

# **DENIOS**

**ENVIRONMENTAL PROTECTION  
& WORK SAFETY**



## **KEY ACCOUNT**

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

DENIOS MAJOR CUSTOMERS – INDIVIDUAL AND INTERNATIONAL

## YOUR SUCCESS IS OUR GOAL

At DENIOS, we understand that dealing with hazardous substances is a sensitive task that requires specific knowledge, technical expertise and a tailored approach. Through our Key Account Management, we support the optimisation of your hazardous materials handling processes and bring your safety standards up to a new level - we are your reliable partner, helping you meet your individual requirements. Through close cooperation and regular discussion, we create a strong business relationship based on trust, reliability and mutual success.

For us, efficiency is the key to success. With our digital catalogue data on your electronic ordering platform, you'll not only reduce process costs but will increase the security of your procurement processes. The DENIOS catalogue is integrated seamlessly into your e-procurement system, opening up a new dimension in procurement management for safety-related production and operation equipment. Your success is our success and we offer you the best possible comprehensive service. I would like to introduce myself as Head of Key Account Management.

### GET IN TOUCH DIRECTLY:

TEL.: 0800 753 000 5

EMAIL: [KEYACCOUNT@DENIOS.DE](mailto:KEYACCOUNT@DENIOS.DE)

### OR CONNECT WITH ME ON LINKEDIN:



Felix Förster

– Head of Key Account Management –



A selection of our customers:



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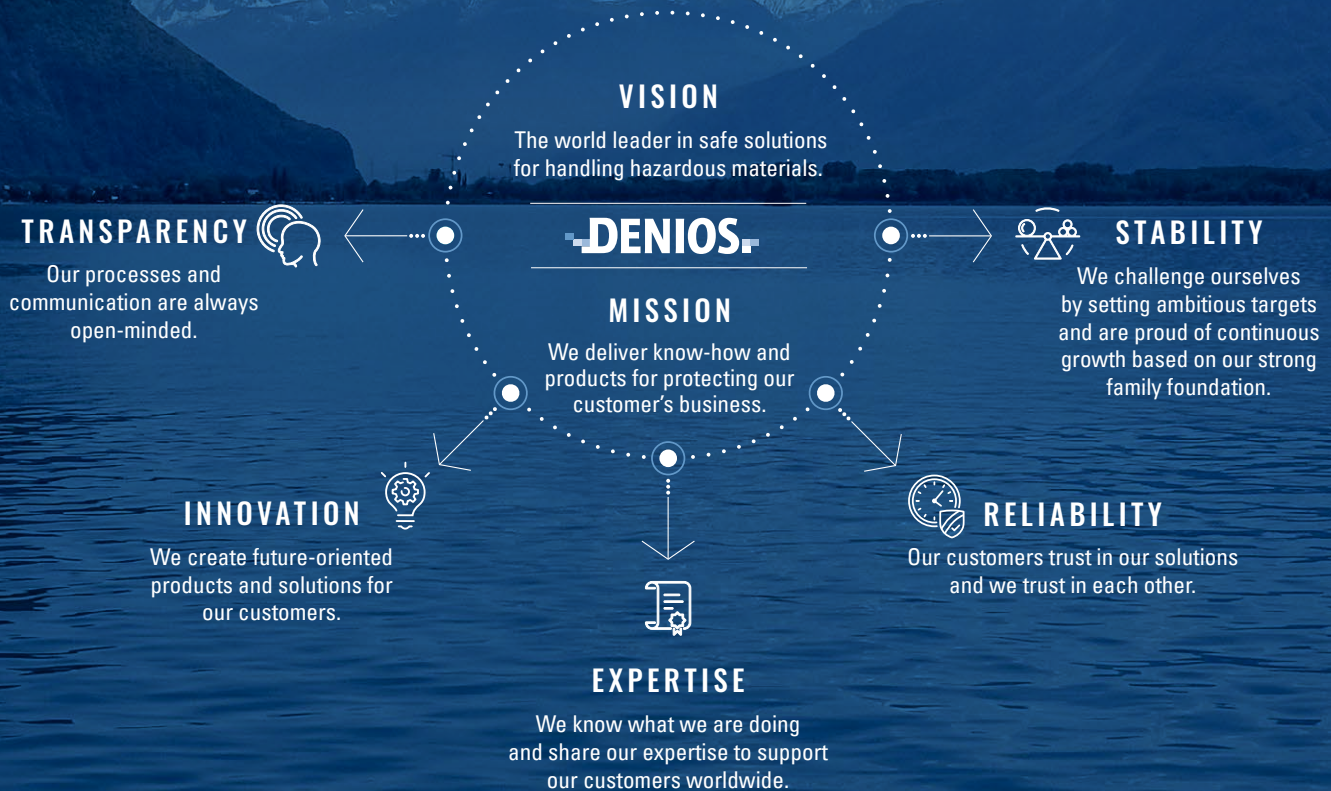
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# DENIOS – WE PROTECT PEOPLE AND THE ENVIRONMENT



A refuse 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.DE/FEUER](http://WWW.DENIOS.DE/FEUER)

## 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.DE/WASSER](http://WWW.DENIOS.DE/WASSER)

## 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.DE/ERDE](http://WWW.DENIOS.DE/ERDE)

## 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.DE/LUFT](http://WWW.DENIOS.DE/LUFT)





## 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



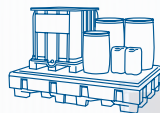
#### ADVICE

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.de/beratung](http://www.denios.de/beratung)



#### 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.de/shop](http://www.denios.de/shop)



#### SERVICE

Maintenance service | Full service for  
hazardous material stores | Maintenance  
and service contracts | International  
service locations | Certified fitters | DENIOS  
Academy |  
Free tools & knowledge formats

