Improving the tender process
Introduction

• Large stock of more than 1.200 brand new vehicles
• Offices/Workshops in the Netherlands, Dubai, Ghana (MAN), Togo (MAN), soon more countries will follow

Availability – Quality - Reliability
• Over 65 years experience
  • Ready-to-go
• Family business

www.pktrucks.com
www.vanvliet.com
Content of session

- Be on time
- Incoterms
- Training
- Tender (technical) requirements
  - Think also about spare-parts
    - Awarding process
    - Case
Be on time

• Air transport = expensive
  • Sea transport

  • Example:
    15 vehicles by sea transport is just as expensive as 1 vehicle by air transport
• Why DAP/DDP deliveries
• Please let companies focus on what they do best
• Training on location:
  • Drive safe
  • Maintenance
• Cost saving
• Time saving

• We almost never get the request to provide training for the vehicles
Tender (technical) requirements

• Keep it simple and tell us where you are looking for! Be open for suggestions!

• Sometimes it is impossible to be in compliance:

<table>
<thead>
<tr>
<th>Example GVW/Payload</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>GVW (required)</td>
<td>10 ton</td>
</tr>
<tr>
<td>Payload (required)</td>
<td>18 ton</td>
</tr>
<tr>
<td>Payload cannot be higher than GVW</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Example axle configuration</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Garbage collector 8m3 on 6x4 truck</td>
<td></td>
</tr>
<tr>
<td>Axle configuration (required)</td>
<td>6x4</td>
</tr>
<tr>
<td>Garbage collector (required)</td>
<td>8m3</td>
</tr>
<tr>
<td>You can easy put a 8m3 garbage collector on a 4x2</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Example unnecessary requirements</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Radio (required)</td>
<td>4 USD ports</td>
</tr>
<tr>
<td>Winch (required)</td>
<td>Half page full of requirements about only the which</td>
</tr>
</tbody>
</table>
Think also about spare-parts

- **Save costs:**
  - Save costs on transport
  - Save costs on buying it together with the vehicle

- **Save time / be prepared:**
  - Always need the recommended spare parts
  - Prevent vehicles from standing still
Awarding process

• Make a decision
• Vehicles are subject to prior sale or subject to production schedule
  • Please let also companies know when they are not awarded!
Looking for a 10,000 l sewage truck for city use
Sanaa, Yemen

- Brand?
  - Which brands are popular in Yemen and have good spare-parts availability?

- Technical requirements for the truck?
  - Horsepower
  - Axle configuration
  - Emission
  - LHD/RHD
  - Production year
  - Requirements tank body

- Incoterm?

- Required delivery time?

- Required certificates?

- Required training and spare-parts
Thank you!