

## IBM's leadership in forest products industry

- Vast expertise and truly global resources in consulting and business technology that meet the needs of the global paper and forest companies.
- Provides continuously innovative and well-grounded visions for the forest products industry.
- At any given time there are anywhere from 700 to 1,000 IBM employees working with our forest and paper industry clients.
- IBM has worked together among others with the following leading global forest product companies:
  - Burgo, Canfor, Georgia-Pacific, International Paper, Korsnäs, M-real, Myllykoski, Norske Skog, Sappi, SCA, Smurfit-Stone, Stora Enso, Tembec & Tetra Pak
- IBM has provided value and expertise to the leading forest and paper companies e.g. in the areas of:
  - Business process development and transformation
  - Strategic outsourcing partnership
  - Supply chain transformation
  - Strategic sourcing review
  - Review of procurement organization
  - E-learning solutions
- IBM has a wide and versatile business services offering for global forest products companies measured by geography, scope and service variety.