

# Global

A CUSTOMER MAGAZINE FROM THE GUNNEBO SECURITY GROUP #3 2013

Less Hands  
Handling the Cash 11

Ergonomic Safes Save  
Time and Prevent Injuries 12

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in Mint Condition 16

**Feature**

**GLOBAL PRESENCE  
LOCAL KNOWLEDGE**



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“Security is a global business, and security-related questions are rising higher and higher up the agendas of all companies. Today, we see a demand for our products, services and solutions in all regions of the world, and that demand is growing particularly strongly in Asia and the Americas. Therefore it is an important part of our strategy to develop our business accordingly.

Per Borgvall, President and CEO, Gunnebo

## ABOUT GUNNEBO

Gunnebo is a brand that hails back to 1764. The company originally made nails, and later also sold chains and lifting systems. Since 1995 more than 40 companies have been acquired worldwide. In 2006 – 2007 they were all integrated into a common structure under a single brand name – Gunnebo. The vision is to make Gunnebo the leading global provider of a safer future for customers in Bank Security & Cash Handling, Secure Storage, Global Services and Entrance Control.

**French law claims that public buildings, shops and banks will have to enable access to the public before 2015. But how does a bank with vaults in the basement solve this for disabled customers?**  
“We created a kind of mobile locker,” says Frank Parouffe, in charge of Physical Security Products at Société Générale.

# Creative Solution Provides Disabled Access to Vaults

TEXT | Aurelia Gilbert

Under the 2005 law, premises open to the public must be made accessible to everyone including people with disabilities from January 1, 2015. Therefore housing, public buildings, but also shops must meet the new regulations and work on their compliance.

### Banks first in line

In 2007, the French bank Société Générale launched the standardisation of its 2,300 branches. But granting access to the vault usually located in the basement was difficult or even impossible in some cases. To allow a client with reduced mobility to benefit from the banking services the safe deposit lockers must come up to the customer.

“We consulted our regular suppliers to ask them to create a ‘mobile locker’ that provides all the necessary security guarantees to our customers, and we chose the Gunnebo solution named EasyBox,” explains Frank Parouffe, in charge of Physical Security Products at Société Générale.

### Safe service available to everyone

Gunnebo has indeed developed a specific

solution in partnership with Société Générale which also meets the whole banking sector’s needs for accessibility.

EasyBox is stored in a specifically equipped locker in the vault, with the same level of safety for the customer. When a customer wants to access it, he or she presents two keys to the bank’s staff, one to open the locker and the other to release the safe. The staff collect and transport the safe to a secured consultation room on the ground floor. The client, once alone, opens his safe using a third key – the control key – which he alone possesses. Gunnebo-patented identification system, which checks that the safe and the locker match each other, allows the release of the control key. This is returned to the client together with the locker’s key, and gives the customer confidence that the valuables are safely back in the vault.

### A good relationship

It’s a win-win partnership between the bank and Gunnebo, one that enables Gunnebo to offer a cost-efficient, law-compliant solution to the banking sector, while remaining efficient in terms of security. ■



**THIS IS HOW IT WORKS:** 1) The customer presents two keys, one to open the locker and the other to release the safe. 2) The staff collect and transport the safe to a secured consultation room on the ground floor. 3) The client opens his safe using a third key. 4) This is returned to the client together with the locker’s key. 5) EasyBox is then put back in the vault and the valuables are safe.

Photo: Stéphane Mora

Gunnebo is establishing strong platforms on the world's developing markets and investing in growth markets in Asia and the Americas. Through acquisitions and Channel Partners, the core business and geographical reach are strengthened. The Group has sales companies in 33 countries as well as Channel Partners in a further 100 markets.

TEXT | Karin Wallström

# Growing the Business

PER BORGVALL,  
PRESIDENT AND CEO.

GLOBAL PRESENCE  
— LOCAL KNOWLEDGE

**D**uring the past four years an important part of Gunnebo's strategy has been to widen the Group's global reach. With a mix of acquisitions and greenfields, sales companies have been established in Malaysia, Brazil, China, US, Korea, Mexico, Thailand and Myanmar. Furthermore, Gunnebo has developed a global strategy for Channel Management, supporting the Group's expansion into territories where there is a growing demand for security products, services and solutions.

Only a few years back, less than 20% of the Group's sales came from outside Europe. At the end of the second quarter of 2013, that figure almost exceeded 40%.

Global has met with Per Borgvall, Group President and CEO, to discuss Gunnebo's strategy to further extend its reach into new territories.

**Growing the business on markets in Asia and the Americas has been an essential part of Gunnebo's strategy in recent years. Why?**

"Security is a global business, and security-related matters are increasingly high on the agendas of all companies. Today we see a demand for our products, services and solutions in all regions of the world, and that demand is growing particularly strongly in Asia and the Americas. Therefore it is

an important part of our strategy to develop our business accordingly."

**How does Gunnebo actively work to make its offering available around the globe?**

"Mainly in two ways: through the establishment of new sales companies or through the further expansion of our solid network of Channel Partners. Some of the sales companies we have established in recent years are greenfields where we have started up the business more or less from scratch, usually by teaming up more closely with an existing Channel Partner. Our business in China is a good example of this.

