

# **-DENIOS-**

**ENVIRONMENTAL PROTECTION  
& WORK SAFETY**



## **KEY ACCOUNT MANAGEMENT**

[www.denios-us.com/key-account-management](http://www.denios-us.com/key-account-management)

[www.denios.ca/key-account-management](http://www.denios.ca/key-account-management)

## YOUR SUCCESS IS OUR GOAL

Explore why DENIOS is the ideal partner for sustainable solutions in managing hazardous substances and providing safety-related operating equipment. Operational safety demands a comprehensive approach, encompassing thorough precautions and adequate protective measures. DENIOS stands ready to provide everything you require – guidance, products, services, and training – seamlessly from a single, tailored source, delivering an internationally connected, digitally advanced service.

To craft a personalized service package from our diverse offerings, let's take the initial step of getting to know each other better. I assure you the effort will be rewarding. Our Key Account Management teams wants to extend a warm introduction and a commitment to delivering optimal value for your group of companies. Anticipating evolving needs, we pledge to proactively adapt our services regularly, ensuring you consistently experience a sense of security and satisfaction.

### GET IN TOUCH DIRECTLY:

US: TEL: 1-877-388-0187 |  
EMAIL: [KAM@DENIOS-US.COM](mailto:kam@denios-us.com)

CA TEL: 1-888-905-5353 |  
EMAIL: [CONTACT@DENIOS.CA](mailto:contact@denios.ca)

### FIND US ON LINKEDIN:



A selection of our customers:





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You will also find us online

➞ [WWW.DENIOS-US.COM/  
KEY-ACCOUNT-MANAGEMENT](http://WWW.DENIOS-US.COM/KEY-ACCOUNT-MANAGEMENT)



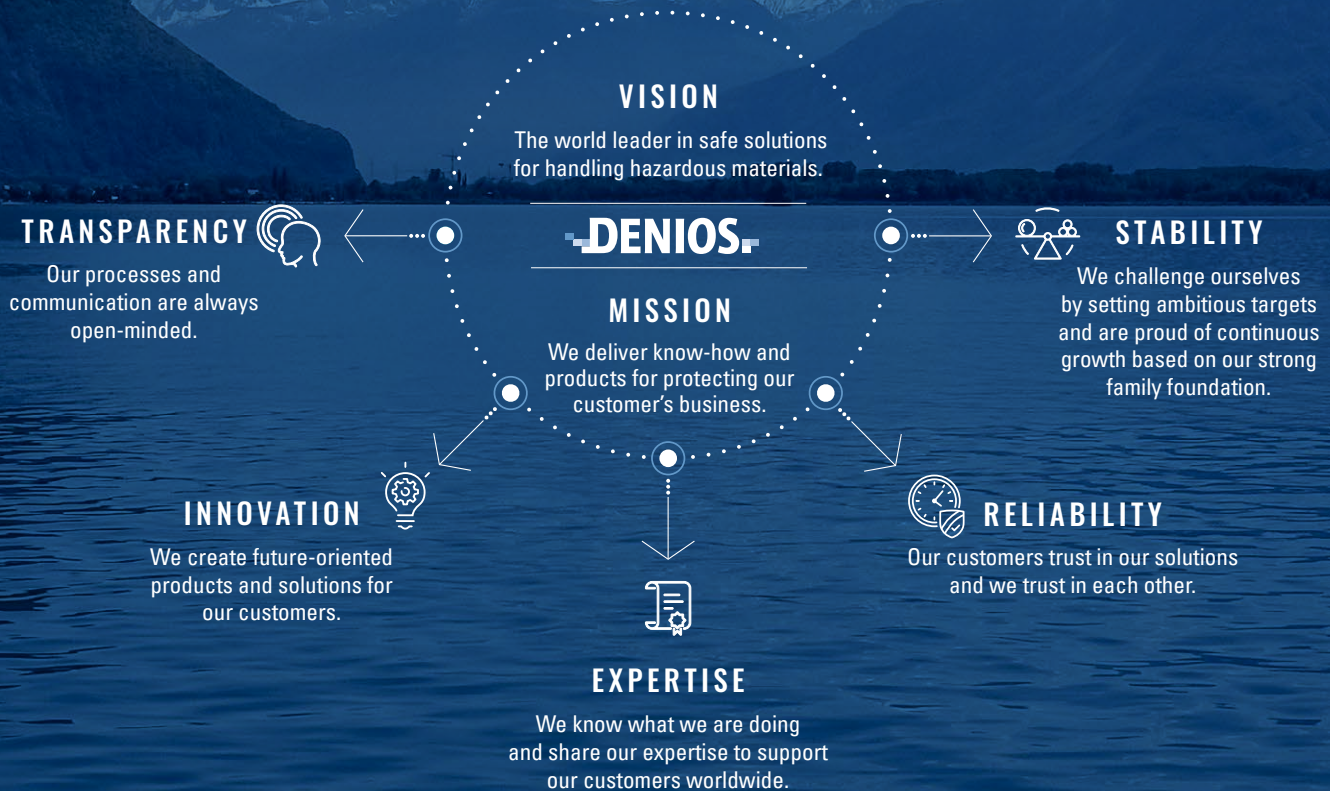
You will also find us online

➞ [WWW.DENIOS.CA/  
KEY-ACCOUNT-MANAGEMENT](http://WWW.DENIOS.CA/KEY-ACCOUNT-MANAGEMENT)





# DENIOS – WE PROTECT PEOPLE AND THE ENVIRONMENT



A garbage truck full of plastic waste ends up in our oceans every minute! A single drop of oil will contaminate 600 litres of drinking water! It's clear: it's more important than ever to take care of nature and the 4 elements: protect water, earth and air, and tame fire. That's exactly what we've been doing at DENIOS - for more than 35 years! We are a family business, we are a world market leader and we take responsibility - with innovative strength, sustainable action and global thinking.

