

2022 29 MARCH - 1 APRIL

Emerge into the new tomorrow together

www.vsecuritysummit.com



**SECURITY
SUMMIT**

Virtual Event
CONFERENCE & EXHIBITION

SECURITY SUMMIT
Virtual Event
CONFERENCE & EXHIBITION

**Speakers From
30+ Cities**

Paris	New York	Berlin	London
Zagreb	Sofia	Ljubljana	Runcorn
Amsterdam	Warsaw	Istanbul	
Kaiserslautern	Belgrade	Larnaca	Utrecht
Lisbon	Stockholm	Brussels	
Varna	Sarajevo	Desio	York
			Buenos Aires

EXHIBITION & SPONSORSHIP BROCHURE

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ORGANIZER



SPECIAL PARTNER



EVENT PARTNERS



Sarajevo Economic Region
Development Agency



We Are



- a&s Adria monthly magazine provides market analysis, in-depth reports, updated vertical applications, and market trends to industry leaders.
- Adria Security Summit powered by Intersec is the largest security and IoT exhibition and conference in the Adriatic region. In total, its six editions in five countries gathered 5,500 professionals.
- Virtual Security Summit is the innovative trade event happening in an online format.
- Connect2B is a unique industry professional network with customized company profiles, direct networking, effective market place, and virtual events. It has close to 4,500 registered professionals from 103 countries.



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

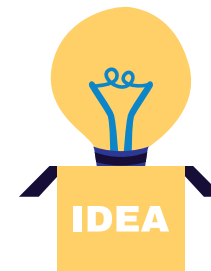
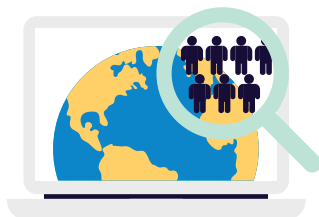


GENERAL	
All Participants	3282
Exhibitors	71
Platinum	4
Gold	9
Silver	43
Event partners	15

*Participants include exhibitors and visitors.

# OF PARTICIPANTS PER REGION	
Southeast Europe	48.15%
Central & Eastern Europe	19.36%
Asia	10.77%
Southern Europe	8.09%
Western Europe	6.63%
North & South America	4.05%
Africa	1.74%
Northern Europe	0.96%
Australia & New Zealand	0.25%

TYPE OF BUSINESS	Sponsors	Visitors
Manufacturer	64.39%	22.80%
Service Provider	9.09%	14.20%
System Integrator	6.82%	13.31%
Distributor	4.17%	11.76%
Software Development	3.03%	2.38%
Digital Transformation	2.27%	3.16%
Technical and physical protection of people / assets	1.14%	3.99%
Distributor & System Integrator	1.52%	2.16%
End User	/	2.05%
Wholesaler, Media/ Press, Retailer, Importer/ Exporter, Institute/, Education, Logistics, Community Engagement, Software Engineering, Software Testing, Certification	/	8.04 %



TYPE OF INDUSTRY	Sponsors	Visitors
Video Surveillance (Cameras, Video Surveillance Management Software, Network Video Recorders, Video Analytics)	20,45%	15.76%
Access Control (Access Control Systems & Kits, Intrusion Detection, Door Controls, Readers & Controllers, Vehicle Access Control)	16,88%	30.77%
ICT, IoT & Automation (Smart Home Solutions, Automation & Control Systems, Enterprise IoT, Network & Data, Big Data Management, Artificial Intelligence of Things (AIoT), Robotics)	14,06%	10.27%
Cyber Security (Network Security, Security in Critical, Infrastructures, Data Security, Digital Forensics, Application Security, Cloud Security, Disaster Recovery & Business Continuity)	13,65%	13.57%
Smart Solutions (Smart & Safe City, Building Management System, Home Automation)	6,85%	2.19%
Mobility (Air Mobility, Autonomous Vehicles & Micro-Mobility, Urban Traffic Management, Logistics & Last Mile Delivery, Mobility Platforms, Payment Systems)	4,28%	1.93%
Fire & Safety (Fire and Safety Control Systems, Fire Indicator Panel, Fire Safety Services, Fire Extinguisher)	2,07%	14.49%
Government/ Military (Government Agency, Military)	0,96%	4.34%
Other (Security Services, Communication & Transportation, Engineering & Architecture, Physical Protection, Private Security, Energy & Environment, Finance, Protective Clothing)	20,81%	6.68%



