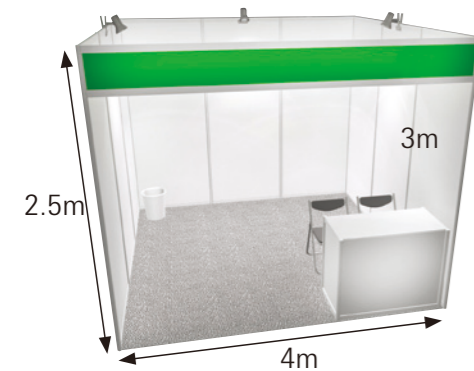# Show details

Date
5 – 7 April 2018

Venue
Bombay Exhibition Center
Mumbai, India

Organiser contact
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Official media

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a&s ITALY   a&s INDIA   a&s RUBEZH RUSSIA   贺安人 INFO SECURITY

3m
2.5m
4m

Participation fee
USD 280 / sqm (standard booth / min. 12 sqm)
USD 250 / sqm (raw space / min. 18 sqm)

Global trade fairs and events

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Dubai, UAE
www.intersecexpo.com

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India is the place to be

Technological advancements and stringent requirements for security measures in India have increased the demand for innovative solutions in the fields of smart and safe cities, banking and finances, oil and gas, transportation and building management. Secutech India 2018 is the meeting place for industry leaders, leading brands and top buyers to discover the latest innovations and vertical solutions for the security and fire & safety sectors in one of the world`s key markets.

Why India?

India is one of the world's high-potential markets. Its accelerated economic growth has substantially increased the awareness to security, fire & safety in the country. Large-scale projects in the petrochemical industry, biotechnology ventures, pharmaceutical, automobile, and steel companies are obliged to comply with various mandatory security and fire safety regulations. These measures have contributed largely to the growth of the country's security market. Meanwhile, rapid urbanisation has prompted the construction of new infrastructure, shopping malls, theatres, airports and IT parks, driving the demand for security and fire & safety.

The Indian government plans to inject extensive investment into 100 smart city projects, worth USD 7.3 billion across the sub-continent. In addition, the "Make in India" initiative launched by the government will stimulate investment in various industries and infrastructure projects, especially in transportation and manufacturing facilities.

What makes Secutech India stand out?

Industry players regard Secutech India as the major security business platform that connects both security channel players and end users from different verticals. The show is well-supported and recognised by top industry and government officials, as well as leading industry associations.

With over 25,000 visitors, Secutech India is the largest fair of its kind in the nation. Based in Mumbai, the country's commercial centre, the show is at a geographical advantage to attract regional key buyers, including vertical end users and local government bodies. Also, promotional activities held across India in seven main cities (Mumbai, Delhi, Bangalore, Chennai, Hyderabad, Ahemdabad, Kolkata & Pune) reach out to target audience for the show. Secutech India has the added benefit of media coverage by the a&s Magazine group and a&s India magazine, increasing exposure beyond the show across the region.

Who should come?

Secutech India is a good fit for security and fire & safety companies which are interested in creating brand awareness and finding local partners in India, one of the world's largest security markets. Current market opportunities are in solutions for the middle market and large enterprises.

Key products in demand:

Security

- VMS and video data analytics
- Data centre security (hardware and software)
- Security solutions for industrial parks and high-tech zones, hotels and schools
- Intelligent transportation systems: parking solutions, ANPR, e-ticketing and e-tolls
- Access control: identity management and administration, time and attendance systems
- Mobile and cloud: secure network and storage
- Entrance control and perimeter security
- Security IoT devices

Fire & safety

- Solutions for hotels, hospitals and schools
- Solutions for industrial parks and high-tech zones
- Fire detection and alarm systems
- Mass notification systems
- Flame proof emergency lighting
- Escape ladders
- Evacuation and rescue equipment
- Fire proof coatings

> We have had a lot of key customers, stakeholders and project consultants visiting our booth over these few days. There are also some key system integrators from the safe city sectors and end users from transportation, metro and different vertical markets. We are also happy to see the customers from the security industry coming from the fire & safety sectors. This show is essential for us to introduce our new products to the market. The smart and safe cities sector is growing very fast in India, and we are optimistic about having big business in the near future.
>
> *Mr Ashish P Dhakan, MD & CEO of Prama Hikvision India Pvt Ltd*

2017 Show highlights

Secutech Connect

Secutech India's unique business matching programme brought together over 600 VIP buyers from different verticals to meet with exhibitors.

Security and Fire and Safety Conclaves

Specialised seminars led by industry leaders and professionals facilitated discussion on the current trends and future development of security and fire & safety issues in India, as well as networking between panelists and audience.
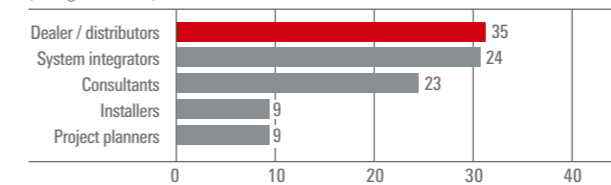
Shield Awards

Co-organised with Secona–Security Consultants Association of India, the award competition recognised top players in the Indian security market.

2017 facts and figures

20,000 sqm • **680** brands from **20** countries • **28,000** visitors • **600** VIP buyers

2017 Visitor profiles

(all figures in %)

Profile	%
Dealer / distributors	35
System integrators	24
Consultants	23
Installers	9
Project planners	9

Vertical breakdown of visitors

(all figures in %)

Vertical	%
Reals estate and infrastructure	19
Banking and financial institutions	15
Oil and gas	14
Hotels and hospitality	12
Healthcare and hospitals	12
Transportation	8
Smart cities	6
IT parks	5
Retail	5
Education	4