

# CGI FleetPay360

Transforming e-commerce  
for the fleet industry



# Introducing CGI FleetPay360

There are tens of millions of fuel cards in use across the globe today, the vast majority of which are used primarily at fuel stations only.

Online acceptance of fuel cards, at web merchants selling relevant products and services, has rarely been possible due to the need for bespoke interfaces and the associated costs.

Fuel cards therefore provide a huge untapped opportunity for both merchants and issuers.

**CGI FleetPay360 greatly simplifies the acceptance of fuel cards online and opens the door for merchants to access high value customers and for issuers to generate exciting new offers for customers.**



# Challenges



The lack of online acceptance of fuel cards brings challenges to all parties in the value chain.

- Multiple payment types for fleet managers making their vehicle spend complex to manage and report on
- Poor customer experience for fleet managers due to complicated VAT handling and managing multiple invoices from multiple suppliers
- Limited acceptance of fleet cards for e-commerce as a bespoke interface is currently required

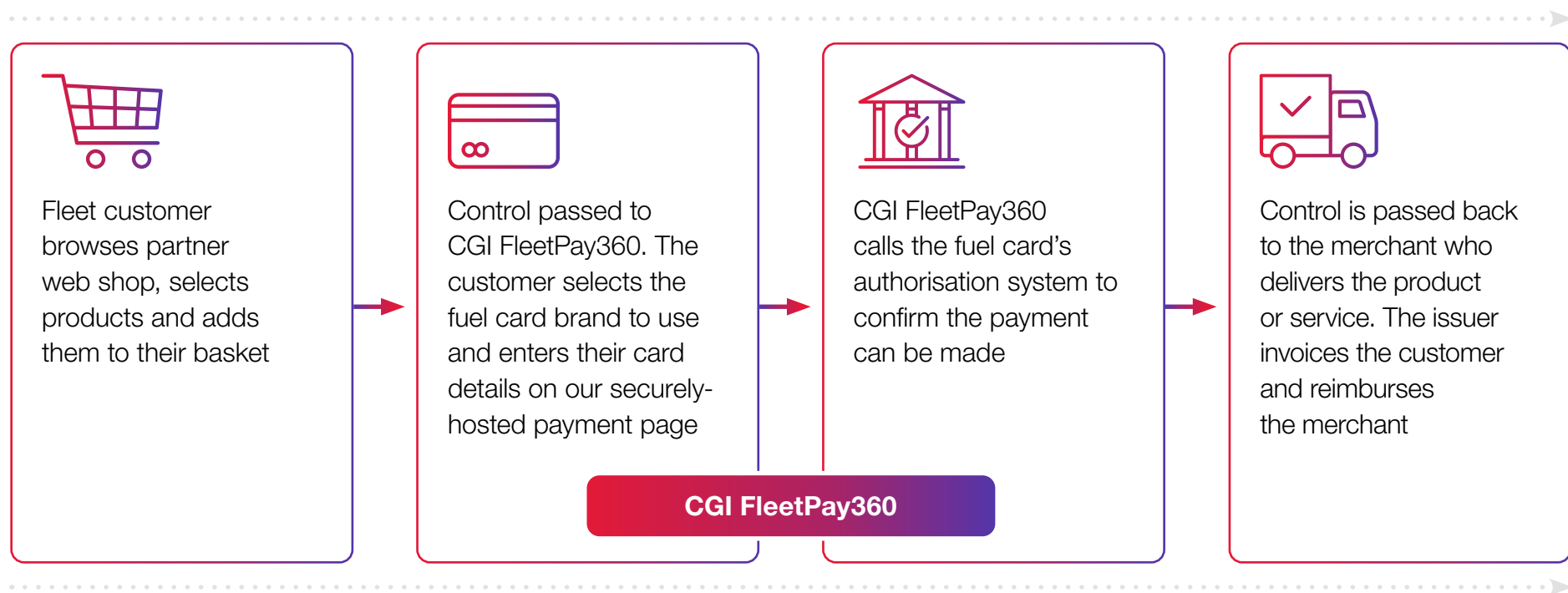
**Without a centralised solution, increasing online acceptance with merchants in the fleet industry will be slow and there will be a high cost to serve for all stakeholders.**

