



**corcentric**<sup>™</sup>  
formerly AmeriQuest

**Dramatically reduce  
your total cost of  
ownership.**



Capital Equipment Solutions

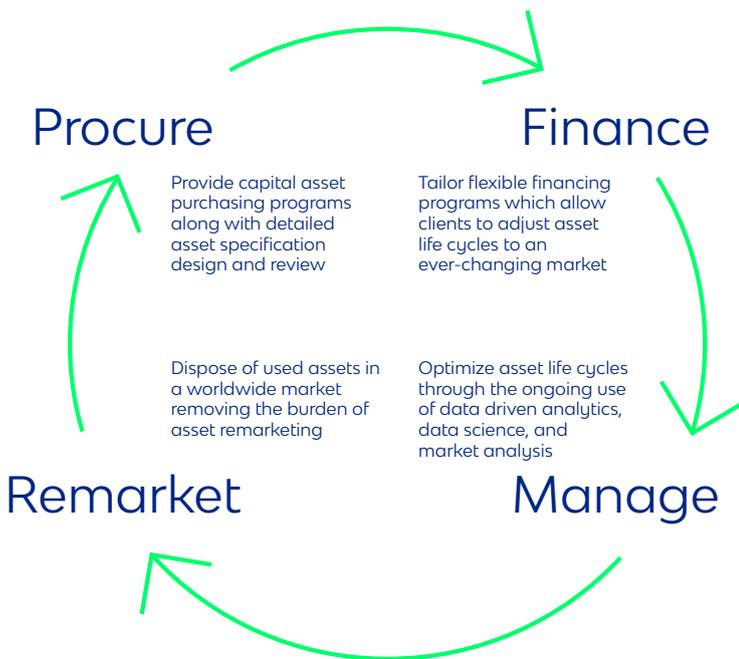
[corcentric.com](http://corcentric.com)



**By combining  
continuous cost  
analysis and flexible  
financing, you can  
maximize the utility  
of every asset.**



## Take a holistic view of asset management.



Changing how you look at asset management from a vertical siloed view, to a holistic cross-functional view, can pay off big. Often procurement, finance and fleet operations are managing to their own number.

- Procurement is working to drive down the price of purchasing the asset.
- Finance is trying to get the best interest rate and the best financing terms for the asset.
- Operations is focused on maximizing the utility of their fleet and keep them on the road.

But when it comes to fleet assets, the best way to realize maximum cost savings is to bridge the gap. Bridging the gap across functions and looking collectively at price, financing, and usage can significantly drive down total costs and allow you to get the most out of each asset.

# Data is the link between procurement, finance, and operations.

## 1. Giving your data meaning

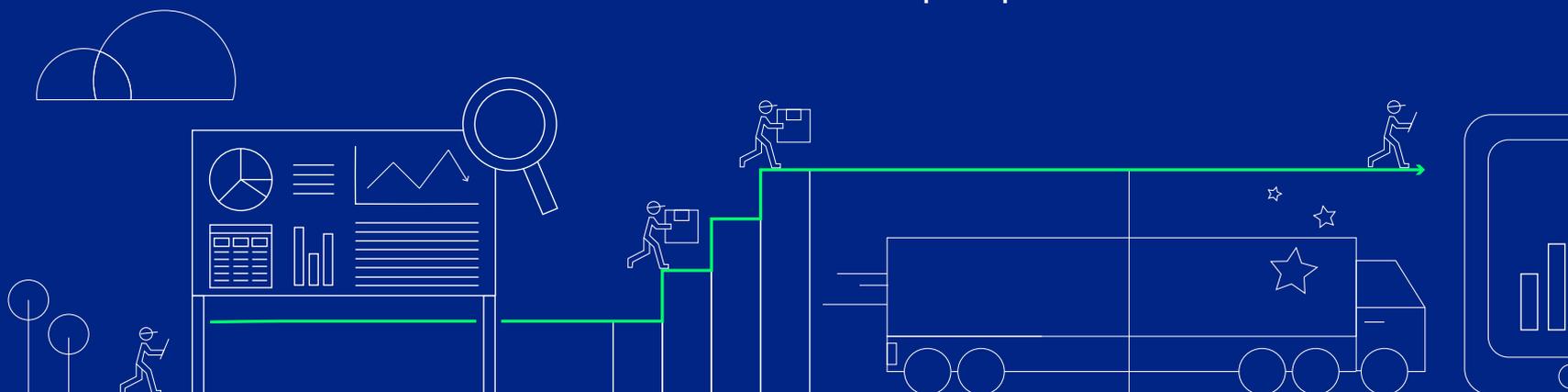
Many assume that the more data you have the better, and that is true, as long as you have the ability to interpret it. For fleets, this means not just collecting data, but developing actionable strategies that will help you optimize your fleet and reduce costs.

