



Integrated Fire & Security Solutions for Operational Excellence in Data Centers

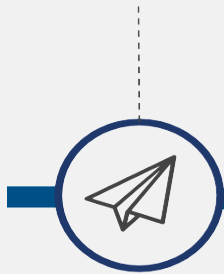
Minas Dermatis
Commercial Director
IFSAS Solutions SA



IFSAS Group Milestones

2008

IFSAS was founded
Golden Hall & Larissa
mall are won



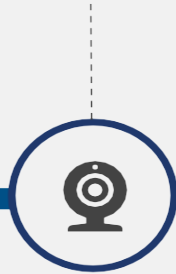
2013

ISO 9001:2008
Certification



2017

Turnover exceeds €6M
and 40 employees
1000+ Customers milestone



2021

Safety Integrator of the Year 2021
Great Place to Work Certified 2021-2022



2010

First major multinational
client project (OTE-DT
Group)

IFSAS becomes TYCO
Enterprise Business Partner



2015

Novatron Security

Distribution
subsidiary is
founded



2019

Security Integrator
of the Year 2019



2022

€17m€ turnover
Global Accounts of SAP,
Google and Microsoft added
Largest DC of Greece
constructed

YoY 39,8% Growth
EBT €2,04m€



IFSAS Security Solutions | Extensive Experience In All Sectors



RETAIL



GOVERNMENT



HEALTHCARE



EDUCATION



BANKING



AIRPORTS



TRANSPORTATION



TRAFFIC



MINING



OIL & GAS



INDUSTRIAL



SMALL BUSINESS



RESIDENTIAL



MARINE



LOGISTICS

The Pain Points of a Data Center



What are the problems?

- Achieve Operational Continuity of 99,999%
- High Security, Stability & Reliability of the facility
- Managing & Monitoring of visitors and personnel
- Fire & Security data, should provide the right insights to ensure operations
- Follow Standard Operation Workflows, as a process
- Follow compliance obligations and reduce risks
- Minimize human interaction



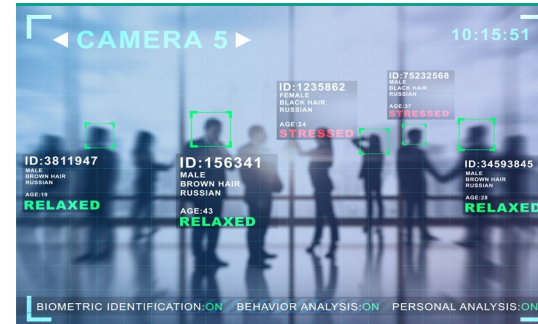
Fire & Security Challenges in Data Centers



Perimetral Intrusion Protection



Fire Protection for People & Property



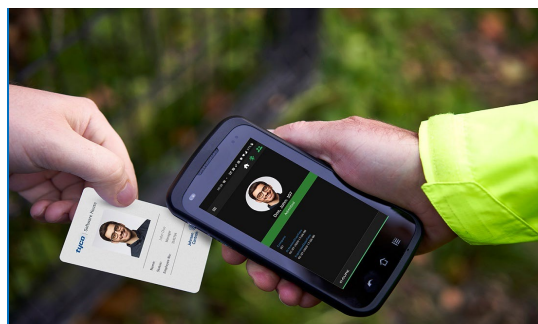
AI Systems to Predict & Prevent



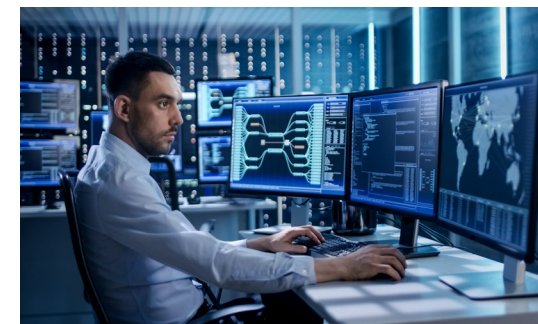
Access Control around the Facility



Visitors, Contractors Control at Entry Gates



Emergency Situations MUSTER POINT



Unified Management Platform of Systems



Cyber Security Threat Prevention/ GDPR

Technology Trends to Ensure Continuity and Efficiency



Technology at our help with efficiency

- Unified Life Safety & Security Platform
- Limitless interaction between Security Events, Video and all Integrated technologies
- Provide early notifications and Emergency Management
- Automatic or On Demand centralized custom reports
- Deployment flexibility (On premise – Cloud – Hybrid)
- Reduce learning time for operators with Adaptive User interface
- Monitor and control, safety procedures



Technology Trends to Increase Compliance, Quality and Security



Tools to help manage compliance

- Safety procedures, before granting access to premises
- Identify people, before entering in the facilities.
- Keep track of staff, visitors and contractors
- Automated Reporting sent to stakeholders
- Keep track of information, for audit
- Ensure Systems are cyber-protected and provide cyber protection of the infrastructure
- Comply with GDPR rules and regulations



Technology Trends to Optimize Costs and Return On Investment



ROI and Value

- Data insights Enable better decisions
- Manage investments and costs
- Prioritize Systems alarms
- Holistic view of Data Center by the Unified monitoring
- Centralized Management of multiple Data Centers
- User friendly and Integrated platform for costs reductions




A Deeper Insight in Data Center Extensive Integrated Solutions



Integrated Platforms - Examples

- Pre-Registration of visitors – Live Reports
- Contractor moving in not permitted areas
- Perimetral Security supported from autonomous drones, when events or alarms trigger it
- Door´s unlock, upon a scenario, when Fire Detection alarm is confirmed
- 2Men-Rule in AC to avoid area exceeds occupancy limits, prevent entrance
- Different Security Operations Scenario ➤ upon different predefined threat level





Closing Thoughts

Life Safety & Security
systems move towards the
Digital Revolution

AI and VR is already with us!

Don't delay improving your
operations

Change can start now