



Implico's Strategic Approach to **Bottled Gas**

As the only SAP solution extension and development partner for secondary distribution and fuels retailing, Implico has long been recognized for its secondary distribution solution (SDM) tailored for bulk products in the oil and gas industry. This comprehensive solution integrates three essential tools – **CPR** for replenishment, **IDM** for logistics/trip planning, and **PAT** for process automation – effectively managing bulk scenarios.

However, while SAP offers solutions for packed products, bottled gas processes demand meticulous reconciliation, especially concerning return trips and handling empty or damaged bottles. Recognizing this gap, Implico embarked on a project to develop a tailored solution working closely with leading customers in the gas industry. By integrating bottled gas management into its SDM system within S4SCSD, Implico aims to streamline operations and offer clients a holistic solution for their gas distribution needs. This is the first of a series of circular economy applications by Implico.

Background:

An Introduction to the Bottled Gas Industry

In the oil and gas industry, the bottled gas process involves the production, storage, transportation, and distribution of gases stored in portable containers like cylinders or tanks, serving various industrial, commercial, and residential applications.

Many companies operate diversified gas distribution units, engaging in both bulk and bottled gas distribution. This dual approach enables them to

cater to a broader range of customers and markets, leveraging their infrastructure, logistics, and expertise in handling both forms of gas.

Implementing a system that effectively manages both bulk and bottled gas processes is essential for these companies. By integrating such a system, businesses streamline operations and enhance user experience, facilitating efficient implementation and usage.



Benefits of Bottled Gas Integration in S4SCSD Solution

With no other system integrated into S4SCSD, Implico's offering of bulk and bottled gas solutions presents a significant opportunity for market expansion and revenue growth.



Integrated Solutions

Having bulk and bottled gas solutions readily available on S4SCSD opens doors to the market, as many companies operate in both segments.



Comprehensive Solution

By providing bulk and bottled gas solutions within one system, Implico offers a comprehensive portfolio that meets the diverse needs of gas distribution companies.



Cost-Effective Management

Offering a unified system for managing bulk and bottled gas operations translates into financial benefits for customers, reducing implementation costs compared to integrating multiple systems.



Innovate, Enhance, Differentiate

Investing in innovation and enhancing bulk and bottled gas solutions in S4SCSD will differentiate Implico in the market, meeting evolving customer needs and establishing itself as a reliable partner for gas distribution management.



Exclusive Gas Solutions

Implico's status as the sole provider of integrated bulk and bottled gas solutions within S4SCSD offers a unique opportunity to increase revenue streams and eliminate revenue sharing with other suppliers.

Workflow

A general scenario has been developed, starting with the creation of the sales order, passing through the dispatching tool (IDM) to standard data reconciliation (PAT), considering the return of empty and/or damaged bottles, which is a common practice in this type of business. Thus, the Implico's bottled gas scenario enhances the already existing SDM solution by ensuring that the entire downstream logistic process for bulk material and bottled gas is covered by one tool.

Important Features within the Process

1. Delivery Trip Planning:

Ability to plan the delivery trips based on the special characteristics of the truck, such as the number of cages used to organize the cylinders in the truck, etc.

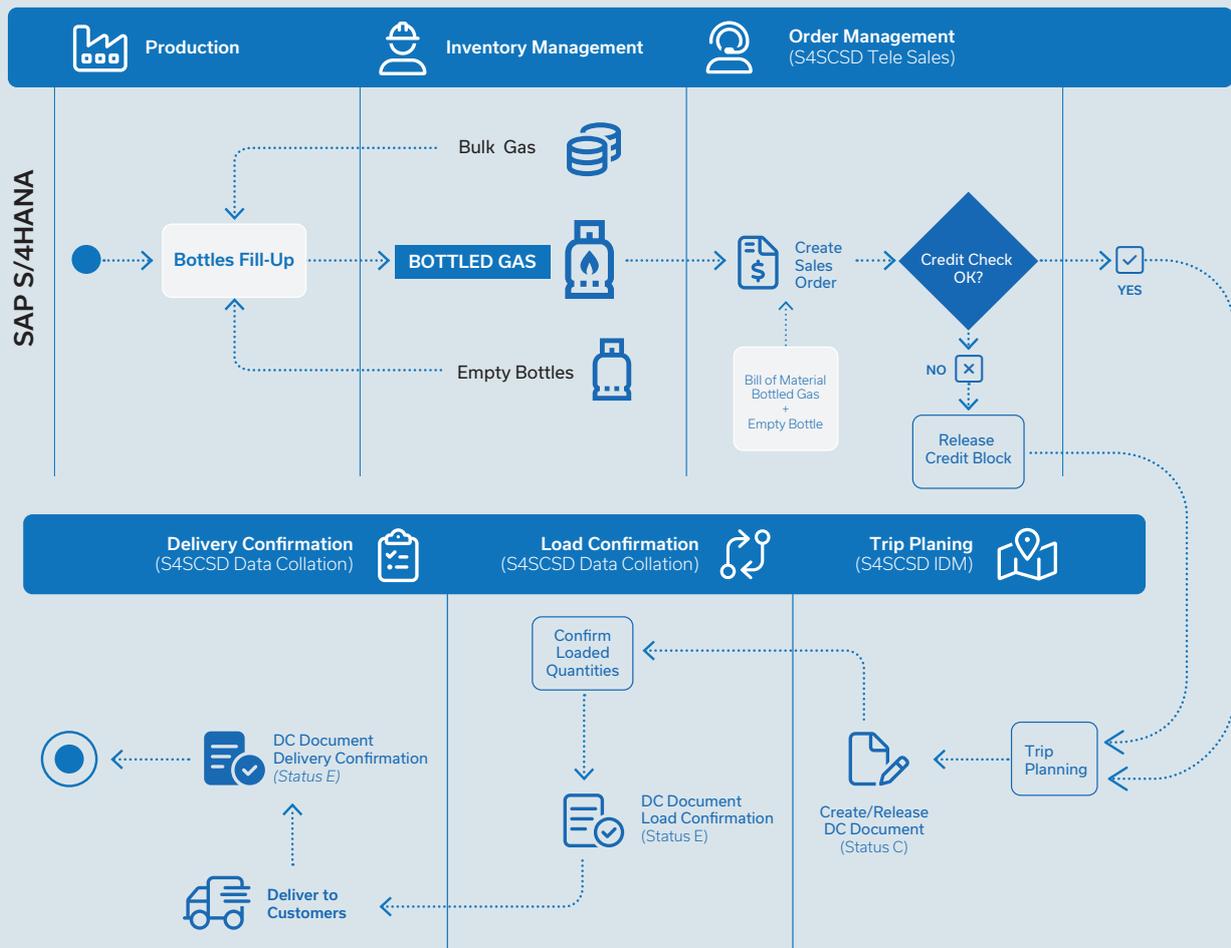
2. Return Process:

Efficient handling of the return process for full, empty as well as defective bottles.

3. Bottle Management:

Handling of different sizes of bottles and automatic empty bottles return to stock at the end of each trip.

Bottled Gas Supply Chain



Final Implementation

The bottled gas scenario is a new functionality within the SDM solution, fully integrated into the existing processes. This ensures that customers have both bulk and bottled gas business processes consolidated into one solution, providing a comprehensive overview. With this solution, we support the business model of a full energy service provider for fuels and gas.

Conclusion

In conclusion, the integration of bulk and bottled gas solutions into S4SCSD represents a strategic opportunity for Implico to expand its market presence, drive revenue growth, and solidify its position as a leading provider of integrated solutions in the oil and gas industry.

Let's talk!