# ANOVA

Connecting the industrial world - for better.

## EASY. RELIABLE. WORTH IT.

**SOLUTIONS:**

**LPG/Propane**

**ANOVA INSTALLATION EXPERT**
Installing an Anova Universal Tank Monitor™ on a residential tank.

# WORLD OF ANOVA

PROPANE-LPG / FUELS / OILS / LUBRICANTS / CHEMICALS

# ANOVA

**THE ANOVA DIFFERENCE.**
We believe in a safe, clean, efficient world where industrial resources are always accessible, anytime, anywhere. **The way we're achieving this for each customer is by making tank monitoring...**

## EASY.

- Easy out-of-the-box
- Unparalleled industry expertise, and local support
- Mobile apps
- Integration with your ecosystem
- Hardware-as-a-Service (HaaS) option

## RELIABLE.

- High-quality, purpose-built solutions
- Lifetime reliability

## WORTH IT.

- Superior customer economics
- Clear and demonstrable ROI
- Deep, actionable insight
- Compelling risk reduction
- The best business value

## THE MOST TRUSTED TANK MONITORS

- Propane/LPG
- Fuels, oils, and lubricants
- Chemicals
- Industrial Gases
- Helium ISO, Mobile Assets, and Advanced PLC Systems
- Mobile, Satellite, C1/D1

## THE MOST ACTIONABLE TANK ANALYTICS SOFTWARE

- Software for you to manage, monitor, forecast, report and alert
- Mobile app for your field team
- Integrations for your business to deliver insight across your supply chain
- Mobile app for your customers to better engage, market direct, and enable information access

## REAL INDUSTRY EXPERTISE

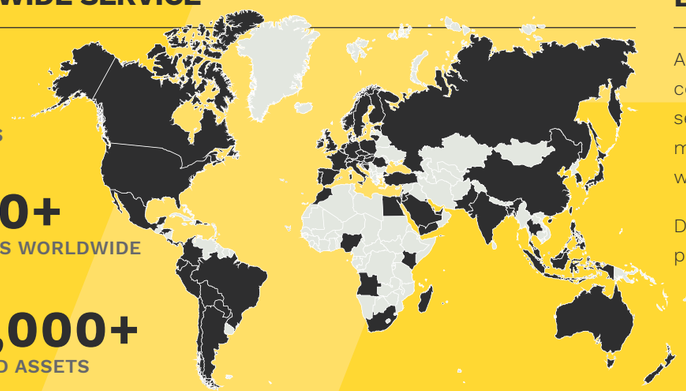
- World-class customer support, expert help available 24/7
- Global coverage with local field deployment and monitor maintenance teams
- Comprehensive training services
- Experienced integration services

## WORLDWIDE SERVICE

**70+**
COUNTRIES

**1,600+**
CUSTOMERS WORLDWIDE

**700,000+**
MONITORED ASSETS



## UNIFIED SOLUTIONS. BUILT STRONG.

A unified software architecture connecting information from tanks, sensors, sites, containers, ISO and mobile assets, trucks, rail, and more with core and business services.

Designed and built for security, privacy, and compliance.



# DRIVE PROFITABILITY

## Unmonitored vs. Monitored PROFITABILITY BREAKDOWN

1. Monitor.
2. Assess data.
3. Action the insight.
4. Measure outcomes.

| **CUSTOMER TANK** **Tank Size:** 500 gal **Annual Usage:** 1,200 gal | Unmonitored Tank | Unmonitored Tank | Monitored Tank |
|---|---|---|---|
| **GALLONS DELIVERED** Number of gallons sold per delivery. | **150 gal** Inefficient delivery | **200 gal** Inefficient delivery | **300 gal** Efficient delivery |
| **MARGIN** Mark up of fuel price to customer. | $2.00 | $2.00 | $2.00 |
| **DELIVERY COST** Cost of product, labor, etc. to make a delivery to this customer's tank. | - $75.00 | - $75.00 | - $75.00 |
| **GROSS PROFIT** Profit after deducting costs of delivering to this customer's tank. | $300.00 | $400.00 | $600.00 |
| **ANNUAL STOPS** Number of stops made at this customer's tank location annually. Reducing annual stops impacts annual profit. | 8 | 6 | 4 |
| **ANNUAL PROFIT** Note the increase in profit as a result of making an efficient delivery at the appropriate time. | $1,800.00 PER UNMONITORED TANK PER YEAR PROFIT | $1,950.00 PER UNMONITORED TANK PER YEAR PROFIT | $2,100.00 PER MONITORED TANK PER YEAR PROFIT |

