



GILBARCO INTEGRATED CLOUD

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CLOUD AND BIG DATA MATTER

- › Lower operational costs for fuel and C-store
- › Faster time to market on new commercial offers and products
- › Easier and more secure user experience
- › Drive loyalty through closer customer relationship
- › Improved asset control – WSM, diagnostics, real time events

**Speed, TCO,
Flexibility,
Information**

Real-time control:
› Connectivity
› IoT
› high power, low-cost sensors

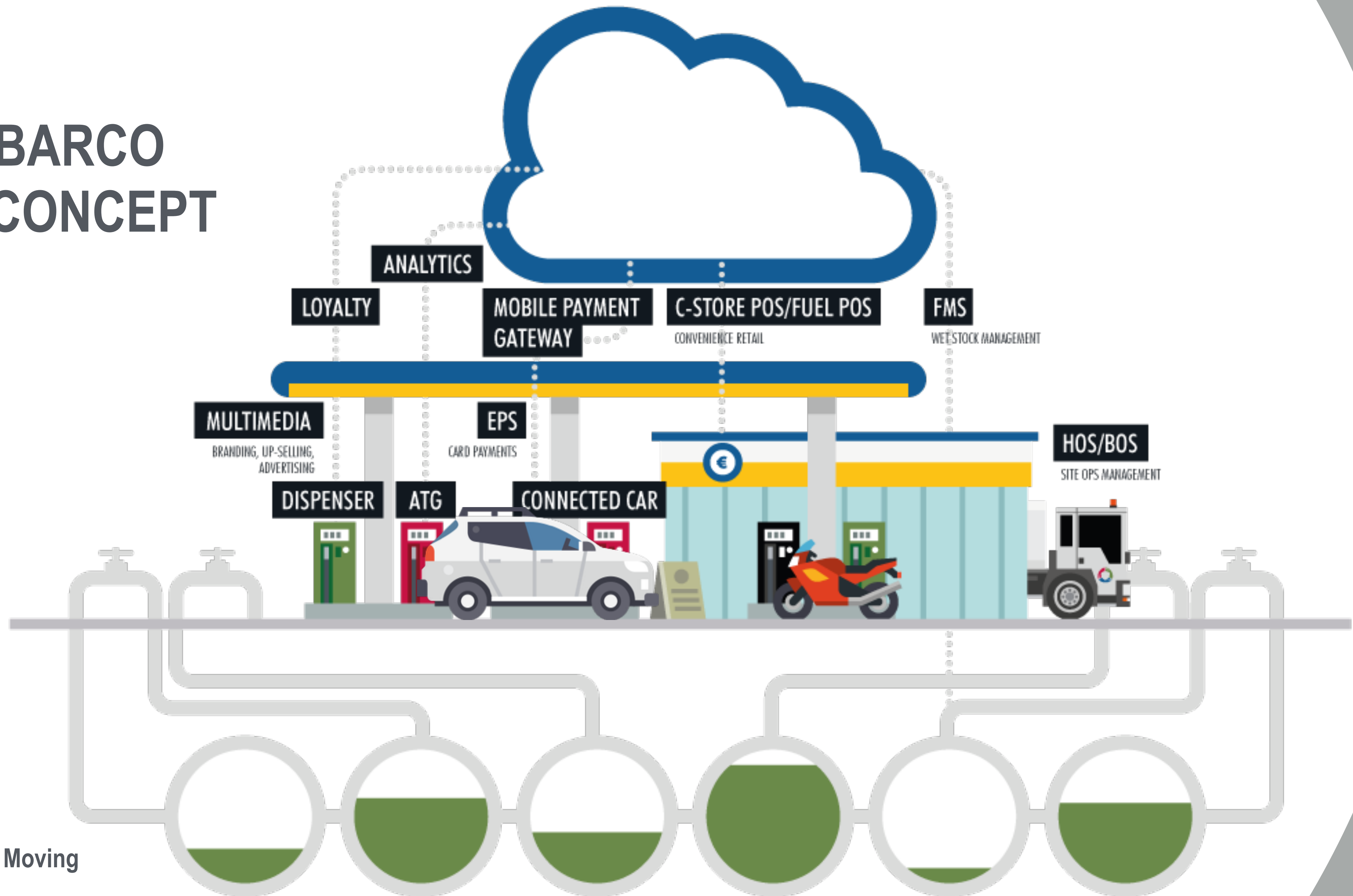
**IaaS
noSQL**

FUTURE OF P&C:

- › Agile, adaptive, secure and low cost site operations
- › SaaS
- › PaaS



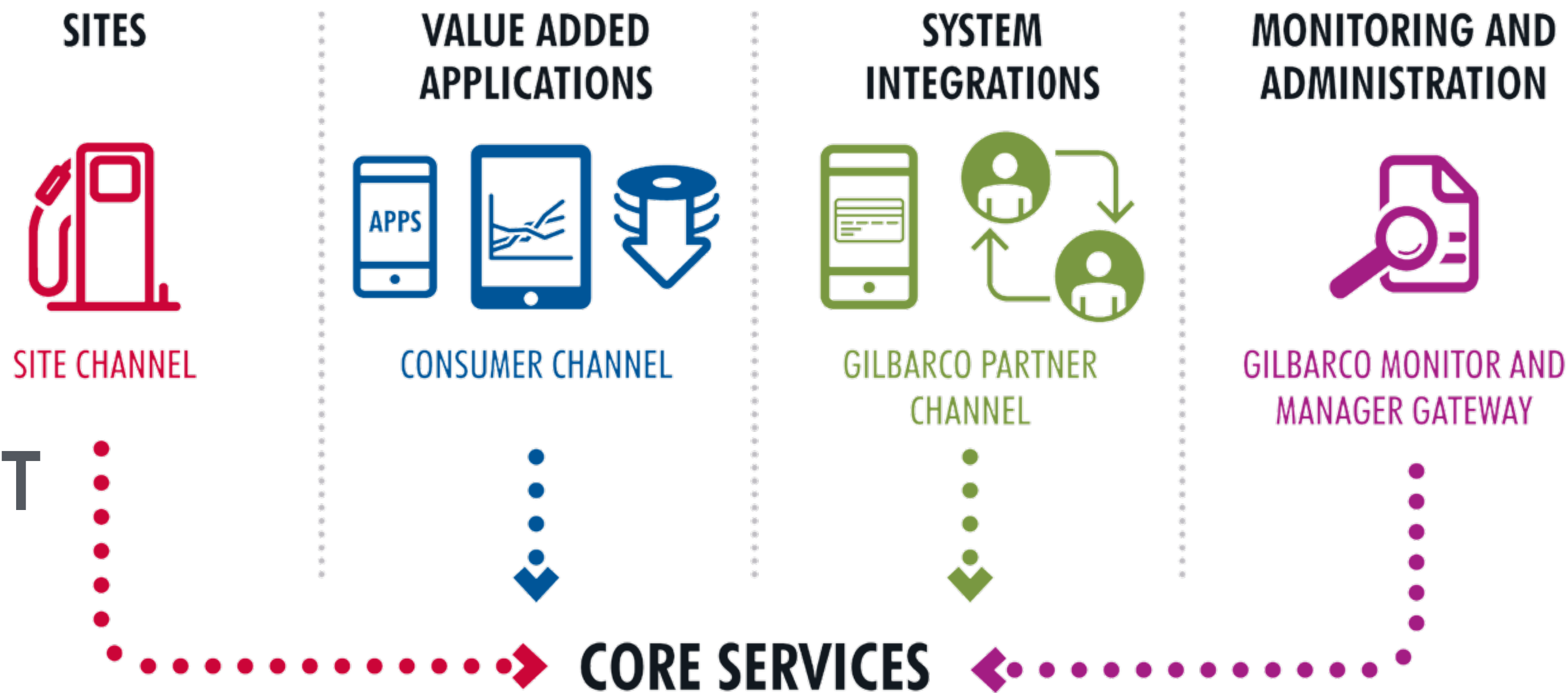
THE GILBARCO CLOUD CONCEPT



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GILBARCO CLOUD CONCEPT ARCHITECTURE



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DISPENSER CONNECTIVITY TO THE CLOUD

Dispatch technicians with clear diagnosis, avoid pointless site visits

- › Enable preventative maintenance
- › Real time monitor sales and throughput
- › Independency from automation vendor
- › Immediate feedback on customer usage profile

High communication speed @ dispenser

- › Retrofit option to re-use existing serial cables
- › TCP/IP available for both payment and pump control
- › Advanced Cloud based applications become possible!
- › Faster transactions speed

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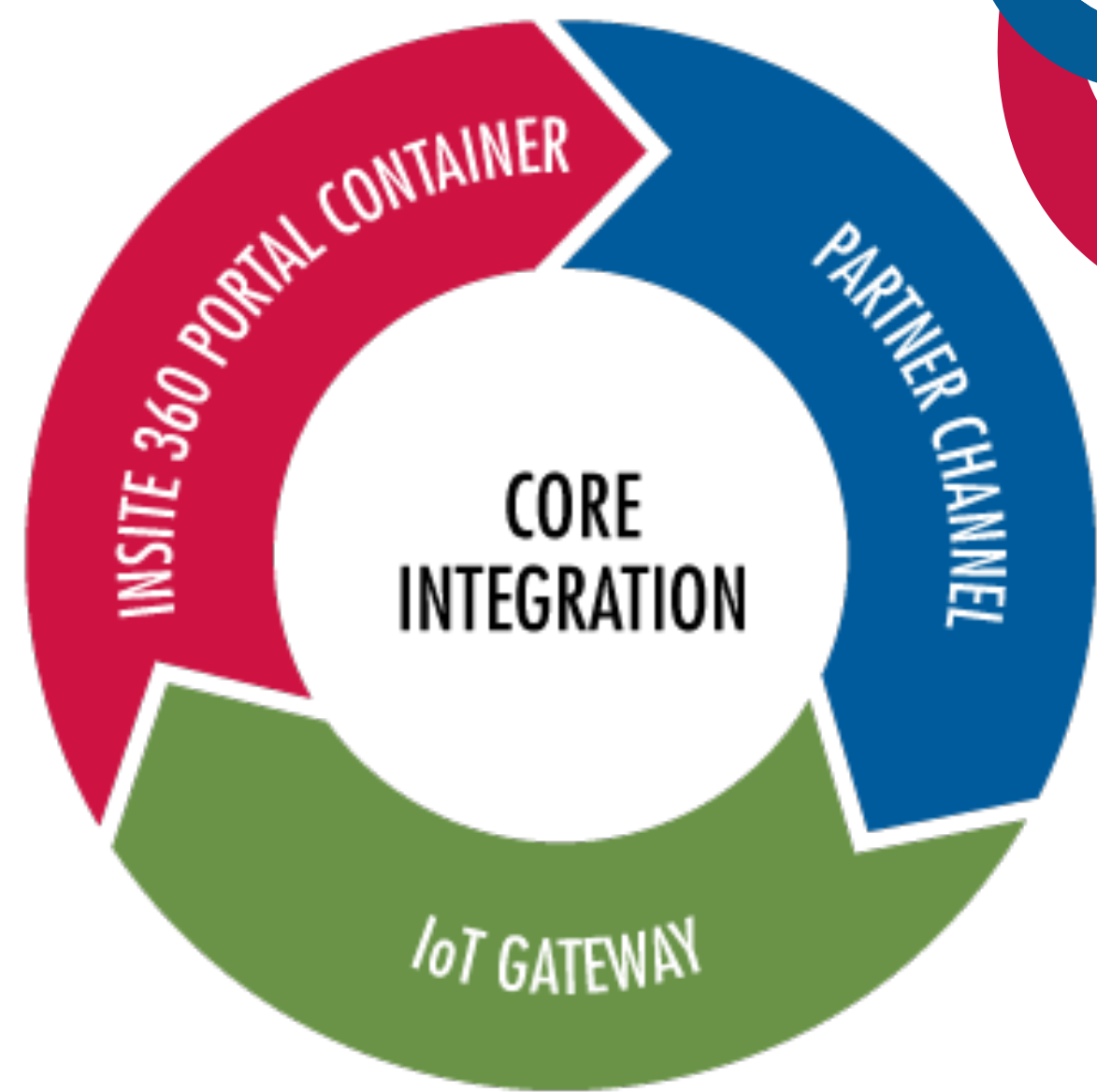
PUMP CONTROL TO CLOUD

