



**TIL TECHNOLOGIES**

becomes



**HIRSCH**

Why, How, what are the changes?



# The story so far... VITAPROTECH Group



2014

Merging of SORHEA and  
TIL TECHNOLOGIES

2023

Integration of  
13 more companies

2024

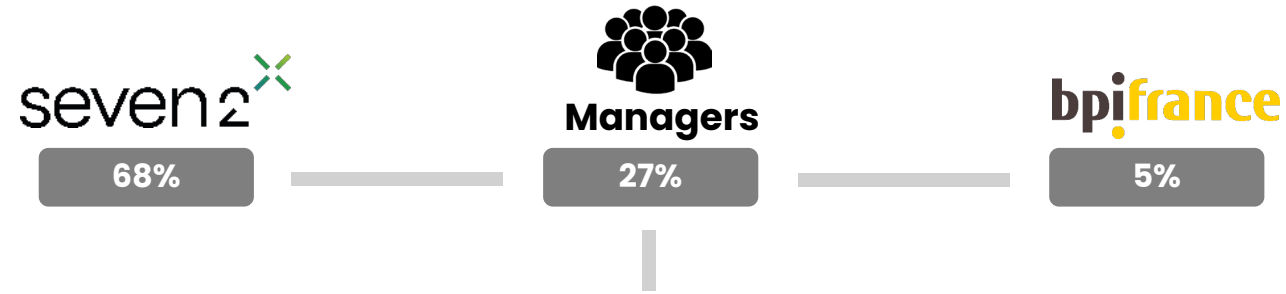
VITAPROTECH  
fusions its  
15 companies into 4

