

Car Fleet eAuctions with Leasing companies

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IX CONGRESO AEGFA
DE GESTORES DE FLOTAS **2016**

AEGFA
an AIAFA partner

Asociación Española de Gestores
de Flotas de Automóviles

Contracts structure 1/2

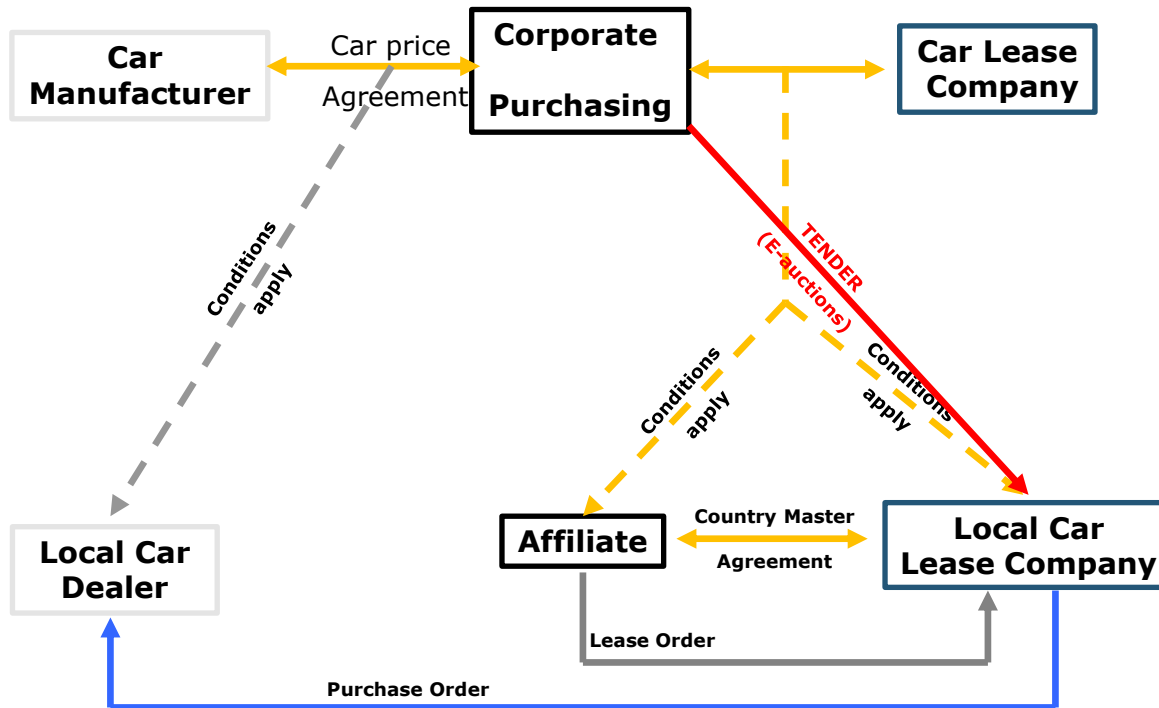
Old Schindler contract structure



New Schindler contract structure



Contracts structure 2/2



Scope



The affiliate and Corporate Purchasing will decide on the details of the following **aspects** of the lease costs:

1. What is included in the Maintenance rate
2. What tires (unlimited? Winter?)
3. Replacement car for maintenance/repairs (if yes, how many days?)
4. Insurance (if yes, TPL, full casco?)
5. Taxes (road/car/pollution/radio taxes etc.)
6. Affiliate specifications

Short-list of global players:

X, Y and Z

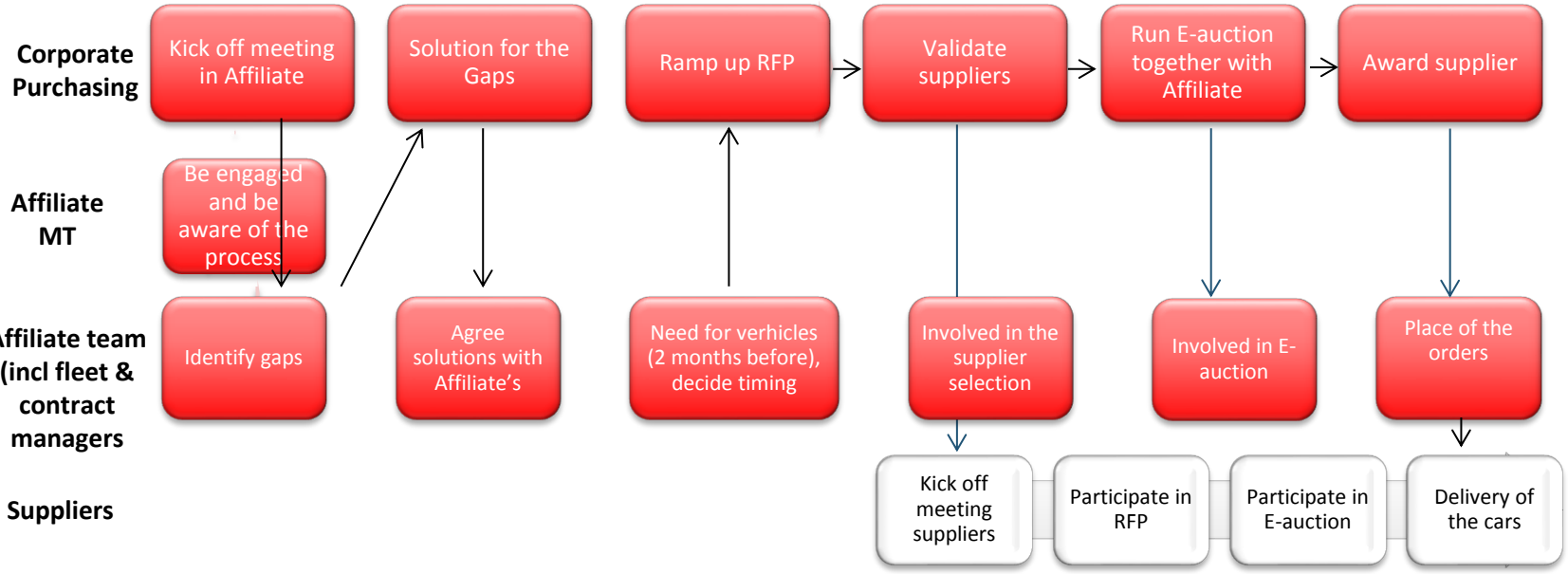
Local hero:

Up to Affiliate

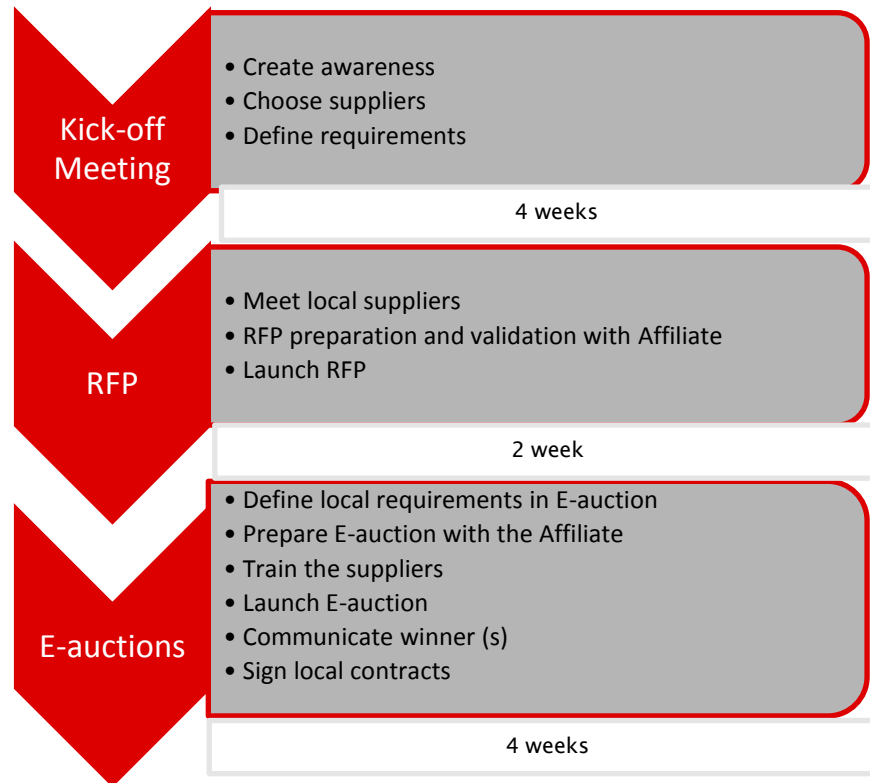


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High level Proces flow



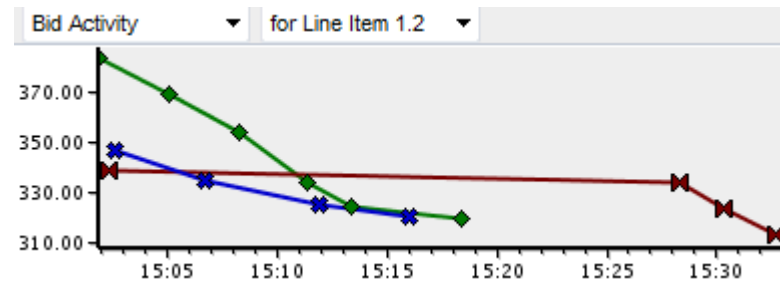
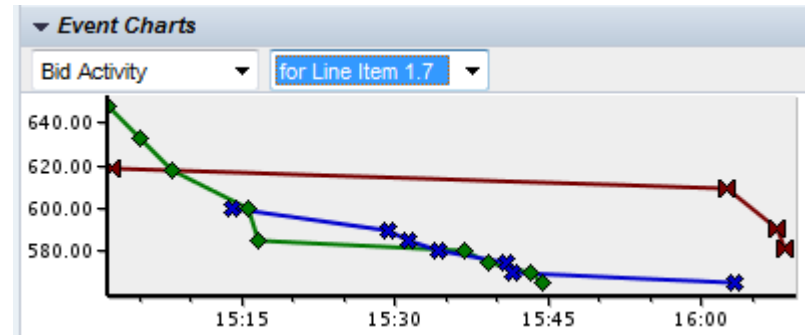
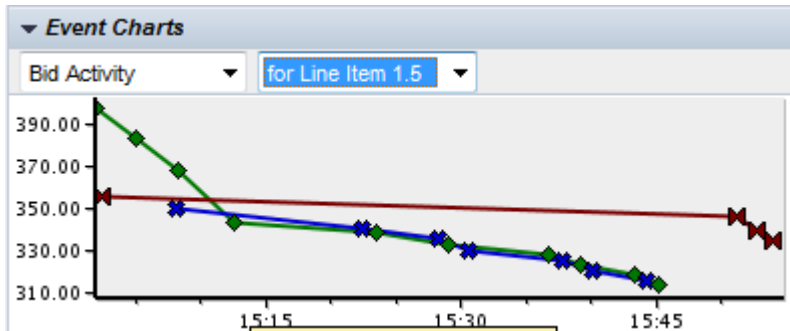
Timeline



Expectations and results



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Minimum 5% saving up to 18%