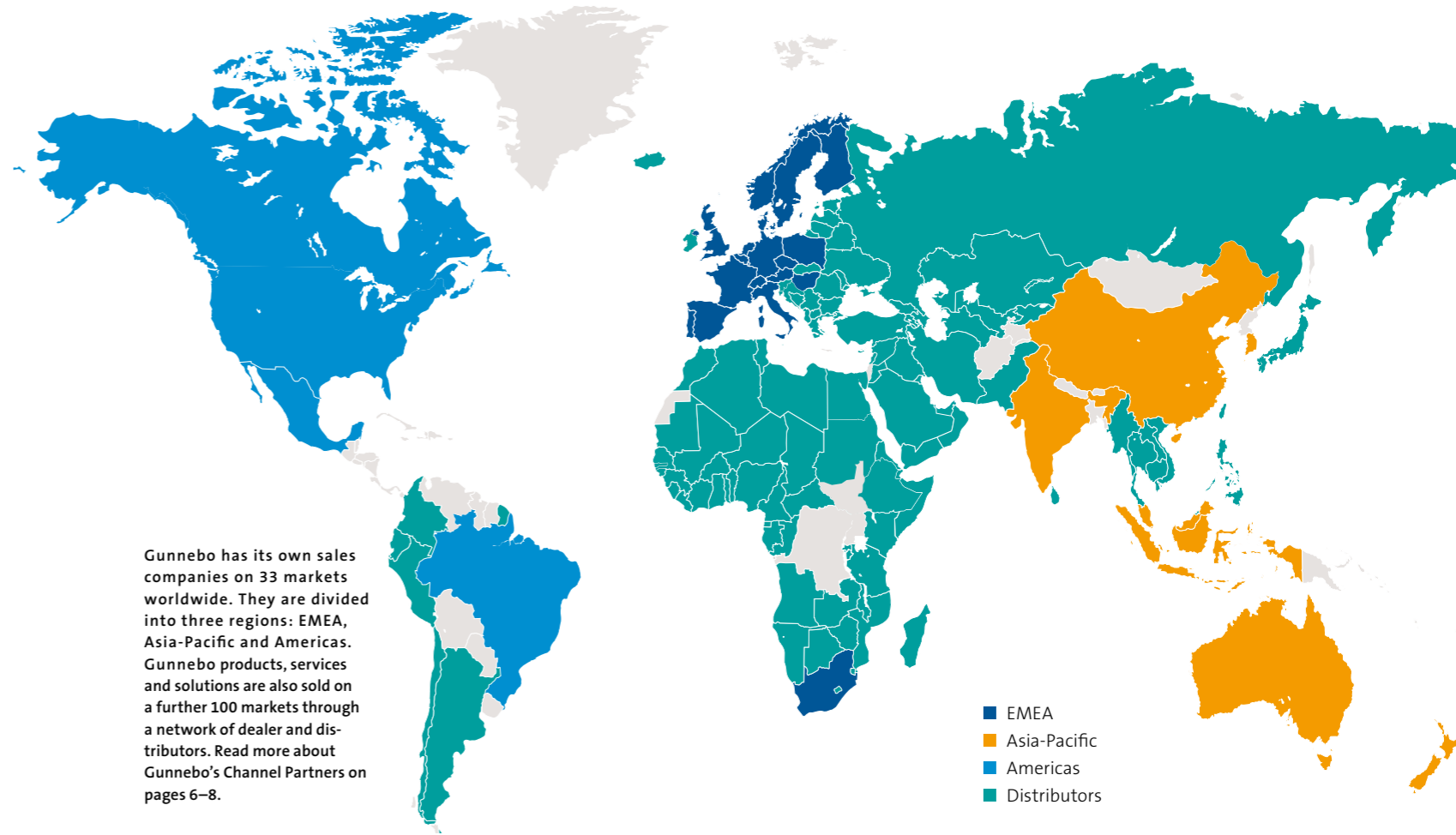
"When we expand through acquisitions, we usually look for a company with an existing business within one of our core areas of expertise. After the acquisition we then introduce and integrate a selected part of our global portfolio into the acquisition's portfolio. This is the model we have applied in Brazil and the US, for example."

**In what ways have the latest acquisitions strengthened Gunnebo's business?**

"When we make acquisitions, we look for companies with healthy financials that can contribute to top line as well as bottom line profitability more or less from day one. And of course, we also look for companies with a presence on markets with little or no Gunnebo representation. The acquisition of Gunnebo Gateway in Brazil is an excellent example of this. Furthermore, we bring selected parts of their current portfolio into our global offering. An example here is our acquisition of Hamilton Safes in the US, where we have added a full range of UL-graded safes (tested, assessed and certified by Underwriters Laboratories (UL), an independent safety science company whose standards are held in high regard in the US) to our portfolio."

**What is your view on expanding the network of Channel Partners?**

"This is a key part of our strategy. Our Channel Partners are very important since they allow us



Gunnebo has its own sales companies on 33 markets worldwide. They are divided into three regions: EMEA, Asia-Pacific and Americas. Gunnebo products, services and solutions are also sold on a further 100 markets through a network of dealer and distributors. Read more about Gunnebo's Channel Partners on pages 6–8.

■ EMEA  
■ Asia-Pacific  
■ Americas  
■ Distributors

to reach out to markets where we do not have our own sales companies. They also give us solid market penetration on large markets such as India, Indonesia, the US, Canada and France."

**How can the Channel Partners help grow Gunnebo's business?**

"We have recently introduced the Gunnebo Channel Partner programme. This contains

the tools for a best practice approach to indirect sales and service, and its implementation will help us to profitably develop our channel business." ■

## New Sales Company in South Korea

As part of its continuing expansion on the Asian market, Gunnebo has established a sales company in South Korea through the acquisition of ATG Entrance Corporation, a distributor of the Gunnebo turnstile product range.

ATG has good references for entrance security products among leading South Korean corporations such as LG, Samsung and Hyundai. Now, Gunnebo will also offer customers solutions from its other ranges, including cash handling and safes.

