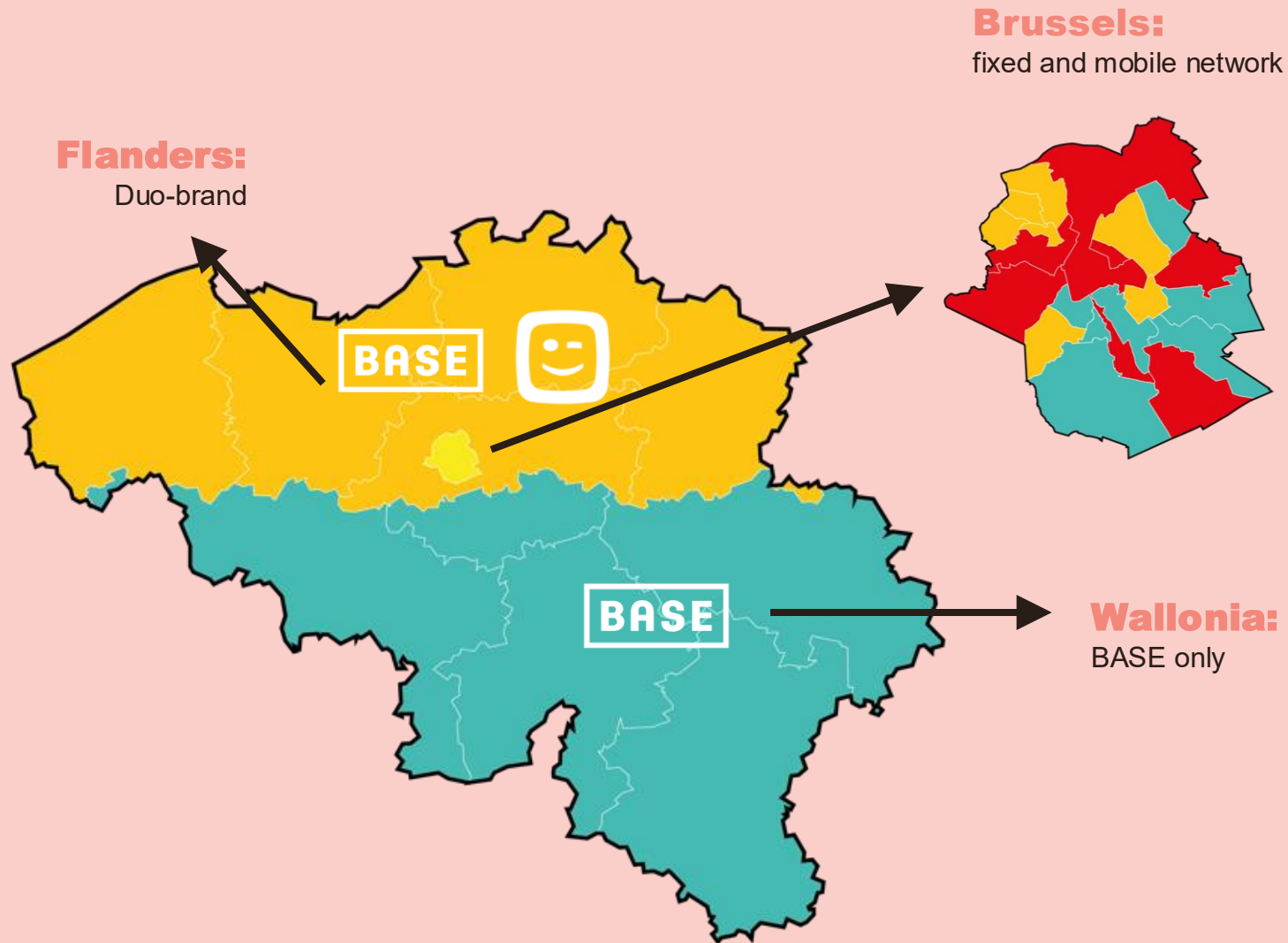


IT partnership redesign for accountability



Lucie Van den Bosch – Director Tech & Partnership Steering

Telenet as a belgian player



2.7M mobile subscribers



