

Deloitte.

Deloitte Ressources
Technology
Growing together



Deloitte Ressources Technology service line is an additional offering providing experts who are managed in a staff augmentation mode by our clients in their premises.

Content

-
- 2 Deloitte in Belgium
 - 3 Deloitte Belgium services
 - 4 Consulting – Operating Model
 - 5 Deloitte Ressources Technology – Competency Areas
 - 6 Value proposition
 - 8 Meet the team
-

Deloitte in Belgium

Headquartered in Brussels

with a regional network

Through a regional network of 11 offices we focus on delivering solutions adapted to local clients' needs



4 regions




11 offices



> 3000
staff members




Deloitte Belgium services



Accountancy



Audit &
Enterprise Risk
Services



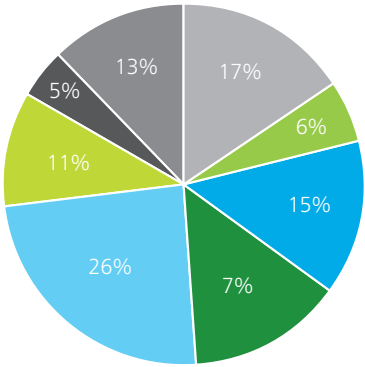
Consulting



Financial Advisory




Tax & Legal




- Consumer business & Transportation
- Energy & Resources
- Financial Services
- Life Sciences & Healthcare
- Manufacturing
- Public Sector
- Real estate
- Technology, Media & Telecommunications

17%



Consumer business
& Transportation

6%



Energy &
Resources

15%



Financial
Services

7%



Life Sciences
& Healthcare

26%



Manufacturing

11%



Public Sector

5%



Real estate

13%



Technology, Media
& Telecommunications

Consulting – Operating Model

Our vision is to be the standard of excellence, providing consistently superior services that differentiate us in the market place

Strategy & Operations

Finance
Transformation | FT

Monitor by Deloitte

Supply Chain &
Operations | SC&O

Public Sector Policy |
PSP

Public Sector
Operations | PSO

Human Capital

Organisation,
Transformation &
Talent | OT&T

HR Transformation |
HRT

Vision by Deloitte

Technology

Technology Strategy &
Architecture | TS&A

Information Mgt. | IM

SAP Process Excellence
| SAP PE

Customer Relationship
Mgt. | CRM

Deloitte Ressources
Technology | DTR

Emerging Solutions | ES

Managed Services | MS

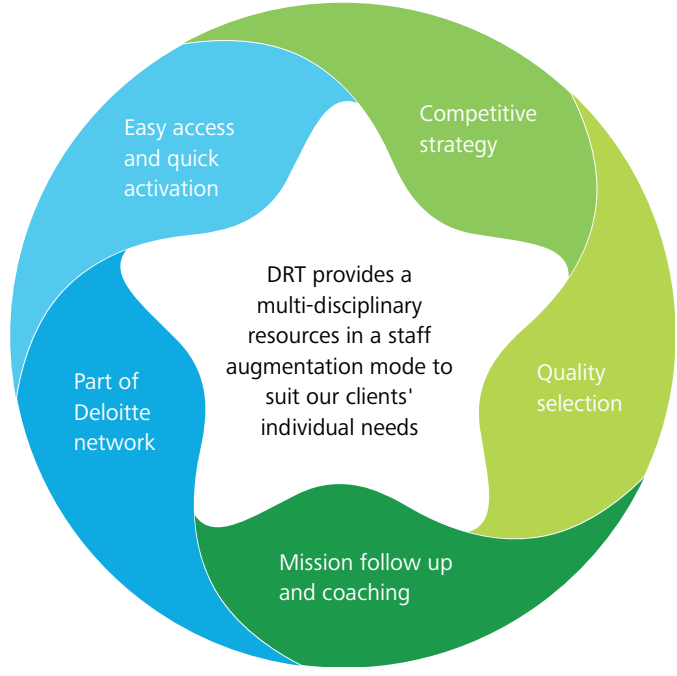
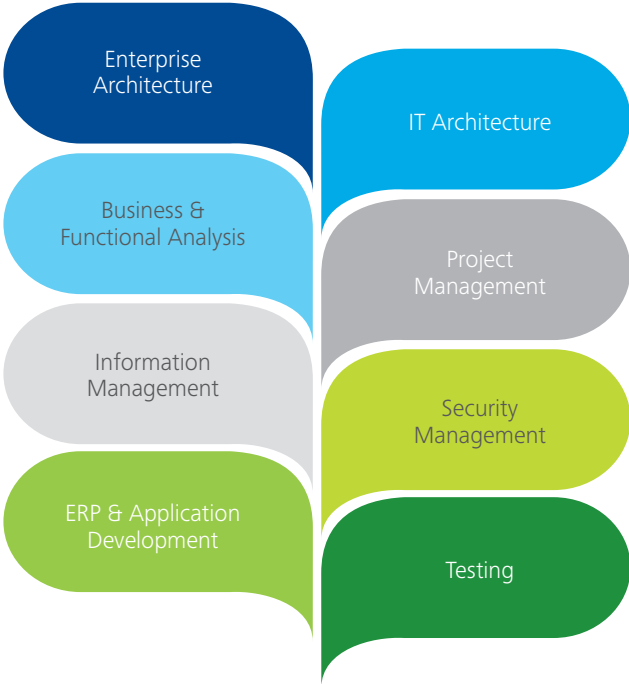
Innovation