"South Korea is one of the advanced economies in Asia and a very interesting market for us,"

“South Korea is one of the more advanced economies in Asia and a very interesting market for us

says Gunnebo's President and CEO, Per Borgvall. "This is a good platform to expand the product offering to customers on the South Korean market, but also to those in surrounding countries." ■



# High Value for Channel Partners

Sales via business partners have always been a cornerstone of Gunnebo's success, and the Group has now introduced a new Channel Partner Programme with a consistent, professional approach to increase the value of being a Gunnebo Partner.

TEXT | Rob Suddaby

A central part of the programme is to recognise Channel Partners in a three-tier model – Silver, Gold and Platinum. This is based on sales volume and other qualitative and quantitative business performance indicators.

Gunnebo operates globally with a diverse product range and recognises that a 'one size fits all' solution towards Channel Management is not appropriate. The approach therefore reflects the need for local adaptation and flexibility in decision making. ■



GOOD CO-OPERATION. Gunnebo works hard to support Channel Partners both technically and commercially.

In addition to the 33 countries where it has its own sales companies, Gunnebo has Channel Partners in a further 100 markets. Global met with five of them – from Colombia, Saudi Arabia, the US, France and Thailand – and talked about the challenges they face in their businesses.

## Meet Our Channel Partners

Fichet Colombia

### A Long-Term Relationship on a Growing Market

Fichet Colombia was founded 20 years ago and has been a Gunnebo Channel Partner since 1995. The company covers the Colombian market as well as the northern part of South America. With headquarters in Bogotá and a presence in all major cities, Fichet Colombia guarantees full nationwide support for customers. Its main customer segments are mass transit and public transport, banks, private buildings, recreational and theme parks, stadiums, airports, government and oil companies.

Fichet Colombia introduced the Fichet and Gunnebo brands to the Colombian market and today they are market leaders in all their chosen segments. The company has become a strategic partner for the main systems integrators in the country. "We offer high standards of technology and engineering so we are involved in most national entrance security projects," says Carlos Ballen Montoya, President of Fichet Colombia.

Colombia is a developing country with high levels of direct foreign investment and low infla-



Gloria Lucia Castaneda Zota, Vice President Projects, and Carlos Ballen Montoya, President Fichet Colombia.

tion rates. Investment projects for transportation, construction, energy and oil infrastructure are creating good opportunities for Gunnebo. The location of Colombia also makes it ideal for distribution to the Caribbean and other South American markets.

"Our relationship with Gunnebo is guided by a mutual commitment to develop, grow and maintain the Colombian market, by making the best efforts in the technical, commercial and financial areas," summarises Gloria Lucia Castaneda Zota, Vice President Projects. ■

Yusuf Bin Ahmed Kanoo Company

### A World-Leading Brand with Credibility

Yusuf Bin Ahmed Kanoo Company has been in business for 123 years and its Security Systems division has been a Channel Partner of Gunnebo since 2000. Kanoo is the distributor for all Chubb safes products in Saudi and is also selling Entrance Control, whilst actively marketing Cash Handling solutions. It operates on the Saudi Arabian market and serves customers within the bank, retail and government segments through three main offices, one central showroom and a sales force of eight.

Saudi is one the largest markets in the region with massive growth planned across the com-

mercial and government sectors, including significant investment in major infrastructure and transport systems, which is expected to continue for at least the next ten years.

“I am sure this market will deliver excellent results in the future.”

"There are many challenges related to doing business in Saudi," says Jamie Donald of Gunnebo. "However, through a growing market

presence and brand awareness, plus working with the right partners, I am sure this market will deliver excellent results in the future."

Kanoo sees great advantages in representing a world-leading brand: "The support we get from the regional office and management is very good, and they understand our needs and support us with our requirements. Also Gunnebo is a well-known brand so it comes with credibility and you don't need to push hard to introduce the product," says Sameer Khan, Operations Manager at Kanoo Security. ■

#### Seven Advantages for an Accredited Channel Partner

Gunnebo aims to make Channel Partners increasingly more effective at marketing and selling the Group's products and solutions. The company works closely with Channel Partners and provides all the necessary sales, technical and administrative support. The business benefits for Channel Partners, which may be dependent upon achieving a specific tier, include:

##### 1. Channel Partner Accreditation

All accredited Partners receive certification with their partner tier and validity. The Channel Partner's contact details are also listed on Gunnebo's websites.



##### 2. Access to the Widest Range of Quality Certified Products

Gunnebo's products are trusted the world over for their quality and reliability. The Group's catalogue offers an extensive selection of products covering the full scope of market requirements.

##### 3. Training and Development

Channel Partners' service engineers and sales personnel receive technical and commercial training as well as access to Gunnebo's online training resource, the Gunnebo Training Centre.

##### 4. Access to the Partner Portal

Accredited Gunnebo Channel Partners receive access to information including product literature, technical specifications, sales tools and the latest news through a password-protected Partner Portal.

##### 5. Sales & Marketing Support

Channel Partners receive marketing material, such as brochures and high-resolution artwork and images, free of charge. Where appropriate, Gunnebo works jointly with Channel Partners on targeted sales promotions and campaigns.

##### 6. Sales & Tender Support

Gunnebo works hard to support Channel Partners both technically and commercially in tender preparation and in closing contracts and sales orders.

##### 7. Access to Global Services

Gunnebo's services offering is divided into Lifecycle Care and Business Care. Lifecycle Care covers the design, implementation, maintenance and evolution of a product or solution, while Business Care encompasses managed security services, security consultancy services and security software services. Gunnebo can support in offering and delivering these concepts to Partners' customers as well as providing rapid spare part and technical service support.

### Channel Partner Post Browning

## Creating Opportunities for Both Organisations

Post Browning was founded in 1978 in Cincinnati, Ohio. The business was started as a supplier of banking equipment and services for Southern Ohio and Northern Kentucky. Since then the company has provided solutions for more than 1,500 customers including over 13,000 bank branch locations. During the last 30 years Hamilton Safe has been fortunate to partner with Post. They are one of the longest tenured Hamilton Safe Dealers in the United States.

