

# Program Management FAQs

**Q:** What is Program Management?

**A:** FleetCor's Program Management offering provides turnkey outsourcing of your entire fuel card program, enabling you to focus on your core business of selling fuel.

**Q:** Are there any examples of Program Management in place?

**A:** Yes. FleetCor is helping top oil companies today deliver world class fuel card programs through full program management, including Chevron, BP, Arco, Citgo, Q8, and Delek. See our case studies for more specific examples.

**Q:** Which business functions are outsourced to FleetCor through its Program Management offering?

**A:** With FleetCor's Program Management offering, oil companies can fully outsource the following functions:

- Revenue Management
- Sales and Marketing
- Processing
- Customer Service
- Fulfillment
- Credit and Loss Management
- General & Administrative (e.g., HR, IT, Finance)

**Q:** Can FleetCor help my company exit the fuel card business entirely?

**A:** FleetCor has adequate capital and resources to purchase the assets of your fuel card business, and would welcome a conversation regarding the structure of such an arrangement.