



ADRIA SECURITY SUMMIT

CONFERENCE & EXHIBITION

8 - 9 October 2025, Hotel Aleksandar Palace
Skopje, North Macedonia

Event Report

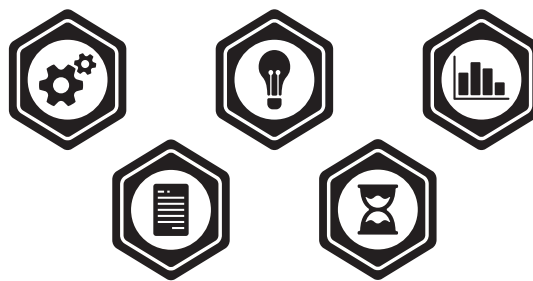
**A Decade of Connecting
Industry Professionals**

BY COUNTRY

Croatia	16,68%
Bosnia and Herzegovina	15,36%
Slovenia	14,99%
North Macedonia	14,52%
Serbia	14,13%
Montenegro	2,88%
Rest of the world	21,44%

**BUSINESS NATURE**

System Integrator	17,26%
Manufacturer	15,78%
Distributor	15,11%
Service Provider	12,20%
Installer	11,61%
End User	11,48%
Consulting & Project Management	4,92%
Software Development/Engineering	4,11%
Government	3,16%
Other (Association, Education & Certification, Media)	4,37%

**INDUSTRY AREA**

Video Surveillance	19,15%
Cyber Security	12,60%
Fire Alarm/ Smoke and Gas Warning Equipment	12,17%
Intrusion Detection and Theft Alarm Equipment	9,33%
IT/ICT	9,12%
Access Control & Time Attendance	9,01%
Smart Home/ Smart and Safe Cities	7,40%
Perimeter Protection	5,52%
Mechanical Security Systems	4,11%
Guarding and Monitoring	2,92%
Fire and Rescue	2,48%
PA/VA Systems	1,88%
Other (Government, Education & Testing, Association)	4,31%

JOB POSITION

Senior Management / Executive	36,19%
Regional / Area / Country Sales & Distribution Executives	20,88%
Technical Personnel	18,83%
Middle Management	16,92%
Administration & Other Assistants	6,50%
Government Officials / Academics / Media	0,67%





2015 Sarajevo #1



2016 Belgrade #2



2017 Šibenik #3



2018 Ljubljana #4



2019 Skopje #5



2020 Virtual Event



2021 Belgrade #6



2022 Zagreb #7



2023 Ljubljana #8



2024 Sarajevo #9



ADRIA SECURITY SUMMIT HELD IN SKOPJE

TEN YEARS OF UNITY

A new traveling cycle of the Adria Security Summit has come to a close. Five years after its last visit, the largest regional security trade show and conference has returned to Skopje. And this time too—according to visitors—it surpassed itself: in quality, service, program diversity, and above all, in the “home-like atmosphere” that makes everyone feel welcome, relaxed, and satisfied

■ By: Mirza Bahić and Dženana Bulbul
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Ten years have passed since the idea of the Adria Security Summit was first brought to life on the banks of the Sarajevo river Željeznica. From that first station, the Summit train embarked on a railway of trust—connecting, collaborating, and building collective security. The Sava, Ljubljana, Danube, Miljacka, and Vardar followed—each adding a new cart of experience, knowledge, and innovation. Every kilometer strengthened unity and success. Today, a decade later, this train is still winding its way through our picturesque landscapes. It grows, expands, and continues its journey across the region, leaving behind a trail of smiles and positive impressions.

Significantly Better Impact

But numbers often speak louder than words. The 10th anniversary of the Adria Security Summit attracted over 2,500 visitors from 39 countries, representing a 50% increase from the 2019 Macedonian edition, which drew 1,400 participants from 31 nations. The number of exhibitors grew from 84 to 111, a 32% increase, while the conference sessions expanded from about twenty to more than 40 panels and

presentations. Our team estimates that over 1,000 B2B meetings took place—meetings likely to lead to new projects, investments, and partnerships across the Adriatic region and beyond. Exhibitors enhanced the industry experience by showcasing innovative solutions in video surveillance, access control, fire protection, intrusion detection, communications, cybersecurity, automation, IT, smart city technologies, and other sectors closely linked to the security industry.

