

# CATALOGUE DES OFFRES

## FRENCH POSTAL SUPPLIERS ALLIANCE



**Born from the initiative of 2 postal industry players Serge GRANGE and Gilles PODEROS, the Consortium Solutions Postales aims to bring together French companies with products or solutions for the Post Office worldwide.**

**It is aimed at suppliers of postal products and services who are expanding internationally.**

**Company : ISITEC INTERNATIONAL**  
**Represented by : Gilles PODEROS & Serge GRANGE**  
**Website : [www.isitec-international.com](http://www.isitec-international.com)**



## **Business overview :**

Isitec International is a French group that develops and integrates solutions for industry and intralogistics with turnkey services such as sorting solutions. Software publisher for over 20 years, Isitec installs, interconnects and supervises projects tailored to each company's environment, covering all market needs. ISITEC is accelerating its development based on technology and its 3 historical targets, the general services of large companies, manufacturing industries and the Post Office. To provide the best solutions, Isitec has partnered with international leaders in their field.



**Creation date : 2002**

**Location : Millery – 69 – FRANCE**

**Turnover : 6,5 M€**

**Export turnover : 55%**

**Staff : 50 people**

**Export areas : Europe, North Africa, Turkey, Middle East**

## **Projects & achievements :**

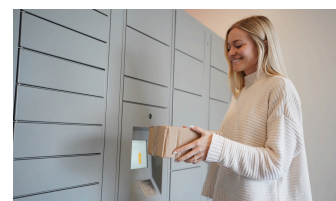
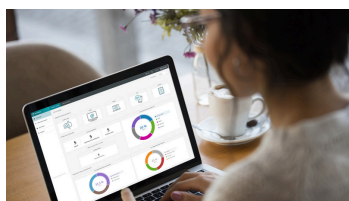
- Tunisian Post : Wheel sorter system (ISISORT+) at Tunis Cartage airport for importing and exporting parcels - 2023
- Postnord: VAT collection system via CN22 and CN23, and sorting, ISISORT pneumatic machine - 2018
- Moroccan Post : DWS system (Dimensioning, Weighing Scanning system) with rejection output -2020
- Purolator (Canada): Sort to light system for fine sorting at the machine sort strand exit -2018
- Romanian Post: Wheel sorter parcel sorting machine -2024
- French Post (La Poste) : ISISORT pneumatic sorting machine for polybags and light objects -2017

**Company : QUADIENT**  
**Represented by : François SALVA**  
**Website : www.quadient.com**



### **Business overview :**

By focusing on three key solution areas, Intelligent Communication Automation, Parcel Locker Solutions and Mail-Related Solutions, Quadient helps simplify the connection between people and what matters. Quadient supports hundreds of thousands of customers worldwide in their quest to create relevant, personalized connections and achieve customer experience excellence.



**Creation date : 1924**  
**Location : Bagneux (92) - FRANCE**

**Turnover : 1 081 M€**  
**Export turnover : 20 M€**  
**Staff : 5 600 people**

### **Export areas :**

- **MAGHREB & MIDDLE EAST:** Algeria, Morocco, Tunisia, Jordan, Bahrain, Qatar, Saudi Arabia, Turkey & Israël
- **AFRICA:** South-Africa, Ivory Coast
- **SOUTHERN & EASTERN EUROPE:** Spain, Greece, Czech Republic, Slovakia, Hungary, and Romania
- **SOUTH AMERICA:** Mexico & Argentina
- **ASIA PACIFIC:** India, Bangladesh, China, Hong-Kong, Malaysia, Singapore, Japan, and Australia

### **Projects & achievements :**

- **MAIL RELATED SOLUTIONS:** Mailing Systems, Inserting Systems and Cancelling machines
- **PARCEL LOCKERS SOLUTIONS:** Indoor & Outdoor parcel lockers hardware and software
- **INTELLIGENT COMMUNICATION AUTOMATION :** Customer communication (incl. Hybrid Mail solutions)

**Company : VIAPOSTE**  
**Represented by : Pascal CESARI**  
**Website : [www.viapost.fr](http://www.viapost.fr)**



### **Business overview :**

**Viapost is a subsidiary of the French Group la Poste created in 1996 and specialized in postal services, transportation management and maintenance. It proposes consulting missions in these three fields especially in the concept and management of intralogistics equipment. Thanks to 7 years particularly prolific of experiences and expertises, Viapost is now known as a Post and Parcels Specialist in France. Viapost designed and launched more than 25 sorters throughout France and made several international missions of consultancy. It has a real added value in the implementation of adapted and optimized sorting solutions.**

**Viapost know-how has supported the development of postal organizations. Moreover, Viapost brings its knowledge to support foreign postal and express companies.**



