Global

A CUSTOMER MAGAZINE FROM THE GUNNEBO SECURITY GROUP #2 2014

Feature

“AT YOUR SERVICE!”
Meet security experts from around the globe

Gunnebo’s World
Poster inside to pull out and keep
Secure Museum in China’s Tallest Building

Gunnebo was the first private museum to be established in China and contains over 1,000 pieces of art, mainly from the late Ming and Qing dynasties. It is located in the Shanghai Tower, currently the tallest building in China at 632 meters in height and a new landmark in the city.

**TEXT / Judy Tang**

The Gunnebo Security Group has received an order worth over €2 million to deliver 16,888 safe deposit lockers and 15 vault doors to Guanfu Museum in Shanghai, China.

“This order is a milestone for Gunnebo on the Chinese safes and vaults market. Gunnebo has been recognised by a high-end customer and is entering into a completely new market segment,” says Per Borgvall, Gunnebo’s President and CEO. The Guanfu Museum intends to rent the safe deposit lockers to their members for the storage of valuable artwork. “This is the first time we are delivering safe deposit lockers produced in China under the Chubbsafes brand,” adds Per Borgvall.

“Guanfu Museum has been successfully running for over 17 years. The museum contains over one thousand extraordinary pieces of art, mainly from the late Ming and Qing dynasties, including pieces donated by its founder Ma Weidu, a well-known antiques collector. The name of the museum – "guanfu" – literally means "watch it again and again."
**A Monumental Challenge in Brazil**

**Thousands of installations across a gigantic country**

Brasil Pharma wanted 6,656 sets of electronic article surveillance antennas and CCTV cameras delivered and installed in 119 cities in eight months. Such a large project in such a short time seemed to be impossible.

“We’ll have to prove our efficiency and service capacity. That was the first thought I had when I received the description of the Brasil Pharma project,” says Hector Becerra, Director of Engineering for Gunnebo Brazil.

Brasil Pharma is the largest Brazilian drugstore network in terms of branch numbers and operates with its own outlets under the brands Big Ben, Drogaaria Rosário, Sant’ana and Mais Econômica, as well as under the franchise brand, Farmais.

In July 2013, Gunnebo and Brasil Pharma concluded negotiations for a project to deliver electronic article surveillance (EAS) systems and CCTV monitoring for Brasil Pharma’s network of 6656 stores. This included payment through financial institutions, monthly monitoring for Brasil Pharma’s network of over 200,000 ATMs.

Pharma project,” says Hector Becerra, Director of Engineering for Gunnebo Brazil.

“Trials, software customisations and visiting our suppliers has been seen elsewhere on markets like France, Spain, Belgium, Italy and Portugal. The goal is to reproduce the same success that has been seen elsewhere on markets like France, Spain, Belgium, Italy and Portugal.

The Brazilian Security Market Expected to See Continued Growth

As a security company, Gunnebo sells in the medium and long term probably enjoy growth in the Brazilian market for several reasons:

- **Long term growth**: The Brazilian security market is expected to grow significantly in the medium to long term.
- **Economic growth**: The Brazilian economy is expected to grow steadily, which should drive demand for security products and services.
- **Regulatory changes**: There are changes in the regulatory environment that are expected to benefit the security industry.
- **Population growth**: The Brazilian population is expected to continue to grow, which could increase demand for security solutions in areas such as retail and healthcare.

Gunnebo’s strengths lie in its nationwide technical support coverage and the scalability of its product range. “A huge effort has been made during the last twelve months to be more and more competitive and develop local solutions,” says Rubens Bulgarelli, Country Manager of Gunnebo Brazil.

Retail is a big target in terms of the potential for sales companies to get a better understanding of our capabilities in areas like CIT companies, where Gunnebo is taking a major step forward in building strong relationships worldwide with several of key companies, like Prosegur, Brinks and Loomis.

