Public Sector @Bechtle.

Capital markets day.

Frankfurt | Marijke Kasius & Manuel Liesenfeld

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Reasons for doing public sector business.

| 1.	2.	3.	4.
Public customers always have a budget.	Higher investments, especially in times of crisis.	Exclusive right to sell following an award.	Predictable and sustainable growth.

Organisation central / decentral.

Central

- Dedicated & professional tender desk
- Pre-Sales Experts.
- Establishing of internal process and standards.
- Access to the know-how of the entire Group.
- Alignment structure across Europe.

Resources of the Bechtle Group.

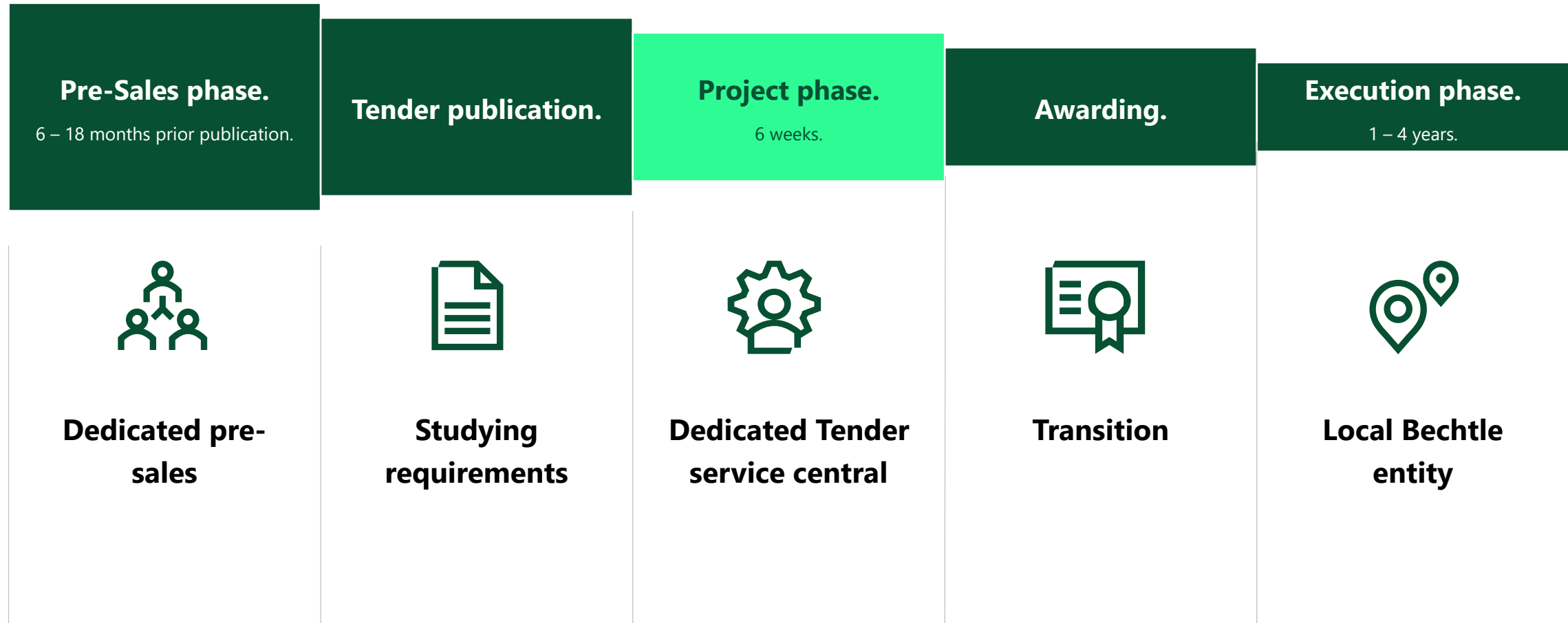**Customers**

Personal & regional contact.
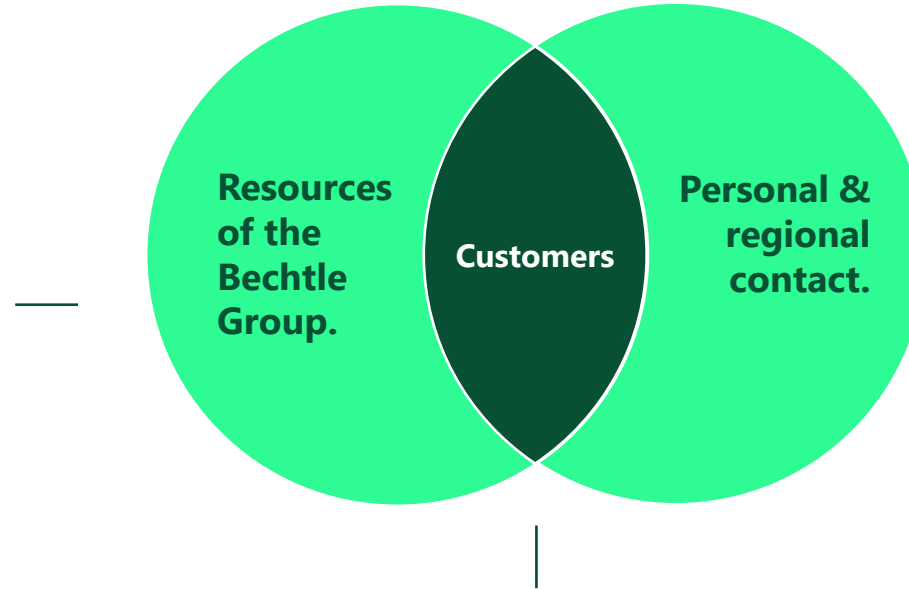
Decentral

- Regional, customer-oriented & close.
- Customer proximity & strong customer relationships.
- Fast response times.
- Local expertise.
- Customised solutions.

OneBechtle

- Common understanding.
- Vendors and business partner
- Resilient business model.
- Framework business and SMB.
- European-wide.

Tender lifecycle process.

Pre-Sales phase.	Tender publication.	Project phase.	Awarding.	Execution phase.
6 – 18 months prior publication.		6 weeks.		1 – 4 years.

Dedicated pre-sales

Studying requirements

Dedicated Tender service central

Transition

Local Bechtle entity

Our values & foundation.

Clear focus

All over Europe we are supporting all major public tenders across the complete sales cycle. We deliver with our expert knowledge a significant added value towards the Bechtle group within a strong decentralized network.

Leading the market

We support the public sector on its way into the future. We are trendsetters and innovation scouts for our customers and companies. We advise with vision. We focus on digitization, procurement, technologies and services.

Strong Collaborators

For us enthusiastic co-workers are essential who realize the common success with initiative, creativity and within a team.

Growth   Scaling

Knowledge exchange

Number ONE technology partner for our clients in Europe

stability   reliability

transparency

Public sector share.

- Constantly increasing demand for digitalisation.

- Successful collaboration and partnerships.

- Future-oriented solutions for the challenges of digitalisation, energy transition, mobility and demographic change.

1 **2** **3** **4**

Public Sector milestones.

In %

Public Sector share of total revenue Bechtle Group.

