

Newsflash

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A Clean Separation of Processes: Petroplus Adds a Second OpenTAS System

World-first Use of IFLEXX for Communication and Internal Data Interchange



Hamburg, March 3, 2010

Petroplus Deutschland GmbH is now able to work independently of its Ingolstadt refinery. Both, the sales company and the refinery, previously shared the same OpenTAS system – the Terminal Administration and Automation System developed by Implico. But the two companies had quite different needs. The processes specific to Petroplus Deutschland (PDG) were therefore migrated to PDG's own administration system.

The Ingolstadt refinery is one of six refineries owned by Petroplus Holding (Switzerland), Europe's largest independent refinery operator and petroleum products wholesaler. It has now been using OpenTAS for eight years to manage its tank truck and railcar loading operations. However, PDG itself operates completely independently from the refinery. The sales and marketing company, with its 28 employees, is responsible for marketing Petroplus products in Germany. The Group's refinery in Ingolstadt is just one of many of PDG's loading locations. Petroplus has another depot at the Tanquid

tank farm in Munich, for example, and works with petroleum partners such as Bayernoil, the Nuremberg-based terminal and distribution company, and Tanklager Stuttgart GmbH.

All of these third-party storage depots were connected to OpenTAS in 2008. Since then, details of all consignments leaving these loading locations have been entered into OpenTAS, checked and automatically forwarded to the central system for invoicing. As a result, the OpenTAS system also functioned as a communication platform. However, this multifunctionality had one drawback: the accounting processes ran on the same system that was also managing the loading processes. Whenever new delivery locations were added – which required the programming of new interface structures – there was an inherent risk that this could impact the refinery's loading processes.

Steffen Menz, Manager IT/Sales for Petroplus Deutschland GmbH was also aware of another problem. "Although we

use the same data as the refinery, we use them for completely different purposes." Steffen Menz was responsible for IT at the Ingolstadt refinery for a number of years: he knows and is familiar with the benefits of OpenTAS.

OpenTAS – the administration system

Steffen Menz started the project in order to separate the processes of these two different operations at the end of 2008.

The objectives of the project were, firstly, to set up communications to the petroleum partners via PDG's OpenTAS system – the administration system. And secondly, to organize the transmission of data to and from the PROMPT inventory control system. The refinery's OpenTAS system had previously had an interface to PROMPT, but this was used mainly to post the contract details to OpenTAS that were needed for accounting purposes, and also to transfer the loading information of all depots from OpenTAS to the refinery's PROMPT system. Data exchanged in this way used the MPKS



interface protocol. With this project, the change was made from the elderly MPKS standard, now more than 30 years old, to IFLEXX, to the oil industry's new XML communication standard, which allows the transmission of far more detailed information.

To set up the PDG administration system, Implico and Petroplus first mirrored the OpenTAS system in the refinery. When this was completed, the refinery system remained in use both for deliveries and as a communication platform.

The project then turned its attention to the mirrored system. The business processes remained exactly the same. Steffen Menz: "The major benefit of running the systems in parallel was that we were able to compare the data."

Greater security, improved flexibility

In July 2009, seven months after the project began, PDG's new administration system successfully went live. "We ran both systems in tandem for a month. Then, one by one, we disconnected the interfaces between the refinery's OpenTAS and our inventory control system," says project manager Menz. The clean separation into an operational and an administrative system will offer considerably more flexibility and security when PDG decides to expand or modify the systems in the future.

The loading information for all delivery locations is now held by the PDG's OpenTAS administration system, which meant linking the Ingolstadt refinery and all other loading locations into the system one by one. An interface to PROMPT was also set up. The new administration system receives and books loading data from the Ingolstadt refinery and other external partners, via XML or MPKS. It is checked for accuracy and then made available to PROMPT. In the other direction, PROMPT uses the new system to pass contract details to the refinery.

During these processes, the refinery looks like any other external partner to PDG, although a special role does, of course, exist, especially as PDG sends releases to the refinery.

The master data in the new system is maintained centrally, not just for the Ingolstadt refinery but also for all third-party delivery locations, which, if they wish, can have the master data sent to their own systems. All partners thus benefit from consistently managed data which is always up-to-date.

Consistent use of IFLEXX

Both OpenTAS systems will communicate with each other using the new IFLEXX standard. This means Petroplus will be the first mineral oil company in the world to use IFLEXX end-to-end for internal data interchange between loading and administration systems. The company also plans to migrate to IFLEXX-based communication for third-party delivery locations. This enables Petroplus Deutschland to offer partners both data transfer standards.

