Top 10 Physical Security Solution Providers - 2019

Security is one of the driving forces for smooth operations of any enterprise. A fully implemented plan is the only way to ensure the protection of information, software, and user access network and helps prevent a breach in the security protocols. Physical security is an essential facet of security planning, as it ensures the safeguarding of all tangible assets including building sites, equipment, machinery, and also humans. It also creates a safe environment of work and prevents work operations to be hindered by vandalism, theft, or any man-made catastrophes.

Security providers are now taking their solutions a notch higher by diverting from conventional methods of electric fences and turnstiles, by adding high-tech innovations into them. These include the implementation of audio and motion detectors, tampering alerts through beacons, RFID badges, and radio frequency. These alerts help security personnel to be notified in real-time and address any potential threat immediately. Intelligent advents of facial and license plate recognition are also progressive automated methods of reinstating security on a greater level in several physical security systems like school campuses, prisons, and secure facilities. The use of AI-powered security robots and automated drones has also helped elevate physical security by providing active surveillance and instant emergency response.

This coalescence of physical security with innovative AI-powered technology is a turning point in the security scenario of enterprises. To help find the best solutions, a distinguished panel of prominent CEOs, CIOs, VCs, and analysts, along with Enterprise Security Magazine editorial board has assessed and streamlined the companies offering ground-breaking solutions in physical security. We present to you "Top 10 Physical Security Solution Providers - 2019."

Kastle Systems

recognized by **SECURITY** *magazine as*

TOP 10
PHYSICAL SECURITY
SOLUTION PROVIDERS - 2019

An annual listing of 10 companies that are at the forefront of providing physical security solutions and transforming businesses

Company:
Kastle Systems

Description:
An integration company that specializes in end-to-end managed security solutions and services

Key Person:
Mohammad Soleimani
CTO

Website:
security.kastle.com

Kastle Systems
An Integrated Approach to Enterprise Security

Over the last few decades, amid a backdrop of constantly evolving technology and the recent growth of IoT ubiquity, the security landscape has become more complex than ever, leading to the emergence of new security threats in both the physical and IT domains. Today companies face contradicting challenges. On one end there is a strong desire to leverage the openness of IoT for making physical access controls an easier user experience across technology platforms and enterprise locations. On the other end, guarding against the potential risks associated with "gaps" that may arise between the inter-connections of so many open-source devices within a security system that is integrated across the physical and cyber domains is also critical. Facing this challenge, CIOs are tasking physical security providers to meet the most robust cyber security compliance standards to combat these threats, which require solid technological expertise to keep pace in this age of IoT expansion.

This is where Kastle Systems, a rapidly growing national security firm headquartered in Washington DC, is making its mark in the industry. By offering a comprehensive approach to managed security, the company is enabling enterprise CIOs to take advantage of the latest technology developments without having to become security experts themselves. "When it comes to protecting an organization, physical security is often overlooked in the debate over cybersecurity," states Mohammad Soleimani, CTO of the company. "To that end, by improving the critically important, 24/7 performance of security systems, our comprehensive security solutions ensure complete enterprise protection, operational reliability, and business continuity." For over 47 years now, the firm has been offering innovative security services that include cloud-based access for their video surveillance cameras and access control systems, visitor management, and fire and life safety in a single solution.

As opposed to most security solution providers that focus on single components of the 'service chain'—selling hardware or providing guard monitoring services—Kastle Systems brings a unique approach to the table. The company
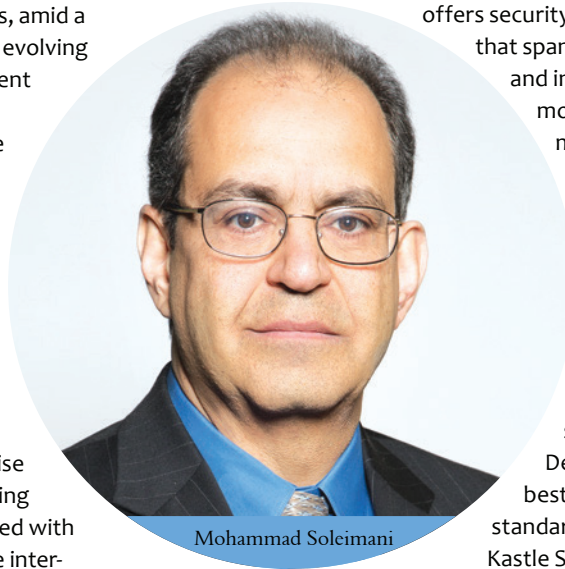
Mohammad Soleimani

offers security as a 'turnkey' continuous service that spans initial design, system selection, and installation through ongoing monitoring, software updates, maintenance, and repairs. "All of these factors together play a huge part in our clients choosing us as their physical security provider— they value our managed security," notes Soleimani. The company also strives to stay on the cutting-edge of physical security technology by embracing open standards like Open Supervised Device Protocol while striving for best-in-class cyber security compliance standards.

Kastle Systems has taken a leadership position within the security industry to adopt, apply, and promote a standards-based security solution. Working as part of the industry's own Physical Security Interoperability Alliance, Kastle Systems has assisted the industry to define new specifications that allow devices, services, and systems to easily share information and intelligence.

Highlighting the company's prowess is their success story with a long-term client, a law firm that had multiple offices in different cities, each with its own security system. Every location had a different process and a distinct set of credentials—all of which created a lack of consistency. "They needed a more integrated approach with a consistent experience and process across their portfolio," explains Soleimani. Kastle Systems partnered with the client to standardize, integrate, and enhance their physical security, including single-credential access to all of their offices, video surveillance, visitor management, and integrated identity management.

Kastle Systems has been leading the security arena, introducing innovations along the way, since its inception in 1972. Going forward, the company will continue to use technology to integrate with pre-existing systems and infrastructure to assist clients in meeting the security standards of today and tomorrow. "Our prime aim is to help our clients realize that when they choose Kastle Systems as their 'go-to' provider for security solutions, they are effectively "future-proofing" their security decision," wraps up Soleimani. ES