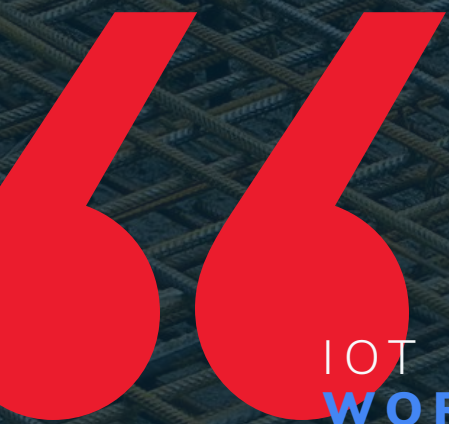


CONNECTING COLLEAGUES AND ASSETS

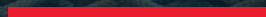
Based on data we provide insights
in your capacity and the use of it.

The chance it can be optimized? 99% !





IOT ENABLES MANY
WORKFLOW OPTIMIZATIONS
THAT LEAD TO MORE **SUSTAINABLE,**
SECURE AND **EFFICIENT**
ORGANIZATIONS.





Frédéric Van Durme

CEO Suivo

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HELLO YOU!

Glad you have an innovative mindset and that Suivo is fueling your curiosity!

The digital transition has been happening for decades, but new applications continue to reveal themselves!

Every day, **new opportunities are unfolding to streamline business processes based on IoT and location-related data.**

How Suivo helps with that? We collect data from people and the assets they use, such as machines, tools, equipment and vehicles.

At the core of these datasets is their location. **Imagine your business activities and workflows in a world where you know where your most valuable assets are at all times.**

This enables many workflow optimizations that lead to **more sustainable, safe and efficient** organizations.

DIGITIZE IN 3 DOMAINS

Suivo offers several solutions to track (location-related) data. Those IoT (tracking) solutions have a positive impact on 3 domains:

- **PEOPLE | Workforce Management**
- **THINGS | Asset Management**
- **WHEELS | Vehicle Telematics**

These domains often overlap. Combine them for a 360° digital experience. More on these 3 domains later!



WORKFORCE
MANAGEMENT



ASSET
MANAGEMENT



VEHICLE
TELEMATICS

CONNECTING PEOPLE, THINGS, WHEELS

With the Suivo IoT Cloud platform, you have visibility of your remote activity at any time of the day. The platform on which (localization) data are centralized is an indispensable tool in the digital transformation of any company with activity outside the office walls.

We believe that technology offers unprecedented opportunities to connect people, vehicles and materials. By digitally representing the physical world, you know what is happening in the field, you maintain an overview and optimize your critical business processes.

Suivo provides insights into your capacity and its use. More specifically in the capacity of your vehicles, machines, tools, materials and your mobile workers. Thanks to an extensive hardware portfolio and state-of-the-art technology, you can easily track all these assets. And thanks to Suivo apps, you work so much more pleasantly, both in the office and on the road or any other location.

So Suivo is more than just a track & trace system. Discover all our functionalities and modules and choose for yourself how you can work better: take the quickest route, plan more efficiently, quickly find the right employee, easily (digitally) register working hours, no more searching for your assets (tools, trailer, container), pass on assignments faster, receive an automatic notification in case of maintenance, save fuel, increase the safety of your employees, invoice faster and more transparently, save on administrative work,...

Take a critical look at your capacity, its use, and your processes.

The chance something can be optimized? 99% !



PEOPLE



THINGS

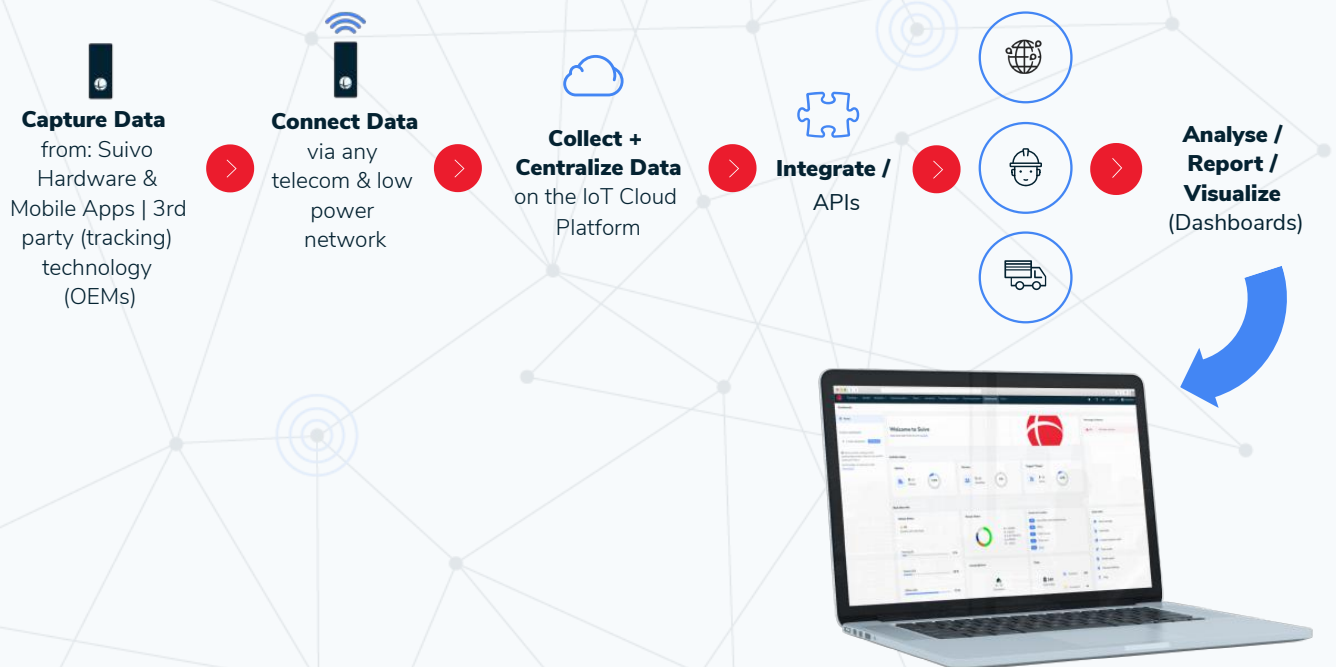


WHEELS

THE FLOW OF YOUR DIGITAL JOURNEY

Several components define the digital transition:

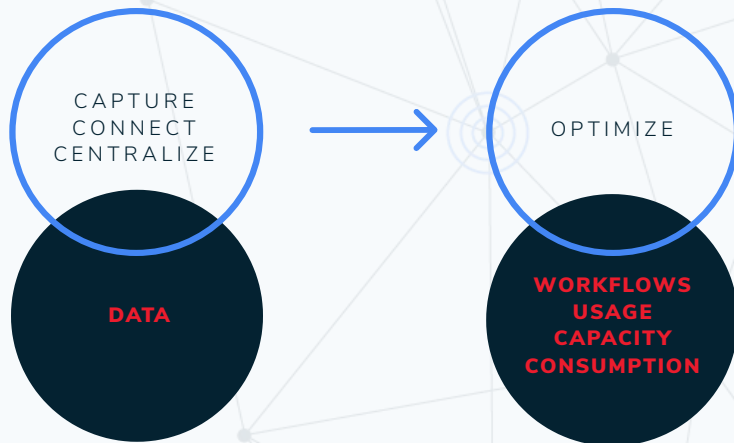
- The Suivo Internet of Things (or **IoT**) **cloud platform** is the software component of your digitization. We collect all data about your assets, sensors, locations, ... centrally on this platform.
- Our **hardware solutions collect (capture) data** that they **connect** to the platform via any type of telecom or low power network.
- We offer a wide range of hardware solutions ranging from **passive tags** (stickers with QR codes), **short and long range trackers** to full GPS enabled **IoT gateways**.
- In addition to data from Suivo Hardware, we also link data from other (equipment) brands or data **collected by mobile applications** that work on any smart device.
- Finally, our Suivo IoT Cloud platform is **open**: we exchange data with other software, systems or applications through our API and Connectors. Think ERP, Payroll, Certification, ... Thanks to the ability to **integrate with other business-critical systems**, we overcome the silos you see in organizations and ease the often complex processes in between.



The purpose of it all?

Using the data to **generate clear insights and analyses**, all visualized in flexible reports and **dashboards**, leading our customers to **aligned and optimized workflows**.

The insights enable you to make **the best use of your (existing) capacity**.



“ BECAUSE
CAPACITY IS
THERE TO USE

What does digitizing your processes mean in those 3 different domains?

We already mentioned that connecting, digitizing and automating workflows in your organization impacts 3 different domains; namely Workforce Management (people), Asset Management (things) and Vehicle Telematics (everything on wheels).

This may all still sound a bit abstract. Therefore, we will elaborate on the specific solutions per domain.

Keep in mind that these are only common applications and examples. It is perfectly possible that you have other (digitization) needs in your organization that are not mentioned. Whatever your idea or issue, we are happy to think along with you about your digital transition. The possibilities are endless!

WORKFORCE MANAGEMENT: CONNECTED COLLEAGUES



Connecting people

OK OK, it's cliché as hell, but your people are your most important asset. Therefore, the technologies and modules available today are aimed at making communication easier, faster, reducing human error, ensuring safety and transparent and accurate project follow-up (financial and administrative).



Time and Attendance Registration

Say goodbye to writing down driving and working hours and piles of paper(work) for administration.

Digitize the registration of mobile employees, projects and activities: important for payroll calculations and clear financial tracking of a project.

There are several identification or time recording methods, depending on your industry and needs:

- by badging (in vehicle, wharf pole / check-in kiosk, ...)
- by using Suivo Time Logger or Suivo Timesheets (both apps)

In the vehicle

Suivo offers several systems for time tracking when you are on the road. From simple entry of travel and work times to detailed information such as the reason for a stop.

Calculating mileage and mobility allowances becomes a lot easier. Invoicing also becomes more transparent (and also faster!) thanks to the additional info.

In the field

In the field, site or yard, workers can register via a yard post or a check-in kiosk. In addition to the time clock, this also functions as Check-in-at-work registration (if desired and relevant).

Check-in-at-work

In the construction and cleaning industry, attendance registration or the so-called "Check-in-at-work" is mandatory. Suivo offers in one effort user-friendly solutions to meet this legal obligation. Your employees (or subcontractors) sign in with the Construbadge, an identity card, a limosa document, an RFID card or simply on the screen of a construction site post or kiosk.

You can also sign in to Check-in-at-work in the vehicles or via the app that was specially developed for this purpose. Super easy, super fast, and fully compliant with NSSO legislation.





Driver and trip registration with respect for privacy

You know who the current driver of your vehicle is and his status (driving, working, break), distance traveled,... (see also in the chapter 'WHEELS')

Want to give your mobile employees the ability to make their routes invisible to others? Then choose a privacy button. With one push on the button, your employee chooses when to drive privately.



(On demand) Resource / Employee Scheduling & Optimization

Being able to assign specific tasks to your employees with the required skills and talents at the right times?

Use the power of AI (**Artificial Intelligence**) to schedule your (mobile) workforce - without sacrificing flexibility.

It doesn't stop at 'upfront' planning. Suivo provides information about the position of the **mobile employees**, allowing the planning to be changed at any time, if it is more convenient or if an urgent task or intervention is needed. This comes in handy when you need to quickly locate the right or nearest employee!

Moreover, it's very customer friendly when you can notify your customer of a change or when your employee arrives, right?

The planning tool Suivo Scheduling:

- Significantly reduces planning time
- Combines the algorithm with manual planning
- Makes smarter use of your employees' talents
- Provides live feedback from your mobile workforce
- Alerts when planned activities exceed restrictions.



