



TheGlobalFuel

TheGlobalFuel gives resource operators one governed record for every asset, so production, contracts, cargo and emissions finally agree.

PARTNER
CHEAT SHEET
THEGLOBALFUEL.COM

Asset registry

Offtake contracts

Shipments

ESG records

Open API

WHAT IT IS

One governed record for every well, mine, field and site, connecting production, contracts, shipments, inventory and emissions.

30-SECOND PITCH

Resource operators run on spreadsheets and PDFs. TheGlobalFuel puts assets, production, offtake contracts, shipments, inventory and emissions on one governed backbone, so a delivered cargo updates the contract and ESG answers come from records.

PROBLEM WE SOLVE

- Production in spreadsheets, contracts in inboxes
- Month-end reconciliation instead of live output
- Inventory balances nobody fully trusts
- ESG rebuilt from memory every quarter

VALUE PROPOSITION

- One record from wellhead to delivered cargo
- Delivered shipments update the contract automatically
- Emissions and permits sit on operational records
- Headless API drives your own systems

IDEAL CUSTOMER

Mid-market operators, 50 to 1,000 staff, running assets on spreadsheets and point tools

Not a fit: Paper traders, fleet fuel buyers, no physical assets

WHO YOU ARE TALKING TO

Operations Director — Where is output against plan?

Commercial Manager — Long or short this month?

Compliance Officer — Could you evidence that permit?

Enterprise Architect — Can your systems drive it?

TOP USE CASES

- Asset registry across every commodity
- Production capture with grade and downtime
- Offtake contracts tied to real deliveries
- Multi-modal shipments from pit to port
- Scope 1/2/3 emissions on the asset

CAPABILITIES

- Asset registry
- Production capture
- Reserve estimates
- Offtake contracts
- Multi-modal shipments
- Inventory lots
- Emission records
- Permit register
- Chain of custody
- GraphQL API

PRICING

Free	\$0
Starter	\$99/mo or \$79/mo annual
Growth	\$399/mo or \$319/mo annual
Business	\$999/mo or \$799/mo annual
Enterprise	\$45/managed-asset/mo list, or \$36/managed-asset/mo annual at 100+ assets

Published plans from \$0; Enterprise priced per managed asset

COMPETITIVE LANDSCAPE

Enverus — Your own operation, not market data
Quorum — Beyond hydrocarbons, contracts tied to shipments

SAP S/4HANA — Weeks to live, not multi-year programme

Enablon — ESG falls out of operations

WHY US

- One model across fossil, mineral, renewable
- Delivered cargo rolls into contract volume
- Role-based access on every field
- Thirteen commodities, twelve asset kinds

PROOF & CREDIBILITY

- Federated API with governed access throughout
- Six seeded roles separating operations from commercial
- Certification roadmap published, nothing certified claimed

DEMO

Ask us for a walkthrough; sandbox workspace arranged on request

TALKING POINTS

- Assets first; everything hangs off them
- ESG from operations, not a spreadsheet
- Complements your ERP rather than replacing it
- Open API, so nothing is trapped

OBJECTION HANDLING

"We already run SAP"

Keep it. This runs field and commercial operations alongside it.

"You are too new"

True. Start on one asset, judge the records yourself.

"Our spreadsheets work fine"

Until month-end. Ask how long reconciliation takes each cycle.

DISCOVERY QUESTIONS

- How many producing assets do you run?
- Where do offtake contracts live today?
- Who reconciles delivered against contracted volume?
- How is Scope 1 currently calculated?
- What breaks first at month-end?

SPOT A GOOD OPPORTUNITY

- Spreadsheets plus two or three tools
- ESG reporting deadline approaching
- Mixed commodity or transition portfolio
- Named operations or digital owner
- No physical assets or cargo
- Wants certified SOC 2 today

HOW TO INTRODUCE US

"I know a resources platform that puts production, contracts, shipments and ESG on one record. Worth twenty minutes?"

LEAD HANDOFF

Send company, contact, asset count, commodities and the timing driving it.

PARTNER COMMERCIALS

10% referral, 12% consulting, 15% implementation of first-year net subscription

USEFUL LINKS

TheGlobalFuel website theglobalfuel.com

Application sign-in and sign-up app.theglobalfuel.com

Documentation docs.theglobalfuel.com

Use-case library theglobalfuel.com/use-cases

AI in the product theglobalfuel.com/ai

TALK TO US

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BOOK A 1-1 CALL

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