**Creation date : 1996**

**Location : Paris - FRANCE (Le Kremlin Bicêtre)**

**Turnover : 599 M€**

**Export turnover : N/C**

**Staff : 2 525 people**

### **Export areas :**

**Worldwide, lately : Morocco, Saudi Arabia and other**

### **Projects & achievements :**

**Viapost is proud to have worked on large-scale consulting missions for its international customers:**

- **Morocco : customer support for an innovative program to modernize its equipment, automate part of the sorting process and consolidate its activities in a multi-flow hub. The deliverables are among others to define processes, study of mechanization scenario, drafting of specifications, technical support and assistance in choosing suppliers and Implementation of the solution from design to final acceptance of the project.**
- **Saudi Arabia: technical customer support who would like to buy 2 parcels sorting machines. The deliverables were technical and financial data analysis of the different suppliers, Mapping of existing systems and reworking of requirements, identification of different scenarios and calculation of associated returns on investments and Choice of best scenario for updating specifications.**
- **Other**

**Company : SORTANDGROUP SOLUTIONS**

**Represented by : Éric FRELAT**

**Website : [www.sortandgroup.com](http://www.sortandgroup.com)**



Sort&Group Solutions



## **Business overview :**

**Founded in 2022 by a team experienced in the fields of transport, finance and large-scale IT systems, the company was born of a desire to decarbonize the last mile of delivery while maintaining a profitable economic rationale.**

**The challenge lies at both ends of the supply chain, at the level of the recipient, who is responsible for writing down his address, with the risk of human error, and at the level of the sender, who is unable to group and mutualize his deliveries to limit the number of delivery personnel for the same address.**

**Sort&Group Solutions develops address processing solutions based on AI. We validate, correct and enrich addresses, and standardize them according to official country reference systems.**

**Our solutions are designed for shippers, international freight forwarders who want to reduce their delivery costs, and delivery TMSs who need certified data to optimize groupage and mass delivery.**



**Creation date : 2022**

**Location : Houilles (78) - FRANCE**

**Turnover : 25 K€**

**Export turnover : N/A**

**Staff : 7 people**

**Export areas : Europe**

## **Projects & achievements :**

### **Local authorities**

The boucles de seine conurbation: study of the feasibility of setting up an urban distribution center (City Hub) in the conurbation.

Dir Transport de la Région IDF: collection of delivery data to support work on urban logistics.

### **Forwarding agents**

UPU (Union Postale Universelle), FTL, etc.: address validation to identify undeliverable addresses before customs and export declarations.

### **TMS editors for last-mile delivery**

(Milkman srl, Woopit, Coursier.fr, Colicoli, ): program for correcting, standardizing and enriching delivery addresses before they are integrated into their software, enabling optimization of their route planning and organization solutions.

### **Shippers E-retailers**

(Cdiscount, Supermarchés Match, Boulanger, ...): From address cleansing of their customer databases to management of the mutualization of their freight forwarding flows (market place), and massification of returns in delivery rounds.

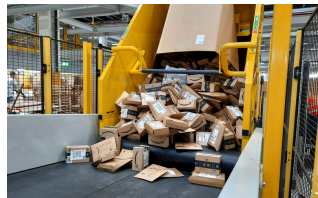
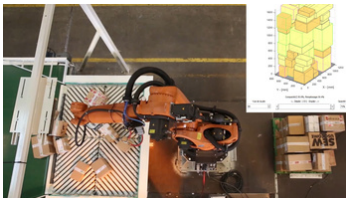


## **Business overview :**

### **Discover ALFI Technologies: 25 years of excellence in Logistics**

**For 25 years, ALFI Technologies has been shaping the future of logistics with innovative solutions to the complex challenges of postal sorting centers. We are proud to be pioneers in the field of parcel unloaders, offering innovative and eco-responsible equipment.**

**We equip the postal sorting centers of some of the world's biggest courier and e-commerce companies with our electric parcel unloaders, which protect parcels and boost productivity. Telescopic conveyors adapted to all trailer lengths, fast singulators and palletizing robots for heterogeneous parcels. Our engineering and design departments have complete technical expertise, enabling us to adapt to all your challenges and improve your processes.**



**Creation date : 1973**

**Location : Le Pin-en-Mauges (49) France)**

**Turnover : 35 M€**

**Export turnover : 10 M€**

**Staff : 180 people**

**Export areas : Worldwide**

## **Projects & achievements :**

**ALFI Technologies supplies equipment worldwide for :**

- Amazon
- DHL
- Canada Post
- Australian Post
- Korea Post
- Correos
- Post Suisse
- BPost
- TNT



### Business overview :

**LIGIER GROUP IS a french Car Maker specialised in the AM licence cars and the Electrical professional light Quadricycles with its LIGIER PROFESSIONAL entity**

