



## ABOUT SKS & PARTNERS



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More information  
on our portal  
[www.skspartners.eu](http://www.skspartners.eu)

# ABOUT SKS & PARTNERS

**SKS & Partners is a network of independent Experts and Interim Managers that are focusing on the logistical aspects of global e-Commerce.**

We have recognized the fact that the success of domestic and international e-Commerce initiatives is to a large extent dependent on the logistical solutions that are supporting those initiatives.

Studies in the field indicate the importance of delivery on consumer satisfaction and illustrate that logistics is one of the major bottleneck in a successful implementation of multi or omni channel solutions.

The role of Postal Operators in the setup and operation of innovative e-Commerce solution is key. The conclusions expressed by Mr Hussein (DG of the UPU) during the last UPU Strategy Conference (April 14<sup>th</sup> 2015) highlight the opportunity e-Commerce provides to the postal community. He mentioned that e-Commerce requests a postal world where innovation is shared, promoted and driven. A Postal world where full integration of networks at national, regional and global levels will be reality. Opportunities that will lead to sustainable growth and a strong position in the e-Commerce market.

In contrast, becoming the network of the leftovers as stated by Mr Chopra from Canada Post, is certainly one of the major risks. When the Postal Industry is not delivering the services expected by the e-Commerce companies, alternative delivery networks are setup.

SKS & Partners is offering its expertise and services in supporting Postal Operators to become state of the art e-logistic companies.

**The knowledge and experience we have with regard to all aspects of domestic and international e-Commerce have been translated in a well-structured approach covering:**

- **Strategic Consulting • Business Development**
- **Program & Project Management • Interim & Crisis Management**
- **Corporate Restructuring • Partner management`**

**SKS & Partners has been founded by industry leaders with the ambition to deliver excellent services and who have a true passion for e-Commerce, Logistics and Innovation.**



**David Spottiswood**  
Dynamic experienced senior executive with a career in e-logistics. Crisis and change manager.



**Jan Kooyman**  
Senior operations and general manager. Experienced program leader and developer.



**Peter Somers**  
Highly experienced international postal & logistics director an board member. Strategic expert and solution builder.







**THANK YOU**



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