- › Cloud Proxy can be installed inside any Gilbarco dispenser
- › Native for new dispensers
- › Retrieves transactions and status information in real time
- › Monitors core pump electronics performance
- › Monitors W&M information and audit trails/logs
- › Flow/throughput information
- › Remote reboot



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CRIND/PAYMENT CONTROL TO CLOUD

- › Retrieves in real time all status events/
devices status
- › Transaction timing/performance
- › SW update
- › Log analysis
- › Fully PCI compliant
- › Remote Reboot

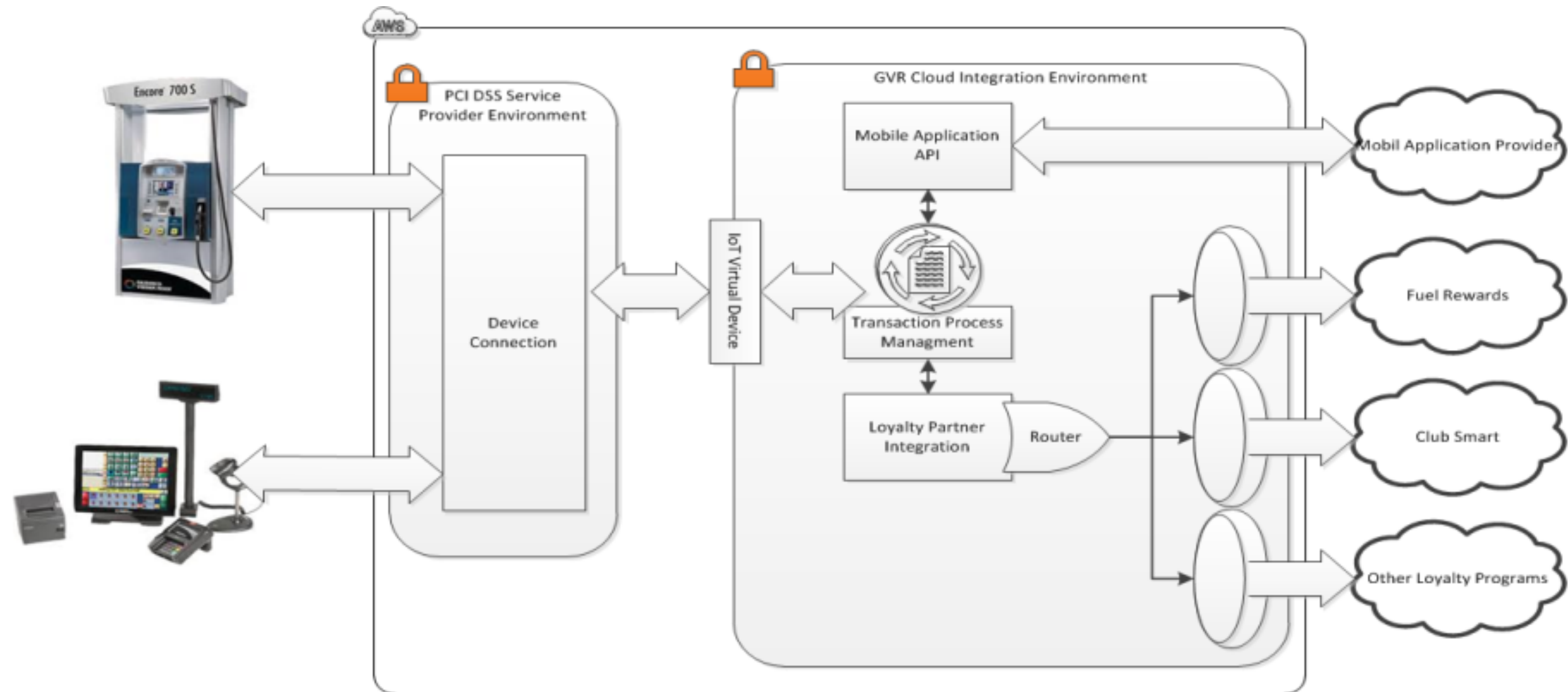
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CLOUD AND BIG DATA ARE YOUR MAIN WEAPONS FOR BUILDING LOYALTY

