



**SECURITY
SUMMIT**

Virtual **Event**

CONFERENCE & EXHIBITION

04
MAY

06
MAY

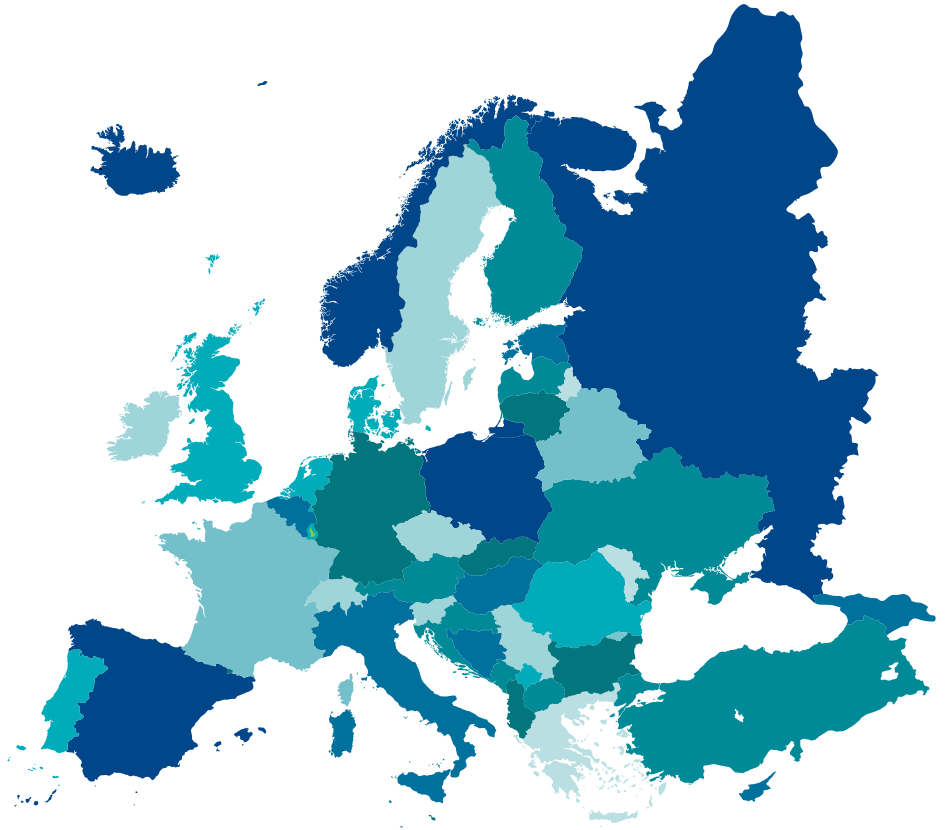
'21
YEAR

EXHIBITION & SPONSORSHIP **BROCHURE**

Focus on The Future

Contents

Organizer & Event Partners	3
About Us	4
Security Summit - Virtual Event	5
Infographic: Security Summit 2020	6
Mission	10
Lobby	11
Conference Program 2020	12
Main Conference Hall	13
Side Event Hall: Inspector Cluseau/Sherlock Holmes	14
Conference Topics	15
Exhibition	16
Exhibition: Floor Plan	17
Company Profile: Overview	18
Company Profile: Marketplace	19
Marketplace: Product Placement	20
B2B Platform - 3 Easy Steps to New Leads	22
Online Video Meeting	23
Analytic & Reporting	24
Sponsorship	25
Sponsorship: Summary of Benefits	29
Our Proud Sponsors 2020	30
Testimonials	32



ORGANIZER



SPECIAL PARTNER



EVENT PARTNERS



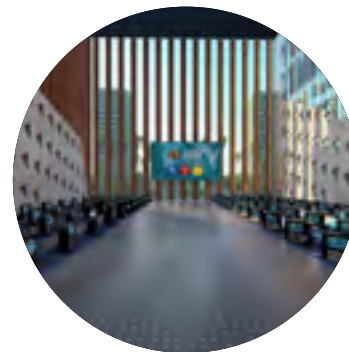
About Us

- Brand name **a&s Adria**
- 15 years of experience in security and ICT in smart and safe city, building and home automation, mobility and industrial IoT as well as cyber security.
- **Monthly publication** of professional security magazine for Adriatic region
- Part of the portfolio of the world's largest security magazine group named **a&s Group**
- Licensed representative of **Messe Frankfurt New Era Business Media** for Adriatic region
- Organizer of **Adria Security Summit**
<https://www.adriasecuritysummit.com>
- Organizer of global online event **Security Summit Virtual Event**, Conference & Exhibition
<https://securitysummit2020.asadria.b2match.io>



