

A SUPPORT MODULE THAT DELIVERS A MANUFACTURER RFP, ORCHESTRATING THE PROCESS TO MAXIMISE THE CLIENT POSITION

The Challenge

It is logical, and to a large extent true, that focusing spend with fewer OEM's can deliver cost reductions for fleet owners. It is also true that manufacturers remain focused on obtaining market share and they are prepared to support businesses that will help them to achieve that market share – so, the imperatives to tender for suppliers and to gather some of those rewards are quite compelling for the procurement professional.

Unfortunately it is never quite as simple as it might seem. Discounts don't necessarily lower costs because there are many other factors to be considered in the "Total Cost of Ownership". Additionally, the brands and ranges of vehicles offered to employees really do matter and what may be perfectly acceptable in one country or job role, may not necessarily meet the aspirations of those across borders or in different business roles.

These are not decisions that can be made in isolation and the "Total Cost of Ownership" and "Social Impact" needs to be evaluated for all scenarios.

Our Solution

Through effective tendering and negotiations, Fleetworx have many years experience helping clients strike the balance between benefit levels and cost reduction.

We understand the various stratas of manufacturer support and the levels of commitment that may be necessary to make incremental gains. By taking all TCO elements into consideration, we are able to model the scenarios at each point in order to make a realistic cost comparison.

Moreover, we are able to benchmark peer groups to understand likely human impact and anticipate push-back based on local market practice – necessary if the best value solution is going to be implemented without being undermined.

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

Your Benefits

The Fleetworx Manufacturer RFP module ensures that all appropriate avenues are explored and that all responses are quantified for their total cost to the business and their overall suitability as a preferred supplier.

Benefits include:

- Focus on most appropriate brands for the business
- Fully quantified TCO analysis for each manufacturer under multiple supplier scenarios ranging from single to multiple supplier arrangements
- Discount and bonus structures negotiated to demonstrate and deliver measurable cost savings.

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