



FleetAdvance Opportunity Analyzer

Updated: 3/17/2015

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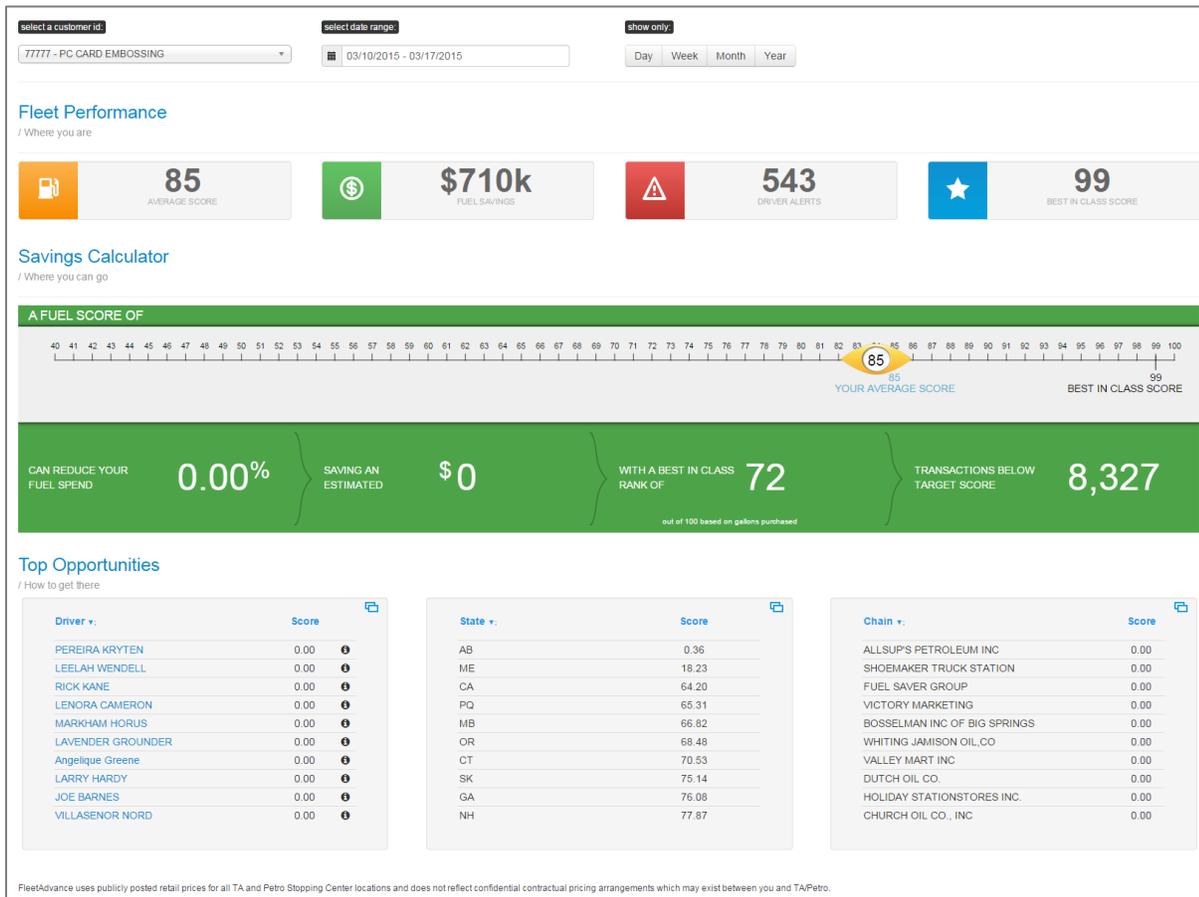
Overview

FleetAdvance is Comdata’s real-time fuel management console providing an advanced, map-based view into fuel purchasing and driver behavior. FleetAdvance works through a real-time scoring system that evaluates each fuel transaction as it occurs, showing how each fueling decision ranks against potential cost-saving alternatives.

The FleetAdvance Opportunity Analyzer is a dynamic analytics tool that provides insight into your fuel savings opportunities and allows you to measure areas of improvement. The Opportunity Analyzer is easily accessible and intuitive to use. Key features of the Opportunity Analyzer include:

- A dashboard summarizing your fleet performance, a tool for measuring your potential savings, and detailed data on your savings opportunities by drivers, states, and merchants.
- The ability to pull data by a specified date range.
- Responsive web design that allows you to view the analyzer on tablets and mobile devices.

The Opportunity Analyzer is your tool for taking control of your fuel savings. This guide provides an overview of each feature and its value.



Getting Started

To access the Opportunity Analyzer, log in to iConnectData (ICD) and select (**FleetAdvance QuickLink > Opportunity Analyzer**).