- › Through Mobile Application Channel
 - › Capture Loyalty through Mobile API
 - › Real-Time notifications loyalty rewards
- › Through Traditional Site POS and Fueling Position Channel
- › Cloud enables easy Loyalty Program integration with POS, Fueling Position or Mobile Application

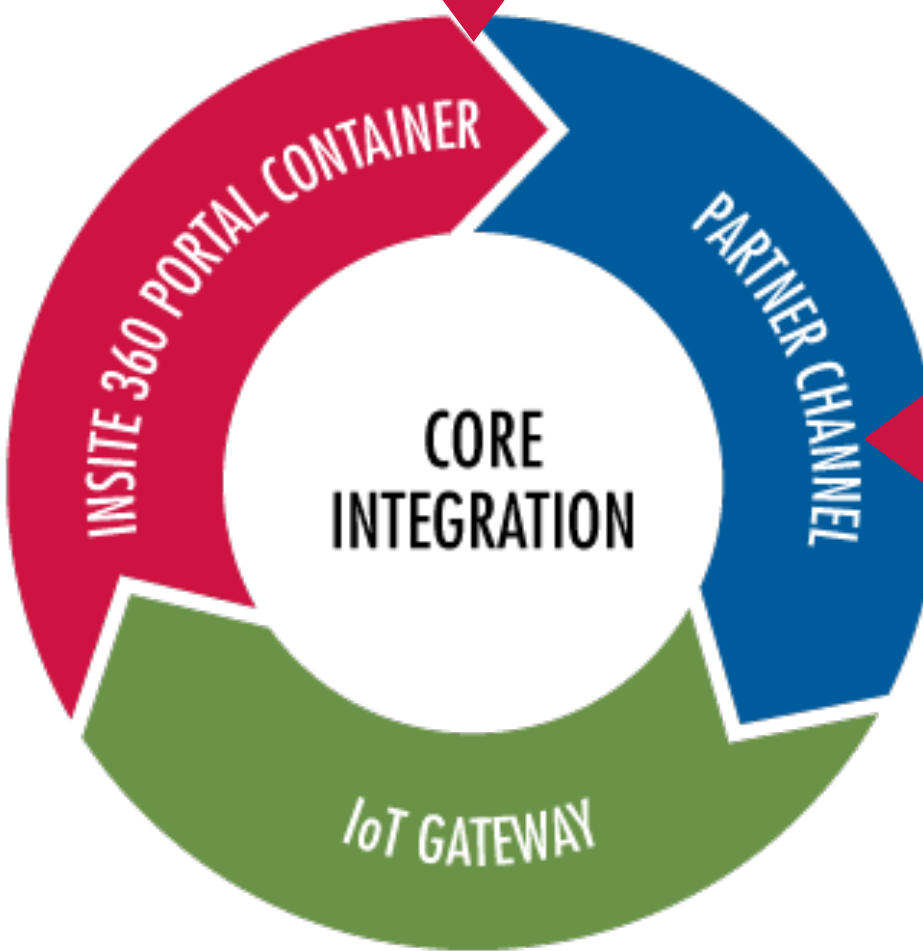
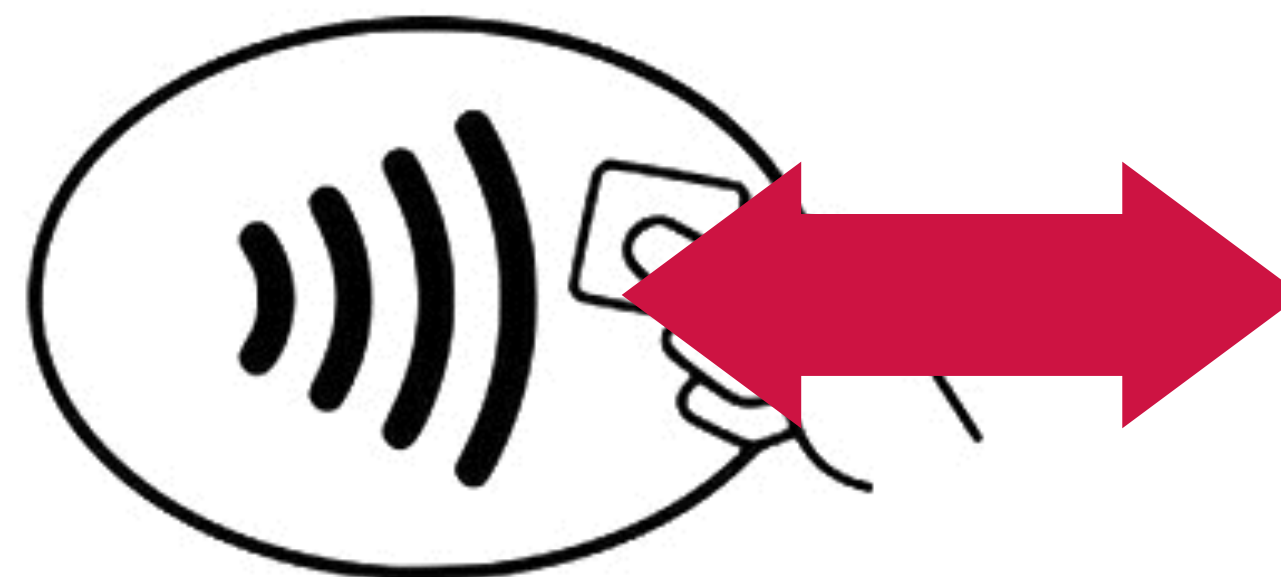