Any third-party delivery locations that have already made the changeover to XML can now communicate with PDG using the high-quality, information-rich IFLEXX data exchange standard.

Conclusion

"As far as I'm concerned, it was an entirely successful project," says Steffen Menz. Being familiar with OpenTAS, the

Petroplus Deutschland GmbH IT manager did not expect any other outcome. "You cannot help but notice that 25 to 30 years of experience have gone into this system." And there is another key success factor: "In this project, a lot depends on the people. The consultants from Implico worked hard to fulfil our requirements. They tested every possible scenario in detail and implemented everything professionally. Now, at last, we have our own OpenTAS system and can work independently of the refinery."

About Petroplus

Petroplus is Europe's largest independent refiner and wholesaler of petroleum products. The company owns and operates six refineries throughout Europe. The company's head office is in Zug, Switzerland. Petroplus sells its petroleum products both to resellers and to end customers.

Petroplus Deutschland GmbH is one of two German sales subsidiaries of Petroplus Holding. It supplies the German market with products from the Petroplus refinery in Ingolstadt as well as special products. It also handles imports/exports to and from Germany and sells its fuels and heating oil from 20 delivery locations throughout Germany to distributors and large customers only.



Implico to Host IT Landscape for Topaz

SAP and OpenTAS Application to be Established in Hamburg

Ireland's largest downstream fuel supplier, Topaz, has commissioned Implico to host the entire Topaz ERP and Business Intelligence (BI) IT landscape, at the Implico data center in Hamburg, Germany. The hosting and housing contract is already the second agreement signed by the two partners. Just recently Topaz opted for the implementation of SAP and OpenTAS with Implico serving as the general and primary contractor.

Implico will provide the entire Topaz ERP and BI IT landscape as a service. The required systems will be set up by Implico's experts in the company's data center in Hamburg.

Implico will take care of all aspects of technical operations including high-availability, high-end data backup and disaster recovery services, and software maintenance. In addition to Topaz, numerous oil and gas companies have already entrusted Implico with operating their IT systems, including Lukoil, one of Russia's largest petroleum companies.



About Topaz

Topaz is one of the leading brands in Ireland. Set up three years ago, the company bought the Irish retail and commercial fuels businesses of Shell and Statoil in 2005 and 2006 respectively. It is the largest fuels business in the country with 350 service stations and over 40 home heating oil depots.

TanQuid Site in Munich Updates Loading System

Group Strategy: OpenTAS 4.3 for all TanQuid Tank Farms

Since last December, the TanQuid tank farm in Munich has been using Version 4.3 of OpenTAS, the universal administration, dispatch and automation system developed by Implico for the oil and gas industry. TanQuid GmbH & Co. KG, based in Duisburg, asked Implico to migrate the different OpenTAS systems from its predecessor companies to a central system and harmonize them. In the future, all of TanQuid's German tank farms and its Polish farm will use Version 4.3 of OpenTAS. With its high turnover and round-the-clock operations, the tank farm in Munich is particularly challenging from an IT point of view.



TanQuid was spun off from VTG, LEHNERING, OmniTank, Petroplus and IVG. Most of these companies used OpenTAS at their storage facilities, but they had different versions of the system with customised functions.

Now all of TanQuid's German tank farms are migrating to a central system located in Hamburg. The harmonization project started with the storage facility in Salzgitter, which has been using OpenTAS 4.3 since June 2009. This facility was followed by the tank farms in Oberhausen, Hanover,

Regensburg and, in November, the facility in Bremen. The entire project should be completed in the second quarter of 2010.

About TanQuid

TanQuid GmbH & Co. KG is the leading independent tank farm operator in Germany. The 20 tank farms it owns or operates (19 in Germany, one in Poland) with a capacity of around 4 million m³ make TanQuid the market leader in the storage and handling of oil and chemicals in Germany. The company is based in Duisburg and has around 400 employees.





British Retailer TESCO Chooses OpenTAS

Fuels Supply Chain Solution for Service Station Network

London, March 18, 2010.

The Implico Group are pleased to announce that it will implement OpenTAS for Tesco. Following a lengthy and detailed selection process, the world's third-largest retailer has decided on OpenTAS. The Best of Breed Fuels Supply Chain Solution, developed by Implico, will be used to automatically replenish the retail giant's service stations and integrate with Terminals, Transport and ERP systems. The ultimate objective being a "lights-out" operation.

