



Our owners

ABOUT KF and Coop

- *KF is the collective society for the country's 37 consumer societies and is at the same time also a retail group with grocery retail as its core business.*
- *KF is only concerned about the interests of its members. This is what differentiates Coop and the consumer cooperative movement from its competitors.*
- *KF is owned by more than 3.4 million members, who are also customers.*
- *Coop runs more than 700 stores and are the second largest food retailer in Sweden*



The problem

- 62 robberies in one year
- Union and government ultimatum
- Dramatically increased guard costs

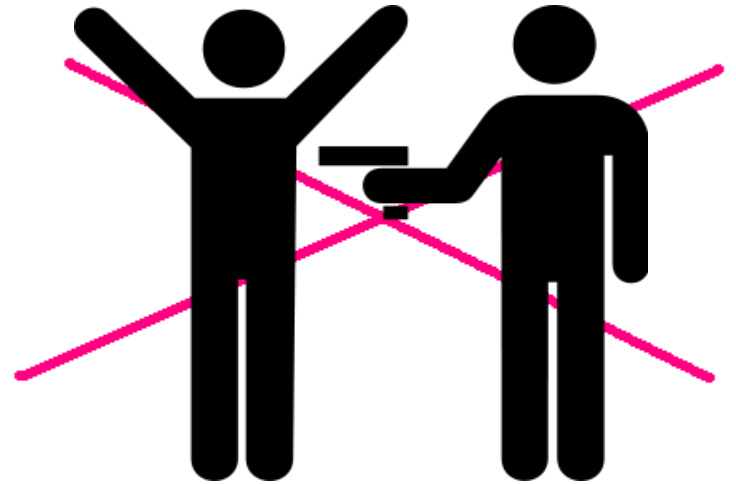
Also

- High salary cost
- Early adopters of new solutions



Requierments

- Robbery proof checkout
- Robbery proof store
- Reduced cost for internal cash handling
- Euro compliant
- Counterfeit note detection
- Prevent internal shrinkage



