

WHERE THE  
GLOBAL FLEET  
COMMUNITY  
CONNECTS

**JUNE 4-6, 2019**

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# Case Study: Making Fleet an Integral Part of a Corporate Global Sourcing Strategy

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Global Fleet Services Manager  
General Mills

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- Fleet Spend
- Data
- Procurement Engagement
- FMC Engagement
- OEM Engagement
- Corporate Strategy
- Potential Headwinds

# Agenda

- 1.
- 2.
- 3.

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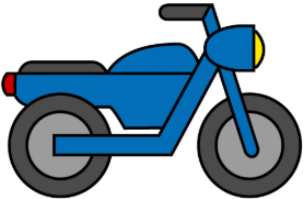
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# Fleet Spend



- Fleet & Mobility spend is everywhere
- Categorized differently by company, region, department
- The more you know, the more you can save
- Involves numerous parts of the business
- Strategy is about asking questions and finding solutions



# Data

- Who has it?
- Where can you get it?
- How is the spend categorized (auto, fleet, facilities, travel)?
- How current is it?
- Who has or controls the policy and documentation?



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# Procurement Engagement



- Who controls the spend and how?
- How is the expense viewed?
- How is it paid for – Capital purchase or financed spend
- Contracts – Who has them and are they current

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# FMC Engagement



- RFI – comprehensive way to obtain data
- Who can support the footprint (single versus multiple)?
- Who can provide a global contract?
- Who can operate via a global support team?
- Who can consolidate your data?

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# OEM Engagement



- How do you narrow in on selector?
- Local, Regional, National, Global contacts
- Global footprint and/or agreement
- Incentives – \$ vs %
- Local policy – why are your employees driving their current model
- Petrol vs Diesel – Sales vs Comp

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# Strategy

- Align with corporate goals (emissions, lease/own, etc.)
- Lease reporting – Who maintains it
- Best way to position future (mobility, mileage, etc.)



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# Potential Headwinds

- Contacts (internal and external) change
- OEM platforms change
- Leadership support
- Localized projects or interest
- Corporate strategy changes



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# Summary



- No global journey is the same
- It is critical that the journey is on-going, not just completed 1x
- Run as much as you can in parallel to save time
- Utilize vendor knowledge as much as possible
- Stay connected to the industry and trends
- No right or wrong way or order to do what is right

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