Security Summit - Virtual Event

- Covers security and ICT in smart and safe city, building and home automation, mobility and industrial IoT as well as cyber security
- Online format with 3D environment
- Consists of Conference, Exhibition and B2B Networking
- Provides innovation, inspiration, up-to-date tools and know-how
- Participant's pool: manufacturers, distributors, system integrators, installers, end users, government security agencies' representatives, security managers, SME owners, other decision makes



INFOGRAPHICS: Security Summit 2020, 3-5 November

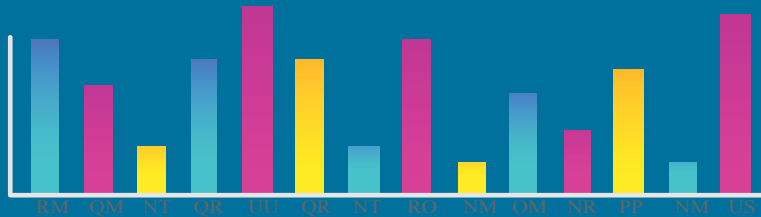
GENERAL

All Participants	2084
Sponsors	81



PARTICIPANTS PER DAY

Tuesday, 3 November 2020	1820	87,33%
Wednesday, 4 November 2020	1836	88,10%
Thursday, 5 November 2020	1860	89,25%



TYPE OF INDUSTRY

TYPE OF INDUSTRY	Sponsors	Visitors
Access Control	23.72%	22.83%
Video Surveillance	23.57%	20.68%
IT & Cyber Security	11.13%	14.30%
IoT	13.32%	12.95%
Other)	12.45%	12.62%
Fire & Safety	11.13%	12.07%
Government/ Military	4.69%	4.55%

Type of Business

SPONSORS

Manufacturer	54.55%
Distributor	13.13%
System Integrator	7.07%
Service Provider	5.05%
Technical and physical protection of people/ assets	4.04%
Media/ Press	4.04%
Other: Consulting/Project Mgmt., Smart Mobility, Digital Transformation, Distributor & System Integration, Government, Installer	12.12%

VISITORS

System Integrator	16.80%
Manufacturer	12.92%
Distributor	12.66%
Service Provider	8.91%
Installer	8.53%
Consulting/Project Mgmt.	7.36%
Other: Technical and physical protection of people/ assets, Digital Transformation, Government, End User, Retailer, Wholesaler	32.82%



INFOGRAPHICS: Security Summit 2020, 3-5 November



CONFERENCE

Sessions:	40
Speakers:	54
Keynote:	12
Case Study:	10
Side Event:	17
Panel Discussion:	1
Total attendance:	6095
Highest attendance:	511
Average attendance:	152



CONFERENCE ATTENDANCE PER DAY

Tuesday, 3 November 2020	2550
Wednesday, 4 November 2020	2117
Thursday, 5 November 2020	1428

*Attendance data include participants and guests.

B2B

Total no. of meetings:	1767
------------------------	------

FEEDBACK

from participants

Met expectations?				
	Yes			83.33%
	No			16.67%
Shown interest in...				
	B2B Matchmaking			60%
	Conference			65%
	Exhibition and marketplace			29%
	Satisfaction rate	Platform & Exhibition	Meetings' relevance	Organizer's assistance
	Excellent	50.00%	37.84%	58.70%
	Good	31.25%	29.73%	26.09%
	Average	14.58%	10.81%	8.70%
	Fair	4.17%	10.81%	4.35%
	Poor	0.00%	10.81%	2.17%

*Feedback analysis done on November 19th.



Mission

Our **SUCCESS** Formula is:



PROFIT INCREASE

Lobby



- Agenda
- Conference Halls
- Exhibition
- B2B

Conference Program 2020



Boris Popović, *Chairman of the Board*

Alarm automatika

Security industry in times of crisis - what to expect and how to behave?



Samuel Muñoz, *Project Manager*
ZKTeco

Biometric trends and today's impact on Security Solutions



Kaloyan Vasilev, *Partner Manager*
Bosch Security and Safety Systems

Using the IoT to make a building smart and secure! Why, what and how?



