



Let Fuelsoft



Power your success

Fuel Card Management
Fuel Distribution
CRM



Fuelsoft

Powering your success

WE CREATE

SPECIALIST SOFTWARE

FOR THE FUEL DISTRIBUTION AND FUEL CARD INDUSTRIES

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In contrast to other software companies (where customers are often retained through an uneasy sense of obligation), at Fuelsoft all our customers are willing participants.

Unprompted, they speak volumes on our service levels and we would be happy to introduce you to satisfied customers who will testify to our capabilities. In supporting clients from Donegal to Cornwall and to the Highlands of Scotland, we guarantee there will be a happy Fuelsoft client near you.

Fuelsoft

'The backbone of the fuel distribution industry'

Fuelsoft is a leading software vendor specialising in applications for the fuel distribution and fuel card industries. Established for over 35 years and proudly independent, our tried and trusted systems have evolved with the times and are integral to the success of some of the industry's pre-eminent operations.

At the core of our offering is the latest Microsoft software - geared specifically to the needs of the industry. Our aim is simple; to enable you to operate efficiently and cost effectively.

We pride ourselves on the loyalty of our customer base, many of whom have been with us from the outset. At the heart of our long term relationships lies a superior service, a track record of innovation and efficient technical support.

However, what our customers also love are our great products that are both user-friendly and interface with other essential industry platforms.

The Fuelsoft team has accrued a vast pool of knowledge over the years meaning we'll most probably have a solution for your technical problems. All this means that entrusting Fuelsoft with your software needs will allow you to free up more time to address what matters most...enabling your business to flourish.



David Kingsman
Managing Director



- ✓ Fuel **DISTRIBUTION**
- ✓ Fuel Card **MANAGEMENT**
- ✓ Fuelsoft **CRM**

FUELSTOFT - WHAT OUR CUSTOMERS SAY

'We have used Fuelsoft software applications since 1994. They are a good company to work with and have an excellent product that is getting more and more recognition within the industry.'

Ian Richards, Managing Director, AID Fuel Oils Ltd.

'I believe it's important we're able to drive the Fuelsoft application along, getting improvements to it as and when needed, so that our business can continue to grow.'

John Ford, Managing Director, Ford Fuels.

'We have an excellent relationship with the Directors and staff at Fuelsoft and look forward to continuing to grow our business based on the Fuelsoft application.'

Jimmy Bilsland, Managing Director, James D Bilsland.



Fuelsoft for fuel distributors

Our software forms the backbone of many leading operators.

We supply and support software incorporating CRM, sales order processing, lubricants and gas, credit control, stock control and integrated financial accounting packages.



Fuelsoft for fuel card management

Cardmaster, our fuel card management software is used by some of the industry's pre-eminent suppliers of fuel cards. Hundreds of millions of litres are transacted via Cardmaster every month.

Cardmaster runs on a modern Windows platform and handles the file formats of all the major fuel companies in the UK and Europe.



Fuelsoft for CRM

What the fuel industry has been waiting for, reliable and flexible CRM on a Microsoft platform.

The world and the needs of our customers are ever evolving.

CRM (*Customer Relationship Management*) and the growth opportunities presented by a reliable and effective CRM programme, is increasingly high on the agenda of progressive companies.



Fuelsoft for fuel distributors



Our experienced team will project manage the process from the initial tender through to the training, data file conversion and implementation of new systems. We also cater for bespoke development enabling us to incorporate any new functionality into the existing applications.

All of our applications are based solely on Microsoft platforms meaning ease of integration to all Microsoft desktop products including Outlook and Office.

Sales Ordering Fast & Efficient sales order processing

Scheduling Build schedules from orders displayed on a map

Stock Control Bulk and lubes, easy reconciliation

Financials Integrated purchase, sales, cash and nominal ledgers

Automated Routing Interfaces with VISIT plus

Repeat orders and top ups generated automatically

Signalman, Boilerjuice and Buying Group interfaces

RDCO data management and returns

Purchase ordering and purchase invoice reconciliation in cab computers

Web ordering and online account management



FUELSOFT-FACTS & FIGURES

£2.8 billion combined turnover reliant on **FUELSOFT**

36 years of fuel distribution experience

6.6 million litres of fuel administered by **FUELSOFT** every 24 hours

222,000 fuel cards in circulation

Over 24 years of fuel card experience

Fuelsoft for fuel card management



If you are a fuel card agent, a bunkered stockist, network operator or even an internal fuel card department, you will find Cardmaster an excellent compliment to running your back office systems.

Cardmaster also offers a web front end (Cardmaster.net) for customers requiring round the clock access to critical accounting drawings and fuel card data.

- 1 Data imports from Keyfuels, UK Fuels, Esso, BP, Shell, IDS, Fast Fuels
- 2 Database of drawings, fuel cards, sites, products and pricing
- 3 Email and SMS price notification
- 4 Automatic invoicing (print or email)
- 5 Prices set by network, group of sites or by single site
- 6 Cost centre invoicing for national accounts
- 7 Multi - lingual invoicing
- 8 Integration to Microsoft Office Software



THE FUELSOFT - DIFFERENCE



THE BENEFITS - OF FUELSOFT CRM

- 1 Increased productivity
- 2 The right information at the right time
- 3 A streamlined business process through automated workflows
- 4 Efficient information sharing between departments
- 5 More effective management of your sales team and sales processes
- 6 A cloud based mobile solution
- 7 Industry specific customisations

How does your present system shape up on compatibility?

	Fuelsoft	Mandev	CDS	IMS
Microsoft Dynamics CRM interface	✓	✗	✗	✗
Microsoft Development tools	✓	✗	✗	✗
Microsoft SQL Databases	✓	✗	✗	✗

Only Fuelsoft Enterprise Edition offers the compatibility across Microsoft platforms that most businesses demand.

Fuelsoft for CRM



The key differentiator between Fuelsoft and other software developers is that Fuelsoft is now fully integrated into Microsoft Dynamics Customer Relationship Management (CRM). The CRM application will provide a list of activities for sales operators to follow up on non-buyers and buyers.

This enables a Sales Team to use an activity based, pro-active telesales software application that runs on laptops, desktops as well as mobile devices such as tablets and smart phones.

It is the best way to manage the effectiveness of a sales team, monitoring activity and sales pipelines. David Kingsman, Managing Director at Fuelsoft says: "All new customers buying Fuelsoft are buying the software because of the power and flexibility of the CRM application.

This is integrated into Fuelsoft and they can see that effective use of the software will increase sales. New customers are leaving other software providers and switching to Fuelsoft. It is good to know that the time and money we have spent developing the interface over the past two years is paying dividends. We have now set up our own dedicated CRM support division and use the product internally for handling all our own support calls. It is the way forward, it's the...

Fuelsoft Difference"...





Fuelsoft

Powering your success

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