

NEWS

Technology still top challenge in alarm world, ESA leader says

John Knox takes helm as advances reshape the industry

By Rich Miller

NASHVILLE, Tenn.— Competition from telecoms and cablecos is drawing a lot of attention in the security world, but keeping pace with technology is still the biggest challenge facing alarm companies, new ESA President John Knox said at the Electronic Security Expo.



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—John Knox

the time frame is closer to three years.

"It's 2G, 3G, 4G ... the radios are being forecast to be here for three years, and then what?" he told *Security Systems News*. "That's going to be a challenge physically with

Knox, owner and president of Life & Property Security Systems in Knoxville, Tenn., was installed as president of the Electronic Security Association during the group's annual membership meeting here on June 28. He has been a member of the ESA Executive Committee since 2006, serving as secretary and vice president.

Knox said the alarm industry typically has dealt with 20-year cycles when it comes to technological change and the need to update equipment, but now

hardware changing but financially as well, being able to support that and provide service to our customers."

Advances in technology could also redefine the way alarm companies traditionally have operated, Knox said, and one of his goals is to make sure the ESA is prepared for that day.

"We now have three-year cycles, and that could even change," he said. "Knowing that there's something that could totally change the way we operate—is that possible? Yes. It's not here today, but it could happen. We've got to really have a process and

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HOW I USE MY SYSTEM

Talking panels and keypads with Erica Wood

ERICA WOOD, a member of SSN's "20 under 40" Class of 2012, is chief security officer at American Fire & Security in Dayton, Ohio, a position she has held since 2008. She also happens to be co-owner of the company with her husband, Robert. She credits him for getting her into the industry via the security guard business when they met in the 1990s. "I got involved and got really excited about meeting business owners and helping them out with their security," she said, adding that the profession has become "a passion of mine." She recently told SSN how she handles security on the home front:

What kind of system do you have?

I have the AFS Revolution by 2GIG Technologies, with built-in GSM, two-way voice, Z-Wave, IP cameras and Alarm.com. The



Erica Wood goes wireless at home with her 2GIG panel and friends Demon and Bella.

system controls the door locks, thermostat and lights. It also includes a safe escape with fire and EMS access in the event of an emergency. The entire system is wireless.

Why this particular setup?

We decided to look for a new platform to use for residential and small commercial customers, and 2GIG Technologies provided the most-advanced product with the most features and fastest installation.

What is the one aspect of your security system that you wouldn't want to live without?

The safe-escape feature. While any alarm system can let you know about a break-in, the real threat in residential installations is fire and CO. The 2GIG panel allows us to set up this feature where a smoke or CO alarm automatically brings up the lighting, shuts off the furnace to reduce the flow of smoke or CO gas, and unlocks the doors to assist fire/EMS crews in their rescue attempt, with a live operator to help talk you out of danger. This system can literally save lives.

Where do you see security going next? What are some big trends?

Clearly from the new products we have seen introduced over the past year, interactive services are going to be huge in residential security. In commercial security, I think there will be more emphasis on IT-based infrastructure, cloud-based services and off-site video storage.

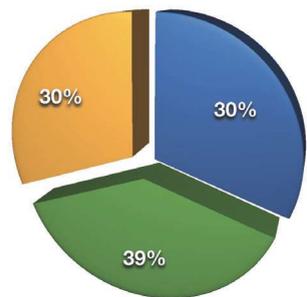
—Rich Miller

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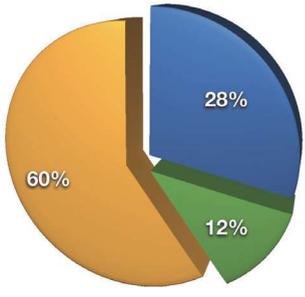
NEWSPOLL

Are you planning to attend ISC East this year?



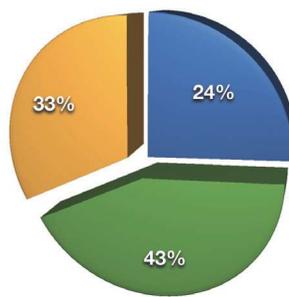
● Yes
● No
● Not sure

Is the name change from ISC Solutions a good idea?



● Yes, it better reflects the show.
● No, ISC Solutions was better.
● What's in a name? It's not important.

How important to you is the ISC East show?



● Very important. It's like ISC West.
● It's important, but expense is an issue.
● Not important. We have enough shows.

NEWSPOLL based on answers provided by 92 respondents in June and July.

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