



There are multiple back office software options available?

ROG Consulting Overview

- **ROG was founded in January 2008 and since that time has worked with over 130 Petroleum Marketers , Transport Companies, and Retail Store Operators across the country.**
- **Our teams real world experience includes:**
 - **CFO from a wholesale fuel company**
 - **Head of IT from a retail, wholesale, and transportation company**
 - **Former owner of a small chain of gas stations, cstores, and car wash sites.**
 - **The owner of an inventory company – financial / item level inventory**
 - **Former VP of a scanning and back office software company with retail, wholesale, and transport experience**
- **Study Group Clients including:**
 - **Evans Group**
 - **Santmyer Oil**
 - **Corrigan Oil**
 - **Port Consolidated**
- **BP West Coast Project – Trained owners and managers at 375 sites in the Pacific Northwest that received a new Commander POS and S2K Back Office Software**

Process & Procedure

Question: Why do you do it this way?

Answer 1: We have always done it this way.

Answer 2: This is how I was told to do it.

You do not know what you do not know

- **Is the process still needed / bring value to the company?**
- **Other ways a process can be done**
 - **Manual vs. Automated**
 - **Streamline who is touching it**

Maximizing Software Utilization

- Are you getting the most out of your existing software?
 - Implementation – Was the implementation 100% completed and to the level expected?
 - Training – Who was trained how to use the software? Are they still there or are you on the third person in the role and who trained them?
 - Upgrades / New versions – Are you on the latest version of the software? Do you have the needed modules?
 - Changes to the business – Has your business changed since the software was implemented but not the software and related processes and procedures?

Choosing A Software

There are options available

- PDI
- ADDS
- iRely
- S2K
- SSCS
- PetroSoft / Cstore Office
- AIMS
- Skybitz
- Cargas
- Many others

Preparing & Implementing Software / Project Mgmt

- Bandwidth – do you have the bandwidth to do this work in a timely fashion while also dealing with the day to day needs of the company?
- Expertise – do you have the knowledge needed to implement a back office software as effectively as possible?
- Different ways of looking at things – will the software company be sharing different ways to do things or will they just have you do it how you do it today or tell you how you should do it?
- Holding everyone to the timeline – will the implementation take 12 months or 24 months and will all of the goals and expectations be achieved?

Study Group Discovery Program

ROG Consulting offers a free initial discovery to understand the basic information regarding a company – lines of business, software utilized, process and procedures, known pain points and such. We use this process to get a general understanding of if and how we can help a prospective client and at what cost.

Process:

- Initial questionnaire to learn more about the business
- Follow up with email or calls to clarify any questions we may have and to gather any additional information we need
- Write up our thoughts as to areas we feel we can be of help, how this can be achieved, and the associated cost
- Conference call to review the write up, answer any questions they may have and decide on next steps if any

Guarantee:

We always find at least a few things that can be of help to the company. They may not require our help (or they may just want to handle it internally) but we have always found things that will help increase profitability or decrease labor or in some other way benefit the company so no discovery has ever been a waste of time for the company!