The 10th anniversary edition of the Adria Security Summit gathered around 2,500 visitors from 39 countries, representing a 50% increase compared to the previous Skopje edition in 2019



An extra layer of openness and interactivity was added through nine podcasts recorded with carefully chosen guests. They discussed their industries and also shared personal stories—in a way that links their own impressions of the field, exclusive insider insights, and the human side that often gets overlooked in busy business events and tech demos.

From Cinematic Action to Red Ribbon

After an attractive opening film sequence combining thriller, superhero intrigue, and detective mystery, the opening ceremony followed. It was marked by the symbolic cutting of the red ribbon, attended by distinguished guests and partners: Leo Levit (Chairman of the ONVIF Steering Committee), Lidija Stolica (President of the Croatian Chamber of Security Guards), Aleksandar Nedić (Secretary of the Private Security Association of the Serbian Chamber of Commerce), Branko Slak (President of the Slovenian Chamber for the Development of Private Security), Dragan Radulović (President of the Association of Security Managers of Montenegro), Adnan Efendić (Chamber of Security Guards of FBiH), and Panče Toškovski (Minister of Interior of North Macedonia).

a&s Adria Awards

During the closing ceremony, the a&s Adria Awards were presented for outstanding achievements in the security industry across nine categories. This year, for the second time since the awards were established, more than 50 qualified applications were submitted. The jury that selected the winners consisted of international and regional experts: Dragan Petric (bug.hr), Bata Vulović (Lunatronik), Roberto Licari (RL Security Consultancy), Igor Milkovski, Laert Klemo (ATECH), Israel Gogol (asmag), and Matija Mandić (King ICT).

In the Smart City Project category, the winner was the Smart City – Belgrade project by Hytera Communications, while the award for the most innovative product/solution went to the HALO Smart Sensor by Alarm automatika. In the field of access control, the standout solution was BioStar Air by Suprema Europe, and in video surveillance, the winner was XProtect by Milestone Systems. The award for the best intrusion detection solution was given to Connect FLX by M2M Services, while in fire detection, Alarm automatika triumphed with its Ajax EN54-line fire detection system. Honeywell was recognized for its VARIODYN ONE system in the PA/VA category, UltraVision Consult for its AppVision software, and the best case study award went to Yard Logistics Digitalization at the OKTA Refinery with the AURA System by Sensor Skopje.

“The Adria Security Award is not only a recognition of innovation, but also a confirmation of the collective effort of the entire community to make the region's security industry visible on the global stage. Through this program, we want to highlight companies that set standards through their work and inspire others to pursue excellence,” said Mahir Hodžić, President of the Organizing Committee of the Adria Security Summit.



"We are very pleased that a large number of companies still believe in Summit after ten years and recognize it as a key platform for networking, business development and knowledge exchange"

Their presence confirmed the recognition of the Adria Security Summit as a key regional platform for dialogue between the private sector, government institutions, and professional associations in the field of security and convergent industries.



Partnership and Loyalty Forged from Precious Metals

Special thanks go to the companies that have recognized the value of the Adria Security Summit over many years and have consistently supported it. Twelve sponsors were especially acknowledged, many of whom have been part of the Summit since it started in 2015. Along with other sponsors, their trust and dedication have helped make this event the most important regional gathering of its kind over the past decade.

This year, the anniversary was celebrated with: Diamond sponsors: Alarm automatika, Advancis Austria; Platinum sponsors: Bosch Security Systems, Hytera Communications, Motorola Solutions, Suprema; Gold sponsors: ASSA ABLOY, Beta 80, Bosch Building Technologies, COIN LLC, Combis, Hexagon, Hikvision, OSA Security, Schneider Electric, SALTO WECSYSTEM, Pastor Fire Extinguisher Factory, PerpetuuMobile Security, Tenzor, TP Link.

