

GLOBAL

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For security professionals by security professionals

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WORDS FROM | CEO

"The security industry is an industry of the future, with many exciting challenges and opportunities. I look forward to making Gunnebo the leading global provider of a safer future alongside our customers."

Per Borgvall, President and CEO

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Enlarging the Customer Base Down Under

Through the acquisition of Security Products division from Australian API Security Holdings, Gunnebo Australia has become the leading supplier of secure storage products and cash handling solutions to banks as well as the retail and commercial sector in Australia.

Through the acquisition, the size of Gunnebo Australia's business has doubled and the client base within Business Area

Bank Security and Cash Handling have been significantly enlarged.

"We are now the market leaders in providing physical security solutions to banks, the governmental and commercial sector, and also a major provider of cash handling products to retailers and other businesses reliant on the efficient automation of cash transactions," says Dan Turner, Country Manager Gunnebo Australia.

Gunnebo Australia also has a comprehensive offering within solutions for efficient entrance control.

"The customer base and product portfolio we have now gained will also support us in strengthening our position as a security service provider in Australia," says Dan Turner. ■



Oslo Airport – the largest and busiest airport in Norway – is secured by Gunnebo perimeter protection.

Oslo Airport Invests in High Security

Oslo Airport AS (OSL) has signed a framework agreement with Gunnebo to provide perimeter protection for its site. The agreement will include the delivery of a range of high-security fences, gates and barriers, as well as related services.

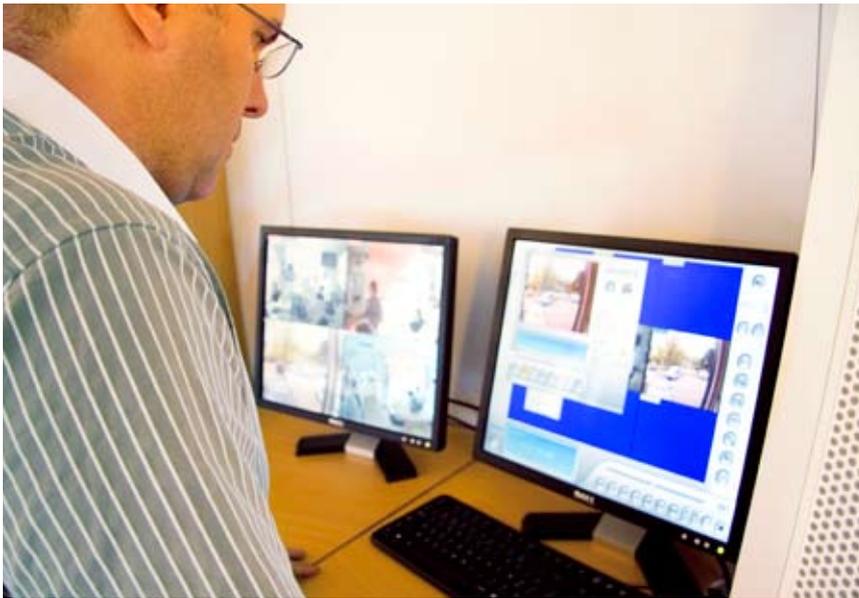
OSL is already the largest and busiest airport in Norway, but with the expansion

of its first terminal and the planned construction of a second, it is set to get even busier. And with this expansion comes a need for even tighter security.

"We are extremely proud to have been awarded this contract," states Stein-Rune Fagerheim, who will be leading the project. "It will not only strengthen Gunnebo's position within perimeter protection, but also on the Norwegian market as a whole." ■

About Oslo Airport AS

- OSL serviced over eight million passengers in 2009.
- It employs roughly 13 000 people and its first terminal is almost 150 000 square meters.
- It has been named Europe's most efficient airport twice and Europe's most punctual airport three times.



The SMI Server system offers several new features and functions, concerning the operation, the field equipment and the interface.

Easier to Manage Many Sites and Buildings with New SMI Server

The SMI Server system is made up of several modules for managing electronic security functions such as access control, intrusion detection, CCTV systems and supervision of one or multiple sites. The information can be handled and analysed in real time, locally or remotely.

“The new 2.3 version boasts a range of new features and functions, concerning the operation, the field equipment and the interface,” says Eric Villevieille, Product Line Manager SMI Server.

SMI Server comes in a modular format, meaning that the solution can be tailored to meet the needs of every company, every security level and requirement on each

and every site – whether it is part of a multi-site architecture or an individual site.

“Gunnebo has unique expertise in access control security thanks to our role as a manufacturer, combined with technological experience in hardware equipment and our software development (MMI). This collectively makes it possible for us to provide customers with a complete access control system – which is upgradeable and can guarantee flexibility in its installation, management and operation,” Villevieille explains. ■

SMI Server

! Read more at www.gunnebo.com/smi

New features in SMI Server version 2.3

- New IP access controller, the SM220, which manages access control and intrusion detection functions and can operate independently.
- ‘Offline’ access systems in cylinder or handle versions which secure entrances without the need for cabling. The IDLock range of products is linked to the range of ‘online’ readers and provides a global solution. The whole system is monitored by a single application in conjunction with one single multi-function card.
- The VisioCast CCTV system, integrated

into SMI Server, for continually viewing and managing CCTV features via a single software interface (camera management, access viewing and confirmation, etc.).

- The multi-property function, which can be used to segment an SMI Server system’s database, thus making it possible to independently and confidentially manage several different entities (departments, sites, buildings, etc.).
- Upgradeable ergonomic design for maximum user comfort, easy navigation and straightforward use.



Mini-dome CCTV camera.

New Cameras to Widen Global Offering

With the launch of a new range of branded cameras, Gunnebo is strengthening its position on the constantly expanding CCTV market.

“We have extended our CCTV product range with ten new, high-performance analogue cameras, stamped with the Gunnebo brand,” says Richard North, Product Line Manager for CCTVs at Gunnebo.

The new range of cameras is available in standard or mini-dome format and is suitable for operation in normal or extreme environment conditions. They can integrate advanced operation functions such as high resolution colour, image stabilization and detailed images even when the light is very weak. They can also supply alarm information when movements are detected.

“Our goal is to offer our customers turnkey solutions. This new range of Gunnebo-branded cameras will strengthen our position and support our commitment to providing our customers with a global CCTV offering that includes camera, recording and supervision systems,” adds North.

Our cameras are adapted to a number of configurations and can operate in both internal and external environments. Equipped with integrated infrared LED based on intelligent technology, the products offer contrasted images in any situation”.

We are continuing our efforts to have the best and most complete range of CCTV cameras and are constantly working to broaden it with new Internet Protocol (IP) and Pan Tilt Zoom (PTZ) cameras,” concludes North. ■



CCTV camera.