**BETTER INSIGHT = BETTER TRUCK ROUTING = BETTER FOR OUR PLANET**

**Anova helped us map out and drive**

**$1.4 million**

in direct distribution cost savings by showing us the optimal locations to place our 10,000 tank monitors.

**- Anova Customer**

# ANOVA

**THE ANOVA DIFFERENCE.**
From avoiding runouts and driving new efficiencies in propane distribution, to optimizing operational and supply chain costs, Anova delivers benefits to customers at every level.

### SUPPLY CHAIN COST REDUCTION
Operational optimization to reduces costs and increase profitability without sacrificing service levels.

### STOCKOUT PREVENTION
Forecasting and alerts to prevent inventory stockouts that results in production delays, fines, and loss of customers.

### MOBILE ASSET TRACKING
Monitoring and tracking of assets in transit around the world to prevent product loss and create audit trails.

### DATA ANALYSIS
Actionable insights to drive efficiencies, minimize capital costs, and prevent product loss.

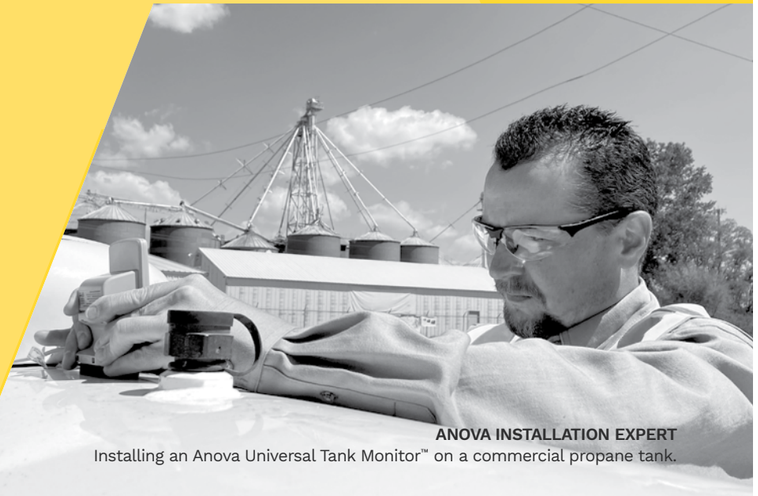
### HEALTH & SAFETY
Accurate data and instant notifications to quickly and safely address issues.

### SUSTAINABILITY
Efficiency helps the environment with fewer road miles, reduced emissions, and spill prevention.

**Anova has helped customers achieve a**

# 60%

**AVERAGE FILL RATE**
**30% more than the industry average**



**ANOVA INSTALLATION EXPERT**
Installing an Anova Universal Tank Monitor™ on a commercial propane tank.



# DRIVING EFFICIENCY AND SUSTAINABILITY

### MEETING SUSTAINABILITY GOALS
We work with thousands of companies around the world, enabling them to meet their sustainability goals, be more productive, reduce their energy use, and lower emissions.

### LESS DRIVING, LOWER EMISSIONS
Anova's routing software helps your trucks spend less time on the road. It turns out that better capacity utilization isn't just good for your business, it's good for the planet.

