X-TEND

A BUSINESS **PROPOSAL**

X-TEND DIESEL
MONITORING SYSTEM

Table of Contents

INTRODUCTION - X-TEND DIESEL MONITORING SYSTEM

Unaccountability and misappropriation of company resources have become too common and an ever-increasing occurrence.

One prevalent area is that of fuel, accounting for up to 30% of overhead costs for organizations existing in Nigeria, with pilfering estimated to account for as much as 20% of these costs.

Organizations have attempted some basic techniques that focus on limiting fuel theft and misuse but their efforts has proven futile. Individuals determined in their unscrupulous activities find ways to sidestep these measures. The only tested and trusted measure is to have a tamper-proof technology-driven system that offers transparency of real-time data and alerts of unusual activities.

At MileMaster Integrated, we employ state of the art technology and aim to become the reference point for all Software Solution. We are currently in partnership with one of Nigeria's fastest growing IoT and Software Development company with focus on customized solutions.

We offer a leading edge array of applications/products with an uncompromising emphasis on value. Over the past few years, we have serviced various industries and continue to deliver excellence to our clients and partners.

We are delighted to introduce one of our solutions to you – X-tend diesel monitoring system It is a unique and flexible Fuel Management Solution designed to help understand and optimize the fuel consumption in your tanks. It is a remote-monitoring solution that auto-generates fuel usage information and provides real-time alerts when fuel use policies are violated.

We will be pleased to meet you to showcase the value of the solution with a Demo.

Thank you for your time and attention. We look forward to hearing from you.

Executive Summary
The Fuel Management Situation

Fuel affects the operational and financial running cost of a company. Fuel costs account for 30% of all operating expenses and 10% of revenue (Culled from Investopedia).

This has adverse effects on the liquidity and the survival of your organization. Some compa nies have tried to minimize this loss by using the buy-as-you-use (BAYU) approach (this does not encourage storage). It also increases the chance of running out of fuel. This situation can strain operations and hampers productivity.

Storage of fuel presents challenges such as:
- Tracking fuel misappropriation, leakages and theft
- Tracking refuelling without being physically present
- Predicting fuel consumption

There is a fuel monitoring solution for your equipment and storage tanks capable of solving these issues.

MileMaster Integrated developed the X-tend diesel monitoring system (XDMS) to solve these challenges and more. This is befiting for companies with stand-alone storage tanks and supply machines such as generators. You can access the full value for your fuel expenditure and have peace of mind.

The ultimate aim of this solution is to increase your profits and grow your business signifi cantly by curbing fuel misappropriation and misuse. This will be achieved in the following ways:
- Real-time fuel level monitoring
- Real-time alert and records of sudden decreases in fuel tanks
- Abnormal fuel consumption alert
- Generator and other related power monitoring (on and off)
- Fuel refill monitoring

