

# Master Thesis - How to buy Network & Telecom Services in a more sustainable way?

## Who we are?

### Volvo Group

The Volvo Group is one of the world's largest suppliers of trucks, construction equipment, buses, marine and industrial engines. Volvo Group's vision is to become the world leader in sustainable transport solutions by: creating value for customers in selected segments, pioneering products and services for the transport and infrastructure industries, driving quality, safety and environmental care, working with energy, passion and respect for the individual.

Volvo was founded in 1927. The Volvo Group which employs approximately 100.000 people, has production facilities in 19 countries and sales of products in more than 180 markets. Quality, Safety and Environmental Care are the corporate values of the Volvo Group, each reflected in how we develop our products, how we act in society and how we approach our customers, suppliers and employees.

By selling products under different brands, the Volvo Group can penetrate many different customer and market segments in mature markets as well as growth markets. Our Brands are: Volvo, Volvo Penta, UD, Terex Trucks, SDLG, Renault Trucks, Prevost, Nova Bus, Mack, Eicher, Dongfeng Trucks and Arquus.

### Volvo Group Purchasing – Indirect Product & Services

Volvo Group Purchasing – IPS's mission is to create value for Volvo Group and its customers, and be recognized as a knowledgeable partner by:

- Working cross-functionally and proactively to identify business needs, increase competitiveness and minimize risks throughout the lifecycle,
- Supporting business development in sourcing decision-making by providing IT market supplier intelligence, creating efficient Industrial IT solutions,
- Managing and developing Volvo Group's supplier structure and relationships to maximize the benefit of Volvo Group's external IT spend.

The purchasing organization's mandate is to leverage the Volvo Group's consolidated purchasing power, optimize the supplier base and drive standardization of products and services.

### Accelerating the sustainable transformation: the choices we make today define the world we live in tomorrow

In order to deliver on our commitment to the Paris Agreement, the entire running fleet, provided by Volvo Group, needs to run on 100% fossil-free fuel by 2050.

To contribute to an emissions-free future, there will be a **steady shift into electric propulsion**, and combustion engines will run on biofuel.

Our ambition is for 100% of our products to be driven **by fossil-free fuels by 2040**, as our products have an average live-span of 10 years.

The Sustainability ambitions of the Volvo Group are focused on Climate - Resources - People and one key area is to create sustainable supply chains. Because we cannot sell sustainable products or services without sustainable components!

## **Context of the Master Thesis**

We buy N&T services such as Wide Area Network, Local Area Network, Fixed and Mobile Telephony Services. On a regular basis, we send Request For Proposal (RFP) to challenge our current suppliers and/or to source new ones. Decision to select one supplier is based on different triggers such as quality, flexibility, and of course cost. Sustainability is handled but has not the place it should.

The goal of this Master Thesis is to support Volvo Group Purchasing Buyers (especially IT Buyers) on Sustainability topic. As of now, we are ready to reconsider our way of working with suppliers all along our contract life cycles: from sourcing (asking the “right” questions in our RFPs) to running (supporting our suppliers in their changes).

## **Tasks**

Even though we aim to apply these changes to all our suppliers/contracts, to be more concrete, will we use a real case – Request for Proposal for Mobile Telephony Services, as a pilot.

What must be performed then?

- Work with Volvo Group Responsible Purchasing Team to understand Volvo Group sustainability ambitions and targets
- Work with Volvo Group IT experts to understand technical setup and identify where to put our ambition (power consumption, CO2, waste, ...) towards suppliers
- After benchmarking similar companies, setup a questionnaire – specific for Mobile Telephony Services, to be embed in our RFP document. This questionnaire must be S.M.A.R.T. (Specific, Measurable, Acceptable, Realistic, Time-bound)
- Be fully involved in the RFP process (be challenging towards suppliers) until the Sourcing Board (approving our recommendation of supplier selection)
- In parallel to this, work with Network & Telecom Contract Managers on how to follow-up sustainability action plan in a running mode (through our Governance Model)
- Based on the progress of the student, he or she could support other buyers from IPS/IT Team in sustainability topics.

## **Suitable background**

The ideal student will possess good communications skills in English, shows a high level of initiative, is self-driven, has good analytical capabilities and preferably has a big motivation, skills and passion for sustainability topic.

We also see it as a benefit if you have a background in the fields of supply chain and purchasing. A specialization in Green Purchasing or in Sustainability would be perfect !

## **Thesis Level**

Master thesis

**Date**

The thesis can start in January 2022 and with expected completion in end of September 2022.

**Language**

English

**Location:**

Flexible, Lyon or Gothenburg

**Tutor**

Ludovic Marcel  
Senior IT Buyer  
Volvo Group Purchasing

Renault-Trucks SAS  
99 route de Lyon  
API TER F70 122  
69806 Saint-Priest France  
telephone : +33 (0)4 81 93 02 66  
email : [ludovic.marcel@volvo.com](mailto:ludovic.marcel@volvo.com)