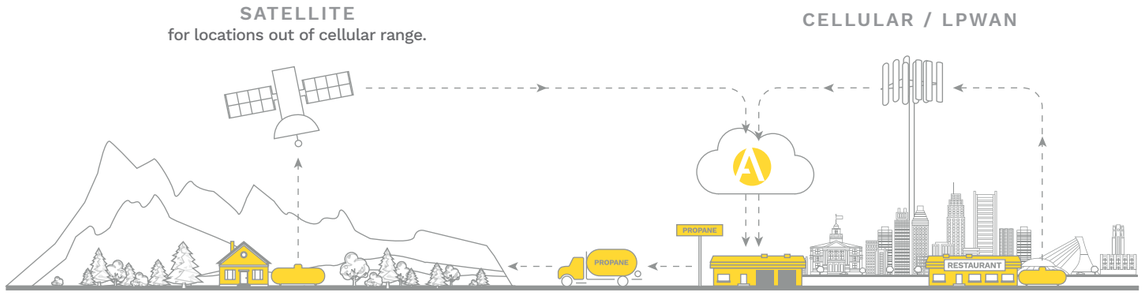
### CONSERVE ENERGY
Prevent product from being damaged or going to waste with up-to-date status alerts.

### TAKING RESPONSIBILITY, BEING RESPONSIBLE
Doing good and doing well are not mutually exclusive. Anova's remote monitoring tools help your profits and the environment.

- Route optimization tools to limit road miles
- Overfill and dangerous pressure alerts to reduce leaks
- Temperature and other parameter tracking to ensure safe operations

# HOW WE DO IT

### COMMUNICATIONS
No matter the location, terrain, or signal strength, Anova has the right communication solution for your business. Cellular, satellite, and LPWAN are available, depending on which communication network makes the most sense for your operation.



The Industry's Most Trusted

# TANK MONITORING HARDWARE

## UTM
### Anova Universal Tank Monitor™

The Anova Universal Tank Monitor (Anova UTM™) is an advanced and affordable, multi-input, intrinsically safe monitor that supports a wide variety of applications. With easy installation, clip-in cables, and the ability to monitor more than one tank or input, the Anova UTM helps drive better distribution profitability and customer service.

**WORKS UNIVERSALLY**
Supports multiple communication networks, applications, and measurements.

**EASY AND AFFORDABLE**
Great pricing either purchased or through Anova's Hardware-as-a-Service (HaaS) subscription model. Magnetic or 3M™ Dual Lock™ mounts, with easy installation verification via mobile app.

**MONITORS MULTIPLE TANKS AT ONCE.**
Monitor multiple tanks or a combination of measures on a single tank. Multiple inputs support a range of sensors such as tank level, pressure, meters, and others.

| BASIC SPECIFICATIONS | |
|---|---|
| Radio | • SIM supports cellular LTE CAT-M1 (North America), LTE CAT-M1 w/ 2G fallback (International)<br>• NB-IoT optional<br>• GPS optional |
| Networks | **North America:** One monitor communicating on multiple networks across the US and Canada<br>**International:** Multiple networks |
| Sensor Inputs | • Multiple universal pluggable inputs<br>• Level, pressure, meter, cylinder change-over, digital input |
| Battery Life | Designed for 15 years |
| Reporting | Daily reporting with half-hourly alarms |
| Compliance | IP66, FCC/IC/CE, Certified Intrinsically safe C1/D1; Zone 0, UL, ATEX, IECEx |

**APPLICATIONS**

**TANK LEVEL**

**LINE PRESSURE**

**OPEN / CLOSED**

## CTM
### Cellular Tank Monitor

**Powerful, dependable, flexible propane and fuel oil monitoring**

The CTM is extremely durable, intrinsically safe, and equipped with a fuel-resistant case for use large-dial of applications, and bulk storage. Designed with an intelligent back-up system that utilizes alternative networks and carriers, the monitor will continue communicating in areas where the LTE network has yet to be deployed or in the event of a network interruption.

- Magnetically mounted for easy installation
- Configurable dial scaling for horizontal and vertical tanks, fuel, oils, etc
- Durable, fuel and chemical-resistant case
- Communicates on LTE to protect against network obsolescence
- Compatible with all Rochester R3D small tank dials and Taylor large tank dials
- Fully-warrantied

| BASIC SPECIFICATIONS | |
|---|---|
| Radio | 4G LTE (3G backup), Cat M1 or Cat M1/NB1 |
| Sensor | Level (Rochester small and large, Taylor large) |
| Power Inputs | Primary lithium battery |
| Battery Life | Up to 5 years |
| Reporting | Daily typical, configurable |
| Compliance | IP68, Certified Intrinsically safe |

## FTM
### Fluid Tank Monitor

**High-reliability monitoring for chemicals, oils, lubricants and fuels.**

The FTM provides accurate and reliable tank monitoring across a range of environments, including chemicals, oils, lubricants and fuel. Future-proofed with LTE communication technology, the FTM is installed in minutes, and provides distributors with up-to-date visibility of customer inventory levels via desktop or mobile devices.

