



The MAN Certification Programme: Confirmed Body Builder

MAN Truck & Bus SE:
Certification for body builders

Lenzser | München | Nov. 2019

For Body Builders



A certification programme for you as a body builder to intensify the cooperation with your partner MAN.

1st certification stage:
“Registered Partner”



You register in ABBI, our body builder portal, and enter your data. You benefit from information and news

2nd certification stage:
“Confirmed Partner”



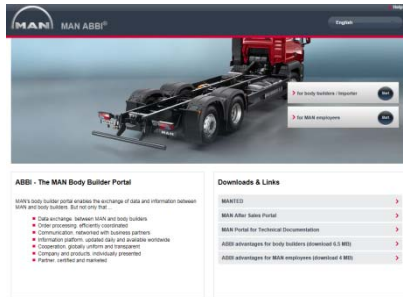
Two-way experiences through cooperation (e.g. dual-invoice transactions, joint trade fairs & events etc.).
Support from MAN Body Builder Management

3rd certification stage:
“Certified Body Builder”



Body builder development: you can become a "Certified Body Builder" and single-invoice business partner through a check of the compliance, quality and purchasing requirements

Registered – Confirmed – Certified: Your way there



1.

- You complete your company profile in ABBI and are a "**Registered Partner**"

2.

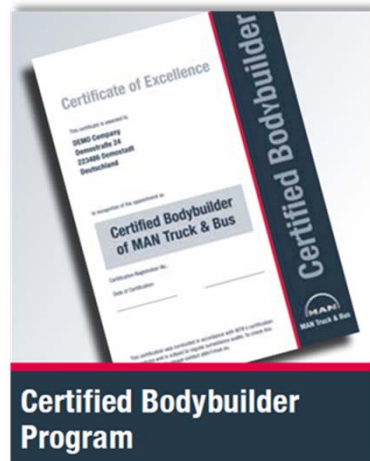
- You provide further data in your ABBI company profile: "your business card" and "company data"

3.

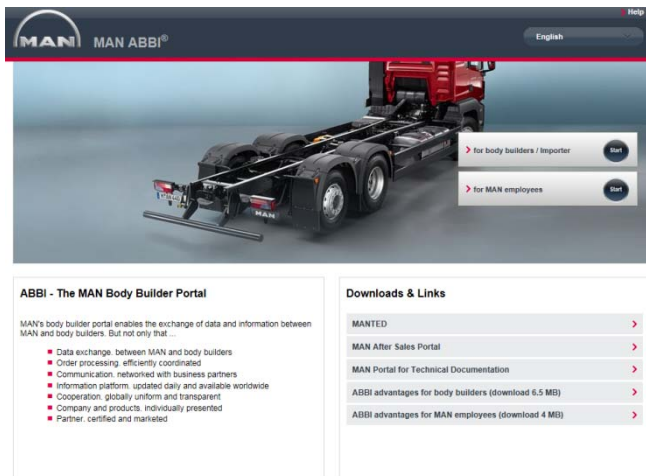
- Have we worked together before? Would you also be interested in e.g. the Trucknology Roadshow? BCC partnership? Trucks-to-go? Trade fair trucks? etc.
- Get in touch with MAN Body Builder Management and find out about the "**Confirmed Partner Programme**"

4.

- Body builder development together with various MAN departments: Compliance, Quality Inspection, Certified Body Builder Agreement with the goal of "**Certified Body Builder**"



Registered Partner: The benefits to you of registering with ABBI



Make you and your company known at MAN.
Your market potential is increased

Up-to-date logistical and technical data for
your orders at any time

Information and news from a variety of
subject areas through newsletters
(e.g. product innovations, MANTED, body builder
guidelines etc.)