Ergonomic improvements have made SafeStore Auto to one of the most relevant safe deposit locker solutions today. The screen is no longer static but has been mounted on an articulated arm to make it accessible at different heights and angles.

Updated Design Helps Bank Customers with Disabilities

SafeStore Auto – Gunnebo’s automated safe deposit locker system – has been upgraded to make sure it can be used by all of a bank’s customers, without discrimination.

The re-designed solution has seen several ergonomic improvements, including new card reader, fingerprint and video options. The screen is also no longer static, but has been mounted on an articulated arm to make it accessible at different heights and angles.

The changes mean that banks can offer a service which can be more comfortably used by people with reduced mobility, blind people, pregnant women and the elderly.

In Europe alone more than 65 million citizens live with disabilities – around 15 per cent of the EU’s population. Some countries, like France, have already adopted legislation forcing banks to adapt their services to meet every customer’s needs.

Through the SafeStore Auto re-design, Gunnebo hopes to encourage banks in other countries to start making these

important changes before local legislation comes in*. In this context, SafeStore Auto is seen by the market as one of the most relevant SDL solutions today. ■

* The United Nations Convention of the Rights of Persons with Disabilities (UNCPRD) was ratified by the European Union on 29 November 2009. This is the first international legally binding convention of its kind and will become applicable in all EU member states.

SecurWave Makes Fully Integrated Security Possible

SecurWave® is a truly global security solution. Not only does it incorporate all the functions of the security chain, it also makes central security management of multi-sites such as banks and retail chains possible.

SecurWave is Gunnebo’s response to the need for an efficient security management solution for multi-site companies with a complex security infrastructure. The system manages the full range of security functions, such as intrusion detection, access control management, management of electronic locks for safes, vaults and strong doors and CCTV.

The system exists in different versions to meet the requirements of different types

of sites, from PackWave for unmanned sites to HighWave for large branches and administrative buildings. It can be configured for use at multiple standardised sites or customised for isolated, specific institutions. It is designed for flexibility and can communicate and interact with external systems.

“We are mastering both hardware and software components of our SecurWave system so we are able to offer an ‘open’ solution that can adapt to migrations and technical evolutions,” says Robert Studer, Product Line Manager SecurWave.

Thanks to the supervision application SecurManager®, SecurWave allows for all security functions to be remotely managed and administered.

“SecurManager is based around a database so it simplifies the management of multiple systems. It provides our clients with an intuitive, user-friendly and secure web interface,” adds Studer. ■



SecurWave manages complex security infrastructures.

SecurWave



100-Year-Old Secrets of the Time Capsule Safe Revealed

100 years ago a safe was closed in Colombia. It constitutes a time capsule preserving old documents concerning the Independence Centenary celebrations in Bogotá. On 20 July it was time to open the safe and reveal its secrets.

TEXT | Mats Ekendahl

The idea of the 'centenary safe' originated from a resolution from the National Centenary Commission "regarding a metallic safe to hold important documents relating to the celebrations of the first Centenary". This was because the celebrations in 1910 were of huge symbolic importance to the whole country. On 31 October 1911, the safe was sealed in Bogotá's mayoral offices, the Palacio Lievano, on the condition that it should only be opened one hundred years later. When it was opened during the summer of 2010, 32 items were revealed to the world including photos, drawings, city plans and hymns, many of which were written out on aged and cracked paper.

Three keys locked the safe. They belonged to the President of the Republic, his Grace the Archbishop of Bogotá and the Second Notary.

On the front door of the safe there is an engraving with the word 'Fichet' and three angels on four golden stars bearing a laurel wreath. Fichet is a French brand which has been producing safes since 1825, and today is known as Fichet-Bauche. There is no clear information as to what the angels signify, but historically cherubim have been used to represent doorkeepers.

The safe, which is non-combustible with a triplex lock, was made to order and transported from Europe specifically for the centenary celebrations.

Now the Mayor's office in Bogotá has also decided to install a 'bicentenary safe'. It was locked on 20 July 2010 and will be opened one hundred years later on 20 July 2110. The purpose is to safeguard a series of objects and media which will make it possible to trace Bogotá's history. Citizens were asked to make suggestions

about what should be preserved.

Fichet Colombia donated the new safe. It is based on the HS-2000 model and fitted with a mechanical lock as this will definitely be able to be opened in 2110. The lock is an M3b model and is more or less impossible to force open without the latches becoming automatically immobilised. To avoid losing the keys to the HS-2000, Fichet Colombia has also donated a Confident safe in which to keep spare. ■



Gunnebo representative with the alias Bo Gunnarsson reported live from the grand opening via YouTube and Twitter

- <http://www.youtube.com/user/Mrbogunnarsson>
- http://twitter.com/bo_gunnarsson



Tracked Gate M50 successfully passed the ASTM M50 test – almost unique for a gate of its size.

Rising to the Crash Test Challenge

In 2009, a large tender came up in the Middle East which required a crash-rated gate. Nothing unusual there perhaps, except there was not a single gate on the market compliant with the crash rating the client requested. So Gunnebo took up the challenge of creating one.

TEXT | Rob Suddaby

After six months of product development, the Tracked Gate M50 was launched having successfully passed the ASTM M50 test. In so doing it became one of only two gates of its size in the world to be certified to such a high level and, more importantly, was now certified to a standard which complied with the terms of an important tender.

To pass the M50 test, which was carried out by ASTM in Adelanto, California, the gate had to stop dead a truck weighing over 6700kg travelling at 50mph (80km/h) and prevent it from penetrating further than one metre. ASTM tests have replaced the old DOS tests as the accepted

standard for crash ratings in America and abroad.

As well as having such a sought-after certification – almost unique for a gate with an opening width of seven metres – the Tracked Gate M50 also boasts a quick operating speed and requires very shallow foundations.

By designing the Tracked Gate M50 to meet such high standards, Gunnebo has ensured it has a state-of-the-art solution which complies with the security requirements of high-risk sites such as embassies, power plants, governmental buildings and military barracks. ■



To pass the M50 test, the gate had to stop dead a truck weighing over 6700kg travelling at 50mph (80km/h) and prevent it from penetrating further than one metre.

About ASTM

- ASTM is the American Society for Testing and Materials.
- It is one of the largest voluntary standards development organisations in the world.
- The society sets standards in numerous fields including consumer safety, healthcare and construction.
- In addition to ASTM, there is also a British standard – PAS 68 – which is soon to become the European norm.



