

# Titan Cloud's Data Analytics Pinpoint Variance Factors and Reduce Fuel Loss for Global Retailer

Managing close to 9,000 sites in North America, a major fuel retailer sought integrated technology that would allow them to more accurately diagnose fuel loss factors. Having previously used Titan Cloud in locations outside the United States, the operator chose to engage our supply chain logistics module to enable fast, accurate inventory variance analysis for 5,500 of their North American locations.

A key objective of our platform integration was to correct inaccurate fuel loss data and enable retailers to quickly differentiate between leaks, theft, and calibration issues so they could address each appropriately. Tank Gauge Calibration (TGC) issues were especially troublesome, given that the company's traditional systems were manually processing raw data, leading to errors, false investigations, and ultimately, unnecessary write-offs.

Integrating Titan Cloud's wetstock management solution, this major fuel retailer was able to achieve variance data accuracy, identify fuel loss factors quickly, and target investigations accurately. As a result, operators across their thousands of sites saved labor hours, inventory, and revenue.



## CHALLENGES

- Tank Gauge Calibration errors
- Inaccurate diagnoses of inventory variance
- Lost revenue due to fuel loss



## SOLUTIONS

- Wetstock management technology
- Fine grain tank chart innovation
- Automated inventory variance analysis



## RESULTS

- Improved fuel variance data accuracy
- Accounted for multiple million gallons of fuel variances
- Increased visibility into unknown loss

For many retail fuel operators, a one percent write-off due to inventory variance can seem like the cost of doing business. But that one percent, extrapolated across thousands of sites, can add up to [significant revenue loss](#). It can also grow well beyond one percent when the source of fuel loss goes undetected or

is incorrectly diagnosed due to outdated operating systems.

Such was the case when one global fuel retailer approached Titan Cloud to automate tank calibration and variance analytics over 5,500 sites.

## Raw Data: Input Determines Output

Managing fuel across thousands of retail locations means taking in a lot of data from a lot of directions. It's up to operators to find the best way to compile, organize, and interpret that data to make critical business decisions. Determining what fuel needs to be dispatched to which locations and achieving a balance that avoids runouts or excess inventory is a complex process.

For our customer, these inherent complexities were compounded by inaccurate raw data being fed into calculations. Outdated tank chart methods and minimal alarm management failed to accurately track inventory levels or pinpoint fuel loss factors. As a result, flawed data was used to make critical forecasting decisions.

## Clean Data: Precision Measurement at the Tank Level

Using Titan Cloud [fine grain tank chart](#) technology, the company gained granular visibility into fuel levels within their storage tanks. Our solution applied adjustments and temperature corrections as part of reducing errors and drastically improved data quality. This enabled their operators to quickly discover and address priority issues like fuel theft or leaks much more effectively.

Being able to access data analytics via platform also enabled the company's retail operators to diagnose inventory issues without spending excess time on the forecourt or putting

themselves in harm's way should something go wrong. This was especially important for the expansive retailer, which ran several sites in remote parts of the country.

With digital connectivity, operators could quickly identify issues using Titan Cloud software and diagnose them remotely.

"Titan Cloud helped us to execute precise fuel loss analysis by identifying, measuring and removing the impact of gauge errors," said the company's senior manager of wetstock management. "We quickly benefitted from more accurate diagnostics, fewer false alarms, and reduced operational costs."




## Reducing Fuel Loss: Speed and Precision are Key

Let's go back and visit that one percent variance write-off we mentioned earlier.

Undetected fuel loss can quickly turn into much more than a normal cost of doing business. Dealing with the domino effects of inventory variance also takes focus away from overall business enhancements and growth opportunities, as fuel retailers are forced to divert funds and labor toward addressing problems. Operators can waste time on unnecessary investigations, often losing hours or days waiting to even get an investigator on site.

Titan Cloud provided this global fuel retailer with a greater, more detailed understanding of their inventory variance factors, enabling them to avoid such pitfalls. The company reduced their total amount of controllable variance and gained crucial visibility into unknown fuel loss, enabling fast, accurate resolution.

Overall, Titan Cloud has accounted for multiple million gallons of all variances observed in the raw data from their network of 5,500 sites.



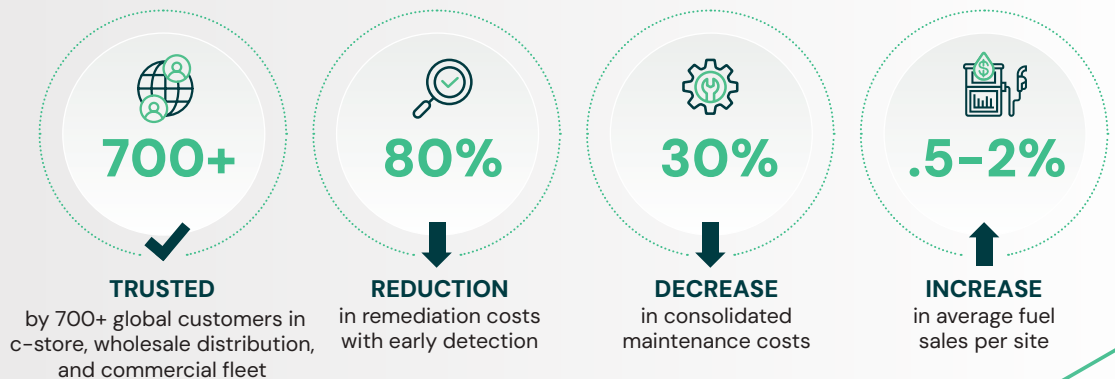
"Titan Cloud's software gave us clean data to better understand our variance factors, and to analyze loss accurately," said the company's senior manager of wetstock management. "Our operations team could then mobilize quickly and identify solutions in a targeted way."

## Accurate and Scalable

Multiple sites, thousands of sensors to monitor, and complex fuel supply chain management; global fuel retailers need clean data and connectivity to cover critical aspects of their business. Our customer found success using Titan Cloud software to monitor systems in real-time, gathering granular data to make better, faster business decisions. Our end-to-end connectivity and data-driven platform will be able to grow with the retailer as they expand across North America or the globe.

### ABOUT TITAN CLOUD

Titan Cloud provides the industry-leading Fuel Asset Optimization software platform to help customers simplify their operations by gaining complete control and visibility over fuel, supply and logistics, maintenance, and compliance.



As businesses manage against unpredictable demand, increased volatility, and rising costs, leaders across industries are turning to Titan Cloud technology to gain unprecedented connectivity, visibility, and control into their fuel assets and operations.

Learn more at [titancloud.com](https://titancloud.com)

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