



CASE STUDY

How a Vegetation Management Company Saved \$1.57 Million on Fuel With Sokolis

Client Profile:



A Fast-Growing Vegetation Management Company

Our client is the largest vegetation management company in the United States, with over 175 locations. They remove vegetation from railroads, pipelines and utility lines, keeping infrastructure clear and functional. To transport their equipment, they have a large fleet of pickup trucks and utility vehicles. This fleet consumes over 42 million gallons of gas and diesel each year.

As the company grew, so did their fuel costs. So, they turned to Sokolis find more affordable fueling options, negotiate discounts on fuel and audit invoices.

Challenges:



Remote Project Sites With Few Fueling Stations

Before using Sokolis, the vegetation management company struggled to control their fuel costs. Their drivers took variable routes and bought fuel from out-of-network vendors. As a result, the company could not use their buying power to negotiate discounts.

The company also needed to set up fueling services for new projects. The process of finding vendors took time away from their core business. It was also hard to find nearby vendors, as their project sites were often remote.

Solutions:



A Streamlined Fuel Program and Regular Audits

First, Sokolis negotiated discounts with fuel vendors our client was currently using. We used the benchmark prices for gas and diesel to determine whether our client was paying a fair price.

We also audited invoices for both mobile and over-the-road fueling. Our team ensured that our client paid a fair price and received discounts. By correcting billing errors, we helped our client receive thousands in credits.

As our client takes on new projects, we help them set up the necessary fueling services. For each project, we gather site information including how many vehicles need fuel, how much fuel they require and how often. Next, we gather quotes from local vendors and negotiate discounts. Once we determine the best vendors, we coordinate with them and on-site workers to set up the fueling service.

Finally, we provide detailed fuel reports for our client that include trend reports, yearly and monthly breakdowns of their fuel program.



Results:



\$1.57 Million Per Year in Fuel Savings

Sokolis' fuel management services help the vegetation management company:

- **Save \$1.5 million in yearly over-the-road fuel costs**
- **Save thousands in credits from overbilling**
- **Save a total of \$1.57 million each year**

By negotiating discounts on over-the-road fuel, we help our client save \$1.5 million per year. Now, our client can fuel their vehicles at in-network vendors along their routes, saving a significant amount of money.

We continue to audit invoices for our client, helping them save thousands in credits from overbilling.

With a streamlined fuel program, our client can now power their fleet in remote areas while saving over \$1.57 million each year.

With fuel discounts and a simplified network of fuel vendors, our client **saves money while fueling their fleet in remote areas.**