“Tests, software customisations and visiting our sales companies to get a better understanding of our capabilities in areas like CIT companies are going to choose Gunnebo,” adds Rubens.

With Gunnebo already growing on the Brazilian cash handling market, the next step will be electronic security. The goal is to reproduce the same success that has been seen elsewhere on markets like France, Spain, Belgium, Italy and Portugal.

**TexTO i Fernanda Vasconcelos**

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Text: Fernanda Vasconcelos

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Poker machines account for a huge part of the revenue stream for gambling interests in Australia. Of all the gambling profits made, over 60% come from poker machines revenue. These gaming machines use video displays to project games with five reels, in most cases. Gaming machines revenues in Australia generate over $10 billion (2013) per year. Currently, the processes for cash management and reconciliation are time-consuming, increase the risk of cash discrepancies and don’t provide real-time monitoring.

John Rohan, Cash Handling Sales Manager at Gunnebo Australia, has extensive previous experience working in the gaming industry and understands the cash-handling needs of gaming venues. “Traditionally cash handling in gaming venues across Australia is a manual process. On any given shift many staff are required to physically count and reconcile their tills and cash on site. This process is undertaken several times per shift by a number of different staff. About gaming venues would benefit from an integrated cash handling technology solution,” he comments.

Gunnebo Australia has identified that the SafeCash Retail Station is a logical step for any gaming venue “down under” in Australia. “The opportunity in Australia, particularly across the Eastern seaboard, is extensive. We have a solution that can be tailored to each gaming venue to satisfy their specific needs. Our team have the ability to tap into this market and provide a true cash management solution. Added benefits include less back office administration, real-time monitoring of cash levels, complete transaction transparency – no cash discrepancies and back office POS matching.

Once we knew the product would exceed Kedron-Wavell’s requirements our focus shifted to the after sales support,” says Greg. Gunnebo had to ensure the best product was coupled with high-class training and support to ensure minimal on site interruption.

“In the new system went live in May 2014. “we developed a programme whereby we engaged the customer and ensured all staff at all levels were fully trained and understood the new cash handling system.” The new system went live in May 2014. Since the installation and full commissioning, Kedron-Wavell has not looked back. All staff have been trained and Gunnebo Australia has been on site whenever required to iron out any teething problems. “Gunnebo has exceeded our expectations for the device,” says Trudi Towers, Finance Manager at Kedron-Wavell. “They have also exceeded our expectations for support and have proven their commitment to the gaming sector with their attitude and assistance.”

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#### The Future of Australian Gaming in Safe Hands

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Gunnebo offers full turn-key solutions starting with design consultation, business process assessment, customisation, delivery, installation, commissioning and training. The sales team are backed up by extensive specialist knowledge from dedicated and experienced technical staff who lead the way in customer installation and training.

“Expanding into the gaming industry is a major opportunity. Our commitment to successful partnering with customers will ensure the best possible solution for their current and future needs,” concludes John.
Failure Not an Option

The core value of Gunnebo South Africa’s service department is to make a positive and a meaningful difference in the business outcomes of its clients by avoiding any operational failure through reliable, efficient service, maintenance plans and agreements.

TEXT | Kim Hawkins

Not only does this core value apply to the local South African market but also to the rest of Sub-Saharan Africa through an extensive network of partners and contractors with the local knowledge and expertise needed to ensure that the client’s product never fails them.

Gunnebo believes in selling the solution, and not just the product, and that is why the company works with its clients at every stage of the project process, from needs analysis and production to implementation and service. Gunnebo South Africa ensures that on completion of any installation programme, functional reliability checks are completed to ensure the equipment is safe.

Training of on-site operational staff is critical and is provided by experienced staff to ensure the day-to-day operation of the client’s equipment, whilst service and maintenance plans ensure the longevity and operational success of Gunnebo products.

Services extend across all industries, such as mining, where service level agreements are introduced for their heat-resistant vaults. Due to the highly corrosive environments, the vault locks and boltwork are serviced annually to avoid operational failures and ensure that the doors can always be opened.