Post Browning covers the Southeast markets of the United States and has customers in finance, retail and commerce. The sales chan-

nels used are the headquarters in Cincinnati and offices located in Indianapolis, Charlotte and Atlanta. Post is the largest provider of physical security and drive-up tube systems to Fifth Third Bancorp's 1,300 branches.

Post Browning sees many advantages of being a Gunnebo Channel Partner: "We value our long-standing relationship with Hamilton Safe, which has truly been a partnership for more than 30 years. Hamilton's willingness to listen and be flexible has created opportunities for both of our organisations," says Kevin Sheridan, President of Post Browning. ■



Brian Strautman, Hamilton Safe National Dealer Sales Manager, and Kevin Sheridan, Post Browning President.



A SafeCash cash deposit solution.

### Constantly evolving solution

Gunnebo's portfolio of upgrade and retrofit solutions is constantly evolving as more products reach maturity or new legislation comes into effect. One example is the introduction of new banknotes in the euro system. These will affect all existing cash handling equipment with banknote acceptor function. It will not be possible to validate the new banknotes without upgrading the new system firmware, and in some cases also the note acceptor hardware.

Hugo Balaguer, Portfolio Director at BA Global Services, states "Gunnebo is constantly in contact with the European Central Bank (ECB) and has developed a smooth upgrade process which aims to minimise the disruption to your business during this transition."

The solution can be adapted to particular needs within the current cash handling installed base, completed by Gunnebo specialists and tested according to ECB specifications.



Mario Draghi  
ECB president.

### EURO 8 SÉCURITÉ (a member of Point Fort Fichet)

## A Major Partner in Fichet-Bauche's Network of Authorised Dealers

In 1992, after 23 years at Fichet-Bauche SA, Jean-Luc Ridé set up his own business as one of Fichet's Authorised Installers. He is a member of a pioneering retail network of Authorised Dealers specialising in safes. He is also a member – ever since its creation – of the Fichet-Bauche Club, which brings together France's 20 best-selling retailers. With a team of ten in the field, Euro 8 Sécurité now makes 25% of its turnover from the sale of safes.

# 25%

Euro 8 Sécurité makes 25% of its turnover from the sale of safes.

Part of Mr Ridé's daily work is to focus on strengthening the brand image of the whole network in which each local 'Point Fort Fichet' contributes to Fichet-Bauche's dynamic presence throughout France. The company's offering is mainly focused on intelligent solutions, like alarmed safes and remote surveillance systems for a wide clientele (individuals and SOHO markets), but also custom-made solutions aimed at high end-customers.

"The job involves visiting customers to advise them and follow up on their requirements," Jean-Luc Ridé explains. "But this is how you build trust – and repeat business." ■



Jean-Luc Ridé.

### Products World Safety Co

## Well Supported – in Testing Times

Products World Safety Co (PWS) started in 2002 and has been a Channel Partner to Gunnebo since 2003. PWS distributes the full Chubb safes range in Thailand to the bank, central bank, retail and commercial segments.

The company operates as the main dealer for Bangkok and with a network of sub-dealers elsewhere in the country. PWS also owns three shops displaying Chubb safes products. The offering meets the local market's needs by providing several ranges of medium to high security safes.

According to PWS there are great benefits to being a Gunnebo Channel Partner. "Gunnebo offers a good product range, good quality and a good brand name," says Thamnoon



Thamnoon Sethi.

Sethi at PWS, who feels well supported by Gunnebo. "During 2011, when Thailand had severe flooding problems all over the country, Gunnebo Singapore provided us with the best support in these difficult times, with fast delivery, and new improved products to spice up the markets. Very swift action was taken to get us back on our feet!" ■

## Easy to Extend the Lifetime of Existing Equipment

**The Upgrade and Retrofit Management Service offers an efficient, sustainable and cost-effective alternative to full equipment replacement. "It ensures improved performance, up-to-date functionality and extended lifetime of security systems," says Ricard Tomé, Service Product Manager Gunnebo Global Services.**

TEXT | Deirdre Doyle

All security systems need to operate reliably and have the latest functionality to support the daily business of companies. However, as equipment matures, its operation may deteriorate and functionality may become out-dated, creating a strain on resources. Gunnebo's Upgrade

and Retrofit Management Service offers an efficient, sustainable and cost-effective alternative to full equipment replacement.

The word sustainability is derived from the Latin word *sustinere* meaning 'to hold up', which can be translated to modern day language as 'to maintain or endure'.

By upgrading mature systems, Gunnebo can not only reduce the total cost of ownership but also maintain the security system operating for an extended period.

Ricard Tomé, Service Product Manager at Gunnebo Global Services, responsible for this service, comments, "In today's tough economic climate, clients are looking for cost-effective solutions to extend the lifetime of their ageing equipment, whilst minimising the disruption to their business during the upgrade."

### Main benefits for the client:

- Reduced total cost of ownership of the security system.
- Up-to-date functionality.
- Turnkey solution by Gunnebo.
- Minimum disruption.

Answering this direct concern from our clients, Gunnebo has developed a solution which has maximum compatibility with the existing installed base from the Swedish security company.

"And our experienced technicians know the Gunnebo systems very well, ensuring fast and smooth implementation," says Ricard.

A clear, efficient process starts with an on-site visit from qualified engineers aimed at evaluating the existing security solution and verification of current performance.