- Reliable
- Tried and tested
- Certified

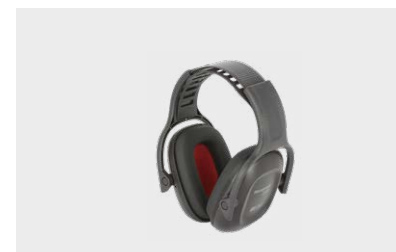


[www.denios.de/service](http://www.denios.de/service)

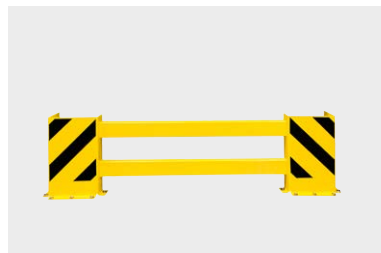
DIGITAL | HOLISTIC | INTERNATIONAL | SUSTAINABLE



## PRODUCT RANGE FROM DENIOS







## INDIVIDUAL PERFORMANCE OPTIMISATION

Your personal DENIOS Key Account Manager will advise you based on your needs and your goals. You'll benefit from the best possible customised added value - from the wide-ranging DENIOS service portfolio as well as at your annual account update. We'll support you proactively, making regular suggestions to improve your operational safety.









# INDIVIDUAL PERFORMANCE OPTIMISATION

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

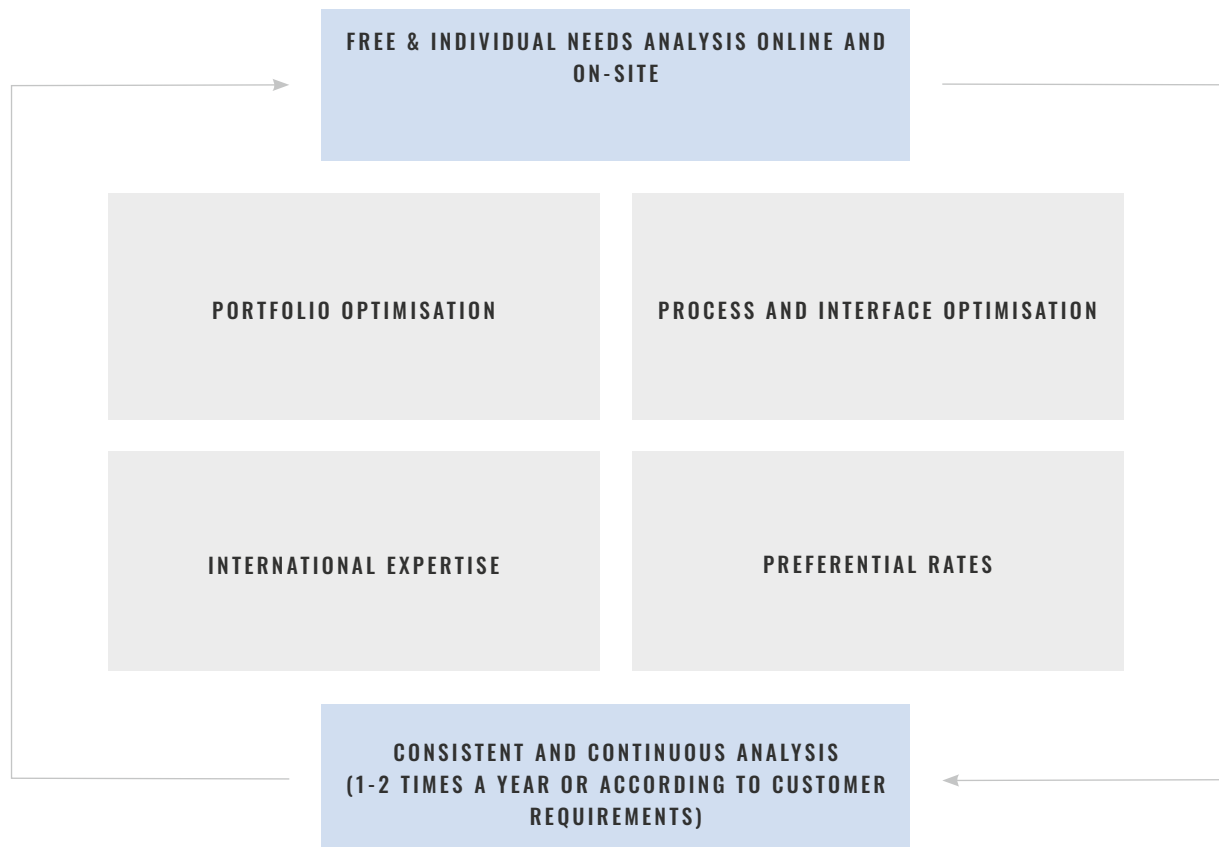
## Supplier bundling:

- 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 OPTIMISATION:

TAILORED TO THE RESPECTIVE NATIONAL LEGISLATION, WE'LL PUT TOGETHER THE RIGHT  
PORTFOLIO FOR YOU.

### ... YOUR PROCESS AND INTERFACE OPTIMISATION:

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 optimisation - 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 services. Consistent, ongoing purchasing optimisation 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, 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 recognised 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 a 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 legislation. The maintenance and spare parts guarantee is another benefit. 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. We even pass on DENIOS' process cost savings to our customers in the form of a savings bonus, in addition to the preferential rates, which depend on the respective purchase quantity.

## 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 and the environment depends on appropriate protective measures, and these in turn depend on the individual risk assessment. Internationally, differences in legislation must also be taken into account. Consulting services are a fixed pillar in the holistic service 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 headquarters in Bad Oeynhausen 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 SE 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 sensitive and safe products directly from the certified manufacturer. Legally-compliant, country-specific ranges can be individually created for our customers' systems.

You benefit from complete transparency and control over your procurements. 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 legislation. 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.

