

## Company profile

**WE TAKE CARE OF**  
YOUR **PROTECTION** AND **COMFORT**,  
**DESIGNING** AND **MANUFACTURING**  
**PROFESSIONAL** PRODUCTS & SERVICES.



# WELCOME



# About us

Ksenia Security is an Italian company that designs and produces innovative solutions in the field of Security, Video Verification, Access Control and Smart Home.

It was founded in 2010 in the Marche region thanks to the vision of its founders, who firmly believed in surprising the security market with new solutions of exceptional innovation and reliability.

The company has grown significantly over the years: we have built a new high-tech headquarters, expanded our global presence, and launched numerous products and features.

We actively engage with distributors, installers, and system integrators in a perspective of continuous exchange and listening to create solutions that perfectly meet the needs of the market.

Ksenia Security is a strong and competent team, always ready to take on new challenges with great enthusiasm and determination.



# Vision and Mission

## THE NEW PEACE OF MIND

Our mission is to take care of people's protection and comfort, by designing and manufacturing professional products and services for the residential, commercial, and industrial markets.

We strongly believe that everyone should feel safe in any environment, and our system, together with our product range, perfectly meets this need.

All of this thanks to enthusiastic people focused on customer satisfaction through

**Innovation, Reliability, Sustainability and Design Made in Italy.**







# INNOVATION



DESIGN MADE IN ITALY



# Values

Innovation is the engine that drives our activities: every time a new product is developed, our goal is to create original and cutting-edge solutions, designed to simplify the installer's work and the user's life.

All our products have Latin names to express the strong sense of belonging to our country. They are characterized by a unique and unmistakable design that reflects the Made in Italy style in all its forms.

We have a strong commitment to sustainability: we choose the materials and packaging of our products responsibly and we carefully select local suppliers to limit CO2 emissions.

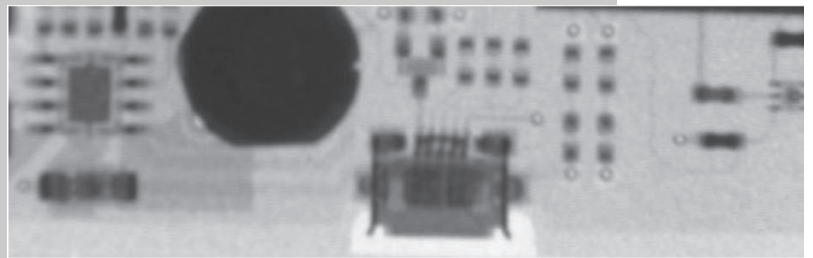
Our headquarters, immersed in the greenery of Ripatransone in the Marche region, is a beautiful example of innovative architecture with a low environmental impact.

In addition, Ksenia Security technology is renowned for its reliability: it has obtained important international certifications, making it professional and able to offer its customers a high level of protection in the long term.





# SUSTAINABILITY



# RELIABILITY

**Ksenia**<sup>®</sup>  
security innovation



## **lares 4.0:**

### **the complete, simple, and integrated control panel of Ksenia Security**

Let us introduce the heart of the whole system – the lares 4.0 hybrid control panel: with a single control panel, it is possible to create a complete security system that is perfectly integrated with Video Verification, Smart Home and Access Control.

lares 4.0 has been developed to meet the most demanding installation requirements and the most sensitive applications. It also allows the total control of each environment, with the ability to manage alarms, lighting, temperature, irrigation, roller shutters, and much more.

The user interacts with the control panel thanks to the lares 4.0 App: simple and intuitive, it allows him to manage the entire system with a single touch, from anywhere.

The App allows you to perform various actions such as: arming/disarming of the alarm system, checking the status of sensors, time scheduler, video streaming of the cameras, managing lights, blinds, temperature and much more.

