



# ADRIA SECURITY SUMMIT

CONFERENCE & EXHIBITION

powered by **intersec**

[www.adriasecuritysummit.com](http://www.adriasecuritysummit.com)

2022

Summit  
Guide

*October 5-6, Zagreb, Croatia*

# Welcome to Adria Security Summit powered by Intersec largest security conference and exhibition in SE Europe

GER

CZE

UKR

**33%**

growth in number of visitors in a year

**31** SVK

countries of origin of visitors before the pandemic

**11%**

growth in number of meetings in a year

MDA

**95%**

of visitors in 2021 claimed that Adria Security Summit met their expectations

**35.53%**

more than a third of visitors are senior managers/executives (founders/owners, CEOs, heads of departments, executive assistants)

ITA

**3,000**

largest number of visitors in the history of the Summit

**72.97%**

growth in the number of exhibitors in a single year

**128**

largest number of exhibitors in the 7-year existence of the Summit

**80.6%**

rated the conference program excellent or good

**43**

keynotes, podcasts, case studies, and workshops

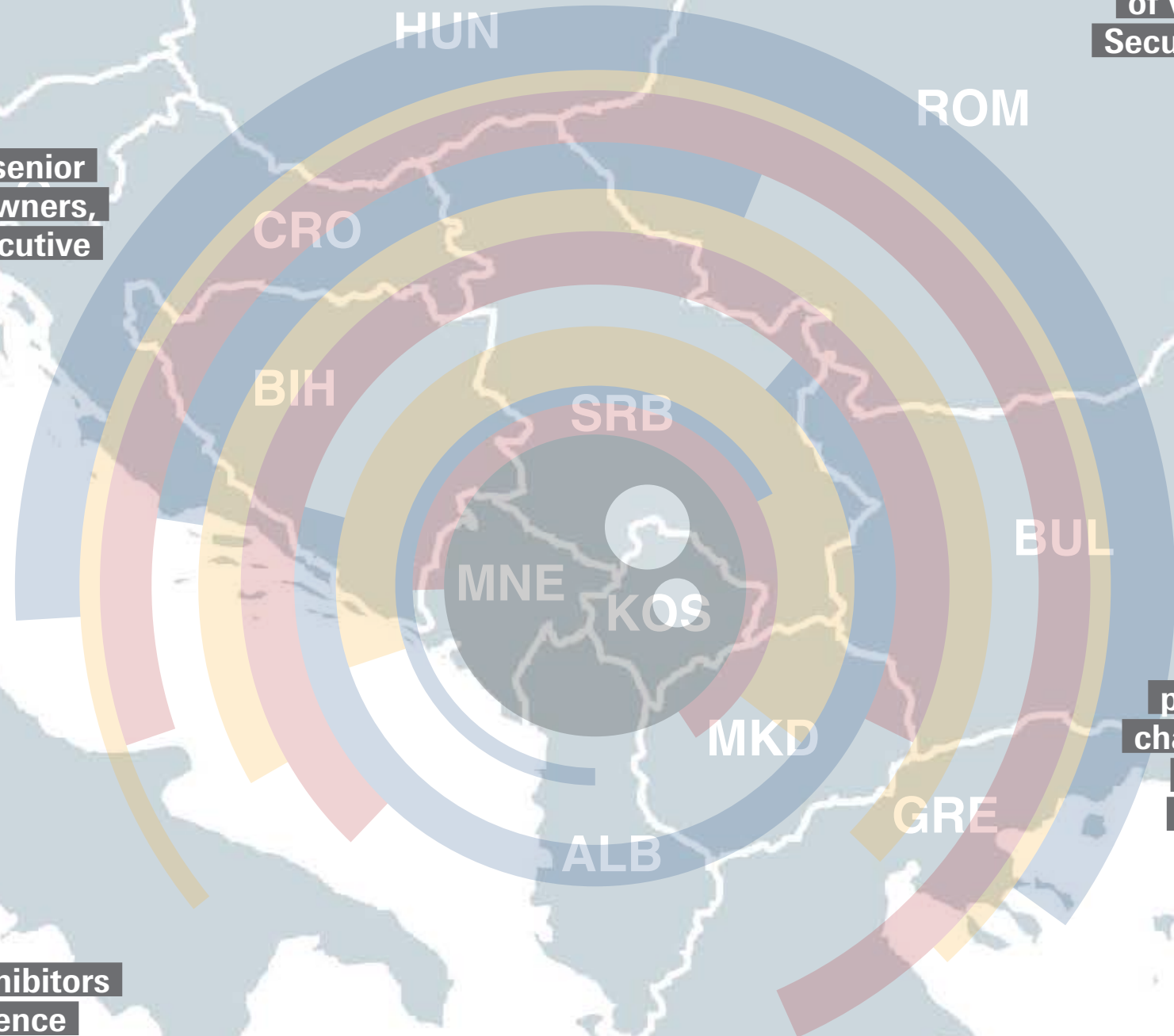
**26**

partner professional associations, chambers and media. Official partner of Messe Frankfurt, the largest European organizer of business events and their Intersec fair

TUR

**1<sup>st</sup>**

startup program launched this year



**Wednesday, October 5**

**Keynote Speeches and Podcasts**

09:00 – 10:00	Participants gathering and welcome drink
10:00 – 10:30	Opening ceremony and plenary speeches
10:30 – 10:55	<b>Rethink Security</b> – Vito Lalić, MOBOTIX Business Development Manager Adria, Konica Minolta
10:55 – 11:20	<b>Safe. Not Sorry!</b> – Goran Car, CEO, Combis
11:20 – 11:45	<b>Future of Video: The Power to Predict</b> – Arnaud Lannes, Sales Video Surveillance Country Cluster Director, France, Adriatics, Italy, Bosch Security and Safety Systems
11:45 – 12:10	<b>Why Is Cybersecurity Crucial to the Industry?</b> – Marko Gulan, Cybersecurity Consultant, Schneider Electric
12:15 – 12:30	Coffee networking
12:30 – 12:55	<b>Speeding-up of the Security Market</b> – Boris Popović, CEO, Alarm automatika and Aleksandr Konotopskiy, CEO, Ajax Systems