Another example of Gunnebo South Africa’s commitment to working with its clients, and improving the reliable and efficient operation of products, is the recent introduction of the PNB service PORTal system. This system allows service teams to respond to call-outs in real time and dispatch technicians within 24 hours. The system also allows the service team to keep tight control of service level agreements with banks where speed of service is critical.

Big Role in Chinese Mass Transit Sector

China is one of the biggest markets in the world. And Gunnebo takes an active part in the development of security solutions on this booming market, primarily within the fields of mass transit and retail banking.

TEXT | Judy Tang

On July 18, 2014, the world’s five largest developing countries picked Shanghai as the headquarters for the new $100 billion BRICS’s Development Bank. It will help reinforce China’s central role in the group of five nations known as BRICS (Brazil, Russia, India, China and South Africa).

“There is no doubt that China is one of the biggest markets in the world,” says Chris Dai, Country Manager of Gunnebo China. “And, of course, China is one of the world’s largest security markets.”

The Chinese government has been investing in a large number of infrastructure projects and public security programs, and urbanisation is increasing, making airports and mass transit networks in particular the focus for large-scale installations of security equipment, such as entrance security.

In 2010 Gunnebo China was set up 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.

“Over the past 15 years, Gunnebo has supplied over 20,000 ticket gates to the Chinese mass transit network in over 20 cities such as Beijing, Shanghai, Guangzhou and Hong Kong,” says Chris Dai. “I am very proud that Gunnebo has been playing such an important role in the growth of the Chinese mass transit sector.”

Expanded Business Approach in China

From 2010–2014, Gunnebo China has chosen to focus on entrance security for high-risk sites — such as power plants and the rapidly expanding mass transit and airport sectors — as well as safety and vaults for banks and the professional key account market.

Now, in its fourth year, Gunnebo China has already established offices in Shanghai and Hong Kong with sales teams in Beijing for bank, airport and rail, and in Wuhan City for metro. The company also plans to extend its metro business by deploying a new sales team in Shenzhen city in the south of China.

Gunnebo China Maps Future Business Development

Over the coming years, Chinese authorities will continue to meet heavily in infrastructure and here Gunnebo China has continued to focus on entrance security by reinforcing its market position as the largest supplier of solutions in the turnstiles market.

“For entrance security, petrol stations, prisons, high-speed trains and airports will be the growth opportunities as Gunnebo has a high market share for nuclear and metro in China,” says Chris Dai, Country Manager of Gunnebo China.

Other growth opportunities are within the market for safes and vaults, where Gunnebo will continue to expand its network of Chinese Channel Partners in order to reach out to the bank sector and other markets such as museums, jewelry workshops and office data centres. Furthermore, a greater variety of products and solutions, such as electronic locks and cash handling solutions, will be introduced to customers covering basic to high-level security protection.

Students Given Valuable Experience for Careers Ahead

Young people need experience to equip them for their future working lives. In cooperation with the South African Government and a training board, Gunnebo South Africa has addressed this issue by taking on industrial engineering students from universities. The learning programme has created a win-win-learning process: The students learn about current methodologies and in turn introduce fresh ways of thinking to an industry that has been in existence for a good many years.

The programme aims to develop previously disadvantaged communities and was extended to include disabled students. Graduates are faced with high rate of unemployment. This opportunity offered by Gunnebo South Africa will make it easier for them to enter the workplace once qualified.

“Mnikosi Mphogela talks about her time at Gunnebo as a finance intern. “You must treat every task you are entrusted with due diligence, no matter how small it may seem. The working environment taught me to respect the people around me and the jobs they do.”

Gunnebo China

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Gunnebo has a heritage stretching back 250 years. From its humble roots in Sweden, the company has grown to become a global group covering every continent.

This special edition poster gathers together some of the highlights from Gunnebo’s history spanning the creation of innovational fire-resistant safes in the 1800s to the piloting of biometric entrance control at Heathrow Airport in the 21st century.

