DESTINATION: FUTURE
The world is changing incredibly fast. Business is transforming across the globe. And the fleet industry is constantly evolving to meet changing needs.

Whether your fleet is large or small, national or international you need an expert partner to make your life easier today and help you navigate the road ahead. You need someone who can tailor their mobility services to the needs of your fleet and help you reach your overall commercial goals. Wherever your business needs to go, Shell Fleet Solutions is finding new and better ways to help you get there.

We offer fleets of all shapes, sizes and complexities five key benefits:

- Convenience
- Control
- Security
- Sustainability
- Savings
Everything you need to make the journey run smoother

Shell Fleet Solutions offers a wide range of products and services to manage your fleet effectively, making your everyday tasks simpler and your drivers’ lives easier.

On the road

- **Fuel cards**
  Simple and secure payment solutions that make managing expenses easier.

- **Network**
  Global access to high-quality fuel and facilities where you need them.

- **Fuels and alternative fuels**
  Access to all types of high-quality energy resources from electric to alternative fuels.

- **Services on the road**
  A single solution to cover all your drivers’ tolls and expenses and bring them together on one invoice.

- **Fleet mobility solutions**
  New mobility products and services, such as telematics and route optimisation, to benefit you and your drivers.

At your desk

- **Fleet Hub**
  Manage every aspect of your fleet right from your desk.

- **Tax reclaiming**
  Quickly and easily reclaim VAT and excise duty on fuel card purchases.

- **Round the clock service**
  24/7 fraud-protection services.

- **Expertise**
  Access to our dedicated account management teams and our in-depth fleet expertise.

- **Innovation**
  Constantly updated added-value services to help you now and in the future.

50+ years of fuel card expertise

30+ countries globally

6 million cards in circulation
One way to pay

Every business is different. No matter the shape and size of your fleet, the countries you operate in and the costs you need to cover, there is a card that’s right for you. And with one card for all your drivers’ needs along with comprehensive services and support along the way, Shell Card makes every day hassle-free.

One network across the globe

Shell gives you access to the largest network of retail sites across the globe. We have around 44,000 Shell branded sites in more than 75 countries. Your Shell Card is also accepted across our even larger partner network; offering access to around 200,000 sites worldwide. We offer good coverage on all international transit corridors so your drivers won’t need to detour to find one of our sites – there’s even a mobile app to help them find the right stop nearby.

The world’s most accepted fuel card

\[
\begin{align*}
\text{North America} & : 170,000+ \text{ sites} \\
\text{Europe & South Africa} & : 27,000+ \text{ sites} \\
\text{SE Asia, Oman & Pakistan} & : 5,000+ \text{ sites} \\
\end{align*}
\]

New Market Entries & Licensed Markets

Shell Card accepted at thousands of sites, including China, Indonesia, Brazil, India and Mexico
Feel in control of your fleet through accurate real-time data

We make it simple to track and improve performance, putting you in control of your fleet. Our seamless solutions deliver real-time data, giving you insight through our online dashboard that makes it easy to visualise, analyse and control your fleet activity.

**Shell Fleet Hub**

Shell Fleet Hub helps you monitor and manage all your Shell Cards, users and related invoices, making it quick and easy to do important everyday tasks like order cards, review transactions, download invoices and run customisable reports.

Crucially, it also puts you in command of all the latest information, at a glance, producing a dashboard that bundles together your transactions, card activity, invoices, card status and credit position.
Telematics

Shell Telematics gives you the real-time insight you need to get the best out of your fleet. We use the latest vehicle tracking technology and your Shell Cards to gather a wealth of performance and transaction data from your fleet.

Then we turn it into clear, actionable fleet intelligence that helps you improve efficiency, safety and security, bringing down your total cost of ownership. Managed through a user-friendly portal and app, our integrated solution makes it simple to:

- Track your vehicles for better fleet planning
- Work smarter with instant data and a paperless system
- Monitor driver performance and reduce accidents
- Increase financial control and tackle fraud and theft

What Shell Telematics could do for your fleet:

- **15%** Carbon footprint
- **75%** Harsh braking
- **20%** Driving hours
- **20%** Safety incidents
- **20%** Idle engine
- **20%** Fuel economy

"Shell Telematics has reduced administration time and saved on our fuel costs – the data is invaluable."

Popular Rent A Car
Our best protection for your fleet today and tomorrow

Shell has developed its best-ever security offering to give you peace of mind over fraud.

Today’s Fleet Managers are under pressure to control costs and run a secure operation, so we make it simple to keep on top of where and when your money is spent. From our online portal to our network of sites, we have the latest security built-in to give you complete peace of mind.

Our holistic security package safeguards your fleet at every stage of the journey, helping to prevent fraud, protect your business, detect problems and alert you in real time so you can take immediate action. It takes just a few clicks to do anything from applying a spending limit to blocking a card, making it easy to manage your day-to-day business and prevent issues like fuel siphoning. And with fraud being such a major problem for many fleets, this level of control can deliver significant savings.

