

GLOBAL FLEET CONFERENCE

June 6-8, 2017

Miami Marriott Biscayne Bay
Miami, FL



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Tender Process Best Practices and Sourcing Options of Global OEMs

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Emil Gaynor

**Global Sales Manager
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Magnus Grund

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

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Steve Higgs

**Global Fleet Development Manager
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Michael Sommer

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



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Doug Walczak

**Global Business Development Director
Ford Motor Company**



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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