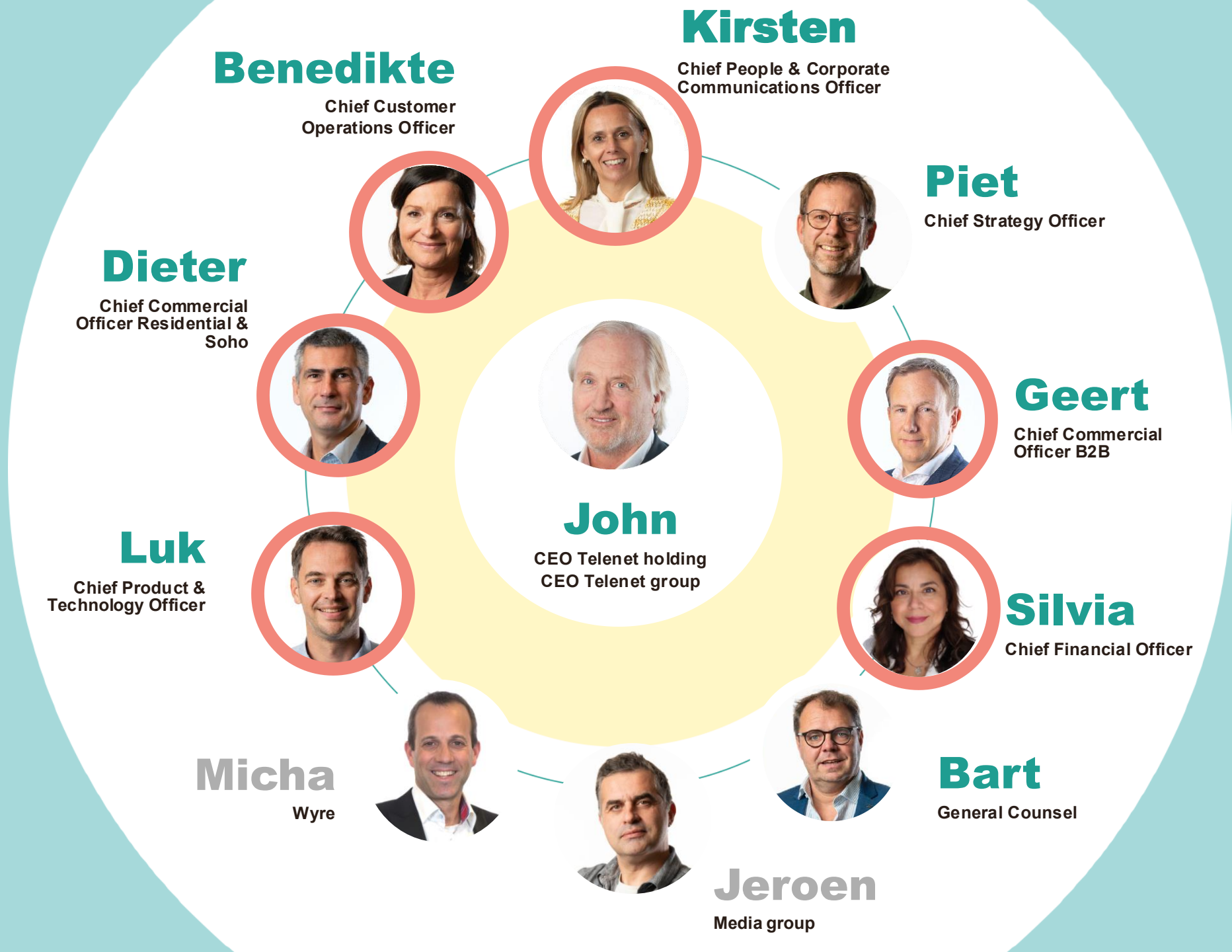
1.7M Internet subscribers



1.6M TV subscribers



... with a
de-centralized
IT-organisation



Key success factors of our new IT partnerships:



Structured partner portfolio



Simplified Partner portfolio focusing on our strongest Partnerships



Win-win contracts



Contracts designed to create **win-win value**



Crystal-clear outcomes



Partner engagements with **crystal-clear outcomes and common objectives**



Clear & mutual wow



Parties in a Powerful Partnership mutually adopt an **Agile way of working**

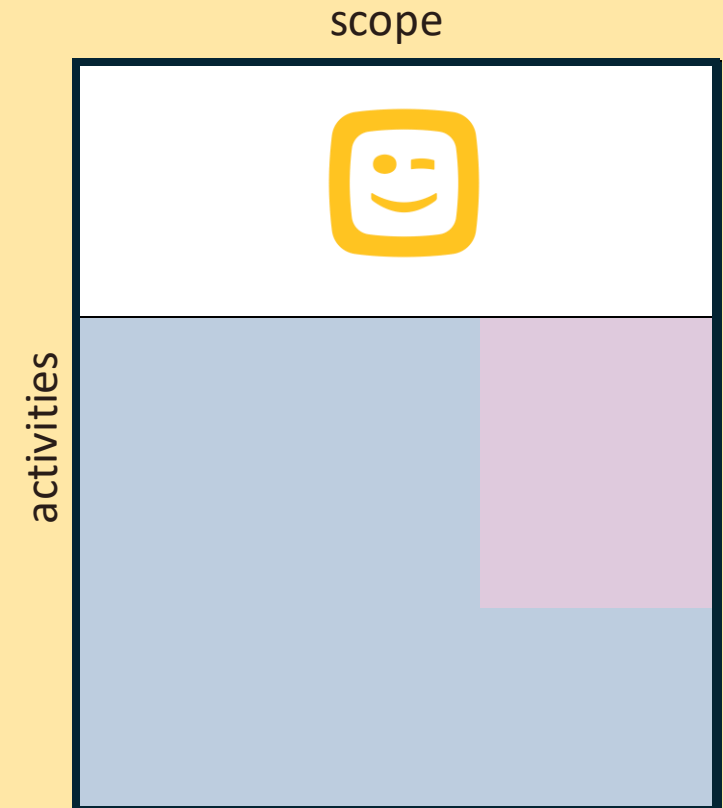
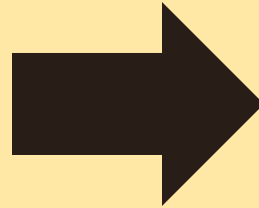
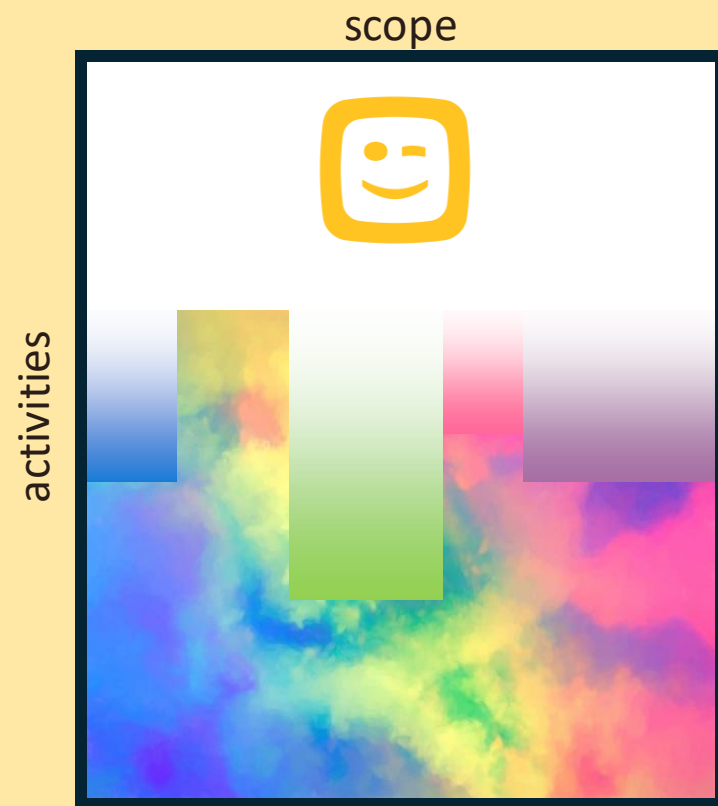


Partner accountability



Partners take **accountability** and co-navigate to the agreed outcomes

Simplified partner landscape:



More accountability leading to stronger output:



Clearer roles & Responsibilities



Revised collaboration governance



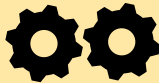
Renewed KPI follow up



Optimized processes/TIIES



Epic based pricing



1. INCREASE VELOCITY



2. QUALITY



3. TOTAL COST/SPEND



We are in the first months of the live contract:

