

Driving the future of fleet

CGI in Energy

CGI



Challenges

1

Evolving transport usage – reduced consumption of oil based fuels and a more diverse energy mix are all putting pressure on the industry

2

Limited offers and services for fleets – no aggregated mobility services to serve wider energy needs

3

Changing B2B customer needs – fuel card programs can be perceived as outdated (plastic cards, paper invoices and basic web sites)

4

Operational cost inefficiencies – serving customers with complex needs is becoming more complex itself

5

Traditional markets are static or shrinking – need to target new markets or new customer segments



What we offer

Fleet B2B market place

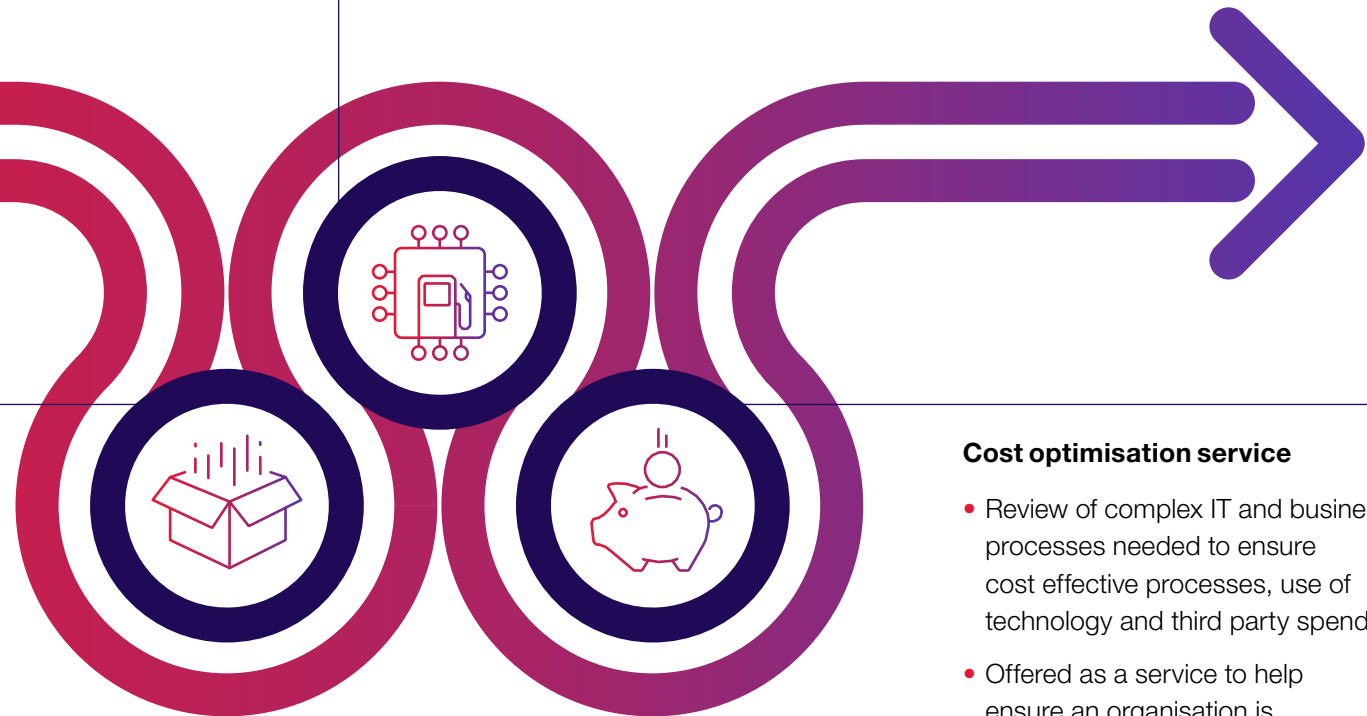
- Business and technology blueprint to unlock new revenue streams and offer customers new innovative services that go beyond the limited set traditionally available
- Supporting the transition of services to an IT landscape that enables rapid growth in an organisation
- Enabling the development and rollout of new services quickly and easily while providing customers with a seamless service