2025



# Current organisation of VITAPROTECH Group

Our investors



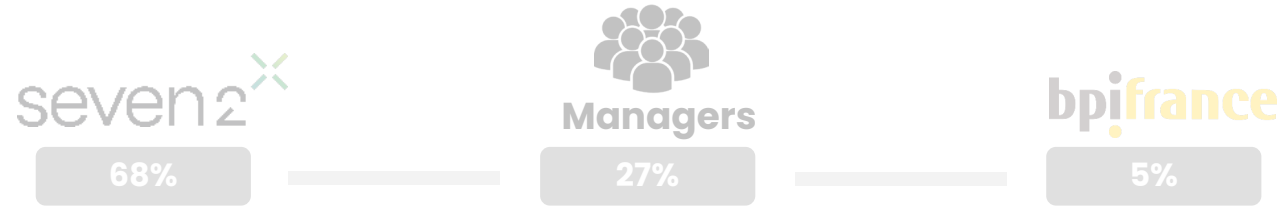
Our brands





# Actual organisation of VITAPROTECH group

Our investors



Our brands

## Intrusion & Perimetry



## Access control



## Smart video & Unified platform

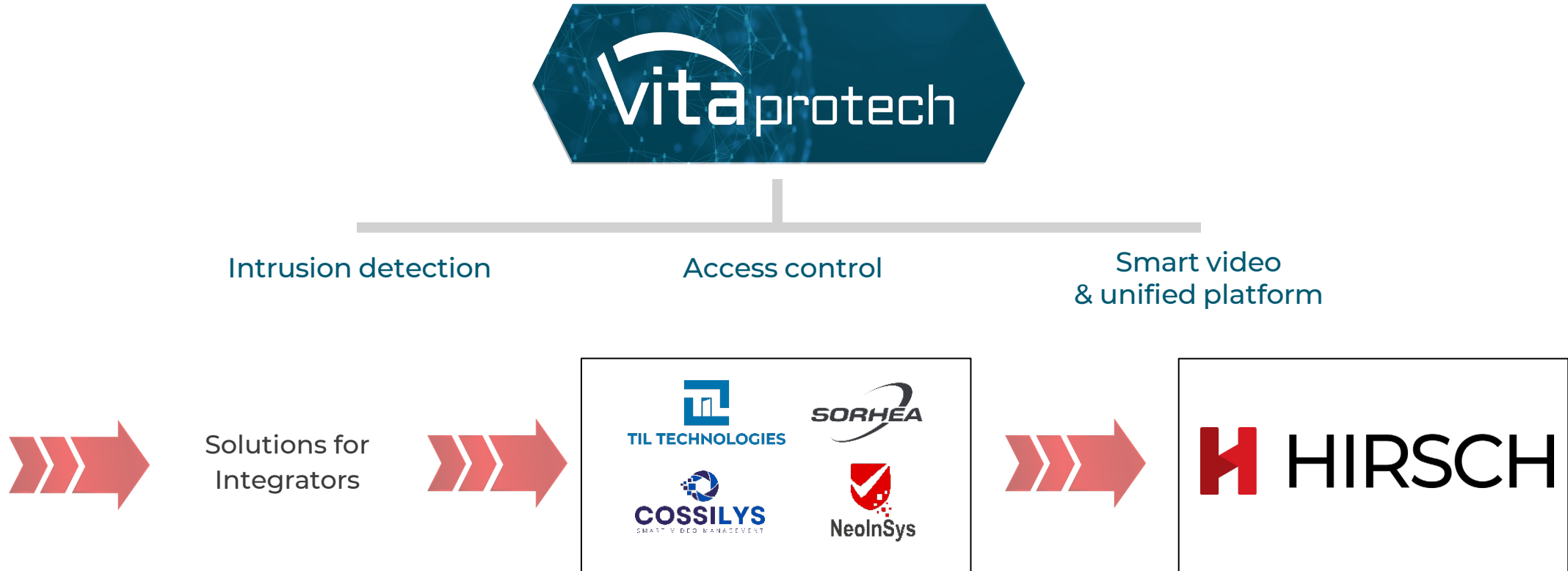




# Strategy and evolution of the brands

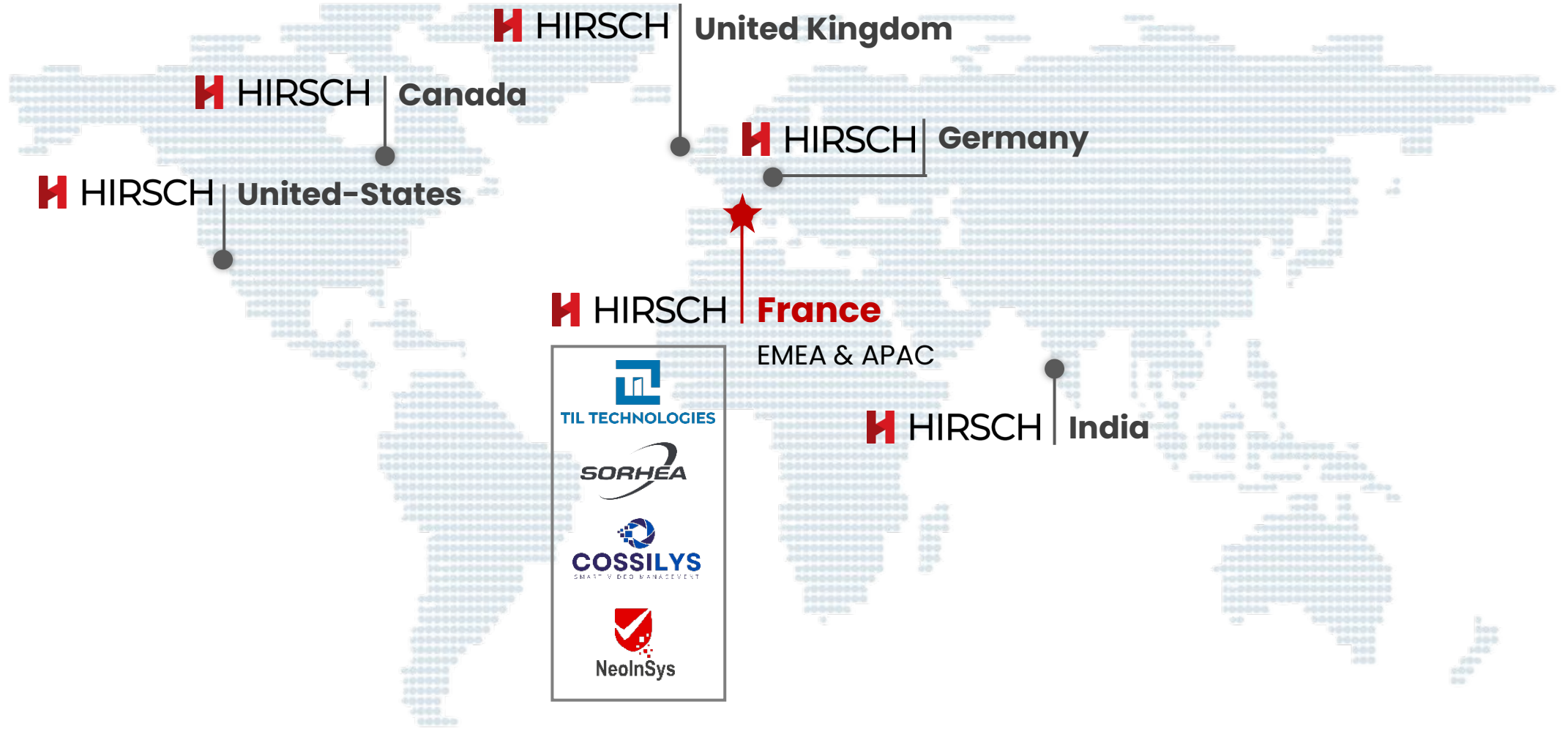
In 2025, the mission of the group remains unchanged :  
Three professional units supplying complementary solutions to secure all sites.