12:55 – 13:30	Podcast with Aleksandr Konotopskiy, CEO of Ajax Systems
13:30 – 13:55	<b>Going Beyond Just Locking and Unlocking Doors: Modernizing Access Control System</b> – Jakub Kozak, Sales Manager, Genetec
13:55 – 14:20	<b>Smart Infrastructure of the Future</b> – Igor Kulašić, Head of Smart Structure, Siemens
14:20 – 14:55	Podcast with Leo Levit, Chairman of ONVIF
14:55 - 15:20	TBA

**Workshops and side event presentations**

	James Bond Hall	Inspector Clouseau Hall	Sherlock Holmes Hall	Hercule Poirot Hall
13:00 – 14:00	Startup Presentations	<b>Future of Security Systems: On-premise or Cloud-based?</b> – Saša Čorić, Sales Engineer EMEA, Avigilon	<b>Seamless Integration for Better Control and Decision Automation In Security Systems</b> – Katerina Ryan, BDM, Cathexis	<b>Systems for Extinguishing Fires with Condensed Aerosols</b> – Tomislav Muslim, Director, Questus sigurnost
14:00 – 15:00	<b>Technical Solutions for Business Improvement – Energy, Events, Traffic, Parking, Visitors</b> – Alarm automatika	<b>Aetria Control Rooms Made Simple</b> – Vladimir von Kendjelic, Gorcey Sales Manager DACH & Western Balkans	<b>DSS PRO V8: Our Software Is More Than Just VMS</b> – Roman Roxer, R&D Product Manager, Dahua Technology	<b>Advanced Security Solutions for Critical Communications and Smart Cities</b> – by Motorola & Avigilon, Micro-Link
15:00 – 16:00	<b>Safety System Integration for Higher Security of Objects and People</b> – Alarm automatika	<b>Incedo Business Pro - New Generation of Access Control</b> – Denis Dunaj, Product Manager, and Marko Kozar, Business Unit Manager, ASSA ABLOY	<b>FLIR Total Security Solutions – State Of The Art</b> – Pierpaolo Piracci, Sales Manager, Teledyne FLIR	
16:00 – 17:00	<b>Centralised Monitoring and Management of the Electronic Security Systems</b> – Alarm automatika	<b>The Transition from Fat to Lean Cyber Security</b> – Emir Arslanagić, Regional Manager for SEE, Qualys	<b>How AI-Powered Video Analytics Can Transform Your Security Ecosystem</b> – Panayiotis Kapiniaris, Sales Manager, Monitoreal	

