



OPEN ARCHITECTURE SECURITY – HOW TO AVOID THE INTEGRATED SYSTEMS TRAP

Products.
Technology.
Services.
Delivered Globally.

Open Architecture

Adoption of
Open
Standards

ONVIF, OSDP, ODBC, APIs and SDKs

End Users
Are Driving
The
Industry

*Want newer technologies
PoE, BLE, NFC, Wireless*

*Want single user interface
to manage multiple systems*

Want lower costs

Want life-cycle management

Want best-of-breed options

Open
Architecture
Hardware
Development

AXIS, HID, and others

TRENDS & DRIVERS

THE PROMISE AND BENEFITS OF OPEN ARCHITECTURE – OPEN PLATFORM



A better way to provide for the safety and security of assets, people and information

Interoperability

Connect multiple components without the need for integration

Flexibility

Change system components as needs or technology changes

Choice

Choose Best-Of-Breed components
Not locked-in to one brand

Lifecycle Management

No forklift upgrades, replace or upgrade components as needed

Operating Efficiency

Multiple sources of data provide for real-time security management

Scalability

Expand your system without limitations

Resource Management

Simplified system management
One user interface for all systems

Standards Compliant

Non-proprietary – can be deployed globally and always interoperable

What do you want in a security system?

1

Systems meet current safety and security needs

2

Can accommodate emerging technologies

3

Expand and adapt to changing environments

4

Accepts additions, upgrades and component replacement

5

Have no proprietary constraints

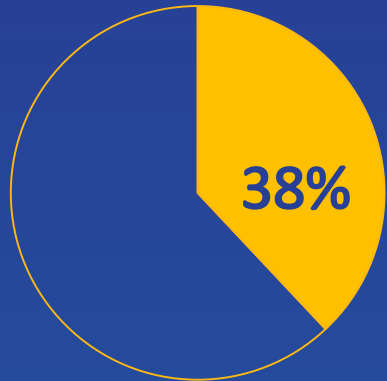
6

Link access to video

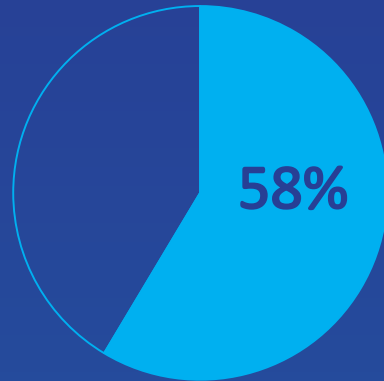
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Provide real-time information

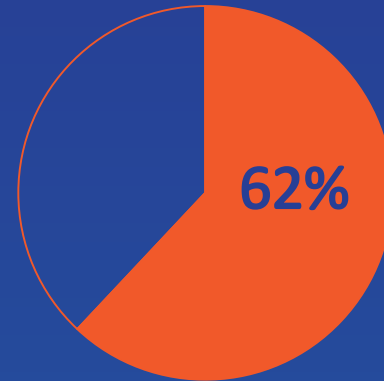
TYPICAL END USER NEEDS – SURVEY SAYS...