Passport Europe

MOBILE PAYMENTS

- › Cloud based
- › Beacon compatible
- › NFC compatible
- › Apple pay compatible
- › MCX, Paypal...



BANK

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PAYMENT KEY COMPONENTS

Flexibility in Choice of App

MOBILE CUSTOMERS



Customer's Phone – Mobile pay APP



iBeacon



Options to "identify" Vending Machine

Core Gilbarco Architecture

FUEL STATION AUTOMATION



CLOUD INFRASTRUCTURE



Flexibility in Payment Providers



WSM - INSITE360 FUELQUEST SAAS “PROCESS”

CAPTURE

COMPUTE

COMMUNICATE

Source Data



Aggregates multi-site, multi-device data from:

- › ATG
- › POS
- › FCC
- › Dispenser
- › Back office
- › File upload
- › Web-based manual entry

Rules Engine



- › Performs analysis & metrics calculation
- › Rules support configuration & customization
- › By organization, site group, site, or tank

Dashboards & Views



- › Manage by exception model
- › Alerts & e-mail notifications
- › Browser access
- › Views – dashboard, map, list, reports
- › Drill-down to detail



THE INSITE360 FUELQUEST SOLUTION PORTFOLIO

SEE

CONTROL

MANAGE

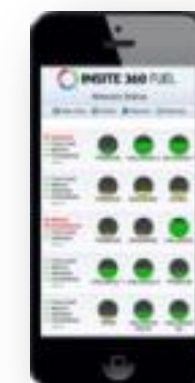
When will I need more fuel?
How can I stay compliant?
Where am I losing fuel?



Where/when can I buy fuel?
How can I plan/execute my orders?



Am I paying the right amount for what I owe?
What is the value of my inventory?



- > Inventory
- > ATG Alarms
- > Compliance
- > Flow



- > Low-cost Supply Sourcing
- > Carrier Communication
- > Transaction Data Capture
- > BOL / Delivery



ADVANCED ANALYTICS

- > Inventory Run-out & Retain Forecasting
- > Advanced Variance Analysis

- > Dispatch Order Workflow
- > Load Shifting
- > Contract Mgmt

- > Fuel Price, Tax, and Fee Calculation
- > Freight Calculation
- > Invoice Reconciliation



MANAGED SERVICES

- > Alarm Management
- > Compliance Management
- > Inventory/Delivery Reconciliation