Absolute turnover Bechtle Public Sector in €

40%
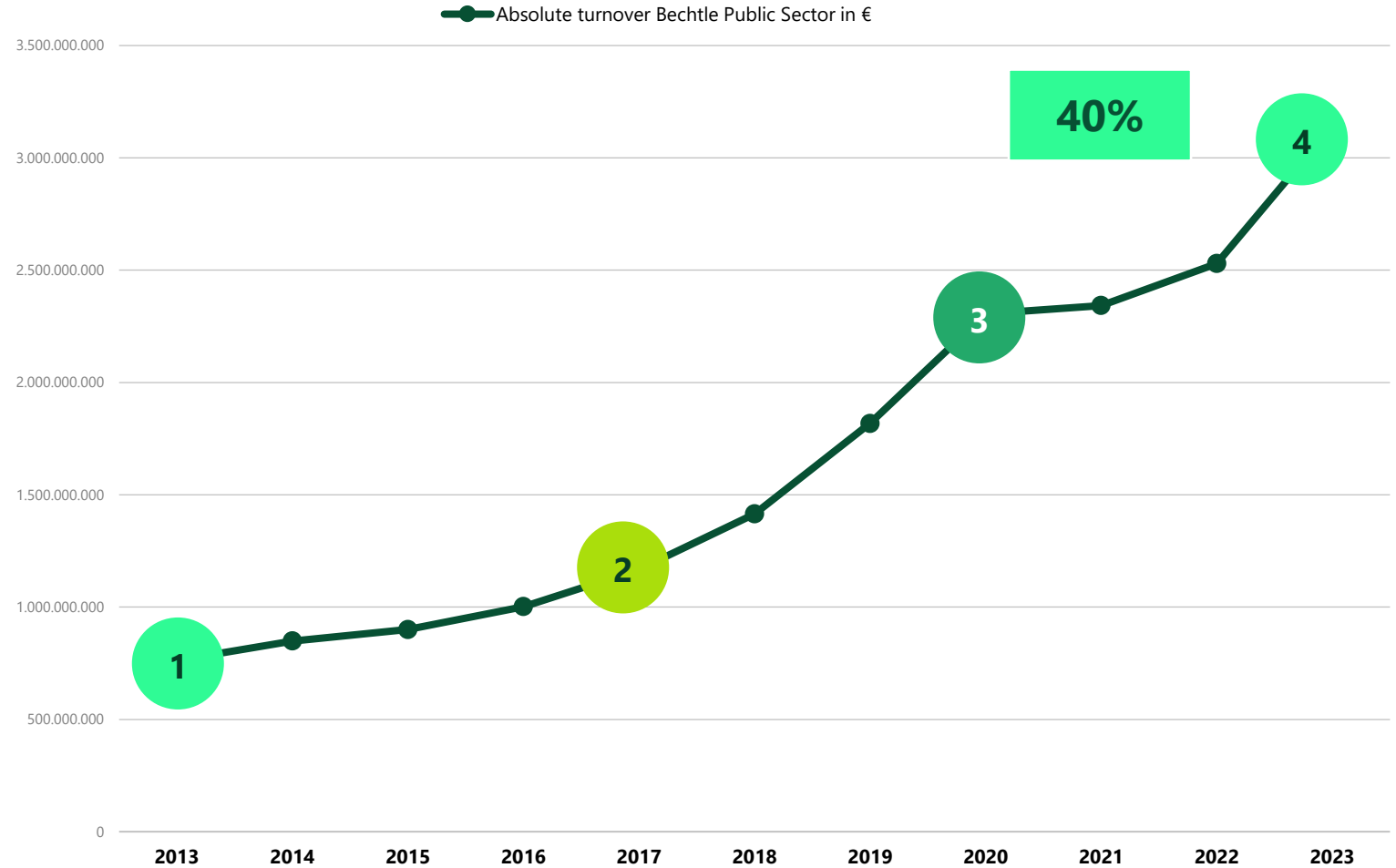
Experts

| Federal government|
| Municipality |
| EUI & NATO |
| HealthCare |
| School | F & L |
| Associations |
| Energy |
| Church & Welfare |

The public sector achieves

40%

of Group sales in 2023
(~3 Billions €)

14 BECHTLE PUBLIC SECTOR COUNTRIES

3.000
Public Sector
SALES in EU

„**Made in Europe**"

20
years of experience

The **Digitisation partner** for the public sector
(Digital sovereignty)

Changes in The Netherlands and France.

VP Netherlands and VP France responsible on country level.

1

Improve efficiency.

Shared Service Centres.

2

One voice to partners.

We have the scale.

Use all the program benefits of bigger vendors.

3

One portfolio.

Accelerate cross-sell and collaboration between the different entities.

Centralisation within the Decentralisation.

Business in the public sector.

Entrepreneurial. Experienced. Connected.

