

What is Fleet Management?

Fleet management is evolving. While leasing, funding, and services are still a key part of the equation, FMCs now leverage real-time data, consulting, reporting platforms, telematics, and more to deliver a sophisticated mix of offerings that can touch every aspect of your fleet. Even experienced fleet managers can benefit from having an expert partner to work with on large-scale issues like compliance, safety, policy, and efficiency. Here is a look at what fleet management companies offer today. At Merchants Fleet, we're constantly innovating to stay ahead of the fleet management curve. What services and solutions do you think the future will bring to fleet?

1 LEASING & FINANCING

A fleet management company will offer a variety of leasing and financing structures, including closed-end and open-end lease structures. Look for a flexible partner, who will find terms that match your needs and budget.



2 VEHICLES & SPEC'ING

Having the proper vehicles with the right level of upfitting not only makes your fleet more cost-effective - it can improve driver safety and satisfaction. Fleet management companies offer expertise in rightsizing and upfitting for companies that have specific, specialized requirements.



3 MOBILITY

Fleet isn't just long-term leases. Short-term arrangements and vehicle pooling & sharing are also part of the fleet management picture. The flexibility mobility offers can drive efficiency for your fleet, and a fleet management company can show you how to leverage these innovative options.



4 TECHNOLOGY

Fleet is increasingly a tech-driven industry. Fleet management companies offer real-time data management platforms that empower companies to manage factors like fuel and maintenance, as well as track driver hours and generate reports for compliance purposes. Many also offer powerful mobile apps, which allow access to key data, reports, and platforms while you are on the go.



5 CONSULTING

The true power of a fleet management partner comes from its consulting team. These experts will leverage data-analytics to benchmark your fleet's performance, identify usage patterns & trends, and find opportunities for cost-savings.



6 SERVICES

A good fleet management company will cover it all: fuel cards, tolls, maintenance, telematics, registrations, compliance and more. Look for scalable service that can range from day-to-day-administration, up to vehicle lifecycle and fleet performance management.

