



A partnership built on trust

primion and DB Schenker France



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Building security is a critical issue for logistics company DB Schenker France, both for its customers and for its staff. Thanks to their multi-modal offering that combines road, sea and air transport as well as logistics, DB Schenker is currently carrying up to 180,000 pieces of freight each day.

This significant player in the field of freight haulage resulted from the takeover of the Joyau Company that was established in Vendée in 1924, and has developed strongly to a position where it now covers the whole world.

In order to offer their customers the best possible levels of service, DB Schenker France has to show that the safety and security of their goods is fully guaranteed while they are being transported. This calls not only for continuous vigilance but also for the implementation of reliable Access Control and Security Systems that act as an effective deterrent.

When it comes to managing access to its premises, DB Schenker France has been relying on primion for some 10 years now. This collaboration started with the installation of Alarm and Intrusion Detection Systems. Based on the success of these first steps and because its offering represents an ideal enhancement, primion then equipped the company's buildings with solutions covering Access Control and Integrated Security and Video Surveillance.

Today, primion systems can be found at 55 DB Schenker facilities across France, which represents about half of the company's branches.

The collaboration between the two companies has grown over the years. "primion knows us very well because we have been working together for 10 years," says Alain Cornu, Head of Quality and Security at DB Schenker France. Because of this, primion is able both to understand and to anticipate the expectations of DB Schenker France. This results in time savings and represents a not insignificant customer advantage.

DB Schenker France also values the reliability and the quality of the services that primion provides. "When primion sources material from third-party suppliers, it is always very effective and primion

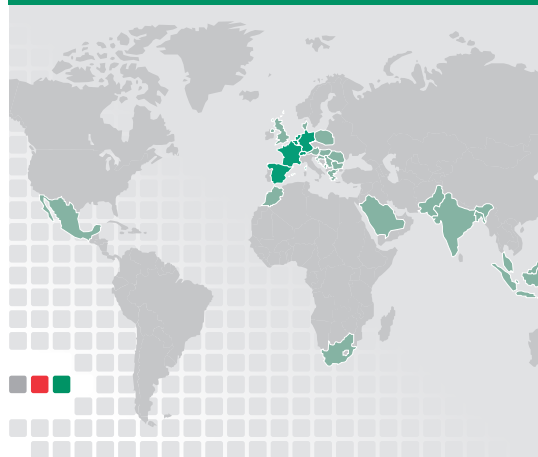
knows and understands perfectly how it works," explains Alain Cornu. This means that primion can respond to its customer's questions, can hold training courses and can carry out the configuration and maintenance of the installed solutions. A complete service package that is synonymous with trust and efficiency.

Making time for their customers, explaining how complex systems work, delivering high-quality material and offering meticulous and fast service are benefits that DB Schenker France has come to appreciate. The company also appreciates the good relationship that has built up over the years. "We have a very close and trusting relationship with primion and we speak the same language. They understand our requirements and can advise us based on our own best interests," adds Alain Cornu. This good relationship and the fact that over time, a real climate of trust has developed between the two companies, are important issues for DB Schenker France.

These are very reassuring conditions for the company to work in because the security of their premises is not something that DB Schenker France can leave to chance. When the company sets up a new location, it has to work. Quickly. Simply. Without any time loss for the teams. And primion delivers this security. For Alain Cornu, working with primion is truly a collaboration between partners. In conclusion, he says simply: "primion really looks after its customers and if you call them, you know exactly what you are going to get."

DB Schenker France in numbers

- › Year of foundation: 1924 (Joyau Company)
- › Multi-modal portfolio of activities: Road, sea and air transport as well as logistics
- › 100 branches in France
- › Workforce: 6,000 in France / 94,000 globally



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