



CORCENTRIC FLEET PROCUREMENT

Truck Fleet Management Services gains *standard pricing and nationwide credibility* with fleet procurement solution



The challenge

Truck Fleet Management Services (TFMS) has been in business since 1900. The company has evolved from operating ships on the Great Lakes to supporting modern commercial fleets across the country. Today, the company focuses on contract maintenance, serving fleets of all sizes.

To remain competitive against much larger maintenance providers, TFMS was in search of a way to secure consistent, competitive pricing, and support their nationwide operations, without adding administrative burden.

The company needed a simpler, more reliable approach to procurement, billing, and nationwide service support.

The solution

Truck Fleet Management Services implemented Corcentric Fleet Procurement in 2006. Since then, the company has benefited from:

Before partnering with Corcentric, Truck Fleet Management Services managed supplier pricing and negotiations on their own. This led to:

- Inconsistent and expensive pricing
- Vendor uncertainty on the road
- Administrative overhead

- **Standardized national pricing:** Corcentric negotiates pricing with vendors, OEMs, and tire suppliers on the company's behalf, eliminating the need for one-off negotiations.
- **Nationwide credibility:** No matter the dealer, technicians can walk in knowing they'll be treated like a long-term customer.
- **Consolidated vendor billing:** Corcentric handles billing across suppliers, giving the accounting

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team a centralized place to pay and reducing paperwork.

"All we have to do is contact them and we've got our parts coming and we know we're going to get a good price," says Bartlein.

The results

Partnering with Corcentric has delivered significant operational and competitive value. Truck Fleet Management Services has gained consistent, predictable pricing across parts and tires nationwide, helping control costs no matter where service is required.

By consolidating vendor billing into a single portal, the company has reduced back-office workload. Procurement and accounts payable teams have real-time visibility into the status of every invoice received.

Perhaps most important is the credibility aspect — they can be in any town at any dealership and have the peace of mind that they'll receive trusted pricing and be recognized as an established customer.

Looking ahead, Truck Fleet Management Services is interested in how artificial intelligence and automation will further support decision-making, particularly in areas like inventory optimization and invoicing analysis.

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SCOTT BARTLEIN, FLEET
MAINTENANCE MANAGER, TFMS

Get peace of mind.

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Corcentric is a leading global provider of best-in-class procurement and finance solutions. We offer a unique combination of technology and payment solutions complemented by robust advisory and managed services. Corcentric reduces stress and increases savings for procurement and finance business leaders by forming a strategic partnership to diagnose pain points and deliver tailor-made solutions for their unique challenges. For more than two decades, we've been a trusted partner who delivers proven results. To learn more, please visit www.corcentric.com.