

Meeting with external manager

On 17 September 2017 Rense van der Heide of NYTA Ltd had a meeting with Mr. Frens van 't Zand, Chief Procurement Officer IJsvogel BV, past Procurement Officer of Versa – Laga and present member of the board of commissioners of AniDis. The companies Mr Van 't Zand worked for and is presently working for are all operating in the Pet food and care industry.

IJsvogel, the company where Frens van 't Zand now works for, is in the retail segment of the pet industry. It owns or franchises 200+ companies in The Netherlands only. Their main suppliers are located in France, Belgium and Hungary.

In the discussion Mr Van t' Zand was very interested in the outcomes of the profiles Thrive! Will deliver in the project and also the Entrepreneurial profiles. His interest was mainly for the processes we used and followed to come at the end result and the basis, core elements of the profiles. He was fully aware of the fact that the two industries have hardly any links or resemblance at first sight. However, the orientation on and importance of being a service provider and a 'solver of problems' for the end-user / receiver of the products of the industry apparently have identical characteristics.

He firmly believed that there would be added value within the target segments of industry Thrive! focuses on, but also for other industries. So, he also showed interest in being informed about our progress and intermediate results.

The tolls that will be developed in the project could also be a matter for further discussion in the company he was just starting to work for. An arrangement has been made to meet again just after the summer of 2018 to exchange information and to be updated about the progress of the project.

Rense van der Heide
30 September 2017