



# PDI Fuel Pricing B2B

**Optimize, Control, and Price with Confidence**









## Overview

The B2B fuel business is diverse, no matter what products you are selling or to whom, pricing each product and customer can be challenging. Our solution will improve your pricing accuracy and address the sometimes-substantial manual effort that is involved with operating effectively and efficiently in this sector.

Alignment and coordination is required between management, the sales team, and customers before you can strike a deal. Pleasing all involved parties becomes easier when you can back up pricing decisions with transparent insights and analytics.

Through the automation of multiple manual processes, our B2B solution frees up more time for you to focus on higher value returns while improving accuracy and enhancing the overall end customer experience.

With our established and constantly evolving solution, PDI has brought together decades of industry knowledge and pricing expertise to deliver a world-class B2B pricing solution. Making key business pricing decisions can be as easy as a click of a button with the power of PDI Fuel Pricing B2B.

## Supporting the Entire Fuel Supply Chain



Gasoline



Diesel



Marine  
Fuels



Aviation  
Fuels



Heating Oil



Bulk &  
Packaged Fuels



PDI Fuel Pricing B2B uses dynamic prices and statistical analysis to manage and deliver your strategic business goals.



# PDI Fuel Pricing B2B

## Effortlessly determine prices for a variety of customers and situations

Gain further credibility by creating personalized quotes for customers with seamless multi team approvals, enabling customers to win more deals at the right price. With the ability to price for bid/spot pricing, formula/contract pricing, rack pricing, or list pricing, PDI Fuel Pricing B2B is specifically engineered to handle the diversity of the B2B fuels market.

Our bid/spot pricing capabilities allow your team to set a net price for a specific customer, location, product, or method of transportation

as well as the option to set prices multiple times per day to meet the demands of a specific market.

With formula/contract pricing, create a detailed evaluation of a contract, so your sales organization can win the right deals at the right prices.

When pricing racks, our solution considers market trends, ensuring that you are always pricing competitively at the rack terminal.

Set a competitive list price for different market segments and then define individual discounts, enabling you to price a wide range of customers fast and efficiently.



Our global B2B pricing solution runs in approximately 20 countries in over 100,000 B2B locations covering every kind of market.



Gain transparency and enable continual performance improvement by using detailed insights and analytics which are available at your fingertips.

## Ease operational burdens on your pricing team

PDI Fuel Pricing B2B is one system that can do it all. With the ability to integrate with your ERP system, our pricing engine can gather all the key data to compute the most accurate price points while providing critical transparency and visibility of deal economics. Additionally, our intelligent pricing capabilities can determine a customer's willingness to pay, so you win more deals at the right price.

Through the automation of processes, human errors are eliminated which can have significant implications given larger volumes within the B2B sector. Complex compliance regulations are automatically handled within the system ensuring that you are always adhering to these regulations.

Our solution seamlessly integrates with market data providers to get the most precise, live insights. This enable faster, more accurate prices to be calculated and sent to customers in a quick and efficient way, enabling you to win more deals at the right price.



## Improve Customer Relationships

Automated communications through email and fax provide significant efficiency opportunities for instant updates to customers. This ease of communication keeps everyone satisfied and in the loop.