#### 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



## EXCLUSIVE DENIOS BENEFITS

### FRAMEWORK CONTRACT PARTNERSHIP & KEY ACCOUNT SERVICE

At DENIOS, we don't want to be just a supplier! We're 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 materials storage and work safety needs.



#### Special conditions and fixed discounts

As a framework agreement partner, you'll receive special conditions and fixed discounts on our entire product range. This helps you optimise your budget planning and benefit from attractive pricing.



#### Access to expert knowledge

Through our DENIOS Academy, we offer individual lectures and training courses on relevant topics relating to the storage of hazardous substances and work safety. Our team of experts is available to keep you up to date in person. You'll also enjoy free access to selected and current "KAM Selection Webinars".



#### 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 group of companies has individual processes and group-wide requirements. As a partner, we specifically address your requirements and develop customised solutions for your company.



#### Digitalised procurement processes

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



#### Implementation of international safety standards

With our Corporate Safety Programme, we ensure that your international safety standards are fully implemented and that your employees are optimally protected.



#### Support at in-house exhibitions

Digitally or on-site - we'll accompany and support you at your in-house exhibitions and present our specific know-how, products and solutions.



#### Extended payment terms

As a framework agreement partner, enjoy extended payment terms to help preserve your liquidity and optimise your financial planning.



#### Portfolio analysis and savings potential

We'll regularly analyse 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.



**DENIOS SE** from Bad Oeynhausen has succeeded in reviving its business relations with Deutsche Bahn - the company based in northern North Rhine-Westphalia has been the main supplier of safety-relevant operating equipment since February. Through this framework agreement, Deutsche Bahn has a competent and reliable partner at its side for the coming years for the supply of work safety products. In a European tender, the world market leader for hazardous materials storage was able to outclass its competitors and 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. The in-house DENIOS Academy has already offered appropriate training and further education for many years - these are now also being integrated by Deutsche Bahn into their internal training programme "DB Training".

DENIOS SE 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".

## SUCCESS STORY - DMK GROUP

### FIRE SAFETY OFFICER TRAINING

Deutsches Milchkontor not only stands out as Germany's largest and most important dairy cooperative in the food retail trade, but it's also one of the leading companies in the European dairy industry. With more than 20 locations and over 7,800 company employees, as well as 5,600 active milk producers, the company processes approximately 6.6 billion kilograms of milk every year. The company stands for quality, variety and innovation, and its range includes a wide variety of products - including such successful brands as MILRAM, Osterland, Humana and Alete.



#### MEETING AT DENIOS FOR DMK FIRE PROTECTION OFFICERS

Once again, DMK employees used the DENIOS venue for their in-house training. This year it was the turn of the DMK fire safety officers. Jakob Hoffmann, the Key Account Manager responsible for DMK, invited 27 fire protection officers from different locations in Germany to attend. A two-day programme was set up in cooperation with DMK for the in-house training course. The first day of the event focused on internal DMK topics, while the second day included a comprehensive safety programme covering safe storage and charging of lithium batteries. Finally, the innovative "DENIOS connect" was presented to the fire protection officers. Thanks to this optimal support system, the legal duty of monitoring is no longer a burden. With the help of practical data transmission and intelligent condition monitoring solutions, hazardous materials storage is brought right into the digital age. The DENIOS connect active sensors permanently monitor the status of the hazardous materials store and spill pallets.

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**As part of the 10-year cooperation framework between DENIOS and DMK, DENIOS has become an important partner, supporting safety-relevant company equipment.**

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**MR GUTOWSKI**

DMK Expert Environmental, Health, Safety & Security



## SUCCESS STORY - DOW

### DOW SAFETY WEEKS - WITH SAFETY FROM DENIOS

Safety weeks are held annually at the Stade production site in Lower Saxony. As an internationally qualified and strategic supplier, DENIOS provided the Dow specialists with detailed information on topics of work safety and operational environmental protection, and presented its wide range of products at the event.

#### UNIQUE RANGE OF SERVICES FOR ENVIRONMENTAL PROTECTION

As a supplier of work safety and environmental protection equipment, DENIOS employees presented the range of services and manufacturer's expertise: from absorbent materials and spill pallets, to hazardous material stores from our own production facilities. The range is broad and also offers many different product variants for each application and requirement. All products are available to Dow employees through a framework agreement via the SAP Ariba platform. Due to the wide variety of customer requirements and product diversity, DENIOS' consulting services are another important success factor. The focus was therefore also on providing individual advice and imparting specialist knowledge on hazard prevention via the DENIOS Academy's Europe-wide practical seminars, online guides and brochures, such as the DENIOS Hazmat Manual.

The DENIOS Academy is an important and popular tool used by manufacturing companies to conduct safety-related training in the handling of hazardous substances. In an experimental lecture, the risks posed by dangerous substances are demonstrated in an entertaining way. During leak training, employees can actively practise the use of absorbent materials in an emergency.

#### DENIOS FOCUSES ON CLOSE INTERNATIONAL CUSTOMER SUPPORT AND DIALOGUE

During the closing event, DENIOS also presented to 50 safety managers from Europe, Asia and Africa. Thanks to the international position of DENIOS SE, which now has 6 production sites and sales offices in 23 countries, the DENIOS Group is represented in Europe, America and Asia. This allows DENIOS to act as a group-wide supplier and to provide competent support to the Dow overseas companies using local contacts. With complementary digital services, DENIOS can provide consulting, procurement, servicing and information services to customer interfaces across the world.

\*\*Industry giant Dow benefits from the strategic partnership with DENIOS through our internationality and customer proximity, diverse, holistic solutions and services, manufacturing expertise and training offers. \*\*DENIOS makes an important contribution to close cooperation and work safety at Dow - the participants at the Dow Safety Weeks were particularly impressed by this.