I AM NOW ALWAYS AWARE OF THE LOCATION OF MY TEAM MEMBERS AND CAN **PASS ON TASKS TO THE BEST PLACED TEAM** MUCH MORE PROMPTLY.

Benny Jonckheere,
Head of Technical Service Department, City of Diksmuide



Paperless Workflows: timesheets, delivery notes, work orders, payroll validation, ...



Information can be shared in different directions using the tablets or smartphones; inside or outside a vehicle.

The digital work order and digital delivery notes are things that facilitate administration.

Thanks to the digital work order, for example, you send orders to your employees, who are navigated to the right location with a single click. No more paperwork, and errors are practically eliminated. After execution, the employee completes the work order, gets the customer to sign for approval and sends the order by e-mail to the customer as well as to the office for further follow-up. Efficiency at its best!



Access Control

To ensure the safety of your employees, you want only authorized people to enter certain areas or zones and/or only authorized people to use machines and vehicles.

The organization specifies how, where, by whom and when machines and vehicles may be used and provides access to certain areas or locations.

Does your employee have the specific skills, license, diploma or driver's license? Does he/she have the proper insurance, the necessary medical certificates, the proper training,... You can also impose time restrictions: certain machines can only be used during the day or cannot be used at specific times because maintenance is scheduled, for example.

Notifications or immobilizer

Secure your employees and investments by setting up a notification or alarm. For example, you will receive an alert if an unknown driver logs on, or if a person or vehicle enters an unknown or "no-go" zone. An impact or tampering are also quickly notified via SMS or email.

With the immobilizer, one simple mouse click in the Suivo web application remotely prevents the vehicle or machine from being started. You don't have to worry about a vehicle or machine being used unauthorized.



WE ARE NOW ASSURED THAT ONLY AUTHORIZED PERSONS OPERATE OUR MACHINES. THIS **PREVENTS POTENTIAL PROBLEMS AND ACCIDENTS.**

Bart Vandekerckhove,
Service Manager, B-Close

ASSET MANAGEMENT: CONNECTED THINGS



An overview of the locations and conditions of all your materials: that makes things easier!

Machines, tools, consumables and materials are important for carrying out your day-to-day activities. So protecting and keeping track of these valuable items is very important.

Anyone working in or around a warehouse, yard, production environment or public places knows that without a solid inventory system, consistent material management and MHE (=Material Handling Equipment), it's not hard to make a mess of it. Just think of your own basement or garage to establish how quickly something like this can escalate.

There are many materials, consumables, equipment, tools and machines (cranes, forklifts, ...) on which you want to keep an overview.

Suivo has several tools to control each type of work equipment.



Track data of Material Handling Equipment (MHE)

Ensuring that materials are not damaged during storage or transport and that they are easy to find and move when you need them?

Without the right equipment and systems, you run a greater risk of product damage, loss of materials, falling behind your (production) goals and you compromise the safety of (warehouse) employees.

Things to measure:

- Keeping track of running hours
- Recording of trips
- Personal identification and secure access control
- Live GPS track & trace
- Geofencing
- Impact detection
- I/O applications
- Asset tracking of smaller tools and materials





Waste Management

Receive notifications based on special sensors when (public) garbage cans or containers become full.

You can adjust the tours and schedule of the garbage collectors accordingly, and your environment remains neat and pleasant.



Usage monitoring and Inventory management

Thanks to smart inventory management, you are always on time to purchase new materials so that your (critical) business processes are not interrupted.

Know what is in or around your warehouse at any time: a clear overview of your inventory and the location of your assets or consumables at any time.



Material management & Inventory of small assets

From drilling machines and lifting equipment to containers and trailers, Suivo enables you to manage it all: locate, track and inventory in real time.

Searching and waiting are reduced to a minimum. Very useful if your equipment is located in different places. The problem of unused and stolen materials is a thing of the past. And the detailed insight into the use of your equipment helps you better monitor maintenance.