For more information
thorsten.grunwald@gunnebo.com



The test laboratories now know how to carry out the tests so that ESSA can issue a certificate showing that thieves can save themselves the trouble.

Part-time safe-blasters. Europe's technical committee in the area of Safes and Strongrooms blast various safes.

Safes that Respond to Real-Life Needs

Gunnebo has helped develop a new standard for testing safes so that customers know they will withstand the very latest criminal methods. "We had to start out by becoming the world's most advanced safe-blasters to identify the maximum stresses safes can be subjected to," says Pieter D. De Vlaam, Group Certification Manager at Gunnebo.

TEXT | Mats Ekendahl

As a Gunnebo expert in Secure Storage, De Vlaam is actively involved in European standardisation.

"I'm on the technical committee that deals with safes and strongrooms and I'm also chairman of the Fire Resistance committee," he says.

The Latest Trick

So De Vlaam is intimately familiar with

how one of Gunnebo's oldest business areas – Secure Storage – has developed over the years, and is still forced to develop new security solutions as thieves use increasingly refined methods.

"Their latest trick is to pump an explosive gas into an ATM's note slot. The gas, often acetylene, is then ignited. The explosion is extremely powerful and dangerous both to the thieves and innocent bystanders," he explains.

The pressure of the explosion created in the closed area of the safe located behind the ATM often not only blows away the safe's walls and doors, but also the facade of the building itself.

Independently Tested

"Gunnebo strives to develop secure products that respond to real-life needs. Thanks to standardisation, we can now

have our safes independently tested and certified so that customers know they will withstand any gas attack."

The ESSA Label

ESSA is the certification body in Europe. If the safes display an ESSA label and the word GAS, they are secure against gas attacks. Global is unable to go into detail about how the safes withstand these attacks as it would be like handing a manual to the thieves. The principle, however, is to use materials and build safes so that they absorb the energy generated during an explosion, or to prevent the gas from entering the vault area in the first place. ■

The damage caused by an explosion in an ATM incurs serious costs.

- Loss of cash value: €100 000 – €250 000
- ATM machine write-off: €35 000
- Building damage: €75 000 – €150 000
- Operational damage: 2 weeks out of service
- Customer anxiety



Pieter D. De Vlaam, Group Certification Manager at Gunnebo.

ESSA Shoulders a Great Responsibility for Quality

The European Security Systems Association (ESSA) is Europe's leading body for quality certification of security products. ESSA assures buyers of safes and other security systems that the products are of the required quality. ESSA therefore shoulders a great responsibility.

TEXT | Mats Ekendahl

"It is absolutely essential that our certification work is high quality so that customers can depend on us," says Markus Heering, Doctorate in Engineering.

ESSA also approves test laboratories. They are authorised to test security products in line with the European Standard (EN), which describes how the tests are carried out and which requirements apply for various security levels. If the products then make the grade the manufacturer can label them with the ECB•S certification mark – ESSA's quality mark which denotes the level of security.

"ESSA has several approved competing test institutes, which means the organisation is continuously developing and building up experience," says Heering.

A More Effective Way

This knowledge is applied in the joint formulation of new standards by the laboratories, ESSA's own personnel, insurance companies and manufacturers.

"This is a more effective way of creating standards that meet the market's demands."

Gunnebo is very closely involved in the standardisation work that forms the basis for certification.

"Gunnebo is one of our largest customers and an important member of ESSA. Gunnebo's Pieter D. De Vlaam, for example, is on the certification board. Gunnebo was also one of the driving forces behind the process of making the ECB•S label accepted and generally applicable throughout Europe," says Heering.

Competition is Raising the Technical Level

The EN requirements are based on identifying a security product's weakest point, and the stresses that point can withstand then sets the product's overall security level.

"Not all certification organisations, however, work so meticulously in this way. They may, therefore, give a tested

product a higher security rating than it should have," Heering explains.

Underwriters Laboratories (UL) is ESSA's counterpart in the US. However, UL only works with one testing facility.

"Without competition it's harder to raise the technical level and develop new, improved tests and standards," says Heering.

Moreover, the ownership of UL is not completely transparent, which could be perceived as being uncommunicative.

"ESSA, however, is a completely open organisation and the positive collaboration between the various parties drives development forward," Heering concludes. ■

ESSA – The European Security Systems Association

The original organisation is 40 years old. But ten years ago it became ESSA. Certification work and testing at approved laboratories are always based on European Standards, which guarantees quality. ESSA currently has about 90 member companies from 23 countries. ESSA has a thousand valid certificates on the market. Approximately 200 000 certifications (ECB•S labels) are awarded to producers each year.

PROFILE | Markus Heering, Doctorate in Engineering

Managing Director of the European Security Systems Association (ESSA) e.V.

Education

Doctorate in process engineering at RWTH Aachen University.

Professional Background

Junior researcher at the Department of Ferrous Metallurgy (IEHK), Engineer

and project leader at the environmental protection technology specialist Herhof before joining the VDMA.

Managing Director of the VDMA associations Printing and Paper Technology and Security Systems since January 2008.

Managing Director of the European Security Systems Association (ESSA).



Markus Heering has given lectures on this topic at the security fair Skydd in Stockholm.



Explosive-resistant safes for ATMs are a necessity in South Africa. Gunnebo South Africa has patented an explosive-resistant design and will continue to supply this tried and tested solution to the banking industry.

New ATMs Stop Criminals

Gunnebo South Africa and Diebold South Africa have been in partnership since 2002, providing protection for ATMs supplied to the banking industry in South Africa.

TEXT | Jaci Talbot

Protecting the cash in ATMs has become a priority in South Africa – a country where criminals are creative with the methods they use to get at money. As a result, the number of ATM safes delivered to banks has increased more than one thousand per cent over a period of six years.

Explosive-Resistant ATMs

After a drastic increase in the use of explosives, 2007 saw hundreds of successful attacks on ATMs. Not only was money taken and property destroyed, but the lives of innocent bystanders were put at great risk. These attacks brought with them a demand for tougher security measures, and with the successful testing of an explosive-resistant ATM safe in 2008, a new patented product was available to the banking industry.

Designing the Perfect Safe

While creating these explosive-resistant ATM safes, the design draftsman, Frederik

Scholtz, clocked a lot of hours before achieving the “perfect” design. His goal was to find the exact formula which would protect the safe from external physical attack and at the same time cope with the huge amount of pressure that rapidly builds up inside the safe as the result of an explosion.

Controlling the pressure through a weaker area and still securing the money after the explosion, together with the large amount of explosives that the client specified the safe should withstand, was extremely challenging.

“I believed from day one that this was a design that could make a difference,” explains Frederik, “And without the creative input from my colleagues at the development stage, we would not have succeeded.”

