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EOSA finalises first tender

Nieuwegein (NL)/ Oslo (NOR)/ Norwich (UK)

Today the recently formed Office Products Alliance; EOSA announced their first successful finalised joint procurement tender.

The alliance partners; UK based o2o, Norwegian based Tybring-Gjedde and Dutch based Ahrend Office Products have agreed on a joint long term paper contract with Map; one of Europe's leading paper merchanting groups.

The contract covers the total paper sourcing for 10 countries and has an annual value of around 35 million Euro.

'We are delighted to be successful so soon after establishing the alliance, and the decision is unique in representing the unanimous choice of all our companies working strategically together. It is the first joint step and there is more to come' commented the procurement management of the alliance partners.

In addition the general management commented: 'We fully support the process within our alliance which is developing in an efficient and professional way. Joint decisions will drive our alliance'.

Map Merchant Group comments that the contract is a result of the combined forces of the world's largest paper producers and Map as one of the European leading merchant groups in paper supply chain management. It reflects the utilisation of the purchasing power of the Map group, being 1.4 million tons of paper. Map is a pan European paper merchant group with a turnover of 1,800 million Euro and is present in 23 countries. The contract is based on partnership and joint market and product development.

EOSA (European Office Supplies Alliance) is a recently formed alliance within the European Office Products Industry. It is an alliance between three leading European office suppliers, UK based office2office, Norwegian based Tybring-Gjedde and Dutch based Ahrend Office Products.

This partnership comprises commercial and purchasing co-operation. The alliance currently has combined sales of € 650 million. This ranks the new combination among the leaders of the European office products industry. The alliance is to be extracted with more members on the short- and mid-long term.

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Press release