

Cargo Scanning Services



COTECNA

Cargo scanning

Trade challenges & scanning services

The trade community continuously faces increasing challenges in the execution of its activities. State-of-the-art Non Invasive Inspection (NII) technologies, combining high-quality equipment with efficient services and provided by an experienced trusted third party can be considered as an appropriate response to trade stakeholders' needs:

- **For Customs authorities**, scanning solutions contribute to speed up the cargo clearance process, better combat fraud and smuggling, enhance security whilst also optimizing resources and revenue collection. In addition, NII can assist in decongesting Customs border posts
- **For port authorities**, the main benefits include port decongestion and a faster turnaround of vessels
- **For national security authorities**, NII technologies greatly improve the level of border protection and help in the fight against terrorism
- **For importers**, scanning helps to reduce clearance time and avoids the inconvenience and risks linked to physical inspection
- **For exporters**, scanning services, in the framework of trade security agreements, contribute to facilitate the export process

Moreover, the use of scanning solutions is fully in line with the requirements of prevailing regulations and guidelines such as the WCO 'SAFE Framework of Standards' to Secure and Facilitate Global Trade or U.S. Regulations.



Mobile scanner in operation

Maintaining the right balance



Cotecna's added value

Leader in scanning

Cotecna was the first inspection company to invest in high-energy cargo scanning technology to provide services to governments and is by far the most experienced and currently the largest private scanner operator worldwide.

Highly qualified

All our scanning projects are designed and managed by highly qualified specialists from the Cotecna Technology Division, who supervise the personnel that are hired and trained locally for the implementation, operation and maintenance of scanning facilities.

Tailor-made offering

As a privately-owned business, we have the flexibility to create tailor-made solutions to meet our clients' specific needs. This also gives us the autonomy to work in long-term partnerships with both customers and suppliers. Our cargo scanning offer is divided into two types of projects designed to best address the needs of our clients:

- **Private-Public-Partnerships (PPP)** turn-key projects not include scanner procurement and commissioning, scanning facility design and development, operation, maintenance, training and capacity building. In a PPP, Cotecna ensures the full financing of all investments
- **Technical assistance & consultancy services**, to support clients who have existing scanning operations or those who plan to implement scanning operations on their own. Our consultancy services can be provided individually or as tailor-made solutions



Radioscopic image
Car hidden in a container

Key facts

- **First private** inspection company to invest in high-energy scanning technology (in 1999)
- **Biggest private** operator in cargo scanning services (source: WCO mandated study - 2008)
- **Most experienced** private operator, with total scanner program investments of over USD 110 million

Customized solutions

Public-Private-Partnership (PPP)

PPP solution benefits



Gantry scanner under construction

Turn-key cargo scanning projects usually take the form of a **BOT** (Build-Operate-Transfer) or a concession contract according to the following stages:

Scanning facility design

- Feasibility study and surveys
- Needs definition
- Scanning site design

Scanner procurement

- Technical specifications
- Invitation to bid process
- Contract negotiation with vendors
- Acceptance tests

Project implementation

- Scanning site development (civil works)
- Infrastructure and equipment procurement
- Definition of operating procedures in conjunction with stakeholders
- Staff hiring and training

Operation & maintenance

- Scanner operation
- Scanner and site maintenance
- Safety aspect management; radiation protection and site security
- Statistics and report delivery

Training and capacity building

- Definition and implementation of a capacity building plan, in compliance with WCO recommendations, to ensure long-term project sustainability
- Regular staff training (workshops and on-the-job)

No upfront investment: Clients' capital costs are spread over several years (other financial schemes are possible).

Flexibility: The client decides on its scope of involvement at each project stage.

Efficiency: Cotecna experts supervise the project and are responsible for the preventative and corrective maintenance of the equipment and site. Cotecna guarantees the uptime-availability of the equipment.

