



Clip-Lok SimPak[®]

The Danish success story

By

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How it all began

Autoclaver:

- § Delivered from vendor with no protection
- § The cost of the materiel - € 10.000
- § Transported to and back from missions
- § Costly repair



Field Hospital

- Boxes for tents for the Field Hospital
- Previous packaging in the field Hospital - pallets



Field Hospital

- Boxes for Tents and other equipment



Miscellaneous boxes

- Before – using boxes with short lifetime
- Transporting goods and material to and from missions – SFOR – KFOR, based on trailer solution
- Short analysis - first order 500 boxes.



Miscellaneous boxes cont.

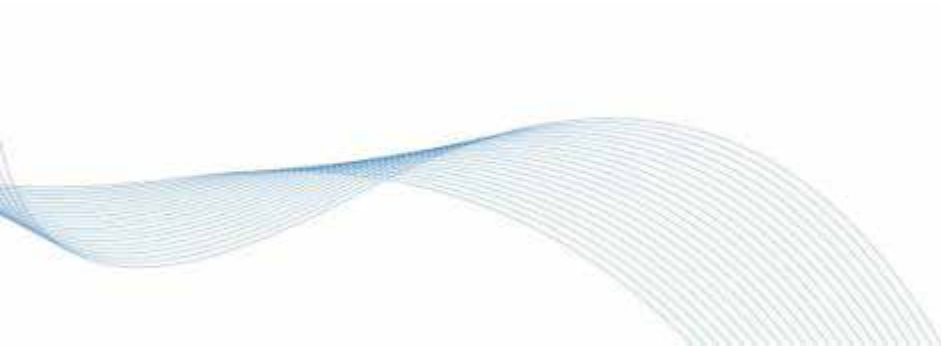
- Coordination point for all units throughout Denmark
- First order when deployment to Iraq was decided – 3000 boxes value app. € 395,000
- Now implemented in the National Distribution net.
- Total amount of Misc. boxes purchased – app. 10.000 value app. € 1,400,000

Cabin boxes

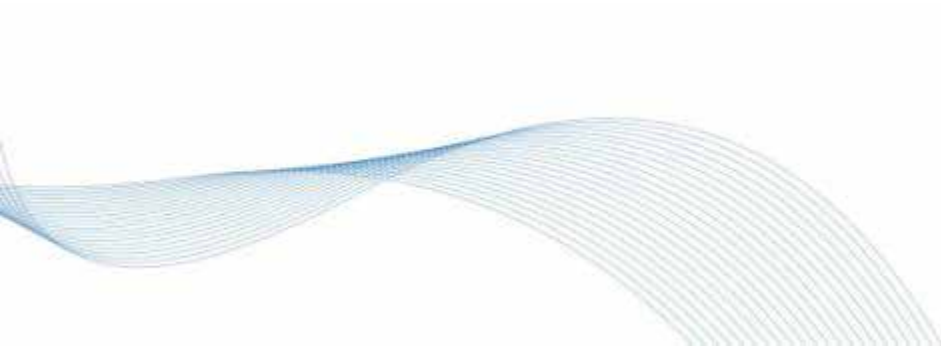
- First introduced to Navy Seals – bought 100
- DANILOG introduced to OPS we're accommodation are in tents or compounds total sales 600 units with value App €140,000



Other

- DANILOG – shelving for Field Hospital and forces abroad.
 - Power Pack for MBT Leopard 2
 - Total value in 7 years app. € 3.000.000
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How to sell to Defence

- Make your self known
 - Find an autonomous unit which can kick start your sale i.e special forces, home guard, aid organizations etc
 - Commitment – the long run
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Opportunities in Defence

- National Distribution
- Special Forces
- Special solutions

