

MAXIMISE YOUR POSITION AND NEGOTIATE BETTER TERMS WHEN CHANGING COMPANY CAR FLEET SUPPLIERS

The Challenge

Good corporate governance demands that supply contacts for car fleet, funding and services are tendered on a periodic basis and indeed this is sensible practice in a fast-changing market.

Tendering for fleet, however, is not like tendering for a commodity. Individual contracts cover complete vehicle lifecycles and contain many different financial and service components. This presents a degree of variability and subsequent revenue opportunities for the supplier.

Couple this with the myriad supply chain structures, ranging from unbundled fleet management through various supply scenarios to single supply right across a region. All have their merits depending on company structure and imperatives, but what is true in all cases is that these are important decisions that demand a complex process in order to evaluate the available solutions.

Our Solution

Fleetworx have many years experience of gaining insight into the needs of our clients, constructing focused RFP's and evaluating cost and service to give fully quantified reviews of supplier submissions. Our expertise in this area is second to none.

Our intimate knowledge of the fleet landscape means we are able to ask the relevant questions and probe the supplier responses, sitting alongside the client to support their decision-making process. The Fleetworx Lessor RFP Module provides a complete RFP service from writing, inviting, reviewing, appraising and recommending; following through to eventually support the contracting process.

Your Benefits

The Fleetworx Lessor RFP module ensures a complete and structured RFP process. The extensive experience of the Fleetworx team means that the RFP runs smoothly and frees up internal resource for other tasks. Benefits include

- delivery of complete RFP process
- relieves internal pressures of managing process
- ensures contemporary market knowledge is used to assess and review
- delivers best-in-class solutions, appropriate to company objectives
- ensures contracts match the commercially agreed terms

For further information on how the Lessor RFP Module can help your fleet management process contact Tom Osborne on 01926 353 300