

BUSINESS CASE

FORCMS – Ruggedized Tablets

FORCMS is part of the Service Centre Procurement of the Federal Government in Belgium. Police, Public Services such as Social Security, Musea, etc. can rely on FORCMS for all types of purchases.

FORCMS launched a public tender with 6 IT related "lots": portables, ruggedized, desktop, 2in1, screens and accessories.

Econocom Belux won Lot 2 for the ruggedized devices with the option to include operating lease.

GOALS

- INCREASE OUR MARKET SHARE IN THE PUBLIC SECTOR
- FOLLOW THE TREND OF CONSOLIDATION OF PUBLIC TENDERS & BE PRESENT (AGAIN)
- BUILD A STRONG RELATIONSHIP WITH FORCMS AS CENTRALIZED PROCUREMENT INSTITUTION FOR THE FEDERAL GOVERNMENT AND PREPARE FOR MORE BUSINESS IN THE FUTURE
- BEAT COMPETITORS LIKE BECHTLE, REAL DOLMEN – INETUM, CENTRAL POINT

KEY FACTS & FIGURES

8 M€

revenue over
48 + 12 months

1.116

portables

1 000

Institutions

1.784

tablets

WHY ECONOCOM ?

- **Best product** for ruggedized tablets, best answer to the technical specifications, best choice of material
- **Best supplier selection** ; only ones to have offered with 2 brands (Dell for portables and Getac for tablets)
- **Best price**
- **One stop shop for sourcing and financing and trade-in**
- **Long-term upfront preparation**
- **Good collaboration with the distributor** (Ingram) and supplier (Dell, Getac)



WHAT DO WE SELL ?

Sourcing & Packaging Services

Operating lease including trade-in at the end of the contractual duration

Ruggedized devices : laptops and tablets

COMPETITORS

Bechtle
Inetum – Real Dolmen
CentralPoint

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