JOB POSITION	Sponsors	Visitors
Middle mgmt. (Account Manager, Project Manager, Business Development Manager, Advisor)	32,06%	24.92%
Regional, area or country sales and distribution executives, managers, and personnel	27,86%	14.96%
Executive (Founder, Owner, Board Member, CEO, Head or President of Dept.)	21,76%	31.04%
Technical personnel (Engineer, Specialist, Developer)	16,03%	23.33%
Senior mgmt. (Deputy CEO, Deputy Head of Dept., Vice President of Dept., Executive Assistant)	1,53%	2.24%
Administration, assistants	0,38%	1.96%
Government officials, agencies, academics, media	0,38%	1.54%

CONFERENCE

Sessions:	52
Speakers:	55
Keynote:	14
Case Study:	11
Side Event:	21
ASIS ESRM FLOOR	6
Total attendance:	2370



B2B

Total no. of meetings:	761
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FEEDBACK FROM PARTICIPANTS

Met expectations?

Yes	87,50%
No	12,50%

Satisfaction rate with...	Conference program	Platform & Exhibition	Relevance of meetings	Assistance received
Excellent	37,10%	40,63%	33,33%	51,79%
Good	48,39%	45,31%	35,42%	37,50%
Average	4,84%	9,38%	18,75%	5,36%
Fair	4,84%	0,00%	4,17%	1,79%
Poor	4,84%	4,69%	8,33%	3,57%

RANKINGS ON BENEFICIAL FEATURE(S)

B2B Matchmaking	#1
Efficient presentation platform	#2
Interesting exhibitors	#3
Networking availability	#3
International audience	#4
Cost saving method of showing products and services / Number of visitors	#5

*Multiple answers possible.

RANKINGS ON SUMMIT PROGRAM(S)

Exhibition	#1
B2B Matchmaking	#1
Keynote speeches	#2
Case studies/ Success stories	#3
Marketplace	#4
Side events	#5

*Multiple answers possible.





PARTICIPANTS PROFILES
MARKETPLACE
EFFECTIVE MACHMAKING
VIDEO CALL & MESSAGING
VIRTUAL EVENT MANAGEMENT

Maximized matchmaking connectivity in Security,
IoT, ICT, Mobility, Automation and Smart Solutions industry

Mission

Our SUCCESS Formula is:



CONFERENCE

Learn about best practices and
innovation



EXHIBITION

Market your brand and
offering to all participants



B2B

Meet and connect with new leads
and prospects on the spot

Lobby



● Agenda ● Conference Halls ● Exhibition ● B2B

Conference Program 2021



Anna Prudnikova, Senior
Certification Specialist
Secura B.V.
*IoT certification: Common
Criteria*



Radoslaw Kedzia,
Vice-president, CEE &
Nordic Region
Huawei
*Industry Revolution by
Technology*



John Petruzzi, President
of Global Board of Direc-
tors
ASIS International
*ASIS International – Sup-
porting Global Security
Professionals*



Katerina Ryan, Business
Development Europe
Cathexis Europe
*Everyday Use of Artificial
Intelligence in Video Sur-
veillance Systems. Myth or
Reality?*



Jakub Kozak, Regional
Sales Manager, East Cen-
tral Europe
Genetec
State Of The Industry 2021



Karol Narojczyk, Surveil-
lance Sales Representative
Seagate Technology
*How Data Is Evolving
Within Video Surveillance
& Why Storage Is Critical?*

Program Agenda

29 March - 1 April 2022

SESSION

Keynote speeches
Case studies
Side events
B2B Networking

TIME (CET)

