



## WORLD CLASS CUSTOMERS

Wal\* Mart/Sam's Club  
UPS  
7-Eleven  
Shell  
ConocoPhillips  
Chevron  
Ryder  
BNSF  
Sempra Energy  
YRC Worldwide  
CITGO  
State of Tennessee  
Circle K

## MANAGEMENT & TEAM

- Deep Industry Expertise
  - ExxonMobil
  - BP
  - 7-Eleven
  - Circle K
  - Chevron
- Deep Technology Expertise
  - NASA
  - SAP
  - Accenture
  - HP
  - Oracle

## Company Overview

*FuelQuest provides on-demand web-based supply chain management and tax automation software and services for suppliers, distributors, buyers, and commodity traders in the global downstream energy industry.*

## Financial Return – 4 to 6 Cents/Gallon in Fuel Savings

- Source or purchase motor fuels at the lowest cost
- Lower freight costs and improve fleet utilization
- Optimize fuel inventory levels
- Streamline and automate financial reconciliation and management
- Tax automation savings
- Reduce risk of non-compliance environmental penalties

## The Industry Standard in Downstream Energy

- FuelQuest supply chain solutions process billions of gallons of fuel annually
- Over 80 of the top U.S. carriers use the system daily
- Tens of billions of dollars of supply contract transactions automated
- 500,000 price feeds entering our systems daily
- Thousands of electronic invoices handled/processed daily
- All U.S. supply terminals in the system
- ZyTax solutions process over 47 billion dollars of motor fuels excise tax a year
- Over 60% of motor fuels tax filers use ZyTax

## Technology

- Collaborative, hosted web-based software
- Modular Software as a Service (SaaS) technology
- Highly scalable
- Billions of transactions annually
- 99.95% System up time
- Highly secure HTTPS SSL 128 bit encryption
- World class integration
- Powered by SAP NetWeaver®
- PCATS (Petroleum Convenience Alliance Standards for Technology)



## FUEL & LUBRICANT SUPPLY CHAIN

**Fuel Management System (FMS)**—Supply chain software for fuel and lubricants management. Focus areas include strategic sourcing, logistics optimization, remote tank monitoring, fuel transaction reconciliation and environmental compliance.

### Key Benefits

- Optimize inventory levels and reduce retains and run outs
- Lower freight costs and improve fleet utilization
- Source or purchase motor fuels at the lowest cost
- Reduce risk of non-compliance environmental penalties
- Flexibly support more than six distinct business and operating models

### Key Features

- Remote tank monitoring and inventory management
- Auto demand forecasting and BOL/delivery/order management
- Transportation scheduling and dispatch management
- Strategic sourcing and best buy
- Invoice and delivery reconciliation with supplier invoices and ATG records
- Freight and fuel pricing management
- Air quality and storage tank environmental compliance

## TAX AUTOMATION

**ZyTax**—Indirect Tax determination for global commodity traders, motor fuels excise tax compliance for filers and revenue receiving systems for government entities. All ZyTax solutions have audit tracking, security, controls and centralized data. Key benefits common to all applications are increased productivity, increased accuracy and lower total cost of ownership.

### Key Benefits

- Tax Determination — Reduces effective tax rate, mitigates risk and improves cash management from fewer disputed invoices & accelerated VAT refund
- Compliance — Reduces motor fuel compliance complexities & minimizes reporting risks from changing regulations
- Government Solutions — Increases revenue & highlights possible tax evasion

### Key Features

- Tax Determination — Determines indirect taxes (excise, sales and use, VAT, GST, PST, environmental, etc.) for movement, sale and acquisition of goods/services on a range of commodities. It is used pre-transaction and for settlement
- Compliance — Provides automated calculation, reporting and electronic filing (where available) of motor fuel excise taxes for returns & schedules for 50+ jurisdictions
- Government Solutions — Provides an automated import, calculation & reporting of motor fuel excise taxes including tracking/cross-match for other jurisdictions

## FUEL MANAGEMENT SERVICES

FuelQuest's operations teams provide business process services using our best-in-class technology. Our FuelDesk™ and Alarm Monitoring Services™ teams employ our products to enable clients without fully staffed operating groups to benefit from our operating expertise and leading edge technology.

### Key Benefits

- Reduce fuel and freight costs
- Cost Transparency
- Increase supply security
- Lower working capital
- Reduce run-outs and retains
- Mitigate environmental liabilities

### Key Features

- Contract negotiation and management for fuel and freight
- Centralized procurement with site level control
- Supply aggregation and consolidation
- Alarm triage protocols
- Statistical Inventory Reconciliation