



Branchevereniging
Telecommunicatie Grootgebruikers

Who we are

- BTG is a **branch organization**, combined with a **service/purchasing** organization (TGG) and a **research and development lab** (BTG)
- Founded in **1986**, ranking number 3 of ICT associations in the Netherlands
- Original focus on **telecommunications**, anticipating on **ICT-development** in later decades; front against the monopoly of a number of providers
- Around **200 members**; large and middle sized companies in branches: industry, government, education, healthcare, trading, services, banks, logistics, etc.
- **Members program**
- **Shared procurement**

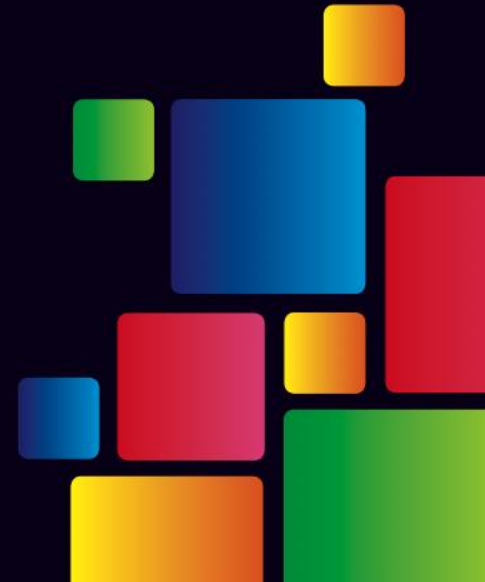


Strategy

BTG connects organizations in their joint interests in the domain of
ICT / Telecommunications

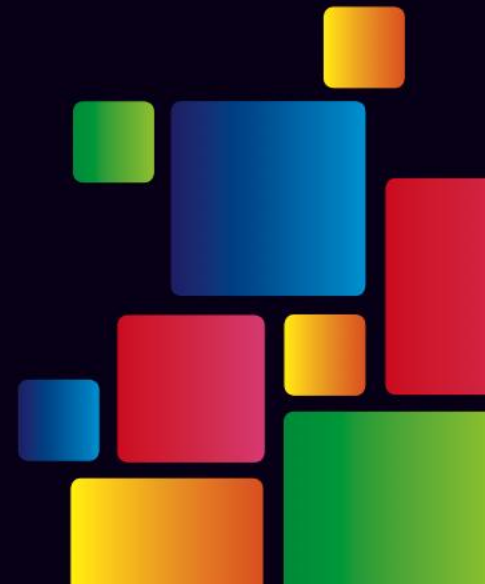
For this purpose BTG organizes:

- Structural **lobby** between government, suppliers and members
- **Network organization** and **knowledge sharing**
- Translation of trends to **relevant knowledge and activities**
- **Member benefits** are realized by bundling of demand and shared purchasing



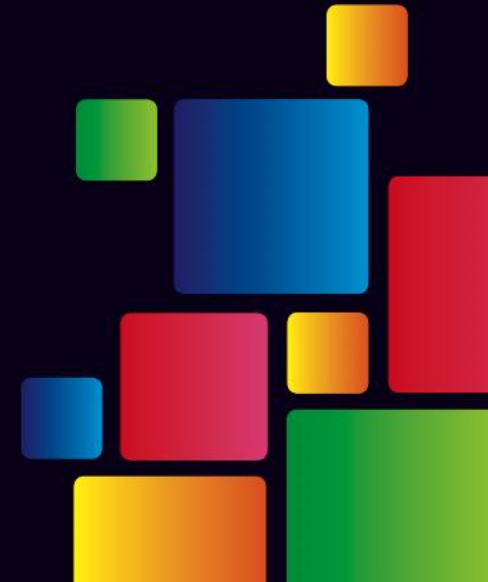
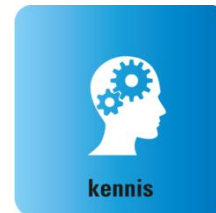
Ambition and profile

- Focus on **convergence of ICT and telecommunications**, in line with market trends and technological developments, tailored to the needs of our members
- Investing in **knowledge, knowledge sharing, collaboration and new products and services**
- A foundation for **network and lobby**
- Increasing of **our visibility, confidence and transparency**
- Creating opinions



Core values

- **Customer focused;** the importance of members is the key factor
- **Focus on cooperation;** connecting BTG, TGG with suppliers, government and market
- **Innovation;** in products and services, in line with market trends and technological developments, tailored to the needs of our members
- **Making opinions;** agenda of relevant topics in politics, market and society