## DENIOS - FIRE PROTECTION

Our products ensure that fires cannot cause major damage - we've tamed the element of fire!



Discover the element of fire:

[WWW.DENIOS-US.COM/FIRE](http://WWW.DENIOS-US.COM/FIRE)

## DENIOS - PROTECTING WATER

Clean, clear water - it's essential for all living things. We have the solutions to keep our water pure.



Discover the element of water:

[WWW.DENIOS-US.COM/WATER](http://WWW.DENIOS-US.COM/WATER)

## DENIOS - PROTECTING THE EARTH

Our soil is the foundation for growth - for our food. We offer products that protect our earth from hazardous substances.



Discover the element of earth:

[WWW.DENIOS-US.COM/EARTH](http://WWW.DENIOS-US.COM/EARTH)

## DENIOS - PROTECTING THE AIR

This element also needs to remain clean and pure: DENIOS provides innovative solutions for environmental protection thanks to clean air.



Discover the element of air:

[WWW.DENIOS-US.COM/AIR](http://WWW.DENIOS-US.COM/AIR)





## THE DENIOS RANGE OF SERVICES

Our aim is to offer our customers a 360-degree service for our solutions, from the initial idea to completion and even beyond: with our expert advice, we ensure that every single customer gets the right product and the best possible solution. Our range of services then includes professional delivery, assembly and commissioning - and we also offer a comprehensive service covering all aspects of maintenance and servicing.

### DENIOS – WE PROTECT PEOPLE AND THE ENVIRONMENT



#### ADVICE

Personal advice on site, via hotline or online  
via email, chat or social media | Extensive FAQs,  
tutorials and instructions on our website |  
Interdisciplinary cooperation

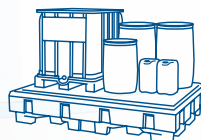
- Legally compliant
- Practical
- Solution-oriented



[www.denios-us.com/  
/consultation](http://www.denios-us.com/consultation)



[www.denios.ca/  
/consultation](http://www.denios.ca/consultation)



#### PRODUCT

Wide range with > 20,000 products and  
> 70 well-known brands in the fields of environmental  
protection and safety | In-house innovation,  
engineering and production |  
Certified quality management

- Innovative
- Diverse
- Safe



[www.denios-us.com/  
shop](http://www.denios-us.com/shop)

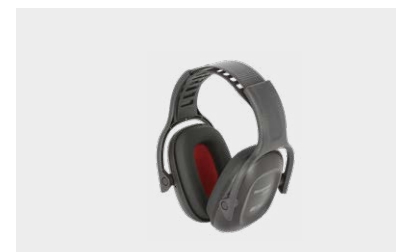


[www.denios.ca/  
shop](http://www.denios.ca/shop)

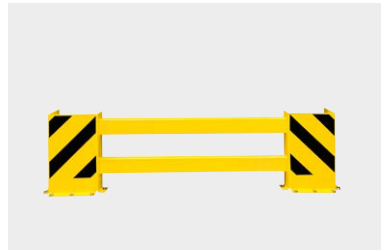
DIGITAL | HOLISTIC | INTERNATIONAL | SUSTAINABLE



## PRODUCT RANGE FROM DENIOS







CARBON NEUTRAL PRODUCTS

## INDIVIDUAL PERFORMANCE OPTIMIZATION

Your personal DENIOS Key Account Manager will advise you based on your needs and your goals. You'll benefit from the best possible customized solutions - from your individual performance optimization as well as at your annual account update. We'll support you proactively, making regular suggestions to improve your operational efficiency.









# INDIVIDUAL PERFORMANCE OPTIMIZATION

Our expertise and international outlook are decisive success factors for your individual performance optimization. We'll continuously analyze your current needs and provide a customized service portfolio. You'll benefit from our delivery guarantee and, thanks to high purchasing volumes, from special pricing. Regular analysis and optimization of your operational processes and support from your personal contact ensure that we can react flexibly to changes at any time.

