


# Company Presentation

About us.





### OpenStorage SA/NV



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## Content

### Who is OpenStorage?

- Origins

### Sales

### Product Distribution

### Range

- Computer Centres and Professional Users
- Laser and Inkjet Printers
- Other Storage Media

### Partners

### References

### What You Can Expect

### What Makes Us Different

### **Always Available for You**



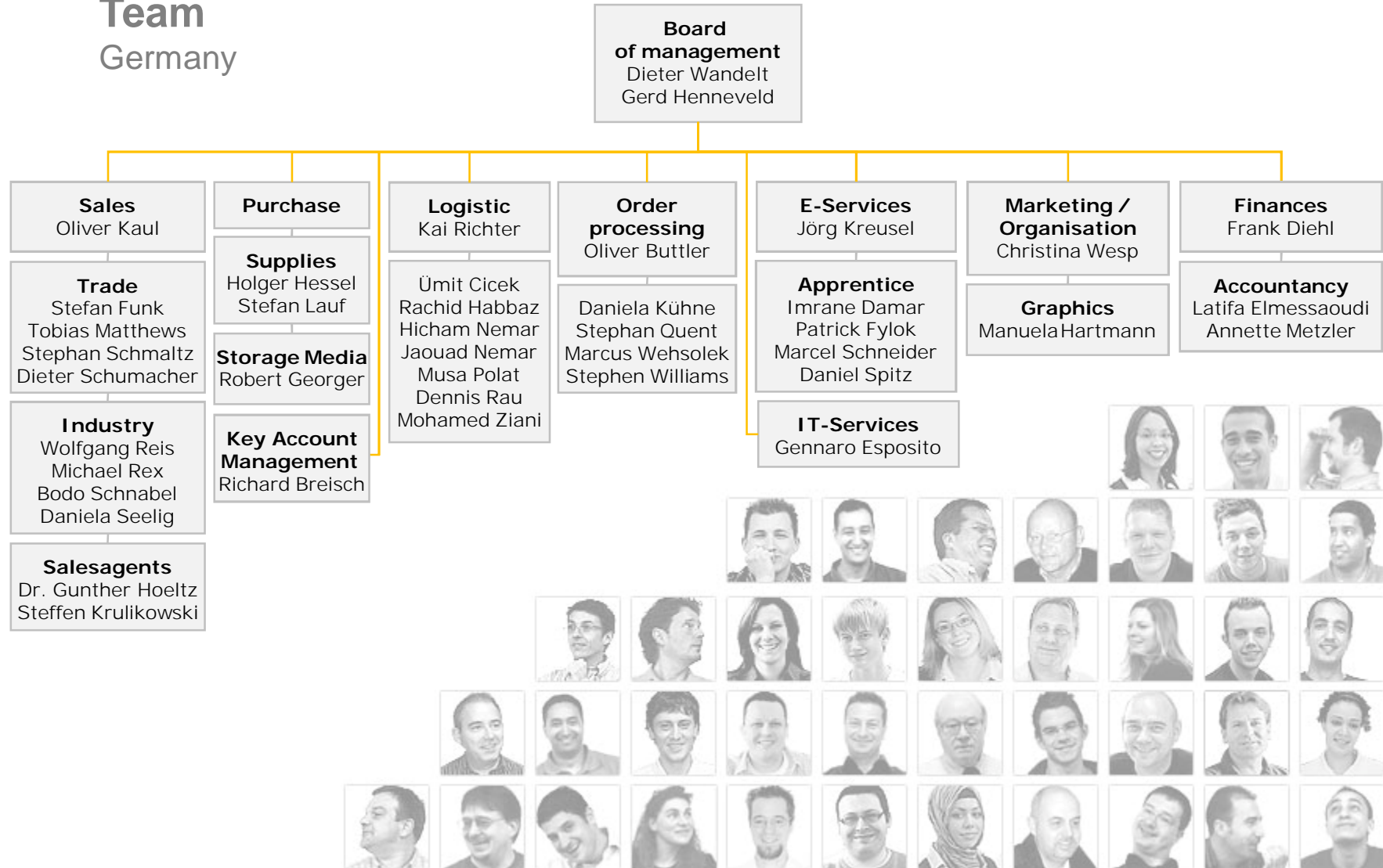
## Origins

- 1945** Founding of Henneveld KG - repair workshop for typewriters in Wiesbaden
- 1985** Founding of TIM GmbH - distributor for backup systems
- 1993** Founding of OpenStorage GmbH – specialist for storage media and printer accessories
- 1999** OpenStorage GmbH becomes a plc
- 2003** Founding of OpenStorage Schweiz AG
- 2006** Founding of OpenStorage SAS in Paris/France and OpenStorage SA/NV in Diegem/Belgium

