

# Why your needs should drive your vehicle selection

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## Vehicles selection



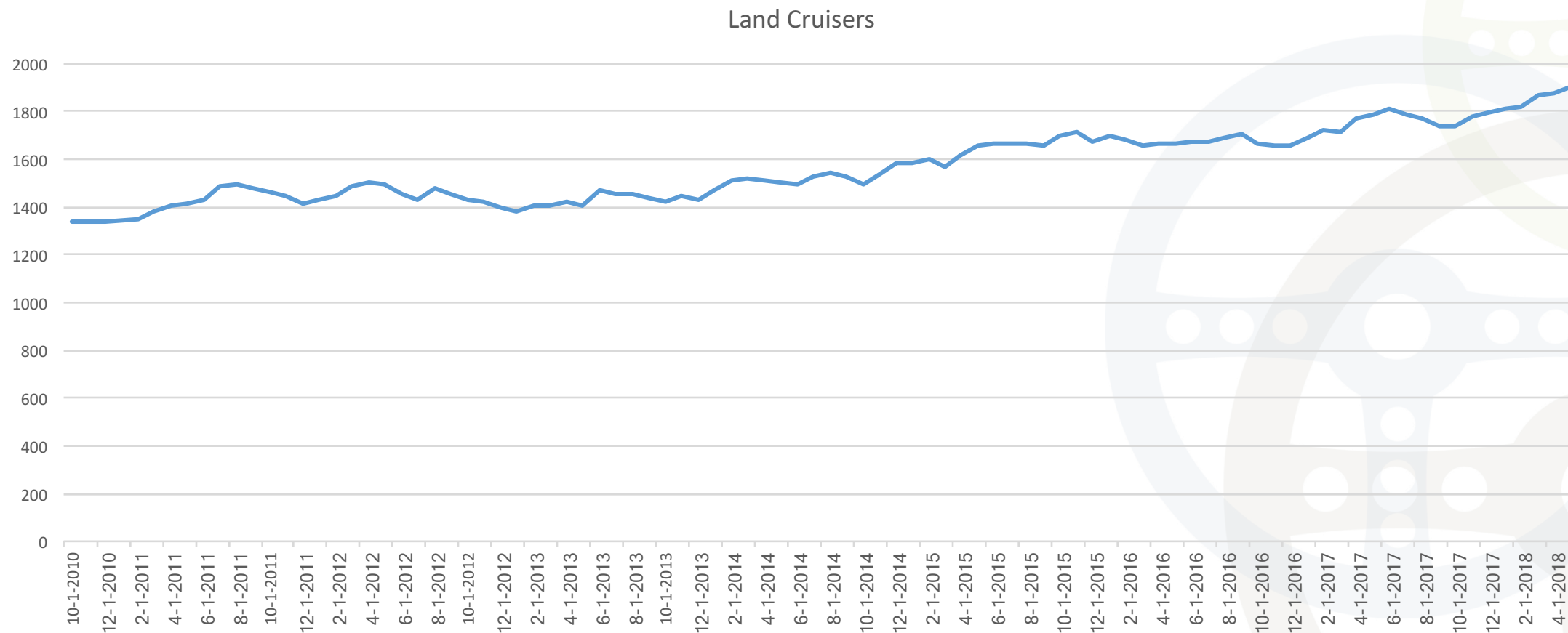
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- Very often in most humanitarian organisation the vehicle selection is driven by the personal perception and or interest of the manager and or the head of mission.
- Often operation are not part of the selection and no study of real need are made.
- This situation may lead to hover spendind and non justify cost of the runing cost of the vehicle fleet.
- In the ICRC, in order to reduce operational cost and reduce emmision we have taken the decision to introduce a light 4x4 in our Fleet.

# Evolution of Land Cruiser Between 2010 and 2018



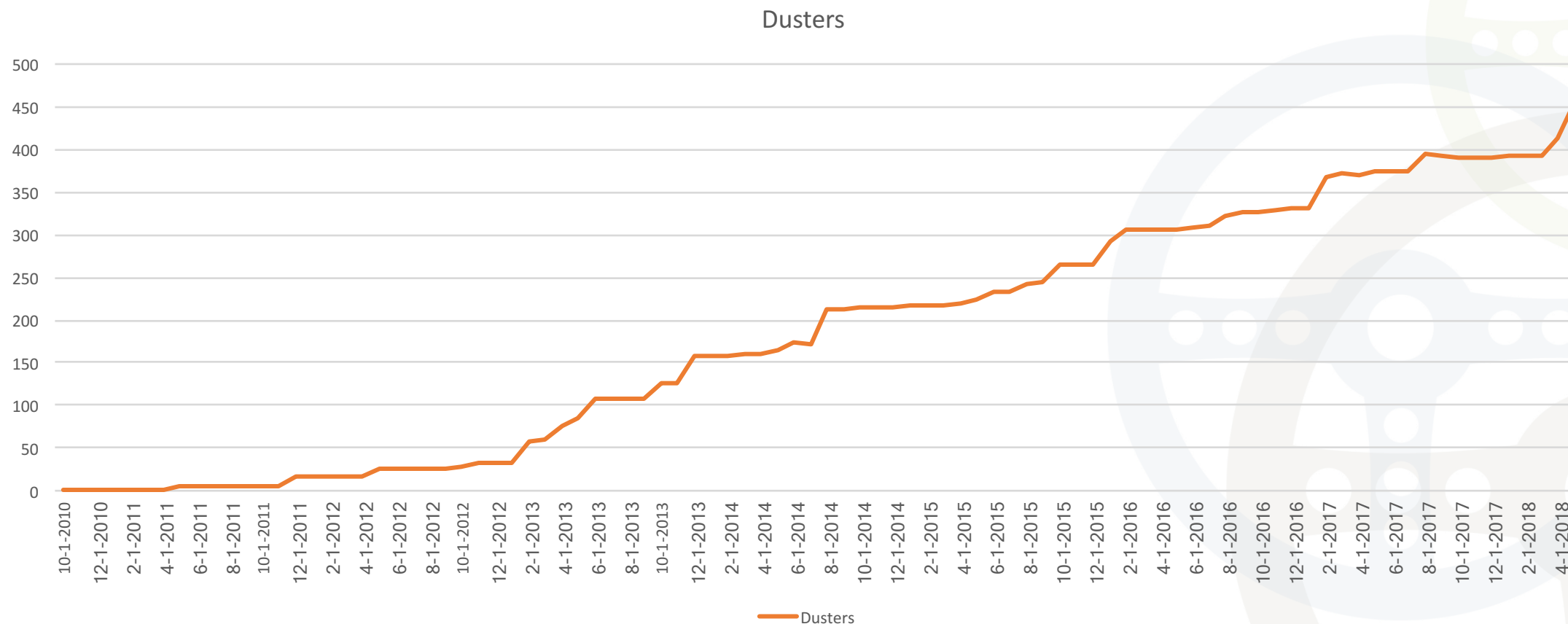
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# Evolution of Duster Between 2010 and 2018



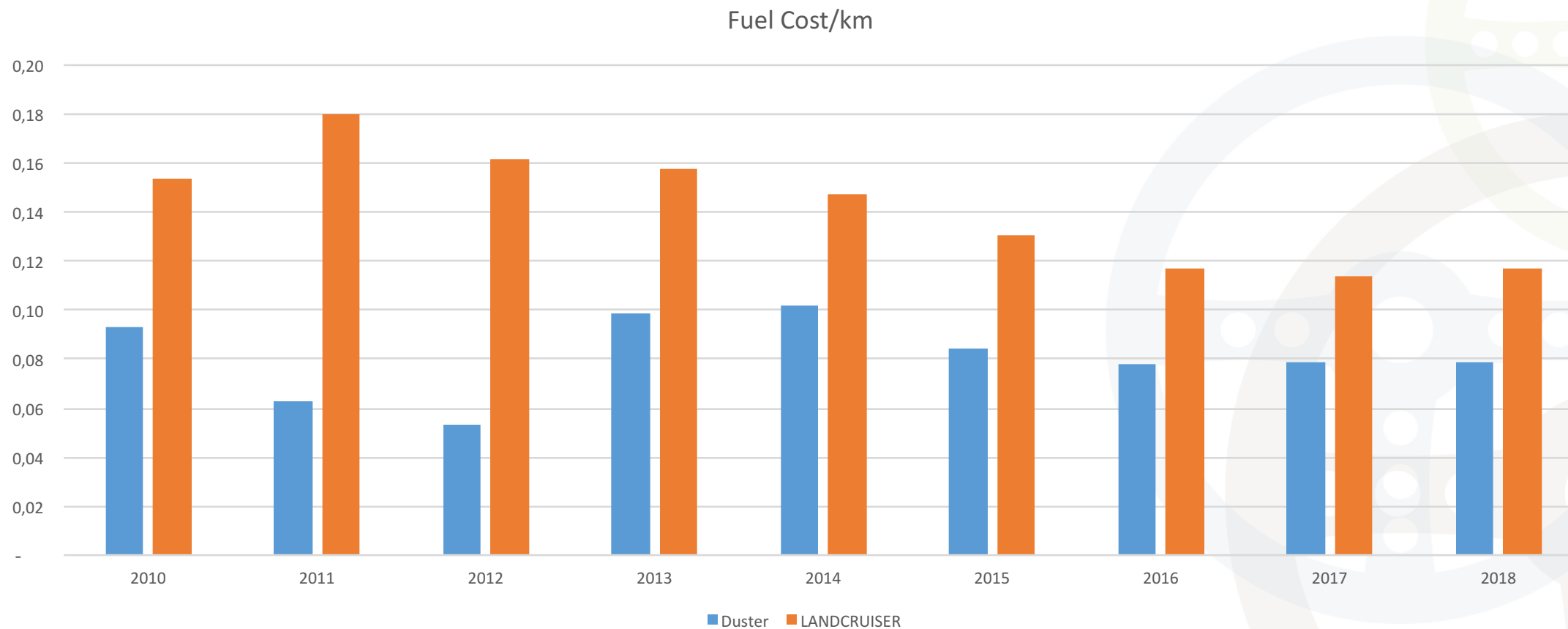
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# Comparison of fuel cost Duster vs Land Cruiser



