

# Organization chart, Management roles and responsibilities

## Management roles and responsibilities

### CPO Board

Group CPO and Deputy Group CPO are responsible for external spend on Group level

### Domain Procurement Officer (DPO) and deputy DPO (DDPO)

Responsible for managing a procurement domain, combined of several related commodities

Report to the Group CPO and AF CPO

### Procurement Unit Manager

In charge of the procurement unit strategy (unit = several procurement categories)

Reports to the DPO and DDPO

## CPO Board

Jurriaan Lombaers – Group CPO

Thierry Bellon – Deputy Group CPO

## CPO Office

Daan Bos

Christine Maginot

Magali Viala

The CPO team supports the CPO Board and DDPO: procurement domains in various areas such as, strategy and organizational developments, policies, financial performance, tools, quality, sustainability development,

## 7 Procurement domains, their missions

Airport & navigation charges DPO : Georges Lachenaud	Airport services DPO : Rob van Hijfte			Corporate DPO : Jean-Charles Cassé		Fuel DPO : Georges Lachenaud	Inflight services DPO : Françoise Renon	Engineering and maintenance DPO : Robert Pruijm	IT DPO : Jean-Claude Cathelineau
	Cargo	Ground Operations	International	Corporate	Marketing, communication				
	DDPO: Frédéric Mesplés			DDPO: Johan Zandstra		DDPO: J de Jonge	DDPO: Michel Hilgersom	DDPO: José-Marie Louis	DDPO: Edwin Kleiboer
R.J. Meinderts	M. van Drunen	A.Manus	Marc Bouilloud	Gérard Pouyez	Valérie Fellouse	Albert Grego			
<ul style="list-style-type: none"> <li>Airports</li> <li>Navigation</li> </ul>	<ul style="list-style-type: none"> <li>Cargo trucking</li> <li>Cargo handling</li> <li>cargo equipment &amp; consumables</li> </ul>	<ul style="list-style-type: none"> <li>General services equipment</li> <li>Handling hub</li> </ul>	<ul style="list-style-type: none"> <li>International General &amp; services</li> <li>Handling outstations</li> <li>Global distribution system support</li> </ul>	<ul style="list-style-type: none"> <li>Facilities</li> <li>General services</li> </ul>	<ul style="list-style-type: none"> <li>Marketing &amp; communication</li> <li>Professional &amp; financial services</li> <li>Chartering</li> </ul>	<ul style="list-style-type: none"> <li>Fuel hedging</li> <li>Fuel logistics</li> </ul>	<ul style="list-style-type: none"> <li>Inflight hardware</li> <li>Groceries &amp; beverages</li> <li>Catering outstations</li> <li>Accommodations</li> </ul>	<ul style="list-style-type: none"> <li>Engines</li> <li>Components</li> <li>Aircraft, cabin</li> <li>Tools &amp; services</li> </ul>	<ul style="list-style-type: none"> <li>IT distributed systems</li> <li>IT products</li> <li>IT communication</li> <li>IT applications</li> </ul>
<p>- Charges are 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.</p> <p>- Airport &amp; Navigation fees strives for cost reductions and cost efficiencies with airports and ANSPs through consultation and negotiation with major airports and ANSPs and for protection of AFKL interests in cases of commercialization of airports and ANSPs.</p>	<p>- Cargo procurement takes care of the buying of equipment and materials.</p> <p>- But also for contracting worldwide Cargo handling and trucking.</p>	<p>- Ground operations takes care for all ground processes needed for passengers and their luggage to depart and arrive. From check-in, fuelling, cleaning to de-icing and towing aircrafts.</p> <p>- Procurement ground operations is responsible for buying the required equipment, tools and services needed</p>	<p>- Procurement international makes sure that the ground handling of AFKL flights; as well security issues of AF activities at the outstations are performed by qualified and professional agents worldwide, against a competitive cost and quality level.</p> <p>- Procurement International also supports all Regional offices with the procurement of all General and Services, ranging from telecom and office rentals to supplies.</p>	<p>- Corporate procurement is in charge of Facilities (Real estate investments, building maintenance and services, e.g. cleaning, gardening, catering, furniture).</p> <p>- General services (such as logistics, uniforms, office supplies, printed matters, medics).</p> <p>Logistics</p>	<p>- Procurement marketing supports these departments by taking care of contracts for media buy, concept development (creative agencies), printing and other supports, content of the Inflight Entertainment and On Line.</p> <p>- Professional &amp; Financial services (such as consultancy, temporary labor, training, credit and other financial card services).</p> <p>- Another important activity is chartering, dealing with long term and ad hoc leases including railways operator contracts.</p>	<p>- Supply hubs: cargo importers, logistics via pipe lines, barges, storage and fuel facilities at airports, into plane.</p> <p>- Supply French domestic locations and all off-shore: AFKL and subsidiaries locations (e.g. Transavia, Martinair, CityJet and Regional).</p> <p>- Hedging: to with draw fuel price volatility, by operating on commodities derivatives markets through banks, traders and refiners.</p>	<p>- Procurement Inflight services is responsible for the buying of catering products worldwide, for groceries and beverages.</p> <p>- For inflight hardware such as tableware, comfort items and trolleys, and furthermore for hotel accommodation for crew, duty travelers and stranded passengers.</p>	<p>Air France Industries and KLM Engineering &amp; Maintenance jointly provide integrated maintenance and engineering services on aircraft, components and engines for the Air France KLM fleet, and for a broad worldwide customer base. E&amp;M procurement provides procurement contracts for the supply of materials and services, tooling and equipment needed by AFI KLM E&amp;M to deliver their service at the best quality and TCO conditions.</p>	<p>Based on the business strategies and processes, AF and KLM IT have developed a common IT strategy, with main objective to handle increasing IT demand and increasing IT dependency of the businesses. Procurement IT supports the IT organization to find the best solutions to meet the businesses' demands.</p>

Buyers are involved and act in the different procurement categories.

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