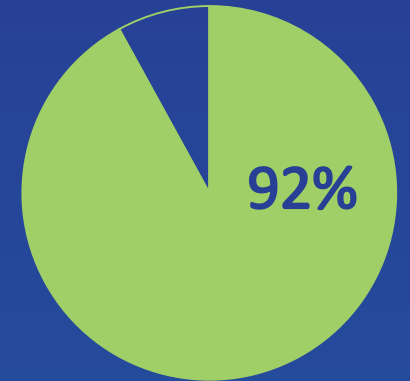
Does not meet current needs



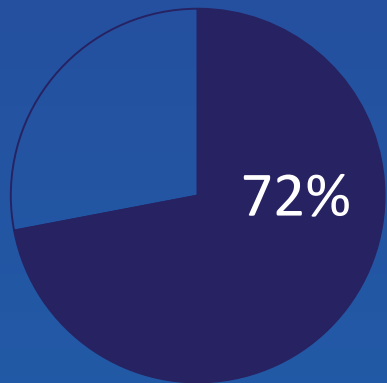
Video & Access not integrated



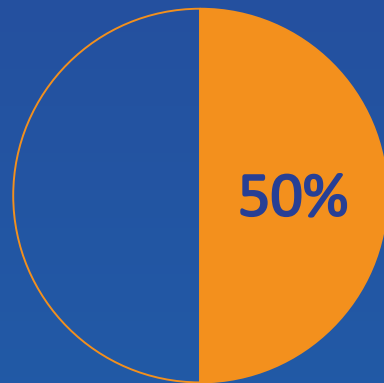
Not scalable or able to be upgraded



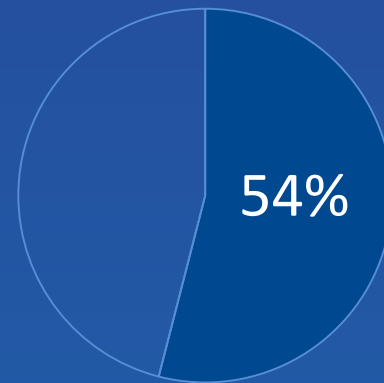
Unsuccessful or have not tried Integrating new technologies



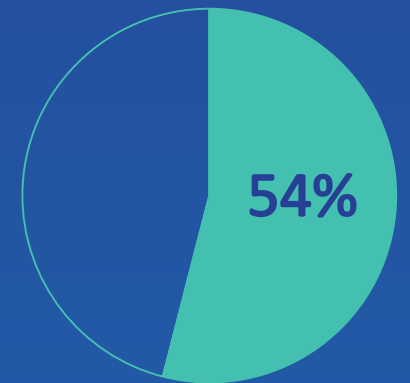
No integration with HR or Active Directory



Value not in alignment with fees



Want new AC system to use existing video & hdwe



Are still using 125 kHz prox cards

INTEGRATED SYSTEMS

Are coordinated or blended into a functioning unified whole

Any software can be integrated at a cost

Difficult to maintain when things change

Interoperability is NOT a guarantee



VS

INTEROPERABLE SYSTEMS

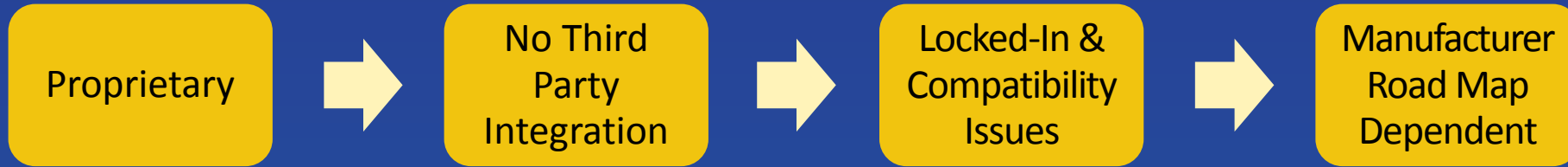
Provides and accepts services from other systems

Connect multiple components from different suppliers without changing any components

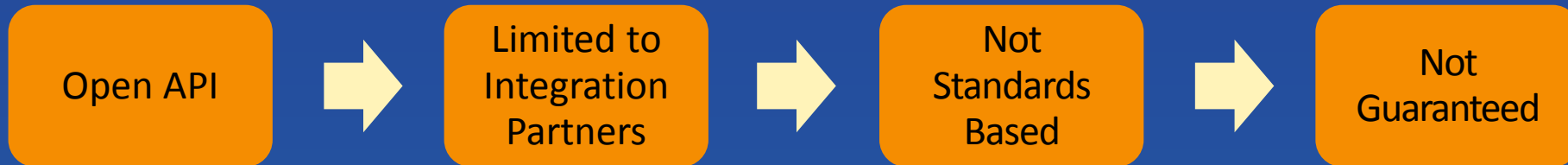
Agnostic to changes

Guaranteed Interoperability

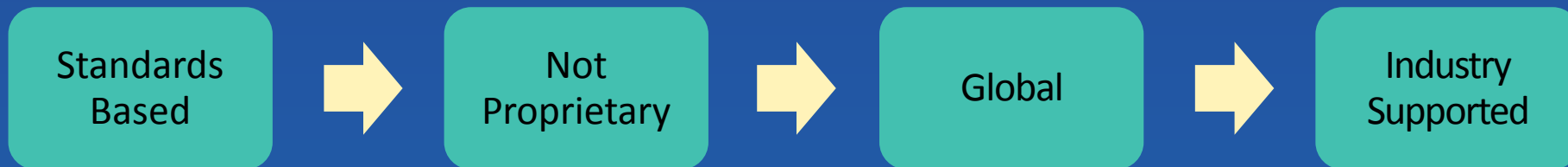
Single Manufacturer – *could result in several disparate systems*



