

SCANNING THE HORIZON

A selection of subject matter experts from ADANI Ltd reveal what makes the company unique in such a competitive marketplace

Most people we speak with think that ADANI is a new entrant into the X-ray security market – in fact, it has been an established player for well over 20 years.

The reason that people – especially those in the UK and Europe – do not know the name ADANI in the security X-ray sector is that, in the past, most sales of ADANI designed and manufactured X-ray systems have been badged and sold under the name of other companies.

ADANI was formed in 1991 and, uniquely, it began with its applications of X-ray in the health physics and medical markets. It moved into the security applications of X-ray systems in 1999 at the request of an organisation that needed to detect diamonds being smuggled out of mines by employees. ADANI developed the world's first low dose X-ray Body Scanner for this customer – this led to more than a 20% increase in turnover and has led to the sales of over 1,000 Transmission Body Scanners in prisons, customs and other organisations.

Since then, ADANI has developed a range of security X-ray systems that includes Conveyor Scanners for BPI and cargo and a wide range of



low and high energy (up to 7.5 MeV) vehicle scanners, including some with unique features. In addition to this, ADANI has developed a world-leading range of X-ray Body Scanners which, to quote the UK Ministry of Justice (MoJ), are a "highly customisable Body Scanner with the best image quality on the market".

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Recently, ADANI has developed a range of Artificial Intelligence algorithms, including the A-EYE Threat Detection Software, that can be deployed across the range of ADANI Baggage Scanners; it

has also developed Threat Image Detection (TIP) Software to the UK DfT Requirement Specification, the most demanding TIP in the world.

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In 2018, ADANI decided to increase the market penetration of sales in its own name and so the investment in ADANI Ltd increased. From here, it began tendering under its own name for significant opportunities.

The first major success achieved by ADANI Ltd was winning, in 2019, the UK MoJ Transmission Body Scanner Framework, a 14-year, ongoing support contract worth £27M for the supply and support of Body Scanners in UK prisons. The first deliveries were made in June 2020 and, to date, ADANI Body Scanners have already identified over 5,000 contraband items in UK prisons.

Prison Governors have defined the ADANI Body Scanners as "Game Changers" in the fight against contraband being smuggled into prisons.

The next major win was the contract awarded by the Egyptian Authorities to supply and support the X-ray Vehicle Scanners required as part of the 'Ring of Steel' around Sharm El Sheik.

As a result of the successes achieved by ADANI Ltd, the decision was made in 2020 to invest even further in the UK company and develop it from being a sales office to a full sales, supply and support capability which includes significant technical resources and spares. There are also plans underway to commence some manufacture within ADANI Ltd to allow systems to be supplied with a UK Certificate of Origin. Moreover, ADANI Ltd has been made responsible for ADANI sales

into Europe, Middle East, Africa and Australasia as well as the UK.

In order to be able to fulfil the new objectives, the decision was made to relocate ADANI Ltd to a new-build facility in Manston, Kent; this facility has space allocated for equipment demonstration, operational and maintenance training as well as stores and office and technical areas. It also has a substantially increased staffing level.

ADANI Ltd holds a significant spares stock at its new offices and can supply installation, preventative and reactive maintenance activities from there. Now that we are emerging from the COVID-19 pandemic, ADANI Ltd will be attending various exhibitions over the next year or so, the first of which is The Security Event, held at the NEC, Birmingham from September 7-9, where we will be on Stand 3a/H15.



On our stand at The Security Event we will be showcasing our innovative baggage scanner, the high performance easily moveable BV 5030CA. With a high volume of throughput, this compact baggage scanner is perfect for security checkpoints and is therefore ideal for events, universities or museums. Representatives will also be present to discuss how ADANI Systems can assist in improving the security of organisations.

LINEVADANI 

OUR MISSION

To bring forward new capabilities that ensure a higher quality of human life through INNOVATIVE high-technology solutions



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