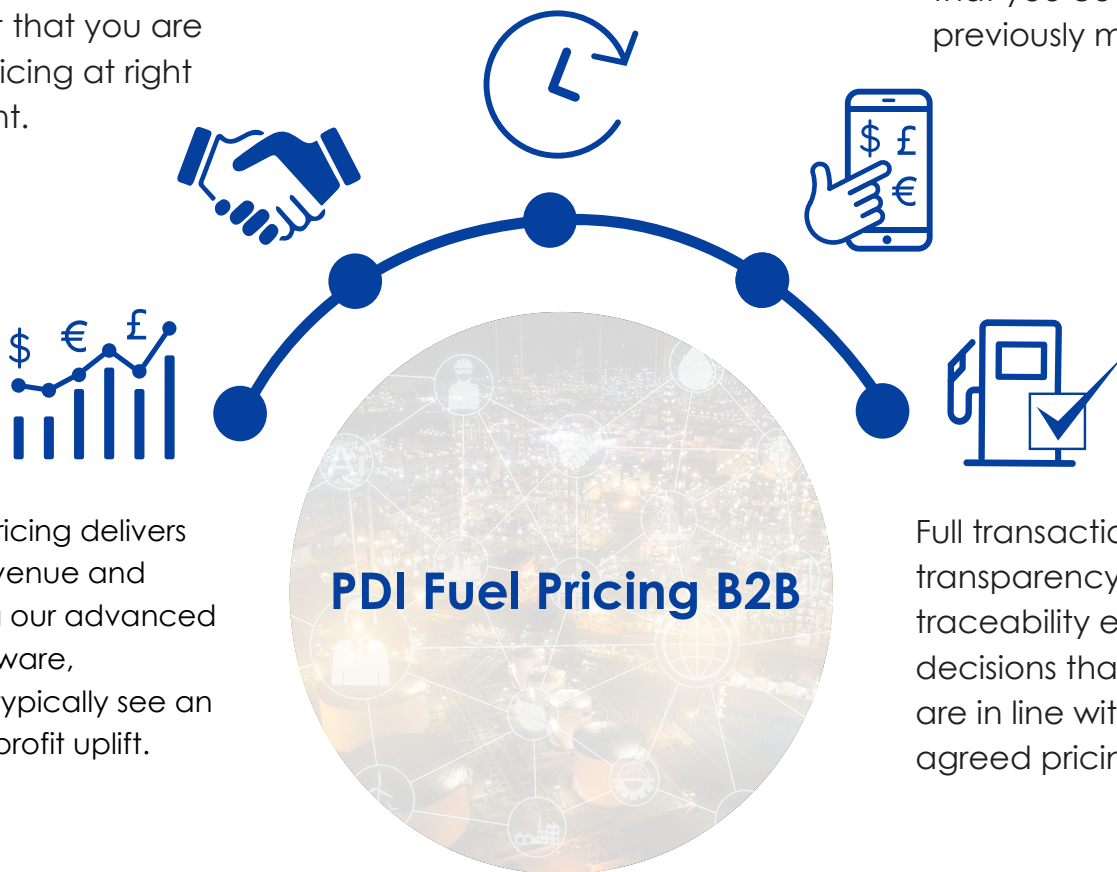


## Intelligent pricing using Artificial Intelligence and Machine Learning to deliver stronger revenue and profit.

Intelligent pricing to win more deals at the right price. Since you are continually connected to the markets you can be confident that you are always pricing at right price point.

Process automation manages more prices creating significant time-savings which can be used to focus on winning more business.

React instantly to changes in the market enabling you to capture additional revenue opportunities that you could have previously missed.



Dynamic pricing delivers stronger revenue and profit. Using our advanced pricing software, customers typically see an impressive profit uplift.

Full transactional transparency and traceability ensures that decisions that are made are in line with your agreed pricing strategy.

## About PDI

Professional Datasolutions, Inc. (PDI) helps convenience retailers and petroleum wholesalers thrive through digital transformation and enterprise software that enables them to grow topline revenue, optimize operations and unify their business across the entire value chain. Over 1,500 customers in more than 200,000 locations worldwide count on our leading ERP, logistics, fuel pricing and marketing cloud solutions to provide insights that increase volume, margin and customer loyalty. PDI owns and operates the Fuel Rewards® loyalty program that is consistently ranked as a top-performing fuel savings program year after year. For more than 35 years, our comprehensive suite of solutions and unmatched expertise have helped customers of any size reimagine their enterprise and deliver exceptional customer experiences.



To find out how PDI can  
start helping you today:

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