Every client request outside the contract can mean a new supplier to set up.

When a client asks for something outside the contract, you keep the request and Fintrava organises the purchase behind it, as one supplier instead of many. Your approvals stay with you.

- **Your client. Your service. Our support.**



EUR 1,800

a year to keep one supplier in the ERP, system cost only. Team admin comes on top and is much higher.

Source: Fintrava working figure, 2026

28

activities on Belgium's 30bis list, which names cleaning and maintenance works

Source: RSZ, 2019

about 62%

of facility management in Belgium is outsourced (paid estimate)

Source: Mordor Intelligence, 2025

WHAT IT MEANS FOR EACH ROLE

CEO or owner. Every supplier in your ERP costs money each year. Count the ones you hardly use, with your own data.

Purchasing. You choose which suppliers and categories go through Fintrava. Core buying stays with you.

Commercial. You can say yes to a client's extra request. The client stays yours and Fintrava organises the purchase behind it.

Accounts payable. You keep one supplier record for Fintrava instead of one for every rarely used supplier. How it invoices you is agreed per customer.

CFO or finance. A supplier costs about **EUR 1,800** a year in ERP cost before your team's admin[1], which comes on top and costs more. Fees are agreed upfront.

Operations. Fintrava finds the supplier for a request outside the contract and follows up the order, so the site team can stay on the contract. Follow-up has an agreed owner.

Site manager. You still get approval from the authorised role before anything is ordered, and you can see where each order stands.

HOW IT WORKS

1. **Understand** the need and the budget holder
2. **Offer** a quote with scope and who does what
3. **Approve** by your authorised role
4. **Coordinate** follow-up and delivery
5. **Reconcile** invoices matched, costs allocated

CHECK YOUR OWN NUMBERS

Count how many client requests fell outside the contract last year, and how many suppliers they brought into your ERP. Multiply those suppliers by what one costs you a year.

NEXT STEP

- Ask for the white paper. It has the figures behind this page with their sources, and a worksheet for your own data.
- Or walk us through one recent purchase from a supplier you hardly use. We will tell you plainly whether Fintrava fits.



Sources: **1** Fintrava working figure, ERP cost per supplier record, 2026 ; **2** RSZ, Bericht aan de aannemers van sommige werken en aan de opdrachtgevers (artikelen 30bis en 30ter van de wet van 27 juni 1969), 2019, lex4you.securex.be; **3** Mordor Intelligence, Belgium Facility Management Market report page (Mordor Intelligence), 2025, mordorintelligence.com. Studies quoted with source and year; no figure here is a Fintrava result.