

GLOBAL FLEET CONFERENCE

June 6-8, 2017

Miami Marriott Biscayne Bay
Miami, FL



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How to Create a Global Fuel Procurement Strategy



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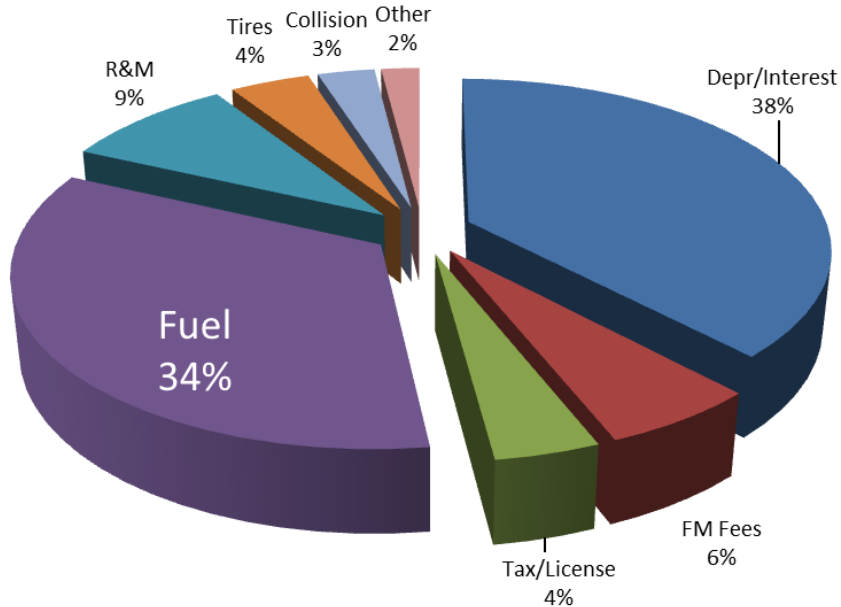
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Background



2nd Largest Fleet Expense

- Limited central fuel management strategy
- Limited focus on price and consumption
- Measurement without Management

First things first...

What are the fundamentals that need to be in place first to build a successful corporate fuel strategy?



Think globally act locally...

- How does market segmentation and regional differences impact a fuel sourcing strategy?
- How does a Company leverage global volumes while respecting regional differences?
- How does operational differences impact fuel procurement strategies?

Pulling it together...

- How does a global fleet best index the cost of fuel for comparison and sourcing purposes?
- How should a Company go to market?
- Does the type of fuel dictate the fuel pricing strategy?
- What is the one thing most overlooked in fuel RFP's

Leveraging technology...

- Applications to locate the lowest pump price?
- Other technologies to leverage?
- How are fleets incorporating fuel data?

