



Management Procurement Intelligence: How to Stay Ahead of the Game in your Market Forecast

Any savings gained through an international fleet tendering process doesn't mean much if prices cannot be sustained throughout the life cycle of the car. In many cases vehicle lease companies will reduce monthly rentals in response to pressure from customer purchasing departments; however after the tender project is complete the rental prices will move right back to the original levels within one year. If you can maintain any available capital in this specialized business field it is nothing short of a miracle considering the natural increase in Total Cost of Ownership (TCO), loss of policy control, and subsequent distrust in the leasing industry.

The approach followed by HAYMOZ Fleet Performance in Zürich, Switzerland is to maximize fleet effectiveness through a rigorous and holistic process of reengineering the management of large vehicle fleets in achieving the lowest TCO and CO2. A predefined pro-active rolling bulk bidding process combined with central E-tendering and a

Management Information System (MIS) forecast prevent this type of "rental creep" in cost increases. Every 6 – 9 months, depending on the market conditions in each country, a stream-lined proactive rolling bulk bidding process across multiple countries and preferred lease companies is executed through international frame agreements and the most recently updated vehicle catalogue as required by HR. HAYMOZ Fleet Performance offers a clear structure of remedial processes to deal with the drift of rental rates, car policy and technical changes.

This approach is demonstrated by a multinational customer in the logistics and services industry, after a monthly MIS consolidation of the whole European fleet of 5,000 vehicles, HAYMOZ was able to gain a transparent and efficient cost control by managing the whole fleet via a top down / bottom up management approach. The proactive rolling bulk bidding and central MIS process led to an effective reduction of costs by 15% in TCO.

