

» customer case



Reliable solutions support Loomis* strong growth

The cash centre operations of Loomis Norge AS have displayed impressive organic growth over the past 10 years with the right solutions and support from SCAN COIN. A close partnership has developed in which SCAN COIN provides cash processing hardware and software tailored to fulfil the expansion objectives of Loomis Norge AS.

About Loomis Norge AS

Loomis Norge AS, part of the international Securitas AB Group, has been providing a range of security services for over 75 years and employs 4,300 people. The subsidiary, Loomis Norge AS, has become one of Norway's leading cash centre operators, with seven centres located throughout the country.

The challenge

Back in 1997 Loomis Norge AS set a goal to achieve long-term expansion of its cash centre operations from a low base through organic growth. To realise this aim, the company needed to attract new customers by offering a more competitive package than its rivals in terms of high-capacity cash processing with superior operational reliability.

*Former Securitas

 **SCAN COIN**

"We started our cash centre expansion in 1997 from almost nothing. Today our division employs more than 200 people and runs 12 SC Active 4000 machines."

Rune Algrøy,
Division Manager,
Loomis Norge AS"

A good partnership forms basis for successful expansion

Loomis Norge AS and SCAN COIN have worked together for over 10 years and established a proven and reliable hardware and software system for cash processing that can be efficiently applied to new centres or to add capacity at existing facilities.



» the journey

Ten years ago Loomis Norge AS wanted to start growing its relatively new cash centre operations. "We started our cash centre expansion in 1997 from almost nothing. We bought a three-year-old, second-hand high-speed SC Active 4000 coin sorter and this machine is still used in production. Today our division employs more than 200 people and runs 12 SC Active 4000 machines," states Rune Algrøy, Division Manager, Loomis Norge AS.

Developing partnership

Since the first SC Active 4000, the partnership between Loomis Norge AS and SCAN COIN has developed with a steady flow of new product installations. By 2000, cash handling operations had grown so much that Loomis wanted to invest in administrative software and

chose SCAN COIN's CMS solution (Cash Management System). The company gained more SCAN COIN solutions in 2006 after successfully bidding to take over cash handling for one of the largest Nordic banks and acquiring the operations of their cash centre.

The SCAN COIN partnership has played a considerable role in the company's expansion. "The CMS solution helped us to win the deal," says Rune.

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Ten years after the partnership with SCAN COIN began, Loomis is now one of the top two cash handling companies in Norway. There are seven Loomis cash centres spread all over Norway, from Stavanger and Kristiansand in the south to Narvik in the north.

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» the result

In recent years Loomis Norge AS has achieved strong organic annual growth of around 20% and has become one of the two leading cash handling companies in Norway. This impressive progress has been supported every step of the way by the SCAN COIN partnership.

The company has established a cost-effective model for cash processing and at current volumes all seven cash centres generate a profit. Loomis applies a five-year depreciation period on processing machinery, but as units like the SC Active 4000 operate for at least twice as long, extra profit will be gained after the depreciation period. The newly installed SC 2790 vacuum machine for packing coin rolls began generating a positive return on investment in less than a year.

Successful partnership

Loomis Norge AS and SCAN COIN have developed a partnership that is geared for growth.

"We have changed a lot during the growth of the business, but one thing that has not changed is our relationship with SCAN COIN," says Rune Algrøy. "We are far more than a customer of SCAN COIN, we are business partners. SCAN COIN is a complete company."

» the solution

The cash centre strategy of Loomis Norge AS is growth with profitability. Profitable expansion demands good employees and reliable machinery to support the business. "The balance between man and machine is very important. Our continued growth over the years proves we have managed this balance very well," says Rune Algrøy.

The high quality and reliability of the first SC Active 4000 coin counter established a successful formula for coin counting and sorting in conjunction with a WR 400 high-speed coin wrapping machine. On the bank note side, the UW 200 counter and sorter became the established solution. SCAN COIN CMS (Cash Management System) software was adopted as the system for controlling logistics and the cash processing flow. Once these key solutions were identified, they were easy to apply at new cash centres or to add at existing facilities as demand rose, providing a proven and dependable integrated platform for growth.

There are now 12 SC Active 4000 machines and 11 UW 200 counters operating at the company's seven cash centres.



The SC Active 4000 high-performance coin sorter is an integral part of Loomis Norge AS's reliable, complete formula for expanding cash processing capacity.

>> quick facts

Customer: Loomis Norge AS, a subsidiary of Securitas AB.

Location(s): Cash centres in Oslo and six other locations around Norway.

Key information: Loomis Norge AS is one of the country's two leading cash centre operators.