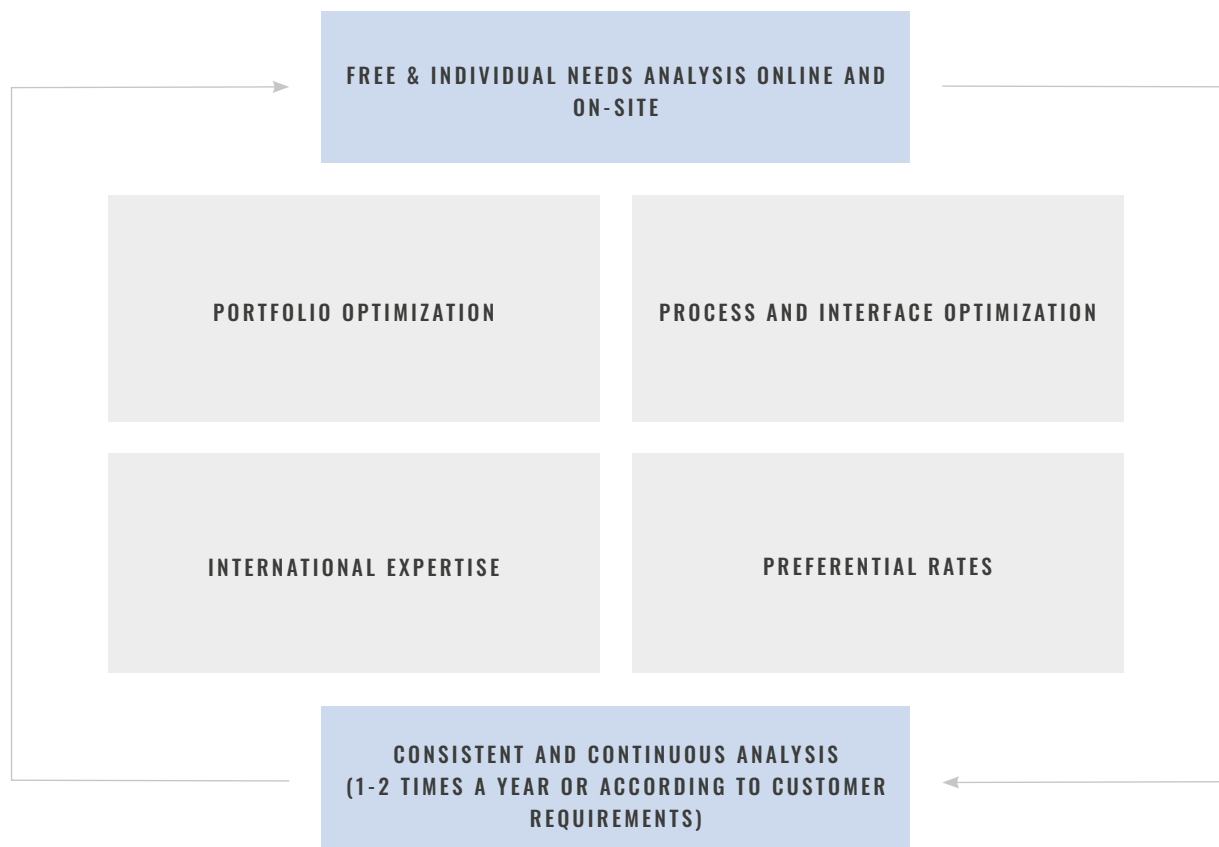
## Supplier bundling:

- Supplier / partner consolidation based on a high-performance, international supplier and partner network
- Different product/service worlds with only one supplier
- Uniform quality standards in procurement
- Access to a continuously growing range of services
- Sustainable procurement in accordance with the requirements of the UN Corporate Social Responsibility report and climate neutrality criteria

## Process and interface optimisation:

- E-procurement: electronic order processing
- EDI – Electronic data interface (digital document exchange)
- Process reliability through automated, digital processes
- Order management supervised by trained personnel

## YOUR ADVANTAGES AT A GLANCE



## OUR INTERNATIONAL EXPERTISE IS AN IMPORTANT SUCCESS FACTOR FOR ...



... YOUR PORTFOLIO OPTIMIZATION:  
TAILORED TO THE RESPECTIVE LOCAL REQUIREMENTS, WE'LL PUT TOGETHER THE RIGHT PORTFOLIO  
FOR YOU.

... YOUR PROCESS AND  
INTERFACE OPTIMIZATION:  
BY USING INTERNATIONAL STANDARDS, DIGITAL PROCESSES AND INTERFACES CAN BE ROLLED OUT  
TO ALL INTERNATIONAL LOCATIONS.

... YOUR SUPPLIER BUNDLING:  
DELIVERIES ARE COORDINATED CENTRALLY AND CARRIED OUT AT A MORE LOCAL LEVEL, FROM  
LOCATIONS ACROSS THE WORLD FOR PRODUCTION, STORAGE AND SERVICE - ENSURING OPTIMUM  
AVAILABILITY AND SHORT DELIVERY ROUTES/TIMES.

... YOUR PREFERENTIAL RATES:  
AGREE INTERNATIONAL FRAMEWORK AGREEMENTS WITH US AND BENEFIT FROM FAVOURABLE  
PREFERENTIAL RATES.

# POTENTIAL ANALYSIS AND PURCHASING OPTIMISATION

## CERTAINTY FOR STRATEGIC DECISIONS

In order to provide you with certainty for your strategic purchasing decisions, we'll determine your individual safety equipment needs. We'll uncover your potential for optimization - whether that's bringing your company up to date with the latest legally prescribed protective measures and technical options, or bundling requirements and taking advantage of price advantages within our multi-layered range of products. Consistent, ongoing purchasing optimization leads to a sustainable high level of certainty in your company, while at the same time making maximum use of any potential savings. It's an essential factor for long-term, successful cooperation.



