



CASE STUDY

Managing Fuel Data: Motoring Association Validates Pricing and Improves Fuel Oversight

Client Profile:



A Large, National Motoring Association

Our client is one of the largest providers of roadside assistance in the United States. They serve members across the country with their fleet of over 20,000 towing and roadside service trucks.

As the company has grown and expanded their fleet, their fuel costs have risen. So, the company's leadership turned to Sokolis for help in managing their fuel program, auditing fuel invoices and reducing costs.

Challenges:



Lack of Audits and Detailed Fuel Reports

Before working with Sokolis, our client struggled to audit their fuel invoices. They did not have the staff or time needed to verify their invoices, so they ended up paying extra for billing errors.

The company also wanted to improve their reporting process for fuel. They needed to track how much fuel, and what type of fuel, each location used. Without this data, they could not claim tax credits and negotiate fuel discounts with vendors.

Solutions:



Leveraging Fuel Data to Validate Pricing

Initially, our client bought compressed natural gas from fueling stations. Sokolis negotiated with the vendors to secure better discounts. Later, when our client installed natural gas pipelines in their facility, we audited their bulk fuel invoices to ensure they paid a fair price. We also added bulk natural gas to their reports so they could track trends in natural gas consumption over time.

Our team audited invoices for our client's bulk propane program, correcting billing errors. We also added propane to their monthly reports — enabling them to claim alternative fuel tax credits.

Finally, we analyzed payment options for their fleet of electric vehicles. We set up a tap-to-pay fuel card program that would enable drivers to easily power their cars.



With regular audits and more detailed reporting, our client can now **negotiate better discounts, reduce billing errors and claim alternative fuel tax credits.**



Results:



More Frequent Fuel Oversight

Sokolis' fuel management services help the motor association:

- *Apply for tax credits under the Inflation Reduction Act*
- *Consolidate their fuel data into one report for easy analysis*
- *Save money by claiming credits for billing errors*

Sokolis negotiated a discount on compressed natural gas of five cents per gasoline gallon equivalent (GGE). To ensure the discount was in place, we performed regular audits on our client's invoices, providing them with additional savings. These audits uncovered billing errors that enabled our client to claim credits from fuel vendors.

We also provided our client with detailed reports that summarized their propane and compressed natural gas consumption. With these reports, our client could claim tax credits under the Inflation Reduction Act.

With our detailed fuel reports and regular audits, our client can streamline their fleet operations while reducing costs.