An Innovative Partner

“Diebold and Gunnebo are strong and established brand names in the industry.

Our clients therefore demand a superior end product which, due to this partnership, we have been able to deliver over the years,” says David Nixon, Director of Diebold South Africa. “Gunnebo is an innovative company, which is a necessity in our partnership with them. Diebold can therefore offer solutions to the industry which provide us with a competitive advantage.”

100per cent Success Rate

“Without the strong demands and support from Diebold we would never have created the successful designs that are now entering the South African market,” adds Robert Hermans, Managing Director of Gunnebo South Africa. “Furthermore, there has not been one successful explosives attack on the patented safes since their introduction.”

Gunnebo South Africa has patented this explosive-resistant design and will continue to supply this tried and tested solution to the banking industry. ■

Endless Applications for Intelligent Lock System

After almost a decade working in sales at Gunnebo, Christer Olsson is still driven by providing his customers with the best. "It's because of the high-quality products and services that our customers keep coming back to us," he explains.

TEXT | Rob Suddaby

Christer works as a Secure Storage salesman for Gunnebo Nordic and is responsible for direct and indirect sales to customers in southern Sweden. He sees it as his mission to make Gunnebo the obvious secure storage choice for both these customer groups.

"Often it's a question of finding a unique solution which creates the value the customer needs," he says. "When we deliver this, plus that 'little bit extra', it gives us an edge over the competition."

Over the years, Christer has sold safes

to a range of customers, including the Police, the Board of Agriculture and the Swedish Coast Guard.

One of Christer's most recent sales has been to Lund University who purchased 30 safes, 16 of which were fitted with the GSL 1000, Gunnebo's state-of-the-art, high-security electronic lock.

"GSL 1000 fitted in very nicely with the requirements Lund University had when they changed their old key management system for the university service department," highlights Christer. "The University



Christer Olsson, Secure Storage salesman.

wanted to be able to restrict access to the safes, so that they could only be opened at certain times of day with the correct authorisation."

With multiple locks, Lund also needed a system which would be simple and efficient to administer.

"We are able to manage user codes for any of the locks from a remote computer," explains Ann-Charlotte Dahlberg, Security Officer, "And should anything out of the ordinary occur, we can retrieve an events log directly from a lock via USB. This is extremely practical for us."

The flexible GSL 1000 system can operate as part of a lock network or as a stand-alone unit. Since it can be remotely accessed and configured, it is very suitable for large chains of shops or banks, where a central security manager can administer and monitor every lock without having to travel to each individual site.

"I see many benefits which the GSL 1000 offers," says Christer. "In fact, the applications seem almost endless." ■



The GSL 1000 high-security electronic lock can be managed remotely as part of a large network or as a stand-alone unit.

! Read more at
www.gunnebo.com/GSL1000



People identification is the key to reducing potential risks coming from illegal immigration movements, dangerous substances traffic and terrorist risks.

Improving Security and Way of Life for Air Travellers

During Spain's Presidency of the European Union*, the Spanish Minister of Internal Affairs, Alfredo Pérez Rubalcaba proudly inaugurated the Gunnebo immigration gate systems installed at two Spanish airports: 'El Prat' in Barcelona and 'Barajas' in Madrid.

TEXT | Linda Gårdlöv

"This system will boost the Spanish Presidency of the European Union, taking 'European citizenship' one step further, improving the airport experience by shortening passenger transfer and processing times and increasing security," says Alfredo Pérez Rubalcaba, Spain's current Minister of Internal Affairs.

The project has been developed through intensive co-operation between leading Spanish IT company, Indra, and Gunnebo, which has provided a specially designed immigration gate.

Indra's management decided to take advantage of Gunnebo's experience and know-how in airport security to enlarge and improve the added value of Indra's

offering to the Spanish Ministry of Internal Affairs.

Gunnebo has previously co-operated with Indra by supplying SpeedGates to several buildings where Indra had designed the security measures.

"With the large number of references for immigration gates developed by Gunnebo all over the world, the company brought a lot of valuable know-how to the project. Also, being an international security group, Gunnebo facilitated the project positively in terms of lead time fulfilment and technical support," says David A. Pérez Herrero, Project Manager for E-Gate Projects at Indra Sistemas S.A.

"In the future I think that key issues

for airports in general will be to improve their security measures in a globalised world and a non-secure environment. New technologies for document reading such as chips and EAC will soon be emerging. People identification is the key to reducing potential risks coming from illegal immigration movements, dangerous substances traffic and terrorist risks."

In Spain, depending on the success of this ImmSec project, airport authorities will decide whether to carry out further installations at other airports around the country. ■

* Spain held the EU Presidency between January 1 and June 30, 2010.



The Gunnebo immigration gate systems are now installed at two Spanish airports: 'El Prat' in Barcelona and 'Barajas' in Madrid.

About Indra, Gunnebo's partner for the project

- Global company of technology, innovation, and talent, leader in high value-added solutions and services for the Transport and Traffic, Energy and Industry, Public Administration and Healthcare, Finance, Insurance, Security and Defence, and Telecom and Media sectors.
- Operates in over 100 countries and has 29 000 employees worldwide who share their knowledge of different sectors and countries to find innovative solutions to the challenges that clients face. Indra is the European company that invests most in R&D in its sector.

New Entrance Control Systems to Open Doors to New Markets

High-security interlock door systems are often requested from customers around the globe who need to control access to the entrances of buildings or rooms, for whatever reason.

Gunnebo has the experience and a wide product range to meet these kinds of requirements. Usually the customer needs to control or restrict access to important areas within their business.

“One unit popular with our customers is the SAS, a Security Airlock System. This is a system with two doors that, together with electronic security or biometrics, guarantees that the right person enters the building or room at the right time. Interlock door systems prevent tailgating and piggybacking and, if required, are also available with ballistic approval,” explains Patrick Dhérot, Product Line Manager for Interlocks and Automation at Gunnebo.

Dhérot spends hours mapping up customer demands in Entrance Control from different markets and countries. He works closely with the Research and Development department within Gunnebo, and also with Marketing and Sales departments to always keep the offering up to date.

New Customer Groups Emerging

In the early days of the interlock door

systems, customers were mainly to be found within the banking sector. Over the years the business has developed and today the concepts also match other customers' needs. Besides banks, Gunnebo delivers these solutions to government buildings, refineries, laboratories, data centres, police departments and many other types of installation.

All products in the interlock door systems range provide protection against vandalism, and most of them are EN (European Norms) approved by independent and certified bodies for a combination of manual attack resistance, ballistic resistance and blast resistance.

