Adapting to Donor Regulations:
What happens if your vehicles are no longer funded?
Adapting to Donor Regulations

Donor reluctance to fund procurement vehicles

- No replacement of vehicles due to lack of allocation of capital investment
- Programme Budget cannot cover all transport costs

Programme funds used to cover transport costs

- Age of vehicles go up
- More rental vehicles
- Transport costs go up

Less budget for beneficiaries
Changes in donor regulations, intended to make aid organisations more cost efficient and trigger competitive advantage, lead to less funds available for beneficiaries.
Discussion topics

1. **Understanding** changed donor regulations:
   - Who is aware of these?
   - How big is the challenge
   - What are the differences in regulations amongst donors?

2. How to **influence** changed donor regulations?

3. How does your organisation negotiate with Donors?

4. What are the differences in approach between profits and not for profits (NGO)
Discussion topics

1. How to mitigate impact of changed donor regulations?

2. What and who are the main influencers?

3. How do you make “Buy versus lease/rent” decisions in your organisation?

4. How do you see the future developments (going more from buy to lease to mitigate risk of not covering fleet cost in donor RFQ’s)
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