



# Physical Security & IT



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# Physical Security Industry Trend : Convergence

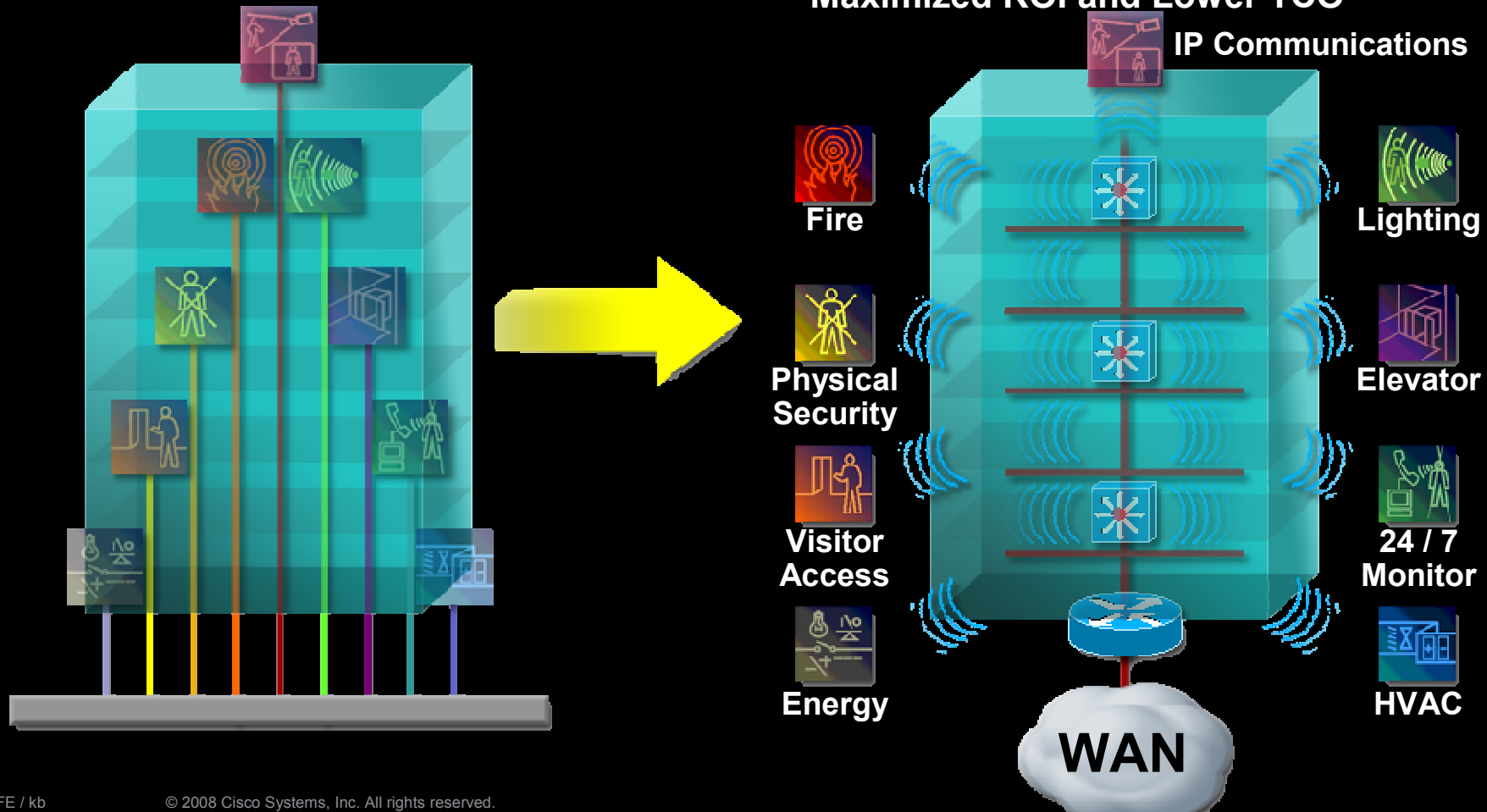
## From Proprietary to Open, an IP Systems Approach

### Today's Buildings

- Disparate Building Networks
- Proprietary and Redundant
- Sub-Optimal Information Usage

### A Shared Vision

- Interoperable
- Efficient and Scalable
- Multi-use Systems Information
- Maximized ROI and Lower TCO



# Business Drivers of Network Convergence

## Organizational Demands:

- Competition
- Compliance
- Business Innovations

- Relentless budget pressure
- Efficiencies
- Faster response & resolution
  
- HIPAA
- HSPD-12
- Sarbanes-Oxley
  
- Access anywhere, any time
- Standards based Interoperability
- New business capabilities
- Step-change reductions in cost



# What does Convergence mean for IT?

## Challenges

### New Endpoints requiring 802.1x Authentication

- Wired & Wireless IP Cameras
- IP Access Control
- IP Building Management Gateways

### New demands

- Bandwidth Management
- Increased power requirements for L2 Switches from POE enabled devices.