To start using the Opportunity Analyzer, select a customer ID and date range at the top of the page. This offers you a wider view of savings compared to the data on a single day shown on the FleetAdvance console map. *All data displayed in the Opportunity Analyzer is based on your selected date range and customer ID.*

Step 1. Use the drop-down menu to select a customer ID.

Step 2. Enter a date range under **select date range:** in the following format: mm/dd/yyyy – mm/dd/yyyy. The date range defaults to the current day and previous seven days. You may also select the date button () or click in the field to display a calendar for date selection. Note that the date range will go back only as far as July 1, 2013.

Use the **Show Only** option to display data for the previous day, week, month, or year.

select a customer id:	select date range:	show only:
Select Custl... ▾	 08/07/2014 - 08/14/2014	Day Week Month Year

Fleet Performance – Where You Are

The Fleet Performance dashboard summarizes where you currently stand with your fuel savings. For the selected customer ID and date range, it includes the average fuel score, the amount of money saved, the number of alerts received, and the average fuel score of the top performing fleet in your class.



- 1. Average Fuel Score:** The Average Score is a calculation of transaction scores across the selected customer ID for the selected date range. It is similar to the transaction scores you see on the console map denoted by color-coded pins, but is meant for an entire customer ID instead of one single transaction.
- 2. Fuel Savings:** Fuel Savings represents the total dollar value you have saved under the customer ID for the selected date range. It is similar to the Comdata Fuel Savings calculation located on the console map.
- 3. Driver Alerts:** Driver Alerts indicates the number of alerts you have received for low-scoring transactions for the selected date range.
- 4. Best In Class Score:** This number represents the average fuel score of the top 100 performing fleets in your class based on the number of gallons purchased in the selected date range. This not only lets you know the average score of the top-performing fleet, but can also drive motivation to reach that score or go beyond.

Savings Calculator – Where You Could Be

The Savings Calculator is an adjustable tool that allows you to see your potential fuel savings for each increase in your average fuel score. This is not only helpful in seeing where you could be in the future, but can also provide a motive for reaching better scores.



- 1. Fuel Score Ruler:** Use this tool to select your target fuel score. The ruler should start at 40 points from your current score. For example, if your score is between 70 and 79, the lowest score on the ruler will be 30.

You will see a place marker on your current fuel score. Drag it up the ruler to set your target fuel score and see your potential savings. You can also drag the place marker down the ruler to see how much money you would lose if your score decreases.

- 2. Reduced Fuel Spend:** This is the percentage of fuel spend you could reduce with a higher fuel score. If the place marker is set on your current average fuel score, the reduced fuel spend will be set to 0.
- 3. Estimated Savings:** The estimated savings is the actual dollar value that you could save with a higher fuel score. If the place marker is set on your current fuel score, the estimated savings will be set to 0.
- 4. Best in Class Rank:** This number ranks your fuel score against 100 other fleets making similar gallon purchases. The scaling is 1 to 100 with 1 representing the top rank. For example, if your average fuel score is 79 and you increase it to 84 and the best in class rank increases from 8 to 6, this means that a score of 84 is ranked 6 out of 100 while a score of 79 is ranked 8.
- 5. Transactions Below Target Score:** This is the number of transactions that fall under your selected target fuel score. These transactions are barring you from reaching your targeted score and should be addressed.

Note: The savings calculator reads like a sentence: A target score of X will reduce your fuel spend by X%, saving you an estimated \$X with a best in class rank of X and X number of transactions below your targeted score.

Top Opportunities – How to Get There

The top opportunities section provides scorecards displaying your 10 lowest-performing drivers, states, and merchants under the selected customer ID and date range. With this data, you can identify where you are losing the most money. For more detail on each opportunity, select the window button () in the right corner of each scorecard.