## **Anti-intrusion and Access Control:**

User interface - Proximity readers - Door controller - Timed users management  
Remote control - Sensors - Smoke detectors - Indoor and outdoor sirens  
Communication systems - Expansion module - Control Room function

## **Smart Home:**

Temperature and humidity detection - Management and disconnection of electrical loads - Energy consumption - Lightning management - Opening/closing of the roller shutters - Automation management - Integration with IP videophone system - voice assistants

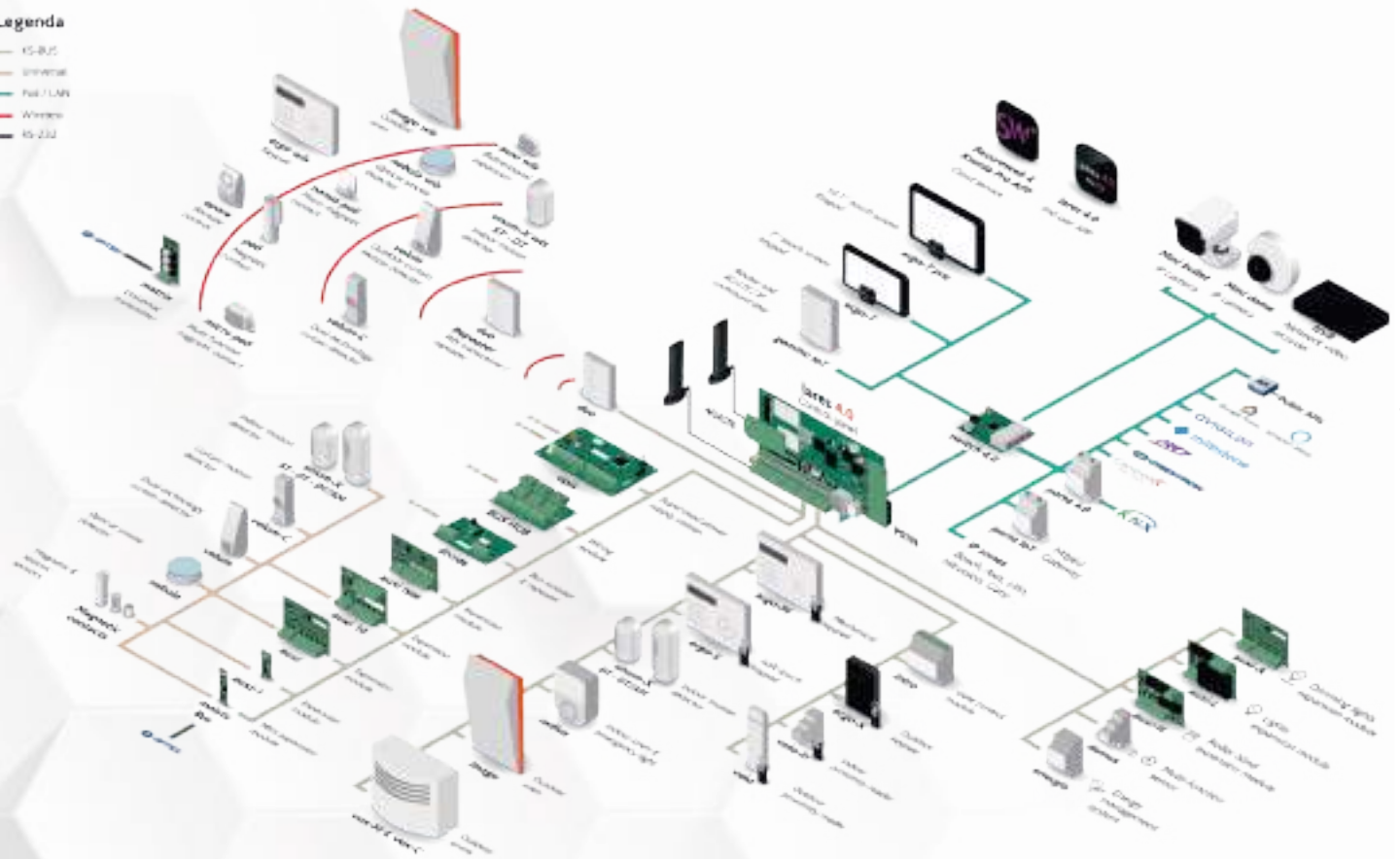
## **Video verification and video surveillance systems:**

IP cameras - Network Video Recorder - VMS integration (Milestone, Avigilon)



# Legenda

- RS-BUS
- Universal
- Full / LAN
- Wireless
- RS-232









# Ksenia Ecosystem

- It is reliable: it ensures maximum protection over time and is always in contact with the user, the installer, and the regulatory authorities;
- lares 4.0 is scalable: it can be used in any building type, from small residential to large industrial, thanks to its various versions;
- It is open to integrations: it perfectly integrates with third-party systems such as Google Home, Amazon Alexa, Creston, Optex, KNX, Milestone and much more;
- It is easy to install and set up: the installation takes just a few minutes and can be programmed quickly, easily, and remotely;
- It is professional: the control panel and its peripherals have obtained and confirmed important internationally recognized certifications over the years, including the EN 50131 at Grade 3 for wired versions and Grade 2 for the wireless versions; SBSC certification for the Scandinavian market; INCERT for Belgium; TÜV 9001:2015 certification for business organization.





