



A SINGLE-CARD SOLUTION FOR A MIXED FLEET:

**Convenient fueling, better
visibility, improved control**

WEX CrossRoads

Client Overview & Results

Our customer is one of the largest electrical and instrumentation contractors in the country, including maintenance and technical services.

Based in Louisiana, this company has more than 30 branches across the U.S. and in six other nations across the globe.

Results



Increased visibility into spend along with robust purchasing controls.



Implemented a single-card solution for a mixed fleet, with access to retail locations and truck stops.



Encouraged better driver behavior.



Realized sustainable savings.

The Challenge

Our customer faced a number of issues related to reporting, accountability, and visibility for purchasing related to their vehicles, which were made more severe due to the complexity that comes along with operating a mixed fleet. Miscellaneous transactions and uncontrolled non-fuel spend were two areas of particular concern.

The company lacked the tools needed to efficiently understand, review, and control this spend, as well as to implement authorization controls that allow non-fuel purchases only when necessary. Our customer was in search of a single-card solution that could address these problems while supporting the fueling needs for their wide range of vehicle classes and types, from power development to industrial manufacturing.

What We Did

With the **WEX CrossRoads** card, our customer can leverage the secure nature of a closed-loop network, including Level III reporting and purchasing controls, to provide a single solution to all vehicle operators. Whether fueling at truck stops or retail gas locations, staff can quickly make their purchases and return to the task at hand, while the company benefits from enhanced reporting and controls.

Robust purchasing controls put our customer in charge by empowering them to decide how and when cards could be used.

Our **analytics and reporting** solution provides valuable and easy-to-read reports that, alongside the information available in our online customer portal, makes outlying transactions easy to spot and flag for better control.

DETAILS



Implemented the **WEX CrossRoads** card.



Leveraged **analytics and reporting**.

Results

Now, our customer benefits from better visibility into spending, effective controls for card use, and continued savings. The WEX CrossRoads card offers drivers access to a robust network of truck stops (more than 12,000) and retail gas stations (95% of all U.S. retail fueling locations across all 50 states) that make it easy to fuel their vehicles and keep moving toward their next destinations.

WEX makes all of this possible by helping our customers simplify the business of doing business in a very integrated way:



Convenience of use for mixed fleets — our customer's drivers can use their CrossRoads card at retail gas locations and truck stops to address a wide variety of fueling needs.



Increased visibility into and control over spend, addressing issues with miscellaneous and non-fuel purchases.



Sustainable savings realized through simple actions, like flagging drivers who purchased mid to superior grade fuels outside of organizational policy, through powerful analytics and reporting.



**Want to make fueling your fleet more convenient,
cost-effective and transparent?**

Get in touch with your account representative to learn more.

wexinc.com