"Together we will create a solution designed especially to meet your needs," concludes Ricard. ■



**COMPLETE CONFIDENCE.** Gunnebo operates an integrated in-house Alarm Monitoring Centre for Banc Sabadell in their impressive installations in Sant Cugat del Vallés, Barcelona. The solution was developed together, based on the bank's real needs and stringent security requirements.  
Photo: Deirdre Doyle

# Transparency and Trust

## – Essential Qualities of a Security Partner

Having tight, efficient control over security processes is critical for any bank's business. Gunnebo's Professional Monitoring Services have developed an integrated in-house Alarm Monitoring Centre for Banc Sabadell in San Cugat Del Vallés, Barcelona.

"Transparency and trust are the qualities we value most in a security partner," says Xavier Rebollo Pizarro, Installation Security Director at Banc Sabadell.

TEXT | Deirdre Doyle

Having the fully integrated Alarm Monitoring Centre on site allows the bank to centrally respond to any security risks from alarms or CCTV coming from their branches and remote ATMs.

"Managing our own alarms and incidents in-house allows us to be more flexible and agile in adopting preventative measures, resolving any security issues and prioritising corrective actions. We can then build on those experiences together with our security partner, to continuously improve our security measures and minimise future risks," says Xavier Rebollo Pizarro at Banc Sabadell.



**SECURITY DIRECTORS.** Alfons Lorenzo I Rus, responsible for the Management and Development of the Alarm Centre at Banc Sabadell, and Xavier Rebollo Pizarro, Installation Security Director.  
Photo: Deirdre Doyle

**About Banc Sabadell**

- Spain's fourth largest private banking group.
- 17,000 employees.
- 25 Corporate Centres.
- 2,541 sites and remote ATMs connected to the Gunnebo Alarm Monitoring Centre.
- 112,000 points connected to the Gunnebo Alarm Monitoring Centre.

Daily contact and continuous analysis are important, and Banc Sabadell has been working with Gunnebo for over 30 years. This relationship would not be possible without complete symbiosis.

"We chose this model as we receive a totally personalised service, with Gunnebo resources dedicated exclusively to our group. That, coupled with Banc Sabadell Group's technological coverage and specialists in security management, has allowed us to be

considered as a reference within the security sector of the Spanish banking system, a consideration which we are extremely proud of", says Xavier.

The system is a pioneer monitoring solution in Spain, its design based on specific client requirements and state-of-the-art technology, ensuring efficient operation with maximum availability. It also allows the bank to quickly migrate and adapt new banking entities to their monitoring

system, allowing full process integration, immediate protocol application and equal response criteria regardless of the origin.

And having the Gunnebo employees permanently within the bank's installations and working side by side with the security department, maintaining a low turnover rate, minimises the learning curve of newly recruited staff and the risk associated with the loss of knowledge acquired by Gunnebo staff.

"Confidentiality is crucial to us and our clients, and we need to be able to thoroughly rely on our partners. The chosen model guarantees us superior efficiency in relation to our core mission of safeguarding our assets of people, goods and reputation."

Banc Sabadell only works with partners who create the least work.

"And we have complete confidence in the Gunnebo team and look forward to developing the business together in the future," says Xavier. ■

# Less Hands Handling the Cash

## – Big Cinema Operator in Singapore Installs Efficient Solutions

When cinema operator Golden Village in Singapore was confronted with an overwhelming number of customers at its main outlet, it found there was a need to better manage the high volume of cash. In a quest for efficiency, Golden Village partnered with Gunnebo, and deployed both Gunnebo's Intelli-Safe and Intelli-Vend cash handling solutions at all their major cinema outlets.

TEXT | Peter van 't Westende

As befits this market leader in the cinema industry in Singapore, Golden Village is the first cinema operator in Singapore to adopt Gunnebo cash handling solutions. Golden Village opened its first outlet in Singapore in 1992, and offers a range of cinema experiences, ranging from fine dining during a movie to special halls with wall-to-wall screens. Golden Village is currently Singapore's largest cinema chain with about 16,000 seats, 11 locations and 87 screens across the island.



**Solution to the problem**

In a country where watching movies is listed as one of the top three favourite past times it may not come as a surprise that cinemas can be extremely crowded. Raj Giri, Manager for Training & Operations at Golden Village, talks about the issues they faced: "At our main outlet we were confronted with a large number of customers; we found our staff spending a lot of time counting cash and it had to change hands many times. We found this very inefficient," he says.

Although the management quickly ascertained that they needed to work more efficiently, it took some time before they found Gunnebo.

"We thought of different solutions, one of them being a machine which could separate denominations and then give the value by the weight of the coins," says Raj Giri. Eventually there was light at the end of the tunnel. Gunnebo developed and implemented cash handling solutions with the introduction of Intelli-Vend and Intelli-Safe for Golden Village in Singapore.



Bernard Soh and Raj Giri.

**Making the difference**

Intelli-Vend is a solution which can dispense cash, change money and receive deposits according to the cashiers' wishes. It is highly efficient and saves time, as cashiers do not have to go to their managers to change money but can do so directly using



Cashier using the cash handling solution.

Intelli-Vend. Intelli-Safe, on the other hand, focuses on deposits. This saves many hours of manpower which can then be deployed more effectively elsewhere, as the cashiers do not have to count and reconcile incoming cash themselves. As noted by Raj

Giri: "When we first started out using these solutions, our staff had to get used to them and it took some time to adjust our processes in order to profit optimally from the capabilities the solutions have to offer. Together with the Gunnebo cash handling team, we

have worked towards an optimal situation where we have achieved higher levels of productivity, security and efficiency," he says.

For now, Gunnebo's cash handling solutions have been deployed only in Golden Village's main outlets, but an expansion to its other outlets is envisaged to take place in the near future. ■

# Ergonomic Safes Save Time and Prevent Injuries

For decades, the design of safes has not really changed. Until now Gunnebo has developed the first ergonomically-designed safe with an automated opening and locking system to have been awarded EN 1143-1 certification.