## SUCCESS STORY - PRACTICAL DAYS AT SALZGITTER FLACHSTAHL GMBH

### DENIOS ASSISTED SALZGITTER FLACHSTAHL GMBH WITH THEIR SECOND PRACTICAL DAYS!

DENIOS Key Account Management provided its valuable customer Salzgitter Flachstahl GmbH with tailor-made support at its in-house exhibition. With the full-backing of the company, our Salzgitter Key Account Manager, Jakob Hoffmann, and our Marketing department worked together to come up with a concept that would allow Salzgitter's staff to roll up their sleeves and really get involved.



For more than 150 years, the companies in the Salzgitter Group have stood for innovative and sustainable production of steel and technology products. More than 150 subsidiaries and associated companies worldwide belong to the Salzgitter Group. With their international locations, they are represented all over the world and maintain geographical proximity to their customers.

Salzgitter Flachstahl GmbH is the Group's largest steel subsidiary. The 5,480 employees at Salzgitter Flachstahl GmbH produce 4.3 tonnes of raw steel, thus generating 3.2 billion euros in turnover. Salzgitter's most important customers are vehicle manufacturers and their suppliers, pipeline manufacturers, cold-rolled steel manufacturers, steel traders, and the construction industry.

To mark World Safety and Health at Work Day on 28 April, Salzgitter Flachstahl GmbH's Occupational Health and Safety department held the second edition of their "Practical Health and Safety at Work Days". All Salzgitter Flachstahl GmbH employees were invited to take part in this 13-day, in-house conference with a fascinating, varied and interactive programme based around this year's theme: "Mindfulness". Over 3,000 employees, trainees and temporary staff couldn't pass up the opportunity to take part in the programme and find out more about a range of key issues, such as noise, hazardous substances and telephone CPR. A special outdoor station was set up on the sports field next door, where attendees were invited to try out "intu-

itive archery" as an exercise in mindfulness. The event closed with a film on mindful eating entitled "Healthy indulgence".

**"The support from DENIOS Key Account Management at the Salzgitter Practical Days with their Hazardous Materials Cabinet Challenge was a complete success. As a supplier in the area of safety-relevant operating equipment, our partnership with DENIOS has had added value for Salzgitter Flachstahl GmbH for years".**

*Ms Sebold - Tanski Head of Work Safety Salzgitter Flachstahl GmbH*

Ensuring the success of this client project was the top priority for our Key Account Management team, and Jakob Hoffmann pulled out all the stops to make sure the fascinating event went down well. He briefed DENIOS' Marketing department on the essentials, then the two teams entered into a detailed discussion with our client, Salzgitter Flachstahl. Our experienced Marketing team worked with the client to draw up and implement a step-by-step plan. A video was made especially for the event.





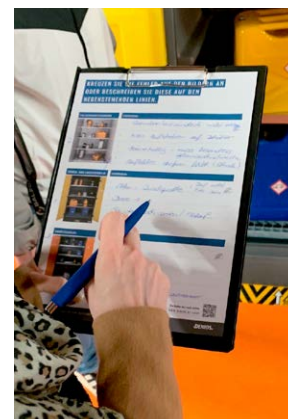
The content was a Hazardous Materials Cabinet Challenge, which included built-in errors in the storage of hazardous materials. To make sure the Salzgitter employees didn't feel like they were just sitting through a lecture, Marketing also put together an "error checklist" so staff could note down situations where hazardous substances were stored incorrectly. The employees were shown the video first, then challenged to point out the mistakes they found. At the end of this exciting task, DENIOS speaker Tobias Authmann, as a hazardous substances expert, showed how to remedy the errors shown in the video.

Alongside the video and a range of roll-up banners, Marketing also provided a variety of posters for the Practical Days, several of which were designed especially for the occasion. Since Salzgitter Flachstahl also works with gases, it was important to ensure that employees were aware of how to work with these hazardous substances on a day-to-day basis. This resulted in an explosion protection poster as well as a poster on hydrogen and the explosion protection triangle. The concept of mindfulness at work was at the centre of each part of the event.

To give the Salzgitter employees the opportunity to actually see and touch the products for themselves, we took care of the logistics, booth design

and construction, and the procurement of the materials required to ensure that the Salzgitter Practical Days ran smoothly. This included hazardous substances cabinets, spill pallets, a range of ergonomic lifters, drum trolleys, and marketing materials such as the Hazmat Manual, catalogues, brochures, info sheets and giveaways.

It was an exciting project for DENIOS. Feedback from Salzgitter Flachstahl GmbH has also been positive.



## 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. Advantage: at DENIOS, we're your service partner, with all the expertise of a developer and manufacturer, - reliable, competent and always at your side.





We look forward to your call: +49 5731 753 000 5  
[www.denios.de/key-account-management](http://www.denios.de/key-account-management)



# 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:





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New dimensions for storage and dispensing.

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## OUR MISSION: ACT SUSTAINABLY AND 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 optimisation of processes along the value chain. Our sustainability report, validated to GRI standards by GUTcert, can be found on the DENIOS website.

[WWW.DENIOS.DE/NACHHALTIGKEIT](https://www.denios.de/nachhaltigkeit)

**DENIOS is a climate-neutral company.** In cooperation with an external service provider, DENIOS SE 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.



**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.



## 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 foundation 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 specialised 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 "Catalogue Products" business unit covers more than 20,000 catalogue 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 variants. 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 German 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.



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Award-winning innovative strength.

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## 24/7 SECURE DIGITAL NETWORKING WITH

Unintentional charging and especially charging outside of working hours increase the risk of fire in a lithium-ion battery. Lithium-ion battery fires are very difficult to fight. Extinguishing solutions using conventional materials are mostly unsuccessful, as lithium-ion cells produce the oxygen needed for the fire themselves. The situation becomes especially dangerous when a lithium-ion battery releases its stored energy in an uncontrolled manner – a process known as the "thermal runaway". This results in an explosive burning of the battery. Often, all the fire brigade can do in such situations is protect the neighbouring areas and use water-based cooling techniques to prevent propagation. This means that every extra minute is hugely important when it comes to keeping staff and the company safe.



