

Transportation

OPIS provides both large and small fleets with comprehensive price data and fuel buying strategies.

Challenges

- Controlling price risk for massive fuel purchases in a volatile market
- Managing fuel surcharge programs
- Leveraging the power of high-volume fuel spend with suppliers
- Changing regulations and fuel mixes add to complexity in purchase process

Goals

- Leverage bulk-buying position with suppliers
- Large fleets: negotiate rack cost-plus or retail-minus deals with suppliers
- Small fleets: negotiate the fairest differential for mobile refueling
- Understand when fuel surcharges are appropriate to pass on to customers and when to use financial tools to avoid additional customer cost

OPIS Solutions

Spot, rack and retail pricing reports with global-to-local trend analysis in real time

The official price benchmark for cost-plus deals in North America

Online, in-person or one-on-one training to help buyers optimize bulk fuel purchases

OPIS Spot Ticker & OPIS450: See diesel and jet fuel trades, along with informed market assessments, in real time to anticipate price changes

Clients Include

- FedEx
- United Airlines
- Ryder
- KLM
- Delta Airlines

“OPIS helps to show us the market every minute of the trading day and is part of the daily price reporting mechanism.”

– Fuel Purchasing, Lufthansa