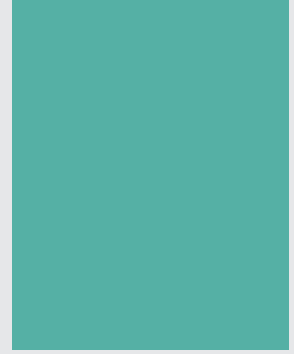
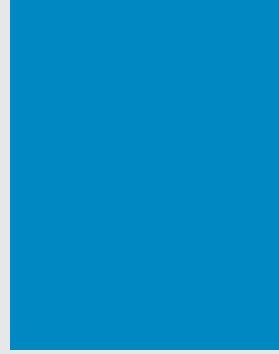


Sanofi North America



Tailored Security Solutions Builds Strategic Partnership

Challenge

Tailor comprehensive security capability around a business' mission of enhancing quality of life and saving lives.

Global healthcare leader Sanofi, discovers, develops, and distributes therapeutic solutions focused on patients' needs. Their core strengths are in diabetes solutions, human vaccines, innovative drugs, consumer healthcare, emerging markets, animal health and rare disease therapies. The relationship between Securitas USA and Sanofi North America transcends the traditional vendor customer dynamic. Originally established with Sanofi's subsidiary, Genzyme in 1992; a business relationship that began with two security guards grew into a strategic partnership that protects 135 sites across North America with 354 buildings and 23,000 employees, contractors and consultants.

Solutions

Step outside the box and consider all of Sanofi's North American locations as one virtual campus. Securitas USA provides security services, ranging from running a sophisticated global Security Service Center to playing a vital role in helping to protect employees and partners, branded products, information, facilities, safe delivery of medical solutions for those in need, crisis planning and securing business continuity.

The state-of-the-art global Security Service Center is staffed 24/7 by four Securitas USA analysts per shift. They monitor the locations nationwide and have the capability to support employees globally using the access control and CCTV systems; the staff has the capability to locate travelers worldwide in the event of high-risk global crises and notifying the security staff of breaking news events.

Results

According to David Kent, Vice President of Sanofi North America; the long running relationship between Sanofi and Securitas is what truly makes the difference. "Securitas has always been willing to adapt their services to our needs. Their teams; the individual officers go above and beyond in their service every day. They are the only choice for us in North America." Senior Director of Security Operations & Technology, Bhavesh Patel agrees, "It is a true partnership. We're not looked at through the eyes of the invoice, they are not just a vendor, but integral to our success and high performance."

[Click here to learn more about Securitas' security solutions.](#)



As these examples demonstrate, Securitas has proven that it can provide not just seamless service, but a true partnership.