



Welcome to the latest edition the Heston Apex Europe Newsletter – keeping you updated with the world according to HAE.

Master of Lenel



Here at the HAE office we are extremely pleased to announce the our Professional Engineering Services Manager Izak Potgieter has earned his stripes to become Master Certified in Lenel software.

To become Master Certified involves passing six different Lenel exams which Izak has worked his way through in under two years, passing the final CR700 exam this month.

Following in his footsteps is Installation Engineer Frank Bates and our maintenance Manager Jethro Barker, who recently passed both the Lenel 1000 and 2000 exams.

Congratulations to you all.

New Installations

Foreign Embassy Works

We've recently been working with a foreign embassy in London creating an IPCCTV solution to fit their extremely high security standards. In order to provide a tailored solution for their needs we provided a mix of SNC DH280 IP Mini Dome cameras with SNC RH164, an HD network PTZ dome camera. These cameras were utilised alongside Sony's RSM viewing software to create a full security system.

Sony IP CCTV Solution

This month we also completed a new installation at a prestigious site in the City of London for a client in the banking sector.

The site had an analogue Sony CCTV solution already installed, so we were awarded the opportunity to upgrade to a full IP CCTV solution.

The solution was based around Sony SNC DH210 compact mini dome cameras, enabling discrete yet comprehensive viewing for a sensitive site.



Upcoming Installations

Future Proofing

Over the next few months the HAE installation team will be travelling abroad as part of our rollout to future proof the access control systems of a major client, with sites all over the EMEA. They will be tasked with not only providing high quality installations, but also to provide some sightseeing snaps for the monthly newsletter, keep your eyes peeled.

HAE Team News

Here at the HAE Head Office we are extremely pleased to welcome a new face to the team. Rachel Dixon has joined us as an Office Administrator. A very warm welcome from all at HAE.



Engineer Spotlight



Name: Iak Potgieter

Job Title: Professional Engineering Services Manager.

What does your job involve: All specialised solutions as well as a technical advisor for day to day issues.

Are you from London: No, I used to be from Potchefstroom in South Africa. Have lived in London for the last 4 years.

Background, where have you worked before: Worked in the IT industry and also as Building site foreman

What do you enjoy most about working for Heston Apex Europe: There is always a different challenge and we work on a full spectrum of different equipment.

If you could choose one of the buildings to live in that you maintain, which one would that be: It will have to be Cedar Park.

If you had to protect the crown jewels, what security system would you install: Full Sony HD camera solution and Ocularis based server with a push video to a SAS team waiting. I'd also create a vacuum sealed room with air pressure sensors. And to top this off, I would set up a top Lenel system that operates the air locks and have full biometrics for verification.

If you could develop one of your security disciplines further which one would it be and why: Access Control. This is the most involved and by far the most complex. There is also something more advanced to do in this field and it will just keep changing with time.

Managing Director's Blog

"An optimist stays up until midnight to see the new year in. A pessimist stays up to make sure the old year leaves." - Anon

I would like to think of myself as the optimist and whilst I'm proud of all we have achieved in the year gone, I am looking forward to all that 2012 has to offer.

We have some really exciting projects and new maintenance contracts rolling out during 2012, working with both existing and new clients. We have a great team with huge expertise and specialist knowledge in all areas of our business, with all departments working exceptionally well together, complimenting each other's skill sets.

I would like to take this opportunity to especially thank some individuals. Izak, for his continued dedication and support. Simon Mousley, for his diligence on all things and finally Freddy Toumi, for his unquestioning dedication to the company.

It goes without saying that the entire team has contributed to the success achieved over the past 12 months and for this I thank you.

So I will end my blog wishing you all a very happy new year.

Robert De'Antiquis