# CGI FleetPay360:

## Unlocking new customer journeys

### Use case scenario

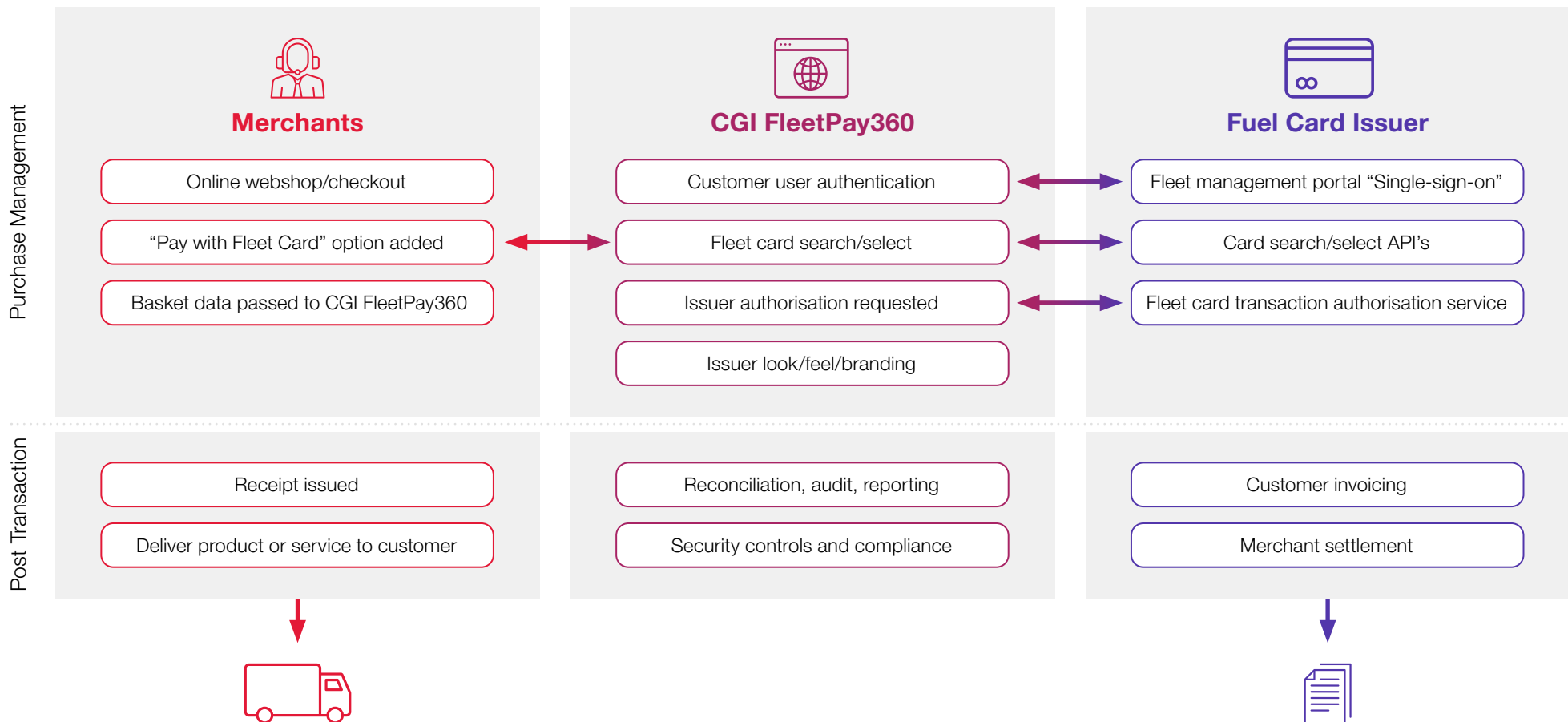
Fleet manager buying centrally across multiple cards, vehicles or drivers



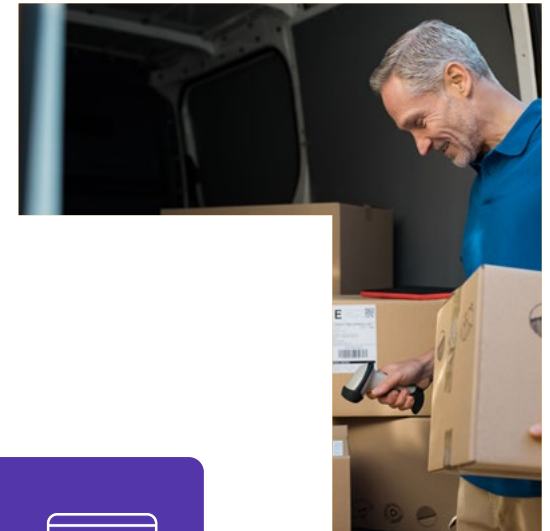
# What we offer:

## CGI FleetPay360

A centralised payment solution for the fleet industry to support multi-brand fuel card acceptance via merchant webshops



# Benefits



## Fleet Manager



**Saves time every month as a result of consistent and simplified purchase processes**

- Aggregated spend onto fleet invoices and reports
- Simplified purchase process
- Simplified invoice processing, VAT handling etc
- Incentives and pricing with select merchants

## Merchant



**Opens up a previously locked B2B customer segment for the merchants**

- Increased fleet customer spend
- New payment options available
- Reduced administration / invoicing
- Simplified integration to multiple fuel card brands and consistent processes

## Issuer



**Generates new revenue streams and partnerships with a low cost of entry**

- Easily create new high margin revenue streams
- Create or extend strategic partnerships
- Simplified merchant onboarding
- Diversification of offering
- Shared platform and costs
- Improved “customer stickiness”

# CGI in Fleet Services

- Delivering complex industry solutions and services to Oil & Gas globally for **30+ years** including Supermajors in Europe and North America
- Managing **500+ business critical systems** in key domains Exploration & Production, Engineering and Retail
- **1,000+ applications** supported for global oil and gas companies
- **250+ million transactions** and **\$1bn+ processed annually** through our end-to-end mobility management and fuel payments platform.



## What we bring:

- **Deep business relationship and knowledge**
- **Ability to develop compelling case for change**
- **Cross Domain & technical expertise**
- **Industry focused Thought leadership**
- **Extensive partner ecosystem**

## Working with Shell

Shell and CGI worked in partnership to develop some of its mission critical components and applications for Shell's proprietary end-to-end fuel payment system that enables its 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, helping clients achieve their goals, including becoming customer-centric digital enterprises.

## Get in touch

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