### Exploiting the diversity of the range and harmonising product selection

From over 20,000 items and complementary services, we'll identify what's relevant to your company, making careful selections to ensure you benefit from price advantages and more efficient maintenance services.



### Group-wide standards

Country-specific legal requirements and infrastructures are taken into account both in the determination of needs and in our product development. In this way, we ensure a high degree of standardisation, which makes it easier for you to create group-wide standards.



### Presentation of alternative comparisons

We offer various alternative solutions for the same application in our range. Your individual assessment criteria can be submitted, and will be used to identify the preferred solution option.



### Measurable cost reduction

To help you look at reducing costs, we will be happy to carry out a competitive analysis which will highlight differences based on assessable measurement criteria.



### Protection against bad investments

The closer we work with you, the better we can help you meet your investment goals. Take advantage of the many opportunities to get to know us and our services better. Visit our production facilities and showroom, talk to our project and service managers. Whatever information you need for planning or decision-making - make use of our experience and expertise.



### Regularly recurring needs

As part of a long-term partnership, we can identify your regularly recurring requirements, adjust your purchasing conditions and delivery processes accordingly. We'll also help you reduce the purchase of one-off items and problem products.







Felix Förster, Global Head of Key Account Management DENIOS, gave the following interview about the possibilities and advantages of digital purchasing at DENIOS.

## 1. WHAT ARE THE ADVANTAGES OF E-PROCUREMENT COMPARED TO TRADITIONAL PROCUREMENT METHODS?

In a nutshell, automating procurement processes offers a number of benefits. First of all, it enables faster procurement, as the entire process can be handled electronically. This saves time and considerably reduces bureaucratic effort, while at the same time lowering process costs. This promotes sustainable procurement and ensures adherence to compliance guidelines.

## 2. HOW DOES SUSTAINABILITY PLAY A SIGNIFICANT ROLE IN THE CONTEXT OF E-PROCUREMENT?

Companies have increasingly recognized that their procurement decisions have a direct impact on the environment, society and long-term business goals. E-procurement can play a crucial role in promoting sustainability in procurement and is a real game changer.

Information about suppliers and products is transparent and quickly accessible. As an environmentally-oriented company, sustainability is a particular concern for DENIOS, which is why the company began to include carbon neutral products early on and is constantly expanding its product range. With the digital catalogue, it's really easy for customers to select carbon neutral products.

In addition, e-procurement facilitates the implementation of policies and standards aimed at sustainability, all across national borders. Companies can contractually oblige suppliers to comply with certain environmental or social standards. This leads to more sustainable supply chain management and a more positive impact on the environment overall.

The reduction in consumption of paper and other resources also contributes to sustainability. By digitising ordering and invoicing processes, companies can drastically reduce the need for physical documents, which not only saves costs but also reduces environmental impact.

## 3. WHAT ARE THE ADVANTAGES OF IMPLEMENTING THE DENIOS CATALOGUE IN THE ELECTRONIC PROCUREMENT SYSTEM?

As an OEM manufacturer DENIOS offers the great advantage of purchasing direct, without an intermediary. This ensures the best preferential rates are passed on to the customer. Individual consideration of internal procurement processes is a given with DENIOS. Access is provided to the entire product portfolio without restriction. Added to this is the expert advice provided directly by your personal contact. Product data is guaranteed to be up-to-date and legally compliant at all times. The high-quality product data is available in multimedia formats (texts, images/graphics, videos and documents), which are kept up to date by our product management teams.

Specialist information from the well-known DENIOS guides is also included. The data is created in 15 languages and adapted to local regulations. In addition, products are delivered directly from the production site and do not require additional deliveries to an intermediary, which improves sustainability. DENIOS is also well connected with the world's largest e-procurement/P2P providers and can implement individual requirements quickly and easily.

## 4. WHAT ACTIONS ARE REQUIRED TO IMPLEMENT THE DENIOS CATALOGUE IN AN E-PROCUREMENT SYSTEM?

With DENIOS, interface-controlled data integration into the customer's e-procurement or ordering environment is quick and easy. The entire automation bandwidth can be used, right up to complete P2P connection including audit-proof documentation of accounting processes. We have a professional, in-house-managed product information management system that provides data reliably and automatically in the desired classification standard and exchange format.

## 5. WHEN FULL AUTOMATION IS ACHIEVED, WILL ADVICE NO LONGER BE NEEDED?

Not at all! A personal consultation cannot be replaced despite all the improvements in automation. The protection of people, property, and the environment depends on appropriate protective measures, and these in turn depend on the individual risk assessment. Internationally, differences in regulations must also be taken into account. Consulting services are a fixed pillar in the holistic product portfolio of DENIOS for a reason. Advice can be provided in many ways, whether by chat, phone, online meeting or on-site consultation. We also welcome customers at our North American Headquarters in Louisville, KY at any time, for meetings or a tour of our production facilities. We want to eliminate incorrect orders at all costs and provide our customers with the best possible expertise and service. With our wide-ranging product portfolio, we are very familiar with the requirements of numerous sectors and industries and can provide corresponding references.

