



From: Mike Hellemans

To: All staff & Agents

Date: 25 November 2021

Dear employees, dear agents,

We are pleased to announce the arrival of **Manu Bunkens** who started beginning of November. Manu is appointed **Bid Director**, reporting into Mike Hellemans.



He will be responsible for the daily operations of the Bid team, focusing on the quality of our offers and improving the effectiveness and maturity of the bid process. In his role he will facilitate the collaboration between sales, pre-sales and delivery to optimize our chances of winning new, profitable contracts and ensure a smooth handover to the operational teams takes place for won contracts.

Manu has been active in servicing complex and demanding customers in several industries and call-for-tender driven environments, such as Serco, European institutions, Proximus etc. He has issued and managed RFPs; responded to bids as a tenderer including managed contracts as a service provider in both transition and in run mode.

Manu will work closely together with the Operational teams, Portfolio Managers and Sales.

Please join us in welcoming Manu and in wishing him a lot of success in his new role.

Mike Hellemans

Chief Operating Officer