



Specialist open platform software house grows as a BSSD member

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UK-based Sicura Systems Ltd, a specialist open platform software house, and solutions partner for the CCTV and monitoring installations for the Africa Cup of Nations 2008, has become an approved member of the Bosch Security Systems Dealer (BSSD) programme.

Sicura Systems, based in Andover and Basingstoke, Hampshire, has a range of clients in the Retail, Corporate and Government sectors and has developed and integrated a security management suite of products that are fully integrated with Bosch encoders, decoders and cameras, offering a superior performance and experience to the customer. Sicura Systems also offers design and bespoke software development to Consultants, System Integrators and Installers to deliver scalable and turn-key solutions.

Bosch Security Systems has been working with Sicura Systems for the last two years and it has designed a partnership programme for solution providers, system integrators and installers who wish to maximise their knowledge of Bosch products and systems to grow their business.

BSSD members receive a number of benefits from joining the scheme, including training for installation teams to minimise time, cost and problems during installations along with preferential rates on products.

There is an ever-growing need for the benefits of software technology to be utilised in the security sector, as Vincenzo Roberti at Sicura Systems explains, "There is an increasing demand for the use of sophisticated software solutions to better utilise the advances being made in field devices and ensure that the full remit of security products – cameras, access control, video analysis, etc. – are fully integrated and useable by the operator." He continues: "This is not just confined to this industry. For example, in the Broadcast sector, where the exchange and distribution of digital media products is becoming more varied and more complex, so the

need grows for protection against unauthorised access, both for individuals and for businesses.

“Because of this varied range of requirements, we specialise in devising sophisticated and complex networking solutions that enable different applications to talk to one another, something that Bosch products also do well.”

Bosch chose Sicura Systems to be part of the BSSD programme on the strength of its many years experience in industries like security, broadcast and media and its knowledge of IT and telecommunications.

Working with Bosch has given Sicura access to the best products on the market, as Vincenzo adds: “Bosch has the most extensive range and in my opinion the best products in the security market. When these products are integrated with Sicura Systems software solutions, the results are the best open platform solutions completely ready for deployment.”

It is the thorough testing that all Bosch products undergo and the support from its around the clock call centre engineers that Vincenzo believes makes Bosch stand out: “Sicura has thousands of streams of Bosch IP video running for more than a year, a real testament to the successful working of the partnership.”

He continues: “Everything that has the Bosch name on it has been tested and is brilliantly supported. This cost is therefore removed from the installer and minimises disruption to the customer. This is the approach taken by both Sicura and Bosch and is what the market needs as it resolves the problems of many closed/proprietary solutions out there.”

The training Sicura’s engineers have received has also been a great benefit as Vincenzo explains: “The specific Bosch training has better equipped our staff to sort any possible problems during installation. It is this knowledge we now pass on to our clients in the form of a tutorial – this gives them a better understanding of their installation and how the products work and leaves them happier with Bosch and Sicura.”

When buying products from a BSSD member, customers are assured that the distributor has at least two fully trained installation engineers; at least one sales executive fully trained on the product range; and operates in line with Bosch's business ethics.

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The company was set up in Stuttgart in 1886 by Robert Bosch (1861-1942) as "Workshop for Precision Mechanics and Electrical Engineering." The special ownership structure of Robert Bosch GmbH guarantees the entrepreneurial freedom of the Bosch Group, making it possible for the company to plan over the long term and to undertake significant up-front investments in the safeguarding of its future. Ninety-two percent of the share capital of Robert Bosch GmbH is held by Robert Bosch Stiftung GmbH, a charitable foundation. The majority of voting rights are held by Robert Bosch Industrietreuhand KG, an industrial trust. The entrepreneurial ownership functions are carried out by the trust. The remaining shares are held by the Bosch family and by Robert Bosch GmbH.

Additional information can be accessed at www.bosch.com.