Top Opportunities
/ How to get there

<p>Driver ▾ Score </p> <table style="width: 100%; border-collapse: collapse;"> <tr><td style="border-bottom: 1px solid #ccc;">PEREIRA KRYTEN</td><td style="border-bottom: 1px solid #ccc; text-align: right;">0.36</td><td style="border-bottom: 1px solid #ccc; text-align: right;"></td></tr> <tr><td style="border-bottom: 1px solid #ccc;">LEELAH WENDELL</td><td style="border-bottom: 1px solid #ccc; text-align: right;">18.23</td><td style="border-bottom: 1px solid #ccc; text-align: right;"></td></tr> <tr><td style="border-bottom: 1px solid #ccc;">RICK KANE</td><td style="border-bottom: 1px solid #ccc; text-align: right;">60.20</td><td style="border-bottom: 1px solid #ccc; text-align: right;"></td></tr> </table>	PEREIRA KRYTEN	0.36		LEELAH WENDELL	18.23		RICK KANE	60.20		<p>State ▾ Score </p> <table style="width: 100%; border-collapse: collapse;"> <tr><td style="border-bottom: 1px solid #ccc;">AB</td><td style="border-bottom: 1px solid #ccc; text-align: right;">0.36</td></tr> <tr><td style="border-bottom: 1px solid #ccc;">ME</td><td style="border-bottom: 1px solid #ccc; text-align: right;">18.23</td></tr> <tr><td style="border-bottom: 1px solid #ccc;">CA</td><td style="border-bottom: 1px solid #ccc; text-align: right;">64.20</td></tr> </table>	AB	0.36	ME	18.23	CA	64.20	<p>Chain ▾ Score </p> <table style="width: 100%; border-collapse: collapse;"> <tr><td style="border-bottom: 1px solid #ccc;">PETROLEUM INC</td><td style="border-bottom: 1px solid #ccc; text-align: right;">0.00</td></tr> <tr><td style="border-bottom: 1px solid #ccc;">TRUCK STATION</td><td style="border-bottom: 1px solid #ccc; text-align: right;">0.00</td></tr> <tr><td style="border-bottom: 1px solid #ccc;">FUEL</td><td style="border-bottom: 1px solid #ccc; text-align: right;">0.00</td></tr> </table>	PETROLEUM INC	0.00	TRUCK STATION	0.00	FUEL	0.00
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Driver Opportunities

This section provides a summary of each driver’s performance under the selected customer ID. The heading displays your average fuel score and the number of drivers that fall above or below that score. The table lists each driver’s performance record, including their transaction amount, gallons purchased, total fuel spend, and average fuel score. To drill down into a driver’s individual transactions, select the plus icon () next to the Driver ID column.

Driver Opportunities

3354 ← 85 → 6003
drivers below average average fuel score drivers above average

Driver Id	Driver Name	# Transactions	Gallons	Fuel Spend	Avg Fuel Score		
 TUMJ05668	JORDAN TUMMLER	4	288.17	\$1,152.34	98.32		
 BARNI	Nigel Barrett	5	553.33	\$2,203.76	98.32		
	Date	Gallons	Location Name	Missed Opportunity Dollars	Net Price	Score	Station Code
	2015-03-10	125.07	FLYING #470 HUDSON	\$1.13	\$4.099	96.3	WI587
	2015-03-11	128.58	LOT #402	\$0.00	\$3.899	100	WY395
	2015-03-12	70.26	FLYING #742	\$0.00	\$3.959	100	UT222
	2015-03-15	109.07	LOT #246	\$2.18	\$3.989	95.7	NV016
	2015-03-16	120.35	LOT #402	\$0.00	\$3.959	100	WY395
 THEBE6	BETTY THE	3	390.03	\$1,538.81	98.33		

You can also select the info icon () next to the driver’s name on the scorecard. This drill down capability provides a view of the driver’s fueling activity, which will help you notice trends that are impacting their score and opportunities for improvement.

JANE WATSON 						
Date	Gallons	Location Name	Missed Opportunity Dollars	Net Price	Score	Station Code
2014-04-14	20.455	CIRCLE	\$0.00	\$3.319	100	MO000000
2014-04-14	27.146	PLAZA 6	\$7.57	\$3.638	0	MO000007

Select a driver's name to open the Driver Scorecard, which contains additional details specific to the driver, such as their ranking in the fleet, number of transactions, etc. The details in the Driver Scorecard are dependent on the date range you selected at the top of the page.

Print ✕

Driver Scorecard / FOR **Jen Smith** / FROM **Mar 10, 2015** TO **Mar 17, 2015**

Card Summary

5 Transactions / 453.04 Gallons / \$1,805.96 Fuel Spend / \$3.99 Average PPG / \$7.66 Missed Opportunity /

You had an average fuel score of **94.51**.

Of all drivers in the fleet, you were in the **93%**

Your transactions triggered **0** alerts.

Score Metrics

- 80% above 90
- 20% between 70 & 90
- 0% lower than 70

Date	Fleet Score	Your Score
3/11/2015	~75	100
3/13/2015	~75	100
3/15/2015	~75	~95

Performance

Your average **score** for this period was **higher** than other drivers within your fleet. Your **rank** was **above** average. You had **around same number of** alerts as your peers and your transactions were **on par with** average.

Missed Opportunity

X **1** = **\$7.66**

During this time period you had **1** transactions that were **higher** than the best price on the segment. By selecting a **higher** priced location you spent **\$7.66** more.

Fuel Locations

LOT CORP.