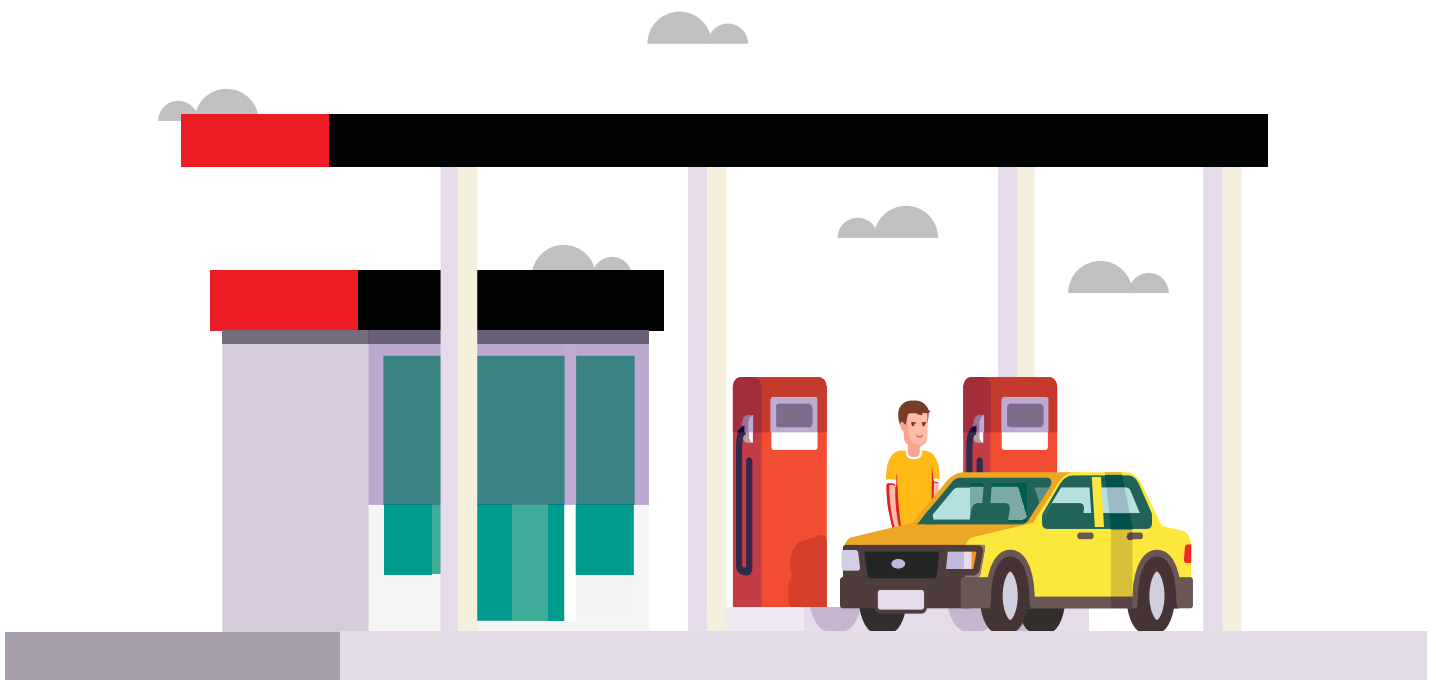# Why you need a Fuel Management System

Fuel is one of the most elevated operational costs for companies especially in Nigeria where electricity supply depends largely on the use of generators. Asset managers need to be alert and equip themselves with the tools to identify and eliminate common challenges.

The following highlights common organizational challenges and how a fuel management system will help solve them.

Fuel Purchase Management

When vendors supply the wrong fuel volume or use wrongly calibrated fuel pumps, It accumulates to an increased fuel expense for your organization. Most times, this is intentional.

With a fuel management system, you can remotely get information on the volume of fuel purchased and gain insight into any issue that may impact on those transactions. This will help control purchase irregularities.

Theft Elimination

The inability to track when a fuel theft occurred or even get notified the moment it is suspected does not allow asset managers react properly and hold the right people responsible.

A fuel management system alerts you when there is any fuel irregularity in any of your tanks. The awareness of the system also forces staff to be conscientious about fuel removals from the tanks.

Consumption Targeting

The running of machines such as generators require fuel. This means that the longer they run, the more money is spent on purchasing fuel. Unauthorized use or misuse of fuel affects the bottom line of your company. This increases expenses without yielding profit to the company.

A fuel management system provides companies with the ability to monitor the consumption of stored fuel to control its misuse.

Proper Record Keeping

Record keeping allows for proper analysis and auditing of your business operations as affected by your fuel consumption. Digital records provided by fuel management system allows for searchable auditing and in-depth analysis of fuel consumption such as expense prediction, periodic variation, fuel economy and more. Without the ability to easily analyze data, a manager will be unable to make timely and effective decisions.

X-TEND

Value for Money
XDMS

- Are your organizational operations dependent on the storage and use of fuel?
- Are you able to accurately track fuel misuse and theft?
- Do you require a tested and trusted fuel monitoring solution?
- Would you like to get alerts whenever there is a violation of your fuel usage policy?

If you answered Yes to any of these questions, the XDMS is for you.

The XDMS facilitates the proper management and allocation of fuel. It is set up with components according to our clients' specifications on business operation and technical requirements. You will be amazed at how soon you will get the return on investment with our diesel monitoring system.

Features
The features of the XDMS will deliver value to your organization in:
- Asset Management
- Cost Minimization
- Theft Reduction
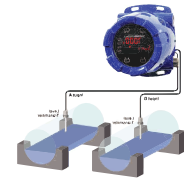- Budgeting and more

Real-time Theft and Misuse Alerts
The XDMS helps you detect and prevent loss of fuel. Parameters are configured to suit your organization's policies as regards; the level of fuel consumption assumed to be abnormal, approved time of consumption, individuals to be alerted among others. Alerts are sent out via our platform, SMS or Email as required.

High Precision Monitoring

Our implementation is designed to ensure accuracy while making use of high grade sensing components that are properly calibrated by our ASQ Calibration Certified Technicians. Our hardware is durable, it is unaffected after a long period of use, even in harsh conditions.

Efficient Reporting Wizard

Clients are able to generate customized reports and analyse the reports in tables, graphs and curves. These reports can also be exported to Excel for further analysis. Periodic reports can be automatically sent to pre-set email addresses. Some predefined reports include fuel consumption, fuel fillings and fuel theft etc.