## 6. YOUR FINAL THOUGHTS ON THE USE OF DIGITAL PROCUREMENT?

An automated P2P system reduces the risk of unnecessary costs and effort compared to manual procurement processes, while increasing transparency, adherence to compliance regulations and sourcing speed at the same time. Linking e-procurement and sustainability leads to a positive change in the way companies manage their procurement and how they contribute to the global sustainability agenda. A large number of the largest international companies in the chemical, automotive and food industries are already taking full advantage of complete P2P automation with DENIOS. With 18 years of experience in e-business and more than 20,000 products, DENIOS inc. is simply the optimal partner for safety-related operational equipment and work safety in the age of digital procurement.



## E-PROCUREMENT WITH DENIOS

### SEAMLESS INTEGRATION INTO YOUR PURCHASING ENVIRONMENT

In today's fast-paced business world, efficiency is the key to success. And this is where electronic procurement systems come in. These not only reduce processing costs but also increase the security of purchases. We seamlessly integrate the DENIOS catalogue into your e-procurement system, opening up a new dimension of procurement management by giving you access to our high-quality solutions for hazardous materials storage, environmental protection and work safety. As a DENIOS customer, you can buy tested and proven products directly from the manufacturer. Regulation-compliant, country-specific product assortment can be individually created for our customers' systems.

You benefit from complete transparency and control over purchasing. The integration of the DENIOS catalogue gives you access to detailed product information, technical data sheets, high-quality images and your personal purchasing conditions. Likewise, extracts from our Hazmat Manual add to our product information with important expert knowledge on legislation and legally-compliant application, while suitable accessories are linked directly. Our database is available in 15 languages, all compliant with country-specific regulations. Of course, our e-procurement data is eClass or UNSPSC classified – in various versions and according to your requirements. Installation of the catalogue data into an existing e-procurement system is easy, quick, reliable and secure. When it comes to technical implementation, we meet all the internationally established standards.

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#### Technical features:

- Standards such as BMEcat, eCI@ss, UNSPSC
- Additional information available as a PDF download to help you use our products in compliance with the law
- OCI interface/ simple integration of the DENIOS Online shop into your ERP system
- Suitable accessories and article variants are directly linked

#### Just some of the supported catalogue exchange formats:

- BMEcat (xml)
- CIF
- CSV, TXT
- Excel

#### A selection of our e-procurement partners:



## OUR FORMULA FOR YOUR SUCCESS:




= MAXIMUM BENEFIT! ✓

**>18**  
YEARS' EXPERIENCE  
IN E-BUSINESS

**>340**  
CATALOGUES IN  
VARIOUS FORMATS

**>20.000**  
ITEMS IN EXCELLENT PRODUCT  
QUALITY

You will also find us online  
 [WWW.DENIOS-US.COM/](http://WWW.DENIOS-US.COM/)  
KEY-ACCOUNT-MANAGEMENT



You will also find us online  
 [WWW.DENIOS.CA/](http://WWW.DENIOS.CA/)  
KEY-ACCOUNT-MANAGEMENT



## EXCLUSIVE DENIOS BENEFITS

### FRAMEWORK CONTRACT PARTNERSHIP & KEY ACCOUNT SERVICE

At DENIOS, we don't want to be just a supplier, we want to be a reliable partner, actively shaping your success. We're here to provide a first-class business relationship with exclusive benefits and to support you in the best possible way with all your hazardous material handling, dispensing, containment, and storage needs.



#### **Special conditions and fixed discounts**

As a key account, you'll receive special conditions on our entire product range. This helps you optimise your budget planning and benefit from attractive pricing.



#### **Personal contact**

Your personal contact can help with any concerns regarding your business relationship with us. We'll address your concerns and we're always there for you.



#### **Integration into your processes**

We understand that each company has individual processes and requirements. As a partner, we take an individualized approach and develop customized solutions for your company.



#### **Digitalised procurement processes**

Thanks to our advanced "procure to pay" processes, we make procurement of our safety-related operational equipment easy for you. We'll optimize your purchasing process in a way that saves both time and resources. Our digital catalog is seamlessly integrated into your procurement system.



#### **Implementation of international safety standards**

With our Corporate Safety program, we ensure that your internationally recognized safety standards are fully implemented and that your employees are optimally protected.



#### **Extended payment terms**

As a Key Account Partner, you'll enjoy extended payment terms to help preserve your liquidity and optimize your financial planning.



#### **Portfolio analysis and savings potential**

We'll regularly analyze your product portfolio and work with you to identify potential savings in order to further increase efficiency.



#### **Supplier bundling**

DENIOS gives you access to a comprehensive network of suppliers. This means you can benefit from a wide selection of high-quality products.



## SUCCESS STORY DEUTSCHE BAHN

### DENIOS SECURES SUPPLY CONTRACT WITH DEUTSCHE BAHN

When a company employs more than 340,000 people worldwide and transports more than seven million train passengers from A to B every day across Germany, then that's certainly a major customer.



