

CORPORATE PROFILE

Yeppa Solutions

Yeppa Solutions is engaged in development of technologies, applications and solutions within Oil & Gas, IT, and financial services. Yeppa Solutions competitive edge is in its people who are able to produce breakthrough systems which are hard to copy and replicate. AnovaTank is a technology which has proven potential in decreasing costs and mitigating risks associated with fuel theft, transportation, contamination and leak detection.



Business Need

There is currently no automated means to detect fuel theft, blocked breathers, product contamination such as water in fuel tanks or cross-contamination such as diesel in unleaded.

Current systems can only detect discrepancies in fuel deliveries and sales exceeding 0.5% of the tank height. This means that on a 23000 liter tank, up to 115 liters of fuel can disappear without a trace. With every delivery and/or shift change!

See [Fuel theft in the USA reaches \\$8 Billion in 2008](#)

Leak detection requires expensive equipment, and usually requires *pressurizing* the tank. By law underground fuel tanks older than 10 years may not be pressure tested for leakage.

Solution

The first solution to Tank Gauging that provides accurate contamination, leak detection, level, mass, density and affordability all in one probe. The system is an intrinsically safe measurement system, which continuously measure the contents of 1 to 64 tanks or containers with a single digital controller.

No moving parts or electrical or electronic components are used in the tank or in the hazardous area surrounding the tank, which could contain volatile products such as gasoline or diesel. These benefits make the tank gauging system ideal for fuel tanks at retail filling stations with the added benefits of accuracy, safety and cost saving.

Competitive Advantages

1. First SaaS (software as a service) and PaaS (product as a service) for the fuel market. Covers full installation, warranty, maintenance, all updates to latest technology and 24/7 support to customer.
2. Monitors all tank levels to 0.05% accuracy. (+-11.5 liters);
3. Visually promotes green fuels as well as the quality of the product at fuel stations. This can be advertised at each pump since the SG (specific gravity) of the fuel is measured and displayed to ensure you do not get a fuel mix that is hazardous to your vehicle or environment;
4. Installation and maintenance is so simple that a normal electrician can do the full installation.
5. Real-time alerts for leak detection, product contamination, blocked breathers, tamper detection, overfilling, side-filling*, siphoning, and intrusion attempts on delivery trucks*. (*AnovaTank firmware fitted).
6. Marketing and presentations is done via fuel association meetings and their respective oil companies.
7. Retailers quickly realize that they get the system with all the services for free! (The recovered losses are several times the cost of the contract).

Management Team

Louis Botes

CEO, CIO

sales@erpdroid.com

Financial Highlights

Assembly Cost	1600 USD
SaaS Rental per Month @ 1%	500 to max 800 USD
Market Value (USA, China, Russia, South Africa only, excludes all other countries, represent < 40% of real world market)	1,449,000,000 USD for total of 241,500 stations over 12 months
1% Penetration of < 40% market	2415 Stations
SaaS Profit per Month @ 1%	1,207,500 USD
SaaS Profit per Year @ 1%	14,490,000 USD

It is clear that SaaS, PaaS is the most effective and profitable solution for both the fuel retailers and the AnovaTank solution providers.

We expect a minimum market penetration of 25% within 5 years

Data Measurement

Collected data is error-checked and updated every few seconds per tank and displayed on a monitoring unit situated at a convenient point. i.e. in a nearby office via a secure wireless link, and uploaded to a cloud server.

Installation Benefits

Installed in a variety of positions; monitoring of all tank levels to 0.05% accuracy; lockable, weatherproof (IP65) steel enclosure; easy insertion through virtually any topside tank opening; length is matched to individual tank depths; installed without contamination of tank contents; installed without emptying or draining the tanks; initialized and calibrated regardless of existing fuel level in tank; probe has no moving parts or floats - no maintenance; probe is inherently intrinsically safe thus no IS or safety barriers are required; probe can be used in many liquids - not only petroleum products; main controller can be sited up to 250m from the underground tanks; very easy and cost effective to install and maintain.

