



Business Partnering

Andrey Dmitriev

Customer Development IT Business Partner



Unilever's brands @ Russia



Rexona

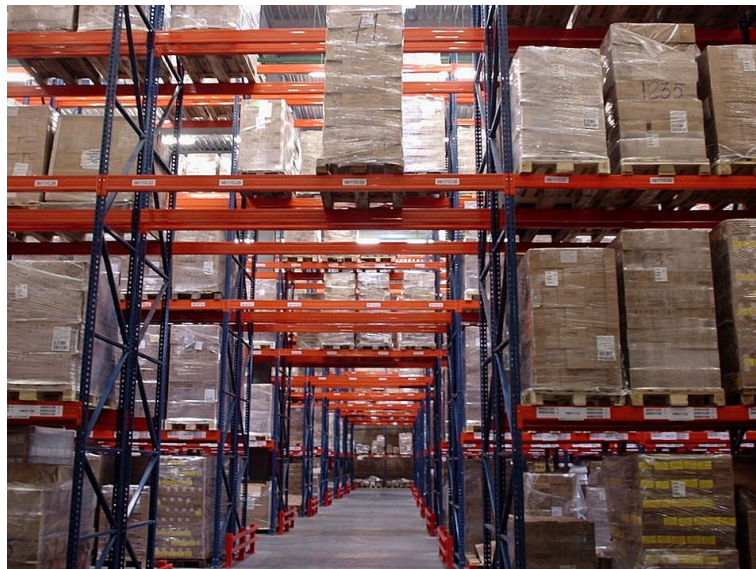


Sensations
Timotei

SUNSLK

AXE





Customer Development: Sales Force at 80+ cities



Business partner's life after work



Business without IT Business partners?

No clear understanding who to contact if a demand arise.



What are the best options where to jump?



Interlinks with Business

**IT Business Partner as first point of contact
for IT services demand,
... excitement about delivered service
... and frustration**



Service delivery and supplier management

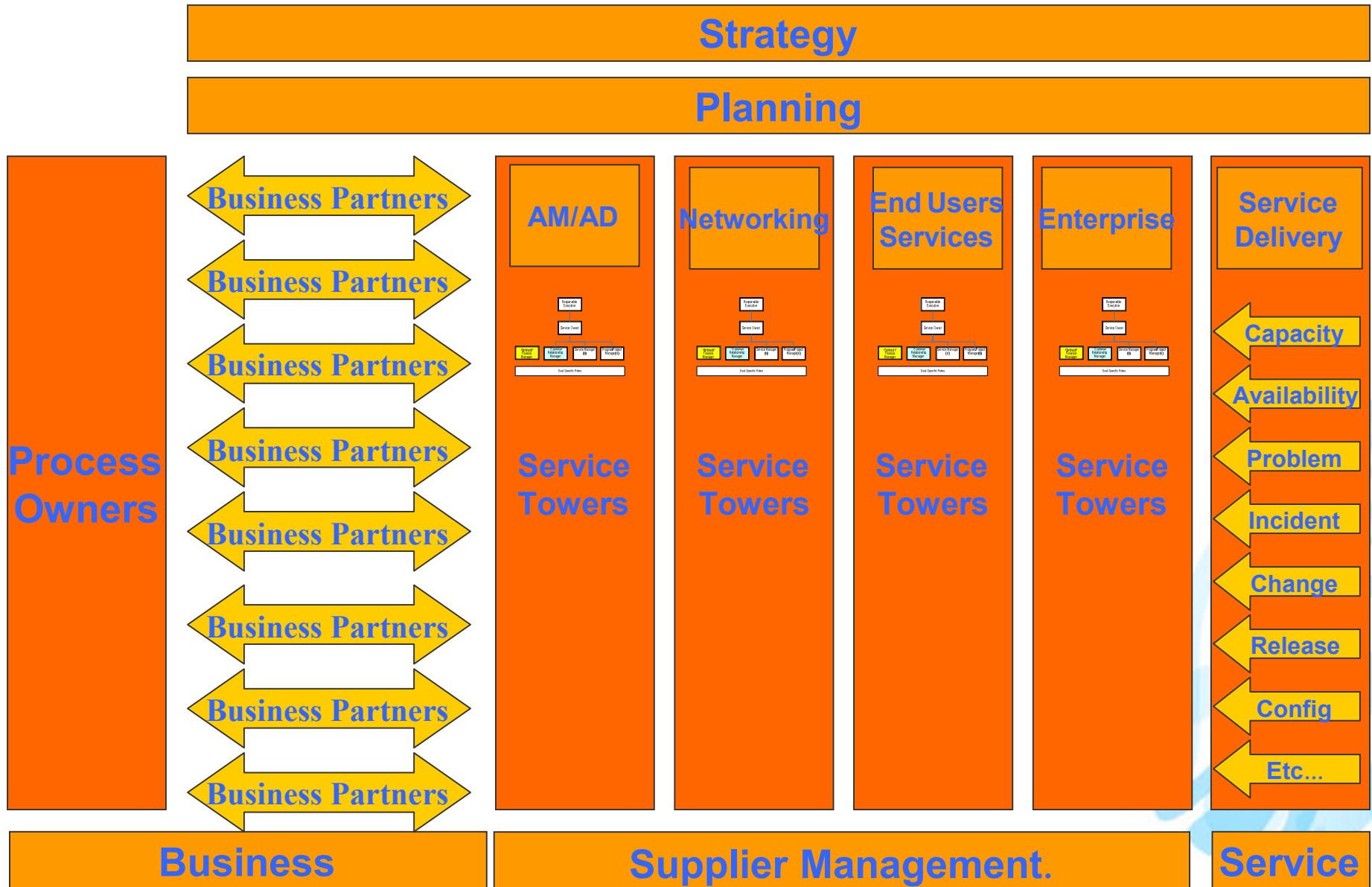


Local and Regional IT Business Partners

Provide up-to-date information on latest IT innovations for business



BP within the Unilever IT Operating Model





Questions?

