

Case Study: Civil Engineering Provider

Northgate teamed up with one of the largest Civil Engineering companies in the UK to cut-down costs and improve their reporting on fuel.

The Challenge

Our client had already partnered with a fuel card provider for several years. However, over time it became clear that a change was needed. The original fuel card was accepted by just one commercial petrol retailer, so drivers frequently had to take detours from their route or make special journeys to find a garage that would take it. Also, office staff found the old card cumbersome when it came to reporting.

The Solution

Northgate's proposition was accepted due to the advantages our fuel card provided when compared to competitors. Our client introduced the new card incrementally, while withdrawing from the previous provider. Now that the rollout has been completed, the group uses a total of 66 cards.

The Results

Our partnership has produced several noticeable advantages. Because Northgate's fuel card is accepted by multiple garages, it has greatly reduced the need for drivers to go off route or make special journeys to get fuel which has greatly improved overall efficiency. For office staff, reporting is now much easier and more streamlined than before. This client has now rolled out Northgate cards to all its drivers and office staff and foresees a long and happy relationship between the two companies.

"Having analysed the pros and cons of Northgate's fuel card when it was first presented to us, we expected substantial gains from switching. However, there have been even more benefits that came as a very pleasant surprise. The ease of reporting has saved many headaches and a lot of time in the office, and our drivers can now be on the road to their destinations more often and more efficiently than before because there's almost always a garage on their route that takes the card. We are very pleased with Northgate's fuel card and intend to stick with it for the foreseeable future."

Managing Director