In addition, more than 80 equally valuable sponsors supported the Summit across various levels—silver, bronze, and others: 2N, Aikom International, Ajax Systems, Armor Plus, AVControl, AVS Electronics, Axis Communications, AziGuard, Besa Security, Cardin Elettronica, Deluks Distribution, Delta Electronics, DVC, Division Visual Solutions, Eccos inženjering, ELAN, European Elite Business Hub, Fibernet, Honeywell, Integrated Control Technology, Inim Electronics, INsig2, In-





Telelink Infra, TESSA Security, The Rock Smart Security, Treco Net, TR Services, TVT Digital Technology, Uniview Technologies, Ultravision Consult, VELKOM, Video Alarm, Vuko, VIVOTEK, VuWall, Wizard Systems i XPR.

We listed them all here because they deserved it, and on stage, we remembered all partners and supporters who have been part of this ten-year journey, during which we have grown together. 'We are very pleased that so many companies, even after ten years, continue to trust the Summit and see it as a key platform for networking, business development, and knowledge exchange. We owe special thanks to the companies that have been with us from the very beginning and believed that our team could add value and help them grow along with us,' the organizers emphasized.

See You in Zagreb

After two days of inspiring and sometimes provocative discussions, energetic presentations, and strategic business networking, participants were clearly satisfied with the showcase of innovation, collaboration, and vision, as well as the festive atmosphere.

However, the celebration won't last long, as new challenges and plans are on the horizon. One of them you can already mark on your business calendar: the next Adria Security Summit will take place in Zagreb on October 7-8, 2026. ◀

Tec System, Interspace, iTek Systems, Iris ID Systems, IT odjel, IQ FireWatch, Jade Bird Europe, Jonik, Lande, Lunatronik, LDA Audio Tech, M2M Services, MAKIM, Maksiprint kompjuteri, MDN Security, Mikei Internacional, Milestone

Systems, MSR Electronic, Partizan Security, Piton Security, Prima sistemi, Primion, Roombanker, Relysis, Ruijie | Reyee, Sectron, Sensor, Sides, Synology, SysTeh, Špica Sistemi, TC2, Tecnoalarm, TehTel, Telaeris, Teledyne FLIR,

Stefanovska expressed her satisfaction that North Macedonia was the host of this year's event, which, she said, has managed to establish itself as the most eminent international gathering in the field of private security in the Balkans over the past ten years











09:00 – 18:00 **Exhibition**

09:00 – 10:00 **Registration**

10:00 – 10:15 **Opening ceremony**

10:15 – 10:30 **Plenary Speeches**

10:30 – 10:50 **KEYNOTE: Living and Working in the Big Data World**

Sergej Pičulin, Regional Sales Manager, & Nikolai Landa, Sales & Business Development, Advancis

10:50 – 11:10 **KEYNOTE: Trends in Safety and Security Solutions**

Tijana Kocavska, Branch Director, & Boris Popović, CEO, Alarm automatika

11:10 – 11:50 **SUMMIT TALK: Lessons Learned from the Incident in North Macedonia**

Moderator: Sanja Kermetcieva, Secretary General of the Chamber of Private Security of the Republic of North Macedonia

Panelists:

- Zlate Dimovski, Full Professor at the University "St. Kliment Ohridski" – Bitola, Faculty of Security – Skopje
- Aleksandra Deanoska Trendafilova, Full Professor at the Institute of Criminal Law, Faculty of Law "Justinijan Prvi" – Skopje
- Goranche Savovski, State Advisor, Ministry of Internal Affairs; Chairman, Commission for Oversight of the Chamber of Private Security
- Verica Mileska Stefanovska, President of the Chamber of Private Security of the Republic of North Macedonia

11:50 – 12:10 **KEYNOTE: Importance of IoT on Fire Safety**

Stefanie Steudel, Product Manager Fire Systems, & Jakub Bednarz, EMEA Product Marketing Manager & Application Design Manager, Bosch Security and Safety Systems