**DR. JAN REGTMEIER**  
Director Innovation at DENIOS SE

### DR. JAN REGTMEIER WHAT COULD THE BEST SOLUTION BE FOR OUR MAJOR CLIENTS?

With our successful SmartStore and SafeStore Pro series of lithium-ion cabinets, we are already able to ensure customers can store and charge batteries with fire protection. But we didn't stop there! We wanted to increase our major customers' safety around the clock, while also reducing the installation and operation workloads to a minimum. The proven hazardous materials cabinet served as the basis for the new and innovative product. Based on years of experience and manufacturer expertise in safety cabinets, we have optimised the product and taken it to the next level in terms of safety. With DENIOS connect, reliable 24/7 monitoring of the SmartStore connect lithium-ion cabinet is now possible, both during storage and charging.

### WHAT MAKES THE LITHIUM-ION CABINET SO SPECIAL?

The "DENIOS connect ready" is an all-round package designed to take care of all our customers' concerns. This means that the cabinet is equipped ex works with an eSIM that is already connected in the DENIOS cloud. This means the customer doesn't have to worry about assembly or any part of the installation process. All they need to do is connect the system to the power and activate their lithium-ion cabinet in the cloud using the enclosed authentication number. Then, it's also a good idea to save the contact details for at least one person – more if possible – who can be notified via alarms, text messages and/or email in case of an emergency. And that's all it takes to set up the SmartStore connect safety cabinet.

### WHAT ARE THE TECHNICAL INNOVATIONS IN THIS LITHIUM-ION CABINET?

The configuration and operation of the DENIOS SmartStore connect cabinet has become much easier thanks to a precisely tailored user interface. Additional safety is provided by the ability to set more alarms or warnings for different scenarios. This specification allows the customer to recognise straight away what the exact problem is, so they can respond accordingly. In addition, information on the service status via operating hour counters as well as informative service appointment alarms can be called up from the cloud, resulting in complete documentation of the status history. PDF reports can be generated at any time for upcoming audits. The so-called heartbeat cycle enables continuous checking of the connection status. A connection failure is therefore noticed promptly and subsequent measures can be taken straight away. This is an additional safety aspect for our major customers.



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Securely networked with condition monitoring.

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# 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.DE/LITHIUM-IONEN-SCHRAENKE](http://WWW.DENIOS.DE/LITHIUM-IONEN-SCHRAENKE)



#### EXTINGUISHING AGENTS AND TRANSPORT CONTAINERS

- PYROBUBBLES® EXTINGUISHING MEDIUM
- TRANSPORT CONTAINER WITH UN APPROVAL

[WWW.DENIOS.DE/BEHAELTER-FUER-LITHIUM-IONEN](http://WWW.DENIOS.DE/BEHAELTER-FUER-LITHIUM-IONEN)