Monitoring and optimizing consumption with sensors

By monitoring inventories of materials and consumables such as raw materials, you avoid running out unexpectedly. After all, you don't want to jeopardize your business-critical processes; because that causes not just a lot of irritation, but also costs you a buck. So it's best to take this information into account and use it to optimize your purchasing processes.



WE **UNBURDEN** OUR OPERATING PEOPLE OF TIME-WASTING SEARCH AND ADMIN TASKS. THIS WAY THEY CAN DO WHAT THEY DO BEST, **WHICH IS BUILDING.**

Tom Willaert
Financieel Directeur, H4A





Planning of Inspection / Certification / Maintenance

Know what condition your assets are in. Easily record damaged assets so that repairs or maintenance can be scheduled.

Moreover, almost all assets circulating in an organization - from drilling machines to cranes and vehicles - must be regularly inspected.

Thanks to integration with official inspection bodies (such as Vinçotte, ACEG, etc.), you don't only know where to find your equipment and vehicles, but you can also view inspection information or schedule maintenance or certification.



Critical notifications

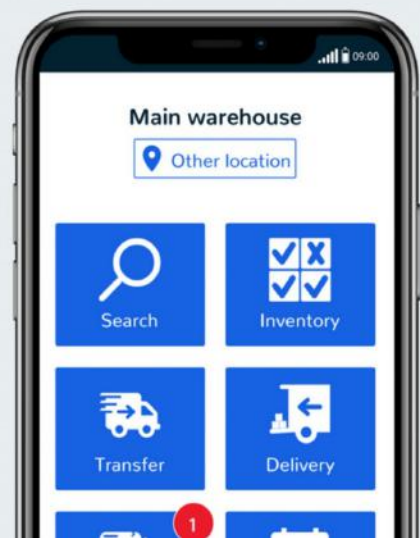
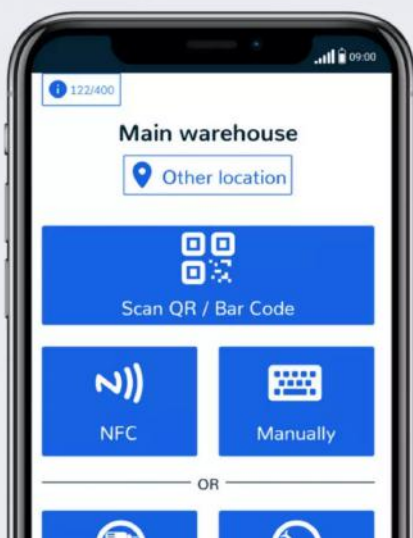
Upon impact detection or detection of other unusual occurrences, a notification can appear in the IoT Cloud platform, or an alert can be sent via SMS or email. Think of a collision, an overloaded forklift, a leaking silo, tools or machines leaving a predetermined zone when not intended, ... A next action can be initiated automatically or a quick and efficient response can be provided.



SUIVO STARTER APP



SUIVO WORKER APP



VEHICLE TELEMATICS: CONNECTED WHEELS



Just about every organization faces transportation and logistic challenges. For several years now, the Internet of Things (IoT) has been fortunately transforming the transportation and logistics industry - as well as very different organizations that have fleets - with a variety of applications for automated fleet management. Access to real-time data and connectivity helps companies **maximize profits** while achieving new levels of **efficiency, sustainability and safety**. There is no question that the use of telematics directly and indirectly addresses some of those challenges.



Optimization of Vehicles & Fleet

Fleet Management & Live Tracking is the beating heart of Suivo for most of our customers. Knowing the location and status of all your assets is a huge game-changer.

Periodic or Realtime tracking of vehicles

Suivo offers the most interesting track & trace solutions for all types of vehicles. You can use Suivo's powered and non-powered tracking devices for this purpose, but the Suivo IoT Cloud Platform equally captures IoT data from built-in devices of other brands or manufacturers of vehicles.

Realtime overview

Location and other valuable data from your vehicles are transmitted to the Suivo IoT Platform. This is where you can clearly view all your vehicles (and other assets and employees) on Google Maps.

Colors and filters make sure you quickly find what you're looking for. Colleagues from Dispatch no longer have to call around and the mobile employee is not distracted unnecessarily from his job.



