



**Ganesh Jivani**

CEO, MD

Matrix Comsec Private Limited

**With 40% of your team focused on R&D, how is Matrix fostering innovation to tackle emerging security challenges?**

Innovation is in our DNA, and it drives us to rethink security for connected, distributed environments. Close customer interaction keeps our R&D focused on real needs.

A good example is our new **face-based access controller**. Organisations with high footfall like corporate offices and factories—need access flows that are fast and accurate. The device authenticates in **<1 sec**, supports **group face detection**, and offers **voice guidance**, all of which help employees and visitors move smoothly through checkpoints without delays or confusion.

On the video surveillance side, Face and object detection IVAs pinpoint who and what appeared in the frame, reducing manual review and giving teams faster access to relevant footage.

As physical and digital security converge, we aligned our video

surveillance systems with OWASP guidelines to strengthen data privacy and safeguard sensitive footage.

**Matrix is rapidly expanding internationally—recently earning SIRA compliance in Dubai and showcasing integrated solutions in North America. What strategic initiatives are driving this Go-To-Market approach?**

North and South America present huge opportunities, but they also come with realities like tariffs, and regulatory shifts. These factors don't slow us down; they push us to operate with sharper focus. Today, we are present in 50+ countries, which means our products consistently meet both local and global compliance expectations.

Our cloud-based access control follows GDPR-aligned data privacy principles, which is increasingly important for North American customers who want clear safeguards around identity data and access logs, and our video surveillance systems adhere to NDAA requirements, which function as a baseline expectation in the region for supply-chain trust.

SIRA certification aligns us with Dubai's security norms, but meaningful growth comes from trust earned through consistent delivery—not from the certificate itself.

**You serve diverse sectors—from smart buildings to critical infrastructure. How does Matrix**

**provide solutions across verticals while maintaining enterprise-grade scalability and cyber resilience?**

Today 1 million+ users depend on our deployments across airports, prisons, utilities, manufacturing, retail, logistics, and transport. The environments vary, but the need for reliability doesn't.

In manufacturing, **BACnet integration** allows access control and video to operate within existing building management systems, reducing the need for parallel interfaces.

**Cascading NVR architecture** supports **1,000+ cameras** across **20+ NVRs**, enabling centralized monitoring for large factories and multi-building campuses. **WhatsApp notifications** help teams receive alerts through channels they already monitor, reducing response latency.

Cybersecurity remains central across critical infrastructure. **Secure firmware, AES encryption, HTTPS login** ensure risk does not scale with deployment size.

Across sectors, our focus is the same: systems that stay reliable at scale, adapt through configuration, and maintain security throughout their lifecycle. ■