- Flexible mounting options for easy installation
- Accommodates a wide range of tank shapes and sizes
- Built to withstand the harshest climates
- Communicates on LTE to protect against network obsolescence
- Available on multiple cellular networks and satellite
- Intrinsically safe option available
- Fully-warrantied

| BASIC SPECIFICATIONS | |
|---|---|
| Radio | Cat M1 |
| Sensor | Submersible pressure sensors and float gauge level sensors |
| Power Inputs | Primary lithium battery |
| Battery Life | Up to 5 years |
| Reporting | Daily typical, configurable |
| Compliance | IP68, Certified Intrinsically safe |

## Also Available:

### FTM-IS
**Fluid Tank Monitor**

Intrinsically safe (IS), for monitoring in hazardous locations.

### LTM
**LPWAN Tank Monitor**

Low-power, wide-area network, with up to 25 mile range.

### STM
**Satellite Tank Monitor**

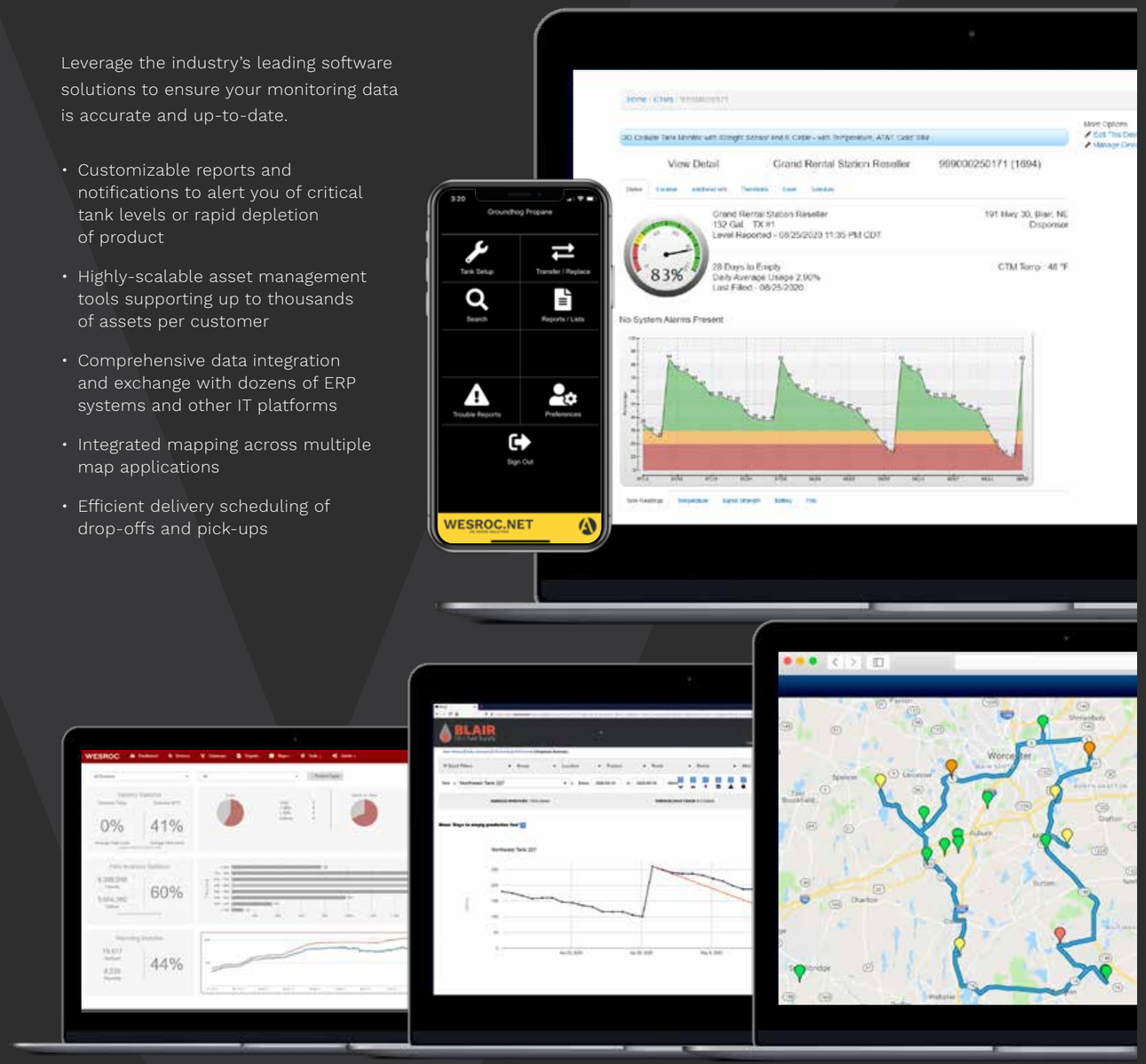
For monitoring in remote areas with little or no cellular coverage.