Open Architecture – *where the industry sits today*



True Open Architecture – *where the end user is in control*



No longer a single manufacturer environment

Multiple manufacturers each with solution; End users want “best of breed”

Shift to IP networks

IT involvement, “plug & secure”

Rapid technology growth

Multiple devices, IoT

Volatility of physical security market

Acquisitions result in competition and support issues

Interoperability between building subsystems

Lighting, Temperature, Mass Notification, etc.

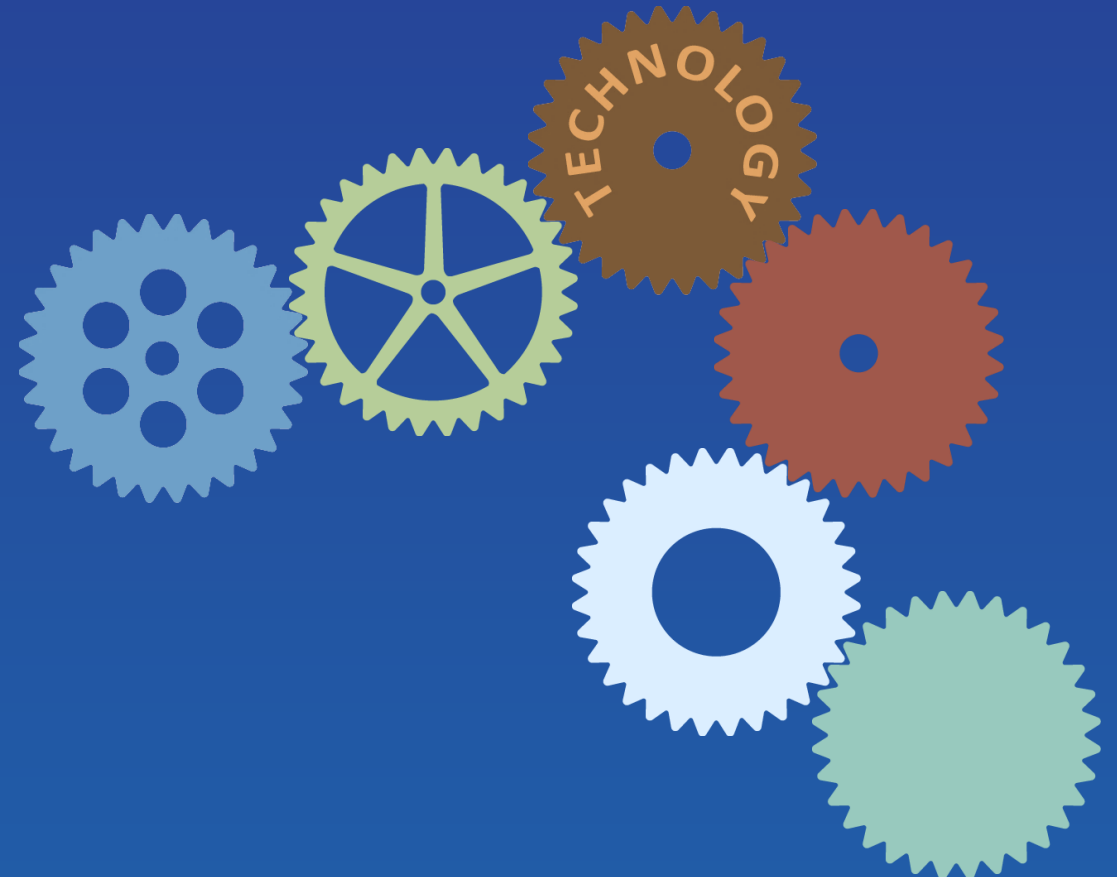
True open architectures provide:

Forward and backward compatibility

Freedom of choice

Reliable interoperability

Proactive management, Life safety



Anixter Open Platform Strategy

Stand D1000

THANK YOU.