

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



## Goals

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



## Challenges

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

## 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 shows 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**