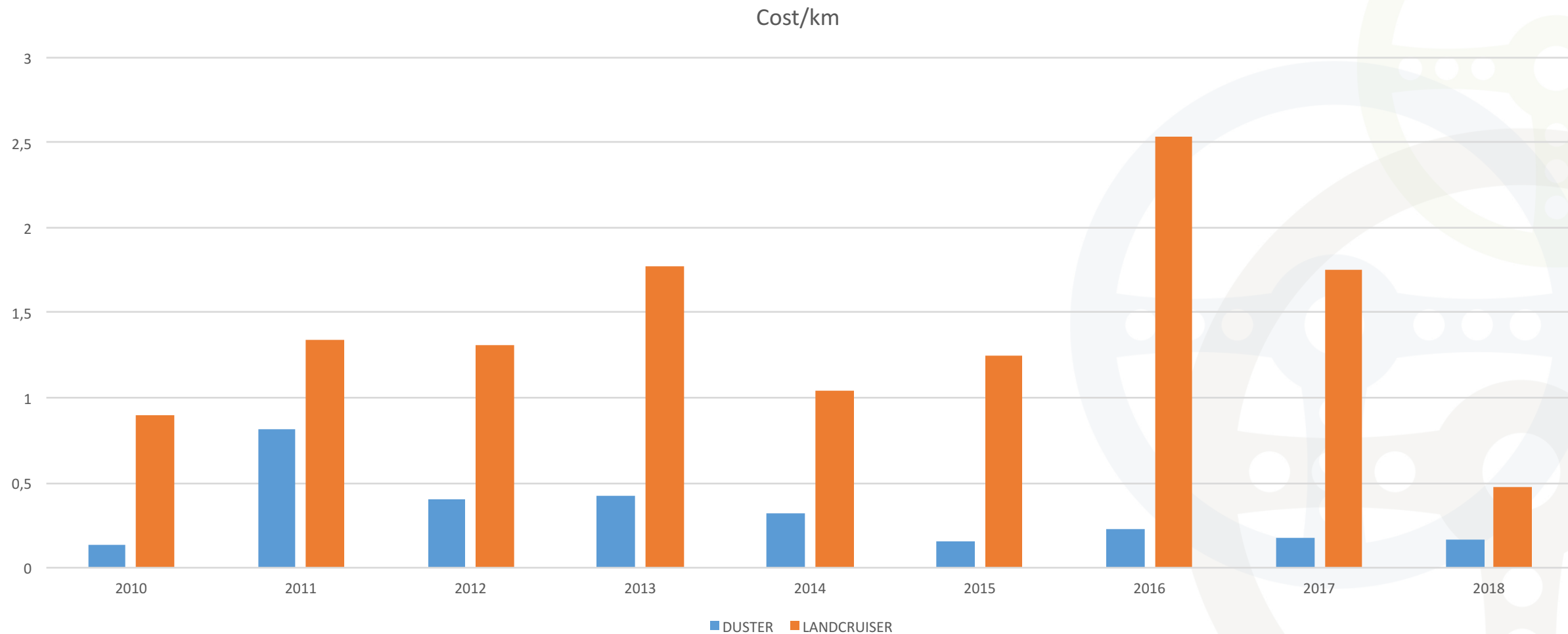
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# Cost per kilometer Duster vs Land Cruiser