BURO-MASCHINENHAUS  
H. HENNEVELD

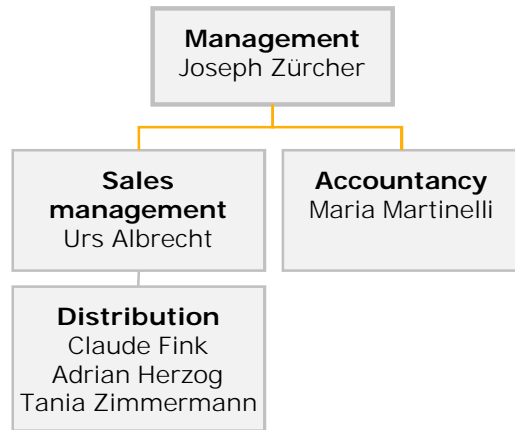


# Team Germany

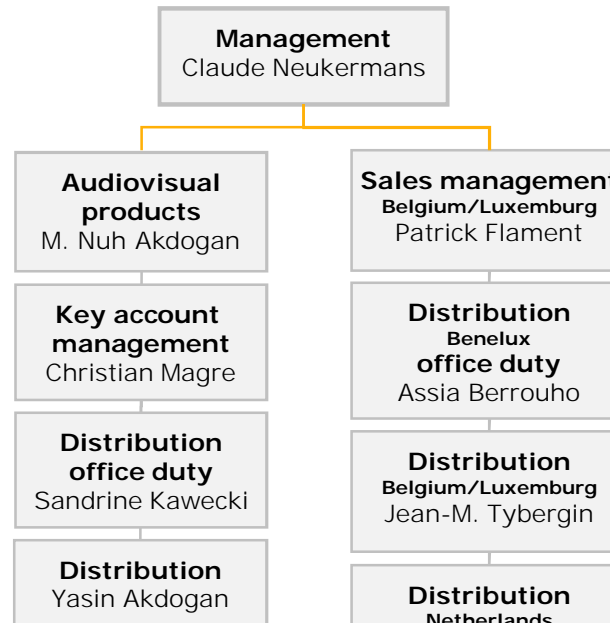


# Teams

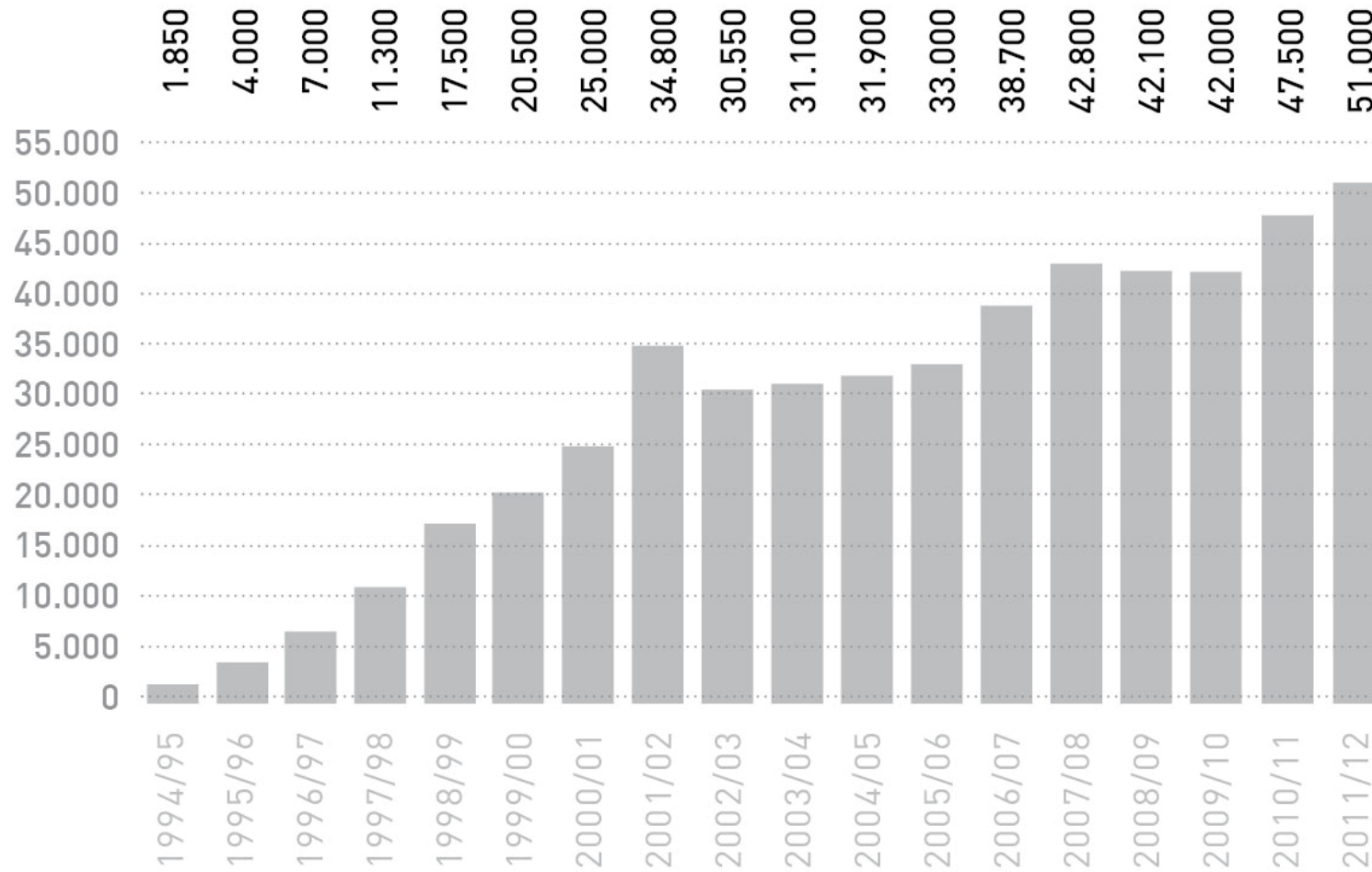
