

Revenue Management FAQs

Q: What is Revenue Management?

A: FleetCor's Revenue Management offering provides ongoing rate improvement consulting and implementation. FleetCor focuses on the various rate levers—rebates, discounts, customer fees, and retailer fees—so oil company partners experience an immediate and significant positive impact on their bottom line profits.

Q: What kind of improvements can oil companies realize with FleetCor's Revenue Management offering?

A: Oil companies can expect to see a significant improvement to both the top and bottom line of their fuel card program. In one of its subsidiary businesses, FleetCor was able to increase revenue by 136% and profit by 574% over the course of seven years.

Q: Does the Global FleetNet platform need to be installed to benefit from a Revenue Management engagement with FleetCor?

A: No. With FleetCor's Revenue Management offering, oil companies can still take advantage of FleetCor's years of experience managing commercial fuel card programs by implementing certain rate policies and practices using their existing system.