Where it all began
Back in 1764, a small forge was opened in the Swedish village of Gunnebo, which is where the company gets its name. Today Gunnebo is home to just under 1,000 people and belongs to the same part of Sweden which gave birth to IKEA.
Key Dates

1764
A hammer forge opens in the village of Gunnebo in south-east Sweden.

1820s
Alexandre Fichet opens a locksmiths in Paris and registers his first patent for a safety lock.

1835
Charles Chubb takes out a patent for a burglary-resistant safe in the UK.

1864
Auguste-Nicolas Bauche begins to produce fire-resistant safes near Reims in France.

1932
Famous safe manufacturer, Steelage, is founded in India.

1967
The Fichet and Bauche companies merge. Hamilton Safe is founded in the USA.

1995
Gunnebo becomes listed on the Swedish stock exchange with a new focus on delivering security solutions around the globe.

1999
Renowned safe and vault manufacturer, Fichet-Bauche, becomes part of the Gunnebo family.

2000
The Chubbsafes, Steelage and Minimax brands become part of Gunnebo’s global portfolio.

2001
Gunnebo invents SafePay, the first completely closed cash handling solution for retailers.

2001
Gunnebo carries out the first biometric identification tests at Heathrow airport in 2001. The busiest day ever at Heathrow saw almost a quarter of a million passengers pass through the airport.

390
Versailles' famous Hall of Mirrors used to be transformed into a corridor of light by Louis XIV using an incredible 20,000 candles.

2010
A Fichet-Bauche safe was opened in Bogota in 2010 after having remained closed for exactly 100 years. The opening commemorated 200 years of Colombian independence. A new safe was donated by Gunnebo and is due to be opened in 2110!

2012
Gunnebo China was established in 2010 with its headquarters in Shanghai. Gunnebo Malaysia started business in 2012 followed by the opening of a sales company in South Korea and representative offices in Thailand and Myanmar.

2012
To tackle overcrowding in the late 1990s, the Dutch government opened floating prison ships. Gunnebo supplied security doors to five of these.


Driving the Cash Handling Evolution in Indonesia

Taxi drivers working for Express Group can now deposit their cash safely and efficiently using Gunnebo’s cash handling solution, IntelliSafe.

Text: Andrea Aileen

Express Group has grown into one of the largest taxi operators in Indonesia, providing taxi services and added transportation business services. It has its base in the Greater Jakarta area and has expanded to serve other major cities including Medan, Surabaya, Padang, Semarang, Bandung, Bali and Lombok, with more than 10,000 licensed taxi fleets fully supported by more than 24,000 qualified drivers.

After introducing Gunnebo’s cash handling offering onto the market last year, Gunnebo Indonesia has received its first ever cash handling order from Express Group for 50 IntelliSafe units at 25 express taxi pools in Jakarta, Depok, Tangerang and Bekasi.

Efficient cash administration

IntelliSafe has made cash handling administration much more efficient for the company Express Group, since taxi drivers use the machines to deposit their cash which is then automatically verified and registered.

“Express Group always implements the latest technology to improve our performance and efficiency of work,” says Daniel Podiman, CEO. “One of our goals is to improve the security and accuracy of our cash counting process.”

Under the previous, more conventional method, the cashier had to take more than two hours to process all the deposits. Now with IntelliSafe, they can save between 30-60 minutes,” explains Hindu Kurniawan, Country Manager of Gunnebo Indonesia.

Cashiers save up to one hour

Every day there are about 200 drivers who need to deposit cash at the same time. The pick-up schedules from Express Group’s GT partners will be more controlled as well since they will only make collections when necessary instead of at regular, planned intervals.

“Under the previous, more conventional method, the cashier had to take more than two hours to process all the deposits. Now with IntelliSafe, they can save between 30-60 minutes,” explains Hindu Kurniawan, Country Manager of Gunnebo Indonesia.

