# New “CRITIS” product and expertise to combat complexity and staff shortages

**25 years of cooperation between Videotronic and Dallmeier in Switzerland**

**Regensburg, 06 November 2024 (Germany) –** **From OEM partnership to NDAA compliance and multifocal sensor technology for critical infrastructure: Dallmeier electronic and Videotronic celebrate 25 years of successful cooperation. Thanks to the cooperation between the Regensburg-based video technology manufacturer and the** [**Swiss distributor**](https://videotronic.ch/) **of video surveillance, access control and video door intercom systems, Swiss installers and system integrators can purchase Dallmeier products and solutions optimised for installers duty-free. At the same time, with Videotronic they have access to decades of experience of a local partner with a comprehensive range of consulting and support services.**

Video security solutions are becoming increasingly important to end users, especially considering geopolitical developments. At the same time, the demands on installers and integrators are increasing and they are often desperately looking for suitable personnel. As a true “value-added distributor”, [Videotronic AG](https://videotronic.ch/) is therefore available to the Swiss market as a competent partner for video security solutions from Dallmeier. Videotronic’s portfolio includes the support of installers and system integrators with consulting, planning and installation of video security systems as well as support with the import of goods or customs clearance for Switzerland and the Principality of Liechtenstein. With Dallmeier solutions, installers benefit from unique technological features such as multifocal sensor technology as well as tangible advantages in terms of cybersecurity and data protection thanks to the manufacturer’s high level of vertical integration.

**Casinos, motorway service areas, banks, sports facilities and more**

Dallmeier has been supplying patented video security technology “Made in Germany” to Swiss sales partners for many years. The competent contact persons at Videotronic provide comprehensive on-site support for installers, respond in detail to individual customer requirements and implement them quickly. Numerous reference projects, such as casinos in Switzerland and Liechtenstein, ice rinks and banks, as well as numerous Swiss motorway service stations, underline the success of Swiss installers and integrators with the German manufacturer’s products.

**CRITIS highlight: perimeter protection with special optical geometry and “dual AI”**

To mark the 25th anniversary of their collaboration, the two companies are also offering a special highlight especially for customers in the critical infrastructure sector: the [“Perimeter Panomera®”](https://www.dallmeier.com/panomera-perimeter) presented at Security in Essen combines four sensors in one optical unit, arranged in a special asymmetrical geometry. This provides a resolution of 200 “effective megapixels” – MPe – per camera. Together with AI object classification specially trained for the requirements at the perimeter and “AI Tamper Detection”, which has also been optimised for this purpose, this results in an extremely powerful solution with comparatively low infrastructure, system and personnel costs.

“Videotronic is the central point of contact for installers and system integrators who want to offer their end customers high-quality solutions for their security requirements and business processes. For customers, 'Made in Germany' means compliance with the highest security aspects in the areas of [cybersecurity and data protection](https://www.dallmeier.com/products/privacy-security). The high quality is nothing less than a hidden discount – not least due to the low maintenance and long service life”, says Christian Linthaler, Chief Sales Officer, Dallmeier. Christos Sgouros, Managing Director of Videotronic AG, adds: “Over the past 25 years we have been able to realise many joint Dallmeier projects with our integrator customers in various sectors such as casinos or industrial solutions, from planning to turnkey delivery. With the new products and expertise especially for the critical infrastructure sector and the many detailed solutions, Dallmeier offers particularly installer-friendly products. Especially in times of increasing cybersecurity requirements and a tight personnel situation, this is a great advantage that we are happy to pass on to our customers together with our project support. We look forward to many more successful years.”

**Contact details Videotronic AG**

Videotronic AG

Moosäckerstrasse 73

CH-8105 Regensdorf

Tel. +41 44 843 90 00

**+++ CAPTIONS +++**

**Sgouros\_Christos**

Christos Sgouros, Managing Director of Videotronic AG

*Photo credits: Videotronic AG*

**Linthaler\_Christian**

Christian Linthaler, Chief Sales Officer, Dallmeier

*Photo credits: Dallmeier*

**Videotronic\_Logo**

Videotronic has been the competent partner for Dallmeier systems in Switzerland for 25 years

*Photo credits: Videotronic AG*

**Dallmeier\_Logo**

Dallmeier electronic is recognised as one of the world’s leading manufacturers of video security and video information technology

*Photo credits: Dallmeier*

**Panomera-Perimeter\_Tamper-Detection**

The extended AI Tamper Detection application supports the “Perimeter App” of the Panomera® by recognising a variety of tampering attempts

*Photo credits: Dallmeier*

**Casino\_AdobeStock\_203994753**

Video security for casinos is one of Videotronic’s core competences

Photo credits: *cascoly2 – stock.adobe.com*

**\*\*\*\*\***

# Dallmeier: Turn images into assets.

**With pioneering video technology from Germany.**

In 1984, Dieter Dallmeier founded what is now Dallmeier electronic – not in the proverbial garage, but in a garden shed in Regensburg, Germany. Today, the company, which can justifiably call itself a hidden champion for video information technology “Made in Germany”, has several hundred employees worldwide, more than 250 of them at the company headquarters in the centre of Regensburg alone.

**Our customers: From commercial enterprises to World Cup stadiums**

Dallmeier's camera, recording, software, and analysis solutions optimise security and processes for B2B end customers in a wide range of industries in over 60 countries. The focus is on users from the casino, smart city, airports, logistics, stadiums, and industrial sectors. But also, banks, critical infrastructure facilities as well as medium-sized companies from all sectors.

**Low total cost of ownership “Made in Germany”**

With pioneering innovations, Dallmeier has succeeded time and again in placing itself at the forefront of technology: From the world's first digital image storage system with motion analysis in 1992, the patented “multifocal sensor technology” Panomera® with its “Mountera®” mounting system, to the latest Domera® camera family, which allows up to 300 camera variants with only 18 components. These and many other innovations provide real, tangible customer benefits. And with a low Total Cost of Ownership (TCO) and a high Return on Investment (ROI) they can easily compete with systems produced and supplied from low-wage countries.

**Cybersecurity, data protection and ethical responsibility through maximum vertical integration**

With 100% “Made in Germany”, we also guarantee our customers the highest standards in data protection, cybersecurity, and ethical responsibility. With high quality and short supply chains, we also ensure – almost incidentally – sustainability and environmental protection. From our prestigious headquarters in the centre of Regensburg, Dallmeier not only carries out its own research and development but also the complete manufacturing process – from component to product to solution.

[www.dallmeier.com](http://www.dallmeier.com)

[www.panomera.com](http://www.panomera.com)