



IN ORDER TO DEVELOP BETTER SOLUTIONS FOR OUR MUTUAL CLIENTS, WE ARE LOOKING TO PARTNER WITH LEADING ORGANISATIONS TO **ENHANCE FUTURE BUSINESS.**

#### WHO ARE WE?

Econocom is a leading **digital services provider**. Econocom is the only player in the digital transformation market that combines **technological expertise with financing capabilities**.

In 2021, it posted consolidated revenue of **€2.5 billion**. With over **8,200 employees** in **16 countries** and **49 years' experience**, we are experts in building innovative **subscriptions** and **as-a-service solutions**, designed specifically to assist our clients and partners in realising digital transformation.

Econocom has **20,000 clients** across Europe and manages **7 million digital assets**.

## WHY PARTNER WITH ECONOCOM?

### 1. BENEFITS TO YOU

With a tailored finance option, your clients are engaged with us both for the long term.

#### INCREASE YOUR SALES & YOUR CLIENT PENETRATION



- You remove budget constraints as an obstacle to sales
- Your clients are able to buy more as budgets are freed up
- You increase 'stick-factor' - future upgrades can be built in
- You increase your multi-level relationship with your clients
- Your revenue recognition can be enhanced

#### EASE YOUR ADMINISTRATION & PROCESSES



- Your invoices get paid promptly in line with your payment terms
- Our asset management tool helps you track your sales more efficiently
- We provide you with unlimited business scalability unlike self-funding
- Staged payments and project roll-outs are easily managed

#### SHARE INFORMATION & DELIVER A BETTER SERVICE



- Our experts have many years' experience in your market
- We share our networks and introduce business to each other
- We work together early in the sales process to provide the best solution to our clients
- You have a better visibility over their business, their needs and pipeline

### 2. BENEFITS TO YOUR CLIENTS

#### BUDGET IS MAXIMISED



- Clients can purchase the solutions they want, not just what budgets dictate
- Clients' cash can be used to invest in core business activities
- Capital cost can be turned into revenue expense
- Clients avoid cash spikes associated with outright purchase
- As-a-service models are more cost effective than cash purchase

#### ACCESS TO TECHNOLOGY IS ENHANCED



- Clients have access to the right technology in the right place at the right time
- Clients can refresh their equipment when they need, not when they can afford to
- Administration is reduced with one contract and only one invoice
- We shoulder the future obsolescence risk of the equipment, not the client

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