

Matrix Comsec in Top 10 SME Solution Providers



Matrix Comsec has been declared as one of the top 10 SME Solution Providers in India for the FY 2011-12 by SME Channels in 'SME Channels Achievers' Awards 2012' held on October 05, 2012 at New Delhi. Matrix Comsec is in the field of manufacturing Telecom and Security products and it indigenously designs, develops and manufactures these products. "Winning the SME Channels Achievers' Award is not only a great source of honor and pride, but also an inspiration to set the bar higher for ourselves. Matrix has consistently delivered world-class products to its customers.

“**Matrix has won the award for its array of Telecom Products catering to the SME segment. It is the technology and the quality of the products that has helped Matrix defy competition from well established brands.**”

This award is a validation of the quality and reliability of our products, support services, the efforts of all our channel partners who represent Matrix across the globe, marketing and selling our products. We congratulate them and the entire Matrix team for this achievement. We thank our customers for their continual faith in us," says Ganesh Jivani, MD, Matrix Comsec.

NFC-Enabled Smartphone Pilots by HID Global



HID Global announced its completion of two pilot programs that validate how mobile access control using Near Field Communication (NFC)-enabled smartphones can allow employees to conveniently open doors with a mobile device without compromising physical enterprise security. The pilots were conducted at the headquarters of Netflix®, the world's leading Internet subscription service for enjoying TV series and films, and Good Technology™, the leader in secure enterprise mobility solutions, using HID Global's iCLASS SE® platform including iCLASS Seos™ credentials that are portable for use on NFC-enabled smartphones.

“**Pilot participants highlighted improved security among the many benefits of using smartphones to open doors.**”

"I love the idea of mutually authenticated reader-badges - it reduces the threat of badge skimming and replay attacks," said Bill Burns, director, Netflix IT Networking & Security. Netflix desktop analyst David Tsai added, "Technically, the physical security is better since it requires that a person know the phone can be used as a key, know the passcode to get into the phone, and know how to activate the key."

Disruptive Technologies Help Strengthen Security Industry



Memoori's 2012 Survey of the Physical Security Industry published in October shows that in the last 6 years, despite disruptive technologies and economic tsunamis, it has become a stronger more resilient and profitable business. Whilst there has been a natural demand for security because of the need to counter the increased threat from terrorism, crime and theft this is not the only driver. The industry has questioned its operating methods and reformed in order to develop new security products and systems which satisfy the end users need to reduce operating costs and move security from a cost

“**Consolidation and partnership in the middle and smaller tier company sector has strengthened the industries capability and capacity to incorporate and maximise the value of emerging technologies.**”

centre to one that delivers a return on investment. As a result the industry has been able to attract new investment; much from external sources such as the ITC industry. However there is a renewed confidence within the security industry that it can continue to buck the trend of declining revenues endemic in other markets, and continue to grow. This will also require companies to expand their market coverage to the emerging markets and continue spending on their R&D programs.