



**安天下**  
*SAFEWAY SYSTEM*

# BUSINESS START IN IRAN

## For ITMC

By Stella  
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# 2021

## A Safe World with Safeway

To be the best manufacturer of security inspection equipment

# Safeway product lines

- X-ray baggage scanner
- Walk through metal detector
- Hand held metal detector
- Walk through metal detector with temperature
- Mini thermal detector
- Bottle liquid detector
- Explosive narcotics trace detector
- Explosive disposal device
- Vehicle inspection system
- Under vehicle surveillance system
- Road block barrier

Full scope of security inspection equipment

# Advantage of baggage scanner

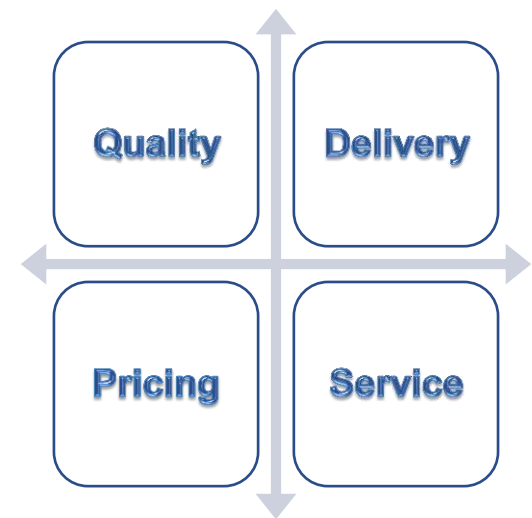
**Competitive price** and **reliable quality** due to

- **Large scale production**
- **Integrated production** from x-ray sources and me processing

Tunnel size from 50x30 to 150x180

**Various** series for different market segment

Professional sales and after-sales service



**ADVANTAGES**

Let's focus on baggage scanner

# Target clients – Check point

- Government office
- Police/prison/court
- Office building
- Museum
- scenic spot
- Theater
- Shopping mall
- Metro/bus station
- School
- Hospital
- Hotel
- Railway station

AT5030A

Low end

TH5030  
AT5030

Popular

TH6550  
AT6550

TH8065  
AT8065

TH10080  
AT10080

Let's focus on Check point

# Target clients – Small cargo

- Logistic company
- Courier company
- Online shopping platform
- Customs warehouse

