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ViaSys ramps up operations in the U.S.

Analytics company names former Agent Vi CEO as U.S. operations chief

By Geoff Kohl, editor-in-chief

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ViaSys, a German firm that has developed video analytics software solutions, is ramping up its U.S. presence with the hire of Dieter Kondek as head of U.S. operations. Kondek is the former CEO of competing analytics firm Agent Vi.

ViaSys has only recently begun having a formal U.S. presence; the company has established staff in California and now in Florida. Kondek will be focused on business development, channel and OEM partner efforts in the U.S., as well as all of North, Central and South America. Kondek will be based in Florida, and joins Anson Moran, based in ViaSys' California office, as they seek to build ViaSys' operations in the U.S.

His background, besides the time he spent building Agent Vi, includes work at technology companies such as DynaPel, Dell, Computer 2000, Linotype-Hell, MetaCreations and IBM.

ViaSys motion detection systems are notably different than many of its competitors; the company states that its systems are focused on the "mass market" and that their goal is to deploy "video intelligence into every IP camera for a very competitive price". The company's wares are software plug-ins that can be added into both cameras and video surveillance management systems. ViaSys lists business relationships with Axis Communications, IQInvision, Milestone and OnSSI.

Unlike many of the more high-end systems that are wrestling with analytics like people counting, crowd recognition, object-left-behind, ViaSys is focused on more common security applications like intruder detection, perimeter protection and alarming. A statement from the company says those applications comprise 70 percent of the security market, and that the algorithms to detect such events require significantly less processing power than many of the cutting-edge analytics technology solutions being offered today.

"I know that many customers, integrators and OEM's are looking for an entry level video analytics solution which runs at the edge, is easy to integrate and affordable," said Kondek.

ViaSys' U.S. office is located at 4307 Del Prado Blvd S., Cape Coral, Florida 33904. Phone at the office is (239) 540-1569. The company is on the web at www.viasys-iv.com.



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