TEXT | Amel Loukal

Every year, a multitude of injuries are caused by people manually opening and closing safes, and all the bending, kneeling and reaching associated with handling them on a daily basis.

The way in which a safe is designed plays a key role in the likelihood of injury – particularly given the fact that in certain market environments, some safes need to be opened and closed up to 40 times per day!

They don't just represent a risk of injury: these repeated, prolonged operations can be extremely time-consuming, which can negatively impact on service quality for retail businesses or customer-oriented industries where time is precious.

## Innovative safe solution

With its broad range of safes and security cabinets and strong wide-ranging experience in manufacturing safes, Gunnebo has once again distinguished itself from its competitors and has developed a completely innovative and revolutionary system – the FIRST safe on the security market with automated opening and locking to be awarded Grade I certification.

Developed with the user in

mind, this new safe features an efficient design to help save time and minimise the personal injuries usually associated with operating safes. A great deal of care has gone into its intelligent and elegant design. The safe is available in a plug-in version with a battery power back-up system. Its handle-free design offers quick and easy access to valuables. Positioned on the upper section of the door, the lock keypad is high enough to offer optimal comfort on a day-to-day basis. Users can see and enter the code in a standing position without having to bend down and the door then opens automatically.

## Secure and beautiful

The safe's ergonomic design does not mean that its aesthetics have been compromised. It features a high-quality, satin-textured polyurethane paint finish for an ultra-sleek look. The rounded and chamfered edges add a graceful touch so it can be easily integrated into any environment.

In addition to the ergonomic features and shallow format, the safe is Grade I ECB-S and A2P certified. Its high-security electronic lock meets the EN 1300 standard.

Offered in three functional sizes, various fittings and other customisable options are available so that clients can draw maximum benefit from them. ■



**ERGONOMIC LAUNCH.** Sold under Chubb Safes Evolve and Fichet-Bauche's Nevo brands, the safe was officially unveiled – as part of an international marketing campaign – during a series of launch events bringing together a specially hand-picked selection of Gunnebo's employees and main distributors.



# Revolutionary Self-Assembly Security Cabinet

**Put it together, take it apart: here, there... anywhere you like. The Chubb Safes Mekanno cabinet combines a do-it-yourself approach with tried-and-tested security for ultimate convenience, flexibility and mobility.**

TEXT | Amel Loukal

For years, traditional welded cabinets have offered impenetrable protection against theft, delivering superior strength and the highest levels of integrity. But nowadays, increasing numbers of clients want a solution that is flexible enough to use in a variety of environments, so they do not have to spend significant amounts of money on installation.

Designed with convenience, flexibility and mobility in mind, the Chubb Safes Mekanno cabinet is a self-assembly security cabinet that offers the same levels of protection as a traditional welded cabinet, but with the added advantage of being easy to install in hard-to-reach spaces.

## As mobile as you are

Security cabinets are designed to be large, heavy and immobile. These features often make them difficult to move from location to location and almost impossible to squeeze into tight spaces.

The Chubb Safes Mekanno model can be installed in awkward locations that would normally be difficult to access with a traditional welded cabinet, such as

basements or attics that are accessible by stairs only. The single, easy-to-ship box simplifies delivery and transportation by small van or truck.

## Time and cost savings

The revolutionary do-it-yourself system means you can assemble, dismantle and move your security cabinet anywhere, as often as you like. Chubb Safes Mekanno is unique on the market today: in around 45 minutes, two people using simple tools can assemble it on site. It can then be dismantled, moved or transported just as easily to wherever you want. ■

**SECURITY AS ALWAYS.** The Chubb Safes Mekanno cabinet provides the same level of security as a traditional welded cabinet. It is equipped with a certified EN 1300 Class A double-bitted key lock, two optional 'magic module' locks and anti-drill plates on the locks for higher levels of protection.



# Modern Entrance to Ancient Forum

The Forum Romanum archeological site contains buildings and monuments from the end of 7th century BC. The site is of great historical interest, but extreme care has to be taken to safeguard the integrity of the ancient structure, but still allow the public convenient access.

TEXT | Cristina Zanotti

Eurosistemi, based in Rome, has been working for more than 30 years with security solutions in this field. The company was asked to provide a solution which minimised jams and crowding at the ticket office. It chose to make this the only entrance along the perimeter with gates allowing exit. In this way the site is protected from the entry of unauthorised people and at the same time allows an orderly flow of visitors from more points.

To permit the exit of more than 10,000 visitors per day, Eurosistemi then turned to Gunnebo's full-height turnstiles. Easy-to-use access control barriers were required to allow fast transit and withstand the wear and tear from constant use and the elements.

The barriers also had to be insurmountable and due to their situation next to some extraordinarily beautiful monuments, needed to be aesthetically pleasing – criteria which were all met by the Gunnebo turnstiles. ■

Note: Roman Forum is Forum Romanum in Latin, and Foro Romano/Foro Romano-Palatino in Italian.



## New Offices in Southeast Asia Extend Reach

The Gunnebo Security Group has opened new offices in Bangkok, Thailand and in Yangon in the Republic of Myanmar.

TEXT | Rob Suddaby

The new office in Thailand will improve Gunnebo's presence in a region that continues to experience fast growth. This will mean quicker reaction times in order to capitalise on emerging opportunities and better support for existing customers.

"We expect a lot of development in the security sector in Thailand, mainly as a result of increasing wealth and improvements being made to the infrastructure," comments Gunnebo's President and CEO, Per Borgvall. "Our extended service offering here will allow us to better meet emerging customer needs."

The second new site, a branch office of Gunnebo Singapore, is located in Yangon, Myanmar and will give Gunnebo direct access to the local market. The office will introduce Gunnebo security solutions to local customers and provide them with technical support and services.