**NOTE: Startup presentations start at 12:00 PM**

**Thursday, October 6**

**Case Studies and Panel Discussion**

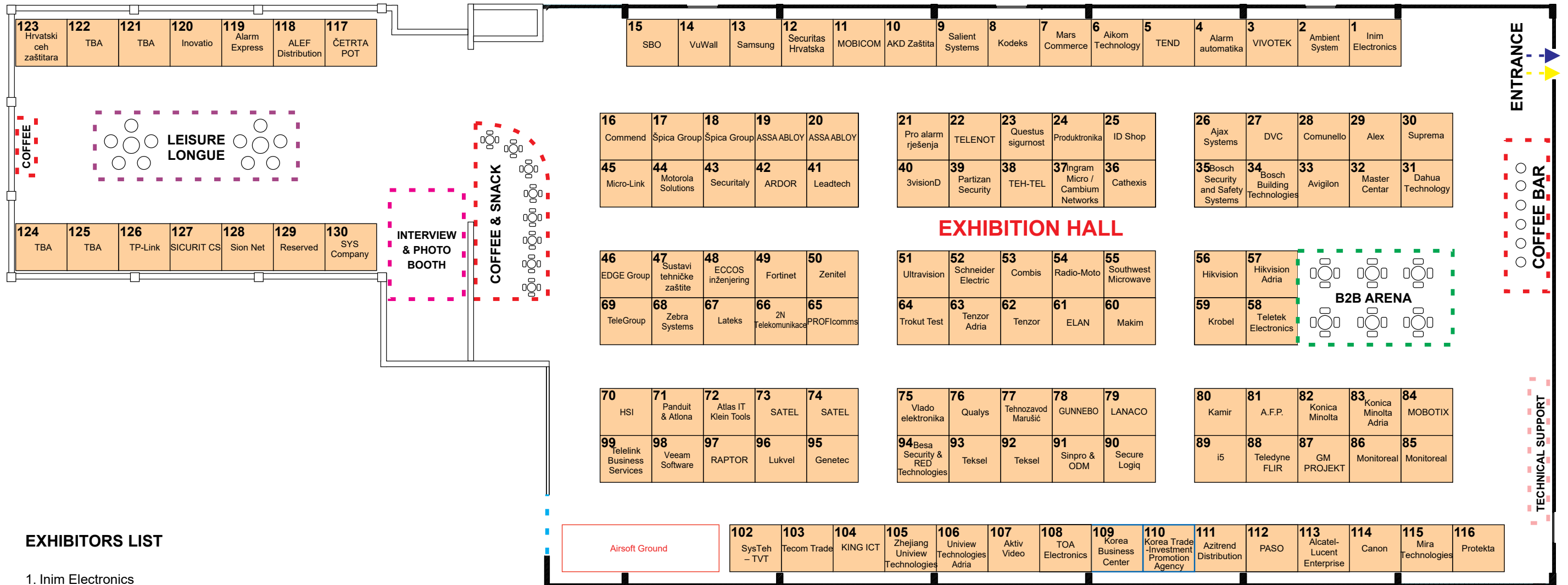
09:00 – 09:45	Participants gathering and welcome drink
09:45 – 10:00	Showbiz (special guest)
10:00 – 11:00	Panel Discussion: <b>Added Value of Security Systems</b>
11:00 – 11:15	<b>Supervising Made Easy</b> – Marko Sikirica, Director of Integration Department, Tehnozavod Marušić
11:15 – 11:30	<b>3visionD 3D Video Analytics in the Smart City Environment</b> – Mario Blaić, CEO, 3visionD
11:30 – 11:45	<b>Konica Minolta Video Solution Services - More Than Just Security</b> – Vito Lalić, MOBOTIX Business Development Manager Adria, Konica Minolta
11:45 – 12:00	<b>How We Created Most Advanced Video Surveillance and Radio Communication Solution at Belgrade International Airport</b> – Marijo Kolovrat, Sales Manager, Balkans, Avigilon (Motorola Solutions)
12:00 – 12:15	<b>Make the Most of AI: Challenges and Solutions Based on Experience</b> – Maciej Pietrzak, Technical Manager, Dahua Technology
12:15 – 12:35	Coffee networking
12:35 – 12:50	<b>Croatian Intelligence, Knowledge and Experience for a Safe and Secure European Commission</b> – Ivan Bilać, Sales Manager, Eccos inženjering
12:50 – 13:05	<b>Convergence of Hikvision Systems in Amadria Park Šibenik</b> – Andrej Češek, Pre-Sales Engineer, Hikvision Europe
13:05 – 13:20	<b>Transition from Standard to Managed Security Services in IT</b> – Nebojša Stankić, SEE Manager, Zebra Systems, and Andrija Vesković, Owner, Datatek
13:20 – 13:35	<b>Integration Platform xEMS in Falkensteiner Resort Punta Skala</b> – Igor Boršić, Hospitality and Leisure Product Manager, & Ivan Tkalec, Head of Operations, Tensor Hrvatska SBS
13:35 – 13:50	<b>Integration of Iris Reader, Access Controller and Interlocking Door for Highest Grade4 Security Level</b> – Gorazd Mandelj, Managing Director, GM PROJEKT / IrisID
13:50 – 14:05	<b>eVisitor – Visitor Tracking System</b> – Sara Glišić, Sales Professional, LANACO
14:05 – 14:20	<b>Forget about Cards – Unlocking Doors via Mobile Phone in Business Incubator at the University of Split</b> – Mladen Gunjević, BDM, Špica Group
14:20 – 14:35	<b>Facing the Cybersecurity Challenges with IBM Security: National Statistical Institute Bulgaria</b> – Tomislav Musić, Senior Cyber Security Consultant, Telelink Business Services
14:35 – 14:50	<b>Autonomous Border Protection Systems</b> – Damir Dobrina, CTO, Securitas Hrvatska
14:50 – 15:30	Closing ceremony, acknowledgement and award ceremony, joint photo session

