



SCALABLE PETROLEUM
PAYMENT SOLUTIONS

ABOUT OTI PETROSMART

Since 2000

Who We Are

OTI PetroSmart is a leading provider of integrated fuel management solutions based on Automated Vehicle Identification (AVI). Products include configurable hardware, software applications and support services.

What We Do

We automate, simplify and secure the refuelling and payment process through the use of our AVI solution—EasyFuelPlus—across a range of verticals, including the retail, commercial, industrial and mining sectors.

Why it Matters

Our solutions help reduce operational expenditure by eliminating manual processes, as well as by providing quality data that not only enables the effective management of fuel consumption, but also helps to prevent fraud.

Experienced Leadership

OTI PetroSmart is led by highly qualified and experienced executives, supported by a focused team with extensive experience in business development, account management, hardware engineering, software development, technical support and the deployment of retail and commercial fuelling technologies. With our combined knowledge and expertise, we are able to support our direct customers, global strategic partners and valued distributors while identifying opportunities and implementing solutions that deliver real value.

Business & Partnership Opportunities

AVI solutions are firmly emerging as either a complimentary form factor or in certain cases as the complete replacement for traditional fuel cards in both the commercial and retail fuelling sectors. EasyFuelPlus provides OTI PetroSmart's partners with numerous up front and recurring revenue opportunities.

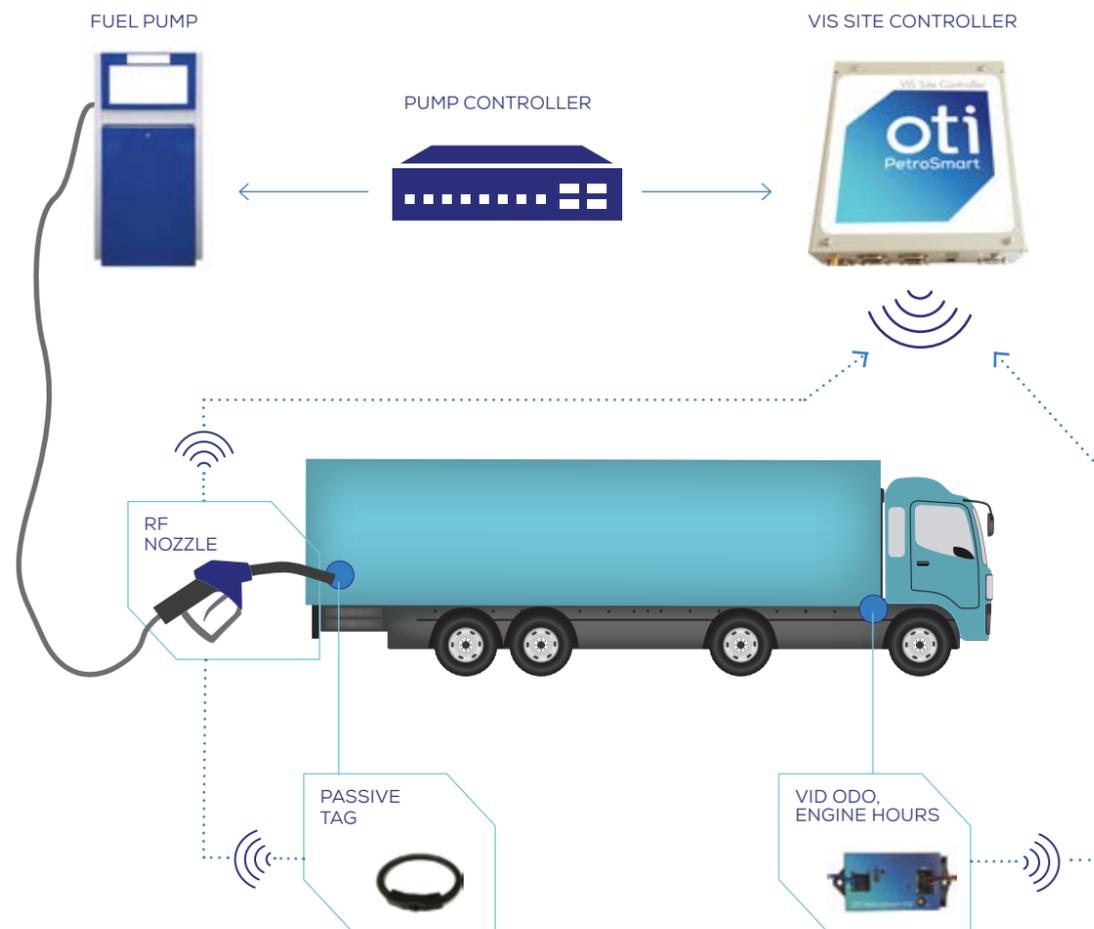
We can assist our partners to understand the market potential for fuel card and AVI issuance, and help identify viable markets and sectors using accepted industry benchmarks and politico-economic filters. We also assist our partners with building innovative and rewarding business models to suit specific markets and opportunities.