Marijo Kolovrat, *Regional Sales Manager*
Avigilon

Superior Next-Generation Video Analytics surveillance solution for securing most sensitive points in Bosnia and Herzegovina



Jovica Jović, *Technical and Commercial assistant*
ISEO

Utility readiness during pandemic: keeping the lights on despite covid-19 - how to secure access and traceability in the event of pandemic?



Yoann Klein, *Senior Cyber Security Advisor*
Huawei

Security benefits of 3rd party evaluation in software development industry

Program Agenda

4 - 6 MAY 2021

SESSION

Keynote speeches

Case studies

Side events

B2B Networking

TIME (CET)

11:00 – 13:00

13:10 – 14:30

13:00 – 17:00

00:00 – 24:00

Main Conference Hall



Enjoy keynote speeches and case studies in 3D environment.

Side Event Hall: Inspector Clouseau/Sherlock Holmes



Enjoy side events in 3D environment.

Conference Topics

- Smart Solutions
- Mobility
- Cyber Security
- ICT, IoT & Automation
- Security & Safety
- Training & Education



Presentation Length

Presentation Title Submission

Deadline: February 1, 2021

Keynote speeches

30 minutes

Case studies

20 minutes

Side events

60 minutes

Exhibition

 **SECURITY
SUMMIT**
Virtual Event
CONFERENCE & EXHIBITION

04
MAY

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'21
YEAR

KSENIA

PARTIZAN

SPICA

VANDERBILT
COMNET

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HIKVISION

KONICA
MINOLTA

HID

MATIKA SIGUR-
AXXONSOFT

BOSCH

HUAWEI

ISEO

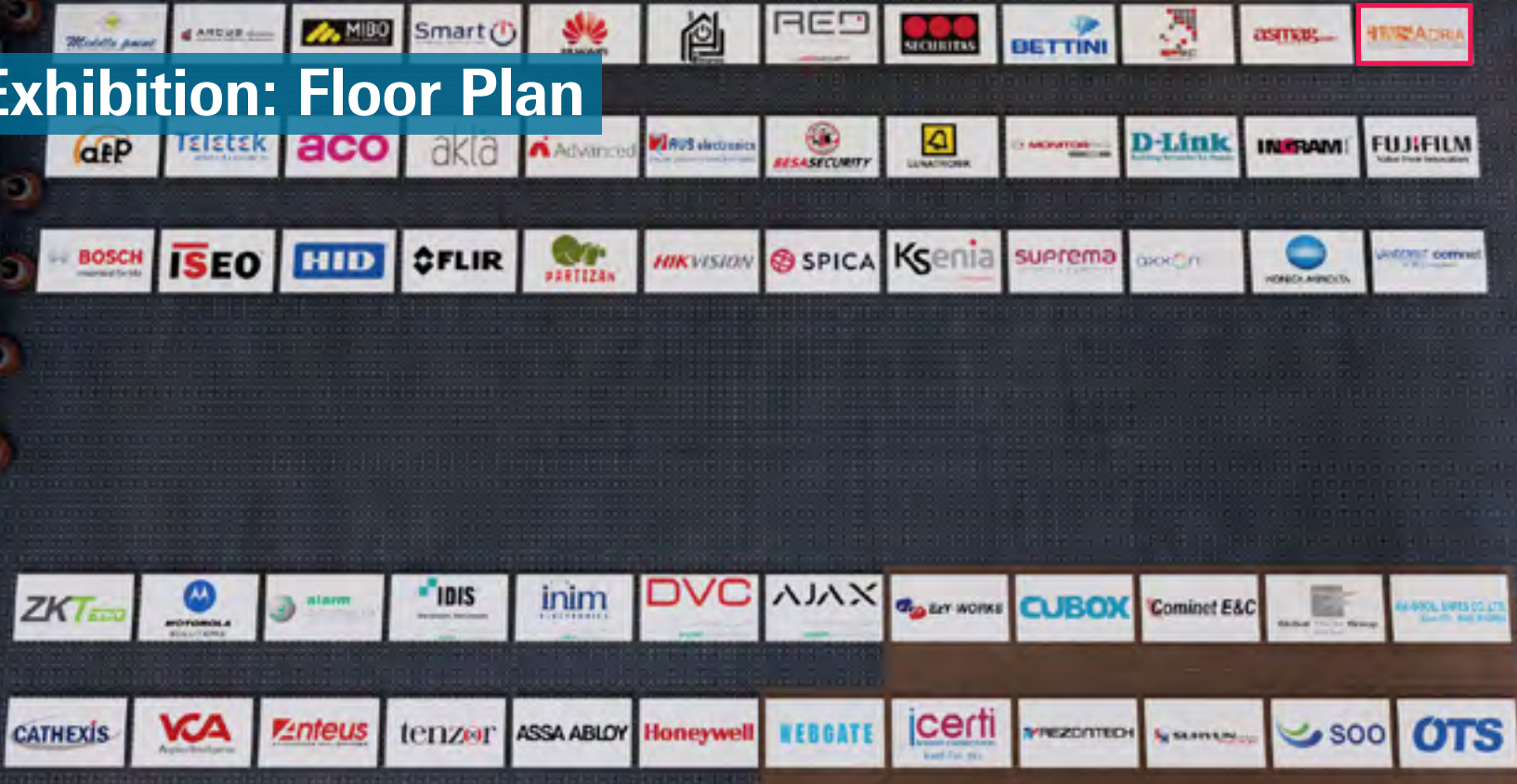
MOTOROLA
SOLUTIONS

ZKTECO

Visit sponsors' virtual booths in one place.

SEE MORE BOOTHS

Exhibition: Floor Plan



Visit all sponsors' profiles in one place.