**Via 4 companies with 4 distinct sales channels**





# HIRSCH, an international brand





# HIRSCH France: Solutions and brands remain



## **TIL TECHNOLOGIES BY HIRSCH**

A market leading access control system in France, combining functional power, scalable and cybersecurity functionality to reply to the highest requirements.



## **SORHEA BY HIRSCH**

Advanced solutions of perimeter intrusion detection ensuring the highest level of protection for critical infrastructure and industries.



## **COSSILYS BY HIRSCH**

A monitoring software and smart video analysis plug-ins for an ergonomic and customised video surveillance.



## **NEOINSYS BY HIRSCH**

A team of security experts at the service of integrators in support of configuration and implementation scenarios for Hypervision projects and multi-business.



# HIRSCH: Mission and Vision



HIGH SECURITY MADE SIMPLE

Design, manufacture and sell advanced and integrated safety solutions to integrators destined for professional sites from the simplest to the most complex

**P**romise : High security, High technology, High trust

**P**roduct : A complete and tailored range, with a large choice of solutions to answer all needs, from the core to the periphery

**P**rogress : Evolution and a new strength that will accompany you.  
The future is to Hirsch!







# HIRSCH promise: High Security, High Technology, High Trusted

## Durability and trust

- French brands that are market leaders.
- 38 years of experience and more than 15 000 sites equipped.
- Solutions with a proven reliability and conceived with an upward compatibility logic.
- Product warranties of 3 years (Access control) and up to 10 years (Perimeter detection)

## High security and cybersecurity

- Powerful functionality to adapt to the most complex customer requirements.
- Conformity to the highest market standards.

ANSSI Certification (France), CPNI conformity (GB), BSI (Germany), FICAM, FIPS 140-3, NIST (U.S.)...