#### TEST ROOMS FOR LITHIUM BATTERIES

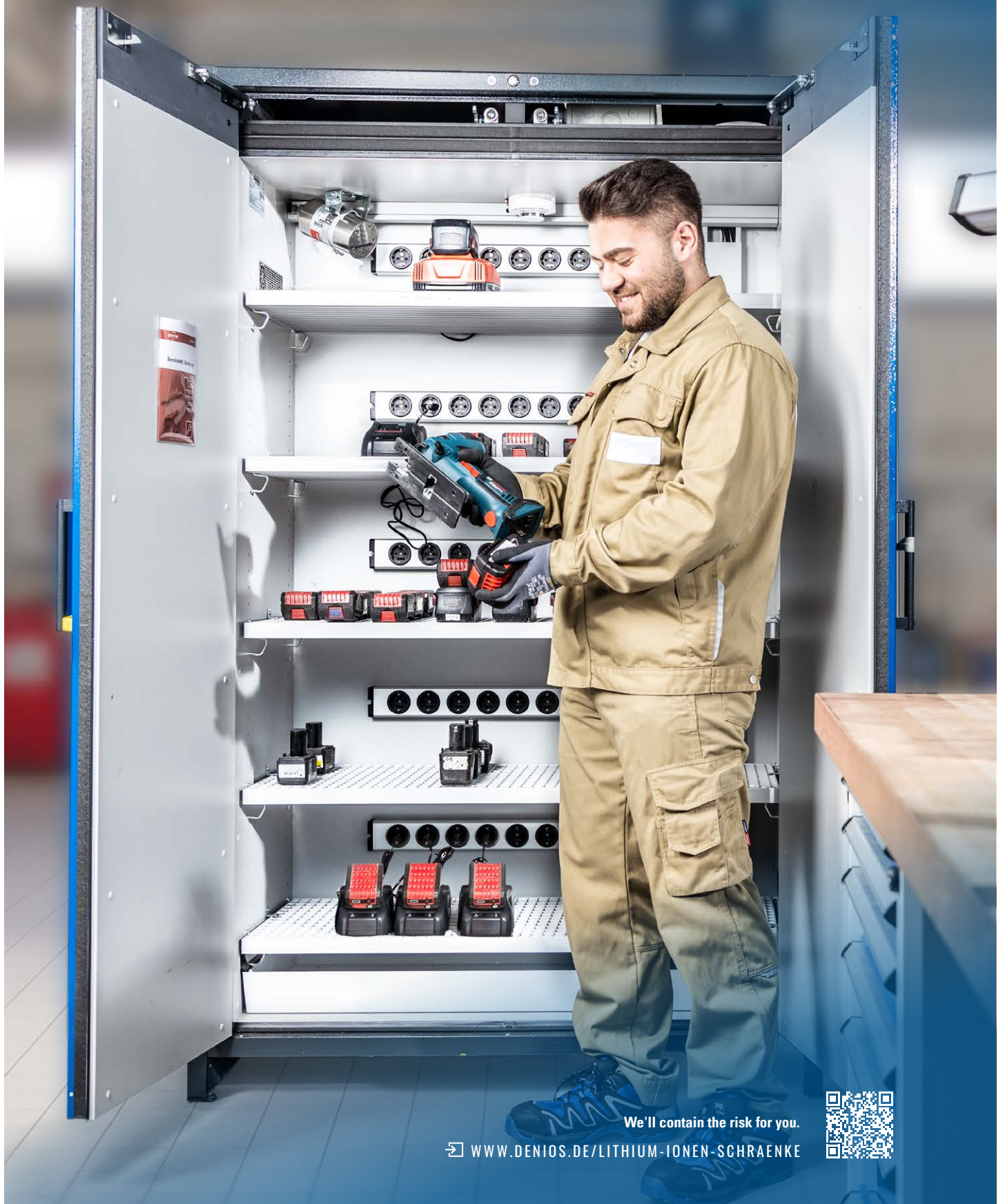
- TAILOR-MADE SOLUTIONS
- WIDE RANGE OF EQUIPMENT
- PROCESS-DEPENDENT FUNCTIONS

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We'll contain the risk for you.

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# POWER SAFE - ENERGY STORAGE SYSTEMS

## FOR A QUICK APPROVAL PROCESS

POWER SAFE battery storage systems protect people, the environment and property from fire hazards and secure your energy supply. With excellent quality, long service life and expandability, the POWER SAFE Li-ion battery storage system meets the highest demands of trade and industry. With a safety certificate for approval authorities, POWER SAFE offers a safety room in the form of a double-frame construction that is classified with REI 90 or REI 120 fire protection. It therefore withstands a fire from inside or outside for at least 90 minutes.

Due to the fire protection, POWER SAFE can be installed without safety distances from buildings. An important plus point for operators: POWER SAFE can be used in confined spaces - an important factor in urban areas in particular when deciding whether there is enough space for a battery storage system. A safe and convenient solution, but above all an important one, since the rapid expansion of energy storage systems is a high priority.



### Future-proof energy storage

Top quality made in Germany, service and expandability ensure a long service life and thus meet the highest demands of trade and industry.



### Classified fire protection

The fire-rated room system has European Technical Approval (ETA) and the associated CE marking. The fire protection solution withstands a fire from inside and outside for at least 90 minutes.



### Quicker approval process

Comes with a safety certificate often required by the authorities, for insurance-critical projects with battery systems.



### Installation without safety distances

In urban living spaces with limited installation space and increased fire protection requirements for installation in the immediate vicinity of buildings.



### Required environmental protection

Especially where there are stricter environmental regulations, such as in a water protection area, Power Safe protects the environment in the event of damage. The room system has water-law design approval from the DIBT.



### Protection of your investment

Power Safe's sturdy safety space protects the battery system against damage from the outside (vandalism, collision damage, fire) on the one hand and against environmental influences (solar radiation, temperature, humidity, air pollution) on the other.



### Alarms in real-time (Add-on)

The classified fire protection in combination with the permanent monitoring give the operator sufficient time for emergency measures to be taken.

## REAL-TIME ALARMS (ADD-ON)

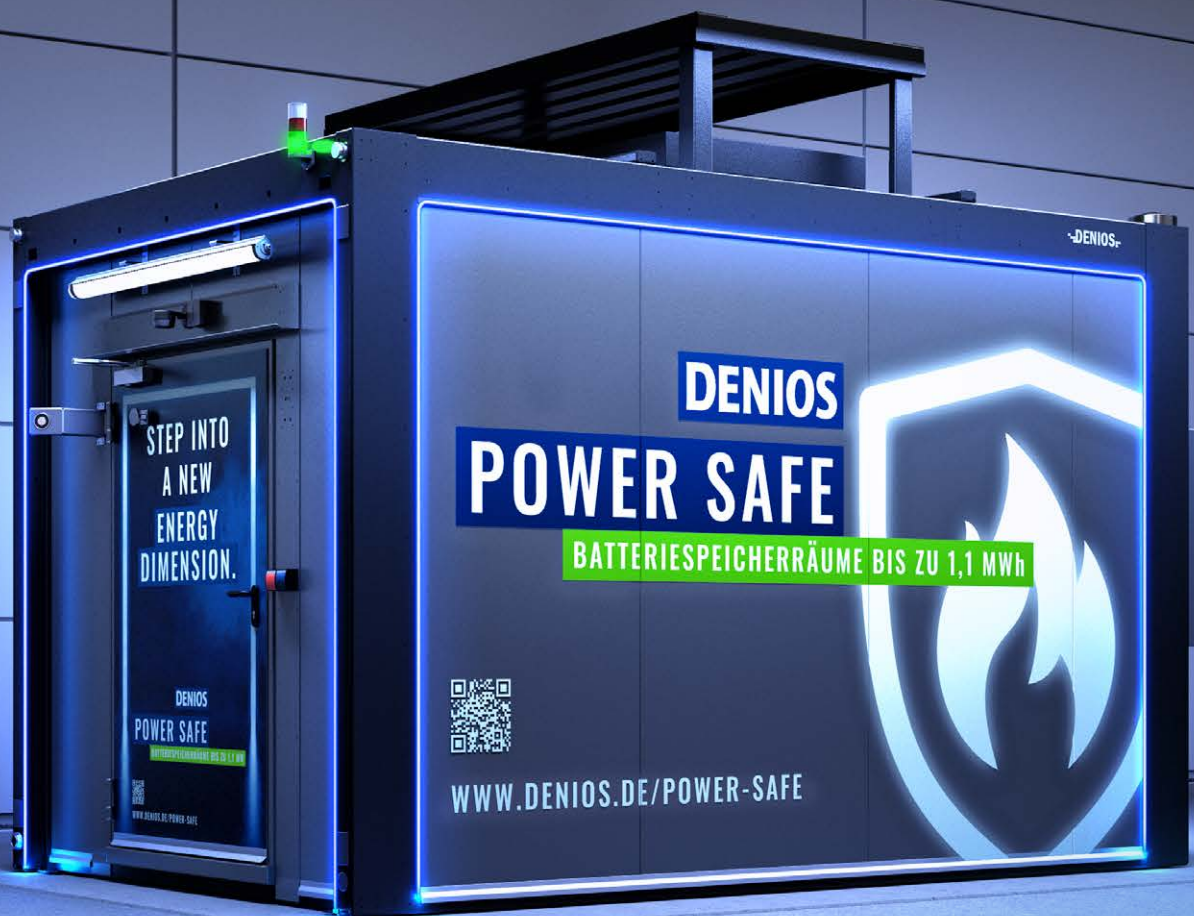
With classified fire protection from DENIOS your safety concept is already looking good. A useful addition would be remote monitoring with real-time alarms. This add-on offers 24/7 monitoring, alerting you at night and on weekends if something is wrong with the operation of your battery storage system.





