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There are few trends that have emerged in the access control domain like the move to mobility, the convergence of physical and logical access, the increased use of biometrics and the shift towards IP based access control systems. The emergence of Near Field Communications (NFC) and other technologies is fuelling the migration of access control technology to mobile platforms.

The same basic access control methodology we've used for decades can now be embedded into NFC-enabled smartphones and other mobile devices, and we can now use our phones virtually anywhere we need to unlock a door, gate, or drawer. This capability is built into next-generation access platforms such as HID Global's ICLASS SE[®] platform that is based on its Secure Identity Object™ (SID) model, a standards-based, technology-independent data structure. Physical and logical access convergence improves security by enabling a single smart card to support multiple authentication methods while helping organizations meet regulatory requirements, enforce consistent policies, and drive consolidated audit logs throughout the enterprise, and cut cost by consolidating tasks. For instance, physical access credentials can be re-used for logical access including strong desktop authentication. Conversely, logical access credentials can help drive more robust identity authentication at the door. Biometrics identification today is not merely

referring to fingerprint identification, but also other biometric applications like face recognition, palm reading and iris identification. To address the advancement of IP based access controllers HID Global has introduced the open architecture IP-based access controllers, VertX[™] and Edg-eTM few years back. We would be further enhancing the product features later this year. They are fully-functional and easy-to-use IP-based access control solutions which bring intelligence to the door and enable a wide variety of solution deployments, including remote management and report generation via standard Web browsers, in-house enterprise solutions, hosted solutions and more, said Ranjit Namblar, Director of Sales, HID Global IAM.

"Access Control is a growing market. Introduction of biometric technology in access control domain have changed the requirement of customers. Today they demand for advanced systems based on fingerprint, face detection, iris, hand geometry and DNA Sequence using wireless technology", said Jatin Desai, Product Engineer-Security Products, Matrix.

"Access control system can be considered comprises of mainly 4 sub-products, namely a) Control Panel b) Reader i.e input c) Locks i.e outputs d) Software for MIS. Information technology has impacted enhancement in Control panel and Software to make the access control

systems part of IT ecosystem within enterprises. Latest Access control systems are leveraging power of Web server, cloud computing technologies from Multilocation security perspective cutting off geographical limitations. On the otherside Readers are witnessing radical changes primarily due to lots of research happening in biometrics technologies across the world. While Card Readers are going to stay forever due to Smart-card based multiapplication scenario in the given enterprise, Biometrics will see migration from Fingerprints Readers (which is still holding majority of Market share) to various other biometrics Technologies like Iris, Facial recognition, hand geometric, fingervein, palmvein, Voice recognition etc. The selection of Biometrics will be influenced by high accuracy in sensitive installations where as ease of use in corporate applications. Identification technologies like smartcard and RFID tags has thrown open more applications to add value to Access control e.g Elevator Access control using same credentials, Tracking critical assets like Laptops during access control in premises or helping open boom barrier using long range RFID tags and Readers, visitor Management etc. This is Opening up New Application Platform in future called "Integrated Identification Management System (IMS)", explained Ganpat Shinde, Managing Director, Smart i Electronics Systems.

"Access Control domain can be divided

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into 3 different categories under the Centralized Architecture – vis-à-vis controllers, readers and cards. The controllers have moved on to IP for last 3–4 years and now the product enhancements are in the form of integration with the same with CCTV systems, or with Energy Management or Bldg Mgmt systems. Readers & Cards are moving to smart card (13.56Mhz) technology from earlier Proximity (125 KHz) which means that the readers & cards are now being used for lot more applications apart from Access Control Alone. There is also an attempt to link logical access of an employee to the physical access. Though these requirements are still quite at an early stage of adoption but I am sure, in near future, these innovations shall form the mainstream business. There is also a shift towards Distributed Architecture – where in the intelligence is at the door. This means that the reader comes with inbuilt controller (brain) and sits on IP directly. Brands like Spectra, HID have products to meet these kinds of requirements. Other forms of technological advancements are electronic, biometric or keypad based locks. There are some locks which have HID or Mifare cards reading capability & can be directly linked to online Electronic Access Control irrespective of which brand of Access Control is installed since these products are developed on open standards, these kinds of solutions provide a new option to the customer to conveniently add more doors to an existing access control system”, said Nemish Parekh, Director, Vitran Electronics Solutions.

“With cloud computing gaining momentum, remote access technologies are becoming more and more popular. The feature of granting or denying is becoming device-independent. With robust security features being built into mobile devices,

virtual credentials would be the future, be it to access your office, homes and even automobiles, as can be seen in Die-Hard 4.0 where the access to car is blocked due to wrong security credentials and needs remote operator intervention to get the car started. Key-fob based single click locking and unlocking of all doors at homes is going to be a standard feature in a few years’ time, said Anand Swaminathan, Zicom Electronic Security Systems.

