

















# **Tender Process Best Practices and Sourcing Options of Global OEMs**























**Emil Gaynor Global Sales Manager Jaguar Land Rover** 



Miami, FL





















**Magnus Grund** 

**Manager - Global Fleet Sales Volvo Car Corporation** 





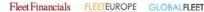


















**Steve Higgs Global Fleet Development Manager General Motors** 



Miami, FL



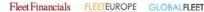


















**Michael Sommer** 

**Head of International Key Account Management Volkswagen AG Group Fleet International** 























**Doug Walczak** 

#### **Global Business Development Director Ford Motor Company**





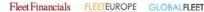














# **OEM Structures are Pretty Similar**

Operating with 3 levels of Global Fleet Representation

- Local
- Regional
- Global

Definition Global Account/International Customer





## **OEM Tender Process**

**Complexity International Tender Process** 

- Pre-
- During-
- Post-

Considerations at the different stages





### **OEM Panel Discussion**

#### **Key Questions**

- Best Practices
- Sourcing Options
- Locally/Globally

Negotiating a Global OEM Sourcing Agreement





### **OEM Panel Discussion**





