CASE STUDY

Managing Fast Growth:
Facilities and Foodservice Supplier Streamlines Fuel Oversight and Invoicing

Client Profile:

A Fast-Growing Facilities and Foodservice Supply Company

Our client is an independently owned and operated wholesale distributor of facilities maintenance supplies and foodservice packaging. With more than 120 warehouses and approximately 2,300 power units, the company services some of the biggest restaurant, grocery and hotel chains in North America.

The company is in the midst of a robust growth plan, aiming to triple in size in five years. As the business grows, so does the fleet, and company leadership recognized the need for a uniform, data-driven approach to managing their fuel card and mobile fueling programs.

Challenges:

Many Fuel Vendors, Not Enough Efficiency

This supplier uses both fuel cards and mobile fueling to power their fleet. Prior to working with us, they were juggling two fuel card programs that lacked beneficial discounts and controls to monitor for efficiency and theft. In addition, they were engaged with multiple mobile fueling vendors at 40 locations—and growing— which generated close to 500 invoices a month. The sourcing department found it difficult to properly manage, approve and code this constant inflow of invoices.

Solutions:

Cost-Effective Fuel Card Platform, Streamlined Mobile Fueling Program

Sokolis used their proprietary analytics platform, "The Tank," to gather data from fuel card providers and mobile fueling vendors across all operational locations. We were able to identify the most cost-efficient places for drivers to fuel along their routes. Also, we negotiated bigger discounts at several additional retail outlets, rebates based on the amount of fuel spent each month and a large network of small discounts.

We also negotiated a fuel card program that included parameters to mitigate theft, including PIN numbers and odometer reading entries. Now our client can control the number of fuel stops per day, amount of fuel purchased and the time of day the cards can be used.

To address the hundreds of mobile fueling invoices per month, we set up a process to manage all invoices on one system. Each location is coded, and the client receives only a few invoices per month with a detailed summary of all transactions. The vendors are paid via the system according to their negotiated terms. This new invoicing system enables our client to approve invoices in just several minutes a few times per month, saving them hours of work per week.

With the new fuel card program and mobile fueling invoice processing system our client can continue its rapid growth **without the burden of additional staffing and time to manage its fuel program.**
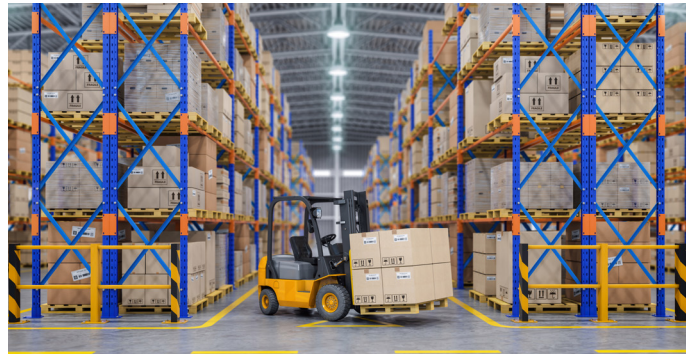
Results:

$300,000 Per Year in Fuel and Labor Savings

Sokolis fuel management program saves the distributor:

- *More than $5,000 per month in fuel card savings and discounts from retail locations*
- *More than $12,000 per month in mobile fuel costs*
- *An additional $8,000 per month in labor costs*
- *A total of more than $300,000 PER YEAR*

The new fuel card program generates savings by using data analytics to find the best places for drivers to stop for fuel along each route, negotiate better discounts at retail outlets, implement usage monitoring controls and detect fraud.

The new mobile fueling platform consolidated the invoicing process into one system, saving hours in labor needed to review and approve billing and pay vendors.

With these data-driven, tailored fuel management programs in place, our supplier client can focus on their core business, provide quality service to their customers and forge ahead with their vigorous growth plan.