

Michelin Fleet Solutions From Selling Tires To Kilometers

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[Michelin Fleet Solutions From Selling](#)

Case study Michelin From selling tyres to selling kilometers!

Case study –From selling tires to selling kilometers! Michelin launched Michelin Fleet Solutions to offer transportation companies comprehensive tyre management solutions for their fleets of vehicles over a three to five year period 3 Practical examples –solution proposed

From Product to Service: Navigating the Transition

Michelin – selling kilometers not tires The Michelin Fleet Solutions2 case study allowed participants to delve into the challenges of selling and implementing complex solutions 1 Ulaga, Wolfgang and Werner Reinartz “Hybrid offerings: How manufacturing firms combine ...

MICHELIN TIRE CARE SELLING GUIDE

MICHELIN ® TIRE CARE™ SELLING GUIDE • Focus initially on the Fleet Ready offer of TIRE CARE • Let them know TIRE CARE is intended to give them tools and solutions to GET AHEAD of these problems • Share with them the aspects of TIRE CARE that ensure they will be Fleet Ready:

034 Michelin solutions brings DS Smith into EFFITRAILER™ fold

Michelin solutions was established as a new entity within the Michelin Group in May 2013, replacing the entity previously known in the UK as Michelin Fleet Solutions It currently employs around 800 people globally and is responsible for in excess of 300,000 vehicles currently on contract Michelin solutions is

029 Michelin solutions clocks up three-year EFFITIRES ...

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Driving Unconventional Growth through the ... - Accenture

Michelin Michelin is helping truck fleet managers reduce (Michelin solutions) Tires as a service (Michelin solutions) Tires with sensors (Michelin) Tires (Michelin) Information Services Equipment Of course, selling services requires a different business and operating model

B2B2C The Future Of Customer Engagement

Tiremaker Michelin formed a separate division called Michelin Solutions in 2013 to leverage information systems for its new business models EFFIFUEL™ was launched as an ecosystem-level fleet management program with contractual agreements to achieve fuel efficiency in truck usage Michelin realized the importance of partnering

NEW PURE POWER - Iveco

pure power for unlimited sustainability 6 new stralis np at a glance 8 best-in-class power 10 new hi-tronix transmission 12 best-in-class fuel autonomy 14 fuel efficiency boost with value added features for the fleet manager 16 tco focused fleet management with michelin solutions 17 ...

FROM TYRES TO MOBILITY SOLUTIONS

selling performance WHY 70% 30% 20% of tyres breakdown are on trailers more trailers than trucks of empty mileage ADDED VALUE Decrease in tire breakdowns Optimized utilization rate & maintenance costs Improved road safety Real time information 8% # 1 of fleet equipped with telematics Michelin early mover on the market DIGITAL • Tyre Pressure

a collaBorative supply chain solution for the tire inDustry

- Operated a core fleet while tapping on network of regional partners Dhl supply chain solution • Reduced costs • Lowered carbon emissions • On-time In-full rating of 9992% • Flexibility to accommodate peaks and troughs in demand customer Benefits a collaBorative supply chain solution for the tire inDustry

Automotive M&A review - Deloitte United States

Michelin Acquirer Telematics 16-May French tire maker Michelin acquired Masternaut, the provider of onboard telematics solutions for vehicle fleet management and monitoring, operating primarily in the UK and France Michelin is seeking to accelerate its telematics offering in Europe Value: n/d EV/Rev: n/d EV/EBITDA: 80x Rimac Automobili Investee

Servicizing in Supply Chains and Environmental Implications

Servicizing in Supply Chains and Environmental Implications Vishal V Agrawal 1 and Ioannis Bellosy2 Examples of successful servicizing models include Michelin's Fleet Solutions (Michelin, 2015), Xerox's Managed Print Services (Xerox, 2015), Philips' Lighting Solutions From selling chemicals to selling chemical management services

Why Your Products Must be Smart and Connected

see a benefit in shifting their business models from selling goods to renting products and offering services Michelin, for example, has gone to market with a smart, connected tire that is a product-service hybrid Fleet customers sign up for their customized tire lease programs and pay by the mile for their usage while Michelin oversees any

Turning Waste into Value with Your Supply Chain | Accenture

2 | Full circle: Turning waste into value with your supply chain The circular economy is a reality today, and a full 94 percent of companies surveyed by Accenture Strategy report

ANNUAL REPORT 2016 - Bridgestone

ANNUAL REPORT 2016 Operational Review Note: Net sales exclude inter-segment transactions Net sales are categorized by the countries or territories of external customers For net sales, operating income, and operating income margin by geographic segment, please refer to Supplementary

Walter R. Stahel at EECS Brussels

fleet managers with recyclable is not recycled *DSS Designing Sustainable Solutions, incl systems and sufficiency The business models of the Performance Economy 28/01/2016 Walter R Stahel at EECS Brussels 14 Retained ownership OEM skills O&M skills Fleet managers selling goods as services: transport, hotels, rental goods, real estate

Lightweight Options and Forecast of Material Types

Lightweight Options and Forecast of Material Types April 19, 2016 Global snapshot of lightweight solutions Presented by Vishwas Shankar FROST & SULLIVAN 2 1 in 2 OEMs reduced weight of their best selling model in fleet globally in the last generation 953 1,022 1,073 1,089 1,035 982 1,042 1,0521,048