



FONASBA

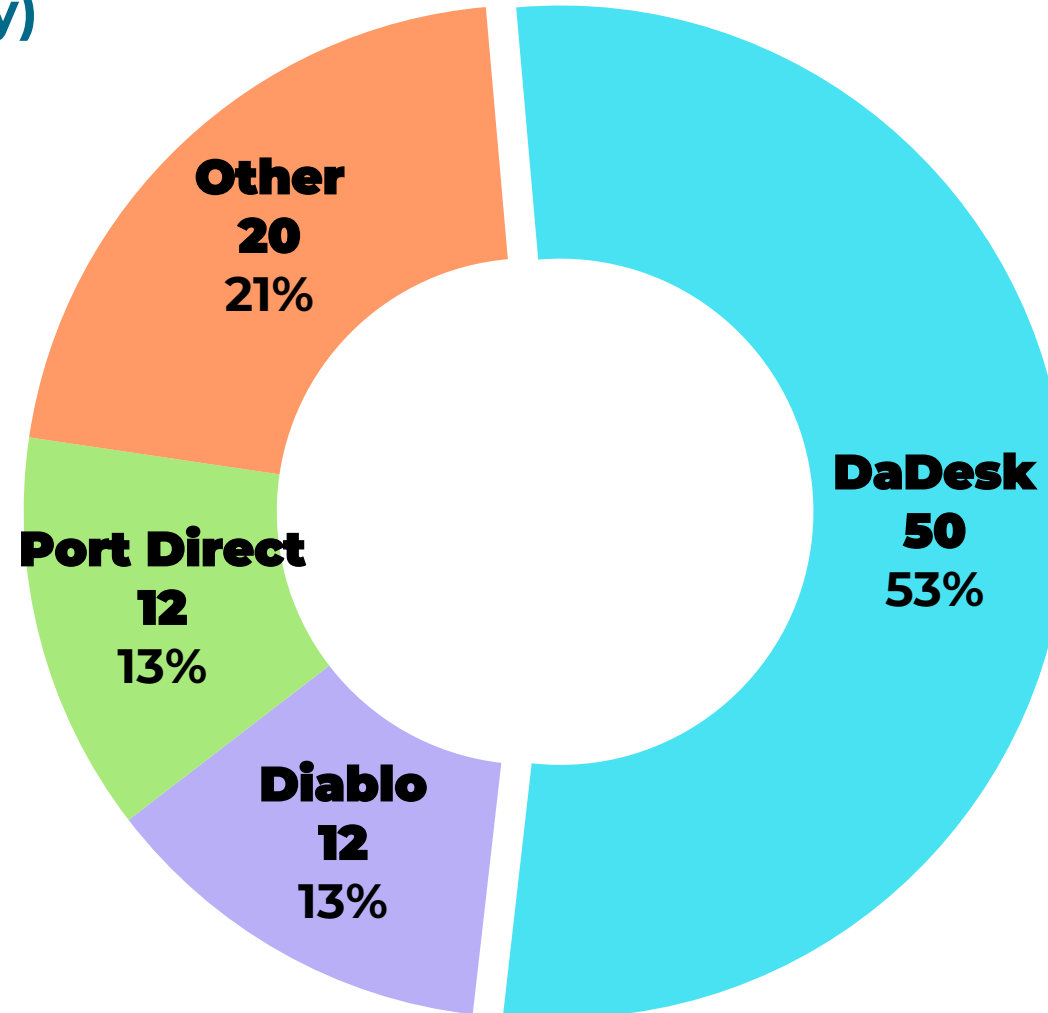
SURVEY RESULTS:

THIRD -PARTY PROVIDERS



01. WHICH THIRD-PARTY PROVIDERS ARE MOST RELEVANT IN YOUR MARKET?

(Select all that apply)



