligent CCTV system if the net result is a stack of monitors on a card table in a closet? When you designed the system, did you take into consideration the space needed to mount or secure the "Head-End" equipment? Learn what to look for, and how to plan accordingly. Everything, from spacing to power to lighting techniques, will be discussed in this all-important session on system design. Make sure that you're not caught at the end of the installation with nowhere or no way to competently operate or maintain the operations of your CCTV system.

7H12 Move over Voice – 9-1-1 Recording is Going Multi-Media
4:00 pm - 5:00 pm

Chris Wooten, Vice President and General Manager, Public Safety, NICE Systems

Capturing and reconstructing video, mapping info, screens (and more!) along with voice, can improve insight and emergency response. Learn:

• Benefits and applications of multi-media capture and analysis in 9-1-1
• Trends driving multi-media recording
• Sources of multi-media and what they can tell us: e.g. voice, video, mobile data, GIS and AVL info., CAD screens, photos, etc.
• New approaches to capturing, consolidating, reconstructing and sharing multi-media information to improve public service, productivity, and evidence timeliness and delivery

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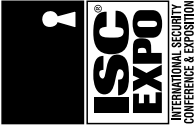
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