

The background features a complex design with blue geometric wireframe patterns on the left and a dark, semi-transparent industrial image of a factory or refinery on the right. A diagonal line separates the two sections.

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We innovate technology.

2022 AIGLP Congress

Exceptional Energy Stage presentation

Challenges and
future in the LPG
Market

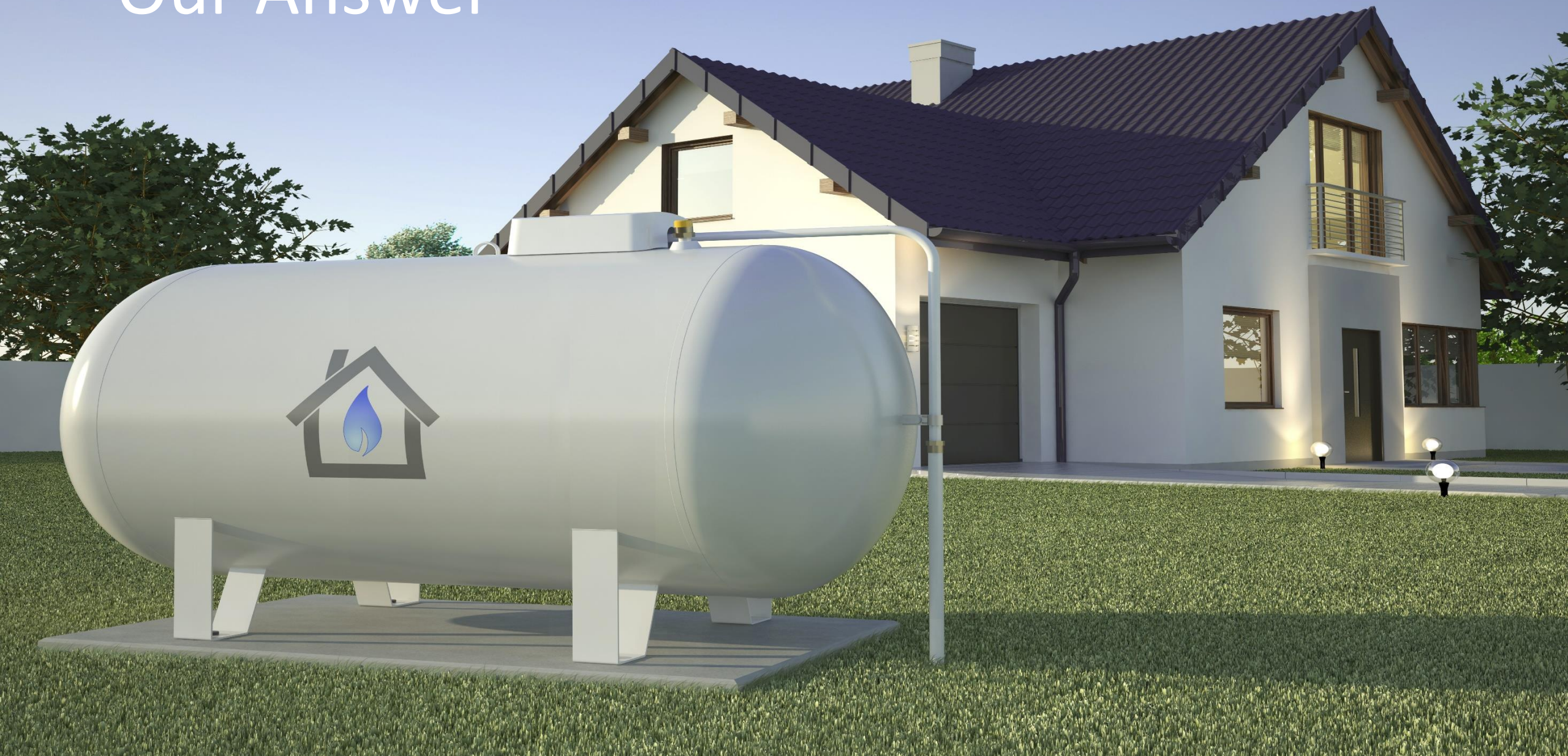
