



GE
Security

Mark Isherwood
Marketing Manager
Unit 3, 310 Ferntree Gully Road
Notting Hill, VIC, 3168, Australia

T +61 3 9239 1216
F +61 3 9239 1299

31 August 2009

EST3 Integrated Fire Detection and EWIS Platform The Future for Fire & Life Safety

A history of innovation

General Electric Company (GE) is one of the world's largest and most respected companies - a diversified technology, media and financial services company focused on solving some of the world's toughest problems. Annual revenues in 2008 totaled US\$183 billion and highlight an ability to deliver in even the toughest environments.

GE Security is the result of more than US\$4 billion in acquisitions of "best-of breed" technology companies providing access control, fire detection, intrusion and video surveillance solutions that protect people and property in a broad range of demanding applications and industries.

Initially developed by Ziton Australia, the AS2 Fire Detection Panel and Ziton Emergency Warning and Intercommunication System (EWIS) quickly became two of the fire industries' most popular and entrenched products. In October 2003, Ziton was acquired by SPX Corp. who already owned Edwards System Technology, a company with a strong heritage in fire alarms dating back to 1872.

In March 2005, these SPX companies became a part of GE Security, a world-leading manufacturer and innovator with operations in more than 35 countries generating \$1.8 billion in annual sales.

Access to global resources and products has enabled GE Security to strengthen and expand its portfolio of innovative and internationally proven solutions in Australia and New Zealand to include EST3 fire panels, Signature Series multisensor detectors and Genesis Series sounders and strobes.

Ziton products - fully compliant with local requirements

Soon after the acquisition of SPX, GE discovered compliance issues with some Ziton products, stopping all shipments and moving quickly to address the issues. GE recommenced shipments on achieving compliance and developed field kits to bring installed systems into compliance.

AS2 Fire Detection Panel – available and fully supported

Introduced in 1994 the AS2 Fire Detection Panel was developed in Melbourne to meet the needs of the local market and maintains a strong installed base. The AS2 panels and associated devices continue to be sold into new requirements in Australia and for the expansion of existing systems. The product is fully supported by GE Security and its network of channel partners, guaranteeing availability of new panels, spare parts, maintenance and upgrade capability now and into the future.



EST3 – Globally proven, locally supported

At the core of GE's extensive global fire solution portfolio is the EST3 platform - a modular life safety system uniquely designed to meet the needs of any size facility from a single panel system to a multi-panel network.

The EST3 platform is a globally proven product deployed in some of the world's highest profile facilities brought to market via a network of highly competent locally situated Strategic Partners, providing a choice of trained and committed system installers with the skills and knowledge to professionally deploy and maintain GE fire and life safety systems now and into the future.

EST3 Platform

This powerful, globally proven but locally supported fire system can support 64 panels with each panel supporting up to 2,500 addressable points. Delivering superior alarm response time across any size network, all EST3 operating features are software controlled providing the designer with great flexibility to integrate all fire control functions into a single seamless design.

EST3 is designed and built to minimise labour and wiring costs in new and retrofit installations, dramatically simplifying system maintenance and upgrades. In Australia, the EST3 platform will soon offer compatibility with GE's Ziton legacy detectors and devices. This capability is already available in New Zealand.

Ziton detectors and devices are widely used in Australia and New Zealand and compatibility with the EST3 platform provides a cost-effective upgrade and replacement path for customers, protecting investments already made in Ziton AS2 fire systems.

FireWorks™ Graphical Command Interface

Real-time, event driven screens automatically prioritise all system events, ensuring the most urgent information is always front and centre. FireWorks can automatically display video footage of potential incidents for instant verification and act as a conduit, bringing several building functions into a single point of monitoring and control over a corporate LAN/WAN or dedicated fibre network.

Signature Series multisensor detectors

Allow distributed intelligence by making alarm decisions right at the device rather than the control panel, providing faster response times, superior system performance and more efficient power consumption across the system. Incorporating photo, ion and heat sensors in a range of detectors, in most retrofit applications existing conventional wiring can still deliver superior response time.

Genesis Series synchronised sounders and strobes

A cost effective and attractive warning solution that can synchronise audio and visual signals in a T3 pattern without requiring additional hardware. Provides superior sound penetration over a greater distance, reducing the number and cost of devices required to meet compliance requirements.



Global investment, local development

GE continues to invest in and develop new technology to improve and expand the fire and life safety portfolio. The following capabilities were released or are planned for release in 2009.

AU-Series Cabinets – released mid 2009

Suitable for any size project and available in a variety of sizes with an interchangeable right or left opening door, these locally developed enclosures feature 19” rack-mount riling for easy installation of third party devices. Sturdy and attractive cabinets developed to support the flexible and modular design of EST3 fire detection systems, Occupant Warning Systems (OWS) and EWIS systems.

GE EWIS – released mid 2009

A lower cost, more flexible and modular design that maintains the reliable and robust qualities of the existing EWIS product. Capable of networking up to 8 panels with true digital voice communication across the entire EWIS network and providing high level integration to EST3 fire detection systems.

EST3 Kit – released mid 2009

An entry-level system aimed at smaller system applications with up to four loops and four panels. Future expansion is easy – simply add a network card or re-use all modules in a larger cabinet.

Ziton Loop Driver for EST3 – due for release late 2009

Protects the investments made in existing Ziton fire systems, providing the option to retain existing Ziton detectors and field devices when upgrading Ziton AS2 fire panels to the newer technology and network-centric EST3 platform.

Fan Control Module for EST3 – due for release late 2009

Specifically designed for the Australian and New Zealand market, each module provides networked fan control and indication in accordance with AS1668.

Next generation fire systems – future-proofing with GE's EST3

Development of the next generation fire and life safety solutions is currently underway at the Melbourne Engineering Centre, collaborating with additional global resources within GE.

Products scheduled for release in the first half of 2010 include:

- Signature Series 2 detectors featuring a low profile design and CO detection technology
- EST3 Colour Display complying with upcoming Australian and New Zealand standards
- EST3 High Level Integration Module providing improved integration to third party systems.

GE Security's strategy is to be the leader in integrated fire and life safety solutions and we value your ongoing interest in our EST fire detection platform. We are pleased to continue to offer you significant local engineering investments and product development to ensure GE Security remains the proven, reliable and preferred solution for your fire detection, EWIS and OWS needs.

To learn more about these exciting developments and the future direction of fire and life safety, please contact David Isaac, Fire Sales Leader or visit our website.

Email: david.isaac@ge.com

Mobile: 0412 221 469

www.gesecurity.com.au