



THE PHYSICAL SECURITY BUSINESS 2015 TO 2020

ACCESS CONTROL / INTRUDER ALARMS / VIDEO SURVEILLANCE

Published: Q4 2015

Physical Security Business 2015 to 2020



Synopsis

This report aims to assist all stakeholders and investors in the physical security industry in identifying business opportunities in growth sectors of the market; and forecasts demand to 2020

© Memoori Business
Intelligence Ltd

Introduction

This Report is the NEW 2015 Definitive Resource for Access Control, Intruder Alarms & Video Surveillance Market Research & Investment Analysis.

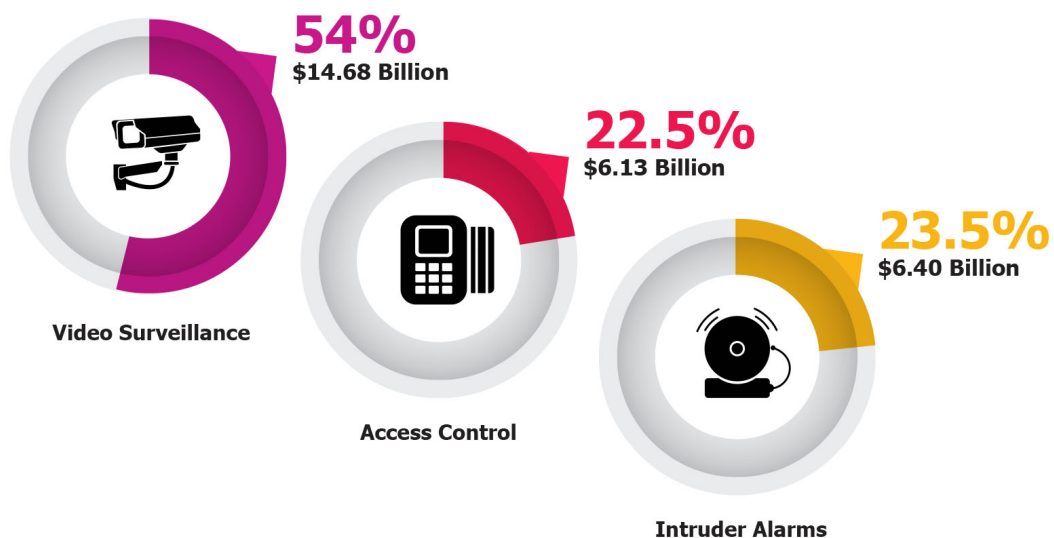
The game changer in the Physical Security Industry is still IP. The Security industry is moving fast to an all IP business. This will continue to vastly improve and extend the value propositions for customers.

Towards the end of the decade we expect the Internet of Things in Buildings (BloT) to kick in providing further growth. Integration across all 3 sectors of the industry has proved to be a cost effective proposition but not the ideal solution. BloT should make convergence with the Business Enterprise and integration with other Building Automation Services a practical proposition.

Appreciation

The total world production value of security products at factory gate prices was \$27.25 billion in 2015. Of this Video Surveillance products at \$14.68 billion took a share of 54%, Access Control at \$6.13 billion took a 22.5% share and Intruder Alarms at \$6.4 billion had a 23.5% share.

Fig 2.4
WORLD SALES OF SECURITY PRODUCTS 2015



What This Report Will Tell You

Within its 252 pages and 26 charts and tables, the report sieves out ALL the key facts and draws conclusions, so you can understand what is shaping the future of the physical security industry.

Memoori forecasts that growth in total security equipment sales will edge up to 8% in 2016 and will reach \$42 billion by 2020.

Continued strong growth in China should concern Western manufacturers of Video Surveillance products because they have failed to penetrate and establish a solid business in this market; which is now the largest single market for Video Surveillance equipment.

In addition 2 local manufacturers now have sales of more than \$3 billion between them and have the kind of scale that will allow them to reduce prices to levels most western manufacturers can't compete with.

The Access Control market has maintained its growth of 10% in 2015 and Memoori expects steady progress going forward with little competition from Chinese products currently on the horizon.