# Integrations and Certifications

## HTTP GATEWAY



... and any other IP device via HTTP commands

## VIRTUAL ASSISTANTS



## HARDWARE

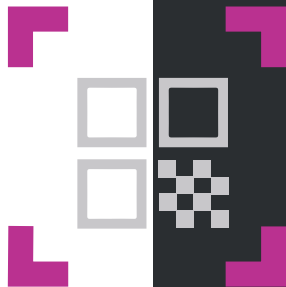


## DRIVERS



## CERTIFICATIONS





## SecureWeb

**Ksenia Secureweb** is the cloud platform that allows the installer to **remotely** configure their systems with an **intuitiveness** and **ease of use** never seen before!

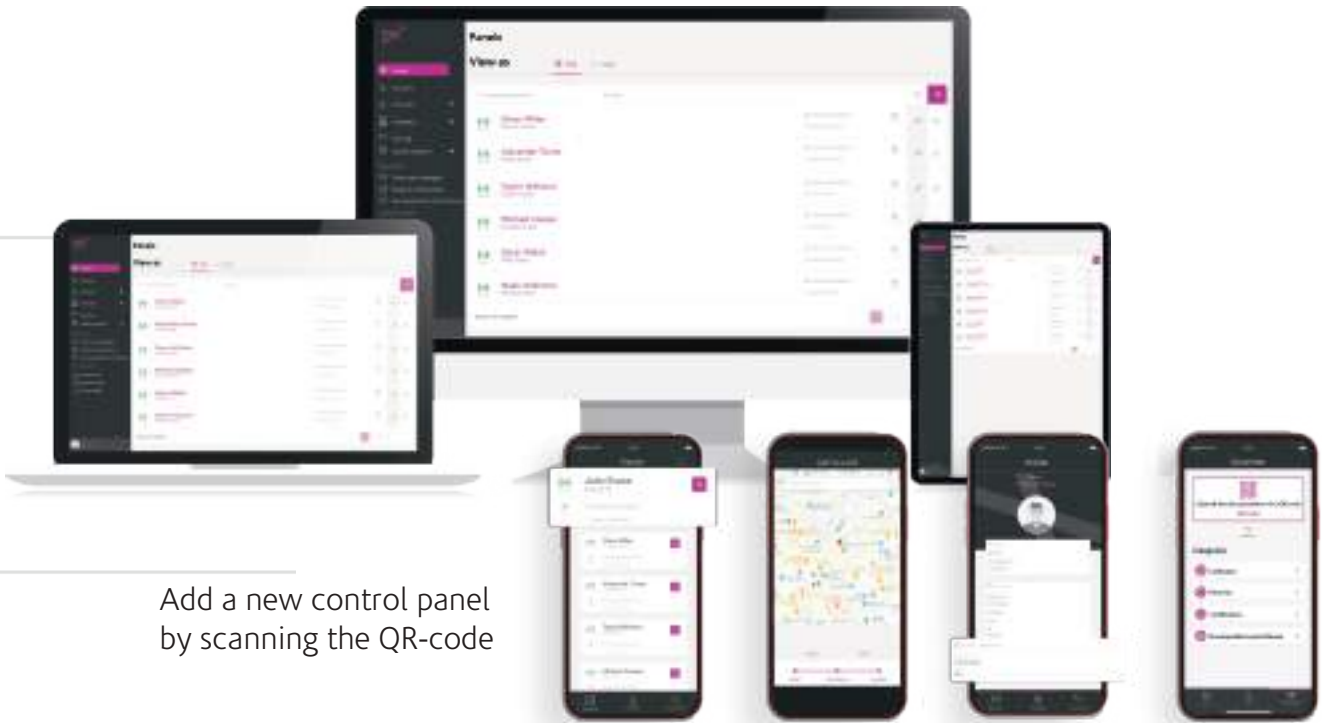
The setting up of the control panel takes just a few minutes by connecting directly to its web server via PC/MAC, without any software and from any browser.