Company Profile: Overview

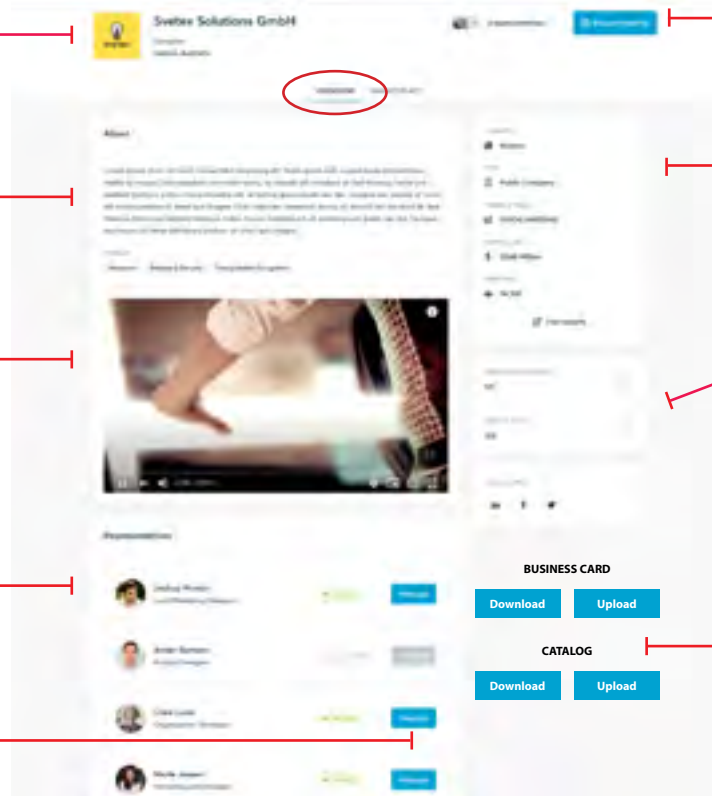
Company's logo

Company description

Promotional video

Companies' representatives

Direct messaging



Check availability and schedule a new video call

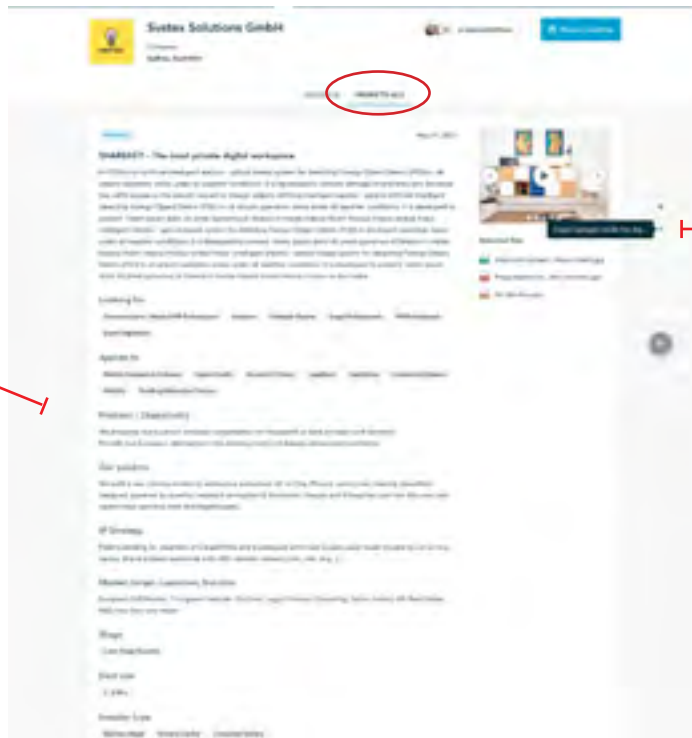
General info on company

Profile traffic & Social networks shortcut

Download company's:
1) business cards
2) promotional materials

AND
Upload your:
1) business card
2) promotional materials

Company Profile: Marketplace



All Marketplace offerings in one place

Product placement related info (video & download)

MARKETPLACE: Product placement

Product
Add and describe a product you offer.

Service
Add and describe a service you offer.

Partnership
Add this if you are interested in engaging in a partnership with another organization.

Project Cooperation
Add this if you are interested in finding a partner for your project.

Investment
Add this if you seek investment opportunities.

Expertise
Add your area of expertise and describe what you can offer to other participants.

Request
Add if you have anything specific you are looking for.

MARKETPLACE OPPORTUNITIES

PRODUCT

Touchless Biometrics Access Control

ZK Tech's Touchless Biometrics Access Control solutions are designed to help prevent exposure and contribute to performing the public. Featuring independent scanning and most biometric features, these solutions help optimize efficiency without contact in office buildings, airports, universities, military, retail, or construction sites among many others. The great possible product line includes ZK-T10, Touchless V10, T100, M10, M100 (T10, ZK-T10, ZK-T100 & ZK-T1000)

Learn more: <https://www.zkteco.com/en/products/biometrics/face-scanning/biometrics-face-scanning-solutions>

Looking for:
Hardware/Software



Attached File:
[Effect Case Measurement Solution](#)

ZK Tech Touchless Biometrics Solutions for Access Control



View More

SERVICE

Customization projects and consultancy