“Ours is to improve the first user of IntelliSafe in Indonesia, and we hope through this cash handling solution, to improve the efficiency and accuracy of our cash counting process.”

Cash Handling Solutions for the Future

The cash handling market in Indonesia is currently developing and is an area where Gunnebo has been making a mark in recent years.

“A large amount of cash is in circulation in our country and thus requires a solution that can ensure efficiency and security in each financial transaction,” explains Hindu Kurniawan, Country Manager of Gunnebo Indonesia.

“Our cooperation with companies like Express Group is expected to strengthen Gunnebo Indonesia’s position as a leading provider of reliable security solutions,” he adds.

CHANNEL PARTNERS IN UK

Two tend to be stronger than one. That’s why Gunnebo UK is building a cooperation with selected Channel Partners to increase sales in the Secure Storage segment.

“We’re supporting Channel Partners with our knowledge and resources to give them an incentive to invest in our products, and we hope that our concerted efforts will create growth,” says Darran Bailey, Manager Secure Storage at Gunnebo UK.

Text: Mats Ekedahl

Channel Partners working with Gunnebo are non-internet sellers. The criteria for choosing them is based on different variables, such as trading history, how well established they are on the market, and geographical location. They also need a business front, including shops where products can be displayed and customers can be met.

“We also must be sure that our chosen Channel Partners have a good knowledge of the products, mostly safes and their features. It’s not just selling them that’s important because customers need to get correct information and good arguments for buying,” says Darran Bailey.

Two-way experience

He says that setting up the Channel Partners Scheme, which was launched in spring 2014, is a two-way experience. Gunnebo UK has defined various business and financial requirements for the partners, and the partners in turn receive benefits from the cooperation, such as sales training of personnel, marketing support and purchase rebates.

The Channel Partners are also specially focused on for a period of one year, with the purpose of increasing sales.

Key factors

Enquiries from potential customers to Gunnebo UK centrally can be channelled through to the appropriate Channel Partner in the right area.

“We really have to work together and be transparent to succeed. Brand awareness is another key factor,” says Darran Bailey.

Gunnebo UK’s introduction to Channel Partner Scheme was through a workshop held in London by Nicholas Roberts who has helped start Gunnebo Channel Partner Schemes Worldwide.

Some common benefits for all categories:

- For sales above annual target, opportunity to achieve increased purchase rebate.
- Access to product guides, sales brochures & POS material via partner portal.
- Listed on Gunnebo UK website: use of Gunnebo, Channel Partner, Chubb Safes, Rosengrens and Churchill logos.

Platinum, Gold, Silver

There are slight differences between the categories, but two common requirements are:

- Must be able to achieving annual sales targets and with support from Gunnebo provide opportunities for future growth.
- Responsible for promoting current Chubb Safes branded products by relevant marketing material. Must adhere to the brand guidelines.
- Must be able to achieve annual sales targets.
- To have commercial premises that showcase Gunnebo products.

Three categories: Platinum, Gold, Silver

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- To have commercial premises that showcase Gunnebo products.

COOPERATION: Gunnebo Channel Sales Manager Steve Gibson welcoming CHW Director Natalie Wood as a Gold member to the UK Channel Partner Scheme. The majority of Channel Partners have increased their monthly sales since collaboration began – Channel Partners become more competitive, and also more engaged in the Gunnebo products.

Three categories:

- Platinum
- Gold
- Silver

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Large Benefits from Training Channel Partners

Roger Staubach, former US Super Bowl MVP said: “There are no traffic jams along the extra mile.” 

Hamilton Safe has made it their focus to find opportunities to venture along this “traffic-lite” road.

**Text**: Likeisha Smith

Joe Juska, supervisor of the Gunnebo call center, has the company’s best interest at heart. He is a model employee. “Joe Juska was awarded the first Innovation Award at Hamilton Safe for his efforts as well as high praise for not being afraid to explore. The hope is that more will accept John Haining’s challenge to bring about innovations that will improve the business of Gunnebo.”