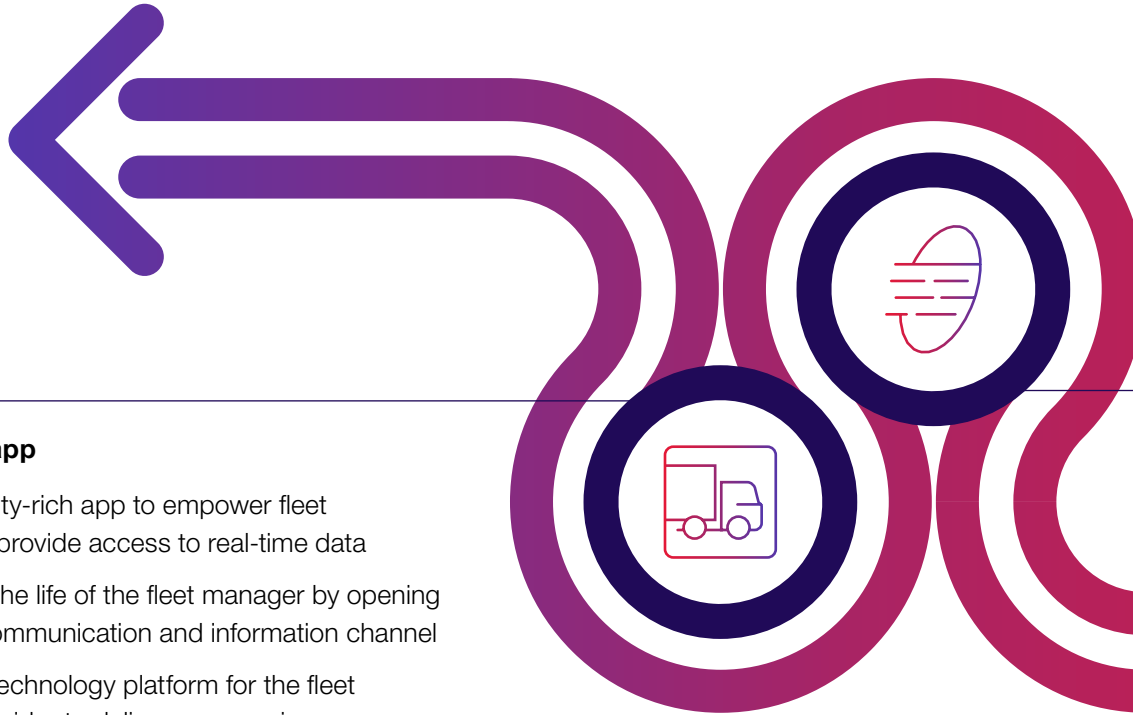
Fleet in a box

- A full end-to-end solution to support the rapid and cost effective setup of a fleet service business in new and developing markets or to target new customer segments in existing markets with new offers
- Working with a wide range of industry and technology eco-system partners to build the right solutions for the most demanding markets

Cost optimisation service

- Review of complex IT and business processes needed to ensure cost effective processes, use of technology and third party spend
- Offered as a service to help ensure an organisation is running at maximum efficiency





Fleet driver app

- A functionality-rich app to empower fleet drivers and provide access to real-time data
- Simplifying the life of the fleet manager by opening up a new communication and information channel
- Provides a technology platform for the fleet services provider to deliver new services
- Coupled with our powerful fleet authoriser or connected via API into your existing fleet systems

Merchant web payment portal

- Enabling merchants to quickly and easily accept fleet cards as a method of payment via their web shops
- Delivering automated, efficient and secure processes for all parties
- Supporting growth into new revenue streams and enabling further aggregation of vehicle and driver costs

Benefits

- **Increased market share** as a result of new services which will attract new customers and segments, allowing upsell of traditional offers
- **Broadened customer relationship** beyond fuel cards to offer the right services in the right markets unlocking new revenue streams
- **Improved customer experience**, keeping the drivers on the road and providing a platform to deliver new digital services as the fleet industry transitions to the future
- **Integrated, digital customer experience** to provide customers with online tools to view, select and subscribe to new services and products
- **Leveraging partnerships** to allow a range of services to be offered with little or no development costs
- **Improved operational efficiency** and reduced running costs
- **Ability to move into new markets** or segments cost-effectively and at a rapid pace



CGI in energy

- **Delivering complex industry solutions and services** to energy organisations globally for over **30 years** including supermajors in Europe and North America
- **More than 250 million transactions** per year processed through our end-to-end mobility management and fuel payments platform
- **650 members worldwide** working to support our fleet customers
- **Over 50 product and technology partnerships** to ensure the right solutions



What we bring:

- **Deep business relationships and knowledge**
- **Innovative technology solutions to solve the most complex business challenges**
- **Delivery capability proven at scale**
- **Technology and product agnostic ensuring our clients get the right solutions**

Working with Shell

We deliver an end-to-end fuel payments system that enables Shell's customers to manage their commercial fleets across the world.

Shell has been working in partnership with CGI to take digital transformation to the next level with a state-of-the-art online fleet management solution that delivers the best possible experience for its customers, whether they manage a fleet of 5 or 5,000 vehicles.

About CGI

Insights you can act on

Founded in 1976, CGI is among the largest IT and business consulting services firms in the world.

We are insights-driven and outcomes-based to help accelerate returns on your investments. Across 21 industry sectors in 400 locations worldwide, our 77,000 professionals provide comprehensive, scalable and sustainable IT and business consulting services that are informed globally and delivered locally.

Get in touch

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