Navigation & Communication

With Suivo's navigation devices your employees are sure of their route, and you can exchange information with them quickly and easily.

The advanced navigation technology is super user-friendly thanks to **route optimization**, offers lane assistance and map updates, avoids traffic jams and increases safety on the road.





Tracking & Trip Logging of any vehicle

The **CANbus** provides central communication between all on-board systems of your vehicle and receives commands from controls. CANbus contains useful information that can be read by external systems, such as the Suivo system.

Through the Suivo solution, following data can be read:

- Mileage
- Running hours
- Fuel consumption
- Fuel level
- Other data depending on the type of vehicle



Remote Tacho downloads & Tacho Cloud

The use of the smart tacho version 2 will be mandatory in every new truck or bus in the EU from August 2023. Not much later this will also apply to non-new vehicles.

You can go one step further than the government's requirements regarding tachographs. Indeed, you can also facilitate other administrative matters: driver recognition, clear dashboards, driver status, follow-up of working conditions, ...

Thanks to Suivo solutions, the driver ID, vehicle ID and memory of your digital tachograph (DDD files) can be read remotely and safely stored in the cloud. The data are easy to display in reports and analyses. This makes things easier because your driver does not have to come in to have the tachograph read!



Truck & Trailer Pairing



Mapping larger freight vehicles can be a bit more complex. You're usually dealing with 2 elements there that can be disconnected from each other: namely, the truck or tractor itself and the trailer or chassis.

That trailer is often moved or transported by different trucks. You then want to know where both elements are and of course also that when a truck needs to pick up or move a certain trailer, it hooks up and transports the right trailer.



IT HAPPENS THAT DRIVERS INITIALLY PICK UP THE WRONG TRAILER. THAT MEANS **UNNECESSARY STRAIN ON ENVIRONMENT, TIME AND MONEY**. NOW WE CAN EASILY **MATCH TRUCKS AND TRAILERS**, ELIMINATING FRUSTRATION & COSTLY MISTAKES.

Kevin Van de Woestijne, Unit Manager Van Moer Logistics



Driving analysis

Encourage economical and safe driving

How safely and economically do your employees drive? Suivo offers solutions to map driving behavior. Result: cost savings, extra safety of your mobile employees and a better environment.

Eco-Driving: How economically do your drivers drive?

Suivo provides insight into ecological and economic driving behavior by measuring and visualizing:

- acceleration,
- braking,
- cornering (using G-force score),
- speed,
- idling,
- cruise control.

Each of these parameters has a direct impact on fuel consumption and tire wear. Based on this data, Suivo calculates an eco score per trip and per driver, letting you know where improvement is possible.

How to adjust your driving style?

Suivo allows you to map driving behavior in detail. chart. But how do you ensure that your employees also effectively adjust their driving style? Drivers immediately get an insight into their driving behavior via the Eco Driving app on their smart device. This allows them to make adjustments themselves or you can organize coaching sessions for your drivers.

Do you want to take the reins as much as possible into your own hands? Then choose an Intelligent Throttle Control system that "enforces" responsible and ecological driving behavior through dynamic and intelligent speed limitation.



BY MONITORING DRIVING BEHAVIOR AND COACHING DRIVERS, WE **REDUCE FUEL CONSUMPTION** AND **CO2 EMISSIONS** BY UP TO 7%!

Katrien Joos
Planning Manager, Kranen Michielsens



Mission-critical responsiveness



Innovative technologies that increase the efficiency and intervention speed of security forces (such as police and firefighters) can save lives.

Suivo offers solutions to increase efficiency and responsiveness, but most importantly to reduce intervention time.

Location data is crucial for any intervention and can be linked to **smart navigation, your dispatching solution, traffic lights, flashing lights and sirens.**



Automatic status updates

Receive notifications or status updates when unusual impact is detected, when damage is recorded, or simply when timing is critical during your process.

