

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 ...

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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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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

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7 | Full circle: Turning waste into value with your supply chain Although adoption of circular as a business strategy has hit barriers, the barriers are quickly falling

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expanding into aircraft fleet optimization Information Services Equipment Services Products Pre-digital product line Digital product line New market segment Go-to-market approach Commercial offering categories Fuel consumption reduction service (Michelin solutions) Tires as a service (Michelin solutions) Tires with sensors (Michelin) Tires

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Servicizing in Supply Chains and Environmental Implications

Servicizing in Supply Chains and Environmental Implications Vishal V Agrawal 1 and Ioannis Bellosy 2 Examples of successful servicing models include Michelin's Fleet Solutions (Michelin, 2015), Xerox's Managed Print Services (Xerox, 2015), From selling chemicals to selling ...

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14 fuel efficiency boost with value added features for the fleet manager 16 tco focused fleet management with michelin solutions 17 ...

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

World Economic Forum Digital Transformation Initiative: In ...

World Economic Forum Digital Transformation Initiative: In collaboration with Accenture Digital enterprise: how to survive disruption and thrive in the digital age June 2016 The views expressed in this summary of a White Paper are those of the author(s) and do not necessarily represent the views of the World Economic Forum or its Members and

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continued, with Michelin announcing the acquisition of Masternaut, a leading European telematics provider Masternaut operates primarily in France and the UK and manages over 220,000 mostly light utility vehicles under contract Michelin cited benefits such as the accelerated development of its Services & Solutions business

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