11:00 – 13:00
13:00 – 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



Presentation Length

Presentation Title Submission
Deadline: March 1, 2022

Keynote speeches
Case studies
Side events

30 minutes
20 minutes
60 minutes

Exhibition



KSENIA

PARTIZAN

SPICA

VANDERBILT
COMNET

ACO

FLIR

HIKVISION

KONICA
MINOLTA

HID

ARM
TOMATIKA SIGUR-
-AXXONSOFT

BOSCH

HUAWEI

ISEO

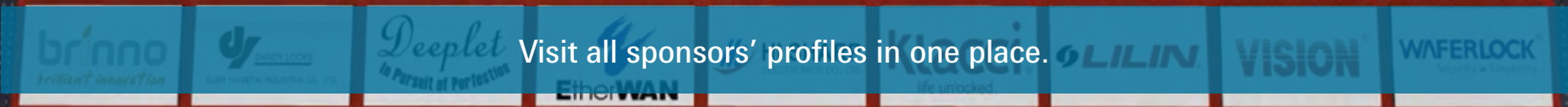
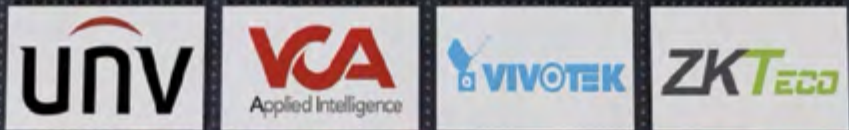
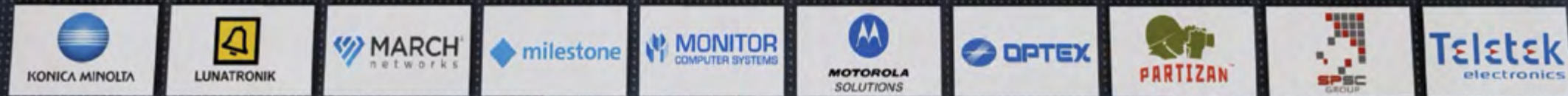
MOTOROLA
SOLUTIONS

ZKTECO

Visit sponsors' virtual booths in one place.

SEE MORE BOOTHS

Exhibition: Floor Plan



Visit all sponsors' profiles in one place.

TAIWAN PAVILION

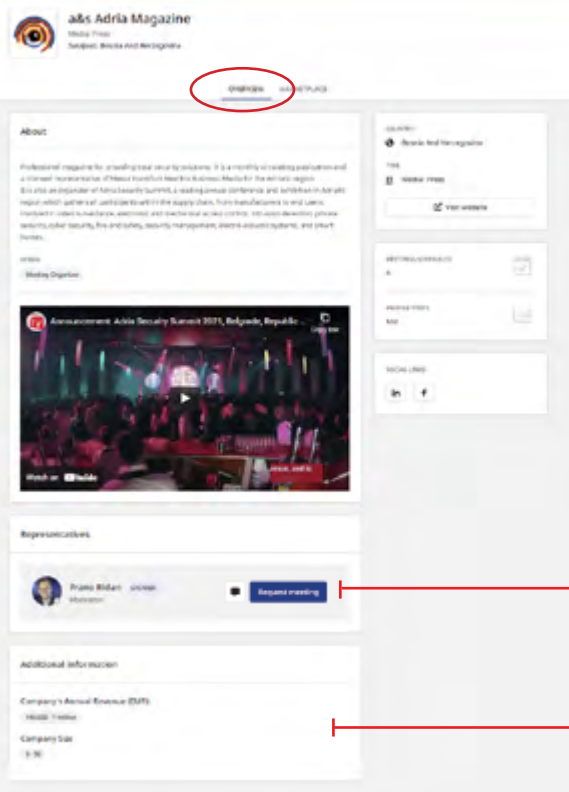
Company Profile: Overview

Company's logo

Company description

Promotional video

Companies' representatives



Main general info on company

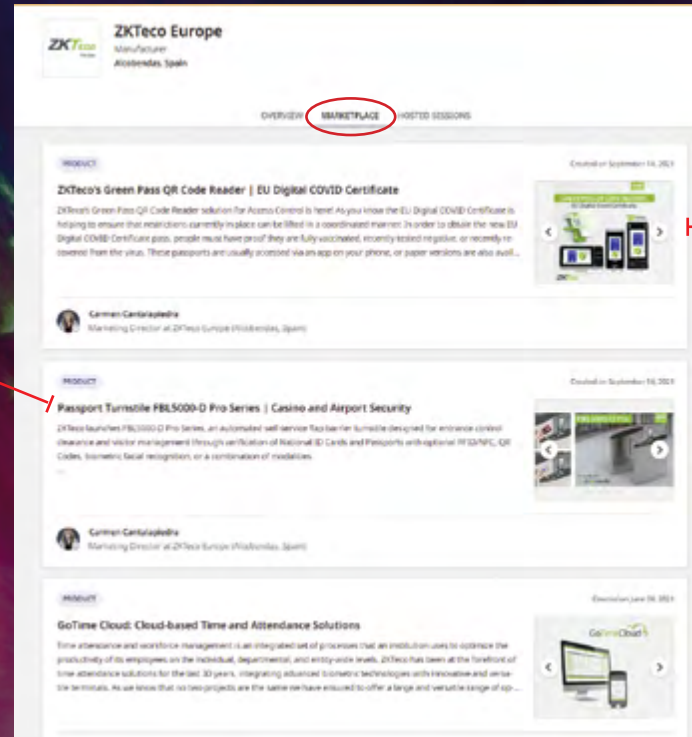
Profile traffic & Social networks shortcut