This is e.g. the case for ready-mixed concrete jobs: Suivo developed a specific solution, namely the concrete tag and concrete app. Through automatic status updates, such as mixer departure, start and end of unloading, ... the dispatcher is always aware of the condition of the mixer.



Monitoring Capacity and Performance of the Fleet

Verifying that you are fully utilizing the operation and capacity of your fleet can be based on track & trace data, sensor data, temperature, ...

CAPTURE DATA

Now, of course, it's not completely weird to wonder how you're going to capture all these data. You can use Suivo's tracking devices to do so, but the Suivo IoT Cloud Platform equally captures IoT data from built-in tags and trackers from other brands or manufacturers.

Depending on which workflows you want to digitize, sometimes you don't even need hardware. Chances are, apps on smart devices are all you need to enter data.

We show some of the possibilities here!

(Suivo) Hardware & Apps

Passive & Active Tags

to capture data from tools, materials, consumables & small assets. Budget friendly and plug & play.



Autonomous trackers

have global connectivity, long-lasting and replaceable batteries and are easy to install.



IoT Hubs

Sensors, readers and gateways provide real-time data on connected colleagues, vehicles, trailers, containers, ...



Scanners & schermen

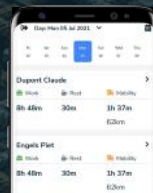


Mobile devices and apps

Intuitive apps to collect AND consult data on any smart device. Each app serves a different purpose and module.



Timesheet app



CIAW app



Time Logger app



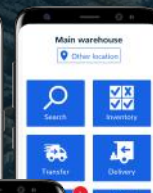
Eco Drive app



Starter app



Worker app



Suivo GO!



Scheduling

CENTRALIZE DATA

Location and other valuable data from your vehicle are transmitted to the IoT Platform. The platform collects the data from which you can extract insights and make smart decisions.

The Suivo platform is an open platform. This is important because it provides a lot of benefits and scalability. It avoids dependence on different brands and software applications, which means you avoid working in separate silos.

Centralize your data. **Smartify your decisions.**

Suivo Software (SaaS)

Centralize and manage your data on the Suivo IoT Cloud Platform:

- FLEXIBLE
- SCALABLE
- RELIABLE

Accessible on the web platform or through various apps for smart devices.



INTEGRATE DATA

Collecting data based on the location of your assets and people on the Suivo IoT Cloud Platform is an important first step in your digital transformation.

But it only gets **really** interesting when you can connect this data with even more interesting data that are important for running your organization. It is **the oil that provides more logic, transparency and ease of use in your workflows.**

The connection can be easily realized with the **Suivo API** (application programming interface); one of the advantages of working with an open platform.

The data enrichment this generates does not only result in additional insights, but also in the efficient sharing of information and thus even more optimal workflows. In other words, all your processes become better coordinated.

Integrations with ERP systems

An ERP system usually consists of small subprograms that support a specific task. Think of **(automated) quotations, invoicing, planning of personnel deployment, sales and purchase orders, ...**

When you perform time tracking on the Suivo platform, you can link your people's work to a specific location or project. If you link this data with the data in your ERP system, you can be sure that your time registration and invoicing of the project is always accurate, and no longer an estimation or average.



Integrations with social secretariats

There is quite a bit involved in payroll administration. Most companies use social secretariats or HR tools for this.

For the processing of wages, you must have the correct information about the number of hours worked, but also loading and unloading information and the time and manner of movement. Thanks to the integration between the Suivo platform and the system of your social secretariat or other (internal) HR tools, payroll administration is simplified and becomes more accurate.



Integrations with inspection authorities

It is not difficult to imagine that an **inspection report contains very useful additional information about your assets**. Thanks to matching the asset information on the Suivo platform with the inspection details, important asset information can be consulted in 1 central place.

This saves time and administration, but also encourages to take care of materials, prevents premature wear and tear and above all increases the safety of your employees.



Integrations with technology and hardware from manufacturers / producers and other brands

The key benefit of a **brand-independent strategy for tracking all your assets**? Avoiding fragmented data. Being able to access all your data on 1 open platform is much more efficient than having one platform per brand. You don't have to learn multiple platforms and their interfaces, you can always use the same login credentials, and you collect all your data in one central place.