Using your capital equipment asset data and our proprietary analytics model, we'll analyze more than 100 different metrics to reveal what your capital equipment assets are actually costing you, down to the individual unit.

## 2. Executing your data driven strategy

We then use that data to design a customized financial structure that optimizes your capital asset lifecycle. We tap into our powerful proprietary asset planning programs to customize financing and asset replacement planning recommendations that can immediately increase your productivity and lower overall operating costs by up to 20%.

By coupling analytics and financing with remarketing and procurement services, we can help you make the most cost-effective decisions on which assets to keep or replace.



Optimize

Benchmark

Procure

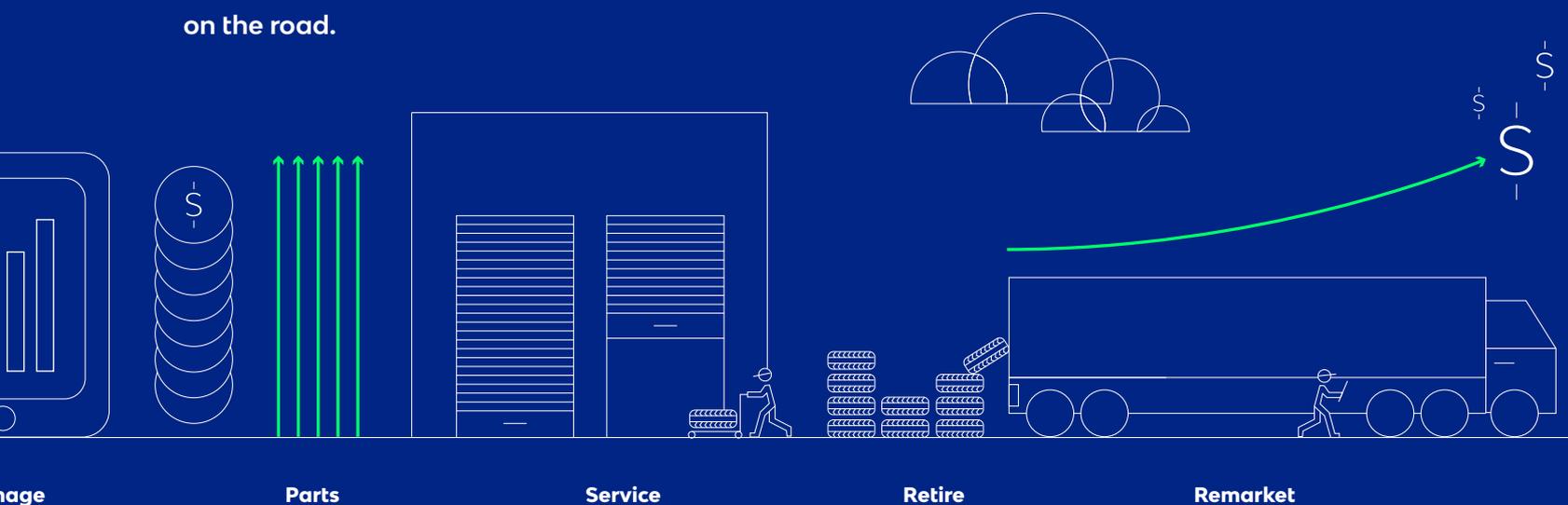
Finance

Man

### 3. Continuously assessing new cost-savings opportunities

By leveraging your current asset usage, maintenance and repair data layered with external market data like inflation, fluctuations in commodity prices, and interest rates, you can better understand the optimum lifecycle for each of your assets—not just at the outset of the lease—but overtime as the market changes.