Table of Contents

Preface

Executive Summary

E1 The Current State of the Physical Security Market

E 1.2 Serving Customer Needs is the No1 Driver

E1.3 Growth Through Elevating Security to a Profit Centre

E1.4 Growth Through Specialization, Vertical & Geographic Markets

E1.5 Growth Through Integration, Convergence & IoT

E1.6 Growth Through Integrating Access Control, Biometrics, Identity Management & NFC

E1.7 Growth Through New Industry Verticals, Shared Intelligence

E1.8 Growth Through IoT & the Building Internet of Things (BIoT)

E1.9 Emerging Technologies & Services

E1.10 Redefining Business Models

E1.11 Building the Business Through Merger & Acquisition

- E1.12 Investment & its Impact on the Security Industry
- E1.13 The Role that Strategic Alliance Plays in the Security Business

1. Introduction

Part 1-Market Size & Characteristics of the Security Business 2015 - 2020

2. Structure, Size & Shape of the Physical Security Business

- 2.1 Structure of the Business
- 2.2 Market Share
- 2.3 Sizing & Comparing Access - Intruder - Video
- 2.4 World Distribution of Security Products by Major Regions
 - 2.4.1 The Status in 2015
 - 2.4.2 Market Forecast to 2020
 - 2.4.3 Market Size & Trends by Vertical Sectors
 - 2.4.4 Market Size by Region & Penetration
- 2.5 The Video Surveillance Market
 - 2.5.1 Market Size 2015 & Forecast to 2020
 - 2.5.2 Market Size Cameras
 - 2.5.3 Identifying & Measuring the Performance of Leading Camera Suppliers
 - 2.5.4 Market Size Video Management Software Systems
 - 2.5.5 Identifying & Measuring the Performance of Leading VMS Suppliers
 - 2.5.6 The Global Market for Video Surveillance as a Service (VSaaS) 2015
- 2.6 The Access Control Market 2014 to 2018
 - 2.6.1 Market Size 2014 & Forecast to 2018
 - 2.6.2 Demand Drivers 74
 - 2.6.3 Identifying Measuring the Performance of Leading Access Control Suppliers
- 2.7 The Intruder Alarm / Perimeter Protection Market 2015 to 2020
 - 2.7.1 Market Size 2015 & Forecast to 2018
 - 2.7.2 Demand Drivers
 - 2.7.3 Identifying & Measuring the Performance of Leading Suppliers
- 2.8 Channels of Distribution& their Restructuring

Part 2 - Drivers, Technology, IT Convergence, Standards & Business Models

3 Serving Customer Needs is the Number 1 Driver

3.1 Introduction – Growth in a Poor Economic Climate

3.2 Growth Through IP Network

3.2.1 IP Network Cameras

3.2.2 IP Access Controls

3.3 Growth Through Elevating Security to a Profit Centre

3.4 Growth Through Specialization, Vertical & Geographic Markets

3.5 Growth Through Integration, Convergence & BloT

3.6 Growth Through Integrating Access Control, Biometrics, Identity Management & NFC

3.6.1 Connecting Physical & Logical Security

3.6.2 Integration of Identity Management & Biometrics Through Acquisition

3.6.3 Growth Through Access Control as Service & Cloud Based Systems

3.6.4 Personal Identity Verification Card (PIV Card).

3.6.5 Physical Identity and Access Management (PIAM)

3.6.6 Near Field Communications (NFC)

3.7 Growth Through New Industry Verticals, Shared Intelligence

3.7.1 New Industry Verticals

3.7.2 Shared Services, Smart / Safe Cities& IoT

3.7.3 Shared Intelligence in the Private Sector

3.8 Growth Through IoT & the Building Internet of Things (BloT)

4. Emerging Technologies & Services-Impact on Business Models

4.1 Wireless Technology

4.1.1 “Wireless was Invented for Retrofit Projects”