# What does Convergence mean for IT?

## Opportunities

### Credential Management

- Option to leverage smartcards for Two Factor / Strong Authentication

### Location Based Network Access

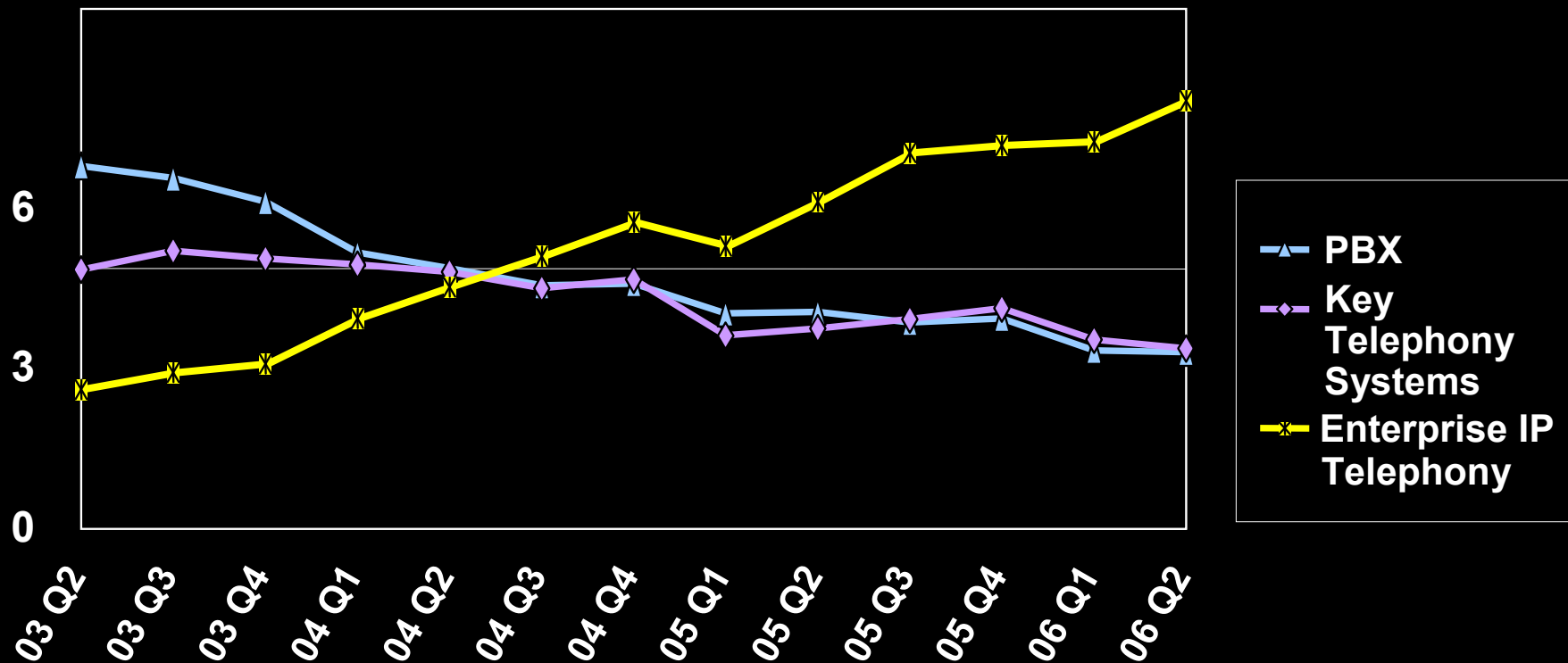
- Enhance network security with Physical Access
- Location as an element of employee identity.
- Integration with wired, wireless and application access control.

# Only a Matter of Time - Sooner than You Think!

## Telephony Convergence Occurred in just 7 years

### WW Enterprise Telephony Shipments

M lines/ports



Source: Synergy Research



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