Direct messaging or request meeting

Additional info on company

Company Profile: Marketplace

All
Marketplace
offerings
in one place



Product
placement
related info
for review

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 organisation.

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

ZKTeco's Touchless Biometrics Access Control solutions are designed to help prevent exposure and contribute to protecting the public. Featuring temperature screening and mask detection biometrics, these solutions help monitor efficient entrance control in office buildings, airports, universities, schools, hotels, retail, or construction sites, among many others. The most popular product line: ProFace X (TD), SpeedFace VSL (TD), S8T18000 (TD), ZN-TS/W, ZN-TL, ZK-685 & ZK-TD100.

Learn more: <https://zktco.eu/news-center/news/zktco-touchless-biometrics-body-temperature-detection>

Looking for


Distribution Partner



Attached files

ZKTeco's Covid-19 Prevention Solutions

ZKTeco Touchless Biometrics Solutions for Access Control



Ultra Light Facial Recognition & Touchless/Face Recognition Module
 Contact Access Without Wearing a Mask
 Body Temperature Detection Sensor (x16/3°C Detection)
 Face Mask Detection

October 25, 2020

SERVICE

Customization projects and consultancy

As we offer a very wide range of product lines of TSA and access control terminals, we understand that our dealers like to have their own customized products, in line with the software solutions they provide. At our ZKTeco Europe offices 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 actually have, no problem, we enjoy the backup support of our specialist engineering, programming and R&D departments of our ZKTeco manufacturing plant, dedicated to getting your solution to you.

Contact us for further info: <https://zktco.eu/services/firmware-software-development>

Type

Development Manufacturing Consulting

October 25, 2020

SERVICE

Warranty and RMA Services

ZKTeco Europe provides two years warranty to its main products, which entails all Green Label, TSA and Access Control standard lines, Entrance Control including Parking Barriers, Motor Detectors and small readers. ZKTeco Europe warrants 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 processing means of an RMA document.

Learn more: <https://zktco.eu/services/warranty-rma>

Type

Other

October 25, 2020

MARKETPLACE: Product placement

Search:

☐ PRODUCT (249)

☐ SERVICE (34)

☒ PARTNERSHIP (42)

Looking for

☐ Development (5)

☐ Consulting (2)

☐ Manufacturing (2)

☐ Others (4)

Show more (3) ▾

☐ PROJECT COOPERATION (3)

☐ INVESTMENT (2)

☐ EXPERTISE (12)

☐ REQUEST (2)

PRODUCT

OSDP card readers for Access Control Systems

ZKTeco's K96TS-OSDP and K96M-OSDP are new dual card readers for Access Control systems, combining 125 kHz proximity and 13.56 MHz contactless smart card and identification technologies into single readers.

- ✓ Interoperable: Support Open Supervised Device Protocol (OSDP) for secure, dual communications. Thanks to a DIP switch allows switching from OSDP to RS485 with ZKTeco standards.
- ✓ Streamlined Migration: Simultaneous support for 125 kHz and 13.56 MHz ISO14443A for seamless migration.
- ✓ Secure and flexible: Provides encrypted high-security beyond RS485 communication for added protection and easy installation. Supports most of the card technologies in the EU market.

Learn more: <https://zkteco.eu/news-center/news/zkteco-osdp-card-readers-access-control-systems>

Looking for

Distribution Partner: [Wholesale](#)



October 21, 2023

PARTNERSHIP

NVR - Hybrid DVR - CAMERAS

One of the unique European manufacturers - BETTINI VIDEO - offers the possibility to customize your own Videosurveillance systems.

Unique Features - Unique Products - Unique, like you.