As we offer a very wide range of product lines of TGA and access control terminals, we understand that our clients like to have their own customized products to fit with the software solution they provide. At our ZK Tech Europe office, we have a qualified team of programmers and technicians to guarantee you obtain the best possible service.

Should your problem or project require more time than you initially have, no problem, we enjoy the positive support of our specialist engineering, programming and R&D departments at our ZK Tech manufacturing plant, dedicated to getting your solution to you.

Contact us for further info: info@zkteco.com / zkteco@zkteco.com

Type:
Business, Marketing, Consulting

View More

SERVICE

Warranty and RMA Services

ZK Tech Europe provides two years warranty for its main products, which include of Open-label, TGA, and Access Control equipment from ZK Tech in Europe including Programming, Repair, Detection and small repairs. ZK Tech Europe warranty that its Products are free from defects in materials or workmanship under normal use (during the warranty period) and will repair or replace a product under warranty, through the most convenient means of our RMA document.

Learn more: <https://www.zkteco.com/en/warranty-rma>

Type:
Other

View More

MARKETPLACE: Product placement

Search:

PRODUCT LIST

SERVICE LIST

PARTNERSHIP LIST

Looking for:

Development (2)

Consulting (2)

Manufacturing (2)

Others (2)

View more (2) >

PROJECT COOPERATION (2)

INVESTMENT (2)

EXPERTISE (2)

RECRUIT (2)

YAD0041

GDQP card readers for Access Control Systems

ZiSonic's KM821-GDQP and KM824-GDQP are two advanced readers for Access Control Systems. Offering 100% availability and 10 to 1500 contactless smart cards and identification technologies and single reader.

- ✓ Interoperable: Support Open Standard Device Protocol (GDQP) for secure, fast communications. Thanks to a 2D QR code which authenticates from GDQP to RACS with 2D face standards.
- ✓ Streamlined Migration: Streamlined support for 100 card type (ES4096/ES7444/SA for seamless migration).
- ✓ Secure and Flexible: Provides encrypted high-security beyond EMVCC communication for robust protection and easy installation. Supports most of the most technologies in the EU market.

