

21 Things to Consider when Evaluating a *Fleet GPO Partner*

Choosing a fleet GPO is about more than just finding the lowest price. The **right** partner should bring value, fleet expertise, meaningful buying power, strong supplier relationships, and the resources to help you achieve measurable results.

Use this checklist to evaluate what matters most when comparing potential GPO partners.

Get Started: Review each checklist item, consider what matters most to your organization, and use the checklist to compare potential GPO partners.

About Corcentric

Corcentric helps organizations optimize fleet procurement through greater buying power, industry expertise, supplier relationships, and data-driven insights.

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Expertise & Strategy

CHECKLIST ITEM		WHAT TO LOOK FOR
☐	Fleet Category Expertise	Specialized knowledge across the fleet categories most important to your organization, including an understanding of purchasing requirements, market dynamics, and key cost drivers.
☐	Proven Fleet Expertise	Experience supporting fleet-intensive organizations, with practical insights into fleet operations, industry challenges, and procurement strategies that balance cost savings and operational performance.
☐	Total Cost of Ownership Focus	A comprehensive evaluation of fleet costs beyond purchase price, including maintenance, utilization, downtime, lifecycle expenses, and overall operating costs.
☐	Strategic Procurement Advisory	Proactive guidance, market intelligence, and strategic recommendations that align fleet procurement initiatives with broader business objectives.

Savings & Supplier Management

CHECKLIST ITEM		WHAT TO LOOK FOR
☐	Proven Savings Results	A proven track record of measurable savings supported by transparent methodologies for calculating, validating, and tracking financial impact.
☐	Fleet Benchmarking & Market Intelligence	Access to relevant market and industry benchmarks for pricing, purchasing activity, and supplier performance to identify savings opportunities and improvement areas.
☐	Supplier Negotiation & Contract Management	Negotiation expertise, purchasing scale, and market knowledge that support competitive pricing, favorable contract terms, and ongoing agreement performance.
☐	Supplier Performance Management	Active monitoring of supplier service levels, contract compliance, responsiveness, quality, and other performance metrics that impact fleet operations.
☐	Competitive Supplier Network	Access to a diverse network of qualified national, regional, and local suppliers that balances competitive pricing with operational flexibility.

Program Execution

CHECKLIST ITEM		WHAT TO LOOK FOR
☐	Implementation & Supplier Onboarding	Hands-on support for supplier onboarding, stakeholder communication, process integration, and program deployment to enable a smooth transition.
☐	Program Adoption & Change Management	A structured approach to driving participation across locations and stakeholder groups, supported by clear processes, communication, training, and ease of use.
☐	Continuous Program Optimization	Ongoing evaluation of spend, market conditions, supplier performance, and evolving business requirements to sustain savings and improve program outcomes.
☐	Dedicated Account Management	A dedicated support team that provides strategic guidance, proactive communication, issue resolution, and ongoing program oversight.

Technology & Visibility		
CHECKLIST ITEM		WHAT TO LOOK FOR
☐	Spend Analytics & Visibility	Comprehensive visibility into spend and purchasing activity, supplier utilization, contract compliance, and savings realization.
☐	Technology & Systems Integration	Integration with existing procurement, financial, fleet, and ERP systems to improve data visibility, automate workflows, and reduce administrative effort.
☐	Savings & Performance Measurement	A clearly defined measurement framework supported by relevant KPIs, performance reporting, and value-tracking methodologies.
☐	Data Security & Compliance	Established security controls, privacy practices, compliance processes, and risk management measures designed to protect sensitive business and fleet data.
Scale & Partnership		
CHECKLIST ITEM		WHAT TO LOOK FOR
☐	Scalability & Geographic Reach	The ability to support current operations while accommodating growth across locations, markets, and fleet sizes without sacrificing visibility, consistency, or control.
☐	Flexibility & Customization	A flexible program that accommodates unique fleet requirements, spend profiles, operating environments, and existing supplier relationships.
☐	Transparent Fee Structure & ROI	Clear program pricing, fee transparency, and a demonstrated ability to deliver measurable financial value and return on investment.
☐	Long-Term Partnership & Value	A commitment to ongoing collaboration, continuous improvement, supplier management, and sustained value delivery beyond the initial sourcing event.

Get peace of mind.

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ABOUT CORCENTRIC

Corcentric helps organizations remove friction from complex financial and operational processes through industry-leading Fleet Solutions and Managed Accounts Receivable. Combining decades of industry expertise with managed services and innovative technology, Corcentric helps businesses reduce operating costs, accelerate cash flow, improve working capital, and operate more efficiently. Since 1996, Corcentric has partnered with organizations to deliver measurable business outcomes and long-term value. To learn more, visit www.corcentric.com.