## Monitor and Forecast with

# ACTIONABLE SOFTWARE AND MOBILE APPS

Leverage the industry's leading software solutions to ensure your monitoring data is accurate and up-to-date.

- Customizable reports and notifications to alert you of critical tank levels or rapid depletion of product
- Highly-scalable asset management tools supporting up to thousands of assets per customer
- Comprehensive data integration and exchange with dozens of ERP systems and other IT platforms
- Integrated mapping across multiple map applications
- Efficient delivery scheduling of drop-offs and pick-ups




## Engage customers directly with Anova's consumer app

# MyTankApp

Providing your customers with your own branded MyTankApp builds loyalty and gives you a direct line of customer communication.

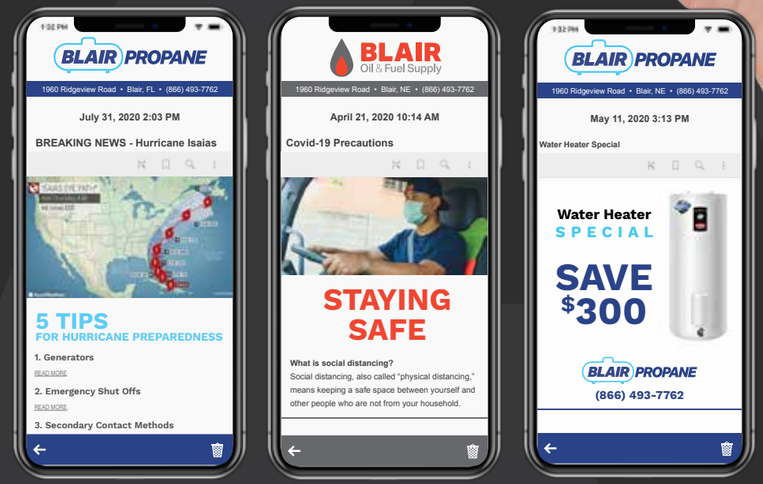
- Build customer loyalty by making it easy for customers to do business with you
- Send ads, coupons, contracts, and more with direct marketing tools
- Customize with your logo and colors to build brand recognition
- Enable one-click delivery and service calls
- Communicate proactively with all will-call customers regarding deliveries

Download on the App Store | GET IT ON Google Play

## Marketing Tools

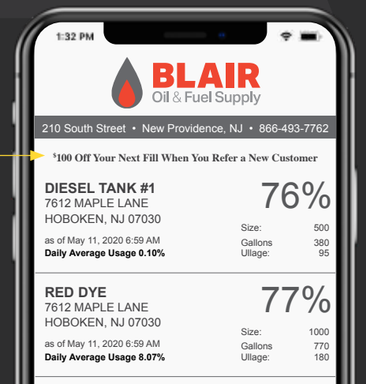
### Marketing Campaigns

- Send any type of message to your users through the app: advertisements, newsletters, safety updates, coupons, etc.
- Create and manage campaigns with the easy-to-use desktop interface
- Upload graphics, HTML, or plain text to create the campaign
- Categorize users to target specific groups of customers




### Banner Messaging

- Display a short message to all of your users every time they login. Also displays on email reports.



