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# **FLUVIUS: RESULT OF DURABLE PARTNERSHIPS AND TECHNICAL SPECIFICATIONS**

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## SCOPE

### contract

- 5 years:
- 9 mlj EUR EPS only
- 9,000 users
- HQ in Belgium
- Belgium only
- Fair Margin
- Lenovo / I-Tech / Philips / Ingram
- Big shots: 4.000 delivered – 3.700 before year end
- Simple but complex



# DEAL

## preparation

- Visioncreation – visionreëngineering:  
Specs, services: zerotouch, labelling, cmdb, transversal, pre provisioning
- Power:  
No knowledge of DMU  
Good relationship with vendors
- Price:  
no clu in the beginning  
no open book  
evolution of the market price  
transportcosts  
boat, train, air
- Proposition
- Pain: bechtle / HP =>price et specification

# DEAL

## preparation

- Control: very formal / very neutral

## differentiators

- Specs
  - Lenovo VIP - USP
- Price
  - Philips
  - I - Tech
  - ingram

## FUTURE

- Fluvius: new projects – knowing the organization – EMS-TMF
- Weekly follow up meetings: eta – damage control – theft – technical issues – hw support
- Lenovo:
  - Acerta
  - Fluvius
  - Emmaus
  - .....: 1 year in advance

## PARTNERS DURABLE RELATIONSHIPS

- Building trust and partnerships
- Sharing information
- Having a good motivation to win
- Mix of enthusiasm / motivation and maturity
- A strong team => more wins
- Thx to the partners and my colleagues