

Capitalising on the circular economy for a complete office fitout



VVSG, GSD-V and OVSG represent and support Flemish cities & municipalities in Belgium. When moving to new offices, the 3 entities wanted to play a pioneer role and were looking for a circular and sustainable solution via a large public tender.



Challenges:

- VVSG, GSD-V and OVSG knew the **'lighting-as-a-service'** concept but wanted a more **global solution** encompassing their **entire office fitout** (e.g. flooring, LED, furniture, workplace etc.)
- Find a partner with the right **financing expertise** to fund all office components and facilitate this **multi-stakeholder process**.
- **Encourage** their members and other local authorities to opt for such **innovating and sustainable models**.

The solution:

- An **as-a-service** solution for a complete office fitout over **9 years** including **equipment, financing & circular services** (warranty, maintenance, cleaning, swap, collection, recycling etc.) to extend the **materials' lifecycle** and facilitate **resource reallocation**.



Complete office fit out

300+ staff office

Reduction of energy costs

from 90 € / m² to 50 € / m²
with savings re-allocated to improve
members' services

Making the shift

from ownership to usage

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The Econocom Touch:

- With its **ecosystem approach** and **expertise in a wide range of financing**, Econocom successfully played an **integrator role** with all suppliers to facilitate a **smooth project delivery** (via a single invoicing system and simplified administration).

Benefits:

- **Increased savings** reallocated to improve members' services – Win win!
- Shifting from **ownership to usage**: no more obsolescence risk or end-of-life responsibilities.
- Act as a pioneer and show the way via **forward-looking circular models**.

“When a public tender requests as-a-service, the following challenge arises: suppliers don’t have the financial expertise or the financial capacity to finance all applications.”

Econocom acts as a financing partner that helps you co-create a win-win rental solution: as a customer you spread payments over time and your suppliers are paid upfront.”

Mieck Vos, General Director, VVSG.