# ANOVA TRANSFORM™

## SOFTWARE AND SERVICES TO HELP YOU TRANSFORM YOUR BUSINESS AND DRIVE PROFIT:

- A comprehensive software and service to drive productivity and profitability.
- Our experts, your delivery data, and Anova's Transform analytics.
- Cycle through the Transform process, assess progress and drive new outcomes with each round. Review distribution and customer data with our five-step process, action insights from clearly presented next steps, evaluate outcomes, and benchmark progress in your industry.

## FIVE DETAILED ASSESSMENTS

### 1. Historical Analysis

- Comprehensive analysis of your historical delivery data quickly highlights the accounts with the highest potential ROI, if monitored, and other insights.

### 2. District, Truck, and Customer Profitability

- Easily track performance by district, truck, and account, and other insights.

### 3. Optimization Strategy

- Identify the best locations to place your tank monitors for the highest returns
- Pinpoint runout risks and avoid customer churn
- Optimize routes
- Reveal unprofitable accounts

### 4. Align Operations

- Integrate delivery systems and track improvement.

### 5. Change Management Assessment

- Quantify your savings by tracking and reporting ongoing performance across multiple key indicators.
- Analyze unmonitored versus monitored performance, and account for seasonal adjustments.
- Map out a multi-year business plan, and more.

## OUTCOMES

**Better Fill Efficiency**
**Fewer Runouts**

**Less Churn**
**Higher Margins**

**Better Truck Use**
**More Delivered Volume**

## COMPONENTS

**Store Data**

**Perform Analysis**

**Deliver Insight**

**Start**
**Fill Efficiency**
%

**Routing And Vehicle Tracking**

**Enterprise Resource Planning**

**Scheduling**

**Forecasting**

**Improved**
**Fill Efficiency**
%

Real Industry Expertise.

# EVERY SERVICE YOU NEED

REALIZE TANK MONITORING BENEFITS FASTER

## INSTALLATION SERVICES

**Expert, efficient installations - for any scale project.**

- Save time and labor while your team stays focused on daily operations
- Accurately capture valuable tank information, GPS location, and photographic documentation of every installation and upgrade performed
- Large deployments executed quickly and methodically, regardless of location or area size
- Logistics-only option: Equip your team with Anova's advanced logistical and dispatching support, as well as installation mobile apps with step-by-step instructions (shown right)

TRUST IN REAL INDUSTRY EXPERTISE

## CUSTOMER SUPPORT

**Three Layers of Expert Customer Support**

**1. Responsive Front-Line Support**
- Equipment and Application Support
- Return Material Authorization (RMA)
- Troubleshooting
- Provided by your trained personnel or Anova

**2. Advanced Technical Support**
- Advanced technical expertise and problem solving
- Provided by Anova Support technicians

**3. Flexible Custom Support**
- Change Requests
- Code and system-level enhancement
- New software development



## MORE THAN A VENDOR, WE ARE YOUR PARTNER

We partner with our customers to help them transform their businesses. Beyond the foundation of our trusted tank monitors, actionable software, and comprehensive integration services, our business intelligence and analytic tools, and services, help them digitize operations and drive profitability.

MAXIMIZE YOUR INVESTMENT

## TRAINING

**Comprehensive Training for Your Staff**

- Adapted to your needs
- Delivered by expert guides
- Built to drive maximum value from Anova products

INTEGRATE YOUR ECOSYSTEM

## INTEGRATION

**Integrating the full-function Anova platform with your supply chain drives even greater:**

- Cost reduction
- Runout avoidance, and Increased customer satisfaction

**Integrate your ERP and back office systems with help from:**

- Anova API
- Anova Integration Services

CARGAS · JD EDWARDS · SAP · ADD SYSTEMS

# INSTALLATION SERVICES

## Realize Tank Monitoring Benefits Faster

Anova expert installers save you time and labor, accurately capturing valuable tank information, GPS location, and photographic documentation of every installation and upgrade performed. Let your team focus on daily operations. Alternatively, use Anova's sophisticated logistical support with your own installers.