In the public contracting sector, it is essential to act in accordance with the important basic principles in order to ensure transparency and fairness in the procurement process. This not only ensures the efficient and effective utilisation of public funds, but also strengthens the trust of our customers as partners in our collaboration.

These values also enable us to ensure the high quality and cost-effectiveness of the services and supplies we procure.

Consultative

Pre-competitive dialogue.

Compliant

Strictly follow the codes of conduct in public sector.

Competent

Expert teams are all aware and trained on procurement rules and compliance.

Cross-vendor

Being a multi-vendor, neutral and trusted expert for public.

The interaction between central and decentral performance units is a great success story and a key differentiator in the European market.

Contribution of European expansion.

Acquisition & Experience

2022 Acquisition of Systemhouse PQR.

Added 2 smaller acquisitions in 2022 and 2023.

ARP, Bechtle and PQR: >30 years Dutch IT market Experience.

Knowing the market and players.

Future Outlook

Still economic growth in all sectors.

Trend: Outsourcing wave at Public market.

AI & data adoption high.

Resilient & Innovative

Resilient model: recurring and transactional business.

High IT maturity in SMB & Enterprise.

Global vendors are using NL for R&D and innovation.

Early adoption to blueprint.

Public Tenders Netherlands.

Dutch law requires public authorities to award on quality next to price.

High requirements for Sustainability.

Dutch public authorities use standards with high security requirements.

- Quality is a dominant awarding criteria.

- Added value & Quality are differentiators.

- Goverments target: Circulair Economy in NL by 2050.

- Central government is a frontrunner in sustainability.

- Social return on investment (5%-8%) required.

- Baseline Informatiebeveiliging Overheid (BIO).

- Specific standards: (ARBIT), (ARIV), (ARVODI), (GIBIT).

Sustainability in Public tenders as a sales factor.

1	**2**	**3**
European Green Deal	**Supply Chain Act**	**Climate Neutrality**
Requires companies to transparently report on the impact of their social and environmental activities. European Sustainable Reporting Directive – ESRS.	Regulates corporate responsibility and the compliance with human rights along global supply chains.	E.g. Germany wants to be climate-neutral by 2045. All public procurement has to be aligned.

Sustainability is gaining more importance in tendering.

Bechtle approach towards sustainable criteria in tenders.

Customer needs

Integration of sustainability

Public customer goals shift from a financial focus towards an evaluation that includes quality and sustainability.
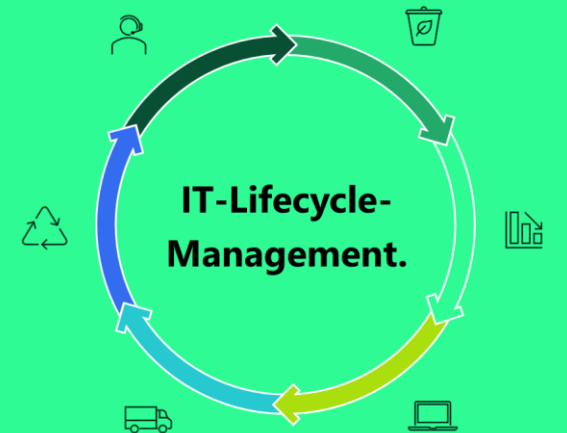
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Requirements for participation

Minimum requirements

Company certifications

Product certifications

References / use cases

Energy consumption

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Quality requirements in tenders

Our portfolio

IT-Lifecycle-Management.

Bechtle Lifecycle Management.

Consulting
- Lifecycle
- Technology consulting
- Sustainable IT shopping basket
- Manufacturer-neutral consulting

Circular Economy
- Returning old appliances
- Certified data deletion
- Correct disposal of electronic waste
- Recycling