1. Challenges



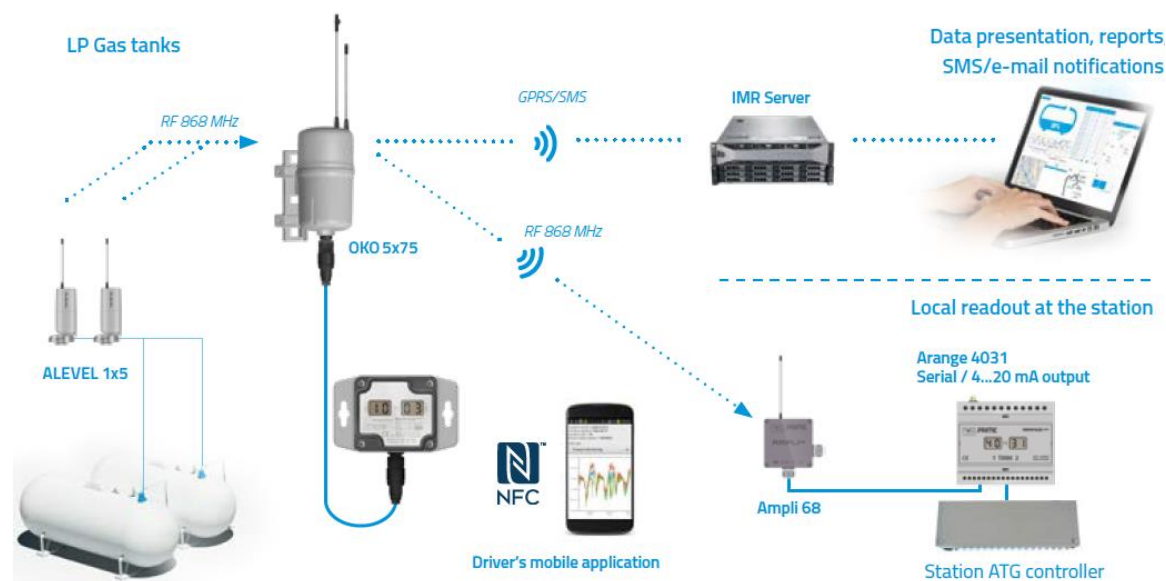
- Optimize logistic and operational costs
- Labor costs & lack of qualified resources
- End-to-end efficient stock management
- Updated and controlled assets inventory
- Optimize customer billing
- Reduce billing shock
- Efficient tank refueling, no more runouts
- Improve customer satisfaction
- To be environmentally friendly
- (de) Regulations
- Dependency on International prices
- COVID learnings