The fuels business was originally intended to support the company's grocery business, but quickly grew to an important part of the company's overall strategy. It has been managed to date with an internally developed system and supported by manual processes. Due to the growth in the sector, Tesco went to market in 2008 to find the best in class, fully integrated

fuels supply chain solution that could be deployed to an ever challenging economic climate across the diverse geography of the UK and Ireland.

Implico were seen by Tesco to offer the world class solution they had been looking for, and combined with their depth of industry expertise, proven track record and global presence, were selected. Tesco's decision to rely on the oil and gas experts from Implico was reinforced by positive recommendations from Topaz Energy.

OpenTAS modules included the Automation of Stock Replenishment, Order and Dispatch Workbench Management, Scheduling and Transport Administration, Contract Performance and Management, Trips and Reconciliation. The application landscape requires an extended interfacing structure with the 10+ specific legacy applications. Further enhancements were realised for Contract Management, giving

far more accuracy when lifting product from suppliers, allowing a daily monitoring of contracts and the avoidance of under and over lifting penalties. The supply chain will be completed with the optimization of schedules and trip activities resulting in substantial efficiencies in transport.



Tesco Project Team have been very pleased with the Implico's Proven Project Delivery Methodology and progress so far, commenting "There were some very demanding time frames that we agreed to, however, despite these and the multitude of requirements we had, Implico and Tesco were able to agree and drive these deliverables through as a basis for great improvement and efficiencies in our fuel business".

The project has completed the Blueprint phase and will be realized mid-2010, with deployment to the Fuels Network thereafter.

IFLEXX – the New Standard for the Mineral Oil Industry

XML Format for Data Communication between Board Computers and Accounting Systems

International File Exchange XML (IFLEXX) – that is the new data exchange format for the oil industry. It enables loading data transfer in two directions: to the board computer in the oil tank and to the accounting system of the respective oil companies. Since one and a half years, Implico coordinates the circle of oil companies that develop and facilitate the new standard.

IFLEXX will replace the applicable local standard MPKS in Germany. It has been in use since more than 30 years and meanwhile does not match the current requirements anymore. During a meeting in Implico's headquarters in Hamburg, the participants made it clear that they would want to use the new standard format for their data exchange. However, the time-frame for the change will not be the same for all the companies.

Among the meeting participants were eight companies: Agip, BP, ConocoPhillips, Holborn, OMV, Shell, TanQuid, and VTA. In general Petroplus, Total, and Esso are also involved. In the meantime, four

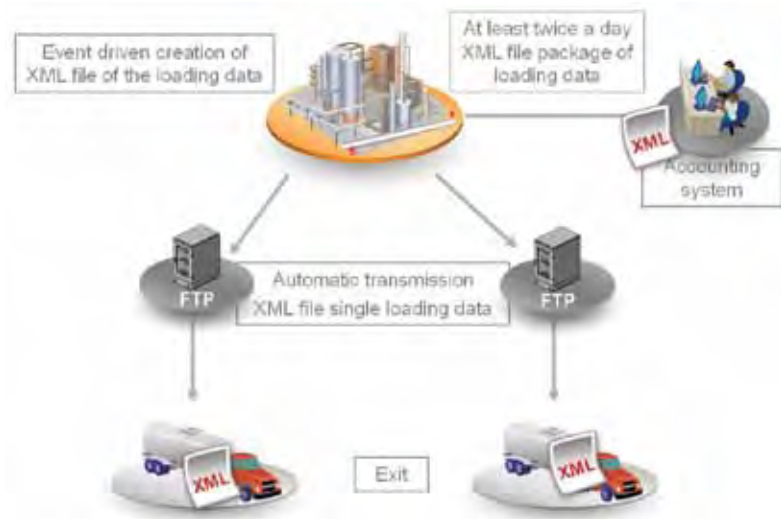
refineries in Germany are already using the new data exchange format. The first, who have been successfully working with IFLEXX since more than one year, are the Holborn refinery in Hamburg and the BayernOil refineries in Neustadt and Vohburg.

IFLEXX's aim is to be an internationally applied solution. The data communication in XML format offers companies in the

oil industry worldwide many advantages; extremely detailed data records can be transmitted. "The biggest benefit of IFLEXX is that registered data can be sent in two directions," says Jürgen König, Head of Sales Business Automation at Implico, "to the board computer in the oil tank and to the accounting system of the respective mineral oil companies."

