

"Our ambition is to build an engaged, happy, creative and productive workforce by fostering an inclusive and collaborative environment that reflects our vision and our values."

## **Service Provider Partners**

As industries' digitalization unfolds, we see 5G, cloud, and IoT picking up speed and disrupting how enterprises work, think, and serve their customers – all driving fundamental change in what networks need to deliver – representing a perfect opportunity for service providers. AFRO partners with service providers to provide new positions of strength through our Global Partner Program, providing them with a broad set of solutions and deep experience in delivering mission-critical infrastructure across a wide range of industries. We help them bring the right value to their enterprise customers to achieve a sustainable competitive advantage.

## **Supplier Partners**

- Why is it important for AFRO to engage?
  - To develop our supplier relationships into true partnerships takes time and effort by both parties to bring about successful collaborations. We streamline our supplier base so that we can focus on, and invest in, a select few, developing true partnerships that create mutual value. Cultivating sustainable long-term relationships is essential in order to build and maintain assets that need to last for decades.
- How we engage with our supplier Partners?
  - Regular business reviews
  - · Industry training activities
  - · Industry symposiums

## **AFRO Group Leadership Team**