Are you interested? Get in touch to discuss your multiple options.



OUR CORE TECHNOLOGY: EasyFuelPlus

EasyFuelPlus is OTI PetroSmart's scalable automated fuel management and payment solution aimed at ensuring that the right amount of the right type of fuel is dispensed into the right vehicle.



How Does it Work?

- EasyFuelPlus utilises a safe and secure system of RF (Radio Frequency) tags and transmitters attached to pump nozzles and vehicles, all designed to meet the requirements for operating in a hazardous area.
- Only when the correct fuel is selected and the nozzle fully inserted in the fuel tank inlet will the transaction be approved and fuel dispensed into the vehicle.
- Electronic payment is made automatically and without any human intervention.
- EasyFuelPlus is fully secure, supports advanced business rules and can imitate traditional fleet/fuel cards.
- EasyFuelPlus is very easy to install and works with all nozzle types. No cables are required.

EasyFuelPlus Technology

Vehicle & Driver Equipment includes:

- Passive Tags
- Vehicle Identification Device (VID)
- GPS Odometer Sender (GOS)
- Anti-Siphon Device (ASD)
- Handheld Tags

Refuelling Site Equipment includes:

- Radio Frequency Nozzle (RFN)
- Vehicle Identification System (VIS) Site Controller
- Saturn 6500P Multi-purpose Contactless Tag and Card Reader



SOLUTIONS

Retail Petroleum Solutions

Drive fleet volumes to your retail stations and increase customer loyalty by enhancing your petroleum product offering with faster, secure and convenient payment solutions.

Industrial & Mining Solutions

Mining | Agriculture | Aviation | Marine | Railway | Construction

Reduce fuel consumption with robust and fit for purpose automated refuelling solutions, complete with contactless tag readers, automatic data capturing functionality and back office services.

Commercial Homebase Solutions

Improve efficiency and reduce expenses by implementing automated refuelling solutions that prevent fuel losses and fraud by monitoring and controlling the fuel usage and fuel costs of your commercial homebase and private fleet businesses.

Mobile Refuelling Solutions

Give industrial fleet managers complete control of mobile fuel bowsers/tankers at locations such as mines, construction sites and sugar plantations to ensure maximum accuracy with minimum human intervention, for a secure fuelling environment and a reduction in fuel volume.

EasyFuelPlus BENEFITS

Retail Petroleum Solutions



- Enable 24-hour unattended refuelling.
- Drive fleet volumes to your retail sites.
- Anchor retail volumes and engender loyalty.
- Launch innovative loyalty marketing campaigns.
- Reduce forecourt congestion; increase throughput.
- Help eliminate fuel theft by station attendants or customers.
- Differentiate and break the consumer mindset that fuel = fuel.
- Offer the motorist the quickest and most convenient refuelling experience in the market.

Commercial & Homebase Solutions



- Prevent unauthorised refuelling.
- Effective fraud control: the right amount of the right type of fuel in the right tank.
- Abnormal usage highlighted quickly.
- Fuel losses and abuse detected earlier, reducing losses.
- Lower operating costs: meet savings targets & improve profit margins.
- Lower admin costs through electronic recording and reporting.
- Prevents misfuelling (filling with the wrong type of fuel).
- Automate the refuelling recording process, eliminating manual processes with cardless and paperless refuelling.
- Effective management of fuel consumption across the fleet.
- Eliminate manual processes with cardless and paperless refuelling.
- Automated data collection & reporting for fuel management purposes.
- Quality data facilitates a better understanding of driver and vehicle performance