## An ecosystem of security ready for the future

- Innovation at the core of the development strategy, 30% of the personnel in R&D
- Solutions that are adapted to today's challenges and those of tomorrow : Video analysis with IA, access control by smartphone, solar power detection barriers

**HIRSCH solutions will continue to evolve  
with the security needs of tomorrow**

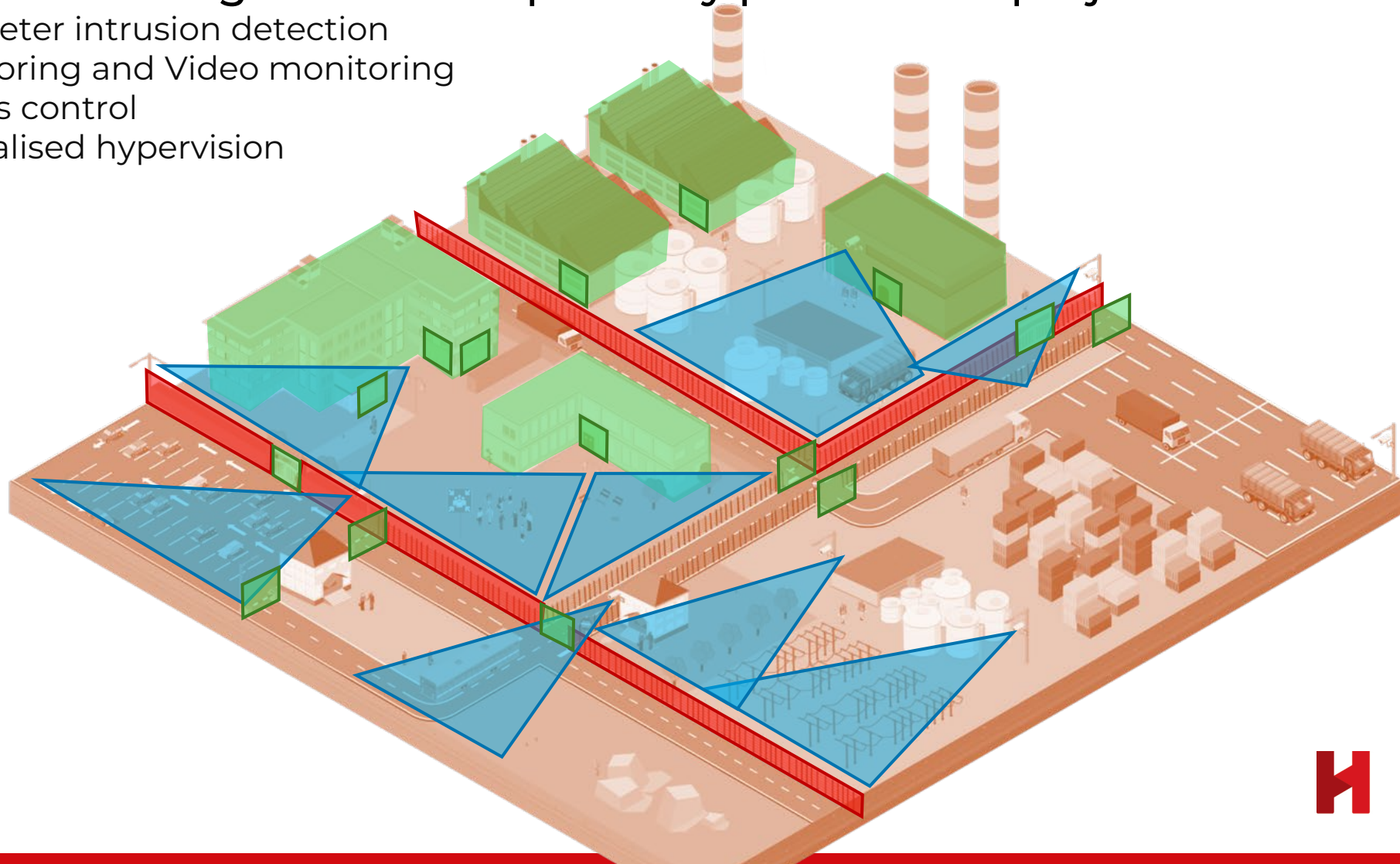




# Product: A complete security range, from the heart to the perimeter

Offers to the integrators a unique entry point for all projects:

- Perimeter intrusion detection
- Monitoring and Video monitoring
- Access control
- Centralised hypervision