Focus on core business: Cotecna manages all technical aspects, leaving the client free to focus on its core areas of expertise such as documentary checks, image analysis or physical inspection.

Independence: As an impartial service provider, Cotecna proposes the most appropriate solution to fit the client's needs, requirements and/or constraints.

Long term sustainability: Cotecna commits to maintain the scanning facility at its highest level of operability throughout the contract duration.

Capacity building: Unless otherwise stipulated, Cotecna prepares the client to take over full responsibility of the scanning operation at the end of the contract.

Assistance services

Cotecna offers a modular range of technical assistance and advisory services to support authorities who already have scanning facilities or are in the process of purchasing:

Feasibility studies: Data and process analysis, scanning site selection and layout design, needs definition, recommendations on scanner types, financial studies.

Assistance to procurement: Definition of technical specifications and maintenance requirements, vendor proposal assessments, acceptance tests.

Scanner implementation: Implementation process supervision (scanner installation, civil works, etc.), integration within the existing operational processes.

Scanner operation: Drafting of operating procedures, staff selection and training, short to long term assistance by a qualified scanner manager.

Scanner and site maintenance: Assistance for negotiation/assessment of maintenance contracts, contractors' management, reports and statistics.

Training and capacity building: Technical and managerial training programs with classroom sessions and on-the-job training.

Audits: Scanner management, operation and procedures, performance and maintenance. Post-clearance audit image analysis.

Why choose Cotecna?

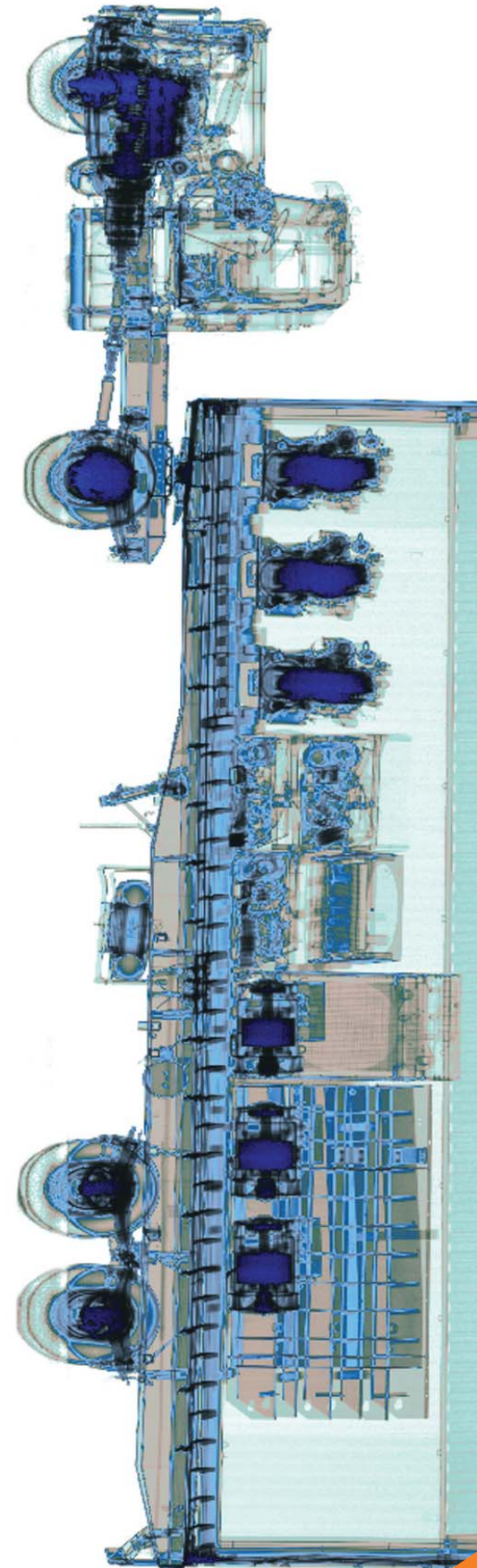
Clients opting for our technical assistance & consultancy services benefit from the following advantages:

Long experience: Cotecna pioneered the implementation, operation and maintenance of cargo scanning technology as a service to governments and has accumulated an incomparable field experience over the last 10 years.