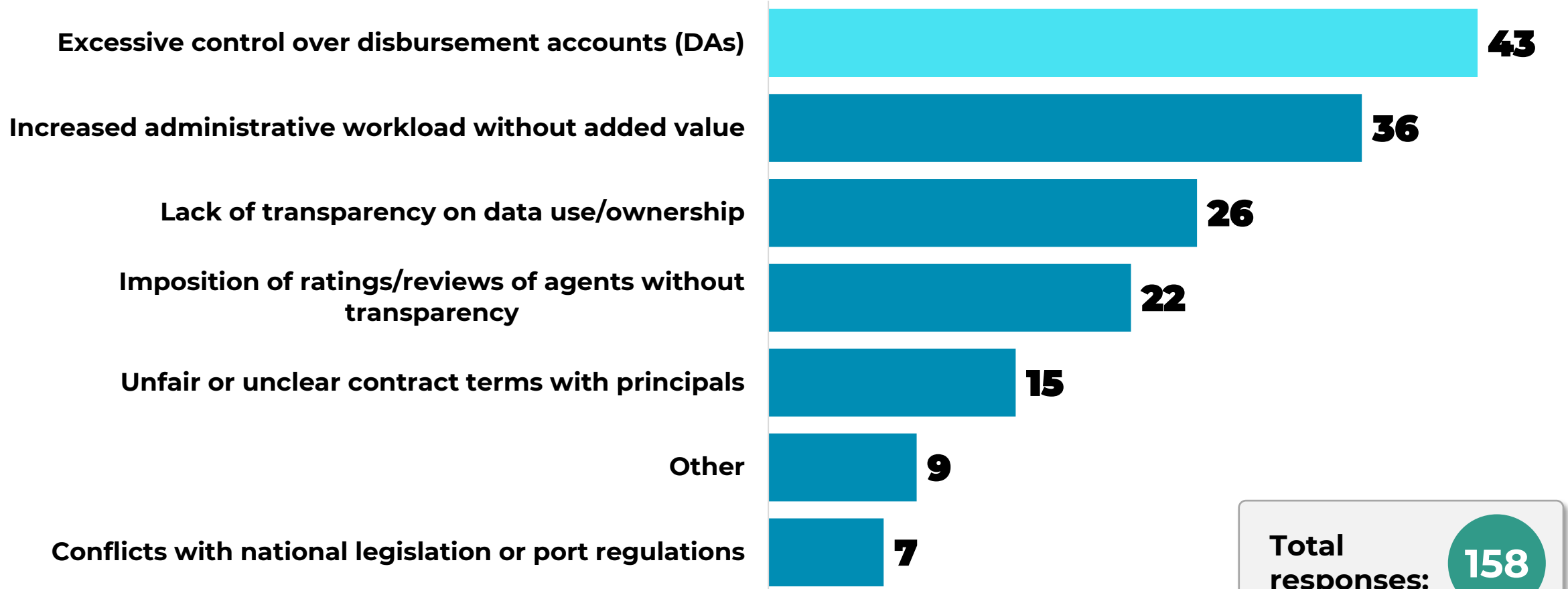
Total
responses:

94



02. WHAT ARE THE MAIN CHALLENGES YOU FACE WITH THIRD-PARTY PROVIDERS?

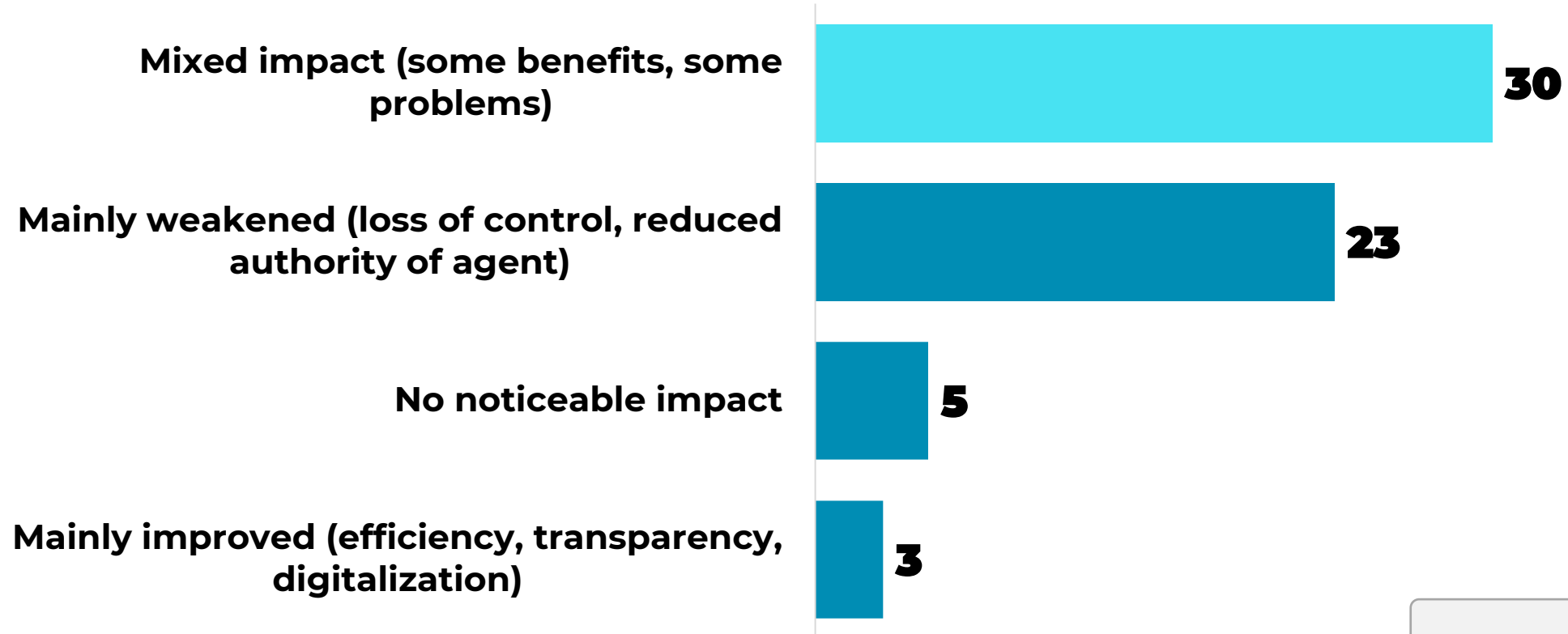
(Select up to 3)



Total responses: **158**



03. IN YOUR EXPERIENCE, HAVE TPPS IMPROVED OR WEAKENED THE AGENT'S ROLE?



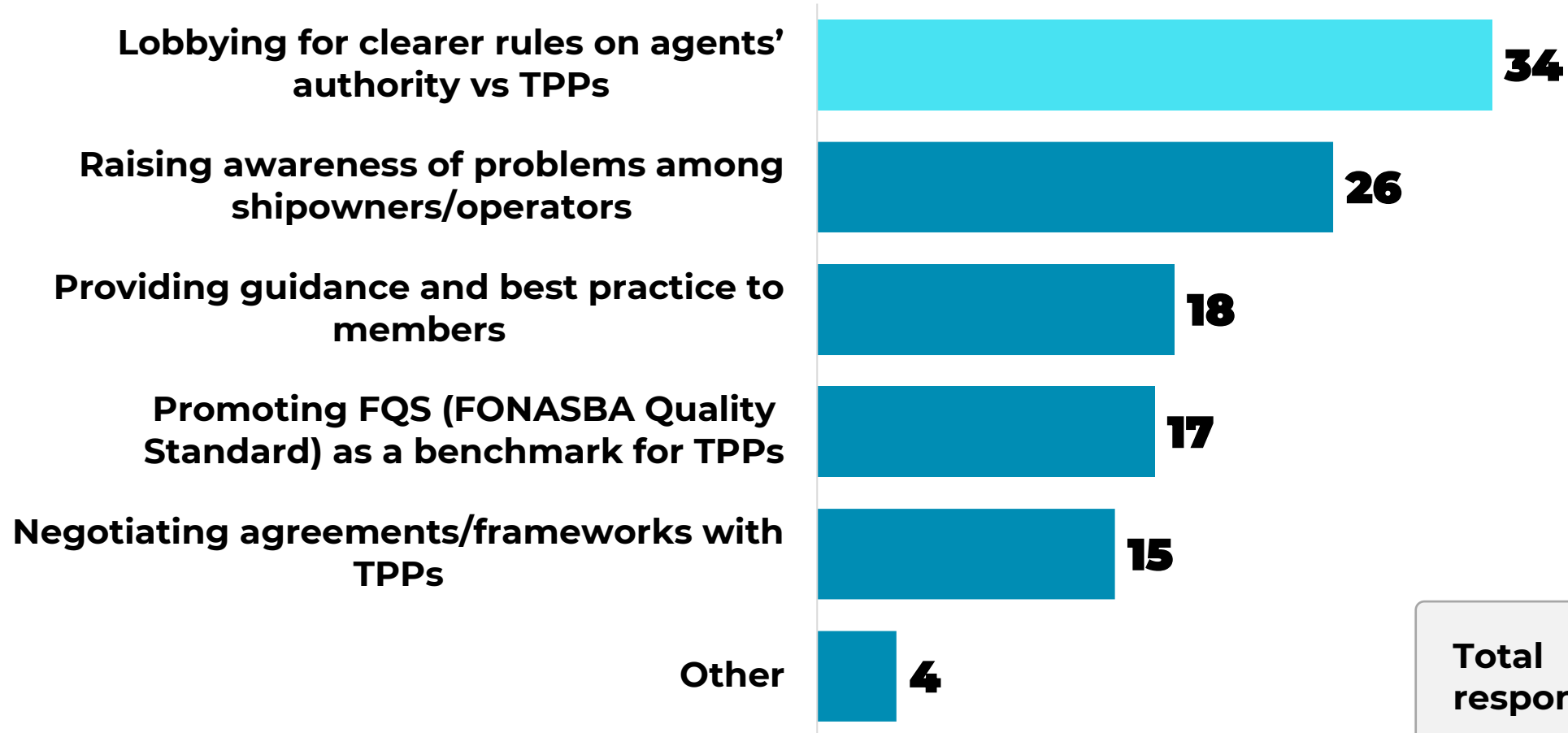
Total responses:

61



04. WHAT SHOULD FONASBA'S PRIMARY ROLE BE IN DEALING WITH THIRD-PARTY PROVIDERS?

(Choose up to 2)



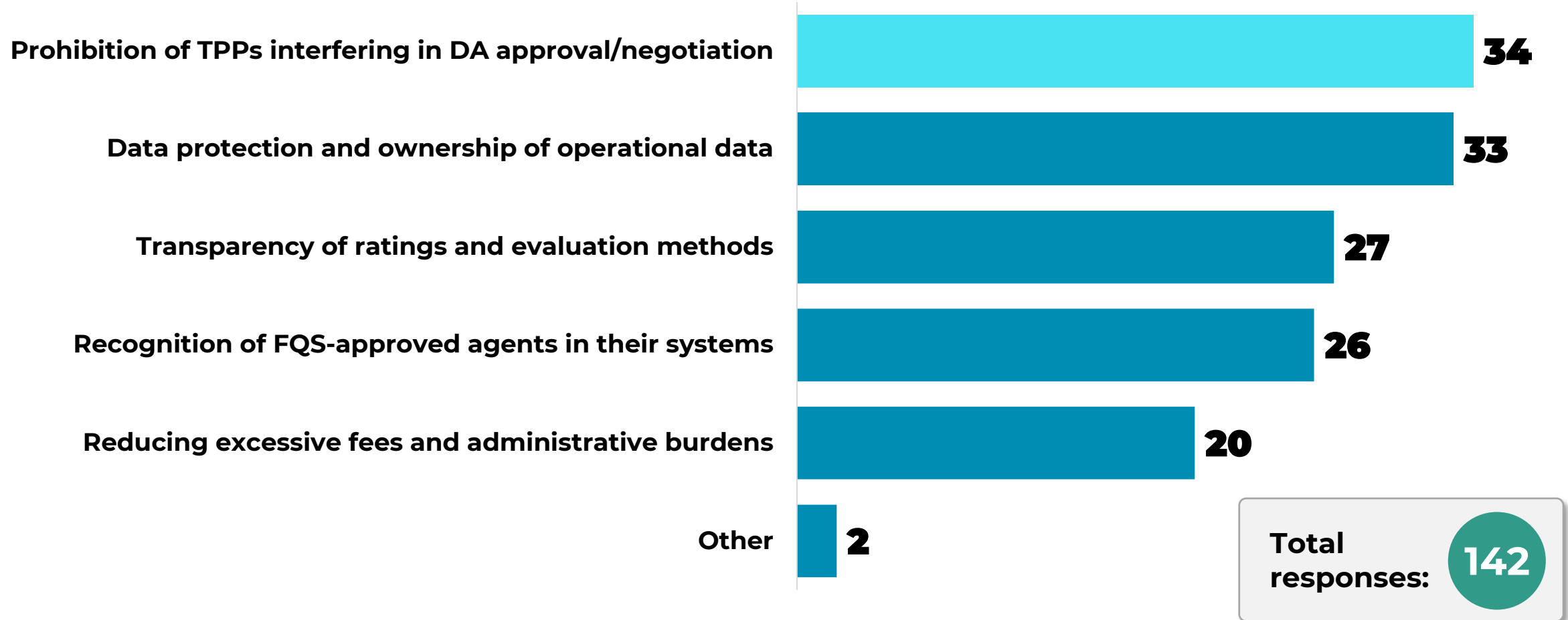
Total responses:

114



05. WHAT SPECIFIC ISSUES SHOULD FONASBA RAISE WITH TPPS?

(Select up to 3)



06. HOW MUCH INFLUENCE DO YOU THINK FONASBA CAN REALISTICALLY HAVE OVER THESE GLOBAL COMPANIES?

Some influence (able to open dialogue and achieve limited improvements)

26

Limited influence (mainly raising awareness, little direct impact)

19

Significant influence (able to negotiate concrete changes)

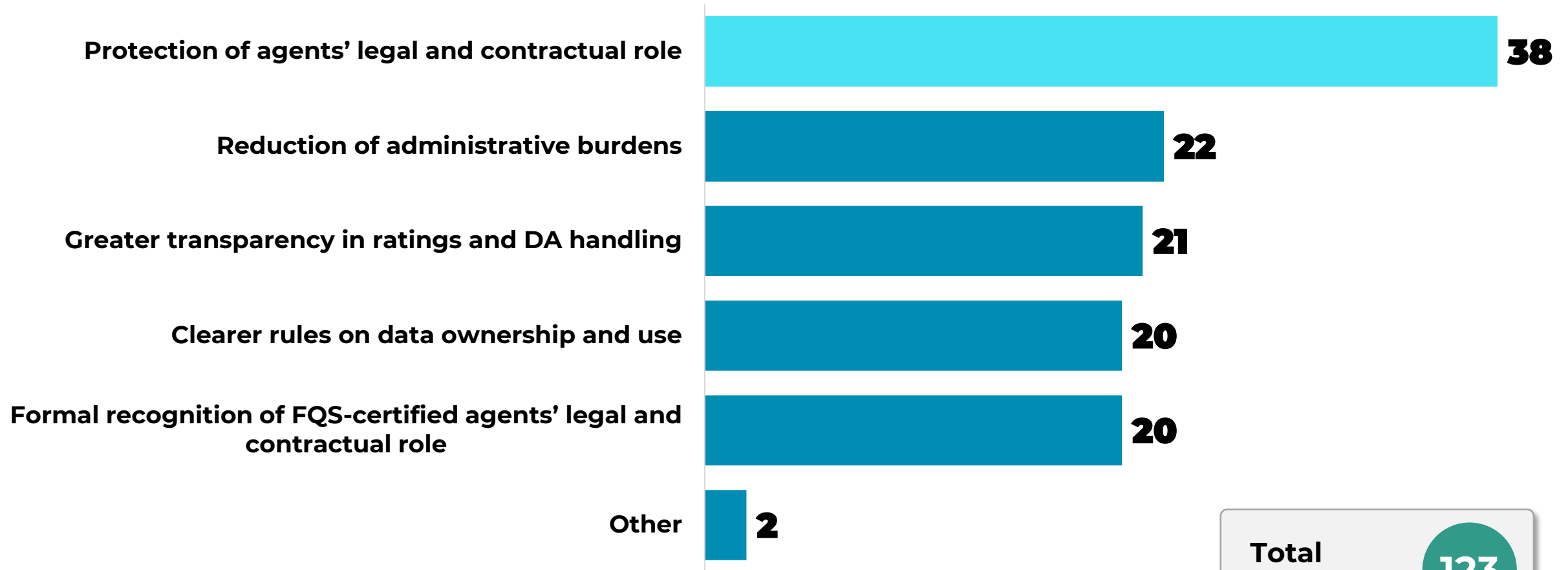
13

Total responses:

58



07. WHAT WOULD BE THE MOST VALUABLE OUTCOME OF FONASBA'S ENGAGEMENT WITH TPPS?



Total
responses:

123





FONASBA

THANK YOU