**Workshops and side event presentations**

	James Bond Hall	Inspector Clouseau Hall	Sherlock Holmes Hall	Hercule Poirot Hall
13:00 – 14:00	<b>Konica Minolta &amp; Scylla (Gun Detection – Trends in Video Analytics), SAFR (Face Recognition Solutions) and CGC (SBI, an Integrated Security System)</b>	<b>Why Should You Buy Servers from Your CCTV Supplier?</b> – Ivan Šval, Sales Manager, Secure Logiq	TBA	TBA
14:00 – 15:00		<b>Hikvision Alarm Systems for Home and Business Use</b> – Elvis Ferhatović, Pre-Sales Engineer, Hikvision Europe	<b>AVENAR: Smart, Scalable and Sustainable Fire Alarm Panels</b> – Nino Belicki and Iliya Dochev, Consultants for Bosch Security and Safety Systems	<b>Advanced Uniview solutions – Unlimited New View</b> – Mirko Radulović, BDM North Balkan, Uniview Systems
15:00 – 16:00	<b>Iris Recognition Products and Solutions</b> – Seyit Ali Kaya, Sales Manager, Iris ID, and Gorazd Mandelj, Iris and LHD Expert, GM PROJEKT	<b>Trends in Fire Alarm Systems</b> – Vladimir Zrnica, Sales Manager, Advanced, and Dario Zelenika, Branch Manager, Kamir	<b>Bosch Public Address System</b> – Bosch Security and Safety Systems	<b>Radio Communication Solutions in the Service of Video Surveillance and Perimeter Protection</b> – Kristijan Fabina, Sales Manager, Cambium Networks
16:00 – 17:00	TBA	TBA	<b>Let Them In and Keep Them Out. Bosch Access Control and Intrusion Alarm</b> – John Chaikalis, Laurentiu Cojocaru, Aleksandar Dobnikar, Bosch Security and Safety Systems	<b>How AI-Powered Video Analytics Can Transform Your Security Ecosystem</b> , Panayiotis Kapiniaris, Sales Manager, Monitoreal