- > Fuel Logistics Management
- > Strategic Sourcing / RFP

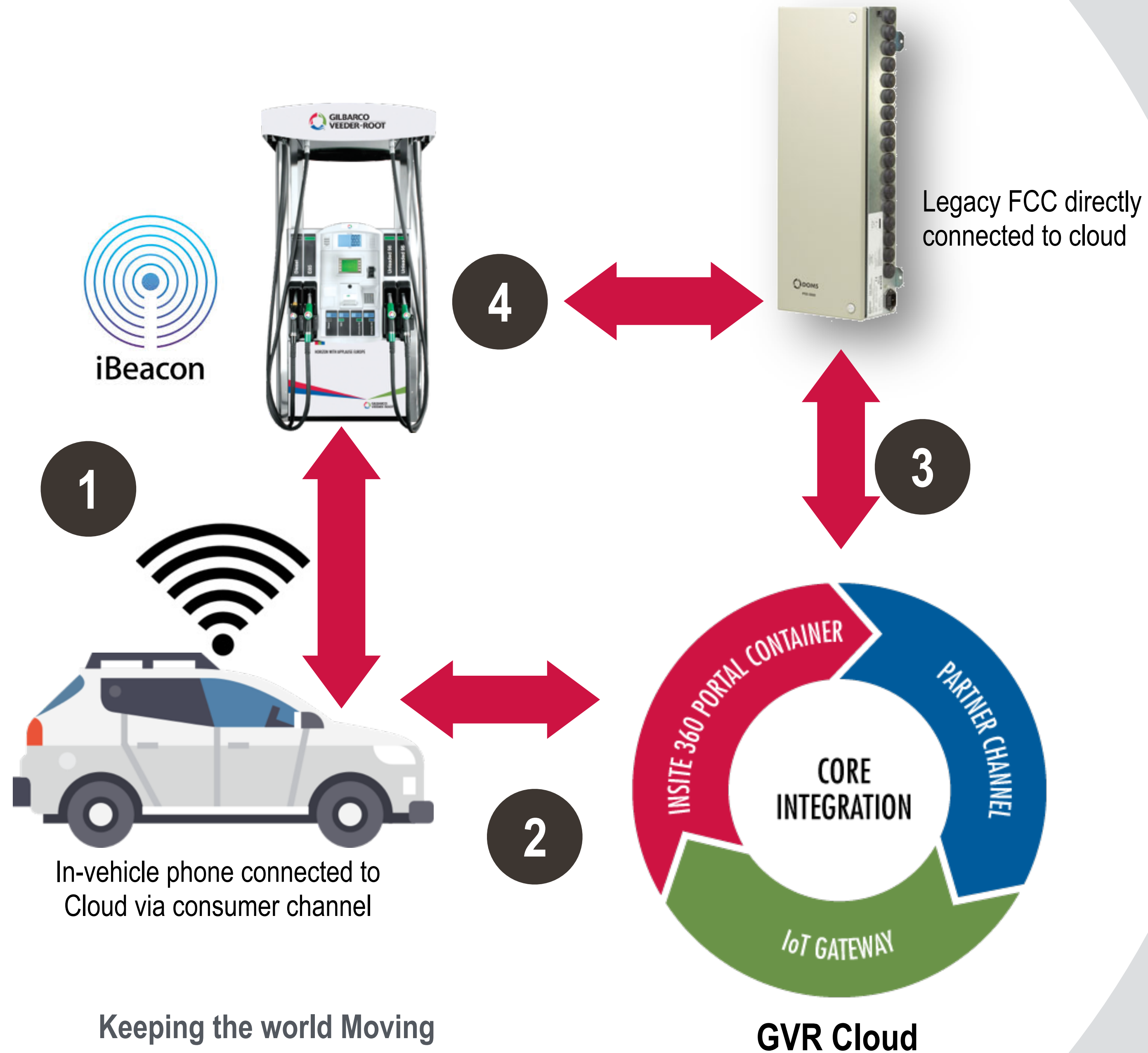
- > Managed Financial Reconciliation

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Flexible software and managed service solutions for large and small customers to effectively buy, store, and reconcile their fuel





CONNECTED CAR EXAMPLE ZERO TOUCH WITH CLOUD MOBILE PAYMENT

- › Payment app inside car's telematics system
- › 1. Proximity iBeacon inside the dispenser allows ID auto detection
- › 2. App connects automatically to Cloud, enables payment and communicates customer preferences
- › 3 & 4. Payment authorised

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