TH10080

It was most popular in China

AT10080

Popular

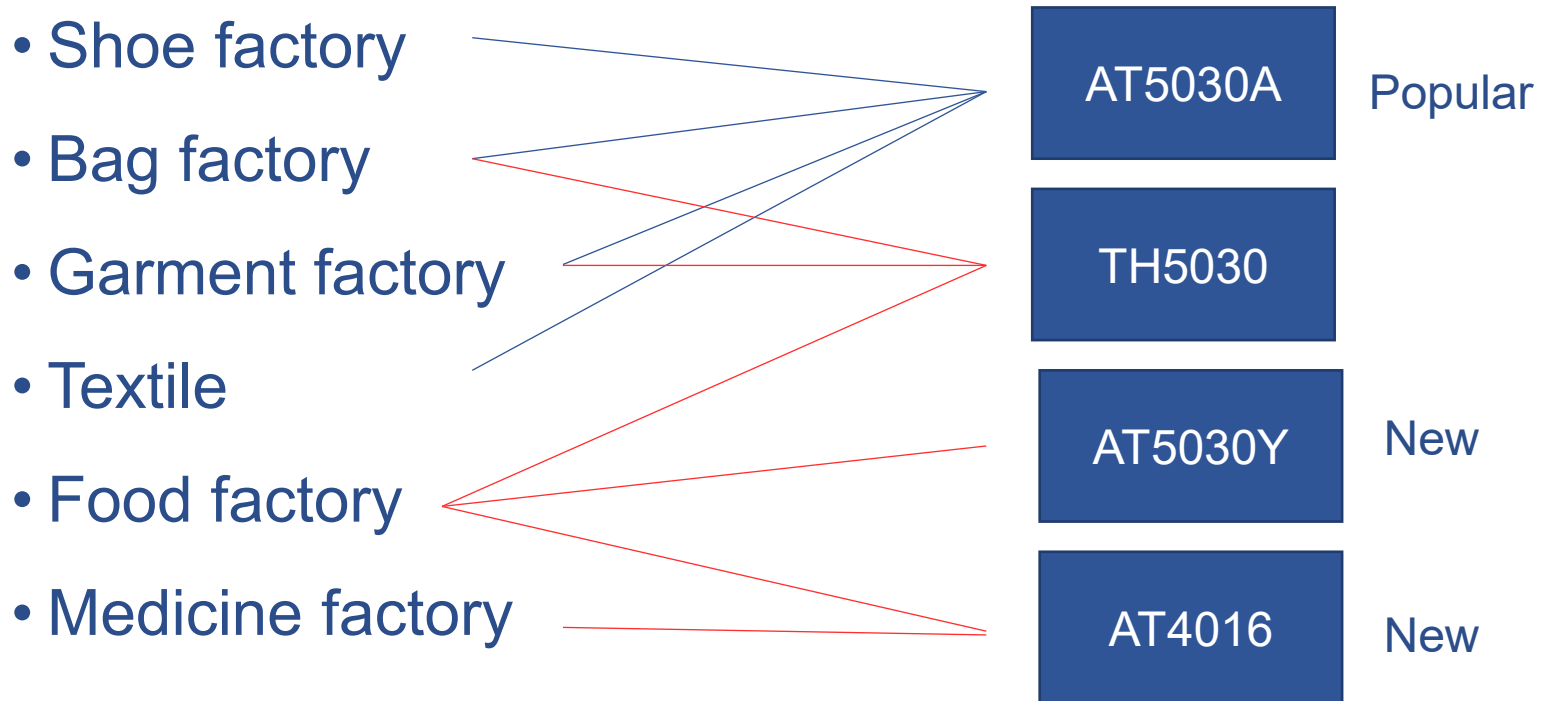
AT100100D

High end

AT140100

Distribution center

# Target clients – Quality control



# Be focused to start

1. **S**ecurity check – most competitive
2. **S**imple product package – easy for marketing
3. **S**ervice with professionals – step by step to train local team

# Check point solution



TH6550 X-ray Baggage Scanner

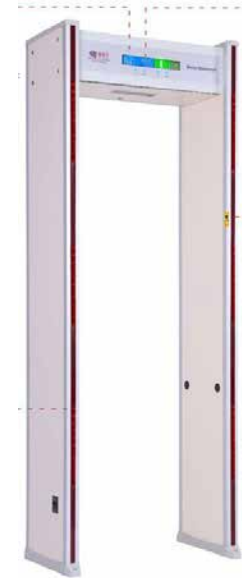
or



AT5030A X-ray Baggage Scanner



AT2008 HHMD



AT300EX Walk through metal detector  
with temperature measurement



# Check point solution



AT1000 Dangerous  
Liquids Detector



FBG  
Explosive Disposal Tank



HD300A Explosives/Narcotics Detector

# Security inspection and emergency response

- **People:**

Walk through metal detector + hand held metal detector

- **Bag:**

x-ray baggage scanner + liquid detector + explosive detector

- **Suspicious:**

Explosive disposal tank

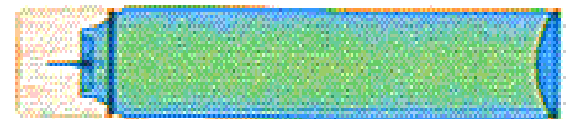
# X-ray baggage scanner image identify

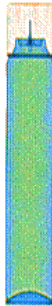
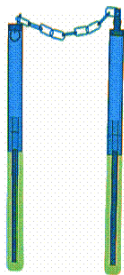
## ❑ Shape