We've designed an asset management service that combines flexible financing options with ongoing analysis of your fleet equipment. It allows you to take a proactive approach to managing your fleet while it's on the road.



# A holistic approach to asset management can pay off big.

## GROCER IN SOUTHEAST

(500+ tractors)

Quarterly fleet planning meeting—replace/extend Run Cost Analysis for annual tractor procurement

**Savings = \$900k**  
**(over 12 months)**

## NATIONAL DIRECT STORE DELIVERY FLEET

(2,300+ units)

Quarterly fleet planning meeting—fleet mix analysis comparing Run Cost of 19' single axle units to 24' dual axle units

**Savings = \$48k per unit**  
**(over seven years)**

## GROCER IN NORTHEAST

(150 tractors)

Quarterly fleet planning meeting—Maintenance and Repair VMRS Code analysis on maintenance spend to determine ROI on extended warranty purchases

**Savings = \$750 per unit**

## FOOD + NUTRITION MANUFACTURER

(#66 on Fortune Global 500)

Fleet optimization project to repurpose reefer bodies from inefficient chassis to new chassis

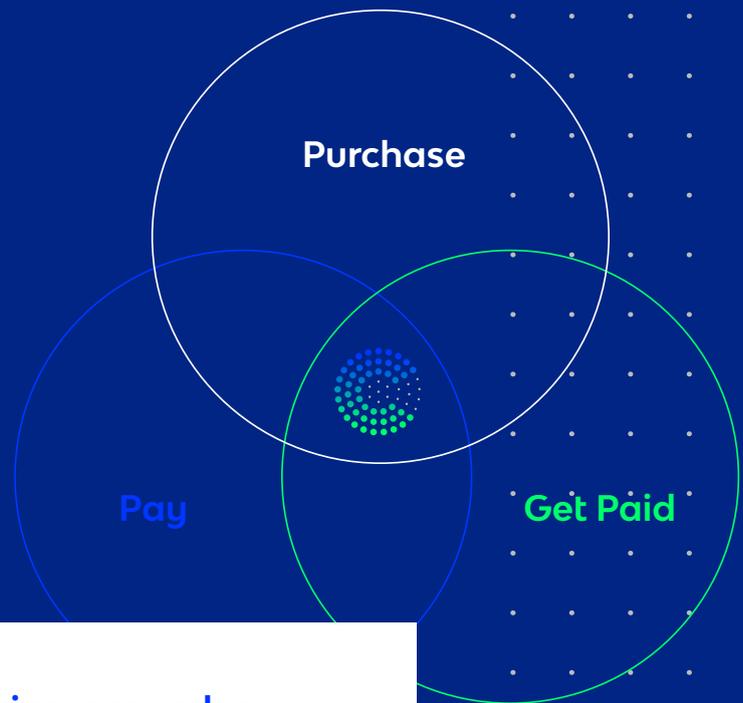
**Savings = \$14 Million**  
**(over seven years)**





# Spend smarter, optimize cash flow, and drive profitability.

Corcentric is a leading provider of procurement and finance solutions. We help companies reduce costs and improve working capital by optimizing the way they purchase, pay, and get paid.



Our solutions are designed to help businesses reduce their costs, increase their margins, and reinvest in the growth of their businesses.

## Procurement

Stronger purchasing power and smarter spend management means better business decisions.

## Payables Automation

Move from purchase order to payments, faster and with fewer headaches.

## Billing Solutions

Simplify the complexity of wholesale distribution and national account billing.