# Exhibition Floor Plan



## EXHIBITORS LIST

- |                            |                                       |                                  |                            |                          |                                       |                                |
|----------------------------|---------------------------------------|----------------------------------|----------------------------|--------------------------|---------------------------------------|--------------------------------|
| 1. Inim Electronics        | 21. Pro alarm rješenja                | 39. Partizan Security            | 57. Hikvision Adria        | 75. Vlado elektronika    | 93. Teksel                            | 113. Alcatel-Lucent Enterprise |
| 2. Ambient System          | 22. TELENOT                           | 40. 3visionD                     | 58. Teletek Electronics    | 76. Qualys               | 94. Besa Security & RED Technologies  | 114. Canon                     |
| 3. VIVOTEK                 | 23. Questus sigurnost                 | 41. Leadtech                     | 59. Krobek                 | 77. Tehnozavod Marušić   | 95. Genetec                           | 115. Mira Technologies         |
| 4. Alarm automatika        | 24. Produktronika                     | 42. ARDOR                        | 60. Makim                  | 78. Gunnebo              | 96. Lukvel                            | 116. Protekta                  |
| 5. TEND                    | 25. ID Shop                           | 43. Securitaly                   | 61. ELAN                   | 79. LANACO               | 97. RAPTOR                            | 117. ČETRTRA POT               |
| 6. Aikom Technology        | 26. Ajax Systems                      | 44. Motorola Solutions           | 62. Tenzor                 | 80. Kamir                | 98. Veeam Software                    | 118. ALEF Distribution         |
| 7. Mars Commerce           | 27. DVC                               | 45. Micro-Link                   | 63. Tenzor Adria           | 81. All For Protection   | 99. Telelink Business Services        | 119. Alarm Express             |
| 8. Kodeks                  | 28. Comunello                         | 46. EDGE Group                   | 64. Trokuttest             | 82. Konica Minolta       | 102. SysTeh - TVT                     | 120. Inovatio                  |
| 9. Salient Systems         | 29. Alex                              | 47. Sustavi tehničke zaštite     | 65. PROFcomms              | 83. Konica Minolta Adria | 103. Tecom Trade                      | 121. To be announced           |
| 10. AKD Zaštita            | 30. Suprema                           | 48. ECCOS inženjering            | 66. 2N Telekomunikacije    | 84. MOBOTIX              | 104. KING ICT                         | 122. To be announced           |
| 11. Mobicom                | 31. Dahua Technology                  | 49. Fortinet                     | 67. Lateks                 | 85. Monitoreal           | 105. Zhejiang Uniview Technologies    | 123. Hrvatski ceh zaštitara    |
| 12. Securitas Hrvatska     | 32. Master Centar                     | 50. Zenitel                      | 68. Zebra Systems          | 86. Monitoreal           | 106. Uniview Technologies Adria       | 124. To be announced           |
| 13. Samsung                | 33. Avigilon                          | 51. UltraVision                  | 69. TeleGroup              | 87. GM PROJEKT           | 107. Aktiv Video                      | 125. To be announced           |
| 14. VuWall                 | 34. Bosch Building Technologies       | 52. Schneider Electric           | 70. HSI                    | 88. Teledyne FLIR        | 108. TOA Electronics                  | 126. TP-Link                   |
| 15. Salon bankarske opreme | 35. Bosch Security and Safety Systems | 53. Combis                       | 71. Panduit & Atlona       | 89. i5                   | 109. Korea Business Center            | 127. SICURIT CS                |
| 16. Commend                | 36. Cathexis                          | 54. Radio-Moto                   | 72. Atlas IT & Klein Tools | 90. Secure Logiq         | 110. Korea Trade-Invest. Prom. Agency | 128. Sion Net                  |
| 17. Špica Group            | 37. Ingram Micro / Cambium Networks   | 55. Southwest Microwave          | 73. SATEL                  | 91. Sinpro & ODM         | 111. Azitrend Distribution            | 129. Reserved                  |
| 18. Špica Group            | 38. TEH-TEL                           | 56. Hikvision Digital Technology | 74. SATEL                  | 92. Teksel               | 112. PASO                             | 130. SYS Company               |
| 19. ASSA ABLOY             |                                       |                                  |                            |                          |                                       |                                |
| 20. ASSA ABLOY             |                                       |                                  |                            |                          |                                       |                                |



