



MEDIA INFORMATION FOR IMMEDIATE RELEASE

2nd November 2009

Fulcre and DeNové join forces to deliver multi-lateral, integrative procurement solutions

Expert, client-side procurement advisors, Fulcre, and industry-leading business development specialists, DeNové, combine their strength and experience to deliver truly holistic and integrative procurement management services.

A key ingredient to the most successful procurements is the ability to design, manage and balance benefit for all parties on both sides of the procurement process. DeNové and Fulcre bring together powerful experience, insights and processes from both sides of the procurement fence and unify these into a single, proven, integrative service.

DeNové and Fulcre people share many years of common vision and cooperation and, between them, have played pivotal roles in the successful letting of numerous Information Communications Technology (ICT) contracts valued in excess of €2 billion in the last three years alone.

Fulcre and DeNové work together across public and private sectors and incorporate a pool of consultant expertise to address a wide range of specialist disciplines including: M&A; public procurement under OJEU legislation specialising in Competitive Dialogue; procurement management and training; commercial modelling; technical architecture and design; construction of contracts and schedules; TUPE; and stakeholder communications.

Both organisations share a specialist focus on the ICT sector including significant experience in the areas of: managed networks, applications and services; shared services; cloud computing; security payment systems; outsourcing; and offshoring.

The unique combination of Fulcre and DeNové capabilities delivers enhanced value at every step of the procurement process. This partnership combines client and supply-side experience to ensure successful outcomes that optimise mutual benefit to both parties. This means ensuring that an appropriate and informed set of suppliers are selected, client resources are available and briefed and the requirements, business case and benefits are well articulated and understood.

Contact Details

DeNové Limited, 1 Northumberland Avenue, Trafalgar Square, London WC2N 5BW
www.denove.com | +44 (0)20 7872 5793

Registered Address

90 High Holborn, London WC1V 6XX

Registrations

Company no: 5643675 | VAT no: 880 9766 68
DUNS no: 348446118

Contact Details & Registered Address

Fulcre Partners Ltd, 4 The Terrace, Chawton, Alton, Hampshire GU34 1SE
www.fulcre.com | +44 (0)7943 827320.

Company no: 06774306

Notes to Editors

For further information, please contact DeNové Limited at learnmore@denove.com or telephone: +44(0)20 7872 5793.

Alternatively, contact Fulcre Partners Ltd at info@fulcre.com or telephone +44 (0)7943 827320.

About DeNové

DeNové is a business development consultancy specialising in markets that are driven by technology. We work with clients across Europe, refining sales strategy, developing business opportunities and helping bring home successful contract wins.

www.denove.com



About Fulcre

Fulcre is a procurement and commercial consultancy, specialising in assisting government bodies at any, or all, points in the procurement of ICT Programmes.

www.fulcre.com