Averaging \$366.07 with a score of 93.21

TRAVEL STOPS

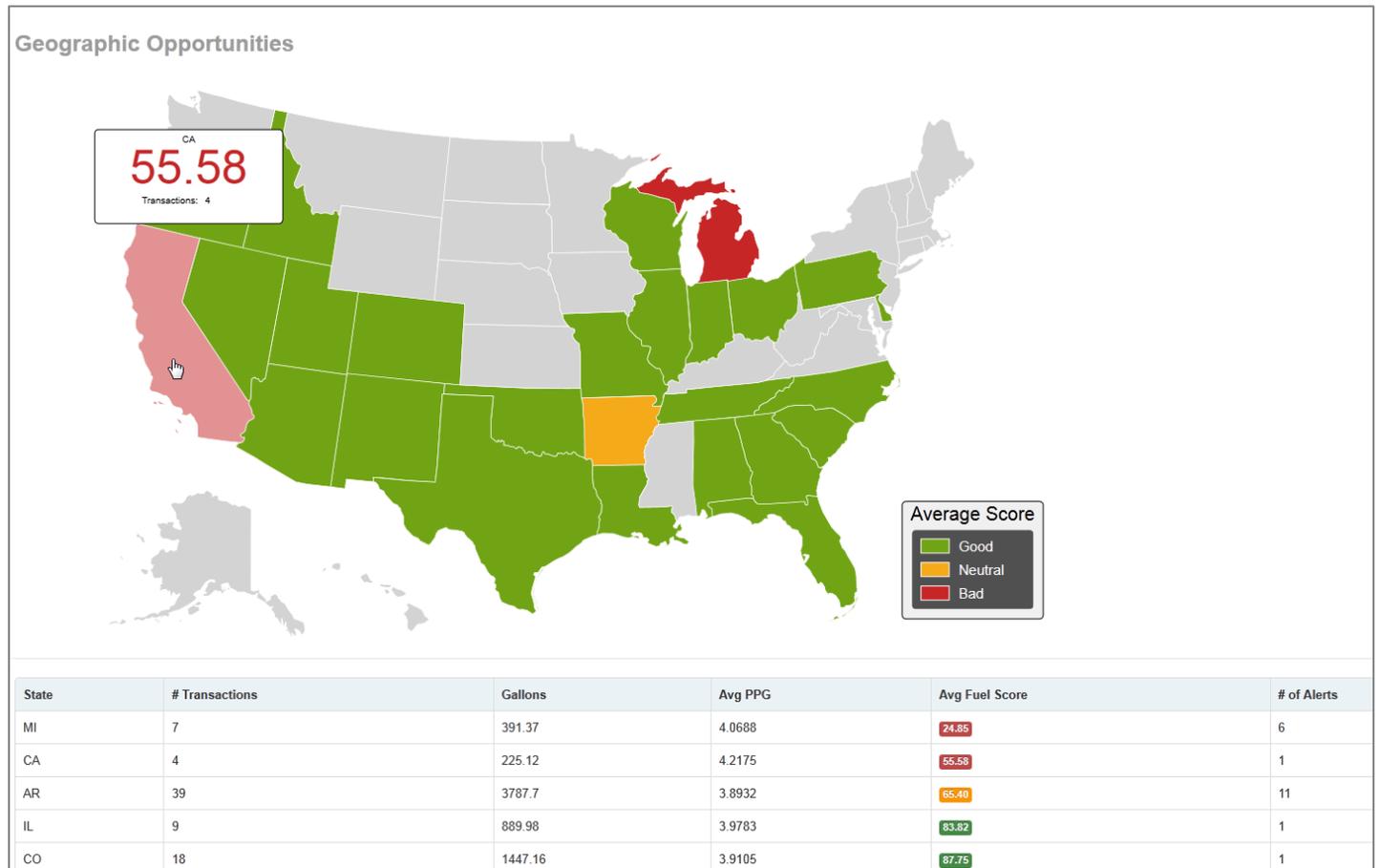
Averaging \$341.67 with a score of 100.00

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Geographic Opportunities

Geographic Opportunities provides a color-coded view of the states where your drivers have fueled. Each state is colored green, red, or yellow based on the average fuel score. Positioning the cursor over a state reveals its average fuel score and number of transactions.

The table below the map compiles your fuel purchasing activity for each state, including your number of transactions, gallons purchased, average price per gallon, average fuel score, and number of alerts received. The average price per gallon and average fuel score columns can help you determine which states represent your highest fuel costs.



Chain Opportunities

Chain Opportunities summarizes your transaction scores at specific merchant chains for the selected customer ID. The Chain Opportunities chart shows your top merchant chains and your average score for each chain. Positioning your cursor over a chart section displays your percentage of gallons purchased at each merchant chain.

The table below the pie chart lists key data on each merchant chain, including their merchant chain code, name, your number of gallons purchased, the amount off low, and your average fuel score. The amount off low and average fuel score columns can help you determine which merchant chains save you the most money or cost you more.

Note: Amount off low represents the difference between the average price you paid at a merchant chain and the lowest available price among other chains. For example, if your total gallons purchased for a merchant chain are 391.37 and the amount off low value indicates a potential savings of 0.0601, this means you may be missing opportunities to purchase fuel more inexpensively.

