



## Physical Security Interoperability Alliance

### PLAI Working Group Meeting Minutes October 5, 2016

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Conference Call Details		(605) 475-4120	Access Code : 9173975
Australia	(08) 9520 3110	Netherlands	084 001 0003
Austria	0820 987601	South Korea	0160 -0-1073
Austria	0820 444599	United Kingdom	0844 410 0400 - 5p/min
Belgium	070 27 00 01	United Kingdom	8545508 - 15p/min
Germany	01805 016070 - 0.15€/min	United States	(605) 475-4120

#### Reminder of PSIA Operating Policy

##### *Antitrust*

The discussion should not address market allocation, pricing, or similar anticompetitive matters.

##### *Intellectual Property*

If a participant knows his or her company has patent claims that cover a portion of the spec or standard under discussion, he or she is obligated to disclose those claims, and the company must either agree to negotiate RAND (Reasonable and Non-Discriminatory) license terms or the WG will have to try to work around the claims (and the company may be asked not to participate further if this happens repeatedly).

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#### Agenda:

1. PLAI strategy moving forward
2. Next meeting/time

#### Attendance:

- Darren Bain, RightCrowd
- Dave Bunzel, PSIA
- Mohammad Soleimani, Kastle Systems
- Azizur Rahman, Alert Enterprise
- Diane Kehlenbeck, Allegion
- Laura Kevitt, Tridium

#### Discussion:

- Meeting opened at 5:10 PM EDT
  - It was determined that any discussion around what was to be done for ISC West next year was to be deferred and discussion on the strategy for PLAI moving forward was to be discussed
  - The website was initially discussed around getting the conformance page updating – Darren advised he had an outstanding task to take the results provided and determine how they could best be transferred onto this page going forward TBD



- Test Tools needed to be updated for the ZoneLocation and Event profiles – **Jeff to look at that**
- Strategy for PLAI was discussed in detail by all participants around gaining commercial momentum and how we might leverage more. Key outcome as discussed previously was that the market would drive the adoption
- PACS Vendors are being encouraged to develop their own adapters but it requires commercial activity for that to gain momentum – and they typically have a rip and replace preference that will not always be relevant but is a starting point for them
- It was recognized and ratified that PACS Integration Companies (PICS – Dave Bunzel acronym!) such as RightCrowd and Alert Enterprise were a valid approach to gaining market momentum as they could provide a PLAI adapter for many different PACS
- The question was asked if the PICS were interested in developing licensable PLAI adapters – **feedback required on this from the PICS**
- Action Items are highlighted
- Other Business
  - None
- Meeting closed – 5:59pm EDT.