

FuelQuest's Fuel Management System (FMS)



FMS DELIVERS OPERATIONAL AND FINANCIAL VALUE TO CUSTOMERS SUCH AS:

- 7-Eleven
- Brookshire's Grocery
- ConocoPhillips
- Costco
- Couche-Tard
- Cumberland Gulf
- FedEx Ground
- MAPCO Express
- Ryder Fuel Services
- Speedway
- Swift Transportation
- UPS
- Victron Energy
- Walmart/Sam's Club
- YRC Worldwide

Real-time, web-based supply chain management solution uniting fuel suppliers, distributors, and buyers in global downstream energy

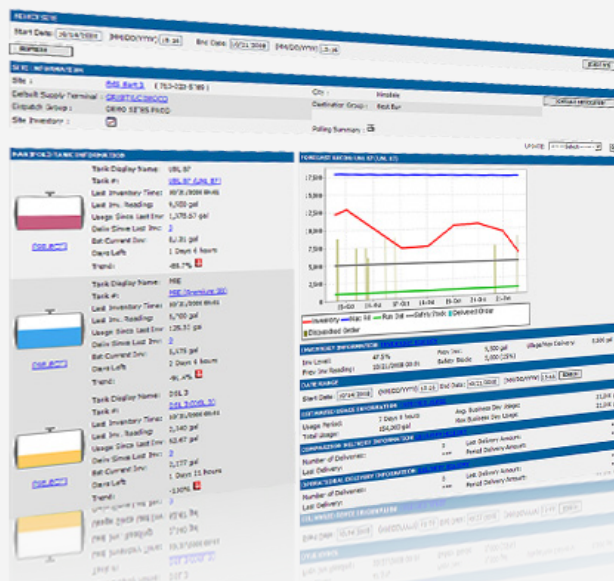
FuelQuest Fuel Management System (FMS) enables suppliers, distributors, and buyers of petroleum products to better manage the complexity, regulation, and market volatility of motor fuels. FMS automates all aspects of the fuel management process from procurement, inventory management, demand forecasting, strategic sourcing, and financial reconciliation to margin analysis and environmental compliance monitoring. The FMS solution powers the largest fuel management network in North America with more than 19 billion gallons managed annually.

THE CHALLENGE: IMPROVING FUEL SUPPLY CONTROL AND MARGIN

Supply chain complexity and price volatility expose fuel and procurement managers to excessive margin erosion. This loss of margin occurs at numerous junctures in the supply chain and is due to systemic problems including non-optimal purchasing, manual processes, theft, avoidable run-outs and retains, incorrect invoicing, or misalignment of inventory to demand. Fuel operators are searching for ways to improve in these areas so they can make better use of working capital, reduce fuel related operating expenses, ensure security of supply, and ultimately mitigate the impact of price swings.

THE SOLUTION: IMPROVED VISIBILITY, AUTOMATION AND PRICING IN FUEL SUPPLY

FuelQuest FMS, the most comprehensive end-to-end fuel supply chain solution, squarely addresses these business-critical issues by reducing the cost of procuring, transporting, managing, and accounting for bulk fuel. FMS provides forecasting and order management capabilities that enable more informed purchase decisions as well as fulfillment, inventory, compliance, and accounting capabilities that allow for greater control over fuel expenses. Using FMS, fuel and procurement managers capture and minimize true fuel costs by understanding demand patterns, optimizing inventory, centralizing supply contracts, determining best price on market versus contract, and reconciling invoicing and taxes.



FMS DELIVERS VALUE BY

- Improving security of supply
- Increasing sourcing capabilities
- Enhancing visibility into inventory
- Capturing true net landed cost of fuel
- Providing single system of record for all bulk fuel purchases
- Reducing the overpayment of invoices and tax
- Improving predictability and control in the acquisition and management of fuel
- Increasing understanding of demand patterns

FMS is not only the most comprehensive fuel management solution available, but is also the most flexible. FMS comprises multiple modules that address each area of the fuel supply chain and can deploy individually or in combination, over time, to address specific customer needs.



EASE OF INTEGRATION

FMS seamlessly integrates into all major and motor fuels-specific back office applications including:

- SAP ERP
- Oracle Financials
- Great Plains
- JD Edwards
- PDI
- PeopleSoft
- Factor
- AIMS
- DM2.

FuelQuest is a member of the **Oracle Partner Network**, and FMS is certified Powered by **SAP Netweaver®**.

“After performing a comprehensive review of our fuel program as part of our ongoing business strategy analysis, we moved quickly to solidify our long-term relationship with FuelQuest. We have been pleased with both the value we have received from FuelQuest’s solutions and their willingness to collaborate as true partners to solve our fuel management challenges.”