New sales channels: all information that you
enter in ABBI is seen at MAN.
Therefore: please keep your data up to date

Further development to become an MAN
Confirmed Partner

Confirmed Partner: Benefits of certification

Confirmation

The Body Builder Management team at MAN Truck & Bus AG hereby confirms that:
Company

New Demo Company

Demostraße 24
23486 Demostadt
Germany

- ✓ is registered with the MAN Body Builder Portal **ABBI** (Advanced Body Builder Interface). ABBI, together with our technical portal **MANTED**, contains all information relating to body builders.
- ✓ has access to and knowledge of the currently applicable **MAN body guidelines**.
- ✓ has recorded whether a **quality assurance system** is used.
- ✓ has been provided with the **ABBI and MANTED newsletters**.

With this confirmation, the body builder is qualified to participate in a **partnership in the MAN Branch Competence Center (BCC)**, in consignment contracts as part of the "Trucks-to-go programme" and in the demonstration fleet "MAN Trucknology Roadshow".

MAN Truck & Bus AG,

Valid until

MAN Truck & Bus AG, Body Builder Management, Dachauer Str. 667, 80995 Munich, contact abbi@man.eu



You receive support from the Body Builder Management team of MAN Truck and Bus AG

New advertising opportunities for your company

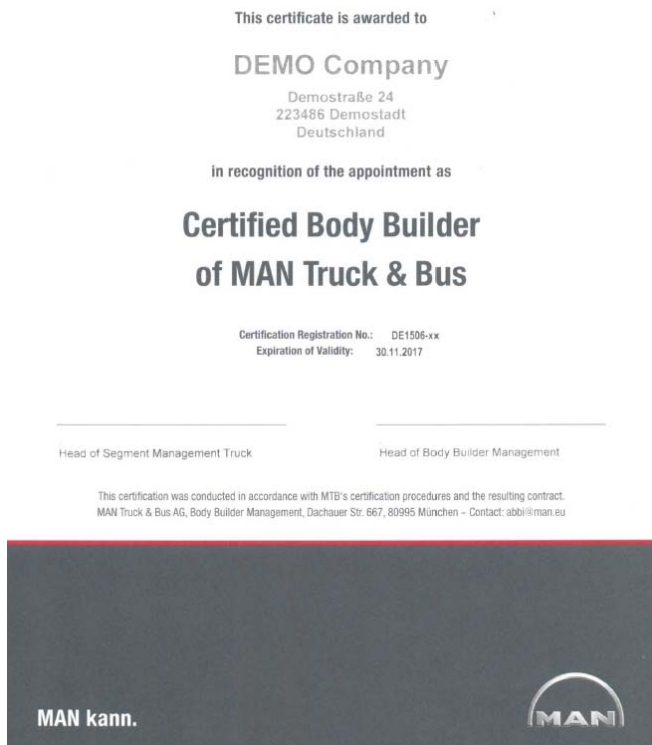
New sales channels and increased market potential

Basis for joint activities (e.g. partnership in the MAN Branch Competence Center (BCC), Trucks to go, Trucknology Roadshow, trade fairs etc.)

Further development into MAN Certified Body Builder

Certified Partner: Benefits of Certification

Certificate of Excellence



Basis for participation in the general contractor selection process and therefore basis for single-invoice transactions of central MAN procurement

Simplified ordering procedure through compliance and quality check and the Certified Body Builder Agreement

Reduction of tied-up capital thanks to shorter downtimes

New advertising opportunities

Stable and transparent business relationships through partnership with the MAN Body Builder Management

Registered, Confirmed and Certified Partners

Certification stages

	Registered Body Builder	Confirmed Body Builder	Certified Body Builder
ABBI registration	✓	✓	✓
ABBI 100% completion of company data (ABBI company profile)	✓	✓	✓
Access to relevant information in ABBI	✓	✓	✓
Request body guidelines	✓	✓	✓
Support from Body Builder Management		✓	✓
Operational facilities check		✓	✓
Acceptance of payment terms		✓	✓
Events, Trucknology Roadshow (TRS), Trucks to go*		✓	✓
Single-invoice/general contractor business			✓
Quality audit			✓
Compliance check			✓
Certified Body Builder Agreement			✓

* Prerequisite:
Partnership in the MAN
Branch Competence
Center (BCC)