12:10 – 12:50 **SUMMIT TALK: Big Events, Bigger Risks: How to Protect Crowds at Scale**

Moderator: Ivan Funčić, Security Consultant

Panelists:

- Lario Lovrić, CEO & Founder, Aldra Alameen Security Services
 - Dejan Stančević, Sales Manager, Hytera Communications
 - Ivaylo Atanasov, General Manager, VIP Security | Board Member at Monotes JSC
 - Victor Bomfim, COO, Aldra Alameen Security Services
-

12:50 – 13:30 **SUMMIT TALK: AI in Security: Hype, Hope, or Hazard?**

Moderator: Leo Levit, Chair, ONVIF Steering Committee

Panelists:

- Stjepan Šurmanović, Territory Sales Manager, South East Europe, Axis Communications
 - Predrag Aćimov, Key Account Manager – Adriatic Region, Hikvision
 - Simeon Petrov, Solution Engineer, Milestone Systems
 - Marko Vasić, Sales & Business Development Manager, Bosch Security Systems
-

14:30 – 17:30 **EDUCATION: Professional Lecture on Fire Protection - Regulations and Technical Aspects**

Vedran Mihaljević, Development Engineer, & Renata Dončević, Director and Executive Board Member for Project Operations, Alarm automatika

09:00 – 17:00 **Exhibition**

09:00 – 10:00 **Registration**

10:00 – 10:20 **KEYNOTE: How to Build a Bulletproof Cloud Defense?**

Károly Sepsy, CBDO, TC2

SUMMIT TALK: SOC - From Technical Support to Guardian of Digital Sovereignty

Moderator: Dragan Petric, Executive Director, Bug.hr

Panelists:

- 10:20 – 11:00
- Ivan Pejić, Head of International Sales, Combis
 - Anel Tanović, PhD in Computer Science & Director of ATIA
 - Blaze Bogev, Blue Team Lead & Cybersecurity Engineer, Cyber Protection and Privacy Services – CPP
 - Isak Mrkaić, Head of Information Protection and Cyber Defense, Ministry of Defense of Montenegro
-

SUMMIT TALK: Smart City – From Marketing Buzzword to Securing the Vision of the Future

Moderator: Damir Muharemović, Editor-in-Chief, a&s Adria

Panelists:

- 11:00 – 11:40
- Đorđe Bačić, Regional Sales Manager, VIVOTEK
 - Florin Marica, Managing Director, Ultravision Consult
 - Ovidiu Hriscu, Sales Manager, Aziguard
 - Paun Ivanov, Member of the Board of Directors, Telelink Infra
-

11:40 – 12:00 **KEYNOTE: Critical Infrastructure Security & Resilience: Unlocking the Power of Public-Private Collaboration**

Catherine Piana, Director General, CoESS

SUMMIT TALK: Protecting Critical Infrastructure with Smart Integration and Identity Control

Moderator: Renata Dončević, Director and Executive Board Member for Project Operations, Alarm automatika

Panelists:

- 12:00 – 12:40
- Catherine Piana, Director General, CoESS
 - Sergej Pičulin, Regional Sales Manager, Advancis
 - Seyit Ali Kaya, Regional Manager of Central Asia, Eastern Europe, and Türkiye, Iris ID Systems
 - Milan Baltić, Senior Police Advisor and Head of Security Affairs Directorate, Ministry of Interior of Montenegro
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SUMMIT TALK: EDU Institutions' Safety Solutions and Technology

Moderator: Lidija Stolica, President, Croatian Security Association

Panelists:

- 12:40 – 13:20
- Dario Radošević, Channel Account Manager - Balkans, Motorola Solutions
 - Aleksandar Nedić, Secretary of the Association for Private Security, Chamber of Commerce and Industry of Serbia
 - Filip Petrovski, Dean of the Faculty of Law, MIT University, Skopje
 - Mića Negrilić, Regional Sales Manager, Suprema
-

