

Profiting from change: strategies for effective retailing and after-sales

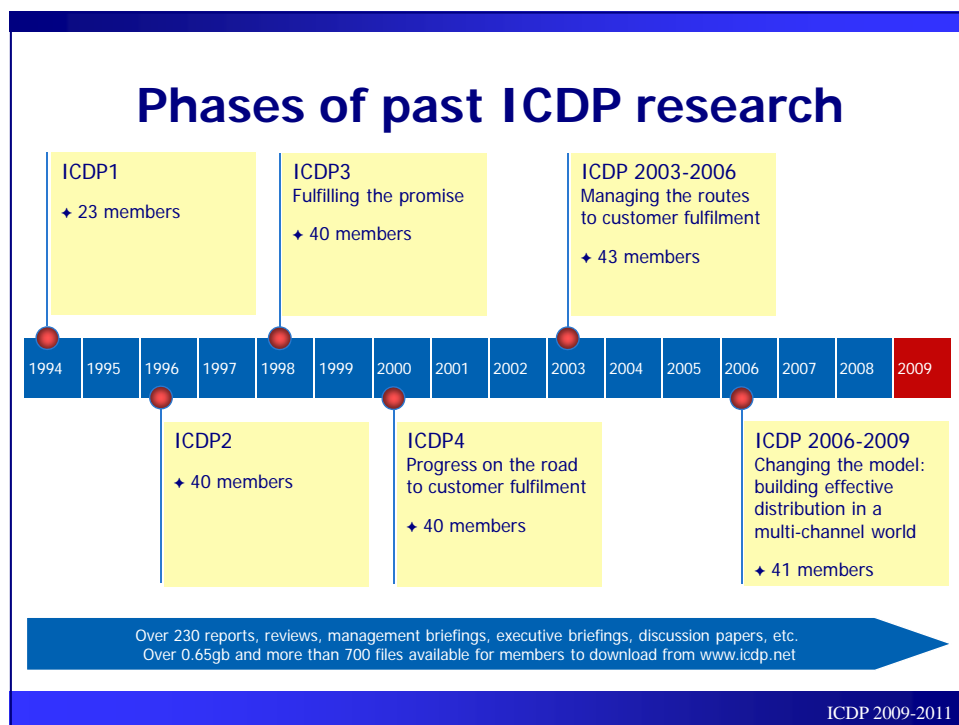
Who can join?

Membership of ICDP is open to any organisation engaged in automotive distribution. Our work is supported by vehicle manufacturers, dealers and distributors, supplier companies of all types, trade associations and national governments.

What does membership include?

ICDP membership offers a unique package of benefits to participating organisations:

- ◆ Pooled research funding on topics of strategic importance to the sector, multiplying the value of each Member's annual fee several times over
- ◆ Measurement and benchmarking of key strategic parameters
- ◆ Exploration of new business concepts and emerging automotive markets
- ◆ Understanding and perspective from our holistic approach to automotive distribution
- ◆ Ideas, guidance and challenge derived from our experience and independence
- ◆ Networking and debate, with experts and with industry peers.



Each Programme Member receives:

- ◆ The opportunity to be involved in the definition of research direction
- ◆ Access to all research reports, briefings, and meeting materials in printed and electronic formats
- ◆ Invitations to attend all Member workshops, seminars and meetings
- ◆ One tailored and dedicated in-house presentation per annum
- ◆ Ad hoc assistance on specific issues of relevance to the Member
- ◆ Regular updates on programme news and topics of interest.

What would my company be expected to invest?

Programme Members are expected to contribute:

- ◆ Funding, which enables ICDP to carry out the agreed programme of research. Our not-for-profit status and our fee scale allow companies of different sizes and backgrounds to participate on a cost-effective basis
- ◆ Information and time to contribute to the research (all of which is conducted confidentially)
- ◆ Time to participate in the debate of the results and their implications at our Member events.

Membership of ICDP is for the full term of the research programme. Fees are invoiced annually on 1st February, based on the following scale.

1. Full-range single brands 50% discount for each additional brand of the same group	€ 85,000 per annum
2. Smaller manufacturers, major suppliers and dealer groups	€ 53,000 per annum
3. Small players of all types, trade associations	€ 29,500 per annum

Membership fees for Valeo are Band 2, €53,000 per annum.

Members are expected to observe ICDP's confidentiality and copyright on its outputs.

How do I join?

For more information about ICDP membership, please contact:

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ICDP is an international organisation carrying out research and providing strategic advice, specialising in the automotive retail sector. Its collaborative programmes investigate all aspects of vehicle distribution, including the supply and retailing of new and used vehicles, after sales, network structures and operations. Separate programmes focus on cars and on commercial vehicles. ICDP is funded by participants from vehicle makers, dealers, suppliers, and associations.

ICDP does not represent any of its members or their individual policy views.

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