

# Rainville

## CUSTOMER CASE

### OUR CUSTOMER

Rainville decided to adopt ISA tank monitoring and **Internet of Things (IoT)** solutions for Oil and Gas. They needed fast delivery and zero run-outs. With our solutions, they could hold and increase their market share, avoid run-outs and convert “will call” customers. Our client needed to **smarten their logistics** and

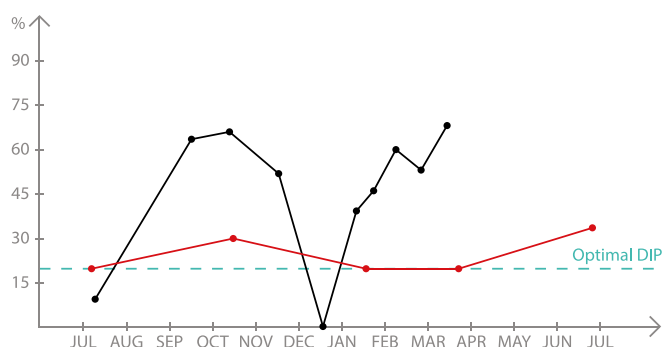
reduce costs. With our background Rainville would also be able to reduce the number of trucks and **enlarge the drop size**. As a sample, with the following customer we are able to see the difference between before and after ISA's intervention.

### BEFORE & AFTER ISA

#### DIP

**OPTIMAL VALUE: 20%**

DIP indicates the tank level before delivery.

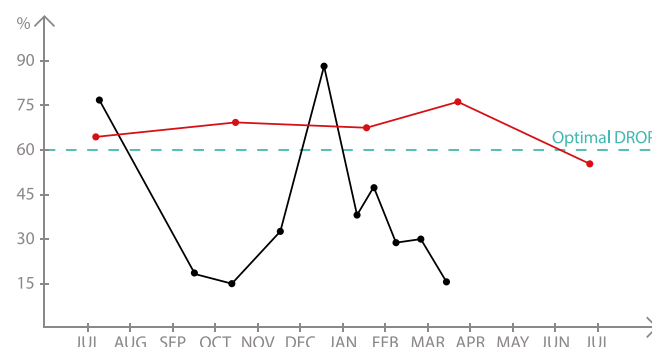


— Before ISA's tank monitor — After ISA's tank monitor

#### DROP

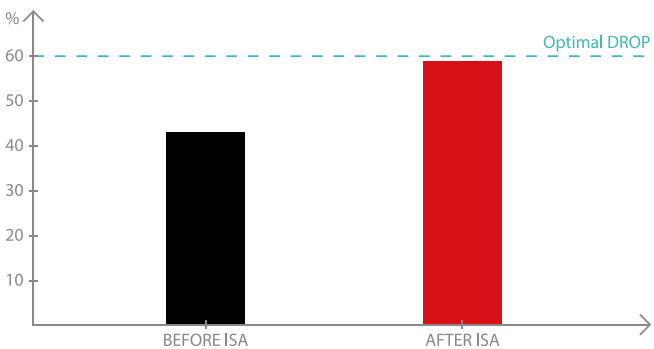
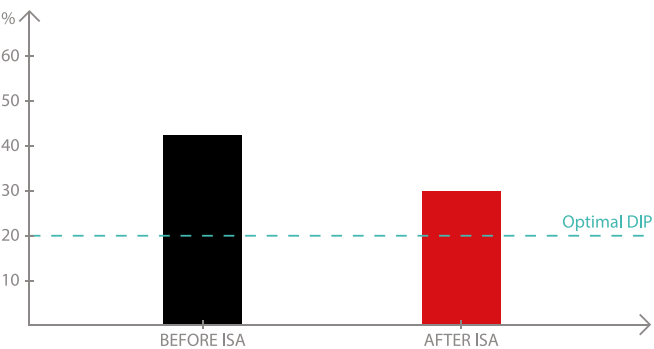
**OPTIMAL VALUE: 60%**

Difference between tank level before delivery & after delivery - tank level delivered.



Note: The maximum capacity of the tanks has been defined, by the customer, at 80%.

With the trial performed on **35 Rainville's customers**, we can clearly see the benefits of using ISA's Tank Monitoring solution.



## RESULTS

	Before ISA's tank monitor	After ISA's tank monitor	Change (%)
Total volume of deliveries (gallons)	67 526	100 657	<b>+49%</b>
Total number of deliveries per year	337	276	<b>-18%</b>
Tank level before delivery (DIP) - %	43	30	<b>-30%</b>
Tank level delivered (DROP) - %	44	59	<b>+34%</b>
C\$ Unit delivery cost	19	19	0%
C\$ Total cost	6 403	5 244	<b>-18%</b>