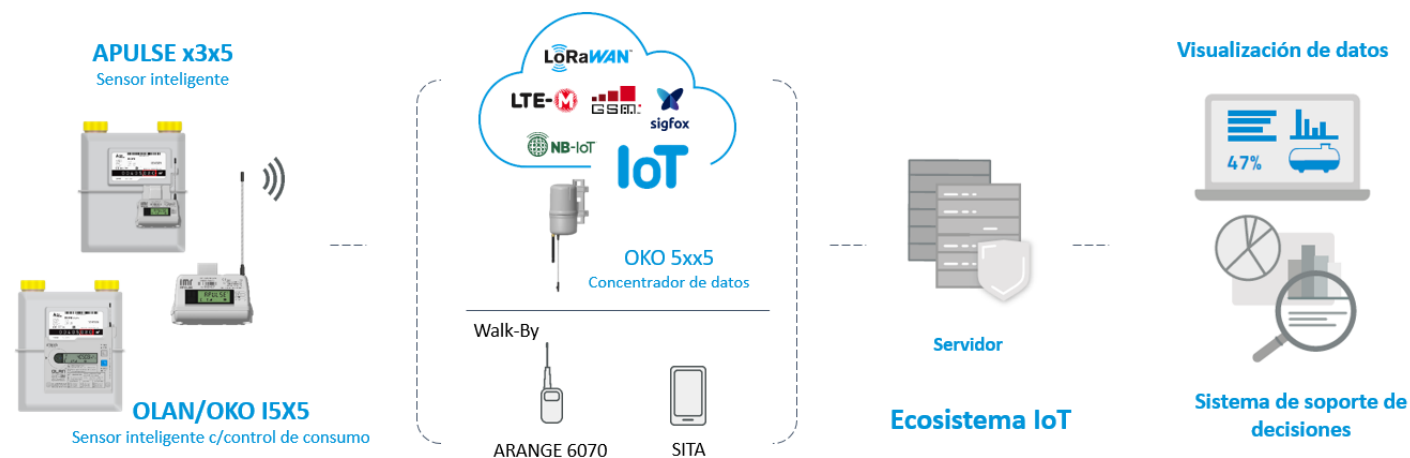


Our Answer



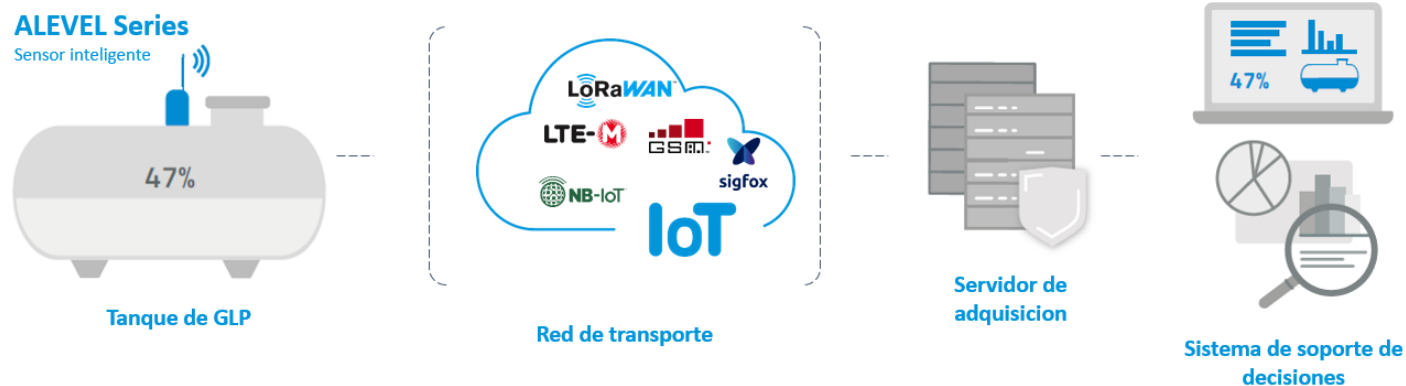
- ✓ We provide to Gas companies around the world with a comprehensive portfolio of hardware and software for consumption and stock management control as well as a wide range of services for a smooth implementation and post sales support.
- ✓ Our capabilities cover the challenges for domestic and bulk gas segments including services stations , under a common control, billing and management platform.
- ✓ We design and produce proprietary devices according to particular customer specifications, including all certifications and securing lifecycle management.





Smart Gas Metering

An end-to-end suite of telemetry and control for new and existing customers. (domestic and industrial consumption).



Tank Monitoring

A full suite of telemetry and control for storage, tanks and services stations.

Both dimensions can work together under a common transport and visualization systems.



- Safe data access
- Low credit notifications
- Recommended top-up

NFC Display

- Secure daily communication
- Credit update

Parties ensuring the highest level of service

Payment Services Provider

- Credit cards, Bank transfer
- Scratch cards, premium SMS
- Financial Services

Gas Supplier

- Customer Relation & Contact Centre
- Billing & Invoicing
- Tariff Management

Secure Smart Prepaid Integration Platform

Gas Distribution Operator

- Management of Gas Metering infrastructure
- Pipeline Operation
- Daily system maintenance

Advanced Metering Management

- Monitoring of System performance
- Regular supervision of communication
- Technology competence center

