

## 9 Services to Look for from a Fleet Management Company

### *Comparing Apples & Oranges*

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At some companies, a vehicle fleet is managed by personnel with limited or no fleet background resulting in the need for a partnership with a Fleet Management Company (FMC). Before you engage with an FMC, you should decide what you are interested in outsourcing. **What expertise and resources are you looking for?** In the Fleet Management world there are many choices available to the average business.



FMCs offer a wide variety of services including:

- Vehicle specification development
- Vehicle order placement
- Company vehicle policy development
- Vehicle Leasing
- Maintenance and fuel management
- Telematics
- Data capture and access
- Personal mileage reporting
- Registration renewals, title transfers, payment of fines and violations

The list goes on and on – but what is right for you? An FMC is not your enemy, if you share your goals and objectives clearly, they can become your partner. An FMC needs a clear understanding of what your needs are in order to provide the best solution(s) for you and your company.

A clear understanding of the services being provided is also crucial to determine if you are really getting the best value. Getting the lowest price possible may make you feel like you got the best deal, but in most cases your new FMC will do as little as possible for that low price. Negotiate carefully – make sure you know what you are getting for your money.

In the end, price doesn't mean much unless you know what mix of services is included. Make sure you do, or you just might end up with an apple when you thought you were buying an orange.