Industrial & Mining Solutions

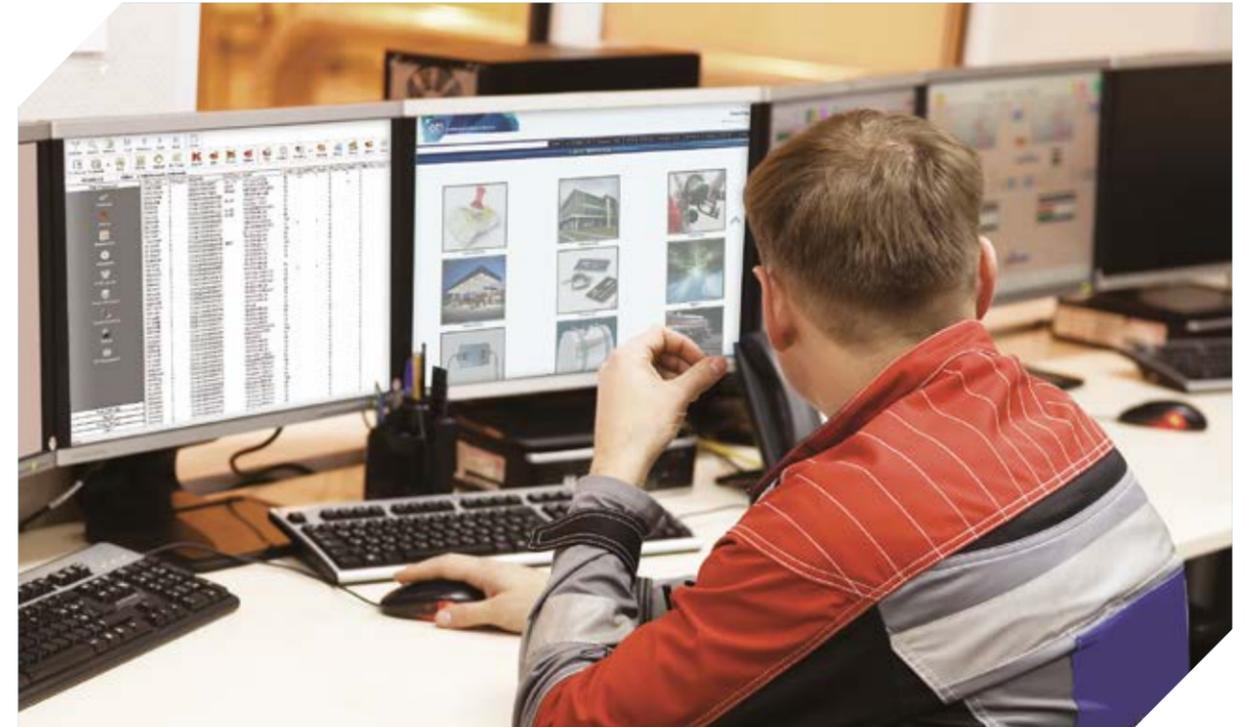


Mobile Refuelling Solutions



- Enable controlled refuelling of vehicles and plant machinery unable to refuel at fixed refuelling facilities.
- Prevent unauthorised refuelling.
- Abnormal usage highlighted quickly.
- Fuel losses and abuse detected earlier, reducing losses.
- Lower admin costs through electronic recording and reporting.
- Automated data collection and reporting for fuel management purposes.

BACK OFFICE SERVICES



OTI PetroSmart offers software to support the business processes associated with running an AVI programme. We also run business management services aimed at helping customers get the optimum benefit from using EasyFuelPlus solutions.

The following software applications were specifically designed to complement the EasyFuelPlus solution:

- **Tag Writer:** Encoding of tag data
- **SmartDesk:** Site & Vehicle Support
- **FuelReporter:** Customised Reports

OTI PetroSmart's business management services include:

- **Key Account Management Service**
- **Tag Analysis Bureau Service**

Discover more about our Back Office Service Suite on our website: www.otipetrosmart.com

IMPLEMENTATION

OTI PetroSmart's solutions seamlessly fit with your existing business and site architecture, making deployment as simple as 1, 2, 3:



01 Integration

With interfaces to the majority of market-leading pump control and POS systems already in place, OTI PetroSmart's universal integration approach enables customers to deploy the EasyFuelPlus solution with relative ease. Our VIS system architecture takes care of interfaces to your existing pump controller, whilst managing the complexity of the interface to the EasyFuelPlus hardware.



02 Site Installation

Unobtrusive installation of our AVI Site Controller, which does not impact existing site systems, along with the installation of our wireless and ATEX/UL-approved RFN nozzle readers, is the minimum required to get your site up and running. Your site can continue to operate during the installation and expert technicians will be on hand to offer advice and training as well.



03 Vehicle Installation

Our passive vehicle tags require no wiring or power source and can be easily fitted to most vehicles and machines within 15 minutes. Whether you choose to install vehicle tags on your fleet yourself, or choose to do so via one of our partners, or a 3rd party installation company, you can rest assured that installation cost and vehicle downtime will be minimal.

TESTIMONIALS

A growing number of fleet managers realise fuel and fuel card fraud is a big issue and the majority think at least some of their drivers are committing fraudulent activity. Some drivers have even admitted to witnessing fraudulent acts. **With EasyFuelPlus**, our Automatic Vehicle Identification solution, there is a real opportunity for significant savings.



"In our opinion the system adds great value in monitoring and managing fuel consumption"

Gawie du Toit, Shoprite Checkers

"OTI PetroSmart's AVI technology significantly enhances our card offering... without question, the technology has proven to be a perfect fit for all our requirements."

Cristian Balart, Copec Chile

"The system ensures that refuelling is secure... and provides quality information for the purpose of managing fuel consumption. We have no hesitation in recommending OTI PetroSmart and their systems."

Solly Engelbrecht, Spar Western Cape



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