Deposit casset



central
backoffice



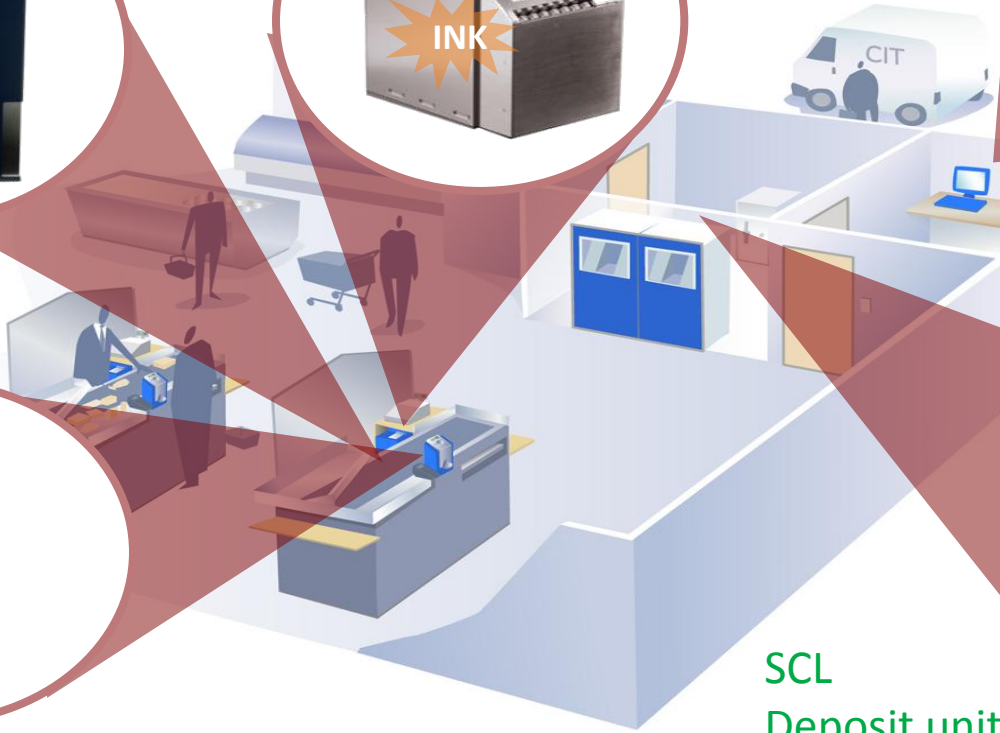
SCL
Deposit unit

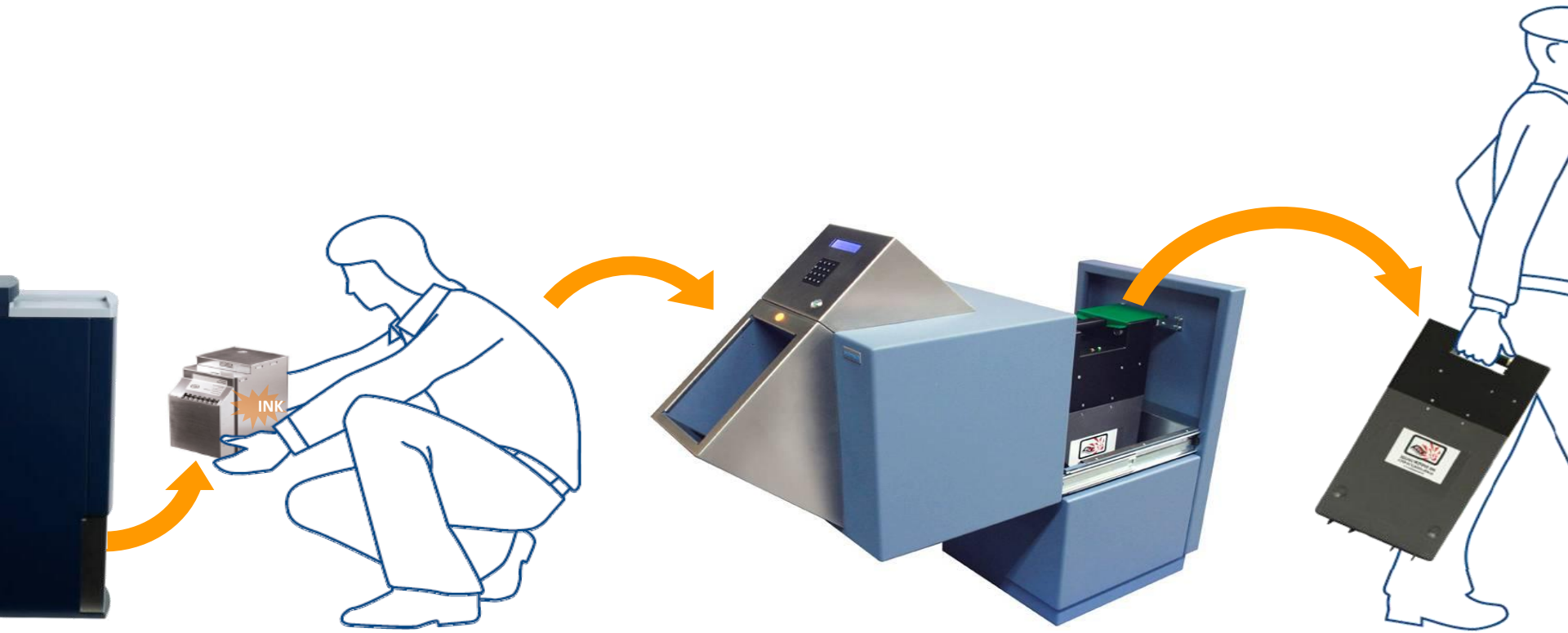


Note unit



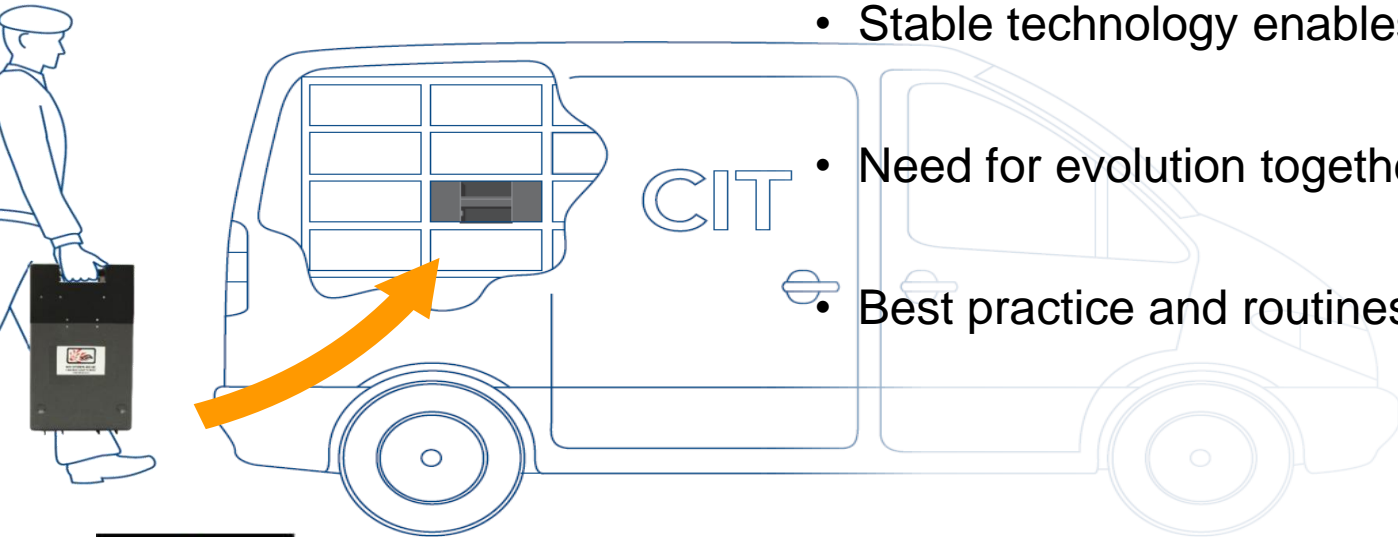
Coin unit





An evolution to a completely closed system

- Safety in checkout main focus from start
- Stable technology enables new business models
- Need for evolution together with CIT
- Best practice and routines in store must evolve



Status and ROI

- Dramatically reduced number of robberies
- Standard platform in all new stores and 75 % of all COOP stores
- Solution adopted by 4 of the 5 biggest food retailers in Sweden
- Affected by Certification process of spinnaker CIT case
- Pay back in less than 3 years

“All checkouts should be equipped with SafePay”

Accenture 2011 09



Summary

- Security or economy?
- Several functions at both retailer and CIT need to be involved
- CIT offer tailored to technical possibilities and customer needs
- Transparent cooperation to optimize solution
- Completely closed systems enables savings



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