



Customer Profile



Efficiency, Accuracy, and Enterprise Business Intelligence

Love's Travel Stops and Country Stores teamed-up with FuelLogix to solve their legacy system performance issues and need to integrate disparate data from varying systems and technology platforms. The collaborative effort between the two companies resulted in the conversion and migration of data from their existing systems and a more efficient and accurate process for auditing their operations and mining data.

Conversion of Data

Harold Wells, Love's Retail Accounting System Manager recalls, "FuelLogix took the lead from the very beginning by converting all of our data, including historical data. Prior to migrating to the Agility system, we assisted in the validation to ensure its accuracy. The whole conversion process was painless. We literally converted to the Agility system over a weekend."

Training

"We initially setup two days for classroom training. The reality was we completed the training in about four hours the first day and the auditing team was working on the production system the second day."

Wells recounted, "Agility is an intuitive system. We found our auditing team was able to quickly pick up the nuances between the legacy system and Agility. It was a matter of them becoming familiar with the screen layouts. As experienced auditors, they're knowledgeable with what was required to

successfully complete the auditing tasks; it was simply a matter of understanding the layout of Agility."

Productivity Enhancements

"The productivity of our auditing team improved with Agility's summary invoice screen. Previously, auditors had to open and review each invoice separately. With the summary screen, they have all the data they need in one place."

"When you consider each store averages five to six invoices per day and the average audit clerk is responsible for a minimum of twenty stores, that's a tangible process improvement. It represents opening **7,300** summary screens per year (1 summary screen x 20 stores x 365 days) versus **40,150** individual invoice screens per year (5.5 invoice screens x 20 stores x 365 days). That's an eight-one percent productivity savings."

*81% productivity savings for audit clerks
accessing invoice data*

"That productivity translates into each auditor being able to handle more stores and responsibility. Since we implemented Agility a little over two years ago, we've added an additional twenty plus stores and have not had to increase our auditing staff."



"Another major advantage is multiple users can have access to the same store's data, at the same time; not to change the data, but view it. We have situations where the accounts payable folks need to research an invoice. Before Agility, we had to pull the auditor off the system until accounts payable completed their research."

"The architectural design of Agility has provided improvements in other areas. It used to take us three to four hours, using ten PCs, to export the data for month-end close. With Agility it now takes 20 minutes on one PC!



Accuracy Improvements

"The accuracy of the data has also improved. As an example, we look for potential problems prior to importing the data into the financial system. We have what we call a cost compliment process we run to ensure the store hasn't made any cost corrections on invoices. By identifying those ahead of time, we save the accounting folks a lot of time with journal entries. The data is just more accurate."

"We have several different queries we run to ensure accuracy. Some errors, that used to run under the radar with our previous system, are now caught before they hit the general ledger."

Ease of Use

"With our legacy system, we had to export the data and setup databases, views, and queries. It was a much more labor intensive process. Now, each user sets-up their own queries in Agility and iFlex, FuelLogix's business intelligence tool."

"It's much simpler for folks, within all disciplines of the company, to access the data they need. Our store auditors and marketing team use Agility. In addition to those folks, fuel marketing, fuel wholesale, and IT use iFlex. In all, we use iFlex to connect to twenty different databases. This is all accomplished while protecting the data source."

"Our wholesale fuel team uses another FuelLogix product called LoadTrax. It automates our fuel procurement and imports terminal lifting data. In addition, we have scheduled reports for our executive team, delivered at pre-determined intervals to give them timely operational data. All-in-all, working with FuelLogix has increased our efficiency, improved our accuracy, and provided us with an easy-to-use data mining tool."

About Harold Wells

Harold is the Retail Accounting System Manager. He has served Love's Travel Stops and Country Stores for 38 years and worked with FuelLogix during the initial setup of Agility, iFlex, and LoadTrax. He currently manages the operation of Agility and iFlex.



About Love's

Founded in 1964 by Tom Love, Love's Travel Stops & Country Stores is headquartered in Oklahoma City, Oklahoma, and remains family-owned and operated. With more than 230 locations in more than 30 states, Love's current growth rate is approximately 15 stores per year. Love's is currently ranked Number 15 on Forbes Magazine's annual listing of America's largest privately held companies. From the first filling station in Watonga, Oklahoma, the Love's commitment has remained the same: "Clean Places, Friendly Faces."