## Switzerland



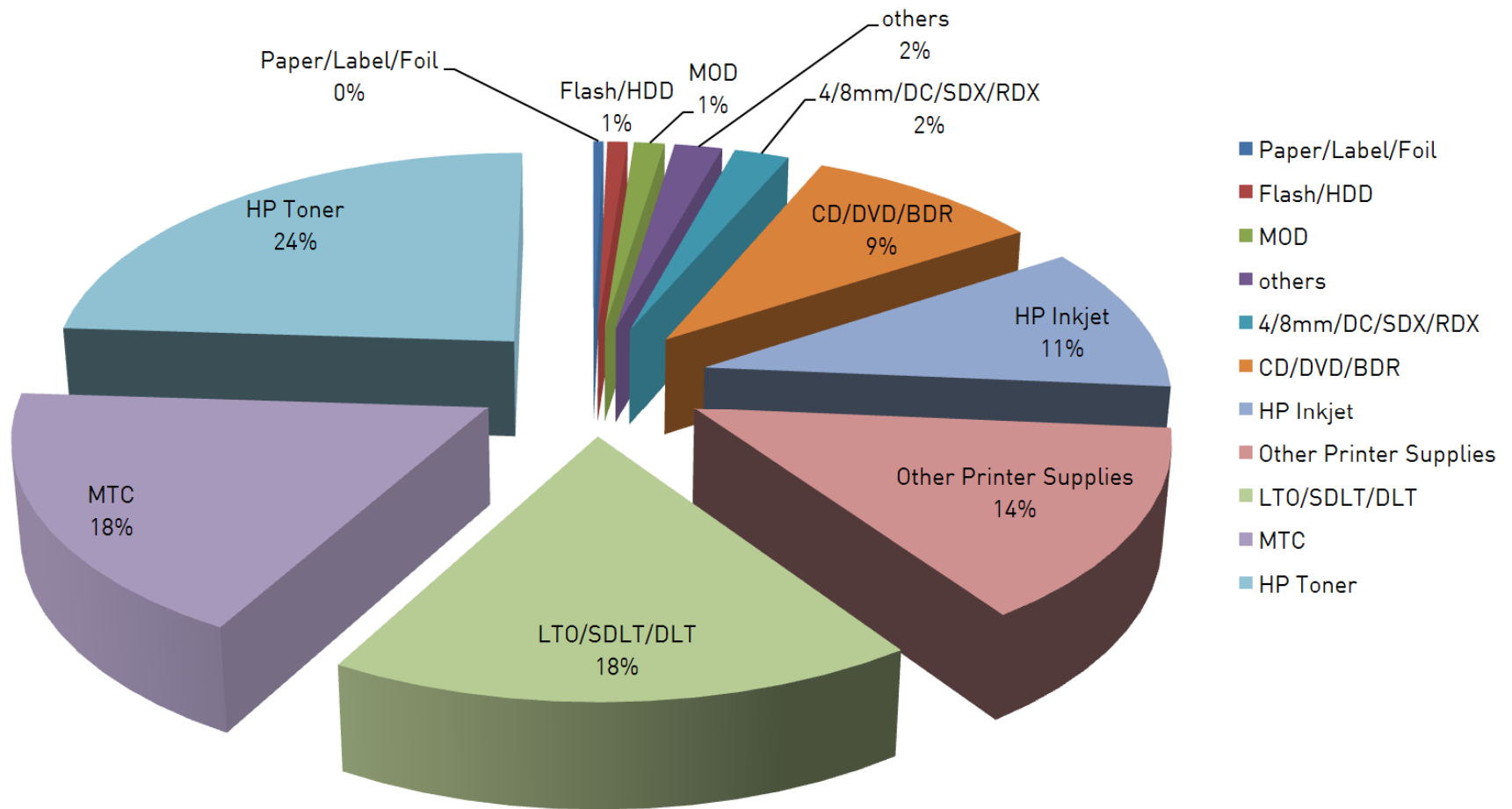
## France



## Turnover in thousand € (Germany)



## Product Splitting 2010/11 by Category



## Range

Storage Media  
for Computer Centres  
and Professional Users

DLT / S-DLT  