Data transfer to the board computers is automated and event controlled after every loading. Therewith the driver can continue his route considerably faster. The data for the accounting systems are collected and then transferred in freely definable intervals. Even more and more mineral oil companies want to have the data transferred and received in real-time. The big advantage is of course being able to significantly accelerate invoicing.

The international consulting company, Implico, will continue to collect suggestions and wishes to the new format, coordinate it with the participants, and realize it accordingly. Another IFLEXX-Workshop will take place in fall this year.





OpenTAS Mastered EMCS Certification

EMCS Directly Integrated into Loading and Shipment Processes

OpenTAS is now certified for the EMCS process. The German customs authorities tested the administration, dispatch and automation system extensively, and authorized the certification. The authorization is not just valid for the oil and gas processes, but also for all excisable goods, for example alcohol and cigarettes.

The Excise Movement and Control System (EMCS) will be launched in Germany on April 1, 2010. From this point on, customs clearance for transporting oil products across borders will be handled electronically.

The EU-wide introduction of EMCS will affect the movement of excise goods,

including mineral oil products, between member states. EMCS will make it possible for companies and customs authorities to monitor the movement of goods in real time. EMCS will be introduced gradually to replace paper-based procedures and accompanying administrative documents (AAD) for international shipments.

With EMCS, authorization for cross-border oil shipments will be applied for electronically – after loading but before the shipment leaves the tank farm. Within a couple of minutes, the electronic administrative document (e-AD), including the reference code, will be returned to the consignor, thus authorizing the transport. In Germany, consignments will be registered via a customs web



portal or with certified software like OpenTAS.

With the successful certification Implico can provide its customers with a software update which includes the EMCS functionality in time for the launch of EMCS.

All of the activities necessary for EMCS are integrated into OpenTAS, where they will run automatically in the background. Tank farms and refineries will benefit from the seamless integration of EMCS in their loading and shipment processes.

StocExpo Europe: Implico at Stand 85 & 90

Focus on EMCS, Data Communication and Automation

From March 30 to April 1, 2010, Implico will inform visitors of the StocExpo at stand 85 & 90 of the latest developments related to OpenTAS. Implico will also demonstrate how the new IFLEXX data format can be used to transmit data in the petroleum industry.

The highlight of the trade fair will be the new release of OpenTAS featuring EMCS (Excise Movement and Control System) functionality to enable the electronic processing of customs clearance for transporting oil products across borders. All of the activities necessary for EMCS will be integrated into OpenTAS, where they will run automatically in the background. Tank farms and refineries will benefit from the seamless integration

of EMCS in their loading and shipment processes. The exhibition will also focus on automated loading for all modes of transport – tank trucks, railcars, ships and pipelines – as well as OpenTAS Navigator. This new planning module provides clear, centralised and highly simplified access to all scheduled and periodic processes for all means of transport.

Implico will also present TTS700, an easy-to-use, out-of-the-box loading solution for FMC flow meters (Accuload and Microload) based on OpenTAS, along with

newly developed plug-ins, particularly for reporting.



IFLEXX will be featured at the stand as well. This new data exchange format for the oil industry enables loading data to be transferred in two directions: to the onboard computer of the tank truck and to the ERP/accounting systems of the oil company.

The new international data exchange format will replace the aging MPKS standard in Germany.

Technology Fast 50: Implico among the Winners

Last week, the Deloitte management consultancy firm held the prize-giving ceremony for the winners of this year's Technology Fast 50 competition. With growth at 225 percent, Implico GmbH ranked 47th among the fastest-growing technology businesses in Germany.



This is the seventh occasion on which Deloitte has held its Technology Fast 50

awards. The criterion for placement is the cumulated percentage sales growth rate for the last five years.

Of the 50 companies receiving the award, Implico is one of the longest in the business, with a 25-year company history.

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ILTA, Houston: Implico with Varec

The Implico Group attended the ILTA (International Operating Conference & Trade Show) 2009 in Houston, USA. Implico was co-exhibitor with their long-term partner, Varec.

One of the exhibition focal points was OpenTAS BDP (Business Data Processor). This OpenTAS module enables the integration of loading systems, for example Varec's Fuels Manager with



SAP, into the ERP system or the back office system. Implico also introduced the new OpenTAS Navigator module. It enables a centralized, organized, and simplified access to all planned or periodic processes.

Other central topics were data communication with mobile board computers (PDA), service station replenishment, and automated truck, railcar and ship loading.