



### Fuel Thefts

| № | Grouping               | Time     | Stolen          | Initial fuel level | Final fuel level | Initial speed | Final speed | Location  |
|---|------------------------|----------|-----------------|--------------------|------------------|---------------|-------------|---|
| 1 | 2019-02-08             | 18:58:20 | <b>49.79 lt</b> | 201 lt             | 127 lt           | 0 km/h        | 0 km/h      | Shagamu-benin road, Ogun, Nigeria, Ijebu East                   |
| 2 | 2019-02-08<br>11:49:27 | 11:50:25 | <b>25.25 lt</b> | 201 lt             | 176 lt           | 0 km/h        | 0 km/h      | Warri-patani rd, Delta, Nigeria, Ughelli North                  |
| 3 | 2019-02-22             | 10:16:37 | <b>51 lt</b>    | 216 lt             | 164 lt           | 0 km/h        | 0 km/h      | Akure-igarra oke-iyemogun-ojo oba road, Osun, Nigeria, Oriade   |
| 4 | 2019-03-25             | 08:11:05 | <b>29.78 lt</b> | 162 lt             | 132 lt           | 0 km/h        | 0 km/h      | Ibadan-ijebu ode road, Ogun, Nigeria, 14.58 km from Ijebu North |
| 5 | 2019-04-04             | 18:18:25 | <b>21.01 lt</b> | 152 lt             | 131 lt           | 0 km/h        | 0 km/h      | Lagos-ibadan road, Ogun, Nigeria, 13.98 km from Obafemi Owode   |
| 6 | 2019-04-11             | 12:14:28 | <b>48.31 lt</b> | 141 lt             | 93 lt            | 0 km/h        | 0 km/h      | Lagos-ibadan road, Ogun, Nigeria, 13.93 km from Obafemi Owode   |
|   | Total                  | 12:14:28 | <b>200 lt</b>   | 201 lt             | 93 lt            | 0 km/h        | 0 km/h      | Lagos-ibadan road, Ogun, Nigeria, 13.93 km from Obafemi Owode   |

**FUEL CONTROL SYSTEM (FCS)  
A SOLUTION TO DIESEL THEFT  
July 2019**

|  |  |
|--|--|
| <p><b>THE PROBLEM AND ITS ENABLERS</b></p> | <ul style="list-style-type: none"> <li>● Diesel leakages and thefts are on the rise.</li> <li>● 75% of the culprits are typically employees and close acquaintances.</li> <li>● Businesses now struggle with profitability loss and risk shutdown of operations as a result of diesel theft.</li> <li>● Businesses need accurate and real time information to keep their ever increasing diesel costs to a minimum.</li> </ul>   |
| <p><b>OUR SOLUTION</b></p>                 | <ul style="list-style-type: none"> <li>● Concept Nova's diesel management solution (FCS).</li> </ul>   |
| <p><b>A CLIENT'S FCS SUCCESS STORY</b></p> | <ul style="list-style-type: none"> <li>● A multi-national affiliated player in the Logistics and Delivery sector suspected but were unsure of how much leakages they were experiencing on their fleet.</li> <li>● Concept Nova decided to run a timed case study to reveal how much may be lost to fuel leakages.</li> <li>● Our FCS solution discovered fuel theft of 200 litres (N46,134) over a period of 2 months and 3 days.</li> <li>● At the end of the test, the client was also able to accurately determine the litres required per route and earn an ROI of 155% in the first year of purchasing of our FCS solution. A recurrent annual ROI of 515% is enjoyed after the first year.</li> <li>● Other benefits derived include assuring the quantity of diesel paid for is fully deposited into the tank with no diversion.</li> </ul> |
| <p><b>HOW WE CAN HELP YOU TOO!</b></p>     | <ul style="list-style-type: none"> <li>● Our team of expert digital transformation enablers, hardware engineers, and software developers offer cost saving management and consulting packages tailored to give you peace of mind about your assets</li> </ul>  |

***FIND OUT HOW WE CAN HELP YOU TOO!***

# Running A Business in Nigeria

## A Case of Diesel Theft

- ▶ With an average of 1-3 Interstate trips per day, a multi-national affiliated player in the Logistics and Delivery sector suspected that they were overspending on diesel purchase and use. However they were unsure if they should make the investment in the solution.
- ▶ After several complaints of insufficient diesel allocation from their drivers, our client increased the monthly diesel allocation with an additional 50 litres.
- ▶ Determined to prove the abundant Return On Investment of the FCS, we installed and activated a unit of the FCS on our client's truck (unknown to the drivers).
- ▶ Following a surveillance period of 2 months and 3 days, business Intelligence interpreted from data gathered revealed the following:



# Running A Business in Nigeria

## A Case of Diesel Theft - The Results

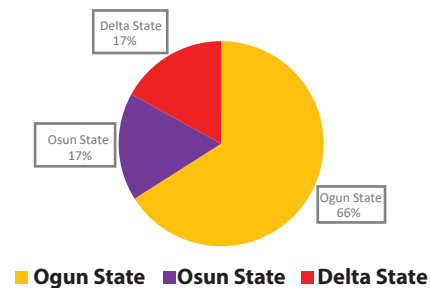
### *Fuel Thefts*

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### Diesel Thefts Captured

- › 6 theft cases
- › 200 litres of diesel stolen

### Locations Thefts Transpired



### Number of Trips During Surveillance Period

- › Month One: 30 trips
- › Month Two: 36 trips
- › 3 days: 5 trips

# Running A Business in Nigeria

## Benefits of our FCS solution

- › Within the first year of purchasing the FCS solution, our client earned a substantial ROI of 155% and was able to adequately determine the exact amount of diesel required per route for each trip.
- › Upon renewal of subscription for our FCS solution, our client enjoyed a recurrent annual ROI of 515% after the first year.
- › With the FCS solution, our client has been able to effectively save costs, allocate resources and gather invaluable business intelligence.
- › Till date, all issues of fuel theft have been eliminated and every litre of diesel procured have been properly accounted for.

### //// Some Of Our Clients ////

The logo for BHN, consisting of the letters "BHN" in a bold, italicized, blue sans-serif font.The logo for Poly Products Nigeria Limited, featuring the text "POLY PRODUCTS NIGERIA LIMITED" in blue and green, with a stylized blue and green graphic of a person running to the right.The logo for FedEx, with "Fed" in purple and "Ex" in orange, followed by a registered trademark symbol.