**Well received benefits**

Technical training sessions were set up for four three-day sessions in July, August, October, and December with subject matter experts, Cliff Thompson and Bob Moronic, leading the classes. Technicians attending these classes in the Amelia, Ohio location would receive hands-on, real-world experiences and reference tools on various Hamilton Safe products.

Equipment was set up throughout the training room, each with an issue for techs to troubleshoot and resolve. The benefits of this lay-out were well received.

Confidently troubleshooting

Tim Enres of HSPCo who attended the first training class said: “I learned a lot better with hands-on. It was nice to figure out the problem and get the equipment up and running. I was able to use what I learned immediately after,” he says.

With field service technicians taking this class, they are able to confidently troubleshoot, resolve, and work with the customers creating a lasting, positive, experience.

**Cooperation**: Becky Smith, supervisor of the Gunnebo call center, assists Ashley Smith.

Joe Juska was awarded the first Innovation Award at Hamilton Safe for his efforts as well as high praise for not being afraid to explore. The hope is that more will accept John Haining’s challenge to bring about innovations that will improve the business of Gunnebo.

**Smart Innovation Pays off for Joe Juska and Product Quality**

John Haining, Head of Gunnebo North America issued a challenge: “Create and explore opportunities to enhance the way we do business.”

Whether it improved customer service, productivity, job efficiency, safety, or offer legit savings – John Haining encouraged associates to think outside the box.

The former US Airforce, aircraft mechanic was looking for a way to simplify his work load - after three hours of slinging a huge sledgehammer; you look for a way to save your back,” says Joe Juska when asked about his mindset when developing the hydraulic tool. Using this tool, Joe Juska has been able to improve job efficiency by cutting time to build jobs in half, improve safety by reducing potential injuries, and product quality as using this tool offers a smoother, more seamless fit while eliminating the need to rework from product damage caused by sledgehammer usage.

Shane Borke, plant manager of the Batavia location, expressed his approval of Joe Juska’s innovation. “Joe always thinks outside the box. His ability to retrofit a tow bar into something that improves the quality of our product is impressive. Joe always looks for a way to improve and has the company’s best interest at heart. He is a model employee.”

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**Training Technicians**: Gunnebo’s Cliff Thompson (far left) is guiding the kneeling Clint Minkus of Redhawk Fire & Security, and David King of Premier Security through simulated field scenarios with Hamilton’s HS-45 and Teller Unit.
The Market’s Most Advanced Interlocking Door

EasySas boasts state-of-the-art electronics which enhances security performance and simplifies both the on-site implementation and maintenance of the interlocking door. It also allows for many options in terms of configuration, from basic door management to the integration of the most advanced detection systems such as biometrics or metal detection. The technical enhancements have been developed in accordance with the latest integration requirements on the market, which makes EasySas a flexible solution ready to be interconnected with electronic security systems such as Securwave or SMi Server.

New Generation Antennas

Gateway has released its next generation of high-quality AM systems called StoreProtect AM. The StoreProtect AM system has many technical improvements such as wider entrance coverage, better tag detection range, remote service configuration via Internet, improved noise handling and added configuration options.

Sustainable Security Doors Impact Energy Savings

Reducing energy usage in buildings is a major challenge for many companies and here security doors can play a major role in ensuring that energy consumption is kept to a minimum.

New ChubbSafes Range Launched

The new ChubbSafes Elements range has been unveiled at a product launch event in Kuala Lumpur. The new products have been introduced to the Asia-Pacific and Africa markets to profit from the growing demand for small safes. Cunneen’s own research has shown that lower level home safes are gaining in popularity in the region and that the hospitality industry is crying out for upgraded hotel safes. As a result, the existing ChubbSafes Elements range has been complemented by three new lines – Topaz, Jade and Opal.