### EXPERT DEPLOYMENTS
Gain peace-of-mind knowing that your monitors are installed correctly, and all necessary information is accurately captured for each tank and location.

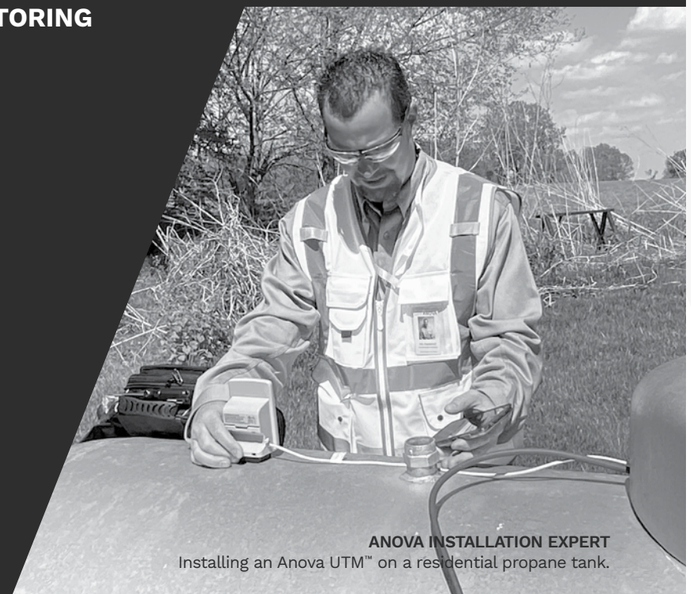
### EFFICIENT AT ANY SCALE
Large deployments are done quickly and methodically, regardless of location or area size.

### LOGISTICS-ONLY OPTION
Have your own team? Take advantage of Anova's advanced logistical and dispatching support, as well as installation mobile apps with step-by-step instructions (below).

### START MONITORING RIGHT AWAY
Avoid slow roll outs and realize the benefits of tank monitoring quickly and easily utilizing Anova's team of trained, expert installers.

### EASY FIELD INSTALLATION AND MONITORING

Anova Field Mobile App



**ANOVA INSTALLATION EXPERT**
Installing an Anova UTM™ on a residential propane tank.



# HaaS
## (HARDWARE-AS-A-SERVICE)

### Start Monitoring Now. No Upfront Costs.

Bundle tank monitoring hardware, software, communications, and more into one easy, monthly subscription.

### EVERYTHING YOU NEED
Monitors, software, communications, integration, and support.

### LIFETIME REPLACEMENTS
Anova sends replacement monitors at no additional cost for the lifetime of the contract.

### PAYS FOR ITSELF
Monitor more tanks, save on distribution costs, and drive rapid operational returns.

### INCLUDES:

- ✓ **Remote Monitoring Hardware**
  Implement monitoring without purchasing a monitor
- ✓ **Deployment Guidance**
  Identify best locations to monitor for immediate ROI
- ✓ **Communication and Hosting**
  High-security data transmission and storage
- ✓ **Software**
  Best-in-class tools to track and forecast usage
- ✓ **Mobile Apps**
  Empower your field and operations teams, and customers
- ✓ **API Integration**
  Connections to ERPs and back-office systems
- ✓ **World-Class Customer Support**
  Expert technical help available 24/7

# WHY ANOVA

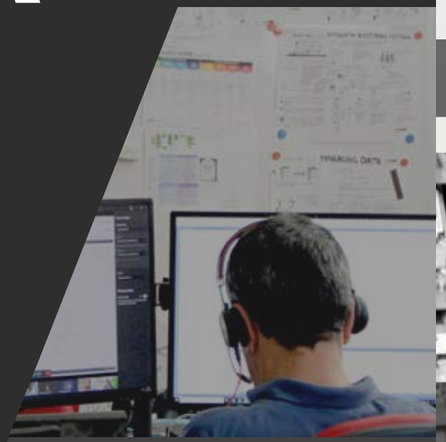
## We offer more.