Be Different! Be Bettini

Looking for

[Distribution](#)

November 02, 2023

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

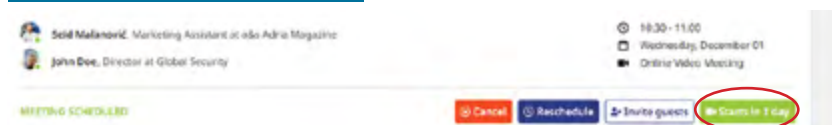
October 32, 2023

B2B PLATFORM - 3 Easy Steps to New Leads

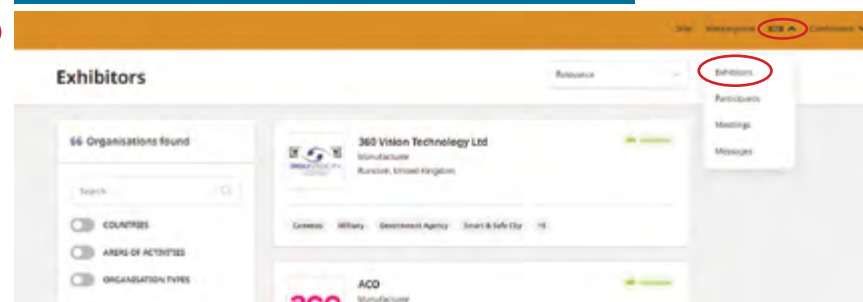
1. Register or Login



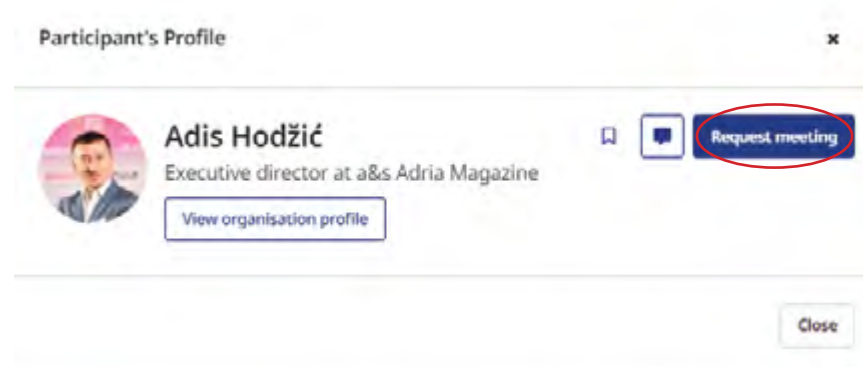
... and start your meeting



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.

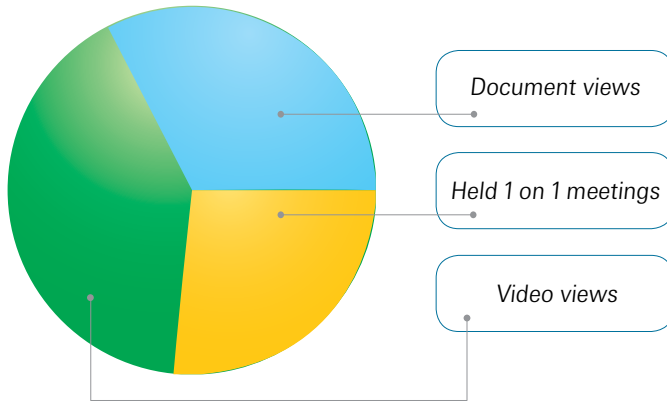


Analytics & Reporting

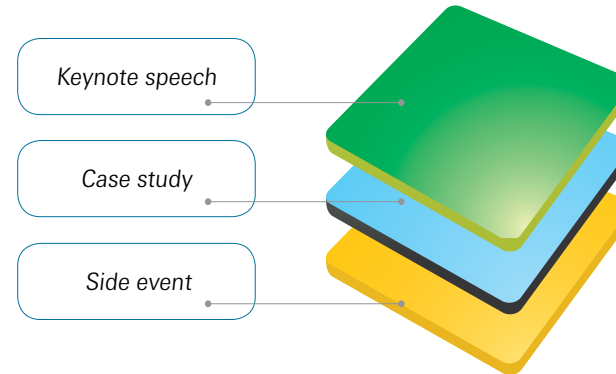
Proven ROI: Receive your leads list.

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

Special discount for members of Bit Alliance.