**In Germany, Denios SE** from Bad Oeynhausen has succeeded in reviving its business relations with Deutsche Bahn - the company based in North Rhine-Westphalia- which has been the leading supplier of safety-relevant operating equipment since February. Through this framework agreement, Deutsche Bahn has a competent and reliable partner for the supply of work safety products for the coming years. The world market leader for hazardous materials storage outclassed its competitors, and Denios was awarded the eight-year contract.

In addition to supplying products, DENIOS also has a role of passing on expert knowledge on the topics of hazardous materials storage, work safety and operational environmental protection.

DENIOS is pleased about the renewed cooperation, after working together a few years ago. "We are very pleased that we are once again supplying one of Germany's largest employers with our work safety products," emphasises DENIOS Key Account Manager Sven Bröderhausen. "We have been specialists in this field for decades and Deutsche Bahn can always rely on our know-how and experience".

## EVERYTHING FROM ONE SUPPLIER

With over 37 years of experience, state-of-the-art production and competent experts, you'll expect a unique variety of products and equipment from DENIOS. We'll provide you with the right solutions, whether as a standard design or individually manufactured.







## SAFETY THROUGH QUALITY

### OUR MEASURES FOR SUSTAINABILITY AND CUSTOMER SATISFACTION

As a global market leader in occupational environmental protection and health and safety, but also as a family-owned company, we are aware of our responsibility for nature, the environment and society: we have always taken forward-looking actions with future generations in mind. We want to do justice to the labour, environmental and conservation concerns we have heard, and, with the quality of our products and services, help to ensure that our customers can do the same.

#### QUALITY MANAGEMENT

Before delivery, we extensively test the quality and function of each individual product (100% tested product quality). In order to be able to carry out strategic, operational and administrative process optimisation at all levels, the managing directors of DENIOS SE regularly have dedicated and integrated risk analyses carried out on the basis of ISO 9001 certification. Customer satisfaction is an essential part of the strategic orientation of DENIOS, the level of customer satisfaction is an important indicator for long-term customer loyalty. This, along with many other KPIs, is determined and evaluated monthly by the quality management team in order to guide improvements.

#### DECLARATION OF CONFORMITY

All DENIOS products comply with the standards and regulations required by law. We guarantee compliance and conformity with existing EC directives. We ensure this through extensive internal production controls as well as through externally conducted tests. DENIOS confirms this by affixing the CE mark to the product.

#### COMPLIANCE IN SUPPLIER MANAGEMENT

As a large company, we maintain business relationships with long-term contracts with numerous suppliers and service providers. In accordance with ISO 9001, DENIOS has initiated and consistently applied a supplier evaluation system. In addition, during the reporting period, numerous A-suppliers with whom a purchasing framework agreement was concluded confirmed that they act responsibly according to ecological and social criteria - for example, with regard to the prevention of human rights violations and child labour.

The selection and qualification of new suppliers is carried out according to defined processes with close cooperation between product management and purchasing, research and development, quality management and logistics. In all framework agreements with our external suppliers, there are corresponding specifications on energy and environmental topics with which the contractual partners must agree. If there is a violation, cooperation with the respective contractual partner will always be terminated. Our supplier and framework agreements are regularly reviewed for necessary amendments and adjusted accordingly. All suppliers are regularly evaluated in supplier audits, and framework agreements are verified on an ongoing basis.

A selection of our quality and conformity seals, testing and approval bodies:



**EN 1090**







New dimensions for storage and dispensing

 [WWW.DENIOS-US.COM/  
RACKING-AND-SHELVING](http://WWW.DENIOS-US.COM/RACKING-AND-SHELVING)



New dimensions for storage and dispensing

 [WWW.DENIOS.CA/  
RACKING-AND-SHELVING](http://WWW.DENIOS.CA/RACKING-AND-SHELVING)



## OUR MISSION: ACT SUSTAINABLY AND ACT GLOBALLY

DENIOS is an internationally-oriented company in a globally networked world. We are aware of the impact of our actions on our environment. Adherence to high quality standards and ethical values helps us to meet the expectations of our stakeholders.

### THE DENIOS SUSTAINABILITY STRATEGY

For DENIOS, sustainability means acting responsibly and in the long-term - towards our customers, employees, suppliers and our environment. We therefore offer our customers products that are as long-lasting as possible and of a high quality. For our manufacturing processes, the emphasis is on saving resources. Our guiding principle "We protect people and the environment" gets to the heart of this thinking - at all levels. At the same time, sustainability is an important aspect for the future-oriented development of our business model and the optimization of processes along the value chain. Our sustainability report, validated to GRI standards by GUTcert, can be found on the DENIOS website.

[WWW.DENIOS-US.COM/SUSTAINABILITY](https://www.denios-us.com/sustainability)

[WWW.DENIOS.CA/SUSTAINABILITY](https://www.denios.ca/sustainability)

**DENIOS is a climate-neutral company.** In cooperation with an external service provider, DENIOS fulfils its responsibility for sustainable action, regularly balancing the CO<sub>2</sub> emissions generated by the company's operations. To compensate for the remaining emissions, climate certificates are purchased, supporting the reduction of the global CO<sub>2</sub> balance. Our electricity is 100% green electricity. We generate more than 25%, and the trend is rising.