“Over the past three years we have had a lot of business in Greece where we have equipped a lot of bank branches. At the

moment business is also picking up in the Middle East and we are hoping to have the same success there. South America and North Africa are two other very interesting markets,” says Dhérot.

“Our products are constantly developing to match our customers' needs, along with research on making sure that we are producing our products using the right kind of material, in this case aluminium. Every product has to comply with certain regulations and have the right profile to be certified.”

This year Gunnebo has launched two new interlock door systems which prevent the entry of two or more people at any time in a secured room. ■

Two new interlocking door systems have been launched in 2010



SoloRitz II

A secure and functional solution with electro-mechanical single passage detection, has a small footprint and is graded with ballistic approval up to FB6 in accordance with EN 1522.

Suitable customers include banks and data centres.



CompactSave II

Has a medium-level of security, high operation speed, very efficient traffic flow and an emergency exit. The solution has manual attack approval up to level 3 in accordance with prEN 1627.

Suitable customers are research and development facilities and laboratories.

Flawless Management a Must when Preparing for Belgian EU Presidency

From July 1 to December 31, 2010, Belgium has the Presidency of the Council of the European Union (EU) and because of this, the Belgian Representative Office, situated in the heart of the European area of Brussels, needed a bigger entrance with all the right security measures in place.

It was clear from the beginning that in a hallway seven metres high, a special construction would be necessary. The building needed a secure solution that allowed a good flow of people and easy access for disabled people and deliveries. The architectural nature of the building also played a big part.

Gunnebo, who installed the one existing security airlock system, also won the European tender for this job. Preparation began in July 2009 and the installation was finalised at the end of June 2010.

Gunnebo delivered a large airlock door system with double doors, mainly for deliveries and disabled access, and a normal airlock for the main flow of people.

With a total height of seven metres, more than 26 square metres of bullet-proof windows and over 30 square metres of burglar-proof windows also needed to be adapted, and foundations were added to support the weight of the airlock system. A special crane was needed to fit all the glass safely seven metres above the floor.

“Thanks to Gunnebo's expertise and the flawless management of this project, we now have a solution that combines strict security obligations with good aesthetic design. We are very happy with the easy handling and the look of our new airlock system,” says Eric Lallemand, Security Officer at the Belgian Representative Office.

“We can now keep an accurate list of who is in and out of the building, and in case of fire we know who to look for and can evacuate the building through the delivery airlock.”

Apart from this project Gunnebo in Belgium has also installed airlock systems in Belgian embassies all over the world for the Belgian Ministry of Foreign Affairs. ■

‘Bercy’ Integrates Sleek Design

The French Treasury Department relies on Gunnebo security products – SpeedStiles and GlasStiles have been installed to allow fast, secure access for all employees.

TEXT | Jocelyne Benisri

The French Treasury Department, today encompassing the Economy, Industry & Employment Department and the Budget, Public Accounts and State Reform Department, is more familiarly known as “Bercy” by Parisians due to the name of the neighbourhood of the capital where its offices are located. Conceived by President Mitterrand and designed by architects Chemetov and Huidobro, the flagship building stretches 370 metres along the Seine. Since 1989 it has housed various departments of the administration which were previously located in the Louvre, but were forced to move to allow for the famous museum’s expansion. These numerous services now also occupy other nearby buildings and 8000 people currently work in the area.

Gare de Lyon Site

Twelve SpeedStiles (speed gates) were installed in the lobbies of the Sully and Turgot buildings, supplemented by four GlasStiles (entrance gates) for disabled access. They allow a unit passage of 30–40 people per minute thanks to badges using ‘secured MIFARE’ technology.

“From the responses to our tender, we chose Gunnebo SpeedStiles for their sleek design, their modern shape in dull stainless steel and their adaptability through long and short boxes. We needed them to integrate with the great architecture of our lobbies. A solution was found for the cables without damaging the ground, which is beautiful black marble veined with white. We have assumed control of the work and have previously conducted a survey among other French Civil Service departments to assure the durability of these materials,” explains Patrice Parin of

the Maintenance & Work Department.

“Finally, the assurance of a permanent service has definitely convinced us, as the continuity of operations is an integral part of any security system. We have also installed two revolving doors (Autosec) to regulate and manage access to the company restaurant,” says Bernard Cordesse, also of the Maintenance & Work Department.

The customer’s Maintenance Department has been involved in the establishment of these facilities, leaving one month between the installation of the speed gates and their commissioning by electronic card, to enable staff to familiarise themselves with the new principle of access. A small information booklet for staff has even been published to explain the process of securing access.

Parisian East-Side Site

Gunnebo facilities evolve seamlessly with advanced technologies.

The Department also has buildings in the east of Paris, which have been secured by Gunnebo electronic solutions for over a decade. Electronic security technologies in the various buildings have evolved and the processes have improved, with the continuous adjustment of equipment by Gunnebo – from a ‘simple’ alarm system to the current ‘multi-sites’ integrated supervision system SMI Server, which provides local, remote and real-time supervision of advanced access control, intrusion detection and CCTV functions.

A common feature of all these facilities is the badge. The Department has chosen a single badge to run on all its applications. ■



About 600,000 m² of secured areas and 10,000 people working on different Treasury Department sites.

Gunnebo solutions :

- 600 MIFARE readers connected on about ten SMI Servers.
- 50 speed gates.
- Security airlocks and revolving doors
- Hygiaphone products for counters dedicated for use with the public.



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一爪克啤酒

Some people think it's enough to speak English with the Chinese or to have a good interpreter. But to really be on the same wavelength and understand potential business partners, it's absolutely vital to speak the language.



In 2005 Gunnebo was awarded an order to supply over 3000 bi-parting flap-gates to Beijing metro lines 1, 2, 5 and 10. During 2009 and 2010 Gunnebo was also asked to equip the Fangshan, Yishuang, Changping and Daxing lines with similar solutions.

Rapid Growth for the Security Market in China

Gunnebo's annual turnover in China is in the region of 100 million Swedish kronor, but the newly appointed Country Manager expects to triple that in a couple of years. "The challenge is to help Gunnebo China grow into the next phase by setting up our own activities here and at the same time increase our competitiveness," says Mats Johansson.

TEXT | Mats Ekendahl

The niches that Gunnebo is choosing to focus on have major potential.

"Mass transit solutions are growing rapidly, especially metros and high-speed trains. There are many airports being built and banks are developing their systems for cash handling. That is the upside. As in any other area there will be local Chinese companies developing into international competitors," says Mats Johansson.

Gunnebo has a high market share in entrance control for nuclear power plants in China. But entrance control for metro systems is where the really big business lies. With a market share of around 50 per cent, Gunnebo is the market leader.

