# **INLAND TRANSPORTATION SECURITY**

## **PUBLIC-PRIVATE PARTNERSHIP**



## **COTECNA PRESENTATION**

A Swiss Company with an International Presence













## 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

# TECHNOLOGY DEVELOPMENT

Private Partners can support Public Entities to meet these challenges













## **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



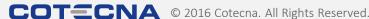
## **OPERATIONS**

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 nonintrusive 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