James Bond Hall	Wednesday, October 8	11:30 – 12:15	Integrated Intelligence with WinGuard: From Alerts to Action Slavoljub Stevanovic, Advancis Austria
		12:15 – 13:00	Next-Level Access Management with AIM Oliver Lacey, Advancis Austria
		14:00 – 15:00	Company Alarm.com as a Model for the Future of System Integration Krzysztof Szlachcic, International Sales Manager, EBS
		15:00 – 15:30	New Intrusion Solution from Bosch (Intrusion Detectors and Control Panel) Aleksandar Dobnikar, Distribution Sales, Bosch Security Systems
		15:30 – 16:00	AMS - The Resilient System John Chaikalis, Sales and Business Development Manager, Access and Intrusion, Bosch Security Systems
		16:00 – 16:30	Advanced Perimeter Protection Nebojša Jovanović, Pre-Sales Engineer/Technical Application Design Specialist, Bosch Security Systems
		16:30 – 17:00	PRAESENSA - IP Safety, Security and Entertainment Iliya Dochev, Consultant - Security and Safety Systems, Bosch Security and Safety Systems
	Thursday, October 9	10:00 – 10:30	Sustainable Fire Protection in Modern Buildings – New Solutions by Honeywell Dragan Petrovic, Business Development Manager, Honeywell
		10:30 – 11:00	Honeywell Security Today Milan Džepina, Senior Sales Representative, Honeywell
		11:00 – 11:20	DVC – Fully Integrated EU & NDAA Compliant Security Solution Luka Kučić, MSc in Economics, Export Sales Director, Alarm automatika
		11:20 – 11:40	Ajax Systems EN54 Line Žarko Regodić, Business Development Manager, Ajax Systems Serbia
		11:40 – 12:00	Cloud Networks for Everyone Adam Dombovari, Channel Sales Engineer, Ruijie Reeye
Sherlock Holmes Hall	Wednesday, October 8	11:00 – 12:00	From Chaos to Control: Strategies and Technologies for Effective Incident Response. The Experience of 112 North Macedonia Caro Paradiso, Senior Business Advisor, Emergency Management Division, Beta 80
		12:00 – 12:30	Enterprise Networking and Security Solutions by TP-Link Dejan Dimov, Business Development Manager for North Macedonia & Kosovo, TP Link
		12:30 – 13:30	Structural Health Monitoring Tino Mihajlovik, Chief Operating Officer, Digitex
		13:30 – 14:00	Hytera Advanced Communication Solutions for Security Industry Isidor Stirbu, Sales Manager, Hytera Communications
		14:00 – 14:30	How GenAI Is Transforming Video Surveillance Industry Marijo Kolovrat, Channel Account Manager Enterprise, Motorola Solutions
		14:30 – 15:00	Avigilon Cloud Video Solution from the Partner's Perspective Robert Pažitka, Founder, Pro alarm rješenja
	Thursday, October 9	10:00 – 10:30	Smart Investments, Secure Returns: Expanding Your Business to the UAE Mersiha Lisica & Walid Al Nabali, SPSC Group
		11:00 – 11:30	Integrating Bosch Avenar: Architecting a Smarter Fire System Nino Belicki, Bosch Fire Alarm System Consultant, Bosch Building Technologies
		11:30 – 12:00	Suprema Biostar Air - Coming Soon in Europe in 2026 Mica Negrilic, Regional Sales Manager, Suprema
		14:00 – 14:30	Derisking Legacy Systems Ownership: Secure, Modernize, and AI-enhance Your Applications On AWS Károly Sepsy, CBDO, Tc2
Inspector Clouseau Hall	Wednesday, October 8	11:30 – 12:00	Advanced Perimeter Protection Solutions Integrated with Large-Scale AI Models Marko Matijević, Presales Engineer, Hikvision
		12:00 – 12:30	Smart Fire Prevention, the Wasteserv Malta example: How FLIR Technology Detects Fires Before They Start in Waste Management Pierpaolo Piracci, Regional Sales Manager, Teledyne FLIR
		12:30 – 13:00	Shaping the Future of Connected Security – Efficiency and Collaboration in Physical Security Luzius Ammann, EMEA Lead HxGN Connect Business Development, Hexagon
	Thursday, October 9	10:00 – 10:30	Transforming OKTA Refinery's Yard Logistics with Aura Modular Platform Teodor Tošev, Head of BMS and automation, Sensor & Nejc Petek, Product Manager, Tenzor Slovenia
		10:30 – 11:00	Schneider Electric: Why Modernizing Your BMS System? Dimitar Mankov, Building Management Solution Architect, Schneider Electric
		11:00 – 11:30	Schneider Electric: Smart Solutions for Charging Electric Vehicles Darko Zeliković, eMobility Business Developer, Schneider Electric

