

5 Things to Consider When Selecting a New Gas and Equipment Supplier.



To simplify the process, focus your search on these five key areas to select a supplier that is the best match for your unique needs.

1 Coverage

Coverage is typically the first element that is evaluated when comparing various supply options. Depending on the size and location of your business, you may require multiple suppliers to serve your locations or may need a supplier that is flexible enough to grow

2 Billing Accuracy

Billing Accuracy is an impactful, often overlooked, aspect of selecting a new supplier. Ask your contending suppliers how they ensure billing accuracy and to provide information about the process for making corrections when needed.

3 Reliability

Reliability is a critical element to evaluate in your new supply source. Ask for references of clients in your industry that can vouch for the dependability of the service level that the supplier is offering. A strong client list is also a good sign of reliability.

4 Accessibility

When the going gets tough, who will be there to answer the phone and deliver that last minute emergency order? What about after hours needs? Will you place your orders online, via phone, or through EDI or CXML? Ask about your day-to-day point of contact. If you're using a national supplier, you may have multiple contacts for each of your locations.

5 Cost

Cost is clearly important in selecting your new supply source. Unit cost is typically less than half of the true cost of a gas program. Consider all of the components of your program by evaluating delivery rates, ancillary fees, rental charges, and most importantly, the amount of your time that will be required to make the new program a success.