

# AFKL PROCUREMENT KEY FOCUS AREAS & LEADERSHIP

Procurement Strategy & Services (PSS)

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CPO BOARD

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## Airport & Navigation Charges

Pascal Le Quemener

## Airport Services

Pascal Le Quemener

## Corporate & Marketing

Sami Smaoui

## Fuel (incl. SAF)

Albert Grégo

## Inflight Services

Magali Viala

## Engineering & Maintenance

José-Marie Louis

## Information Technology (IT)

Philippe Boronat

Airport Charges Outstations	Navigation Charges
Rob Van Hijfte	Johan Zandstra

Rob Van HIJFTE

Edwin Kleiboer

Jurriaan de Jonge

Daan Bos

Robert Pruijm

Edwin Kleiboer

Paris based

Amsterdam based

Fees paid for services and facilities provided by Airports and Air Navigation Services providers (ANSP's, such as use of runways, use of the airport infrastructure, airport security and air traffic control)

Cargo: Buying of equipment and materials. Contract worldwide cargo handling and trucking

Ground processes for passengers and their luggage (depart and arrive), check-in, fuelling, cleaning, de-icing, towing aircrafts

Facilities: Real estate investments, building maintenance and services.

General services: logistics, uniforms, office supplies, printed matters, medics.

Marketing: media, Print, IFE, professional and financial services, consultancy, temporary labor, training, credit

Supply hubs: via fuel facilities at airports, into plane.

Supply French domestics locations and all off-shore

Hedging: to withdraw fuel price volatility, through banks, traders and refiner

Catering products worldwide, groceries and beverages.

Inflight hardware ie as tableware, comfort items and trolleys,

Hotel accommodation for crew, duty travelers and stranded passengers.

Provide integrated maintenance and engineering services on aircraft, engines and components for AF and KLM fleet, for a broad worldwide customer base.

Supply materials and services, tooling and equipment needed by AFI KLM E&M.

AFKL common IT strategy to handle increasing IT demand and increasing IT dependency of the businesses.

Supports the IT organization to find the best solutions to meet the businesses' demands.