"In ten out of eleven major cities, such as Beijing and Shanghai, we were involved in building entrance systems in new metros. The customers are

large state transport companies," says Mats.

One prestigious

assignment worth noting bringing to attention, is the installation of bank vaults with safe deposit lockers for the Bank of China in Beijing, the country's biggest and finest financial institution. Overall the security market in China is growing faster than BNP, which is around 10 per cent a year, so there is quite a task ahead for the man who has been Country Manager since April 1 this year. He and his team are located in Shanghai and they focus on purchasing and sales.

"We are working with Chinese partners who have been associated with us for more than 10 years. However, Gunnebo has invested a lot in starting a company here and we can now do 'everything' in China including production, trading and sourcing."

The China office's most important focus area over the next two years is to secure and grow Gunnebo's existing business in China.

"At the same time we are trying to set up our own facilities and activities here as quickly as possible. For instance we are building up an entrance control factory in Kunshan for the growing Asian market," Mats explains.

Mats has many years experience of setting up and running companies in different countries, and for the past seven years he has been working in China. This has taught him a lot about the business climate on this large new market. One useful insight is that it is even more important to have a good relationship with the people who make the decisions in

China than it is on many other markets. It is also an advantage to speak Chinese.

"I get by, but I'm at a disadvantage in business situations. Luckily I have native Gunnebo employees who can translate from English into Chinese," says Mats.

Mats likes to get things done and he also likes to challenge the existing way of doing things.

"That probably makes me a little bit difficult sometimes. I also think I'm quite capable of handling new situations."

Mats Johansson accepted the post of Country Manager in China because he sees big opportunities for Gunnebo there.

"We have world-class products and have already carried out a number of high-profile installations both for banks and metro systems. This is a very good position to start from, made possible by hard work previously carried out by the Group," says Mats Johansson. ■



Mats Johansson, the new Country Manager at the Gunnebo office in China, outside the Swedish pavilion at the EXPO 2010 in Shanghai.



Market Analysis Essential when Entering China

Companies around the world are interested in China, whether they want to start production there, buy Chinese products or sell their own.

TEXT | Mats Ekendahl

“There are various ways of going about this, but a thorough market analysis is a good first step,” says Magnus Omstedt, Managing Director of Concico.

Magnus has been working in Asia for 15 years, eight of them in China, for companies such as Hapag-Lloyd shipping and IKEA. He now runs the China-based market research company, Concico, which mainly works on the consumer market. The MA Economics from Stockholm is fluent in Chinese and knows what it is important to consider before starting up a business in the vast country of China.

The Language and the Market

“Some people think it’s enough to speak English with the Chinese or to have a good interpreter. But to really be on the same wavelength and understand potential business partners, it’s absolutely vital to speak the language. Therefore many companies choose to set up a Chinese organisation, manned with Chinese-speaking employees,” Omstedt explains.

Once the language issue is resolved, the next step is to take a proper look at the market.

“For 10 000 euros, you get a visa, are allowed to be stationed there and can make purchases. But it doesn’t enable you to invoice Chinese companies,” says Omstedt.

Different Expectations

With a Wholly Owned Foreign Enterprise (WOFE), the company get more extensive authorisation.

“You can do most things with a WOFE except deal with certain industries, such as media and defence. Trading is also all right but that costs the company even more.”

Therefore many foreign stakeholders do business together with local partners.

Cultural Perspective

Omstedt says it takes somewhat more time to find a good partner in China than in other countries. It is not that the Chinese are unreliable, rather that it is difficult to speak the same language and understand what applies from a cultural perspective. It requires time and patience to get to know your business partner.

“But if the foreign company can find a good partner or agent, the collaboration can go very well and be very advantageous,” Omstedt explains.

Production in China

When it comes to production in China, it may be a good idea to manufacture goods there to avoid transportation and customs fees. More and more high-quality products are now being produced in China. During the past 2-3 years there has been a shift in focus from large-volume-low-price goods towards high-quality products.

“The Chinese middle class, particularly the more affluent Chinese along the east coast, are looking for higher quality and luxury goods, and are prepared to pay for it. What’s more, they often buy online



Magnus Omstedt, Managing Director of Concico.

and want the goods shipped and assembled,” Omstedt says.

In terms of manufacturing, all kinds of products can be sold to China such as machinery, production equipment, environmental technology, aircraft parts, oil rigs and raw materials.

“And on the consumer market, IKEA in particular has shown that it is possible to locate both production and sales in China,” Magnus Omstedt concludes. ■

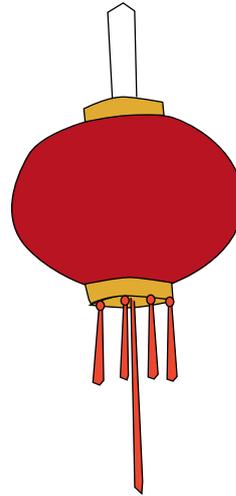
Magnus Omstedt’s Business Tips

- It is essential to speak Chinese.
- Make good domestic contacts and Chinese friends.
- Have patience. Even though the Chinese are efficient, several different solutions may need to be tested.
- Don’t rush. China will still be there tomorrow and it pays to have a well considered plan before going into China.
- Keep an open mind. There are plenty of business opportunities in China but combine this with common sense and reflection.

Top Tips for Doing Business in China



- Have plenty of business cards as it is customary in China to exchange cards. Give and accept cards with both hands.



- Do not underestimate the cultural differences that can create language problems and complicate communication. The often bureaucratic process in China must be taken into account in time planning and so on.

- The right gift (it does not have to be from your native country) to the right person at the right time can open doors. Ideally choose something personal, perhaps something from the town your company is from and, in some situations, something that appears valuable. But definitely not a wall clock because in Chinese the word also means 'death/the end'.



- In China it is an honour for the host to pay the bill. The person who invites the other person to dinner pays the bill. If it is not clear who the host is you can pay in secret, or insist that you pay, otherwise you may never get to pay the whole bill – although that might not be such a bad thing.

- All the myths about, say, problems always cropping up sooner or later, the Chinese being superstitious and brilliant at copying, and about China being bureaucratic and a difficult country in which to do business, are untrue. A great deal has happened in recent years and things are developing at a dizzying pace. However, like any other overseas initiative, China will present a challenge.



- Clothing is often formal, particularly in the beginning, but may become more casual later on. Especially at meals, while drinking tea or on the golf course. It is important to get to know your Chinese counterpart, also during leisure time.



- Personal relations – guanxi – are essential to building trust. Personal relations, clear appreciation and trust are primary factors in building a business relationship. Food and meal-times are a central part of the culture, so a lot of business is done over a meal.