5 Benefits Each That Translate Into Business Opportunities

Retailer Management	Franchisor Management	Depot Management	Distributor Management	Insurer Management	Bank Management
Site Stock Management	Stronger Retail Franchisees	Depot Stock PrePlanning	Less Blame For Unrelated Losses	More Control Equals Less Risk	Tighter Control Over Credit Facilities
Goods Received Control and Accountability	Less Exposure To Dumping & Theft	Less Exposure To Theft & Fraud	More Control Over Delivery Performance	More Accountability Equals Less Risk	Credit Facilities Backed By Stock Collateral
Management Accounting and Staff Performance	Franchisee Retailers Have More Retail Focused	Depot More Service Focused	More Time Available To Manage Delivery Function	More Successful Customers Equals Fraudulent Claims	Less Time Spent Servicing Customer Information
Reduced Stock Through Just In Time	Marginal RFO's More Viable	Reduced Stock Through Just In Time	Opportunity To Reduce Vehicle "Value" Exposure	Less Cash Equals Less Risk	Less Pressure On Cost Of Banking
Real-Time Stock Management Information	Less "Bounced" Loads	Less "Bounced" Loads	Real-Time Delivery Management Information	More/Real-Time Information Equals Less Risk	Real-Time Internal Performance Information

Relevant Real-Time Information That Is Accessible At The Right Time And Place

5 Benefits Each That Translate Into Business Opportunities

Retailer Management	Franchisor Management	CIT Management	Insurer Management	Bank Management
Cashier & Teller Cash Deposit Controls	Stronger Retail Franchisees	Less Blame For Unrelated Losses	More Control Equals Less Risk	Tighter Control Over Internal Theft And Fraud
CIT Delivery Timing Accountability	Less Exposure To Bad Publicity Of CIT Robbery	More Control Over CIT Performance	More Accountability Equals Less Risk	Workflow Planning And Scheduling With Reduced Processing
More Time Available To Do Retail Work	Franchisee Retailers Have More Retail Focused	More Time Available To Manage CIT Function	More Successful Customers Equals Fraudulent Claims	Less Time Spent Servicing Customer Information
Cash flow Requirements Reduced	Marginal RFO's More Viable	Opportunity To Reduce Vehicle "Value" Exposure	Less Cash Equals Less Risk	Less Pressure On Cost Of Banking
Real-Time Cash Management Information	Less "Bounced" Loads	Real-Time CIT Management Information	More/Real-Time Information Equals Less Risk	Real-Time Internal Performance Information

Relevant Real-Time Information That Is Accessible At The Right Time And Place

Benefits

- continuous measurement
- extremely accurate (UL, SABS)
- virtually any tank or container
- no electrical components used in the tank area (intrinsic safe)
- measures contents of up to 64 tanks with one controller
- data is error checked and stored every few seconds
- data is displayed on remote display unit in real time
- early leak detection (proof of no leak for environmental concern)

Investment Considerations

- SaaS, PaaS model focused on rapid growth
- Capture market share through low-end products desired by the market
- ETG for tank farms is very expensive. Oil companies are interested in a more cost effective solution than currently available from brand name products. Density measurement is a crucial aspect apart from level measurement. Very seldom can one ETG instrument offer density and level measurements. Oil companies are willing to test and evaluate new products on the market.
- Of the \$3.3 billion market opportunity, more than 88% represents electronic process level measurement and inventory tank gauging systems, of which electronic process level devices will make up 83% of that 88% share. Feedback received by VDC indicates that users are increasing their reliance on electronic process level and tank gauging systems to provide access to real-time information.
- Value added for the distribution networks which at the moment are virtually untouched by ETG in developing countries.

News

<http://www.statisticbrain.com>

<http://www.researchinchina.com>

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Company Contact

sales@erpdroid.com

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