

Sales & Purchasing

Negotiating bunker is a fast game of supply and demand, dictated by the rise and fall of crude oil prices. FuelVision Bunkering is an end-to-end ERP environment that combines flexibility, reliability and automation - tailored specifically to bunker suppliers.

- **Pricing made dependent on fuel exchange movements (Platts, Argus, MOPS)**
- **Lot-and-trigger decision registration included**
- **Provision and final invoicing included in workflow**
- **Back-to-back purchase-to-invoicing**

How it works

The FuelVision Bunkering module is the result of years of listening to the needs of bunker suppliers around the world. Based on Microsoft NAV and Logic Vision's own FuelVision NAV adaptation, FuelVision Bunkering today covers the bunker supplier's full purchase-to-pay and procure-to-pay needs.

Easy to track: orders and nominations

FuelVision Bunkering accommodates for the extreme flexibility required in pricing and contract arrangement with ship-owners and trade agents. The incoming bunkering order is swiftly and intuitively entered in a nomination in FuelVision. This nomination then serves as the key document throughout the entire process. Such easy tracking of deals through nominations creates a wealth of data for analysis: Which prospects are buying? Which agents are worth their commissions? Which traders are performing or underperforming? Which contract types are most desired?

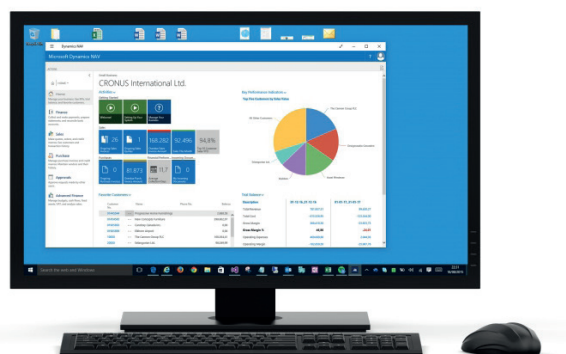
'Live' pricing: dynamic, accessible

Traders may link quoted prices to any of the most important fuel exchange indexes, adding a wide range of discounts and modifiers. Most importantly, FuelVision allows for the registration of pricing modifiers at the lot and trigger level, to reflect actual price drivers for bunker suppliers. Price factors may include: indexes on date of quote, date of shipment; prices may be an average price calculated over an agreed timeframe, and many other variables.

Moreover, prices can be set to remain a 'living number' throughout delivery: the price quoted may reflect market prices at the time of quote, but prices on the invoice will reflect reality at the time of shipment.

Flexible contracting to reflect reality

Building a contract with the prospect is a delicate process that concerns a multitude of factors – each of which is mirrored in FuelVision. A request for contract usually comes in the form of a desired volume (in any measuring unit of choice) and type of fuel to be delivered in a desired timeframe. Traders may enter quotes, orders and contracts with any variety of conditions. Volume, deliveries, delivery window, pricing indexes, currencies, fuel types, et cetera. When an actual shipment is due, all relevant order information for each barge is transferred from the nomination.



BDRs and contracts

As shipments are completed and logged in bunker delivery receipts (BDR), the delivered volumes are deducted from the total volume agreed on in a contract. Traders and account managers always have insight into how much is left on the contract.

Credit worthiness

We know how important credit worthiness is to the bunker supplier. This substantial threat to cash flow has been effectively addressed by having outstanding credit always available for each prospect. Instant insight, into how many tonnes may be quoted or ordered at which price bandwidths, allows your traders to always stay within credit limits.