The challenge: SCAN COIN has worked with Loomis Norge AS in a partnership for over 10 years to help the company achieve continuous, profitable growth.

The solution: Establishing and supporting cost-effective hardware and software solutions that can provide a reliable processing system for new cash centres or for adding capacity at existing facilities.

The result: Operations are growing by some 20% per year at seven profitable cash centres.

Products:

- SC Active 4000 – high-speed active coin sorter, 5 units installed in Oslo, 12 in total
- SC Active 2200 – medium to high-speed coin sorters
- SC 2790 – vacuum machines for packing coin rolls
- Auxiliary cash handling equipment includes coin wagons, trolleys and coin conveyor systems

The solution also includes Glory products sold, delivered and maintained by SCAN COIN.

- WR 400 – coin wrapping machines
- UW 200 – banknote currency counter and sorter, 5 units in Oslo, 11 in total
- GFR 150 – currency counter and discriminator

Software: CMS – Cash Management System for administration and logistics, 30 user licenses in Oslo and 80 in total.

your complete partner



Banking



Retail



CIT/Cash centres



Public transport



Gaming/Amusement

- SCAN COIN is the partner of choice for the world's leading Cash-In-Transit (CIT) operators.

SCAN COIN's cash centre solutions include a full range of hardware, software and technical consultant services that is second to none.

We deliver complete partnership solutions for counting, sorting and packaging of coins and notes, and also expertise in the integration of all aspects of cash centre operations, every step of the way.

The versatility, speed and high performance of our solutions draw on the experience from other industries with very specific demands, such as banking, public transport, retail and gaming/amusement, that daily provide us with key insights for tomorrow's technology.

Founded in 1966, SCAN COIN is one of today's leading suppliers of cash processing equipment, system solutions and services. Our worldwide customer base is served through a network of SCAN COIN companies and distribution partners covering some 120 countries. SCAN COIN develops, manufactures and markets equipment and integrated solutions for handling banknotes and coins, and has become a world leader in the automatic cash processing market.

SCAN COIN

SCAN COIN AB, Jägershillgatan 26, SE-213 75 Malmö, Sweden
Phone int. +46 40 600 06 00, Fax +46 40 600 07 00, E-mail: info@scancoin.se, Internet: www.scancoin.com



SCAN COIN COMPANIES

SCAN COIN Svenska AB
SCAN COIN A/S
SCAN COIN A/S
SCAN COIN Ltd.
SCAN COIN Ireland Ltd.
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SCAN COIN Italia s.r.l.
SCAN COIN-Borsu Systema B.V.
SCAN COIN Belgium
France Espèces Groupe SCAN COIN SAS
ServiCash Ltd.

ADDRESS

Gustav III:s boulevard 46, SE-169 73 Solna, Sweden
Rosenholmveien 25, NO-1410 Kolbotn, Norway
Smedeland 6, DK-2600 Glostrup, Denmark
Dutch House, 110 Broadway, Salford Quays, M50 2UW, UK
Bracetown Business Park, Clonee, Co Meath, Ireland
Sylvesterallee 2, DE-225 25 Hamburg, Germany
20145 Ashbrook Place, Suite 110, Ashburn VA 20147-3375, USA
Tomas Bretón, 31-35 Local 7, 08950 Esplugues de Llobregat Barcelona, Spain
Room 1301-2, 13/F, Easey Commercial Building, 253 - 261 Hennessy Road, Wanchai, Hong Kong
Via Vittorio Veneto 8, IT-20091 Bresso (Milano), Italy
Van Weerden Poelmannweg 23, NL-3768 MN Soestduinen, The Netherlands
4, rue de la Presse, BE-1000 Bruxelles, Belgium
10, rue de Temara, B.P. 8266, FR-78108 Saint-Germain-en-Laye Cedex, France
Rua Campos Junior, 7-A, 1070-306 Lisboa, Portugal

PHONE

+46 8 555 282 00
+47 66 81 34 00
+45 43 63 06 44
+44 161 873 0500
+353 1 801 4077
+49 40 547 6130
+1 703 729 8600, 800 336 3311 (Toll free)
+34 902 446 777
+852 2590 6438
+39 02 610 11 47
+31 35 603 98 88
+32 2 223 75 30
+33 1 39 04 05 50
+351 21 760 90 44

E-MAIL

info@swe.scancoin.se
info@scancoin.no
info@scancoin.dk
sales@scancoin.co.uk
sales@scancoin.ie
info@scancoin.de
inquiry@scancoin-usa.com
info@scancoin.es
clam@scancoin.com.hk
info@scancoin.it
info@scbs.nl
infos@france-especes.fr
infos@france-especes.fr
servicash@mail.telepac.pt