a&s Adria Awards 2025 Winners

VIDEO SURVEILLANCE



Winner: Milestone XProtect

Description: Milestone XProtect is an open-platform VMS used at over 500,000 sites worldwide, offering unmatched flexibility, no hardware lock-in, and support for the widest range of cameras, IoT sensors, access control, and analytics. Built for large-scale 24/7 operations, it adapts to any security ecosystem.

ACCESS CONTROL



Winner: BioStar Air

Description: BioStar Air is the world's first 100% cloud-native access control platform. Unlike legacy systems that rely on servers, VPNs, or controllers, BioStar Air eliminates infrastructure complexity. Each device processes access decisions at the edge while easily connected to the cloud.

INTRUSION DETECTION



Winner: Connect FLX

Description: Connect-FLX is a professional wireless security panel with secure multi-carrier cellular, Wi-Fi and Ethernet, plus long-range encrypted coverage. It supports easy system takeovers, flexible installation, wireless arming stations, and integrates alarms, video and home automation into one reliable hub.

FIRE ALARM



Winner: Ajax – EN54-Line Fire Alarm Solution

Description: Ajax EN54-Line Fire Alarm delivers fast, accurate detection with dual-spectrum optical sensors and advanced heat sensing to reduce false alarms. It integrates seamlessly with intrusion, video, automation, and evacuation systems for a unified safety solution.

PA/VA SYSTEMS



Winner: Honeywell VARIODYN ONE - Next Generation Public Address and Voice Alarm System

Description: VARIODYN ONE is an IP-based PA/VA system offering high sound performance and easy operation for daily use and emergencies. As the next generation of the trusted VARIODYN line, it forms Honeywell's global notification platform for clear announcements and reliable emergency alerts.

BEST CASE STUDY



Winner: Yard Logistics Digitalization at the OKTA Refinery with the AURA System

Description: OKTA-AURA transforms yard logistics at the OKTA refinery with a unified digital platform that manages vehicle flows from scheduling to exit. It replaces manual steps with an integrated, real-time workflow and connects seamlessly with SAP for accurate, efficient operations.

SOFTWARE



Winner: AppVision

Description: AppVision™ is a Physical Security Information Management platform for security, safety, IoT, BMS, SCADA and technical management systems. Open, scalable and neutral, it guarantees the integration and control of equipment and applications to provide operators with information, management, command and control of their operations.

MOST INNOVATIVE PRODUCT/SOLUTION



Winner: HALO Smart Sensor – Multifunctional Detector for Health and Safety Protection

Description: HALO Smart Sensor is a multifunctional privacy-safe detector that monitors air quality, hazardous gases, vaping/smoking, and safety events like gunshots or aggression. It delivers real-time alerts through VMS, HALO Cloud, email, or mobile devices for rapid response.

SMART CITY PROJECT



Winner: Smart City – Belgrade

Description: SPECTRA, a leading private security company in Serbia with 2,000 staff securing 1,000+ sites, needed wide-area communications across Belgrade. Hytera's DMR+LTE solution with web dispatch and PDC680 radios now enables seamless coordination, faster response, and improved operational efficiency.



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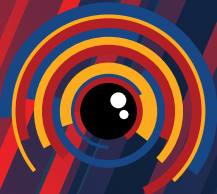
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SAVE THE DATE

7 - 8 October 2026, Zagreb, Croatia