Integration with operating, processing and control systems and tools (for concrete)



Other integration options



VISUALIZE DATA

Display analyses and reports in clear **dashboards**.



Power BI?
Graphical representation
in custom dashboards?
We can do that!

Your important data at 1 glance, such as...

- Registrants for Check-in-at-work
- Assets ready for inspection
- Fuel consumption
- Vehicles in motion
- Active licenses
- ...

BENEFITS OF UNLOCKING YOUR DATA POTENTIAL

Measuring is all about knowing. You make your digital transition with an eye on a healthy ROI, of course. Its impact makes itself felt on several levels.

Some advantages of a "data-driven" approach:

- Foster sustainability (ESG goals, green deal compliance, etc.)
- Increase efficiency with regard to the use of capacity
- Reduce wastage of utilities, (fuel) consumption, (insurance) costs
- Improve safety and security

WE'RE ON A DIGITAL JOURNEY TOGETHER!

These organizations and partners already know the power of the Internet of Things!

CONSTRUCTION

- BESIX
- Lecot
- HELI
- H4R
- THOMAS PRICK
- bam infra
- tibi
- DE RYCKE
- KERKSTRA
- MERMANS BETON NV
- TRANSPORTBETON DE BRICKELAAR BV
- FEDBETON
- B&R Bouwgroep
- eley travaux
- HOOGMARTENS
- RB

RETAIL & MANUFACTURING

- Délicidis
- de kringwinkel

PUBLIC SERVICES & SAFETY

- diksmuide
- stad menen
- Stad Oudenaarde
- A
- ZAND HOVEN
- SCHAARBEEK 1030
- SCHAARBEEK
- Politie Politiezone Heist
- BRANDWERK

UTILITIES & INFRA

- INFRABEL Right On Track
- water-link
- renewi
- Sibelga
- telenet
- VOO
- fluvius
- nethys

TRANSPORT & LOGISTICS

- Transport Inhouders
- MOLENBERGNATIE
- DE POLDER
- de Zigeuner
- K&N
- VAN MOER Logistics
- MICHELENS

+700
customers

+20M
data points / day

WHY SUIVO?

Partnering with Suivo offers compelling advantages for maximizing your capacity and leveraging your data effectively:

- Suivo is unique in offering **coverage of these 3 areas**: Workforce, Asset Management and Vehicle Telematics.
- An **open platform** offers endless possibilities.
- **15 years of experience** and expertise in Location Intelligence and IoT.
- **Local R&D and Production**: this ensures great flexibility, better customer service and attention to sustainability.
- A **passion** for innovation, creation and connection.
- Suivo is part of **Geo Square**: for a broader view on location strategy.

CONNECTING COLLEAGUES AND ASSETS



ABOUT SUIVO

With the Internet of Things cloud software and hardware from the Belgian company Suivo, you can centralize valuable data. By connecting data, organizations are able to perform analysis and gain insights for optimization and sustainable growth.

With the (track and trace) technology, you can do location tracking and monitor the condition of vehicles, machines, materials, tools and other assets. Time, trip and attendance registration are also options. The company has its headquarters in Edegem (Antwerp) and offices in Namur and Bodegraven in the Netherlands. R&D and production take place at its facility in Kontich.

The company has been active since April 2010 for construction, installation and utility companies, transport and production companies, bus and coach companies and in the public sector (cities and municipalities, police and fire zones). The company has over seven hundred customers, including the cities of Antwerp and Diksmuide, B&R Bouwgroep, BAM, Besix Infra, Cegelec, H4A, Heli, Hoogmartens, Infrabel, Kranen Michielsens, Molenbergnatie, Multiobus, Transport TH. Wouters, Van Moer Logistics, water-link, De Watergroep and AS Adventure.

Suivo NV | Prins Boudewijnlaan 41 | 2650 Edegem | +32 (0)3 375 70 30 | info@suivo.com