LTO Ultrium  
MTC  
4mm / DDS / DAT  
MOD / UDO



Printer Supplies,  
Cartridges  
for Laser and  
Inkjet Printers

Ink  
Toner  
Paper



Other Storage Media,  
Batteries,  
Cleaning Supplies,  
Storage Boxes

CD-R  
DVD  
USB  
Flash  
Batteries  
Lifestyle



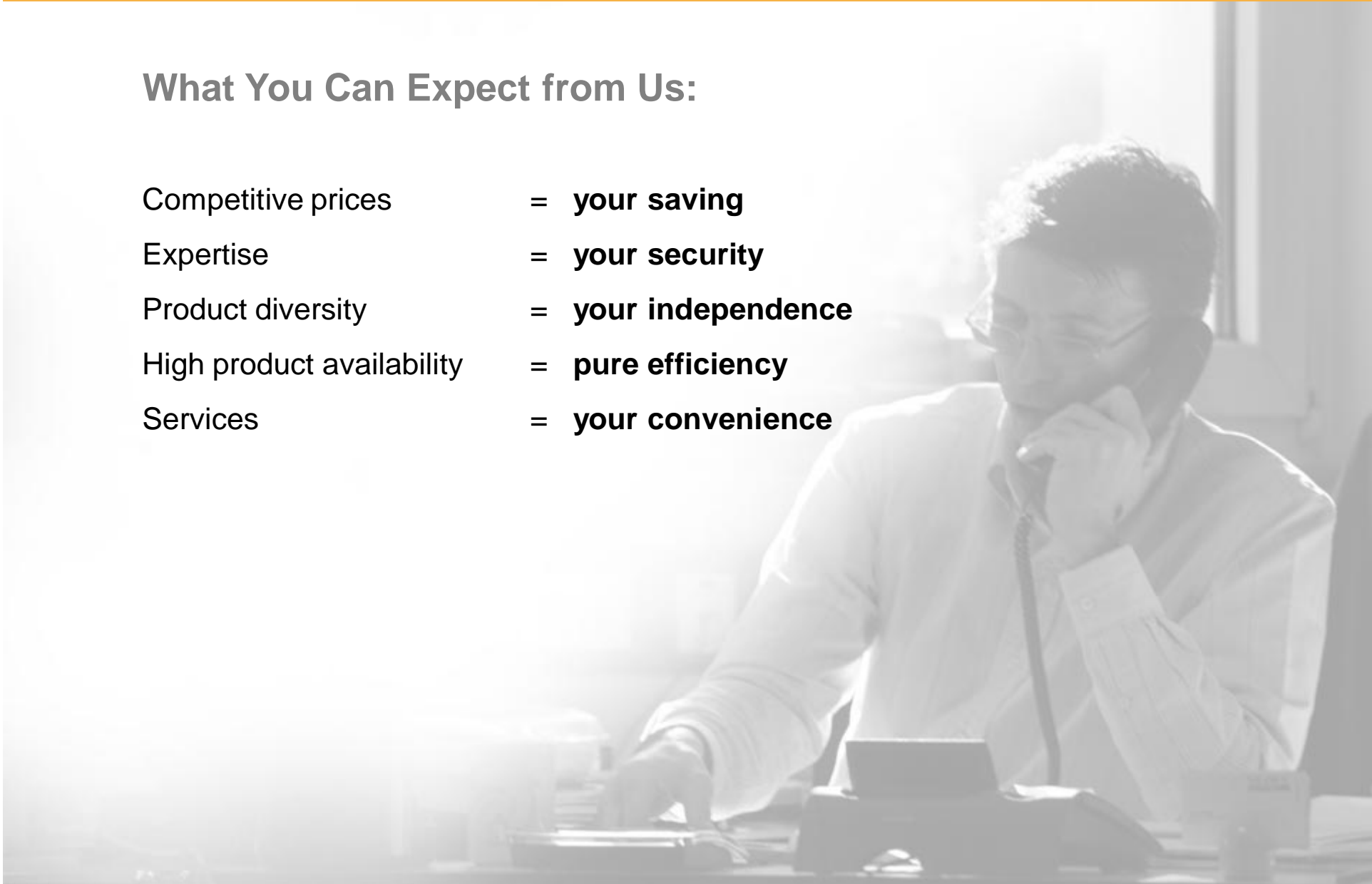
## Partners

OpenStorage's product range comprises important brands of, for example, the following manufacturers.



