ACETECH
TECHNOLOGIES (P) LTD

Interview with Managing Director of Acetech Technologies (P) Ltd, a leading system integration company

Rakesh Sachdev **(Managing Director)**

Q. What areas of Security does Acetech Technologies focus on.

Ans: Acetech Technologies is a leading System Integrator in the domain of Electronic Security and Home Automation.

The Building Technologies Group specialises in designing solutions for Integrated Security Systems, Access Control, Video Surveillance, Fire Detection, Intrusion Alarms and Building Management. We safeguard Homes, Offices, Institutions and Corporations from threats and work on Loss Prevention.

The Home Automation Division offers solutions for Hi-end Homes. This generally involves mood lighting, curtain control, Security and Appliance control and Audio Video Integration. All this can be controlled from a single touch screen or special keypads.

Q. Do you have any favourites while selecting what products to use?

ANS. We are completely solution driven. We do a complete TVRA depending on project size and then look for the best fit at the right price. Though we work with several known brands it is the application and the support which will decide what is installed. So we really don't have any favourites.

Q. What is TVRA

ANS: It stands for Threat Vulnerability & Risk Analysis. Sometimes we are called upon as consultants for carrying out a TVRA. Using innovative methodologies we develop the most effective human, technological and intelligence- based solutions to counter each security threat and save time, resources and more importantly –human lives.

Q. Would you like to bring about changes in your Security industry?

ANS: Now that's a tall order. Yes but I certainly would like to see some changes happening.

Firstly I would like that there are some standards for installers. Today we find that anyone who can wire up a camera is considered a Security Installer. There should be a certifying body that will certify the company and the engineer who designs and installs the system.

Secondly there should be standardisation for CCTV in India. The police dept has asked Hotels, Jewellery shops, banks etc to install CCTV. In absence of any standards there is no control over what is installed. So when there is an incident the CCTV footage obtained is of poor quality which is of no use. The UK govt. has decided to appoint an Interim CCTV Regulator, alongside a National Oversight Body for CCTV and an Independent Advisory Group. We should actively look in this direction.

Q. You have achieved 100% growth this year. What do you attribute this to?

ANS: Well, everybody. Our committed team, our customers, our suppliers and terrorists... (Laughs) Were it not for the slowdown in the Real Estate the growth would have been higher.

Q. What Solutions does your company offer?

We offer solutions for Retail, Education, Hospitality and Commercial Buildings amongst others. We have some terrific solutions for Parking management and Vehicle Control. For example for tenanted buildings they can control the number of cars being parked to the allotted number. It is also possible to reserve parking for Senior Personnel via our Automated Controls.

Q. There is an ongoing debate. Analogue CCTV V/s IP CCTV. What is your take on this?

ANS. There are many companies who are very strong in IP and are actively promoting IP CCTV. Computer networking integrators are comfortable with this platform and have jumped into the security industry. This is a risky proposition for the end user. CCTV is all about Optics and many still don't fully understand cameras. Transmission of video is only one of the aspects. Analogue CCTV is still good for most applications. In situations where the Camera locations are widespread and you also need distributed Controls, the IP platform works well. Intelligent Video analytics also works well with IP CCTV. So one has to carefully study the requirement before recommending Analogue or IP.

Q. What is the latest trend in Access Control?

Access control in its traditional (hardwired) form is only a practical answer for a very small number of doors, as the complexity of installation and sheer volume of wiring usually make it a prohibitively expensive option. Many architects dislike the unsightly EM locks and they are not as secure as the mortise locks. All this is about to change. We now have standalone locks that are actually networked. Through the use of highly secure read/write cards access can be granted or restricted on each of these locks. You have all the benefits of a traditional mortise lock with a handle bundled with the advantages of programmed Access Control.