DIAMOND SPONSORS



PLATINUM SPONSORS



GOLD SPONSORS



SILVER SPONSORS



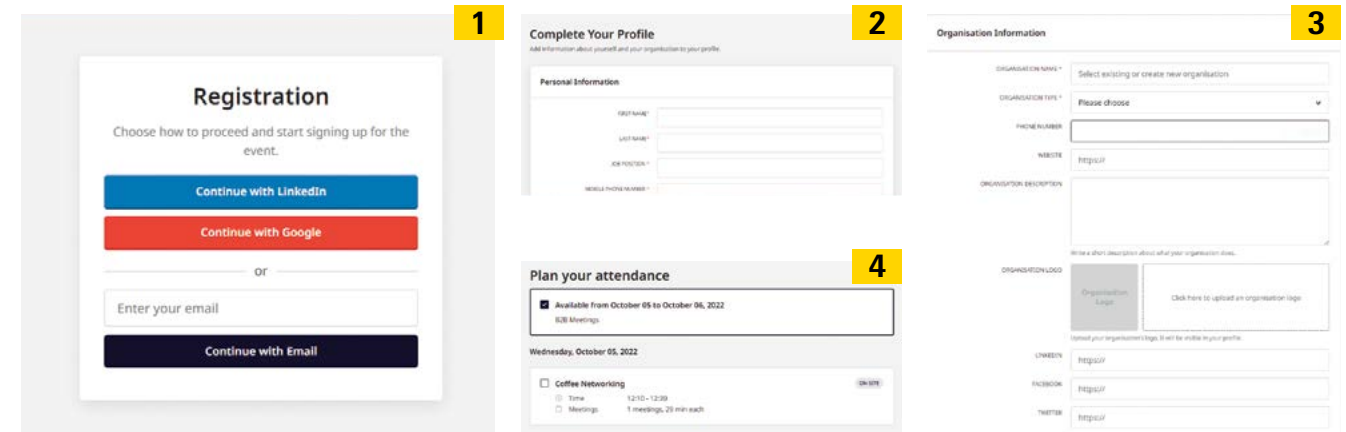
HOW TO

## How to register?



1. Visit <https://www.adriasecuritysummit.com>, or scan QR code, click registration button, enter your email and create password
2. Enter your personal information and company information
3. Select sessions
4. Once you complete these steps, the QR code will be made available via email or shown in the upper right corner of the agenda on the Connect2B platform!

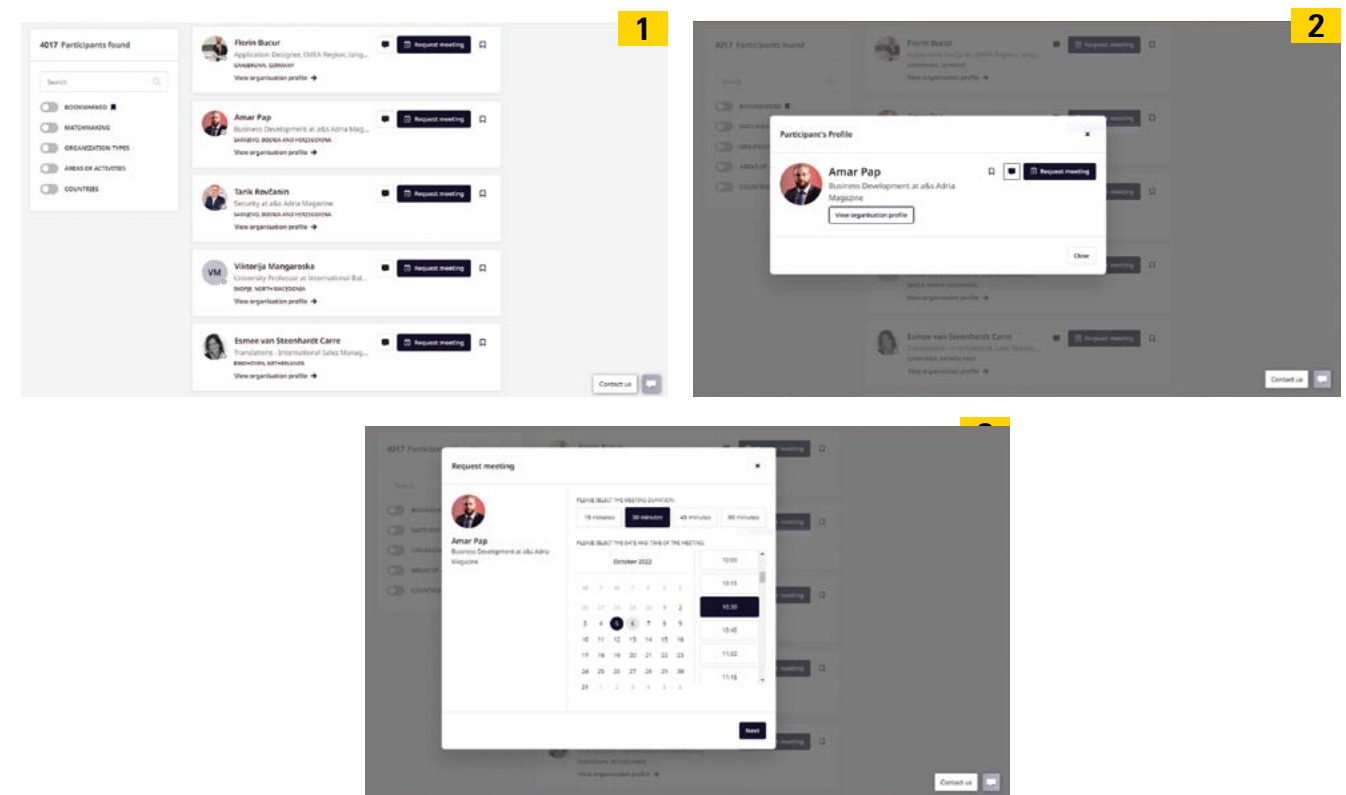
IMPORTANT: Download your badge and print it in color at home!