Mobile Access

Most software solutions will usually work on a PC. In addition to working on a PC, the XDMS can work on Smartphones and Tablets. So, you can run it remotely from your mobile device.
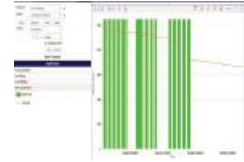
Dashboard

This provides a view of summarized information on all tanks with the solution. It is designed to save time on constant reviewing and analysis. It provides an overall situation report of fuel management. The dashboard is also customizable to meet your business expectations and provides you with the ability to drill into the details of all data points provided.

Real-Time Fuel Level Monitoring

At any point in time, you can check the level of your fuel and get insight on metrics such as; the number of top up times and the depletion rate.

Generator power monitoring

The integration of the power status of your generator is one of the parameters monitored. This allows our clients understand the consumption of their fuel in relation to the usage of the generator. Also, the runtime of generators are strong determinant as to when generators should be serviced.

Strong Support Team

MileMaster Integrated ensures your business runs like a well-oiled machine. In partnership with our technical partners who provide a 24/7/365 knowledgeable Tech Support Service, deploying the XDMS comes with no hassle. We provide full on boarding and training programs, installation troubleshooting and maintenance. We work hand-in-hand with strong technical services to ensure your deployment is up and running at all times.

Implementation

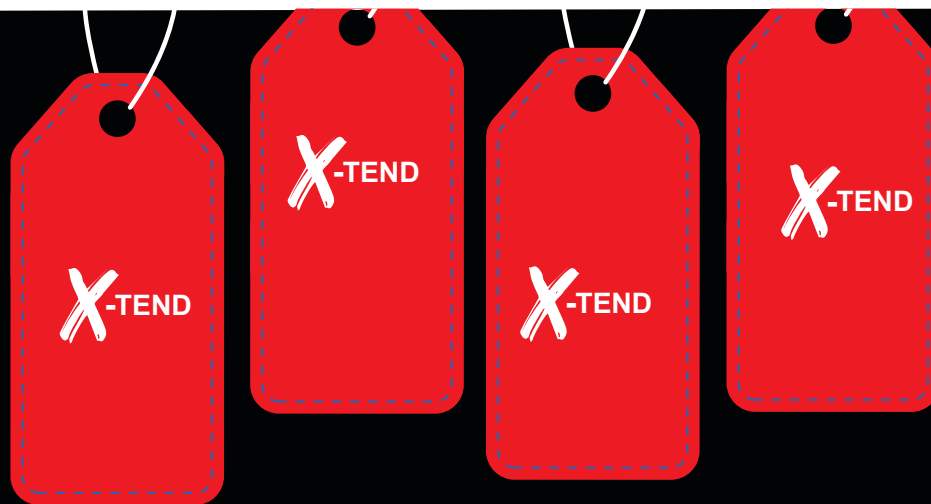The basic implementation stages for the XDMS would include;
- Detailed site survey would be carried out with measurements.
- Level transmitter will be configured using site specification.
- Suitable location for the placement of remote terminal controllers would be pinpointed. Location of the UPS, battery & accessories would be determined.
- Various stands for various junction boxes would be fabricated and installed if need be.
- Cable routes would be identified and cable conduits installed.
- Level instruments would be installed.
- All instrument cables would be hooked up.
- The system would be pre-commissioned .
- The system would be brought fully online.
- The system would be handed over to client.

Timelines

EXECUTIVE SUMMARY

- Detailed site survey. — *2-3 days*
- Procurement of all devices. — *2-3 weeks*
- On sites fabrications / installation works. — *1 week (before arrival of hardware)*
- Hook up of all devices, cables and equipment. — *1 week*

Deployment and Fees

The solution's core deployment and pricing is based on pairing a tank and generator together as one deployment i.e. a single installation would allow for the monitoring of a single tank and an accompanying generator. The pricing is scaled primarily by the number of tanks to be monitored.

Based on the tank height, deployments are grouped into:
- Corporate tanks (height less than 3 meters).
- Industrial storage tanks (height greater than 3 meters).

Our fees are based on the following;
- Deployment hardware and consumables: This includes the remote telematics device, fuel level sensors and other installation consumables.
- Professional fee (installation, fabrication; calibration and implementation).
- Training and On boarding.
- Annual licensing fee for application access: The fee provides access to the platform for a period of 12 months.

FOR INQUIRES:

MILEMASTER INTEGRATED SERVICES
- +234 803 555 9999
- Info@milemasterintegrated.com
- www.milemasterintegrated.com

9