BENEFITS AS A SPONSOR

CONNECT2B Membership automatically granted for 2022:

Company profile: Logo, Company Description, General & Financial Data on Company, Promotional Video, Social Networks' Links

Number of registered company's representatives

Search and filter all participants by position or service they deploy, predefined industry niches the company operates in, and/ or by the country the company is headquartered in

Direct messaging between the company's representatives and all interested visitors

Guaranteed number of scheduled 1on1 video meetings with relevant leads




















All visitors at the company's profile can download a designated number of promotional materials (catalogue, brochure, etc.)

Receiving contact info from all interested visitors of the company's profile

All visitors of the company's profile can enter into the company's virtual booth on the spot and communicate with the designated company's representative

Diamond	Platinum	Gold	Silver
5,000 EUR	3,000 EUR	2,000 EUR	1,000 EUR
4,000 EUR	2,000 EUR	1,000 EUR	200 EUR






















Premium 499 EUR

			
10	8	6	4
			
			
30	20	10	5
20	15	10	5
			
			

Sponsorship






Product Placement

BENEFITS AS A SPONSOR

	Diamond	Platinum	Gold	Silver
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
Attendance at all sessions across all conference halls				
Opportunity to organize a number of individual side events	4	3	2	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/ podcast session				

Sponsorship


























Promotion

BENEFITS AS A SPONSOR	Diamond	Platinum	Gold	Silver
Corresponding acknowledgments in our media partners' press releases before and after the event				
Company's info placement in the exhibitors' database & catalog				
Automatic notification on each newly scheduled 1on1 video meeting				
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	
Special announcement during the conference program				
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 March 1 in order to utilize promised promotional activities on our end.

Sponsorship

Report

BENEFITS AS A SPONSOR	Diamond	Platinum	Gold	Silver
Number of visits at the company's profile				
Number of all 1on1 video meetings categorized by held, canceled and pending				
Detailed statistics and a lead list with contact info* of all visitors at the company's profile				
Detailed statistics and lead list with contact info* on all Marketplace publications				
Detailed lead list with contact info* for each held side event				
Detailed lead list with contact info* for each held case study				
Detailed lead list with contact info* for each held keynote speech				

NOTE: *first and last name, company, country, web page, email and a phone number

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 (Virtual Booth)
- In-depth Reporting
 - Relevant Lead List

Diamond Sponsors



Platinum Sponsors



Gold Sponsors



Silver Sponsors



Bronze Sponsors

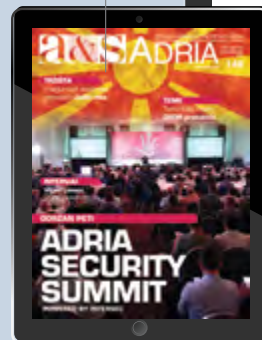


PRINT ISSUE



DITGITAL PLATFORMS

E-MAGAZINE



a&S ADRIA TV



WEBSITE



NEWSLETTER





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ADRIA SECURITY SUMMIT

CONFERENCE & EXHIBITION

SAVE DATE

**ZAGREB
REPUBLIC OF CROATIA
05 - 06 OCTOBER 2022**

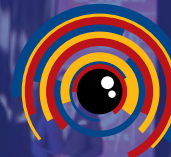
2022 29 MARCH - 1 APRIL
Emerge into the new tomorrow together



**SECURITY
SUMMIT**
Virtual Event
CONFERENCE & EXHIBITION

Speakers From
30+ Cities

Paris New York Berlin London
Zagreb Sofia Ljubljana Runcorn
Warsaw Istanbul
Kaiserslautern Belgrade Larnaca Utrecht
Lisbon Stockholm Brussels
Varna Sarajevo Desio York Buenos Aires



**SECURITY
SUMMIT**

Virtual Event

CONFERENCE & EXHIBITION



GLOBAL SECURITY LTD.

Safeta Zajke 115c, 71000 Sarajevo, Bosnia and Herzegovina
Tel. +387 33 788 985; Fax +387 33 788 986; Mob: +387 61 147 148
summit@asadria.com; www.vsecuritysummit.com
B2B Platform: <https://pro.connect2bnet.com/>

 **Asia:** israel.gogol@taiwan.messefrankfurt.com  **Italy:** alessandro.franchini@asadria.com  **Middle East:** walid@spscgroup.com  **UK:** yunus.mamoniati@asadria.com