



Looking beyond the 2012 ranks

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Fast Growing Companies

Last year was quite significant for Avigilon, Mobotix and Arecont Vision. Avigilon achieved 86-percent growth, the highest among the 2012 ranking. Mobotix grew 35.9 percent, and Arecont Vision rose 25 percent. All three are pioneers in multimegapixel cameras and are enjoying the growth phase of the network camera product life cycle.

Avigilon

"In November, we went public on the Toronto Stock Exchange," said Keith Maret, VP of Marketing and Communications. "In less than a year, we doubled our ITO price. In this day and age, that's a significant achievement to be able to deliver those kinds of results to shareholders. In 2011, Avigilon was named the fastest growing software company in North America by Deloitte's Fast 500 ranking."

Mobotix

"Mobotix is like Apple," said Magnus Ekerot, CEO of Mobotix. "We have full control of what we want to be. Putting standards aside, we should think about end users; they should have the freedom with installations and no extra fees for buying management software. Why we do something different is for the sake of end users. We also think about how we can help systems integrators and distributors make money and keep the margin they should have."

Arecont Vision

"When it comes to surveillance, pixels (resolution) are all that matters," said Becky Zhou, VP of Sales for APAC. "Think about how much area can be covered by a camera. For a VGA resolution camera, you get about 1,500 pixels per dollar. For a 10-megapixel camera, it is about 1,800 pixels per dollar. This is more cost-effective, and the ROI is better. The megapixel camera is right in the initial, high-growth phase of its product life cycle. We are expecting more growth in the near future."

Top 12 Companies for Revenue Growth from Security 50

No.	Company	Product Group	Revenue Growth 2010 - 2011
1	AVIGILON	Video Surveillance	86.0%
2	HDPRO	Video Surveillance	83.7%
3	VIVOTEK	Video Surveillance	62.1%
4	TIANDY DIGITAL TECHNOLOGY	Video Surveillance	50.1%
5	DAHUA TECHNOLOGY	Video Surveillance	45.4%
6	HIKVISION DIGITAL TECHNOLOGY	Video Surveillance	45.1%
7	MOBOTIX	Video Surveillance	35.9%
8	WIN4NET	Video Surveillance	34.3%
9	TKH GROUP (SECURITY SYSTEMS ONLY)	Multiple	30.6%
10	GEOVISION	Video Surveillance	27.0%
11	SAFRAN (SECURITY PRODUCTS ONLY)	Multiple	26.3%
12	ARECONT VISION	Video Surveillance	25.5%
Average			46%