ISSUES RELATED TO PRICE

Yes, certainly there is. Newer technology always comes at a price and hence takes longer time to penetrate. Different way of putting it shall be that since initial adopters are few for new technology there is lack of volume and hence prices are high. Whichever you look at it, pricing is an issue for new forms of technologies, said Nemish Parekh. “Price issues are going to be subjective in access control market. To put it in simple term, price will be an issue for Access Control as a product. However it shall not be issue if Solutions are positioned to end-users which addresses their multiple identification security challenges as a whole, said Ganpat Shinde. Anand Swaminathan said, “Zicom’s Time and Attendance on the cloud is a pioneering effort in this area, under the ambit of Security-As-A-Service. The customer pays Rs 50 per month per employee but gets to enjoy all the features and benefits of in-

tegrated access control systems normally deployed in bigger organizations.” “Indian security market is fragmented and approximately 70% are unorganized players. There are wide ranges of products that are available to customers at varied prices. In such a scenario customers are intelligent and cautious to choose products that offer “Value for Money” to them. There are many manufacturers selling cheap products. Customers are now cautious that they will end up spending more due to quality issue in such products,” said Jatin Desai. “India is and will continue to be a price sensitive market. This is compounded by the fact that even today security products have a very high duty structure which increases the cost of the products and solution and acts as a deterrent for security penetration. Though it is true to a large extent the Indian customers look at the cost while taking a purchasing decision, today there are customers who are early adopters of new technology and look at the value proposition the solution brings to them. Also, with the increasing demand for access control systems in smaller markets and mid-sized organization I believe that price is no more the only factor for a decision on security adoption,” said Ranjit Nambiar.

INDIAN SECURITY MARKET'S REACTION TO NEW TRENDS

“Indian security market as compared to global market is still at a nascent stage, but has immense potentiality. The demand for this industry is robust today and is expected to accelerate in future. Overall market size having a growth rate of 30-35% is enhancing day-by-day as customers are getting aware about the benefits

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associated with it and hence are positively accepting the new trends in the security market, said Jatin Desai. "Access control and Identification Market is for the most part depends on large projects from both Private sector and Public sector organizations. Industry is hoping for government to drive various projects to remove clouds of Economic uncertainty in Market. Besides regular projects UID projects are also on cards of govt. However these projects will be more demanding on value added features, technologies and most importantly on reliability in terms of product and technical support", said Ganpat Shinde. "By making access control devices cloud-ready, the time to install and configure at sites can be thing of the past. The devices are installed like any other hardware products by easily-trainable electricians while the entire credential management, one time authorization, deleting /adding of new records, can be remotely managed. This reduces implementation cost and eliminates on-site data manipulation. This is of great benefit to multi-site and multi-benefit customers like retail, banking etc", said Anand Swaminathan. "Today, the security industry in India is fragmented with minimal government regulations and policies. We believe that as the industry is beginning mature, more policies and regulations will come along to protect the end-users, integrators and manufacturers. Most of the organizations see access control systems as a 'good to have' component. We hope that the consumers' attitudes will become more proactive and consider access control systems as a 'must have' item in the coming years," said Ranjit Nambiar. "India has been quite slow & late in adoption of Access Control per se and hence newer trends within this domain also will take time to find its foothold. For instance, even today 125KHz contributes close to or more than 50% of reader / card business. Centralized Architecture is still the most prevalent form of Access Control Design. Logical Access is still at a very nascent stage even within the IT industry which shall be the biggest target audience for this kind of solution. So, to

summarize, the acceptance will definitely come through but might be slow," said Nemish Parekh.

FUTURE OPPORTUNITIES AND CHALLENGES

Visitor-Authorization through mobile and Remote Visitor Entry authorization are some of the unique features which will be available in Zicom's Video Door Phone features in the near future, which is a pertinent need in Home segments like Bungalow/Villas/Apartments. This combined with Children-In-Home or Away Mode is some examples of trends of integrated surveillance and access technologies that will main-stream products in the coming years, said Anand Swaminathan. "The newer trends – things like logical access, products on IP etc. will appeal to a different set of channel as well (Not only customers) and that is the IT dealer channel and hence in terms of opportunities it has opened up a new channel to tap for the product companies. Since the channel currently is quite averse to Access Control business in terms of preference due to the inherent complicated nature of this LOB, this preference will also have an impact on the new trends," said Nemish Parekh. "Access Control Systems together with identification solutions can add tremendous value to endusers, However challenges like integration of products from multiple partners, aware-

ness of smartcard and RFID technologies which are important technologies for credentials for such applications. Companies like Smart I, HID are putting efforts in this direction and shall see good results in near future", said Ganpat Shinde. "Large untapped security market is one of the major opportunities, while the purchasing power of customers makes the market more competitive. However the increase in anti-social activities and government regulations are foremost opportunities for the Indian security market. Few challenges faced by the security market are the lack of knowledge of new technologies among the customers and customers have to rely on vendors to get suitable solution to meet their requirements," said Jatin Desai. "The opportunity is huge for Indian market for the new technologies for two reasons - firstly the early adopters have been using access control technology which today is closer to legacy technology and hence there is a strong desire to move to newer technologies and secondly most organizations in emerging verticals like government, defense, transport, energy & utilities and manufacturing are in the nascent stage of technology usage and they provide a large opportunity for growth of business. The challenges which will need to be addressed is the lack of standards in the industry at large and how the migration from older technology to newer technology can happen for the end user seamlessly with minimal additional cost investments," said Ranjit Nambiar.

