

# VSI Summit Agenda

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## # Seminar Theme: "Truly Open"

"Truly Open Standards" will ensure that everything interoperates as one harmonious system. Since it is evident that integrators who continue to lead with proprietary technology will not prosper, there is a lot of misinformation coming from the old-school security companies. Most of them now claim to have an "Open Architecture" based product line.

So our new seminar series is designed specifically to teach the end-user and A&E communities how to tell whether a system is "Truly Open", versus those offering a "portal" to transfer data into proprietary systems. We will discuss the challenges, standards and technologies that have emerged in the new network-centric, IP-based security world.

In this seminar series, attendees will learn

- How to create systems that are scalable, actionable, agnostic and retro-fit friendly
- How to build from the ground up to be interoperable
- Why they should avoid proprietary implementation of open standards
- How to create seamless integration using off-the-shelf methods and programming languages
- How to maximize use of existing IT/Security assets.
- How to avoid vendor dependence.
- How to exploit investments to perform functions that are critical to operations.
- How to exploit dynamic new technologies as they become available.
- How to ensure that system operators have the right information when they need it.

## # Vertical Market Focus:

In order to help connect the dots between the technologies and their application, we will adopt a Seaport vertical focus for these events. This focus is just for purposes of examples and the same solutions apply to a wide variety of environments.

## # Q&A:

We will invite open-topic Q&A, and additional debate. In past seminars, this has prompted energetic and animated discussions on the ramifications of the dramatic industry-wide shift to an IT model, and the inherent challenges involved in retro-fitting a legacy system to become an open, scalable video surveillance system.

## # Event Schedule: Washington, DC

The seminar will start promptly at 8:30, so please arrive by 8:00 to register, get breakfast and a seat.

**8:00 a.m.** On-Site Event Registration and Breakfast

- 8:30 a.m.** Introductory Remarks
- 8:45 a.m.** Overview of Policy Issues Impacting Phy-Sec, Security Industry Association
- 9:15 a.m.** Capturing the video, Axis Communications
- 9:45 a.m.** Analyze the video, SightLogix Inc.
- 10:15 a.m.** Break
- 10:30 a.m.** Managing the video, Cisco Systems
  
- 11:00 a.m.** Access Control Connection, Hirsch Electronics
- 11:45 p.m.** Lunch Served
- 12:15 p.m.** Building a Common Operating Picture, Intergraph Corporation
- 12:45 p.m.** Demo of the Integrated Solution, All Sponsors
- 1:15 p.m.** Q&A and Drawings

## **# Event Schedule: Baltimore, MD**

The seminar will start promptly at 8:30, so please arrive by 8:00 to register, get breakfast and a seat.

- 8:00 a.m.** On-Site Event Registration and Breakfast
- 8:30 a.m.** Introductory Remarks
- 8:45 a.m.** Capturing the video, Axis Communications
- 9:15 a.m.** Analyze the video, SightLogix Inc.
  
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- 11:30 a.m.** Demo of the Integrated Solution, All Sponsors
- 12:00 a.m.** Lunch Served
- 12:30 p.m.** Q&A & Drawings