Logistics
- Packaging
- Last green mile
- Delivery consolidation

IT-Lifecycle-Management.
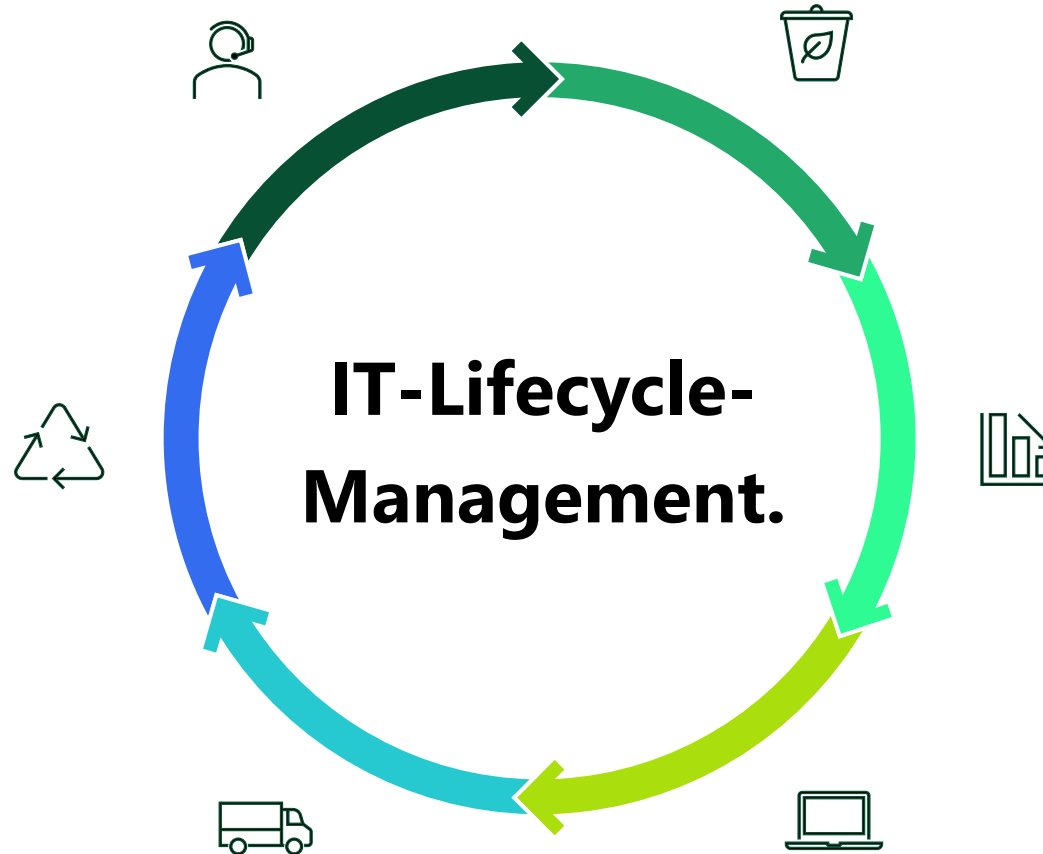
Saving Resources
- Energy-efficiency in all products
- Use of IoT solutions
- Use of recycled materials

Reporting
- CO_2 as a key figure
- Intensity figures
- Compliance

Product Choice
- Labels & certifications
- Product Carbon Footprint (PCF)
- Energy efficency
- Refurbished IT
- Longevity

Challenges in the public markets.

Lack of personnel.

By 2030 up to 30% will be retired.

Budgets in public sector.
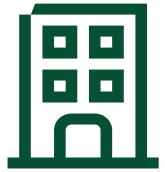
Have to be planned, allocated and spent.

Consolidation.

Big central buying centers in most European countries.

Digitalisation is part of the solution and Bechtle is prepared.

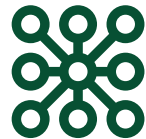# Solutions & trends in the public markets.
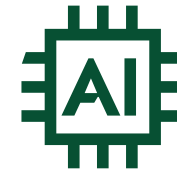
Smart City

Cybersecurity

Low-Code, No-Code

Partner ecosystems

Managed services

Artificial intelligence

Sovereign Multi-Cloud

XaaS

Solution & SW business

References and publications.

