

European Office Supplies Alliance (EOSA).

25th June 2010

**World-class office supplies @ work
- Across Europe**

EOSA has a New Legal Structure and New Members

On June 1st, EOSA members signed a new legal structure for its alliance and sealed their future with this important act: With immediate effect, EOSA, the office supplies and business services alliance, will function as a cooperative and have their registered office in Amsterdam. This is in answer to the challenge of Globals and now EOSA is able to act faster and more efficiently as an alliance.

Two new realities are relevant to the membership structure: The Swiss member iba was sold to the Migros Group within the framework of succession planning; therefore, the already existing Migros' subsidiary Office World was picked up as a new EOSA member. A further highlight is that the Dutch company Hedera has joined EOSA. Hedera's owner and director, Philip Becker talks about membership in EOSA: *"Admittedly, we are a smaller member. Nevertheless, we see ourselves as a sort of "door opener" which can operate from Holland for EOSA."*



((Picture by Mike Van Bemmelen))

EOSA marches into a new era and faces the challenge of Globals head on.

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EOSA's Chairman Peter Basci is pleased: *"We have found an optimal legal structure, which clearly simplifies commercial relations towards suppliers as well as with customers. I am especially happy that since the start-up period, even a Dutch company is now represented and also within the context of the new EOSA cooperative registered office."* Amsterdam as a headquarters is optimal both for transport and technological trading. At the same time, Holland has a traditional business culture and an economically liberal legislation.

iba will still be taking care of the B2B market in Switzerland. Office World will concentrate mainly on the B2C business in the future. Stéphane Willa, Office World's CEO and new representative in the EOSA General Assembly talks about Office World's international connection: *"With EOSA, we can finally establish access to the international procurement market."*

In the wake of its fresh, new legal structure, EOSA is now led like a corporation: Thus, the General Assembly will meet in place of the Review Boards and the Executive Committee is replaced by at least three board members (Board of Directors). Heinz Kneubühl, former chairman of the Marketing Steering Committee is now COO. The previous chairman, Peter Basci has been selected CEO of the cooperative and chairman of the EOSA General Assembly.

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