

Rome, 26th November 2013

Selex ES signs a Memorandum of Understanding with Poste Italiane and Russian Post in the e-commerce, logistics and Hybrid Mail sectors

As part of the Italian-Russian summit taking place in Trieste, Selex ES (Finmeccanica group), Poste Italiane and Russian Post have signed a Memorandum of Understanding for industrial and strategic collaboration in the e-commerce, logistics and Hybrid Mail sectors.

“Selex ES is honoured to support Italy and Russia’s cooperation in postal logistics”, said Fabrizio Giulianini, Selex ES CEO, adding “We have long-standing technical collaborations with both Russian Post and Poste Italiane and we’re pleased to be able to bring our international experience to bear to improve efficiency and enhance innovation at both companies.”

First, an e-commerce platform devoted to “made in Italy” for the Russian market is to be launched, with an integrated range of services from payment through despatch to delivery of the product via Poste Italiane’s EMS international postal service (Express Mail Service), including customs clearance, customer service and network management. The initiative aims to boost the volume of Italian exports to Russia.

The second area of cooperation is precisely about optimising the EMS international express postal service: international parcels sent between Poste Italiane and Russian Post rose from a few thousand to around 200,000 in 2013. Leveraging the new parcels sorting centres set up throughout the world – including the one developed by Selex ES in the Vnukovo district of Moscow and opened yesterday – the objective is to increase volumes and quality standards and to provide a range of added-value services.

Finally, the third aim of the agreement is to develop a joint offering of Hybrid Mail solutions for the Russian market. The areas of interest are: “distributed printing”, electronic document management/archiving/dematerialisation, direct marketing and e-government services.

As well as encouraging the international expansion of Poste Italiane’s business model and the efficient growth of Russian Post, this agreement aims to add value for both Italian and Russian postal services, while at the same time representing the frame of reference for Selex ES to pursue commercial and industrial opportunities in Russia.

Russian Post’s key investments in the next few years will in fact be focused on the areas covered by the agreement, in which Selex ES is putting itself up as the continuing reference technological partner and system integrator.

Selex ES: an established player in postal automation technology

With over 40 years’ experience in postal automation and logistics, Selex ES played a crucial role in the late 1960s as the reference supplier for Poste Italiane in modernising the Italian postal service. The company is also a key partner of Russian Post, to which it has supplied a turnkey automated sorting centre for Moscow, two hybrid mail centres in Moscow and St Petersburg, facilities in Rostov-on-Don for processing and sorting letters, parcels and packages and the new international mail centre in Vnukovo.

Nowadays, Selex ES is one of the main operators worldwide, with a complete offering of leading technology and skills in integrating sorting systems and automated handling, also using ICT platforms and solutions.