

NEWS RELEASE



13th September 2012

DSV Air & Sea implements new contract with BT Retail

BT Retail has awarded a three year ocean freight contract to DSV Air & Sea on the basis of its "innovation, whole life cost and ease of transition".

The contract, to manage air and ocean volumes from China to the UK for BT Retail, has already been implemented "with an almost seamless changeover taking place," according to BT Procurement's John Morgan (Senior Buyer Distribution Services)

DSV Air & Sea won the contract after an intense and lengthy RFQ handled by BT's Procurement team.

UK Managing Director Michael Hansen says: "It is very exciting for DSV to be working with a company like BT and we are delighted that it has recognised our potential to handle this work and hopefully expand our relationship in the future."

John Morgan said: "Following a competitive tender exercise BT awarded a three year sea freight contract to DSV. The decision for this was based on a number of contributing factors but primarily whole life cost, ease of transition and innovation.

"Throughout the exercise DSV demonstrated enthusiasm, drive and flexibility which was head and shoulders above the other bids. Any concerns BT had over transitioning to DSV were also proven to be unfounded with an almost seamless change over taking place. I am looking forward to working with DSV and growing the relationship over the contract term."

DSV Air & Sea is part of Danish-based DSV, a top ten global supplier of transport and logistics services. It has offices in more than 60 countries all over the world and an international network of partners and agents. DSV has about 21,000 DSV employees and recorded a worldwide annual revenue of 5.7 billion euro for 2010.

Ends

NOTES TO EDITORS:

Global Transport and Logistics

DSV is a global supplier of transport and logistics services.

DSV has offices in more than 60 countries all over the world and an international network of partners and agents, which makes DSV a truly global player offering services worldwide. By our professional and advantageous overall solutions, the approx 21,000 DSV employees recorded worldwide annual revenue of 5.7 billion euro for 2010.

www.dsv.com

Visit our press centre at any time for further news, photos and information!

<http://www.imagelinepr.co.uk/imageline/press-centre.php>

Laura Pegg PR Executive

Image Line Communications Ltd.

(t) + 44 (0) 20 7689 9009

(e) laura@imageline.co.uk

www.imageline.co.uk

Twitter: <http://twitter.com/ilcpr>

Facebook: <http://www.facebook.com/ILCPR>

LinkedIn: <http://linkd.in/aP0Xzg>



We want to ensure that press releases and other communications you receive from us in the future are relevant to you. If you choose to unsubscribe please insert your email address into the first column. If you haven't already done so, please click on our survey

<http://gs-survey.com/s.asp?s=16812>

If you want to unsubscribe, please click [here](#)