

seriousness and compliance with the sector's basic selection criteria, or to receive business opportunities alerts.

Eutilia operates and covers the European market from the main office in Leiden in The Netherlands and with representatives in Germany and France. Eutilia can be reached at +31 (0)71 5353100 or at www.eutilia.com.

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About Brian Farrington Limited

Brian Farrington Ltd was founded in 1978 by Dr Brian Farrington PhD, MSc, BSc(Econ), FCIPS, an acknowledged authority and author of definitive guides including *Purchasing and Supply Chain Management* (7th edition) published in 2005. His close and direct experience of recent developments typifies the forward-looking approach that has kept the company at the leading edge of the industry.

For more than 25 years the company has been offering best-practice solutions in a wide range of business environments; 33 of the current UK FTSE 100 are clients of BFL. Clients have included key players in utilities, financial services, pharmaceuticals, manufacturing, construction, airlines, local and national government. The Farrington Procurement Solutions A la carte service is the latest in a long line of innovative solutions to corporate procurement challenges and provides a one stop shop for organisations needing on demand service and solutions in managing third party expenditure.

All of the consultancy team have extensive business experience at senior levels and have the expertise to see the opportunities to optimise the performance and maximise the profit and performance of organisations, delivering workable and sustainable solutions.

BFL operates internationally from their head office in St Helens, England. BFL can be reached at +44 (0)1744 20698 or www.brianfarrington.com

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About Eutilia N.V.

Eutilia is the leading electronic marketplace for the European utility industry and its international supply-base. More than 1000 buyers from 120 buying-organizations (such as EDF, Electrabel, EnBW, Iberdrola, Calorgas, Nuon, Vattenfall etc...) and 7000 sell-side companies are using Eutilia services and technology to meet online, increase their buying or selling process efficiencies and to unlock cost savings potentials.

For professional buyers, Eutilia provides eSourcing solutions, helping to locate, pre-qualify and pre-select suppliers, to create and publish tenders, to analyse suppliers' answers, or to negotiate through reverse-auction. Around 1000 Buying events are executed per year generating €1,0 Billion deal flow.

For sellers, the Eutilia Marketplace is a unique cost efficient sales and marketing channel focused on increasing visibility and market share in the European Utility sector. Suppliers are offered services enabling them to save administrative costs, promote their skills and experience, to get in contact with a buying organization, to demonstrate

Brian Farrington Ltd and Eutilia announce a strategic partnership to provide a 'One-Stop' solution for procurement professionals, today and tomorrow!

Brian Farrington Limited (BFL), the UK based provider of innovative procurement solutions for public and private sector clients, and Eutilia N.V., the leading online marketplace in Europe for utilities, have formed a strategic partnership that allows them to create synergies from their complementary offering and deliver more value to their respective markets.

Eutilia will enhance BFL's business proposition through access to its extensive range of e-Sourcing and e-Procurement services. This agreement will enable both companies to increase their market penetration of the procurement solutions market, and in particular that of the UK. Eutilia's services will form an integral part of 'Farrington Procurement Solutions', a new 'one-stop' and flexible solution for today's procurement professional, from help in formulating procurement strategy, providing resource for projects, to assisting with evaluating supply chain risk management.

In partnering with Eutilia, BFL will leverage Eutilia's extensive experience of implementing and using electronic procurement solutions, and of searching and analysing new potential suppliers, benefiting from Eutilia's skills to deliver full service value to its customers, seamlessly and quickly.

Stephen Ashcroft, of BFL, heading up the Farrington Procurement Solutions A la carte service explains, "This partnership will enhance the range of solutions we can offer to clients in the provision of business strategy, e-procurement and delivering supplier value. BFL's 25 years of providing advice and guidance on managing 3rd party expenditure will be complemented and expanded by the addition of Eutilia's services and thought leadership. Our client base which has included 33 of the current UK FTSE companies increasingly demand immediate solutions from a proven, reliable provider: that is the BFL offer. The way both firms work – a personal customer focused ethos – ensures that Eutilia and BFL have a unique, joint business proposition."

BFL's wide range of market proven procurement solutions will add significant value to Eutilia as well. Including BFL solutions as part of Eutilia Marketplace services will not only enable Eutilia members (now more than 1000 buyers and 7500 suppliers) to benefit from BFL's comprehensive solutions, but also their 'hands-on' supply-chain knowledge, and their recognised analytical/diagnostic skills. The solutions provided by BFL are entirely supportive of Eutilia's vision of creating an on-line Marketplace for Buyers & Suppliers to meet and conduct business online, more efficiently than ever.

"There is an excellent fit between the two companies that enables both to add value to our respective clients and the market in general. BFL solutions support the way we work and both companies work very closely with procurement professional in order find sustainable solutions at lower cost. Brian's team will add significant value in the learning and transfer of knowledge to clients, enabling them to gain long term benefits. This work also involves suppliers who inevitably will form part of any solution, and thus again supports Eutilia's Marketplace objectives of bringing value to buyers and suppliers when working together." says Jean-Philippe Massin, CEO of Eutilia.