

# SafeGateways Keep Things Moving at Kia Georgia

Located in Southwest Georgia, Kia Georgia, is one of the largest automotive manufacturing plants in North America. With a total investment in the plant of \$1.8 billion, Kia produces four models on location: the Telluride SUV, Sorento SUV, Sportage SUV, and the K5 sedan.

## Challenge



### Ineffective technology

With over 9,000 workers per shift they don't just operate the plant. They make cars. Ensuring weapons do not enter the plant is part of Kia's culture of care and safety for the employees. Previously, they tried manual wandering and attempted using a competitive product. However, these approaches proved to be ineffective and added significant delays in getting workers on the shop floor in a reasonable time. Thus, they did not meet Kia's expectations and negatively impacted business operations.



### Negative impact on business

Every minute of shift downtime significantly decreases production time, resulting in a multi-million dollar revenue impact. Changing operational procedures for highly optimized plant operations was a non-starter.



### Integration issues

There was also a need to integrate a solution into Kia's existing operations in a very streamlined manner and without disrupting or having to change those operations. Other solutions considered not only failed to meet Kia's expectation of identifying weapons but required Kia's security team to significantly redesign their business flow and security operations.



## Customer Details: KIA Georgia

### Industry:



Workplaces  
Automotive Manufacturer

### Location:



West Point, GA

### Deployment:



All Entrances



*"The Xtract One solution was very flexible and built in a manner that fit right into our business flow, versus other solutions which would require change to business operations. The change would not have been practical for a multi-billion-dollar business"*

**Ryan Smith,**  
Program Manager, Security with Kia Georgia



**Large workforce + inefficient technology**

9000 workforce  
1500 per entrance



**Slow shift change**

Metal Wand 21 sec per person	SafeGateway 2.5 sec per person
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**Down time**

Reduced by 90%



**Lost revenue**

\$1M revenue per min\*

*\*all figures are approximate*

# Solution

SafeGateway was chosen as it fits with Kia's needs for a solution that:

- Detects guns, but not other items deemed as a "non-threat"
- Has the ability to operate outdoors, and would fit their footprint for very defined entry structures
- Fits Kia's meticulous need for functional and aesthetic design using the SafeGateway's customizable exteriors to complement the over all look and feel of the entrances.



*"We chose Xtract One because they didn't approach us as a "vendor". We work with them as partners, knowing they are invested in Kia's success, and trust them to provide the level of security and service we require at this plant.*

*We are so pleased with the SafeGateways that we have already built the cost into the plans for our new manufacturing facilities that will be three times the size of this location .*

*We were also very impressed with the SmartGateways ability to adapt to our needs. We had specific benign items like walkie talkies and tablets that alerted on other systems. The Xtract One team was able to develop signatures to ignore these items and have the system fit our operational needs"*

*Ryan Smith, Program Manager, Security  
with Kia Georgia*



# Results

**Downtime potentially reduced  
by 90%**



Since install, KIA has acknowledged that their security operations haven't changed, and have significantly improved.

The SafeGateways fit seamlessly into the business flow and has sped up throughput significantly, and manufacturing efficiencies. Their supply chain also had to adapt to the SafeGateway to keep up.



SafeGateway's ability to work in all weather conditions has been tested, with the SafeGateways continuing to operate when hurricanes were bending over light poles in the parking lot, and data centers were experiencing power outages.

**Significantly accelerated  
plant productivity**



Support requirements have also been a positive experience for Kia, Kia witnessed exceptional customer service with under five minute response times delivering the support required and questions addressed in a matter of minutes. Exceptional customer service is part of KIA's brand and they appreciate that it's also part of Xtract One's.



The results have been very positive and expansion plans are already underway. As Ryan Smith said, "We are so pleased with the SafeGateways that we have already built the cost into the plans for future expansions."