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## Save by introducing Duster in the ICRC fleet



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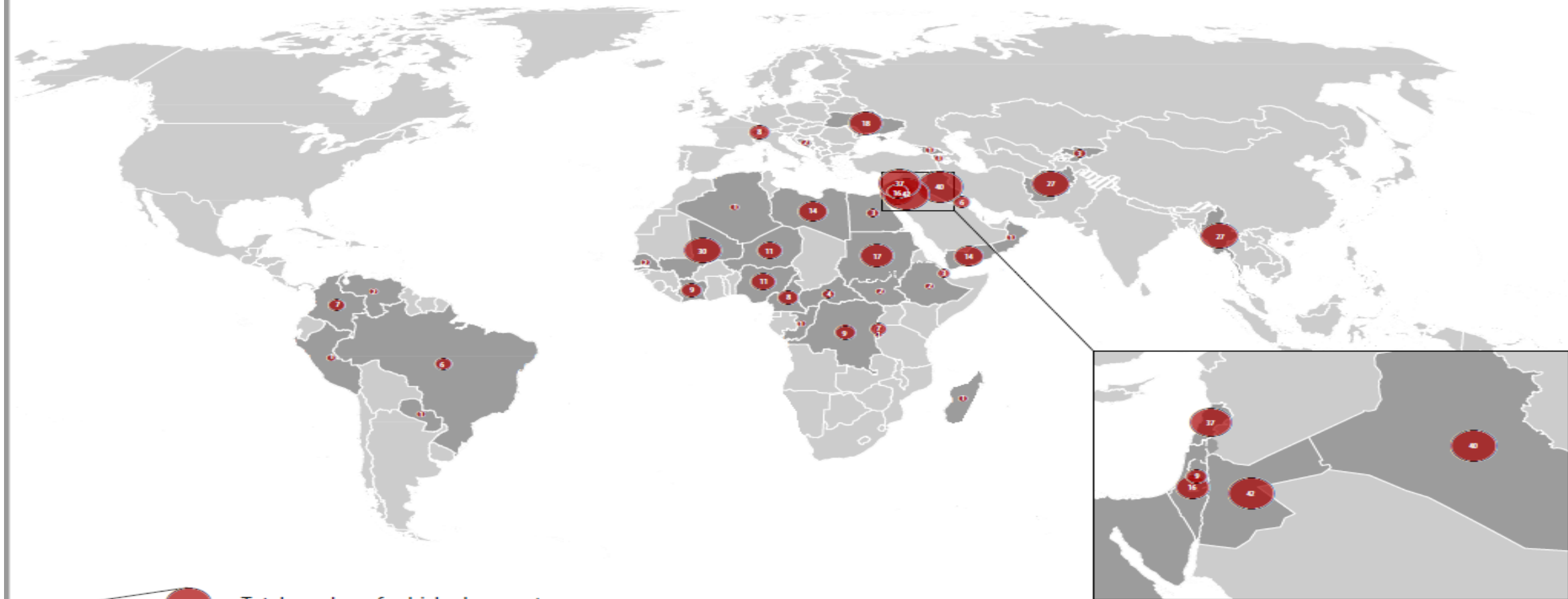
- Over the past 9 years, we have purchased 471 Dusters
- Purchased price, based on average Dusters price, for the 9 years, is 7'129'455 CHF. Land Cruisers price based on average LC price would have been 12'482'835 CHF. We can consider savings of 5'353'379 CHF globally.
- Out of the 471 Dusters, we have sold 14 . The average price is 9'354.30 CHF
- During the same period, we have sold 952 Land Cruisers, for an average price of 15'061 CHF

# Location of ICRC Duster worldwide



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ICRC Renault light vehicle world map - March 2018





# Thank you!



DIVIDER SLIDE



# SLIDE TITLE



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