"By expanding our presence in Southeast Asia, Gunnebo continues to take advantage of the growing opportunities in the region," adds Per Borgvall. "Strategically these territories are of great importance to the Group." ■

# Fast SpeedStiles in Madrid's New Skyscraper

Torre Titania is the latest skyscraper to be constructed in Madrid and the twelfth tallest building in the Spanish capital. Torre Titania has been equipped with ten effective SpeedStile BPs, customized black to match the main entrance.

TEXT | Manuel Latorre Marin

The skyscraper was designed and built after the former building, Windsor Tower, went up in flames in 2005.

The construction of the new building started in 2007 and was completed in early 2013 after over five years of work and will become the larg-

est commercial mall in Spain.

It also boasts a vast amount of dedicated office space. In order to give employees and visitors access to these offices, and to control the entrances on these floors, ten lanes of SpeedStile BPs have been installed. And the Gunnebo gates have been produced in black to match the main entrance of the building.

The project has been carried out in co-oper-

ation with security company Mega2, one of the main security supplier's for "El Corte Ingles", the owner of the building and the leading department store in Spain. ■





# Secure Storage in Mint Condition

Gunnebo supplied and customised made both hardware and software for Mint Securities secure storage centres in the UK. The centres offer top-notch secure storage for a wide range of customers, from individuals seeking to protect their valuables to businesses such as jewellers.

TEXT | Andrew Willdig

In addition to delivering the inaugural installation of the SafeStore 2000C Safe Deposit Locker (SDL) system to the UK Gunnebo product range, the company is providing a total security solution to the customer. Gunnebo UK's strategic partnership expertise has helped to launch this new business that is tipped to expand fast.

Directors Surekha Chouhan and John Connell moved swiftly to form Mint Securities after some banks started calling time on safety deposit services.

"There is currently no other company offering a service like ours in the UK for customers who are facing insurance premiums that are going through the roof for home contents cover, and rising crime as word gets out about possible rich pickings," says Surekha Chouhan.

## Tailored software

The centres offer top-notch secure storage for a wide range of customers, from individuals seeking to protect their valuables to businesses such as jewellers.

Gunnebo supplied 1,100 SafeStore 2000C SDLs

for the company's flagship first site and is installing a 13mx13m Grade 6 vault, with the capacity for 12,000 more, for the second site in Leicester.

The UK team worked with colleagues in Markersdorf, Germany to tailor the products to suit Mint's needs.

Gunnebo, which took Mint people to Germany to see how the lockers are made, also managed the building security works and the CCTV and alarm cover.

"It has been a very successful collaborative

partnership, and introduces new products into the UK," says Andrew Willdig, Service Director, Gunnebo UK.

The software was also tailored for the customer.

"The state-of-the-art electronic lock for each locker is connected to the SafeControl software which immediately sounds an alarm when an attempt is made to manipulate or physically attack the locker. In addition a full audit trail records all events," explains Andy Hodgson, Technical Manager Cash Handling, Gunnebo UK.

## "A valuable partner"

If you ask Mint Securities, Gunnebo's total solution service was key to winning the contract. And Mint Securities has already targeted ten other cities for its centres.

Moreover, Gunnebo offers water-tight quality control, from product manufacture to installation and after-sales service, using the UK's own expert teams.

"We did thorough market research and Gunnebo was by far the most superior because of its total solution. We can't speak highly enough of the service or

what a valuable partner they have become.

Gunnebo is a big international company, but the one-to-one service is superb. It's a very friendly business, just like ours. We're both all about customer service," says Surekha Chouhan.

"We were considering three suppliers to start with, but Gunnebo impressed us the most. We were also extremely impressed with the manufacturing centre in Germany, where the expert staff clearly took pride in their work," adds John Connell. ■

“We can't speak highly enough of the service or what a valuable partner Gunnebo has become”



VISITING THE SECURE STORAGE CENTRE. Tom Rochford, Sales Director Gunnebo; Adam Watts, New Business Manager Ellerton Knight Insurance; The Lord Mayor of Leicester; Councillor Mustafa Kamal, Andrew Willdig, Services Director Gunnebo; Surekha Chouhan, Director Mint; John Connell, Director Mint.



SPECIAL OFFER. Mint Securities is offering a service for UK customers who are facing insurance premiums that are going through the roof for home contents cover, and rising crime as word gets out about possible rich pickings.



# Safe Intact After Flood Damage

Gunnebo recently demonstrated its resourcefulness when it was called in to open a one-tonne safe found two months after a devastating flood in India.

TEXT | Rasika Joshi

In June, the North Indian state of Uttarakhand experienced a multi-day cloudburst which caused devastating floods and landslides. It was the country's worst natural disaster since the 2004 tsunami.

Amidst the floods ravaging the North Indian terrain, Kedarnath was the worst affected. Kedarnath is one of the holiest Hindu temples, situated at a height of 14,500 feet (4,400 metres) in Uttarakhand.

## Millions in cash recovered

During the flood, a Gunnebo safe owned by the Standard Bank of India (SBI) safe was unearthed from the Kedarnath Temple and buried in debris.

After an extensive two-month search, the safe was recovered in a severely damaged condition. Gunnebo service technicians were transported in an army helicopter to open the safe.

The floods had carried the one-tonne safe approximately 50 metres. The original keys of the safe were not traceable. Moreover all the internal mechanisms had suffered heavy damage, so the technicians had to use all their experience and technical expertise to align the displaced parts and open the safe with duplicate keys.

Interestingly all the money was found intact inside the safe.

