INCREASE SECURITY AND
DECREASE COSTS WITH PSIM

With 2,000 installations of its WinGuard platform, Advancis has global experience in vendor-neutral PSIM, as CEO, Jan Meiswinkel explains

PSIM systems now need to interface with more manufacturers than ever before, how do you face this development challenge?

In WinGuard, there are already over 470 interface drivers to security, building and communication systems of different manufacturers available and our developers who are all based at our company's headquarters close to Frankfurt in Germany are constantly developing new ones. An open PSIM platform has to offer the possibility to control all technical systems installed in a building or monitored perimeter via a single unified user interface. The development of any new interface driver, even those that are not common on the market, is available on request. In addition, the

current WinGuard version is already supporting 3rd party developments of interface drivers to offer partners and users the possibility to become more independent of our own development cycles in case they would like to realise very specific project requirements.

It seems that easy operation is one of the important advantages justifying the investment in vendor-neutral PSIM software. How does it also help in reducing operational costs?

Our PSIM software is very simple to use and it does indeed enable operators to be trained very quickly for incident handling. WinGuard gives them the real-time situational picture using graphic maps and dynamic icon objects for every security asset that is in the field. This is also available to mobile security personnel using mobile devices. Whenever an incident happens WinGuard guides operators step-by-step with dynamic workflows (SOPs) that show them the specific operational procedures for any alert.

It seems that this not only reduces costs, but it also streamlines procedures to avoid mistakes in managing incidents?

True, WinGuard automates and streamlines procedures and removes much of the human error from the management of an incident. Both automatic system actions as well as manual user activity are logged. In addition, WinGuard possesses integrated evaluation and reporting tools to help further analyse how incidents should be handled in the future.

Furthermore, using WinGuard we can link building automation and security systems so that they work together in real-time for more environmentally friendly energy usage.

Finally, let's come back to vendor-neutrality, how important is this for end customers and how does this also contribute to cost reduction?
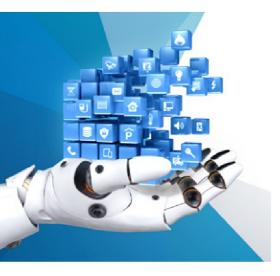
We meet with the people who build and use security infrastructures and they tell us that they want freedom of choice and the ability to change system suppliers if this becomes

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necessary. That is one of the roles for open architecture command and control systems.

We can partner with any technology manufacturer in the security industry and even beyond that, into other technologies and other industries like building or industrial automation and IoT. WinGuard easily integrates with subsystems, even if they compete with each other. This allows clients to select from any best of breed vendor around the globe in the knowledge that it can be integrated with their existing systems. Since nobody knows what the requirements for integration and management will be in the future, we believe strongly that it is important to maintain system flexibility.

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