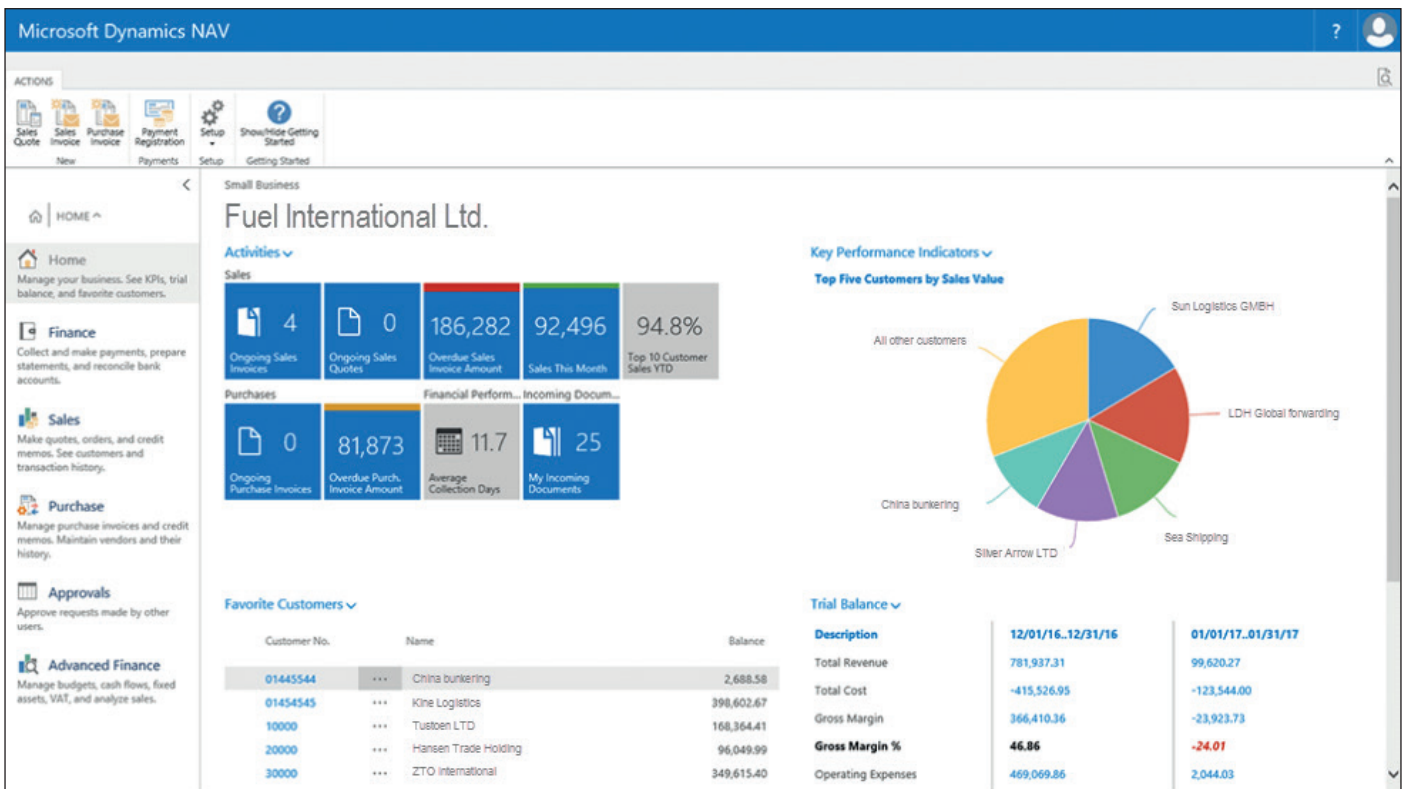
Provisional and final invoicing

Bunkering contracts – in sales as well as in procurement – usually work with indexed prices to cover multiple

deliveries during an agreed window. FuelVision invoicing discerns between provisional and final invoicing to provide this crucial flexibility, while also allowing for timely invoicing, cash flow and credit control. The difference between provisional and final invoice is automatically calculated and corrected via a credit bill or additional invoice. Naturally, this functionality is available for contracts in sales as well as in procurement.

Back-to-back procure-to-invoice

FuelVision allows for close cooperation with third-party bunker suppliers in a back-to-back procure-to-invoicing setup. The automated process translates a nomination swiftly into a procurement order, with nothing 'lost in translation'. After bunkering the client, the supplier's BDR is similarly transferred and translated to invoicing. Complete back-to-back processing puts your bunkering business ahead of the game.



Interested? Call us: +31(0)184-677 588