

ENGAGEMENT OVERVIEW

Vendor Network Optimization

Most fleets don't have a vendor problem — they have a vendor management problem. Unmanaged networks cost 15–30% above what a structured preferred network would cost for the same work.



ENGAGEMENT PHASES

PHASE 01 Vendor Spend Audit 12 months of invoices analyzed. Outliers flagged and benchmarked against market rates.	PHASE 02 Performance Assessment Each vendor scored on quality, pricing, turnaround, and reliability. Network ranked.	PHASE 03 Network Consolidation Optimal vendor mix by geography and repair category. Coverage gaps identified.	PHASE 04 Rate Negotiation Rate cards and SLAs built. Negotiation playbook and talking points delivered.	PHASE 05 Accountability Framework Vendor scorecards, invoice review process, and quarterly review structure designed.
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TYPICAL OUTCOMES

8–18% REDUCTION IN TOTAL VENDOR SPEND	60–90 DAYS TO RECOVER ENGAGEMENT COST	3–5× ROI IN YEAR ONE
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