

KEBA and Neopost collaboration enjoys first success:

- Collaboration set between KEBA and Neopost ID, subsidiary of Neopost Group
- Packcity (joint-venture between GeoPost and Neopost) chose KEBA as parcel logistics solution
- Shipment of 1,500 KePol parcel machines by 2016

Neopost has long been recognised as an established, high-technology solutions provider in the postal and logistics sector. The French company is an important integrator for the postal world and its products and solutions generate a worldwide turnover of 1.1 billion euro with 6,000 employees. Its subsidiary Neopost ID specialises in the traceability of transport and logistics solutions with the objective of streamlining parcel management within the supply chain for its customers.

Strategic partnership

Just recently Neopost, Neopost ID and KEBA signed a collaboration agreement in the field of parcel automation. The context is the strategic decision by Neopost as an operator in the sector to enter the market in a decisive move, with KEBA selected as their partner. In selected countries Neopost will act as an operator offering customers – alongside KEBA's existing products and solutions – new and alternative usage options for the tried and tested KePol solution, such as pay-per-parcel.

Alain Férard, CEO of Neopost ID, comments: *"We chose KEBA as our partner as we believe in the high level of innovation and quality leadership of this Austrian firm. Having Keba as an industrial partner, we can concentrate our energy on the go to market and distribution areas".*

Franz Berger, Executive Vice President of Banking and Service Automation Division KEBA AG is delighted with this new collaboration: *"With Neopost ID, we have found an experienced partner, whose vision is also based on high technology, innovative and*

The logo for KEBA AG, featuring the letters 'KEBA' in a bold, sans-serif font. The 'K' and 'E' are green, while the 'B' and 'A' are grey. A registered trademark symbol (®) is located at the top right of the 'A'.

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high quality solutions with great potential on the commercial scope. KEBA and Neopost complement one another perfectly!"

Pilot operation in Paris proved the concept

In November 2013 an initial pilot was set up and the Packcity brand name was unveiled. This pilot has been successfully running ever since, with 60% of parcels being collected the same day and customer acceptance above all expectations, to complete satisfaction of all partners involved.

Network development with partner GeoPost moving forward in France

This was a decisive factor in the recent signing of a partnership between Neopost and GeoPost – just two months after the successful pilot project – for the delivery of 1,500 systems over the next 2 years.

GeoPost, a subsidiary of French postal organisation Le Groupe La Poste, via its well-known international brand DPD, specialising in B2B and B2C express and package deliveries, opted for the all-in-one solution from Neopost and KEBA. This move will allow DPD, GeoPost's international brand, to offer a wider range of delivery options to the consignees.

The first large-scale roll-out is set to start in 2014. A total of 1,500 Packcity parcel machines from KEBA will be installed across France by 2016, of which 1,000 will be exclusive to GeoPost use.

Production exclusively in Linz

All systems will be manufactured at "Plant 2" – opened just last year – at the Austrian automation company. Thanks to its expanded production area, KEBA is ideally equipped for this large order.

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KEBA AG

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About KePol

With over 3,000 KePol parcel machines, KEBA has the largest installation base worldwide. The company now has more than twelve years of experience in a variety of countries around the world and thus possesses sound knowledge and expertise that make it an ideal partner for automated first and last mile postal and logistics solutions.

KEBA AG

Founded in 1968, KEBA AG is an internationally successful electronics company based in Linz/Austria with worldwide subsidiaries. In line with its credo, "Automation by innovation", for the past 45 years KEBA has been developing and producing inventive, top quality automation solutions for the industrial, banking, services and energy automation branches. Indeed, as a result of its extensive experience and specialist competence, not to mention the courage to go one step further, KEBA is the technology and innovation leader in all its business areas. In this regard, the company can rely upon its comprehensive development expertise and production know-how, which constantly provide the highest quality.

Photo credit (Neopost ID and KEBA AG, reprints free of charge):



Alain Féraud
CEO of Neopost ID



Franz Berger, Executive Vice President
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