Bechtle Smart City Portfolio

- End-to-end portfolio including many innovative start-ups
- Consult, plan, build, run
- Digitalising to achieve sustainability goals

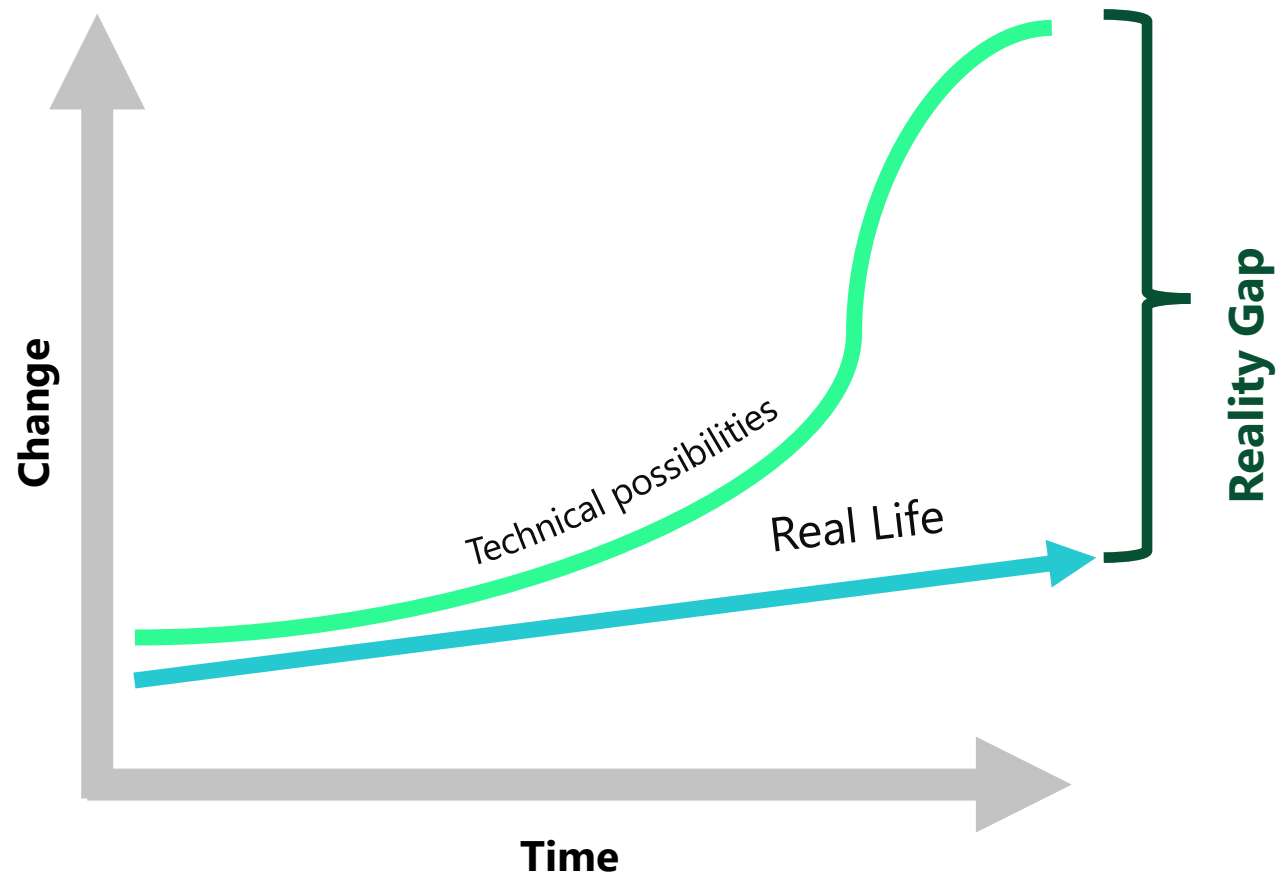## Data analytics & AI services

- Framework agreement for data analytics and AI services with the state of Baden-Württemberg
- Bespoke service offering for e-government projects
- Contract volume of up to six million euros

Cloud services - OCRE

- Studying online and from home for 11,000 students at the Ostbayerische Technische Hochschule Regensburg
- Virtualization, Modern Workplace & Cloud Services via the OCRE framework agreement

What questions do you have?