In just a few clicks you can create your profile, configure the system, and manage it from anywhere, at any time, using **any mobile device**.



Easy. Professional.  
SecureWeb.

# EASY. PROFESSIONAL



Add a new control panel  
by scanning the QR-code

# Advantages of SecureWeb

- free professional platform dedicated to Ksenia Security installers;
- simple and intuitive interface;
- system programming and management from anywhere and on any mobile device;
- immediate acquisition of the control panels without the use of a dedicated software;
- ability to save the programming and use it at another time
- automatic firmware update;
- direct availability of catalogues, price lists, documentation and certifications of our products;
- immediate access to the Talent LMS e-learning platform.

# Ksenia Pro: App for Installers

The **Ksenia Pro App** has been designed to further simplify the work of the installer: available on the Android and iOS stores, it allows **remote** programming and management, directly from your **smartphone**! It is simply a matter of scanning the QR code to enroll the control panel, thanks to which it is then registered on SecureWeb including its GPS coordinates, received from current smartphone geolocation.

In addition to the great advantage of having the customer's control panels in his hand, the installer can **act** on the lares 4.0 **in real time**, at any time, reducing costs, saving time, and providing maximum support to the end user.



# Advantages of Ksenia Pro

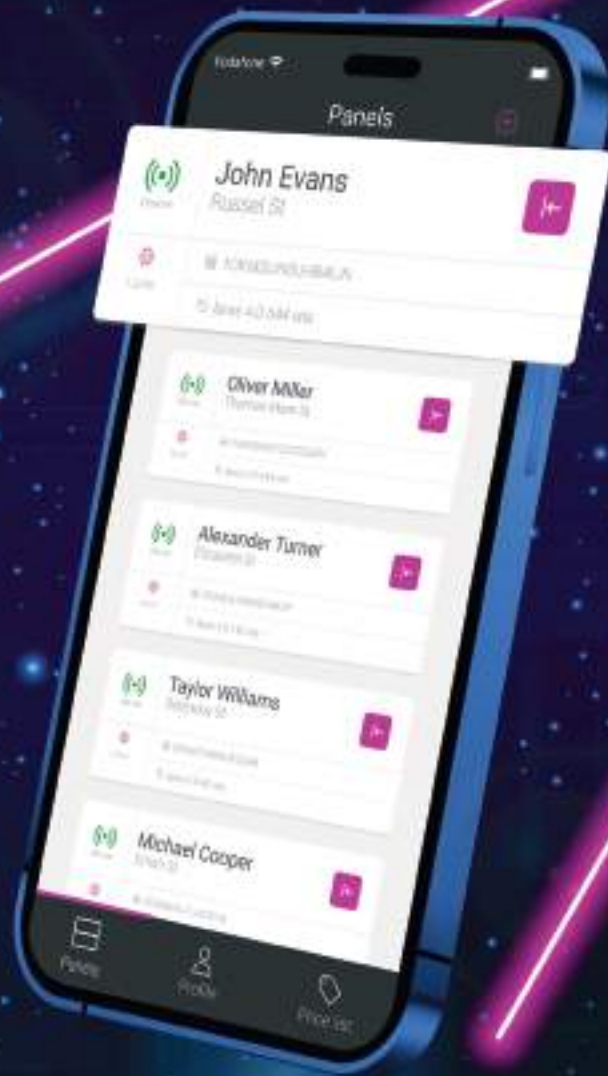
- free professional App dedicated to Ksenia Security installers;
- simple and intuitive interface;
- easy and fast control panel acquisition and remote programming directly from your smartphone;
- remote maintenance of the control panel with significant time and cost savings;
- ability to save the programming and use it at another time;
- automatic firmware update;
- quick access to catalogues, price lists, documentation and certifications of our products.

**Easy. Professional.**





Easy. Professional.  
SecureWeb.



# Talent LMS: the online training

Ksenia Security organizes, through its distributors, on-site technical courses to meet its installers personally, update them on the latest innovations and provide them with all the necessary tools for their professional growth.