Learn more: <https://www.zisonic.com/en/Products/Access-control-systems/Smart-card-readers/Smart-card-readers>

Looking for:

Marketplace: **Website**



Learn more (2) >

PARTNERSHIP

NVR - Hybrid DVR - CAMERAS

One of the unique European manufacturers - DELTINE VIDEO - offers the possibility to customize your own Video surveillance systems.

Unique Features - Unique Products - Unique, like you.
Be Different Be Better!

Looking for:

Website

November 02, 2020

REQUEST

New Students

SPSC Group is helping new students to grow and gain experience. If you are a new graduate, positive, energetic, communicative, technology geek, and looking for the opportunity to grow with an international group of companies then you are in the right place. We also accept new graduates willing students to work remotely.

You can send you CV to info@spscgroup.com

October 02, 2020

B2B PLATFORM - 3 Easy Steps to New Leads

1. Register or Login



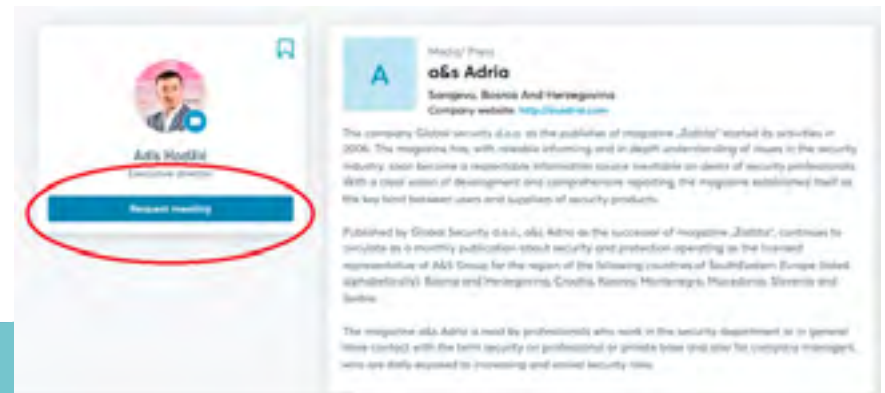
... and start your meeting



2. Go to B2B - Exhibitors & choose a sponsor



3. "Request meeting" with a representative



Online Video Meeting

- Integrated video call service,
- Connect with one or more of your colleagues,
- Invite additional participants,
- Effectively share your screen.

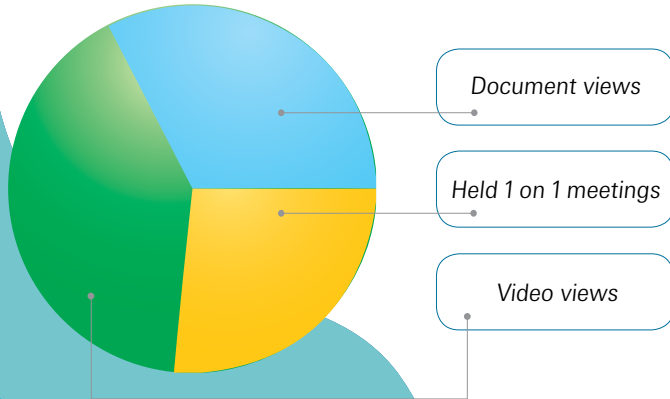


Analytics & Reporting

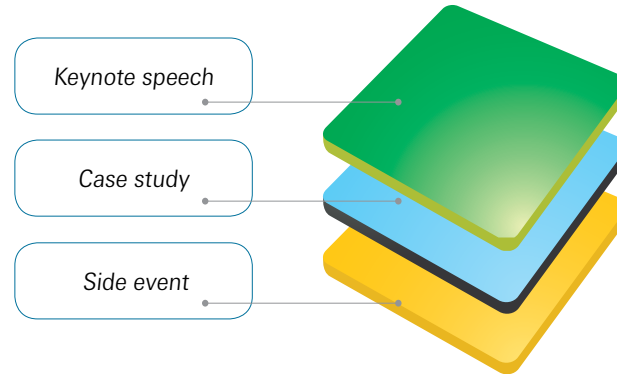
Proven ROI: Receive your leads list.

