

Fleet Operating Costs Targeted by New Cross-Industry Alliance Spearheaded by Fleet And Fuel Solutions

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ProFleetVehicleRepair has announced the formation of a new cross-industry alliance aimed at reducing operational costs and improving service continuity for fleet operators across the United Kingdom. The initiative unites five prominent companies: Fuel And Fleet Solutions, Business Gas Card, Pro Fleet Vehicle Repair, Fuel Consults, and Fleet Fueling Card. Together, they form a strategic network designed to address the most pressing cost drivers in fleet management, including fuel, finance, maintenance, and operational inefficiency.

The alliance, informally branded as the ?Fleet Operating Network,? represents a unique collaboration that spans the full spectrum of fleet services. With a shared commitment to customer-centered innovation and measurable results, the participating companies are introducing a new standard for integrated support tailored to commercial fleets of all sizes.

?Fleet costs are increasing on all fronts: fuel, repairs, compliance, and labor. Tackling these challenges in

silos no longer works,? said Shannon Mangroe, Director of Fleet Operations at Fuel And Fleet Solutions. ?By bringing together partners who specialize in the most cost-sensitive areas of fleet operations, we?re enabling our clients to make smarter decisions faster and with fewer vendors to manage.?

Fuel And Fleet Solutions serves as the cornerstone of the alliance, offering fuel card programs with flexible pricing models and robust reporting tools. Business Gas Card complements this by delivering scalable fuel credit solutions and advanced purchase tracking for high-volume operators. Pro Fleet Vehicle Repair contributes a national maintenance and diagnostics network focused on minimizing downtime. Fuel Consults provides strategic advisory services to help fleets align operational decisions with long-term cost goals. Fleet Fueling Card, operating under the guidance of Fuel Consults, adds additional value with customized fueling solutions for multi-region operations.

According to Trevor Sheldon, Vice President of Fuel Program Strategy at Business Gas Card, the key to the alliance is interoperability. ?We?ve designed our services to connect, not compete. That means shared data streams, mutual client support, and unified reporting where it matters most. We want fleet managers to stop guessing and start planning with precision.?

For many fleet operators, coordinating between fuel card vendors, repair shops, and financial service providers has long been a source of inefficiency and hidden costs. The Fleet Operating Network addresses this by offering a centralized onboarding experience, single-point account management, and a joint support structure that spans all participating companies. This not only reduces administrative load but also improves service responsiveness and accountability.

Pro Fleet Vehicle Repair, a critical player in the alliance, brings operational uptime into the spotlight. ?Maintenance is often reactive and disjointed,? said James S. Frigo, Chief Commercial Officer. ?With this network, we?re embedding repair strategy directly into the broader cost management equation. Our clients can now plan maintenance like they manage fuel, strategically and proactively.?

Fuel Consults plays a vital orchestration role, supporting both implementation and long-term optimization. Cathleen Cunningham, Head of Transportation Partnerships at Fuel Consults, said the alliance is a response to what she calls the fragmentation gap. ?Fleet managers are under pressure to deliver results, but they often work with data and systems that don?t talk to each other,? she said. ?Our job is to bring those elements together and turn complexity into clarity. This alliance gives us the platform to do just that, at scale.?

The inclusion of Fleet Fueling Card provides additional flexibility for fleets operating across multiple regions or with diverse vehicle types. With customizable fueling access points and integration with other systems in the alliance, the card enables better route planning, driver compliance, and consolidated reporting.

The alliance will also launch a quarterly Fleet Insights Report starting later this year, aggregating anonymized data across all partners to deliver benchmarking insights, trend forecasts, and actionable recommendations for participating clients. The goal is to move beyond services and into strategy, helping fleets not just survive but thrive amid shifting regulatory and economic conditions.

Clients joining the alliance can expect tailored onboarding programs based on their fleet size, industry, and operational priorities. Each company brings its own dedicated support infrastructure, but all customer touchpoints are managed under a unified framework to ensure a seamless experience.

The first clients to participate in the alliance report early benefits including faster service turnaround, reduced invoice discrepancies, and clearer accountability when issues arise. Several are already exploring multi-partner pilot programs involving integrated fuel and maintenance tracking linked directly to their financial planning tools.

?We're not just offering a new bundle. We're delivering a new business model for fleets,? said Shannon Mangroe. ?And with the right partners, we?re confident it will reshape how our clients manage cost, complexity, and growth.?

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ProFleetVehicleRepair

Pro Fleet Vehicle Repair specializes in comprehensive fleet vehicle maintenance, fueling and repair solutions resource, helping businesses optimize performance and reduce downtime.

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