

A SERVICE MODULE THAT WILL DELIVER SIGNIFICANT SAVINGS WHEN CHANGING COMPANY CAR FLEET SUPPLIERS

Fleet Sourcing Opportunity

The nature of company car fleet supply means that most supply agreements only get reviewed every 4 or 5 years, time enough for the landscape to have changed significantly and your supply terms to become out-dated and uncompetitive.

By taking your fleet to market, and choosing the right supply solution, Fleetworx clients have enjoyed savings of 10%+ on the whole fleet category.

The Challenge

Infrequent changes in supply means the exposure of the fleet team/stakeholders to a sourcing exercise is minimal and for some it may be a completely new experience.

Because there is so much detail to be examined in a sourcing exercise, it is vital to ask the correct questions and carefully appraise the answers. And because suppliers are dealing with fleet proposals on a daily basis, and know how to structure a deal to their advantage, going to the suppliers **after** the questions are planned is essential if the negotiations are to produce the best possible terms.

Our Solution

Fleetworx have managed sourcing projects for many years and across many different industries, including pharmaceutical, healthcare and tech. Our experience in reviewing and appraising supplier proposals means we are ideally positioned to fully engage in a sourcing project.

Our impartial approach means we are able to ask relevant questions and probe with challenging responses, resulting in a wholly transparent process. The Fleetworx Fleet Category Sourcing Module provides a complete service from writing, inviting, reviewing, appraising and recommending.

Your Benefits

The Fleetworx Fleet Category Sourcing module ensures a complete and structured sourcing process. The extensive experience of the Fleetworx team, along with our disciplined processes and tools, means that the process runs smoothly, freeing up internal resource for other tasks. Benefits include:

- fast and effective execution of the complete sourcing process;
- deep and thorough evaluation of costs and savings;
- comprehensive assessment of service offerings;
- identification of "Best in Class" solutions
- fully quantified recommendations
- significant ROI

For further information on how the Fleet Category Sourcing Module can help your fleet management process contact Tom Osborne on 01926 353 300