InviKtus – for Superior Strength

High-risk companies in the banking and retail sectors need maximum protection to secure their valuable and confidential documents. Certification of safes according to the international regulations and security standards is of an important guarantee. As many safes simply focus on burglary and the resistance, the new InviKtus safes offer the very best in triple-certified protection against burglary, fire and explosions. Solid under the Fichet-Bauche brand, InviKtus is available in grade VI-1, with six varying per grade and capacity ranging from 140 to 1230 litres.

Using the latest technology, the InviKtus safes are built using high-protection barrier materials, special nonflammable, and intelligent biohazard construction. This provides high levels of security to restrict the most stringent attacks whilst keeping the total weight of the safes to a minimum. Certified EN 1143-1 by the European Certification Board of Security (ECBS) and awarded the A2P label by the French Centre National de Prévention des Vols et de Protection (CNPV) in burglary and fire, InviKtus offers a wide range of mechanical and electronic lock combinations that are all A2P/EN 1300 certified. InviKtus is available in a stylish dark blue colour with an artistic design and silver handles. Two integrated handles – one opening, one pull – help users to open and to close the safe door with ease.

Control over Your Payment Process

QuickPOS is the latest track point-of-sale integration solution for SafePay. Cunneen’s closed cash handling solution. It will reduce cost and time for development as only five commands for payment transactions are required to integrate with the point of sale (POS) and the rest are managed from QuickPOS. In addition it will be easier to configure dual POS environments due to simultaneous POS management with the same SafePay.

The integration of POS with SafePay will deliver complete control over the payment process and system management at the checkout. The main features of QuickPOS include integrated log-in and log-out, transaction management (payment deposit and change delivery), system alerts management (levels of moves, status, levels of movement, completion status, and system management (open cover, deposit cassette, fill and drain notes and coins).
NCR Honours Gunnebo with Supplier Award

NCR is universally acknowledged as the global leader in banking self-service solutions with more than 24-innovative years as the global number one manufacturer of ATMs. As a global leader, NCR expects extremely high standards from all of its suppliers, which makes the award all the more significant.

The Jagiellonian Center of Innovation (JCi), part of the Jagiellonian University’s life Science and Technology Park, is charged with taking scientific research and transforming it into commercial projects. “Given the high value of intellectual and material property, we must respect data protection in the context of research,” comments Karol Gorzkiewicz, Key Account Manager at Gunnebo Poland.

“Central banks are demanding customers. Gunnebo’s ability to provide and install a complete security infrastructure was decisive in the CBO’s choice to use Gunnebo as its partner to secure its new data centre,” says Morten Andreasen, SVP Region Europe, Middle East & Africa.

High-Level Security for New Data Centre

Gunnebo has been given the Delivery and Supply Chain Reliability Award by one of its major customers, NCR, for exhibiting outstanding on-time delivery performance and the highest of quality standards.

Making Safety a Priority

Security for Research Data

Innovation Centre Prizes Security for Research Data

United Kingdom

A rescued building now sits on top of a high-tech safe deposit facility after a challenging project in Southall, London. The crumbling Victorian building, owned by Heathrow Safe Deposit, had to be renovated while excavating a basement beneath it for a state-of-the-art safe deposit room.

NCR Honours Gunnebo with Supplier Award

Poland

Making Safety a Priority

HSBC Signs Long-Term Service Contract

Gunnebo's airport solutions to Chinese airports and the BoardSec automated boarding gate.

Top Notch Vault Delivers Style and Substance

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The Gunnebo Security Group is a global supplier of security products, services and solutions with an offering covering cash handling, safes and vaults, entrance security and electronic security for banks, retail, CIT, mass transit, public & commercial buildings and industrial & high-risk sites.

The Group has an annual turnover of €610 million and 5,600 employees in 33 countries across Europe, the Middle East, Africa, Asia-Pacific and the Americas as well as a network of Channel Partners on 100 additional markets.

We make your world safer.

www.gunnebo.com

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