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We'll contain the risk for you.

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# OPTIMAL PROTECTION OF YOUR INVESTMENT: MAINTENANCE FROM THE MANUFACTURER

## EVERYTHING FROM A SINGLE SOURCE, INCLUDING PROACTIVE MAINTENANCE MANAGEMENT

With a DENIOS product, you can rest assured that you are safe. Right from the design and production stages, we take into account all the relevant laws, standards and required certifications. There's a simple way to make sure that you and your employees remain safe in the long term and to reduce the risk of an accident causing personal injury or damage to property: regular maintenance.



We see ourselves as your partner, providing a comprehensive and worry-free service. We'll remind you when maintenance is due and make sure it's carried out. This leaves you free to concentrate on your business.



### THE DENIOS MAINTENANCE SERVICE COVERS:

- One-off inspection or maintenance contract
- Trained and certified service technicians
- On-site repair of defects and damage as far as possible; large scale repairs will be quoted for and carried out separately
- Preparation of service reports and inspection records
- Fitting the test sticker(s)
- Travel costs and small consumables are always included in the maintenance price

### ADVANTAGES:

- Legal compliance
- Maintenance of your insurance protection including limitation of company liability in the event of a loss
- Avoidance of costly repairs with regular maintenance
- Minimised risk of downtime and extended product life
- Maintenance appointment reminder from DENIOS
- Safety for your employees and your company

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Everything from a single source: maintenance from the manufacturer.

[WWW.DENIOS.DE/SERVICE-WARTUNG](http://WWW.DENIOS.DE/SERVICE-WARTUNG)







**HOW DOES KNOWLEDGE AND AWARENESS REACH THE MINDS OF THE WORKFORCE? HOW DOES IT STAY PRESENT AND UP TO DATE? HOW CAN BEHAVIOURAL CHANGES BE BROUGHT ABOUT, INCLUDING TECHNICAL MEASURES FOR BETTER SAFETY IN THE HANDLING OF HAZARDOUS SUBSTANCES?**

HSE (Health/Safety/Environment) officers deal with all these issues every day, all over the world. With the DENIOS Academy, we don't just provide answers to these questions; we link theory with practice and application with solution, impressively demonstrating possible risks and their consequences if actions are taken contrary to the specifications and recommendations.

## MR AUTHMANN, YOU ARE A LECTURER AT THE DENIOS ACADEMY. WHO ARE YOUR LECTURES AIMED AT?

DENIOS Academy lectures are primarily aimed at all manufacturing industries. DENIOS SE's major customers in particular have recognised the value of our training courses and that they are an important addition to our product and service programme. The introduction of a technical protective measure will not be successful, or only to a limited extent, unless the behaviour of employees is changed in the long term. A very important development from my point of view is the increase in events for trainees. Before incorrect behaviour becomes a habit, young people learn right from the start about the risks posed by hazardous substances and incorrect behaviour, and how important it is to handle them responsibly. In addition to plant and production employees and HSE officers, managers and employees from technical purchasing are also making increasing use of the events. It's a great advantage if safety awareness is present at all levels and if attention is also paid to work safety when making future investments.

## WHAT DO CUSTOMERS APPRECIATE ABOUT YOUR LECTURES?

A frequent comment is that I am very successful in getting people to listen. There may be many reasons for this. As an external person, people are usually quite open-minded towards me, and, due to my training as a graduate biologist and further training specifically in this area of knowledge/application (fire protection officer, safety officer) as well as my many years of experience as a lecturer, with far more than 1500 presentations given, I am thought of as a competent person. Nevertheless, I always meet the participants at their level and am open to any questions. The high practical relevance and the interactive design of the lectures are generally rated by participants as very vivid, entertaining and memorable. Due to the wide range of services offered by DENIOS, I am also able to include new features and practical tools (hazardous substances apps, posters, guides, etc.) from time to time, as well as new state-of-the-art equipment. Due to our own manufacturing background, DENIOS speakers can specifically address the use of the equipment. This is even possible on an order-related basis as induction for the operating personnel or as training. Our emergency leak training is particularly popular, where participants practice the emergency and learn how to use our DENSORB absorbent materials most effectively.

When it comes to current trending topics such as the safe handling of lithium batteries, DENIOS as a manufacturer with a unique variety of solutions is clearly ahead of the game. This is also noticeable at the events - they are fully booked weeks in advance. The latest trending topic is smart hazardous material storage with condition monitoring, which enables operators to monitor spill pallets and hazardous material stores 24/7. The DENIOS Academy runs more than 450 events each year, in various countries. For most of our training courses, proof is provided in the form of individual certificates of attendance with VDSI points, which can also be relevant for audits and obtaining qualifications or certifications.