Our members

Large businesses and middle corporate segment

Government; municipalities, ministries

Research and educational institutions

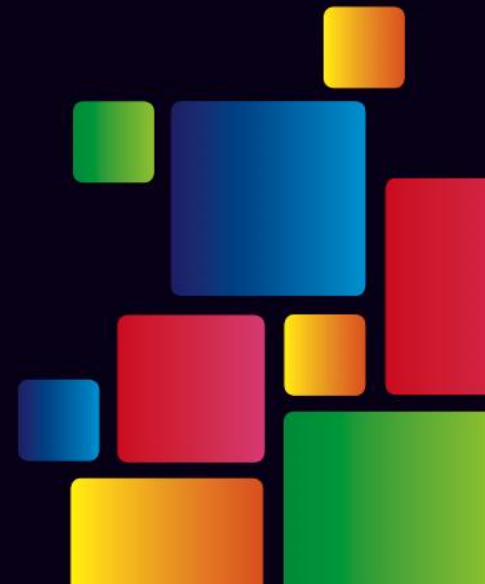
Hospitals / Healthcare

Industry and logistics industry

Banks and services

ICT providers and suppliers

Around 200 members



TeleGrootGebruik (TGG)

Service and purchasing organization

Founded by and focus on BTG-members

Services;

- Master agreements
- Billing and payment services
- Reports

Purchasing advantages

Development of new services (BTG; Research and Development Lab)



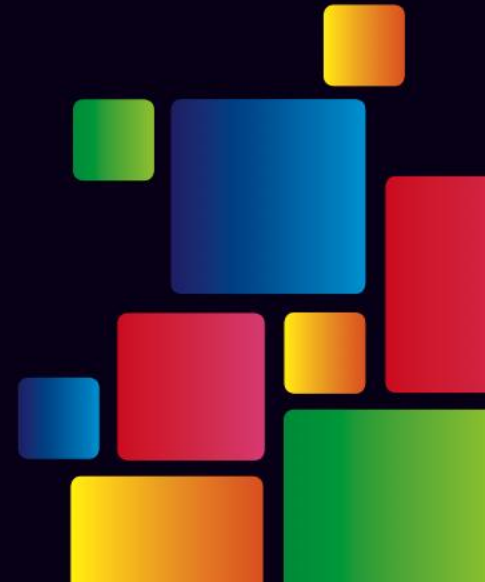
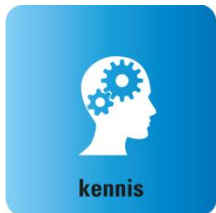
Benefits BTG and TGG

Access to **current knowledge and experience** in ICT / telecommunications within the largest companies in the Netherlands

Access to a **relevant network** in the field of ICT / telecommunications, both at a strategic, tactical and operational level

Participation in a wide range of **knowledge events**, meetings are only for BTG-members

Purchasing advantages through TGG



Dutch Topics

Cyber security; Security and free use, goal is an open sourced and innovative cyber domain. A quality standard is necessary

Digital Economy; ICT stimulates economical development

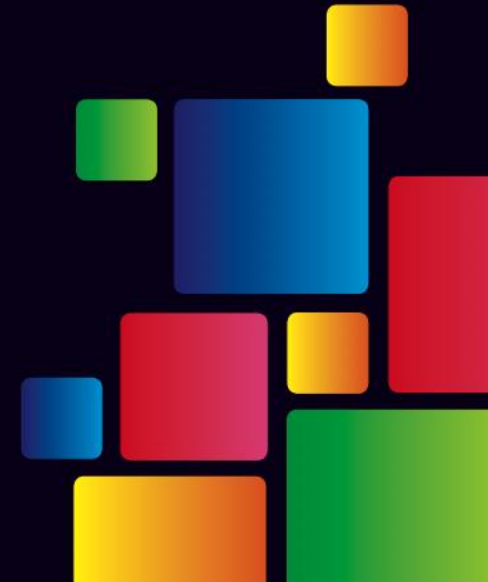
Digital Government/E-Government; Digital services for citizens, client focus

Cloud computing; A quality standard is necessary for save use. Security of Dutch data outside the Netherlands (Patriot Act for EU government & enterprises)

Network neutrality; Free access to the internet, free communication is a precondition

E-Health; Optimization ICT Healthcare

Green ICT; Sensible use of ICT is necessary



Dutch Topics

Mobile network code (MNC); Open use for business customers; all providers on one SIM-card is a strong wish. It promotes accessibility, product- and process innovation

700 MHz; Priority critical business processes is a precondition

