



THE CHALLENGE

Honda Motor Europe Limited (HME), doing business as Honda (UK), operates as an automotive retailer.

With almost **7,000 user devices in operation**, HME needed to undergo a transformation project to replace this equipment as they reached **end of life**.

Honda was looking for a **finance partner** to fund the renewal of its legacy IT estate across **40 entities within Europe**.



THE SOLUTION

Econocom built an **as-a-service** agreement accommodating the new **IT investment** as well as the estate of Honda UK Manufacturing, helping HME to **align its costs** and minimise its **capital expenses**.

The model also includes all **lifecycle costs** associated with the equipment and returns a **value** on them to HME at the end of the agreed term.



THE ECONOCOM TOUCH

Econocom has enabled HME to update its **7,000 legacy devices** across the whole of **Europe** in a **flexible** manner, reducing administration and ensuring **minimal disruption** for IT users.

Econocom manages the payment of all **supplier invoices**, giving **peace of mind** to HME that the bills are paid, as well as reducing the time involved in the process.



ADDED VALUE:

- As-a-service model to facilitate an update to Honda's 7,000 legacy equipment
- Single finance agreement across multiple countries
- Simplified administration and cost-driven solution
- Close collaboration with a supplier to make it easy for Honda to concentrate on core activities

Deployment of **7,000 user devices**
across **40 entities**
in **Europe**



Invoicing our IT assets across multiple locations had always provided us with a bit of a headache so having this process managed through an as-a-service agreement was a very attractive proposal for us. Our transformation project was always going to be very budget-driven, but Econocom made it very easy to update our legacy equipment and manage the lifetime costs associated with our new devices spread across a number of years.

Peter Soentjens – Business Area Manager Service Delivery – Honda Motor Europe Logistics