Anova far exceeds the basics of remote telemetry. We offer more solutions to support our customer's success.

We offer solutions that empower our customers to fully digitize their operations and transform their businesses.

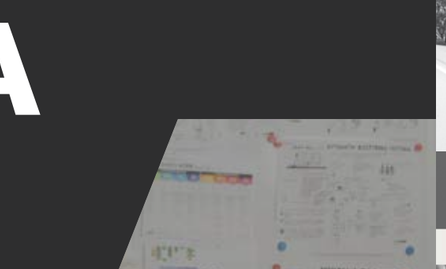
We offer straightforward, affordable options for utilizing our solutions.

We offer partnership, building relationships, and driving industry innovations through collaboration with our customers.



**INDUSTRY INNOVATIONS**

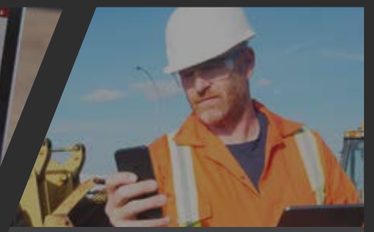
**BUSINESS INTELLIGENCE and ANALYTICS**



**INSTALLATION SERVICES and HARDWARE-AS-A-SERVICE**

**TANK MONITORING HARDWARE**

**CONNECTIVITY and LEVEL FORECASTING**



**SOFTWARE, MOBILE APPS and APIs**

**ANOVA INSTALLATION SERVICES**
Installing an Anova Universal Tank Monitor™.

**TESTING AND QUALITY SUPERVISOR**
New Providence, New Jersey

**ANOVA INSTALLATION SERVICES**
Installing an Anova UTM™.

# ABOUT US

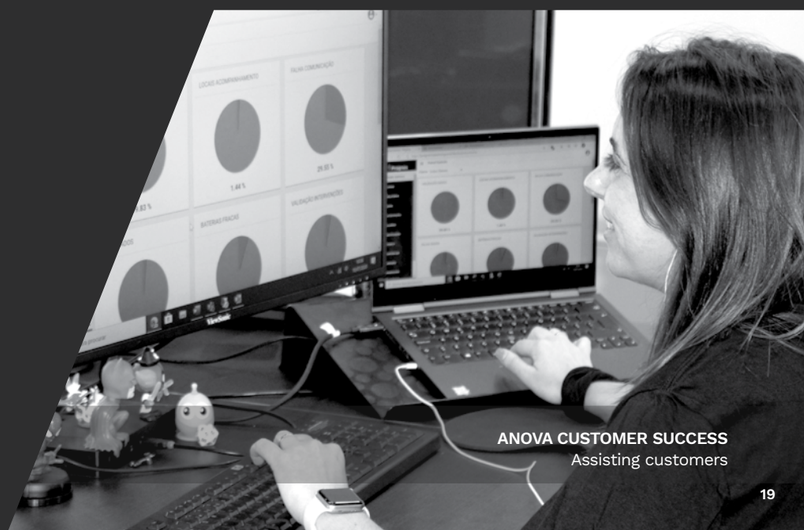
We are the leading global provider of IIoT solutions to remotely manage industrial assets. We have over 30 years of experience in the design, installation and maintenance of wireless hardware, software technologies and cloud-based analytics. With hundreds of thousands of devices monitoring cryogenic gases, LPG/propane, LNG, chemicals, oils, lubricants, fuels, and water, Anova is connecting the industrial world, for better.

For additional information, visit www.**anova**.com.

## GET IN TOUCH

/ 866.493.7762
/ enquiry@anova.com
/ **anova**.com
anovasolutions

**ANOVA INSTALLATION SERVICES**
Installing an Anova UTM™.



**ANOVA CUSTOMER SUCCESS**
Assisting customers

ANOVA

Connecting the industrial world-for better.

866.493.7762
enquiry@anova.com
**anova**.com
anovasolutions