Knife, gun, explosive

## ❑ Color

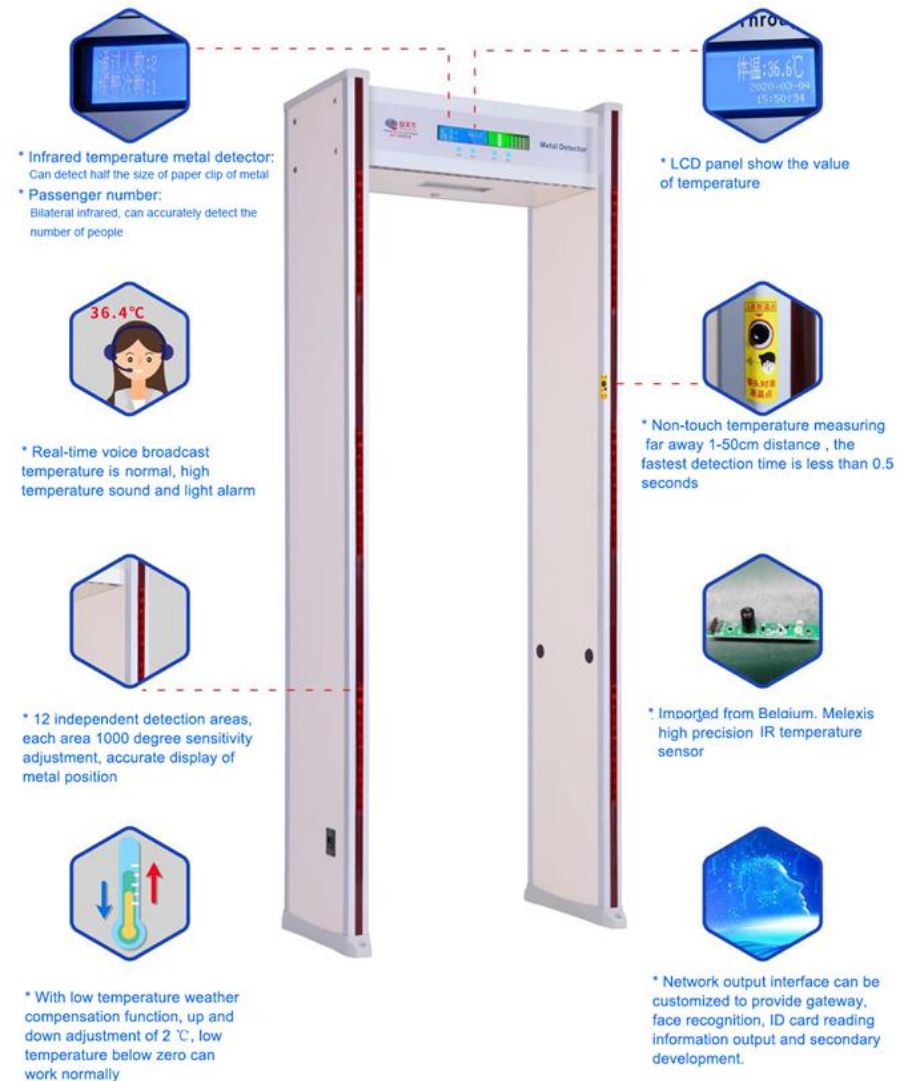
1. Blue: inorganics, metal daggers, knives, guns, scissors, etc.
2. Orange: organic matter, clothing, plastics, food, liquid (mineral water, edible oil, etc.)
3. Green: mixture, explosive substances, sprays, pesticides, washing powder and other chemical products





# Walk through metal detector with temperature measurement

- Knife
- Gun
- People in fever



# Hand held metal detector

- Knife
- Gun



# Standard 1 channel





# Standard 1 channel





# Standard 2 channels



# Standard 2 channels



# Standard more channels





# Standard more channels



# Marketing and sales

- Materials
  - Data sheets
  - Pictures and videos
- Platforms
  - Website
  - Google ad words and similar
  - Alibaba and similar
  - LinkedIn and Facebook and similar
- Activities
  - Email, call, visit clients
  - Exhibition

# Professional team

1. Sales and marketing
2. Technical support
3. Shipping and import



**安天下**  
***SAFEWAY SYSTEM***

**We look for long term cooperation**

**THANK YOU**