



PRESS RELEASE

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The birth of Partners: Eurofinsa's new digital purchase platform

- In its first 6 months, the advanced purchase management model has achieved a very significant increase in the margins.
- Purchases and subcontracts represent over 80% of the total costs in the construction sector.

Madrid, October 21, 2017.

Eurofinsa and its affiliate IBT Group have implemented **Partners**, an advanced purchase management model whose technology incorporates the best tools for e-commerce and an organizational structure with verified efficiency.

This transformation project was started on May this year with the projects for the construction of the Swiftair and Air Europe hangars at the Adolfo Suarez-Madrid Barajas Airport. Later, it was applied to different projects implemented by the Eurofinsa Group in Latin America, Asia and Africa. Then, it has been applied to other construction projects of great relevance. In the next months, the French affiliate of the Ellipse Projects group will join Partners.

In the Construction sector, purchases and subcontracts represent over **80% of the total costs**. Consequently, purchase proceedings are a key and critical factor in the business results.

The application of this new management model has improved the resulting economic and commercial conditions, as well as the quality level of awarded suppliers and subcontractors.

The digitalization of purchase proceedings is already a reality in the management of the supplier database and the bidding and awarding database through the **Partners – Suppliers and Contractors** website (www.eurofinsa.com/partners), and will soon also become a reality in



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proceedings such as order making, work certification and invoice reception. The goal is to thoroughly digitalize the purchase and supply chain from beginning to end.

Eurofinsa, www.eurofinsa.com, is a business group specialized in the development of public works and the implementation of construction and equipment projects for public agencies. Its solutions are comprehensive and range from engineering, studies, design and construction, to sale, delivery and installation of equipment items with the corresponding training, maintenance and operation.

Over 40 years of worldwide trajectory in the construction sector guarantee the soundness and technical knowledge of Eurofinsa. This makes possible for Eurofinsa to offer the highest quality standards in each of its projects and to contribute to development and progress, respecting at the same time the environment, within a framework of continuous innovation.

Eurofinsa headquarters are in Madrid and the company has affiliates, such as IBT Group in Miami and Ellipse Projects in Paris, as well as permanent local offices in 31 countries in the five continents. The Group's workforce is made up by over 5,100 employees in total.

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