

5 May 2010

**AIRBUS CHOSE THE ECONOCOM OFFERING:  
“DESKTOP ON DEMAND by econocom”**

***AIRBUS (EADS Group), world leader in the defense and aeronautics industries, has signed the "Desktop on Demand by econocom" industrial management offering to finance and replace 60,000 workstations over a three-year period.***

The contract, worth over €50 million, covers three countries where AIRBUS is located (France, Germany and the United Kingdom) and is the result of Econocom's efforts to market its enterprise solutions, a core part of its five-year strategic plan, Horizon 2012.

Bruno Lemaistre, General Manager of the Econocom Group, noted that, *“Over 15 people from our various businesses and at different positions within the company have been working since March 2009 to win this contract. Above and beyond what the contract is worth in terms of revenue, it represents a great success for all our teams, as it demonstrates our depth of expertise and know-how, and validates the bundle strategy of our Horizon 2012 plan.*

The complete overhaul of the ICT Service, initiated by Guus Dekkers, CIO of Airbus and EADS, involved revising Lifecycle Management, modifying the catalogue, and adapting processes, while accounting for the major constraints linked to the “Power 8” cost savings program, launched in early 2007 by Louis Gallois, CEO of EADS.

The “Desktop on Demand by econocom” offering will thus provide AIRBUS with a unique solution, which can cover the entire management cycle for incoming and outgoing equipment (from hardware procurement through asset management and finance to recovery and recycling), but also for dealing efficiently with re-invoicing and internal reporting duties with Master IT, Econocom's online integrated management tool.

According to Guus Dekkers, CIO of Airbus and EADS, *“This project is all the more interesting in that it will enable us to transform our CAPEX investment costs into OPEX running costs. Furthermore, the Econocom teams, which have strong qualifications, were able to convince us through their professionalism and ability to create an environment where individuals with a very wide range of skill-sets work together on the same team.”*

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\* Note that these five solutions (MyPC by econocom, Desktop on Demand by econocom, Papyrus by econocom, Mobileasy by econocom and 7 Remote Services by econocom) are cross-activity offerings that draw on all the group skill sets and know-how. Their aim is to enable Econocom clients to control and optimize the entire life cycle of their IT and telecom resources.

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**About Econocom**

With €759 million in revenue in 2009 and 2,300 employees, Econocom is a European services company specialized in the management of IT and telecom resources for businesses. The service offerings include consulting, IT products and financing solutions, and managed services (outsourcing and maintenance). Econocom Group is a member of Euronext's Next Economy index (compartment B) and is quoted on the Eurolist market of Euronext Brussels.

For more information: [www.econocom.com](http://www.econocom.com)

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