Brian Hannasch
Senior Vice President, U.S. Operations, Couche-Tard

FMS DRIVES BENEFITS IN KEY AREAS OF YOUR SUPPLY CHAIN

INVENTORY MANAGEMENT

Inventory Management

Optimizes inventory levels leveraging tank and delivery information

Reduce below-ground working capital by lowering average inventory and safety stock levels

Remote Monitoring

Schedules polling events for fuel site tanks determining inventory levels and ullage

Reduce retains and run-outs by knowing site data

Demand Forecasting

Utilizes historical demand patterns to determine optimal replenishment amounts and timing

Reduce above-ground working capital by receiving the right amount of fuel at the right time

ENVIRONMENTAL COMPLIANCE

Environmental Compliance

Monitors compliance requirements and delivers real-time alerts

Meet regulatory compliance and reporting requirements as well as reduce costs and fines by capturing and resolving environmental issues

Alarm Management

Provide notification and management of ATG alarms in a centralized console and configurable response protocol

Generate savings by reducing operational expenses and avoiding costly EPA fines

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ORDER MANAGEMENT

Order Entry

Captures orders from any source, enables order entry, and tracks fuel orders across the supply chain

Shorten inventory turnover to reduce credit exposure and automate secondary product holding strategy

Strategic Sourcing

Manages contracts and capitalizes on spot opportunities by evaluating product and transportation costs for each supply option

Source or purchase motor fuels at the lowest cost

Order Dispatch

Evaluates, prioritizes, and delivers fuel loads based on optimal real-time inventory, price and dispatch options

Reduce costs by load shifting to capitalize on intraday price volatility

Transportation Scheduling

Flexible scheduling of fleet and common carriers for vendor-managed inventory and wholesale sites

Improve dispatcher efficiency and fleet utilization while reducing retains, run-outs, freight costs and delivering daily "best loads"

> *Split Loads*

> Reduce costs per load; reduce retains and run-outs

> *Splash Blending* - Automate the tracking of ethanol gallons with RINS

> Reduce costs associated with government mandates and the sourcing of alternative fuels; gain tax advantage of being blender of record

FINANCIAL MANAGEMENT

Price Management

Simplifies collection and calculation of contract, spot and delivered prices for all sourcing options as well as reconciles suppliers invoiced price

Minimize fuel costs and supplier overpayment by independently calculating actual price of fuel; reduce administrative costs associated with faxed-in or published price

Delivery / Order / BOL Receipt

Interfaces with supply terminals and business partners to update purchase orders with BOLs and delivery tickets (full and split load deliveries and multi-terminal lifting) and ensures accuracy of inventory life cycle from product order to delivery and receipt

Reduce the administrative cost and burden of manually entering data while improving data accuracy

Invoice Reconciliation

Automates and improves the accuracy and timeliness of supplier invoice payments

Eliminate the overpayment of supplier invoices based on price, volumes and taxes

Freight Management

Removes freight reconciliation processes and capture overcharges based on captured BOLs and delivery tickets

Reduce freight overpayment and take advantage of early payment discounts

Tax Determination

Maintains all state and federal rules and rates for accurate calculation of tax liability

Remove complexity from tax calculations gaining visibility into true costs of fuel transactions

Delivery Reconciliation

Automates verification of physical delivery to each site; records delivery information from driver; and automatically compares the delivery to the site's gauge

Reduce administrative costs and manual burden of processing SOX-required proof of delivery for inventory and consigned sites

Margin Analysis

Allocates all delivery costs (taxes on supplier's invoice, product costs, freight, and tax liability) to each site by product grade to determine the true net landed cost of fuel

Greater accuracy in margin analysis and reporting



“FuelQuest’s comprehensive, end-to-end approach to fuel management will limit our risk on a variety of levels. We look forward to the savings and operational efficiencies driven by our implementation of FuelQuest’s FMS.”

Mike McCarthy
Vice President of Operations, Reid Petroleum Corp.

ABOUT FUELQUEST

FuelQuest provides on-demand fuel management, tax automation, and compliance solutions for suppliers, distributors, buyers, and traders of petroleum products and other energy commodities. FuelQuest's solutions deliver operational and financial value to over 650 customers. These customers include leading global oil companies, international retailers, shippers and government entities. FuelQuest's fuel management solutions help customers manage the complexity, regulation and market volatility for more than 19 billion gallons of gasoline and diesel fuel annually. Its Zytax solutions ensure compliance and accuracy for tens of billions of dollars of energy-related excise taxes per year. **Learn more at www.fuelquest.com.**



“We are still amazed every day that we were able to grow from five fuel stations to 82 with the same two people. This is a testament to the effectiveness of the FMS solution.”

Joe Weber
Fuel Purchasing Specialist, Hy-Vee