**CLIMATE NEUTRAL  
COMPANY**

certified by Fokus Zukunft

**DENIOS is a certified supplier.** The EcoVadis CSR rating contributes to improved transparency between business partners and recognises special commitment to better sustainability as well as social responsibility in the supply chain. Criteria assessed include the environment, labour practices and sustainable procurement. As part of this evaluation process, DENIOS has been awarded EcoVadis silver certification for the fifth time in a row and therefore meets the high requirements for suppliers to large chemical and pharmaceutical groups, for example.



**DENIOS has been part of the United Nations Global Compact (UNGC) since 2019.** The world's largest initiative for sustainable and responsible corporate governance is supported by the United Nations. Participating companies commit to aligning their business activities and strategies with ten principles in the areas of human rights, labour standards, environmental protection and anti-corruption.



WE PROTECT PEOPLE AND THE ENVIRONMENT WITH OUR  
SOLUTIONS.

WE WEIGH SOCIAL, ECOLOGICAL AND ECONOMIC CONCERNS  
AGAINST EACH OTHER AGAIN AND AGAIN UNTIL WE FIND A  
REASONABLE BALANCE.

TOGETHER WITH OUR SUPPLIERS AND PARTNERS, WE ARE  
WORKING FOR A RESPONSIBLE VALUE CHAIN.



Sustainability is a global concern

➔ [WWW.DENIOS-US.COM/SUSTAINABILITY](http://WWW.DENIOS-US.COM/SUSTAINABILITY)



Sustainability is a global concern

➔ [WWW.DENIOS.CA/SUSTAINABILITY](http://WWW.DENIOS.CA/SUSTAINABILITY)



## RELIABLE THINK TANK FOR SAFE SOLUTIONS

As a manufacturer and distributor, DENIOS has an innovative strength that is unparalleled in the field of hazardous materials storage and safe operating equipment. Since its founding in 1986, DENIOS has been a pioneer in the development of certified products for the legally compliant and safe storage of hazardous substances. This leading role has led to a large number of patent applications, for example. DENIOS is also consistently expanding its lead in specialized distribution, in terms of product range, processes and infrastructure.

"Traders who do not have manufacturer expertise are dependent on their suppliers and producers for the development of new product solutions. We, on the other hand, control the entire value chain and, as a manufacturer, have our own development organisation. So, as we are largely responsible for the business ourselves we can find and implement new solutions for our customers more quickly and more reliably."

Horst Rose, CSO at DENIOS

### TWO DIVISIONS - ONE CULTURE OF INNOVATION

DENIOS is a company with a strong focus on innovation. Every day we're working on transformational processes to meet all our customers' current and future concerns for safe hazardous material storage. In organisational terms, DENIOS is divided into two business divisions with different focuses on manufacturing and distribution. When finding solutions for our customers, we rely on the synergies from both areas.

**The "catalog Products" business unit covers more than 20,000 catalog items in e-commerce.** DENIOS therefore offers the largest range in the field of safety-relevant operational equipment and work safety. For example, our customers have access to the largest variety of spill pallets for all hazardous liquids in Europe - over 500 variations. Our comprehensive range is complemented by storage systems for hazardous substances, transport and cleaning containers, absorbent materials for cleaning up and containing leaks, and much more.



**"Engineered Solutions" deals with the development of room systems for the storage of hazardous substances, thermotechnology and systems for containment and cleaning technology.** The variety of solutions and their equipment, as well as the communication capability of the DENIOS room systems using innovative sensors and control technology, are unique. The universal Industry 4.0 connectivity ranges from the recording of operating and status data, including automatic fault alarms and system-side protective measures, to intelligent links with cloud-based e-services.



### AWARD-WINNING INNOVATIVE STRENGTH

DENIOS has been awarded the TOP 100 Innovation Prize four times and is one of the innovation leaders in the international SME sector.

### MEMBER OF THE SPECIALIST CLUSTER IT'S OWL

DENIOS has been an active member of the it's OWL technology network since 2012, in which around 200 companies, research institutes and organisations develop solutions for the digital transformation of SMEs.



We look forward to your call: US: 1-877-388-0187 | CA: 1-888-905-5353  
[www.denios-us.com/key-account-management](http://www.denios-us.com/key-account-management) | [www.denios.ca/key-account-management](http://www.denios.ca/key-account-management)



Award-winning innovative strength  
WWW.DENIOS-US.COM/  
COMPANY/PRESS-RELEASES



Award-winning innovative strength  
WWW.DENIOS.CA/  
COMPANY/PRESS-RELEASES



# FIRE PROTECTION FOR LITHIUM BATTERIES

## DENIOS EXPERTISE FOR APPLICATION SAFETY

The advantage of lithium-based energy storage systems is that they are as powerful as they are compact. This is why they are being increasingly used in applications such as mobile, electronically operated devices or vehicles. The challenge with this technology is the latent risk of fire and bursting. There is no uniform regulation on damage prevention from the legislator yet, but safety measures must be taken to prevent and limit damage and to ensure insurance coverage. This is precisely where DENIOS can provide valuable services with its many years of experience in hazardous substance safety and safety-relevant operational equipment.