## How to schedule a meeting?



1. Go to B2B – Participants page (<https://pro.connect2bnet.com/components/19575>) or scan the QR code
2. Choose the profile of your interest
3. Select the date, time, and meeting length, and send the request





## Case Study Excellence Awards 2022

This year, Adria Security Summit will organize a competition for the 14 best projects. From the solutions implemented at the airport in Belgrade, through Falkensteiner Resort in Zadar and Amadria Park in Šibenik to the projects for the benefit of the European Commission - Case Study Excellence Awards will cover the most technically demanding projects in different verticals and countries. The sum of the votes of the three-member jury and the audience in the ratio set out by the organizer will help us select the



**CASE STUDY  
EXCELLENCE  
AWARDS 2022**  
**ADRIA SECURITY SUMMIT  
POWERED BY INTERSEC  
THURSDAY, OCTOBER 6<sup>th</sup> 2022**

best-implemented solution. All participants at the Summit will be able to vote through the polling service on [adriasecuritysummit.com](http://adriasecuritysummit.com). Announcement of the winners (first three places) and the award presentation ceremony will take place during the Adria Security Summit. The manner and method of promotion of the winners will be regulated under other relevant decisions of the Organizing Committee, which the participants will be informed about on individual basis prior to the conference.

## Startup Stage

For the first time, Adria Security Summit will host a program dedicated to the promotion of startups. The program will last for two hours in the largest James Bond hall for side events. Ten companies will have ten minutes to present themselves to interested decision makers, while a five-member jury will choose the most promising business idea. The best presentation will be awarded a cash prize.

### Schedule:

- 11:30 Coffee with startup managers**
- 12:00 - 14:00 Startup presentations**
- 14:00 - 15:00 Networking with startup managers at a&s Adria booth**



## Zagreb City Tour

Join us on the third day of the Adria Security Summit in a sightseeing tour of the city of Zagreb and socializing in a relaxed atmosphere.

The tour lasts from 10:00 to 14:00, followed by lunch from 14:00 to 15:00. Transportation is provided.

The number of participants is limited to 100 people. The price is €50. VIP guests have a City Tour included in their package.

You can register at [www.adriasecuritysummit.com](http://www.adriasecuritysummit.com) or via email [summit@asadria.com](mailto:summit@asadria.com).



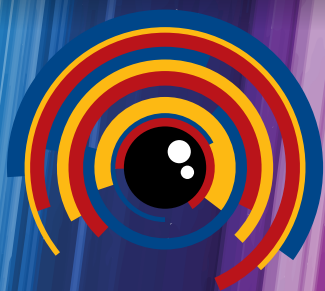
### Discount for visitors

Book accommodation in one of the hotels partnered with Adria Security Summit and get a discount on the accommodation price during the event. You can find a list of hotels, contact information, and prices on our website <https://www.adriasecuritysummit.com/hotels-bck/>.

## Venue Plan







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October 5 - 6 2022, Zagreb - Croatia



*Looking forward  
to seeing you in Zagreb!*



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