# Product : a global range of security, from the heart to the perimeter

## Nine technologies of perimeter intrusion detection

- High performance infrared barriers MAXIRIS, SOLARIS NG
- Shock detection cable on fences G-FENCE
- Optical fiber intrusion detection system LUMOR



## An access control system and cyber secured intrusion detection

- MICRO-SESAME Software
- TILLYS Automate and specialised modules
- All technologies readers, including HIRSCH readers



## Two video monitoring solutions with video analysis

- Software suite ICARE, ICARE PARC and ICARE INSIGHT
- Software VELOCITY VISION in partnership with MILESTONE



## Two solutions of Hypervision

- Software VELOCITY CENTRAL
- Software APP VISION





# Progress: Evolutions and and a new strength for you

## Combine **proximity** to the force of an international brand

- High standards of Conception and Development: the strenght of *“Made in France”*
- A complete mastery of the product and its supply
  
- One entity but strength of four: tools and shared means more important
  - More training sessions (More than 500 people trained in 2024)
  - More Showrooms
  - Distinct clients portals/ unified
  - CRM, communications, etc...



## A new **team organisation** for greater efficiency

- Greater commercial impact
- Service departments (customer service & Sales admin): larger teams = more flexibility
- Creation of new positions to oil the wheels
  - Pre-Sales, Product Managers ...



# Commercial organisation and Pre-Sales

**Our goal: More proximity and a better efficiency**

## **A greater commercial strength:**

**40 sales representatives  
including 5 sales overseas reps**

Sales rep present in several countries and **Active in over 50 countries** worldwide for over 20 years for a better geographical coverage :

- Give you the best advice on your projects
- Give recommendations with a global vision of your site's safety issues

## **A more developed Pre-sales division:**

**A new service of 10 people  
Technical experts and pre-sales support**

Sales Support to propose the best offer on your projects:

- Validate technical solutions
- Carry out site studies, help with the dimensioning and optimization of technical specifications
- Provide high responsiveness

# Organisation of the support services

## Creation of the HIRSCH PROFESSIONAL SERVICES pole

### Technical support and services :

#### 20 Hotline & Service Technicians

Processing your requests on a specific product line, for the commissioning and operation of your customer sites

- Central entry point
- Configuration or migration assistance services
- Hotline and ticket processing support

### Support for complex projects:

#### Integration of all teams for 10 technicians team



High-level services on your complex and multi-brand projects:

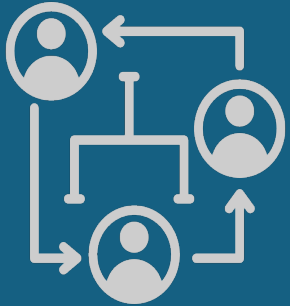
- Customisation of the operational scenarios specific to each customer site
- Strong IT expertise (VMWARE...) and networks
- Third-party multi-brand integrations
- Cybersecurity

# What will change on July 1<sup>st</sup>?



## **Mainly an administrative change**

- The commercial and administrative documents will be issued by one entity : HIRSCH France
  - Only a few very specific cases will require the signing of new contracts



## **New organisation of the teams**

- New departments are emerging such as the Pre-Sales team, the product managers ...
- Your other contacts will continue to work on the same “brand perimeter” as before
  - Our scopes will evolve gradually

# What will NOT change on July 1<sup>st</sup>?



## **Your pricing conditions and our agreements**

- No change on our prices
- The general terms and conditions of sales will be unified ...
  - But the specificities of each brand will be maintained such as warranty periods



## **Your Sales contacts**

- They remain unchanged in 2025
  - The evolution of the missions and/or areas will be progressive



## **Our services**

- Supply lead time unchanged
- Continuity of customer support and after-sales service: For now the hotline numbers and websites for your technical support remain unchanged
  - Tools will evolve gradually





Thank you  
for your attention !

[www.hirschsecure.fr](http://www.hirschsecure.fr)



 **HIRSCH**