The Benefits Of A Robust Aviation Fuel Management System

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How much did airlines spend on jet fuel in 2012?
- $210 Billion

How much fuel did airlines uplift in 2012?
- 70 Billion USG

What percentage of operating costs does fuel represent?
- 32%
Why Is Fuel Management So Important?

• Fuel is the largest cost for airlines, on average 32% of overall operating costs
• Effective fuel management has a direct impact on an airline’s profitability, competitiveness and sustainability
• Behind safety it is the most important aspects of running an airline
• A big gap between how fuel is and could be managed
• All airlines, fuel suppliers, resellers, into plane agents have a “system”
• “System” = Word, Excel, Shared Server, Email
• Legacy systems struggle to cope under the pressure
• The use of non-aviation specific solutions creates problems
• Reliance on manual procedures
• No system without employees
What Does This Mean…..?

- No automation
- Checking and sharing of data can be difficult and take time
- Inefficient internal processes
- Simple tasks are time consuming
- No audit trails
- IT support time on disparate systems
- Reporting difficulties
- No visibility for senior management
- Uncertainties in decision making
- Missed opportunities to save money
What Do We Mean By a Robust Aviation Fuel Management System?

- A system to support all stakeholders in jet fuel
- Current situation = Manual process heavy
- Unfortunately no one “system” fits all solution
- Linking these different systems is possible
  - knowledge, technology, expertise, collaboration and will
- FuelPlus provides the solution for system integration
“Provide state of the art software and services enabling the aviation industry to implement robust fuel management processes, increase internal efficiencies and reduce expenses“

- Established in 2000
- HQ in Hannover, Germany
- Development and Global Support Centre in Brasov, Romania
- Offices in Boston, USA and Johannesburg, South Africa
- Business activities
  - Targeted fuel management solutions
  - Software development, implementation, support and training
  - Fuel management and consulting services
Company Overview

- Key solutions to teams involved in fuel management:
  - Fuel Procurement
  - Flight Operations
  - Finance
  - Associations and Purchasing Groups
  - Suppliers and Resellers
- Seamlessly links individual processes:
  - Fuel Planning
  - Tendering
  - Fuel Supply
  - Operations Monitoring
  - Accounting
Best Practices
Systems Integration

FuelPlus
Enterprise Fuel Management

Operational Flight Plan (OFP)
- Fuel order
- Delivery ticket

ACARS message
- Flight log

Flight Crew
- Fuel order
- Delivery ticket

Fuel Supplier

Fuel order
- Delivery ticket

Into Plane Company

Market Data Provider

Fuel

OPS Planning System
- Tankering instruction
- Tankering prices
- OFP data

ACARS Ground System
- Fuel qty

OPS Control System
- Fuel qty
- Flight event

Flight Planning
- Standard Schedule
- Market Data
- Invoice

Electronic Payment
- Payment order
- Internal FX rates
- Journal entries
- Flights, volume and costs

Financial System

Post Flight Analysis

Reports

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Benefits

- Reduce costs
- Reduce workload
- Improve internal and external data sharing
- Reduce unnecessary communication
- Control fuel spend
- Make better decisions
- Improve cash flow
- Create a more cohesive approach to fuel management
Conclusion, Thanks, Questions?

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