

Security Solution Market poised to grow to ₹3,000 crore

Sagar Gosalia, Senior Vice President, Marketing and Sales, Matrix Comsec explains that threats and security issues are mainly in educational institutes in the form of safety of students living in hostels

What are the threats and security issues in education institutions?

The threats and security issues are mainly in terms of the safety of students living in hostels or studying in boarding schools, colleges. Also, the attendance of students studying away from home needs to be kept in check. Maintaining student decorum during interval session or in the absence of higher authority is the main concern for the head of the educational institute.

In case of multi-location educational institutes, centralised management of videos as well as attendance management of the students and staff is a pre-requisite. Inquisitive parents on safety of their children studying away from home also creates difficulties for the institute administration.

Are there innovative solutions that can add value to the security of the institutions?

Matrix Security Solutions offers features and products which enhance the productivity and safety of the institute. Accurate capturing of the In time, Out time of the staff members, centralised attendance management, SMS, e-mail notifications about the student's attendance, audio input or

output in all the class rooms which can be accessed by absent students, centralised monitoring of the connected cameras etc. add value to the security of the institutions and tend to improve its reputation and reliability.

What is the market size of the security solution industry?

There are no published numbers but to the best estimate, the overall security solution market in India is to

the tune of ₹3,000 crore per annum.

What is the rate of adoption do you see in the education sector?

The awareness regarding security in the education sector is on the rise and most of the institutions are deploying security solutions. Colleges, hostels, schools etc. are making sure their students are safe and no stone remains unturned in improving the discipline and safety of the institute.

What are the major hurdles of security solution adoption in educational institutions?

Security is usually not of prime importance for the educational institutions due to which they do not opt to spend a lot of their allotted budget for the installation of security solutions. Most of the schools still only go with the traditional security guard option. Also, the provided budget for the safety of students is restricted because of which the authorities generally do not prefer investing abundantly in these solutions. We at Matrix always strive to make them aware of the necessities of a proper security solution in educational vicinities. Due to our continuous efforts, we have achieved projects of esteemed educational institutes like RBK International school, MIT Pune, Indian Institute of Science, Rishikul Vidhyapeeth Sonapat, British School, to name a few. ■



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