## What You Can Expect from Us:

- Competitive prices = **your saving**
- Expertise = **your security**
- Product diversity = **your independence**
- High product availability = **pure efficiency**
- Services = **your convenience**



## What Makes Us Different From Others

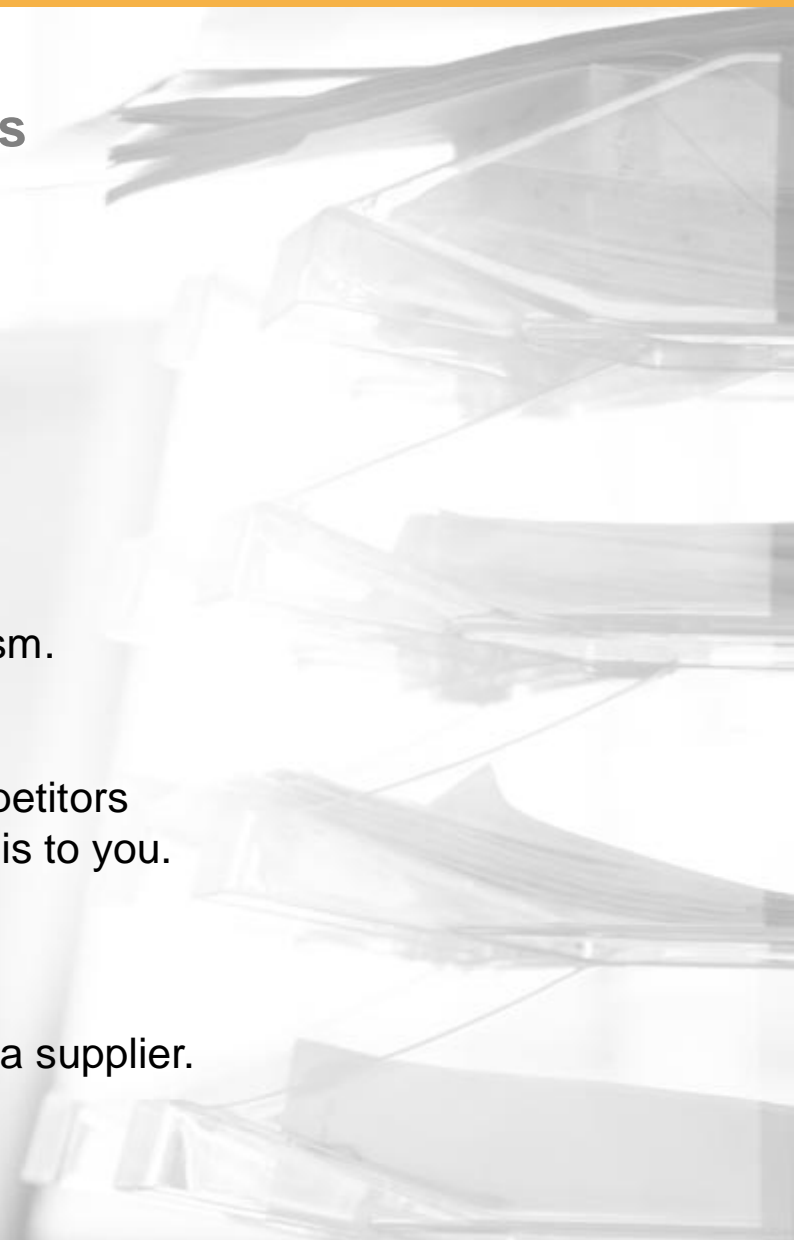
Team-oriented working allows us to achieve our objectives best.

This is based on respectful, collegial interaction with our customers, suppliers, competitors and members of our own team.

We set particular store by receptiveness to criticism.

We follow market developments, with a view to taking quicker action than our competitors and being able to pass on benefits arising from this to you.

What matters to us is to retain you as a long-term customer and to meet all the expectations that you have of a supplier.



## Available 24 hours

### Online-shop

We have an Internet presence, offering a selection of articles from our overall range, made especially for you. [www.openshopping.de](http://www.openshopping.de)



### E-procurement

We set up ranges of products defined by you on electronic marketplaces for the procurement of your IT accessories.

More Information:

### [www.openstorage.de](http://www.openstorage.de)

- > electronic price list
- > BMEcat-standard catalogue XML-format
- > electronic data exchange per EDI