## WHAT EVENT FORMATS ARE AVAILABLE?

Before the pandemic, in-house training was very popular with our major clients. Recently, about 30 % of events have taken place online. However, this also has the advantage that now an average of over 60 people attend instead of the previous average of just under 40 people on site. Most recently, we successfully conducted several online training sessions with around 600 participants each via conference call. The feedback was predominantly positive. As we reproduce recordings of the experiments with thermal imaging and slow motion, some of the experiments were even better received than at the live event. Some people missed the "smell and explosions" however. This is why hybrid events are also in demand, where one part takes place with a live audience, and then other locations or employees working from home can connect in at the same time. Even at large events it has always worked well, answering everyone's questions - even those asked online. Those who prefer a clearer programme can also book several lectures in a row.

What is perhaps not so well known yet is that part of our modern premises in Bad Oeynhausen is also available for external conferences. In addition to conference rooms and catering, we offer unique experiences at "DENIOS, the Hazardous Substances Expert": in the hazardous substances course, participants test their knowledge in games to find hidden errors, for example: "Is the containment volume suitable?", "Are the containers correctly labelled?" or "Were the correct warning labels used?". In the showroom, many of our products are available for hands-on inspection. During a company tour, participants can see how a hazardous materials store or a spill pallet is made and can meet project managers and experts on site.

**Since there are so many different training formats, we advise our customers individually. Please send your personal contact or call us on 0800 753 000 5.**

Find more information and testimonials at

 [WWW.DENIOS.DE/ACADEMY](http://www.denios.de/academy)



**DIPL. BIOLOGIST TOBIAS AUTHMANN**

Expert in the storage of hazardous substances | Fire protection/safety officer | Presenter at the DENIOS Academy



## YOUR EVENT AT DENIOS

### AT DENIOS, THE HAZARDOUS SUBSTANCES EXPERT

Would you like to raise your employees' awareness of hazardous substance safety with the help of a practical training conference, with varied and entertaining presentations? With exciting expert lectures, hands-on training and presentations of new safety products? Then you're cordially invited to use our comfortable conference facilities in Bad Oeynhausen in East Westphalia. Of course, refreshments will be provided during the course of the event.

[WWW.DENIOS.DE/ACADEMY](https://www.denios.de/academy)

#### MEETING ROOMS AND BLUE CAMPUS

A range of topics can be professionally presented and discussed in our modern meeting rooms. With Blue Campus on our company premises, we want to offer universities, start-ups, customers and other partners a meeting place to work on their ideas. In an area of approx. 250 square meters, we have created modern, well-equipped collaborative spaces, areas for the practical testing of products and modern electrical workstations. In the long term, we'd like to establish the Blue Campus as a centre for innovation, bringing together different areas, as the best ideas always come from collaboration.



#### WORKS VISIT

Take a look behind the scenes at DENIOS and get interesting insights on a guided tour of the company. More than 2,000 room systems per year are built in the approx. 16,200 m<sup>2</sup> production facility and delivered throughout Germany and to neighbouring countries. Our classic plastic spill pallets are produced in our in-house plastic rotation moulding and deep-drawing process.



#### SHOWROOM UND HAZARDOUS SUBSTANCE PATHWAY

Get involved: touch and try out product samples in our showroom. In the technical centre, the show area for our storage and process technology, hazardous material storage and containment systems can be viewed and tested by arrangement. A live demonstration of the DENIOS connect app is also possible. In the hazardous substances pathway, knowledge of work and hazardous substance safety is tested in with a series of games. Participants are confronted with different situations that need to be solved. The popular leak training or experimental lectures can also be held at our site.



# DENIOS.

bluecampus

#DREAMBIG #WORKHARD #BUTSMART

We are developing new ways to protect the environment and people in companies around the world. Our Blue Campus gives us a creative (free) space in which we develop, test and implement innovative solutions in interdisciplinary, self-organized teams. We build projects around motivated and creative people. The Blue Campus gives us the framework and support we need to do this. We trust each other and encourage self-organized work in teams that take responsibility. We want to carry our experience, working methods and ways of thinking into the core organization and thus contribute to a lively corporate culture. Our goal is to realize solutions and thus make the future safer and more sustainable worldwide.



## 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.

#### APPS

TRGS 510 is one of the most important regulations for the safe storage of hazardous substances. We provide practical apps so that you can apply the rules safely.



[WWW.DENIOS.DE/DIGITALE-SERVICES](https://www.denios.de/digitale-services)



#### DOWNLOAD CENTRE

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



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#### DENIOS HAZMAT MANUAL

Your guide to safe hazardous material storage: this expert reference book provides valuable tips on working with and handling hazardous substances as well as an overview of current regulations and laws:

Environmental liability law and Environmental protection law,  
Emission protection law, Occupational health and safety  
law, Water law, Chemical law and Public building law.



[WWW.DENIOS.DE/FIBEL](https://www.denios.de/fibel)





## DENIOS GUIDES

Our practice-oriented guides provide answers to your questions, explained in an understandable and competent manner. Get expert tips on hazardous materials handling, work safety, explosion protection and many other areas of everyday operations.



[WWW.DENIOS.DE/MAGAZIN](http://www.denios.de/magazin)



## THE DENIOS NEWSLETTER

Subscribe to our newsletter and stay up to date: find out all about new offers, products and services. Benefit from tips, advice and the expertise of the DENIOS Academy.



[WWW.DENIOS.DE/NEWSLETTER](http://www.denios.de/newsletter)



## SOCIAL MEDIA

Follow DENIOS and keep up to date. You will always be the first to hear important news via our social media channels. You can find us at:



## STAY IN TOUCH!

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