

Swivl partner successes

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BMK 

Reseller:	<u>BMK</u>
Location:	Lithuania
Year became partner:	2018

Swivl

BMK, located in Lithuania, has been a Swivl partner for over 4 years. They have seen Swivl Teams + Robot evolve and believe in the potential the technology has. Over the year, BMK has also grown their reputation for providing a good, professional, and trustworthy service to their clients.

In 2021, the Lithuanian Ministry of Education submitted a request to BMK to assist them in finding a solution to meet their Distance Learning and Professional Development needs. BMK became their partner to assist them in their search for a technology to support a large number of their institutions, teachers, and their whole education system.

After collecting more information about what the Lithuanian Ministry of Education was looking for in a solution, BMK knew Swivl would fit their needs best. BMK immediately contacted the Swivl team to help them prepare a bid.

The teams at BMK and Swivl worked together to build a customized program, providing the necessary documents, agreements, and support that were required for this project. In less than 2 months, Swivl and BMK had won the bid. They then began the process of sending over 2000 units to Lithuania to equip their schools and roll out the program.



A few months later, a follow-up bid came from the Ministry of Education. BMK and Swivl worked together again to win this second bid, adding an additional 800+ units to the Lithuanian School System.

BMK has been a hardworking, persistent, and professional Swivl partner throughout the years. They are now collecting the fruits of what they have thoroughly planted.