This proves beyond doubt the high quality of Gunnebo safes and the expertise of the technicians, always ready to support customers in difficult times. ■



## SafeStore Auto for Exclusive Clientele

**MALAYSIA** G7 Safety Lockers is a Malaysian incorporated company with investments in fast growing and innovative businesses all over Asia. The industries that the company is involved in include biotechnology and cultivation, gold mining and crafting, hotel and travel, property development, oil and gas, entertainment and safe deposit outlets.

The company has more than 3,000 mechanical safe deposit lockers installed in Sibul, East Malaysia.



When G7 wanted to differentiate itself from other private safe deposit locker operators, they found that Gunnebo's SafeStore Auto was the solution for its exclusive clientele. Customers even pre-rented boxes before the new service was officially launched.

SafeStore Auto is a self-service solution which uses robots to automatically deliver a customer's safe deposit box to them once identification has been verified.

The installation was successfully carried out and G7 has already placed its second order to be installed in Kuala Lumpur. The company also has plans to install more SafeStore Autos next year.



**IDEAL FOR PETROL STATIONS.** Swedish oil company Preem AB has signed a general agreement with Gunnebo regarding SafePay – a completely closed cash handling system. Foto: Preem

## Completely Closed System Improves Security at Preem

**SWEDEN** Gunnebo Nordic AB has signed a general agreement with Swedish oil company Preem AB to deliver, install and provide service for the completely closed cash handling system SafePay at Preem's petrol stations. The agreement includes the coin and banknote recycling units in SafePay, cash transfer units, software, installation, training, customer support and technical service.

Preem has around 100 staffed petrol stations across Sweden and

intends to roll out the system at 20 or so stations a year.

"We evaluated SafePay and found a closed system for cash handling that is easy to use and meets Preem's security requirements. The supplier also had to prove it could innovate to meet the challenges of tomorrow," says Magnus Rehn, Head of Construction and Maintenance at Preem.

The system provides control and theft protection throughout the entire cash flow, from check-

out to counting centre. Moreover, SafePay's CashControl application efficiently provides cash flow information centrally at Preem and locally at the stations.

"Preem's investment shows that completely closed cash handling is ideal for petrol stations," says Tom Christensen, Regional Manager Nordic at Gunnebo.

The solution is also ready for the new Swedish coins and banknotes in 2015.

## India's Largest Mall Refines Security

**INDIA** High Street Phoenix (HSP) shopping mall in Mumbai is the first mall of its kind to be developed in India, sprawling over an impressive 3.3 million square feet. It houses over 500 brands including a variety of food and drink, entertainment, commercial and residential complexes.

HSP has entrusted its security to Gunnebo and has chosen to

expand the scope of its maintenance contract for the mall's security equipment.

"Throughout 2013, electronic security extension projects for fire alarms and CCTV within the mall have been granted. The business is a result of the impeccable level of service delivered by the team in India," says Sanjeev Nigam, Vice President, Global Services, India.



## BBVA Bancomer Modernises in Mexico

**MEXICO** Financial group, BBVA Bancomer, has signed a three-year contract with Gunnebo to upgrade and maintain the security of many of its Mexican branches. Gunnebo will provide complete maintenance services to bank offices in central



**SIGNING THE CONTRACT.** Jordi Riart, Director General Gunnebo Mexico and Carlos Sanroma, Institutional Security Manager of BBVA Bancomer.

Mexico and supply security systems to the majority of Bancomer's branches.

"With this order BBVA Bancomer is declaring its trust in Gunnebo Mexico and is emphasising its commitment to the continuous improvement of bank security as it consolidates and expands its business," says Carlos Sanroma, Institutional Security Manager of BBVA Bancomer in Mexico.

Gunnebo Mexico was established in 2010 and has already built a strong reputation with most of the banks of Mexican and Spanish origin. This contract solidifies Gunnebo's position as a full-scale security partner for banks in the region.



## New Sports Arena in Saudi Opts for Turnstiles

**SAUDI ARABIA** The King Saud University Stadium, due to be opened at the end of 2013, will be a 25,000-seater arena used to host intercollegiate matches at the University. To enable the safe and secure entry and exit of match spectators, the stadium will be fitted with 32 RotaTech full-height turnstiles from Gunnebo. In addition, the stadium will also use two Gunnebo pedestrian gates for protection against unauthorised entry, and to provide disabled access. ABM Olayan are supplying and installing the Turnstiles and Gates via a contract with the main contractor for the project.



**SECURITY WORK.** An engineer from Gunnebo Portugal programmes the fire alarm control unit mounted on the wall.

## Gigantic Warehouse Protected Against Fire

**PORTUGAL** Last quarter, Gunnebo Portugal completed the installation of a fire detection system for the Mosquetaires Group in Alcanena, Portugal. The solution was set in one of the biggest Intermarché warehouses.

The European supermarket chain, Intermarché, is one of Gunnebo Portugal's reference customers for the retail market and all 230 of its stores are protected by Gunnebo physical and electronic security solutions.

The system installed in Alcanena uses a state-of-the-art fire control unit with five control points around the building, 120 beam detectors, 350 punctual fire detectors and 35 manual fire buttons and sirens. Everything is connected to the building management system to provide commands and alarm information. Additionally, in the battery room, an H2 detection system has been fitted.

Later this year, a graphical platform is expected to be installed to integrate the warehouse with the office building which was equipped with a fire detection system from Gunnebo five years ago.



## Global Presence in 133 Places

Gunnebo is a global security group offering a wide range of services, products and solutions. The Group has sales companies in 33 countries as well as Channel Partners in a further 100 markets.

Gunnebo's offering within cash handling, safes and vaults, entrance security, electronic security and security services is developed in close collaboration with customers and business partners worldwide.

Read more at [www.gunnebo.com](http://www.gunnebo.com)



Please note: The solutions and services Gunnebo presents in this publication may vary from market to market.