Deloitte Digital | DD

Analytics Lab

Deloitte Ressources Technology – Competency Areas

Deloitte Ressources Technology focuses on providing expert consultants in 8 competency areas.



Value proposition

Contractors

A world of opportunities

We all know how difficult it can be for contractors to find the perfect assignment and the importance of being part of a network of experts where ideas and issues can be shared, challenged and validated. Deloitte Ressources Technology is there to identify and present the most **interesting assignments** on the market, combined with financial strength and dedicated support. Ongoing continuous learning and personal evolution are key.

Opportunities

- Large client portfolio
- Access to Preferred Suppliers' Lists and framework contracts
- One stop shop for contractors

Dedicated Approach

- Mission follow-up and customer appraisal
- Get professional and tailored advice from a leading Consulting firm
- Candidate onboarding support
- Associates Network and ATRC Talent Management System (Assignment, Training, Reward, Community)

Contract & Finance

- Transparent and clear contracts
- Regularly updated tailored contracts
- Financial stability and accurate payments

Team

- Be part of a team
- Regular held get-togethers to exchange with other contractors
- Become a Deloitte Ressources Technology Ambassador to promote our group to your peers

Business Enabler

Knowing each other

Working together

Mission follow-up

Continuous improvement

Business opportunity

Clients

Expertise delivered when needed

Deloitte Ressources service Technology line offers privileged access to a large and pre-qualified network of highly motivated and skilled consultants working in a staff augmentation mode under clients' supervision and in clients' premises.

Business Partner

- Starting from a business perspective
- Understanding of your business environment and needs
- Customer-centric: flexibility and adaptability
- Capacity to manage large number of requests
- Dedicated account manager (SPOC)

Skilled Ressources

- Combining our own qualitative database with networking and headhunting sourcing methods
- Strong reference checks and selection process
- Associates Network and ATRC Talent Management System (Assignments, Training, Reward, Community)

Finance & Legal

- Integrity and independance
- Risk assessment of contractors prior to contract signature
- Strong experience with customer framework contracts and MSP partnership

Logistics

- Ability to manage Service Level Agreement delivery model
- E-procurement capabilities
- Regular customer appraisals and mission follow-up

Quality and trust

Client needs

Understanding

Sourcing

Delivering

Solution

Meet the team

The Deloitte Ressources Technology team stands for customer excellence and close relationships with contractors. Maintaining strong relationships with clients and contractors is key to success. Let us present our Team. Let's Grow Together.

Nicolas Courtin

Service Line Leader

+32 479 98 17 12

ncourtin@deloitte.com

Nicolas Courtin is the service line leader of Deloitte Ressources Technology. Thanks to his extensive knowledge of the EU institutions, Nicolas focuses on the development of EU contracts managed by Deloitte.

For client requests:

BErequestsDTR@deloitte.com

For recruitment:

BErecruitmentDTR@deloitte.com

Baudouin Lejeune

Senior Manager

+ 32 497 05 15 68

blejeune@deloitte.com

Baudouin Lejeune focuses on EU Institutions and has 17 years of experience in his field. He is - inter alia - responsible for the overall management of the EU's ABAC (Accrual Based Accounting) framework contract, acting as the day-to-day SPOC for the European Institutions interacting with senior EU officials.

Eric De Prins

Senior Manager

+ 32 475 43 55 07

edeprins@deloitte.com

Eric De Prins is in charge of developing partnerships between Deloitte Ressources Technology and both private and public (non-EU) sectors. Eric relies on his broad customer network and 14 years of experience in account management roles on behalf of several consultancy companies.

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. Please see www.deloitte.com/about for a more detailed description of DTTL and its member firms.

Deloitte provides audit, tax and legal, consulting, and financial advisory services to public and private clients spanning multiple industries. With a globally connected network of member firms in more than 150 countries, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges. Deloitte has in the region of 200,000 professionals, all committed to becoming the standard of excellence.

This publication contains general information only, and none of Deloitte Touche Tohmatsu Limited, its member firms, or their related entities (collectively, the “Deloitte Network”) is, by means of this publication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser. No entity in the Deloitte Network shall be responsible for any loss whatsoever sustained by any person who relies on this publication.