### OUR PRODUCT RANGE

For your safety, we offer a comprehensive special range in the field of fire protection for battery technology, regardless of whether you need to safely store, charge, test or transport lithium energy storage devices.

#### SAFETY CABINETS FOR LITHIUM BATTERIES

- Safestore for storage
- Smartstore for storage and charging

➔ [WWW.DENIOS-US.COM/STORAGE-AND-TEST-ROOMS-FOR-LITHIUM-ION-BATTERIES](http://WWW.DENIOS-US.COM/STORAGE-AND-TEST-ROOMS-FOR-LITHIUM-ION-BATTERIES)

➔ [WWW.DENIOS.CA/STORAGE-AND-TEST-ROOMS-FOR-LITHIUM-ION-BATTERIES](http://WWW.DENIOS.CA/STORAGE-AND-TEST-ROOMS-FOR-LITHIUM-ION-BATTERIES)



#### STORAGE FOR LITHIUM BATTERIES

- Enhanced safety measure
- Financial and operational security
- Expert guidance and tailored solutions

➔ [WWW.DENIOS-US.COM/STORAGE-FOR-LITHIUM-ION-BATTERIES/](http://WWW.DENIOS-US.COM/STORAGE-FOR-LITHIUM-ION-BATTERIES/)

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#### TEST ROOMS FOR LITHIUM BATTERIES

- Tailor-made solutions
- Wide range of equipment
- Process-dependent functions

➔ [WWW.DENIOS-US.COM/TEST-ROOMS-FOR-LITHIUM-BATTERIES](http://WWW.DENIOS-US.COM/TEST-ROOMS-FOR-LITHIUM-BATTERIES)

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We'll contain the risk for you

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We'll contain the risk for you

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## STAY INFORMED

### PROFESSIONALLY PRESENTED KNOWLEDGE AND NEWS

Shared knowledge is valuable and has a long-term value for individuals and the common goal: how are hazardous substances moved and stored safely to protect people and the environment? The varied information available from DENIOS includes informative newsletters and practical guides to comprehensive reference books on the storage of hazardous substances.

#### ARTICLES

Explore a wealth of knowledge on the secure storage of hazardous substances at our website. From expert insights on lithium-ion battery safety to comprehensive guides on handling dangerous goods, discover a diverse range of articles designed to ensure the utmost safety for your operations and environment.

➔ [WWW.DENIOS-US.COM/DENIOS-MAGAZINE](http://WWW.DENIOS-US.COM/DENIOS-MAGAZINE)

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In the download area of our website you will find catalogs, brochures, leaflets, white papers, checklists and much more to read and download. Free of charge, of course!

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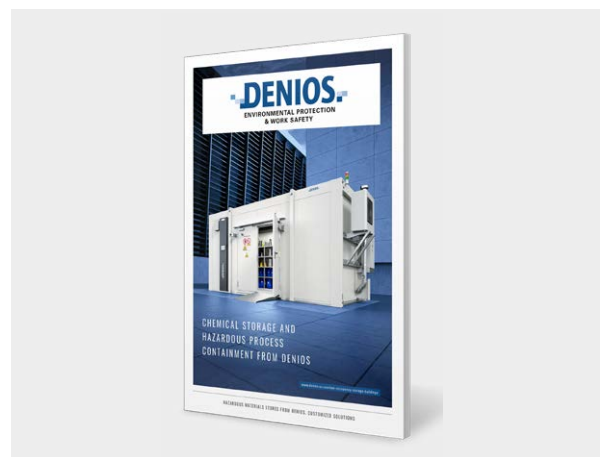
#### STORING HAZARDOUS MATERIALS SAFELY

Customized hazardous materials storage from denios well this brochure outlines:

- The wide variety of DENIOS hazardous material storage solutions
- Certified fire protection containers

➔ [WWW.DENIOS-US.COM/BROCHURE-STORING-HAZARDOUS-MATERIALS-SAFELY](http://WWW.DENIOS-US.COM/BROCHURE-STORING-HAZARDOUS-MATERIALS-SAFELY)

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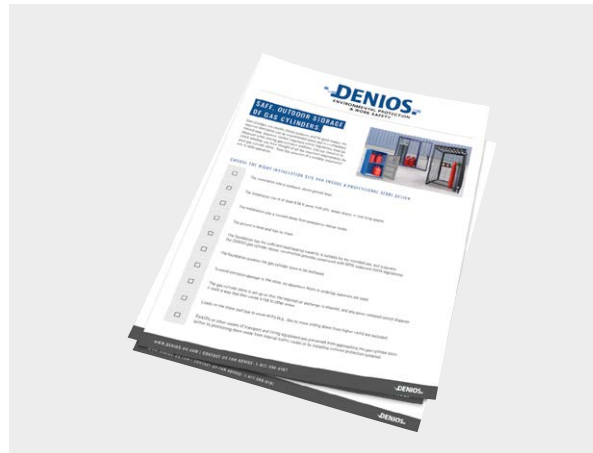


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