4.1.2 Wireless in the Video Surveillance Market

4.1.3 Wireless in the Access Control Market

4.1.4 Leading Manufacturers of Wireless Mesh Networks in North America

4.2 Video Surveillance (SaaS) & Access Control as a Service (ACaaS)

4.2.2 VSaaS Cloud

- 4.2.3 VSaaS Starts to Realize its Promise
- 4.2.4 Suppliers & Operators of MVaaS & VSaaS
- 4.2.5 Acquisitions in MVaaS - VSaaS - ACaaS
- 4.2.6 Access Control as a Service (ACaaS)
- 4.3 Video Technology - IP Cameras – HD Analog CCTV – Thermal Cameras
 - 4.3.1 IP Network Cameras
 - 4.3.2 HDCCTV – Analogue – IP Network
 - 4.3.3 HD Analogue Cameras
 - 4.3.4 Thermal Cameras
- 4.4.1 Storage
- 4.4.2 Standards
- 4.4.3 Mobile Apps
- 4.5 VMS / Analytics / PSIM / PIAM & Situational Awareness Platforms
 - 4.5.1 Video Management Software (VMS)
 - 4.5.2 Video Security Analytics
 - 4.5.3 PSIM
 - 4.5.4 Physical Identity and Access Management (PIAM)
 - 4.5.5 Situational Awareness
- 4.6 New Concepts, Applications& Business Opportunities
 - 4.6.1 New Concepts for Cameras
 - 4.6.2 New Applications for Specialist Cameras
- 5 Redefining Business Models**
 - 5.1 Product Focus vs Solutions Business
 - 5.2 Brand & Selling through the Internet
 - 5.3 The Impact of BloT on Physical Security
 - 5.4 Manufacturers need to adapt to the New Channels of Distribution
 - 5.5 Geographic Distribution is Changing the Competitive Landscape
 - 5.5.1 Scale Becomes Critical as Commoditization Takes Hold
 - 5.5.2 Sharing the Dominant Asia Market

5.6 Specialization Through Vertical Markets

5.7 Security as a Service is Growing and this will Impact on Conventional Practices

Part 3 - Building the Business through Merger, Acquisition & Alliance & Investment

6 M&A Performance by Sector - Valuation and Outlook 2015 to 2020

6.1 M&A Performance 2000 – 2015

6.2 M&A Performance in 2015

6.3 M&A Outlook 2015 - 2020

6.4 M&A Analyzed by Business Segment 2013 - 2015

6.5 M&A Valuation – Exit Multiples

6.6 The US Dominates M&A Activity in the Physical Security Industry

6.7 Strategic Buys Dominate M&A Activity

7 Identifying Potential Acquisition Targets & High Growth Sectors

7.1 Potential Acquisition Targets

7.2 Acquisition in High Growth Sectors

7.2.1 The IP Video Industry

7.2.2 Security Management Software

7.2.3 Video Surveillance as a Service (VSaaS)

7.2.4 Access Control, Biometrics & Identity Authorization

8 Investment & its Impact on the Security Industry

8.1 The State of the Investment Business

8.2 Impact on the Security Industry

8.3 Investors in the Security Industry & Recipients

9 The Role that Strategic Alliance Plays in the Security Business

Appendix

List of Figures

- Fig 2.1 – Distribution of Sales by Major Grouping by Value
- Fig 2.2 – Distribution of Sales by Major Grouping by Number of Companies
- Fig 2.3 – Average Revenue for Group A, B,C & D Companies (\$m) 2012-15
- Fig 2.4 – World Sales of Security Products 2015
- Fig 2.5 – World Distribution of Security Products by Major Regions 2015
- Fig 2.6 – World Sales of Security Products 2008 – 2020 (\$b)
- Fig 2.7 – Distribution of Security Systems by Building Type – 2006 & 2015
- Fig 2.8 – Comparison of Physical Security Penetration by Major Region 2015
- Fig 2.9 – World Sales of Video Surveillance Products 2014 – 2020 (\$b)
- Fig 2.10 – World Sales of Video Surveillance Cameras 2014 – 2020
- Fig 2.11 – Performance of Players in the Video Surveillance Camera Market
- Fig 2.12 – World Video Management Software Market 2013 – 2020 (\$m)
- Fig 2.13 – Performance of Players in the VMS Market
- Fig 2.14 – World Sales of Access Control Products 2013 – 2020 (\$b)
- Fig 2.15 – Performance of Players in the Access Control Market
- Fig 2.16 – World Sales of Intruder Alarm Products 2013 – 2020 (\$b)
- Fig 2.17 – Performance of Players in the Intruder Alarm Market
- Fig 2.18 – Distribution Channels of Video Surveillance 2015
-
- Fig 6.1 – Security Deals Completed from 2000 to 2015
- Fig 6.2 – Forecast of Deals to 2020
- Fig 6.3 – Merger & Acquisition by Business Segment 2015
- Fig 6.4 – Acquisition Valuation Benchmarks 2005 – 2015
-
- Fig 9.1 – Strategic Alliances 2008 – 2015

List of Tables

A1 – The World’s Major Physical Security Companies

A2 – Acquisitions & Funding Announcements in 2014 / 15

A3 – Potential Acquisition Targets 2015 / 16

How to Order

The report is priced at **\$1,499 USD (Enterprise License) / \$999 USD (Single User License)**. It is delivered as an electronic PDF download, via email.

To order, or if you require further information please contact;

Jim McHale - jim@memoori.com / +44 207 193 1004

Alternatively you can order direct through our Website -

<http://www.memoori.com/portfolio/physical-security-business-2015-access-control-video-surveillance/>