5% of fuel spend is attributed to fraud²

65% of Fleet Managers believe fraud is a serious issue for their business³

¹May 2015 online survey
²Edelman Fleet Manager survey, 2016
³Edelman Fleet Manager survey, 2016
How Shell safeguards your business

Prevent
You can take proactive preventative control of your cards direct on your Shell Fleet Hub, setting and resetting smart limits and purchase restrictions across a range of parameters. You can limit the amounts spent by transaction or time period, ringfence the products and services that drivers can pay for, and restrict use of your cards to particular times or locations. All with a few clicks online.

Detect
Our real-time detection systems give you up-to-the-minute transaction reports, identify irregular activity and notify you immediately. On site, our CCTV comes with a ‘fast-finding’ procedure to identify perpetrators and deter crime, while our staff are trained to spot any suspicious activity and report it to our fraud team immediately.

Protect
We protect your drivers, your business and your cards with state-of-the-art transaction security, as well as physical safeguards like CCTV at our sites. Our cards come with Chip and PIN security, real-time authorisation and the opportunity to put in extra safeguards through Fleet ID validation systems that tie your transactions to individual users.

Alert
Sign up for our custom alerts and you’ll be notified when unusual activity occurs, so you can block or unblock cards online immediately. Even though one of your cards may be thousands of miles away, you can take complete control of its use – minimising the opportunity for fraud and minimising its impact if it does happen.
Working together to meet the energy challenge

Whatever stage you’re at on your journey, Shell can help your fleet move faster towards a future that’s better for your business and the environment.

Working together, we can help transition your fleet for a low-carbon world and get all the business benefits that come along with driving change.

No two fleets are the same, so we are developing a holistic range of cutting-edge tools, fuels, technologies and services to meet the needs of different vehicle types, regulations and mobility challenges.

58% of light-duty fleets would ideally run their fleets on electric/hybrid power3

3 Shell survey of fleet managers in Europe, October 2017
Avoid emissions

Reduce emissions

Compensate unavoidable emissions

E-mobility

Electric charging
Hydrogen

Innovative fuels and lubricants

LNG
GTL
CNG
Biofuels
Shell FuelSave Diesel
Shell VPower
Shell Rimula
Shell Helix
AdBlue®

Data analytics

Fuel consumption data and reports
Telematics to identify efficiencies

Efficient driving

Driver training service
Telematics to track driving behaviour

Carbon compensation

Opt-in to compensate the CO₂ emissions from your fleet and drive carbon neutral.
Your drivers fill up with the Shell Card. We calculate associated ‘well-to-wheel’ CO₂ emissions and purchase carbon credits to compensate these emissions. ‘Tank-to-wheel’ charges will be applied to your account.

Reaching your goals

With a range of innovative products and convenient services, we can help reach your sustainability goals in three key ways:

Avoid
Electric vehicles make little to no CO₂ emissions, so we have a growing network to support smart charging for electric vehicles on the road, at home and at your fleet base sourced from renewable energy.

Reduce
We are constantly developing innovative fuels, lubricants and services that help to reduce your fleet’s emissions, cutting fuel consumption and lowering costs.

Compensate
Opt-in and we can help you mitigate unavoidable emissions with nature-based, carbon-reduction projects around the globe, automatically, every time you fill up.

80%

potential increase in value for companies tackling climate if it is well positioned and proactive

*Carbon Trust and McKinsey & Co.
Delivering value to keep you moving forward

Everything we do is designed to deliver value for you and your fleet. Our account managers will work with you to identify opportunities to drive efficiency and optimise total cost of ownership.

Competitive commercial terms
Our partnership with you is underpinned with competitive pricing and easy-to-understand incremental tiers of volume-based incentives.

Transparency
We offer transparent costs, with your price list, service charges, transaction fees and discounts visualised online so they are easy to track and manage.

Efficiency
From innovative fuels to driver training and tools that allow you to optimise your routes, we have all kinds of ways to enable you to operate more efficiently and cost-effectively.
Shell expertise and continuous innovation, tailored around your needs

Convenience
Tap into products designed to make life easier for drivers and Fleet Managers alike

Control
Track and improve performance with a wealth of financial and fleet data

Security
Get the complete picture with real-time data and services that support your people and assets

Sustainability
Safeguard the environment and your business through a range of the best sustainable solutions

Savings
Stretch your budget by benefitting from our cost-saving opportunities

To find out more, visit shell.com/fleetsolutions
Get started

Finding the most convenient ways of putting you in control, we help you enhance your security, deliver cost savings and drive your fleet’s sustainability. So whether your focus is firmly on the future or right in the here and now, Shell will help you reach your business goals today and tomorrow. Please speak to your Shell Account Manager or visit shell.com/fleetsolutions