

How AtoB helps Kyte operate its 2,600 vehicles more efficiently and reduce fuel spend by 4.5%



What was Kyte using before AtoB?

Before AtoB, Kyte was using the Emburse fuel card. After using Emburse for nearly 2 years, Kyte started to look for an alternative option because there wasn't a way to ensure drivers were purchasing what they should be.

Problems Kyte faced

AtoB's solution

Fuel card misuse created a large and unnecessary expense

- Telematics validation and blocking of unapproved transactions
- SMS Unlock to verify driver
- AtoB blocks non fleet expenses

No way to identify which drivers were making personal purchases

- Suspicious transaction alerts allow Kyte to see exactly what each driver attempts to purchase

Lack of reporting tools lead to messy and inaccurate data

- AtoB data allows Kyte to see how many gallons a driver purchased, what they paid per gallon, and any suspicious activities

Driver turnover led to lack of control

- One click card deactivation in portal

Lack of visibility into spend and transactions

- Easy to use AtoB Dashboard with tagging for departments

Frustrated by slow and unhelpful customer support when issues arise

- 24/7 access to customer support with an average wait time under 30 seconds and average problem to solution time of just a few minutes

\$114K

saved in first year of the program

3.5%

decrease on fuel consumption by eliminating fuel card misuse with SMS Unlock and Telematics

1%

decrease on fuel prices with AtoB's universal discounts

5-10

employees out of 500 identified per month misusing their fuel cards

“With AtoB security features, we've been able to prevent our drivers from using our fuel cards for personal expenses. Thanks to AtoB's Telematics integration, SMS Unlock, and the ability to proactively decline suspicious transactions, we've been able to finally ensure the spend on our cards are only at approved merchants and on approved transactions. Due to AtoB's SMS unlock and telematics integration features, we believe fuel card misuse has now gone to zero.”

Oliver Hahn, Head of Business Operations