Sponsorship: Report contains all relevant details per sponsorship package.

Total Number of Booth Visitors



























Detailed Visitors' Contact Info per Sponsorship Package



Sponsorship
























Exhibition & Networking Arena

BENEFITS AS A SPONSOR	Diamond 6,000 EUR	Platinum 4,000 EUR	Gold 3,000 EUR	Silver 2,000 EUR	Bronze 1,000 EUR
Display of the company's name on a booth					
Company's intro video on a virtual screen					
Search all exhibitors with their contact info					
B2B Networking: Get access to the following number of available company's representatives for video meetings with all interested visitors at virtual booth	4	3	2	1	
Guaranteed number of scheduled 1on1 meetings with relevant leads	30	20	10	5	
Make available for download company representatives' business cards	5	4	3	2	
Make available for download a number of different companies' promotional materials (catalogue, brochure etc.)	Unlimited	20	15	5	
Make available a direct contact form to all attendees to submit their contact information					
Receive a message from an interested visitors at virtual booth					
Access to the database of all attendees with their contact info					
Filter all the attendees by means of search option, position or service they deploy, predefined industry niches the company operates in, and/or by the country the company is headquartered in					

Sponsorship







Product Placement

BENEFITS AS A SPONSOR

	Diamond	Platinum	Gold	Silver	Bronze
Publish a description of your product offering					
Publish a description of your service offering					
Express interest in engaging in a partnership with another organization					
Express interest in finding a partner for your project					
Express interest in specific investment opportunities					
Publish a description of a specific area of expertise which you can offer					
Declare specific interest in any related matter					

Conference

BENEFITS AS A SPONSOR

	Diamond	Platinum	Gold	Silver	Bronze
Attendance at all sessions across all conference halls					
Opportunity to organize a number of individual side events	3	2	1	1	
Opportunity to present a number of independent case studies	1	1	1		
Opportunity to hold a number of keynote speeches	1	1			
Attendance at the VIP virtual event panel session					

Sponsorship

Report



































BENEFITS AS A SPONSOR

	Diamond	Platinum	Gold	Silver	Bronze
Number of all visitors at virtual booth	■	■	■	■	
Detailed list with contact info of all visitors at virtual booth	■	■	■	■	
Number of held 1on1 video meetings	■	■	■		
Detailed statistics related to published documents at Marketplace (Document views, views per document and who viewed documents)	■	■	■		
Detailed list with contact info of all visitors who attended side events categorized individually	■	■			
Detailed list with contact info of all visitors who attended case studies categorized individually	■	■			
Detailed list with contact info of all visitors who attended keynote speeches categorized individually	■	■			

Sponsorship

Promotion

BENEFITS AS A SPONSOR

	Diamond	Platinum	Gold	Silver	Bronze
Corresponding acknowledgments in all potential PR releases					
Company's info placement in the exhibitors' database & catalog					
Company's unique branding of the virtual booth					
Automatic email on each newly prescheduled 1on1 meeting prior to the event					
Company's logo & short description placement on the Security Summit's website					
Brand promotion on the Security Summit's social networks					
Number of published sponsored articles on the Security Summit's website and social networks	4	3	2	1	
Dedicated welcome email/ message sent to all attendees					
Number of recorded statements made available on dedicated YouTube channel	3	2	1		
Company's logo placement at the entrance hall (lobby)					
Company's logo placement at the conference halls					
Branded Thank You email, with attached company's promotional materials of up to 25 MB in size sent to all attendees after the event					

Mandatory submission of required promotional materials no later than April 15 in order to utilize promised promotional activities on our end.

Sponsorship

Summary of Benefits

Cost-effective compared to a live event yet equally effective.

- Conference
 - LIVE program
 - Keynote speeches
 - Case Studies
 - Side Events
 - Exclusive insights into latest innovations
- Exhibition
 - Brand Awareness
 - Market Research
 - Marketplace (Product Placement)
- B2B
 - New Relevant Leads
 - Immediate Messaging
 - Immediate Online Video Call
- In-depth Reporting
 - Relevant Lead List

Our Proud Sponsors 2020

Diamond Sponsors



Platinum Sponsors



Gold Sponsors



Silver Sponsors



Bronze Sponsors





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DATE 

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ORGANIZER



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Bosnia and Herzegovina

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B2B Platform: <https://securitysummit2020.asadria.b2match.io>

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