Technical expertise: Having operated approximately 35 scanners over the years, Cotecna has acquired extensive technical and operational expertise in a wide range of domains and technologies.

Impartiality: Cotecna's dedicated team of technical experts work independently from the vendors and other stakeholders, providing unbiased assistance for the sole benefit of the client.

Through its cargo scanning advisory service offering, Cotecna aims to share its unique skills and expertise, making them available to a wider client base.



Radioscopic image
9MeV fixed scanner

Integrated solutions

Trade security

Cotecna has unique trade security expertise and can propose Non-Intrusive Inspection services (with scanners and any other types of inspection technology) specifically oriented to trade security.

These services, ranging from technical assistance to turn-key projects, can be customized to comply with prevailing trade security regulations and guidelines.

Trade facilitation portfolio

Cargo scanning services play a central role in Cotecna's comprehensive trade facilitation portfolio. They can also be purchased in combination with our other technology solutions such as **cargo tracking, transit monitoring, explosives detection or radiation detection**.

A key component of our portfolio is the **Computerized Risk Management Solution (CRMS®)**. This powerful IT-based solution collects and analyses trade transactions to recommend the appropriate level of Customs intervention by taking into consideration the risk of fraud and the availability of human and physical resources. The unique fusion of random and selectivity criteria with a proven econometrical model for risk assessment allows the system to adapt to new fraud practices, to identify and deal with changing risk patterns and to incorporate Customs administrative measures.

By combining CRMS® with scanning services, Customs can concentrate resources on higher risk transactions and more efficiently fight against fraud and terrorism.

Another valuable component is **ValueQuest®**, a comprehensive, modular and customizable solution designed to assist Customs in verifying the accuracy of the declared value of goods. Fully supporting the implementation of the WTO Agreement on Customs valuation, ValueQuest® fosters capacity building in valuation while making a key contribution to risk management.

As part of Cotecna's integrated solutions, all of the above services can be seamlessly combined with our cargo scanning package and thus have a stronger impact on the performance and efficiency of our clients.

References in cargo scanning

Public/Private Partnerships (incl. BOT)

- Ghana (1999-on going)
- Senegal (2001-on going)
- Dominican Republic (2003-2005)
- Togo (2004-on going)
- Tanzania (2004-on going)
- Nigeria (2006-on going)
- Equatorial Guinea (2007-on going)
- Congo Brazzaville (2007-2009)

Technical assistance & consultancy

- Kenya (2003-2005)
- Mauritius (2006-2007)
- Yemen (2006-2008)
- Peru (2007-on going)
- Indonesia (2003)
- Colombia (2003)
- Montenegro (2008)
- Armenia (2009)
- Burkina Faso (2008)

About Us

Cotecna is the worldwide leader in government inspection services, a pioneer and recognized authority in risk management programmes using scanning technologies.

Founded in Switzerland in 1974, as a privately owned company, Cotecna was first established to meet the demand for professional inspection services in the Middle East. Our entrepreneurial spirit and excellent understanding of emerging economies have enabled us to become a leading supplier of trade security and facilitation services with international credibility in inspection and testing.

Our Group offers a wide range of Customs support services, combining state-of-the-art technology and knowledge transfer with innovative, tailor-made solutions to improve and secure trade environments around the world. In addition to risk management, destination inspection and scanner integration projects, we also offer Customs modernization and valuation assistance, verification of conformity and commercial inspections.

With strong revenue growth over the past 10 years, the Cotecna group has a combined workforce of 4 000 employees and agents in close to 100 offices around the world. Our tried and tested experience is drawn from over 35 contracts in government inspection services.



Gantry relocatable scanning facility





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