Sources: The Swedish Trade Council, articles by David Stockelberg at www.foretagande.se, Magnus Omstedt at Concico.



LAOS |

Security Upgraded at French Embassy in Laos

Together with its local partner, Kerberos Security Systems (KSS), Gunnebo Singapore won the project to supply the French Embassy in Laos with a bullet-resistant door and window.

The installation – the first of its kind in the area – was completed by KSS in Spring 2010 and helped secure the pedestrian and vehicle checkpoint of the Embassy.

“After initial discussions, it took us half a year to develop the right product to meet the strict security requirements and to receive confirmation and approval from the French Embassy. I am glad that we have a strong partner in the region

to push such projects through and good support from our engineers in Baldenheim to put the proposal together within the tight timeframe,” comments Jeffrey Hermawan, Business Line Manager, Gunnebo Singapore.

“We work hard to convince local and international companies to invest in high-quality certified equipment instead of low-end products,” explains Dom Esteban, CEO of KSS. “Kerberos has already started working on further physical security projects with the Embassy, such as re-designing the consulate building and making the passage of vehicles more secure.”

“This is another milestone after the first successful penetration of Chubb safes products in the area in 2008,” adds

Elsie Tay, Country Manager for Singapore, “And now we are moving forward steadily with other Gunnebo products to expand further.” ■



The upgrade to bullet-resistance is the first of its kind in the area.



ROMANIA |

DIY Giant Fits Customised Sliding Gates

In early 2010, Gunnebo Poland produced a special, extra-tall set of gates for OBI’s DIY superstore in Ploiesti City, Romania.

The cantilevered sliding gates are motor-driven with a clear width of eleven metres. Since OBI required gates much taller than the standard offering, Gunnebo delivered a solution meeting the exact requirements. The final gates measure over four metres in height.

A similar installation is to be made at the OBI in Bucharest later this year. ■

About OBI

- OBI opened its first DIY store in Hamburg in 1970. There are now 335 stores across Germany.
- It is one of the most recognised brands in Germany.
- Expansion into Europe began in 1991 in Italy.
- The DIY giant has now opened stores in 13 European countries, the most recent in Ukraine and Romania.

SINGAPORE |

Unique High-End Deposit Facility Opens

When a leading Singaporean bank created an exclusive new centre for its most important clients, it chose Gunnebo as a preferred supplier.

A bank will commonly offer safe deposit lockers (SDLs) as a service to any customer with an account at its branch, to be ac-

cessed during opening hours only. However, one of Singapore’s top banks has taken a different angle – it targets a niche group by offering a premium safe deposit centre with flexible opening hours.

This unique facility has been fitted with 5000 SDL units by Gunnebo Singapore, as well as vault doors, modular vault pan-

els and vault ventilators, all under the Chubb safes brand.

The new safe deposit centre has been designed with exclusivity in mind and will only be available to the bank’s high-net-worth individuals or ‘Treasure Members’. ■

MALDIVES |

Second Centurion Installed in the Maldives

The State Bank of India has installed a Centurion vault at one of its branches in the Maldives. The installation was successfully carried out by Gunnebo Singapore, and is the second Centurion vault to be fitted by the bank on the islands in just over a year.

Before the vault room was constructed, the customer used to keep its cash in a standard safe. This obviously limited the amount of cash that could be stored and caused a great deal of risk and insecurity. With this new vault, the Maldivian branch benefits from more internal space and can offer a much higher level of security for its customers' deposits. ■



MIDDLE EAST |

High Standards and Flexibility Clinched the Deal

Despite strong competition, Gunnebo, as the only supplier capable of providing tailor-made solutions to the highest security level, has won a €1 million order from a Central Bank in the Gulf region.

The large order, which includes the installation of modular vaults and automated vault doors, was secured by Gunnebo Middle East. The first phase of delivery will begin in December 2010, followed by the second phase in February 2011.

The main vault doors and gates will be fully automated and integrated with an automated vehicle system, forming a monitoring and security system.

"This order is the second big order we have received from the same Central Bank within a year, which demonstrates the client's confidence and trust in Gunnebo," says Jacob Touma, Country Manager Gunnebo Middle East.

The order was awarded in the face of strong competition and after a long period of negotiations.

"This shows clearly that Gunnebo is the leading supplier of certified physical security equipment for the banking and monetary institution sector," adds Touma. ■



MEXICO |

Orders Coming in to New Sales Company

In July, Gunnebo set up a sales company in Mexico, fully operated as a subsidiary of Gunnebo Spain.

The subsidiary has been created in order to satisfy the needs of the Mexican banking sector. More than 40 per cent of the players in this sector are Spanish, for example BBVA-Bancomer and Santander*.

The Mexican banking industry forecasts are optimistic due to its high rate of potential growth, Mexico being below the South American average in the number of bank branches per 100 000 inhabitants.

"Gunnebo's business in Mexico will mainly focus on offering SafeStore Auto (automated safe deposit lockers), special safes, electronic locks and turnstiles to banks with a Spanish background," says Jordi Riart, Business Development Manager at Gunnebo Mexico.

"There is a great need for service companies which will provide professional maintenance," adds Riart. "We are seeing a strong trend in the banking market for outsourcing non-core activities and security equipment maintenance is on top of the list. Other products that are of interest to the sector are time locks (GSL 1000), transfer safes and turnstiles."

In September, Gunnebo Mexico obtained its first order from BBVA-Bancomer, worth over 600 000 euro, to supply maintenance and services for security equipment at 550 branches located in central Mexico.

This order is the first milestone in a strong partnership between Gunnebo and the Mexican banking sector. Jordi Riart is forecasting further orders before year end as well as new security projects starting in 2012. ■

*Source: CNBV's Boletín Banca Multiple at Mexico (2007)

FRANCE |

Partnership Makes New Solutions Available to Customers Worldwide

The partnership with Salto Systems makes it possible for Gunnebo to offer a new range of 'offline' locking equipment integrated into the SMI Server supervision system.

With the launch of the new IDLock range of products from Gunnebo and the new partnership, Gunnebo can now provide a complementary solution for access points which are in need of a simpler system.

"This partnership represents the next logical step in the development of the se-

curity offering within Gunnebo Electronic Security. Our customers are asking for global solutions and integrating Salto Systems' 'offline' equipment is complementing our range of 'online' readers, enabling us to supply clients with global access control systems. This provides our clients with an overall solution which involves using one single card, thus combining flexibility, optimised installation and management costs," says Gilbert Korchia, head of Gunnebo's Business Unit Electronic Security.