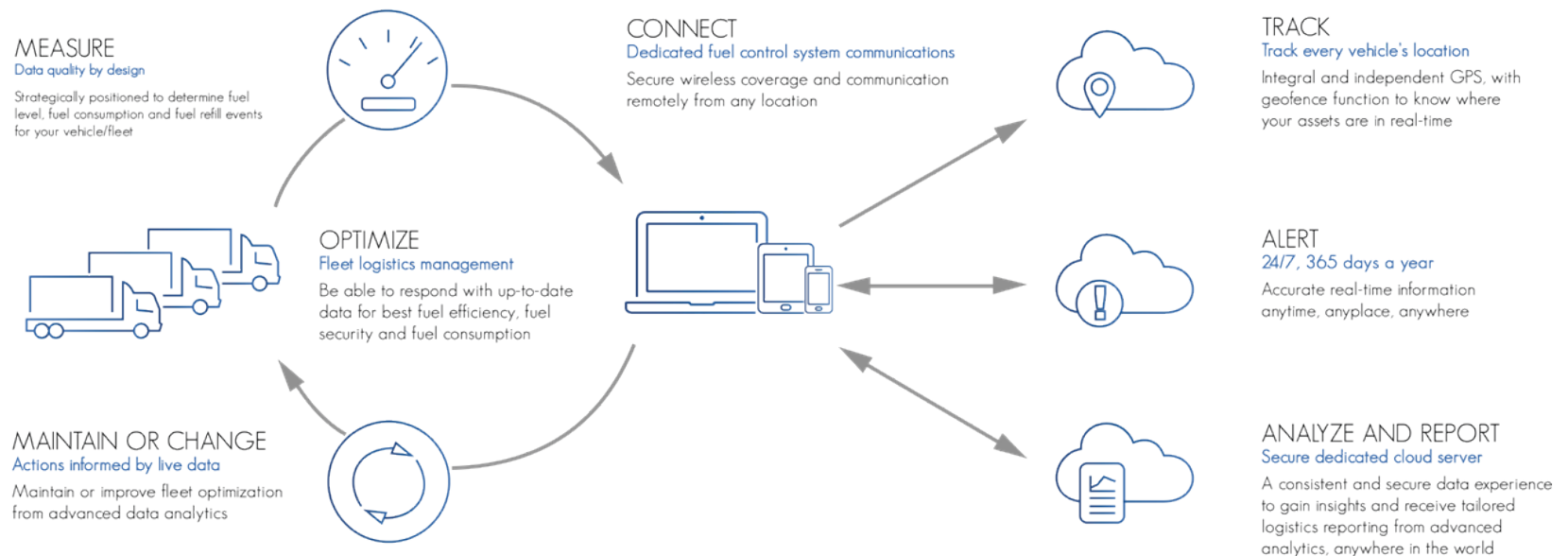
Cornerstone



# Our FCS Solution

## How It Works

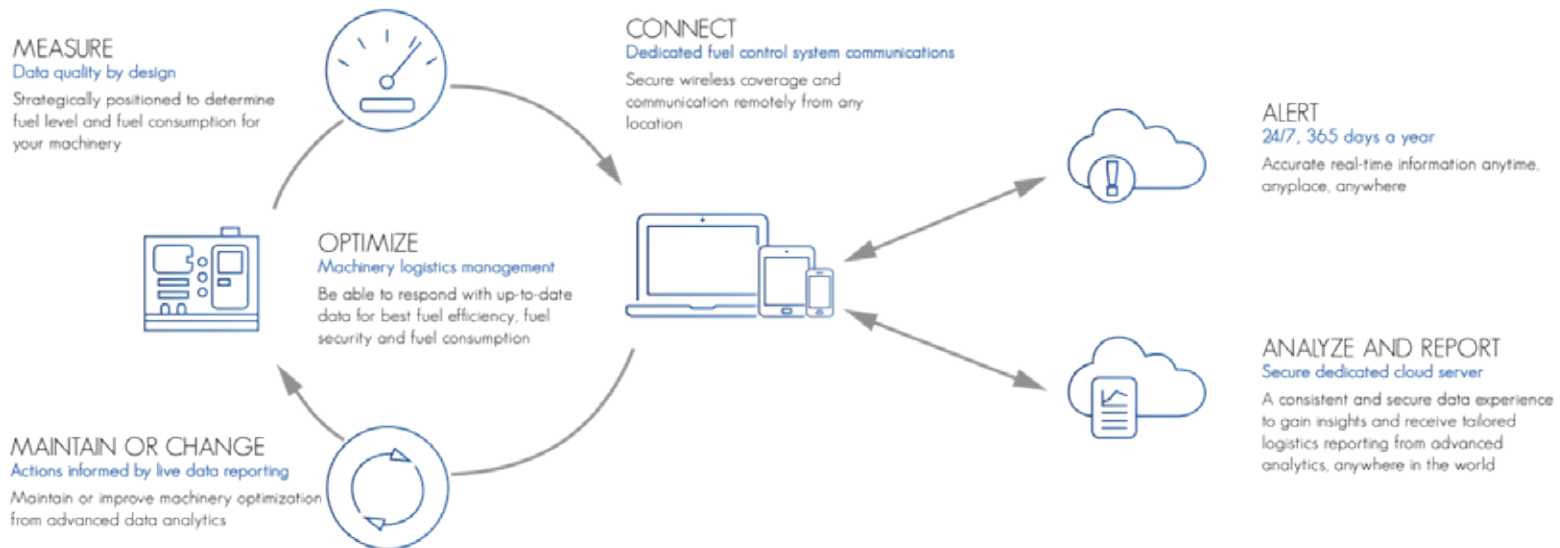
### MOBILE FUEL CONTROL SYSTEM



# Our FCS Solution

## How It Works

### STATIONARY FUEL CONTROL SYSTEM



## About Our FCS Solution

Our Fuel Control System (FCS) is a fully integrated telematics solution that monitors the diesel level, consumption and refueling activities for mobile and stationary tanks.

This diesel management solution provides you with real-time detailed intelligence and relevant data that help you eliminate the possibility of diesel theft.

### With our solution, you can now:

- ▶ Save costs, with ROI on every litre of fuel purchased
- ▶ Effectively monitor and audit fuel activities (runtime capture, diesel level alerts etc.)
- ▶ Have 24/7 real-time access to information from any location on any device.
- ▶ Get access to technical support through our user-friendly dashboard.





## Our FCS Solution Successes Thus Far

With hundreds of successful installations to date, we are saving costs, improving asset performance and raising the standard of fuel management for our clients every day.

- **250** Fuel Control System Installations have been activated
- **100** mobile assets have been monitored on our FCS platform
- **150** stationary assets have been monitored on our FCS platform
- **10,697,027** litres of diesel have been monitored
- Over **100** customers have enjoyed the Fuel Control System solution offerings so far
- **10,225** Fuel thefts detected and counting



# About Us

We are Africa's fastest growing technology solutions company, specialising in Business Intelligence, Asset Management and Remote Monitoring solutions.

Serving over 200 clients across diverse industries, we are changing the face of technology development by delivering premium services at competitive prices.

Our team of digital transformation enablers, hardware engineers and software developers offer management and consulting packages tailored to give you peace of mind about your assets.

So, if you are in the market for bespoke technology solutions, contact us today.

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## GET IN TOUCH AND STAY CONNECTED WITH US ON ALL OUR PLATFORMS!



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*“The single biggest factor between success and failure in the competitive world of business is Improvement. The first step to improvement is measurement. If you can’t measure something, you can’t understand it. If you can’t understand it, you can’t control it. If you can’t control it, you can’t improve it. It is time to raise the standard of fuel management and Concept Nova is here to help you achieve it”*

**Chukwuma Ochonogor - CEO, Concept Nova**