

# INLAND TRANSPORTATION SECURITY

## PUBLIC-PRIVATE PARTNERSHIP



# COTECNA PRESENTATION

A Swiss Company with an International Presence



Years of Experience



Governmental Contracts



Offices Worldwide



Combining Risk  
Management and Scanners



Scanner Private  
Operator



Millions CHF in  
Technological  
Investments

# INTRODUCTION

In order to secure Inland Transportation there are three needed main resources

## Technologies



## Finance



## Operations



Private-Public Partnership can leverage projects efficiency and effectiveness

# TECHNOLOGY DEVELOPMENT



Security Solutions are based on state of the art Technologies



And Many more :

- X-Ray Scanners
- GPS Tracking
- ICT
- Access Control
- CCTV
- RFID
- Trace detectors
- GSM
- VSAT
- Weight Monitoring

...

**It is a real challenge for Public Sector to make the right choice at the right price at the right time**





# FINANCING

With important constraint on Public Debt, it is more and more difficult to finance all Public projects only based on Government Budgets

Security Projects are especially well adapted to PPP scheme enabling Government to focus investment potential on social projects.



Through PPP partnership, the Private Sector is able to support the initial investment

No Financial Risks



Transparency

# OPERATIONS

Public Officers are therefore enabled to focus on their core high value tasks

Private Partner can focus on ensuring system performance and availability increasing performance efficiency

PPP Scheme preserves Governmental sovereignty

- On time project delivery
- Proven Experience
  - Capacity Building
  - Service Level Agreement

# EL SALVADOR USE CASE

## Program Description

100% scanning solution provided and financed by Cotecna through the supply, set up, operation and maintenance of a comprehensive non-intrusive system at the different land borders, seaports and airport for Customs and Security purposes.

## Key Figures

100 employees  
8 sites operated 24/7 with:  
5 Mobile Scanners 4 MeV  
1 Portal Scanner 6 MeV  
2 Car Scanners 4 MeV  
4 Pallet Scanners 300 KeV  
7 Trace Detectors  
4 Weighbridges  
OCR & CCTV  
1 Data Control Center

Full project implemented in 239 days