In addition to on-site training, the company offers a completely innovative e-learning service called Talent LMS, where installers can acquire all the technical skills through simple and intuitive video tutorials. It is completely free and available 24 hours a day!



# Advantages of Talent LMS

- free and unlimited access to the platform;
- complete, simple and intuitive video-lessons;
- ability to assess your level of expertise and compare with other users;
- take advantage of the Certification Program to attract new customers through free advertising;



# Loyalty Program

we reward your professionalism!

Ksenia Security has created a Loyalty Program with the aim of rewarding Installers, who stand out every year for their commitment!

To participate, you need to accumulate points by installing the lares 4.0 control panels and obtain our certifications through the free Talent LMS training course.

The total number of points is multiplied by the level of certification awarded to the installer: the higher the level of certification, the higher the final score.

The program lasts one year: at the end of the year, the first 3 absolute ranked and the first classification of the **Selected**, **Silver**, **Gold** and **Specialist** categories will be awarded.











# Distribution network and references

Ksenia Security has a strong global presence and actively cooperates with the best partners to offer reliable, professional, and cutting-edge solutions.

A Made in Italy excellence that has reached European and non-European markets.

Moreover, the company combines its innovative spirit with the market needs by proactively listening to its partners to always introduce new and cutting-edge solutions.

Working in synergy to achieve great things together: this is what we believe in.



# Our Distributors talk about us...

"Ksenia represents the excellence of Made in Italy in the Security sector: lares 4.0 is not simply a control panel, but a real platform that perfectly meets the needs of a rapidly changing world.

The company stands out for its values: Ksenia is made up of people and it is nice to exchange ideas with them to achieve together important goals".

"Ksenia is a company focused on innovation, highly smart and oriented towards the new generations.".



“Ksenia has been able to keep up with the ever-changing market dynamics, actively listening to the feedback of its distributors and bring them back into its solutions. Our cooperative growth has yielded remarkable results in a short period”.

“We have placed our trust in Ksenia’s initial project, and we remain confident in the company’s future proposals. Ksenia offers the installer great advantages such as flexibility, the presence of the cloud and the Ksenia Pro App dedicated to him, which make his work much easier”.

“Ksenia has very good products, a skilled staff and excellent technical support. It offers a scalable platform that is open to integrations, a wide range of accessories compatible with the control panels and products with excellent reliability”.

# Discovering the advantages of Ksenia Security

1. **Efficiency:** we offer a complete, scalable, flexible, and integrated system thanks to the extraordinary potential of the lares 4.0 control panel;
2. **Ease of use:** the system is easy to install thanks to the SecureWeb platform and the Ksenia Pro App, and easy to use for the end user thanks to the intuitive lares 4.0 App;
3. **Professionalism:** the installation is reserved for professional security installers to whom we offer all the tools to become experts of our system;
4. **Training:** we offer both the face-to-face trainings and the Talent LMS on-line training platform;



5. **Quality:** all our solutions are entirely Made in Italy and certified according to international standards;
6. **Sustainability:** all our business activities are carried out in full respect of the environment and human rights;
7. **Synergy:** the creation of synergies with distributors, installers and system integrators is a fundamental aspect to create solutions that fully meet the market demands;
8. **Visibility:** within our website [www.kseniasecurity.com](http://www.kseniasecurity.com) by participating in our Certification Program.



# Our commitment to Social Responsibility

We care about protecting our planet and creating sustainable value for a fairer and more inclusive world.

We actively support the non-profit Association “I Bambini delle Fate”, which includes the “Michelepertutti” Organization of San Benedetto del Tronto, that works with determination to improve the living conditions of children with developmental delays and provide psychological support to their families.

We are also proud supporters of the “DONNEXSTRADA” association, which is committed to combat violence against women and promote safe streets. Following a training course, we have officially become a purple centre: a safe place where anyone who is afraid of being a victim of violence can ask for help.





michele  
per tutti  
onlus



I BAMBINI DELLE FATE  
*per l'inclusione sociale*



FAI

CORPORATE  
GOLDEN  
DONOR

*Noi sosteniamo il FAI*





Aware of the inestimable value of the cultural and natural heritage of Italian cities, we support the “FAI - Fondo per l’Ambiente italiano” foundation, which works to protect many cultural treasures in Italian cities, promoting sustainability and care for the environment.







**What are you waiting for? Join the Ksenia Security world!**

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