"Salto Systems is delighted to be entering into this very promising partnership. Gunnebo's presence on the world stage and the diversity of its security offering, together with the ability to integrate systems designed by other manufacturers, ensure that Gunnebo will remain a major player in the world of security," says Marc Handels, VP Global Marketing of Salto Systems. ■

About the SMI Server

In addition to its 'online' readers (cabled readers), Gunnebo has enhanced the SMI Server system with new 'offline' readers (cable-free equipment). The IDLock offer takes the shape of a new module integrated into the SMI Server supervision system and is made up of electronic cylinders or mortise locks, compatible with current ISO standards and including different technologies (Mifare® Classic, DESFire).

Gunnebo is offering a global approach to access control, with a hybrid solution that combines a cabled system for centralised management in real time, and a cable-free system for autonomous local management with optimum flexibility. This coupled with the power of the SMI Server supervision system offers a single management interface for all users and their access rights, thereby perfectly meeting

the requirements of companies that need to manage multiple access points and large numbers of both permanent and temporary users: companies in the service industry, hospitals, local authorities and university buildings.



THAILAND |

Banking Giant Builds for a Safer Future



As part of the modernisation of its Bangkok branch, Citibank has installed secure storage solutions from Gunnebo.

January 2010. The main challenge was the weight of the vaults, as floor-loading limits meant they had to be installed on top of special reinforced beams. ■

In 2010, Citibank in Bangkok, Thailand, moved out of its outdated premises and relocated its entire operation to another more modern building – the Interchange. This office-cum-retail building has proved far more convenient for Citibank's customers, being situated in the heart of the city in close proximity to a public transport hub.

Gunnebo Singapore completed the installation of two UL-certified vaults and a group of safe deposit lockers (SDLs) at the brand new branch at the end of

About Citibank

- Citibank is the consumer banking arm of financial services leviathan, Citigroup.
- It has retail banking operations in more than 100 countries.
- In Thailand, Citibank employs over 2600 people and serves over one million customers.

! Read more at www.gunnebo.com/vaults





Gunnebo SpeedStiles restrict the number of visitors allowed on the wards at the same time. By managing visitors in this way, waiting times are cut down and the registration process is sped up.

SINGAPORE |

Faster Visitor Registration with SpeedStiles

The installation of SpeedStiles at a Singaporean hospital has accelerated the whole process of visitor registration.

Since late 2009, Gunnebo Singapore has been working with one of the country's top systems integrators on a project to control the flow of visitors to the wards at Tan Tock Seng Hospital (TTSH).

As part of this new system, Gunnebo has installed several SpeedStile FPs in the hospital entrance. On arrival, visitors complete a simple registration process, then use their identity card or driver's licence to pass through the SpeedStile and into the hospital.

The hospital only allows four visitors per patient at any one time, so when a fifth visitor registers, a text message is

automatically sent to the first visitor to let them know that someone else is waiting to come in. Once there is a slot available, the waiting visitor is informed via text.

By managing visitors in this way, the system has not only sped up the registration process, but also cut down waiting times and allowed the hospital to keep the flow of incoming visitors to an acceptable level. ■

TURKEY |

Getting Closer to Turkish Customers

By setting up an agency in Istanbul, Gunnebo is ensuring it has local representation in Turkey to promote the Group's solutions and offer technical support in the region.

"Gunnebo has a very good reputation in Turkey and by getting closer to our customers and potential customers, we will be able to increase our market share and extend our product portfolio here," says Ferit Altinsu, Gunnebo's Area Sales Manager in Turkey and the first point of contact on the Turkish market supported by the Gunnebo Middle East team.

"Turkey is a country offering significant opportunities, within the large and growing domestic market with a population of more than 70 million people, and also in terms of the mature and dynamic private sector. On top of that, Turkey has a leading

commercial and political role in the Middle East region, which is important for us," says Jacob Touma, Country Manager Gunnebo Middle East. ■



Global Security Provider Established in China



In April 2010, Gunnebo opened an office in Shanghai, China to get closer to Chinese customers and take an active part in the development of security solutions on the booming Chinese market, primarily within the fields of mass transit and retail banking.

“Gunnebo has done business in China prior to the opening of this office and already has a solid base of customers and

suppliers,” says Gunnebo President and CEO Per Borgvall.

“Now, with our own company in place, we are able to bring together all activities under the Gunnebo brand.”

Gunnebo China will focus on purchasing, production and sales. The purchasing function is working for the entire Group, thus helping to strengthen Gunnebo’s global competitiveness.

“The new Chinese sales organisation will strengthen existing customer relationships and will also help develop our

business. China is a very interesting market for us, and our product range in Business Areas Bank Security & Cash Handling and Entrance Control have great potential to develop alongside investments in infrastructure and retail banking,” says Per Borgvall. ■

Major Gunnebo Business in China

2005

- Awarded order to supply over 3000 bi-parting flap-gates to Beijing metro lines 1, 2, 5 and 10. During 2009 and 2010 also to equip the Fangshan, Yishuang, Changping and Daxing line with similar solutions.
- Order from Agricultural Bank Beijing to supply Optema 180 Main Vault Door, Emergency Door and Grille Gate*.
- Order from Industrial Bank of China for 1500 Rosengrens 2000C electronic safe deposit locker (SDL) boxes*.
- Awarded a two year contract by Peoples Bank of China to supply Fichet-Bauche Optema Vault Door, Emergency Door and Grille Gate*.

2006

- Awarded order by Beijing Bank for 3000 Rosengrens 2000C electronic SDL boxes*.

2007

- Awarded order by Bank of Communications for the first SafeStore Auto in China: a SafeStore Auto Maxi with a modular vault room and a vault door*.

2008

- Awarded order to supply more than 700 bi-parting flap-gates to Nanjing metro lines 1 (south extension) and 2.

2009

- Awarded order to supply more than 700 bi-parting flap-gates to Guangzoh metro lines 3 and 8.
- Awarded order to supply more than 1500 bi-parting flap-gate kits to Shanghai metro lines 1, 2, 7 and 10.
- Awarded a three-year contract for the third time by People’s Bank of China to supply Fichet-Bauche Optema Vault Doors, Emergency Door and Grille Gate*.

2010

- Awarded order to supply more than 1000 bi-parting flap-gate kits to Shenzhen metro lines 2 and 5.

Over the years, Gunnebo has also been the appointed supplier for the physical security products of several foreign banks such as Citibank, Hong Kong & Shanghai Bank,

Chartered Bank, Development Bank of Singapore Group, Société Generale and Overseas Chinese Bank Corporation in China.

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* Projects awarded in cooperation with Gunnebo’s distributor Beijing Fergoal