

# Reduce your logistics costs with a tank monitoring solution from Sensile Technologies

Have you ever had your customers place an order for lubricants that they needed yesterday? And you had to modify your planning to provide a rush delivery, causing you extra costs and work load?

Or maybe you fear a dry-run at your customers' site and so, to be on the safe side, you trigger delivery earlier than is actually needed? And then your driver finds a tank still half-full and has to find other customers where the left-over can be delivered?

It doesn't have to be like this. You can now plan your deliveries using real-time information on your customers' exact inventory. Such solutions are called VMI (vendor managed inventory) and are used in many industries where they offer multiple benefits – including to your bottom line.

Sensile Technologies, a forerunner of the internet of things, has been a world leader in tank monitoring solutions – as VMI is known in the oil and gas industry – for more than 15 years. Used on more than 60,000 tanks worldwide, our system is stand-alone, battery-powered, and does not require any interface with your customers' IT. It consists of a level sensor in the tank to measure the volume and a telemetry unit to wirelessly transmit the data to our secure cloud solution. The installation is simple and easy, taking less

than 45 minutes on any type of tank and for any type of lubricant.

With real-time tank data and changes to your processes, you are able to always deliver the right amount of lubricant at the right time. Your delivery will never be too early when the tank is still half full, nor too late after a dry-run has occurred. Total sales to your customers remain constant: you simply increase the drop size and reduce the number of deliveries. You also reduce the number of kilometers driven and trucks required. This results in significant savings on logistics costs – typically 30% for our customers.

Tank monitoring solutions also offer the possibility to differentiate yourself from competitors by being pro-active and providing extra services that make your customers' lives easier, like automatic deliveries. Such contracts allow you to bind your customers and reduce your logistics costs all at once.

Our solution is used by major oil and gas companies including Univar, Fuchs, Kuwait Petroleum and Lukoil. We also see more and more purchasers asking for a tank monitoring solution as part of the long-term deals they make with lube companies. End customers really appreciate being able to view their inventory and consumption online.

To help you get the most from our solution, we offer a free analysis of your logistics to determine those customers where our solution will be profitable. We can also calculate the total cost reduction that our solution will generate. It's important to realize that in addition to installing our systems in the field, you will also need to change your company's internal processes in order to fully use the data provided by our tank monitoring solution. Without such changes, the benefits of our solution will only be marginal. We have extensive in house expertise to guide you through such changes. We can also easily set up an export of our data to your logistics software or ERP solutions, to further optimize your processes.

And if your investment budget is limited, we offer a full service solution. You just pay for the data that you receive: we take care of the installations at your customers' sites as well as making sure that the data is flowing to you as it should.

**Cédric Morel**, CEO Sensile Technologies

**LINK**  
[www.sensile.com](http://www.sensile.com)