**In the 1960s, Guy Ligier, then a top sportsman, French motorbike champion and Formula 1 driver, set about producing his own sports car. After 20 years of producing Formula 1 single-seaters, Guy Ligier diversified his business and decided to put his know[1]how to good use in the manufacture of new forms of mobility: this led to the arrival on the market of the JS4, Ligier's first licence[1]free car. Ligier Group was created in 2008 through the merger of Ligier Automobile and Microcar, two major players in the European market for light and heavy quadricycles. Drawing on the sporting experience of Ligier and the technological expertise of Microcar, the Group works on a daily basis to meet a specific, evolving and innovative demand. In 2010, Ligier Group's leading position in the new mobility market led it to develop and complete its offer by proposing a range of electric micro-utility vehicles to delivery professionals. In 13 years, more than 13,000 Pulse 3 and Pulse 4 electric vans have become part of the landscape, particularly in city centres, thanks to strong partnerships with the European Post Office. With 60 years of experience behind it, Ligier Professional draws inspiration from this to develop new models and innovate in the interests of more efficient mobility.**



**Creation date : 2008**

**Location : 2 factories for the production, both based in France ( Boufféré and Abrest)**

**Turnover : 193 M€**

**Export turnover : 45%**

**Staff : 675 people**

**Export areas : Mainly Europe with 4 Subsidiaries and 17 Importers**

### Projects & achievements :

**A complementary range of passengers light quadricycles and electric light 3 and 4 wheels utility vehicles.**

**LIGIER PROFESSIONNEL has been the partner of the French Post for the past 10 years, as well as the Posts of Belgium, Portugal, Monaco and Italy.**

**Company : SEPAL**  
**Represented by : Didier LEVIN**  
**Website : [www.sepal-sa.com/fr/](http://www.sepal-sa.com/fr/)**

**SEPAL.**



### Business overview :

A FRENCH MANUFACTURER since 1962, specializing in the manufacture of bags and sacks for transporting documents in the mailroom, SEPAL designs all types of shuttle sacks, even customized ones, as well as ergonomic mailroom furniture and mail and advertising distribution carts, all designed to improve everyone's daily life.

The range of distribution carts is completed by a wide choice of advertising, newspaper and flyer distribution carts.

Drawing on its extensive experience, Sepal has developed bags for vehicles and document holders for road professionals, coach and bus drivers, etc. Administrative vehicles, industrial vehicles, car fleets... This is a compulsory zone for the circulation of your information. Traffic must flow as smoothly as possible, and SEPAL understands this.

SEPAL has been in the business for over 60 years, and its know-how is inimitable.

Nous proposons une large gamme de produits très performants et adaptés à la fois au domaine du courrier, de la logistique qu'à celui du transport de fonds.

Etant fabricant, nous avons la maîtrise totale de la qualité de nos produits, tant au niveau du choix des matières qu'à celui de la qualité de réalisation.

Malgré l'étendue et la variété des produits que nous proposons dans notre catalogue, nous nous sommes spécialisé dans la fabrication « Spécifique et sur mesure ». Elle nous permet de répondre aussi bien aux demandes les plus simples qu'aux demandes les plus complexes en passant par le Changement de taille, d'un élément du sac, l'impression d'un marquage etc...

Sepal fabrique des produits recyclables et éco-responsables.



**Creation date : 1962**  
**Location : Drancy - France**

**Turnover : N/C**  
**Export turnover : N/C**  
**Staff : N/C**

**Export areas :** N/C

### Projects & achievements :

LA POSTE / CIC / BANQUE POPULAIRE / CREDIT AGRICOLE / GROUPAMA / DARTY / BANQUE PLATINIUM /  
MINISTERE DE LA JUSTICE / VINCI / POLICE NATIONALE / CAISSE D'EPARGNE ...





### Business overview :

With its Famoco Management Suite, Famoco accelerates the deployment of mobile business solutions for all your employees in the payment, field operations, urban mobility and identity verification (KYC) sectors. Famoco offers secure Android-based mobile terminals that can be administered remotely via a mobile device management platform.



**Creation date : 2010**

**Location : Paris (offices in Belgium, China, Ivory Coast, China, Kenya, India, US)**

**Turnover : 23,8 M€**

**Export turnover : 20,3**

**Staff : 100**

**Export areas : N/C**

### Projects & achievements :

- **Partnership with Orange MEA to accelerate the digitization of its multi-service distribution network (200,000 points of sale to be equipped).**
- **Famoco supports numerous humanitarian organizations through digital services for international aid and development programs (40 million beneficiaries in 50 countries)**
- **End-to-end traceability solution for Compagnie Fruitière**
- **68th position in the 2024 Fintech100 ranking**