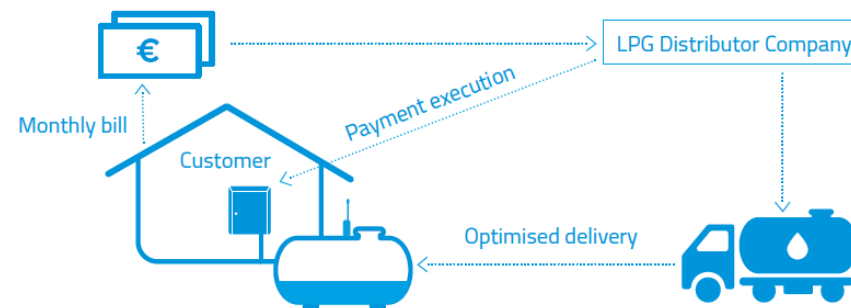
Administrative application

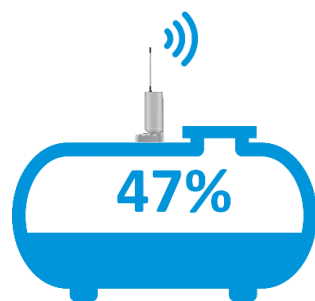


Gas Pre-paid

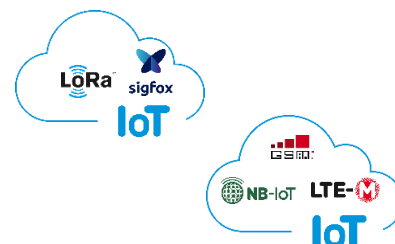
Intelligent pre-paid solution with remote valve control for domestic and industrial users.

If needed, this solution can be also integrated to the tank monitoring suite for efficient tank refilling and billing management.

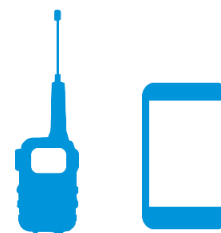




APULSE X3x5
Wireless IoT Gas Meter Data Loggers



OKO 5xx5
Backup mobile
data gateway



Walk-by

IoT Ecosystem



Acquisition Server



Data
Presentation

COST EFFECTIVE:
Multipoint solution

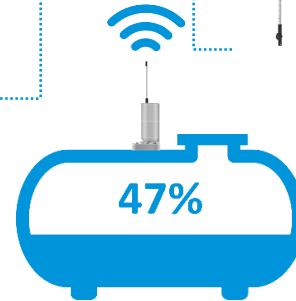
Smart Gas Supplier App



OLAN i575 Gas Meter Data Logger
with Valve Controller



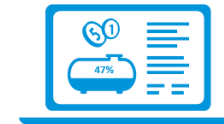
Or backup
OKO 5xx5



ALEVEL Smart Tank
Level Sensor



Acquisition Server



Gas Distribution
Operator

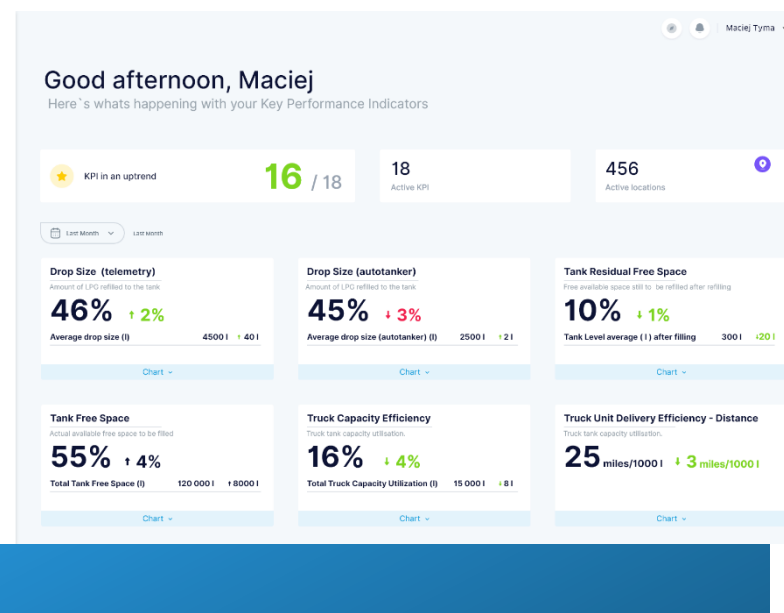
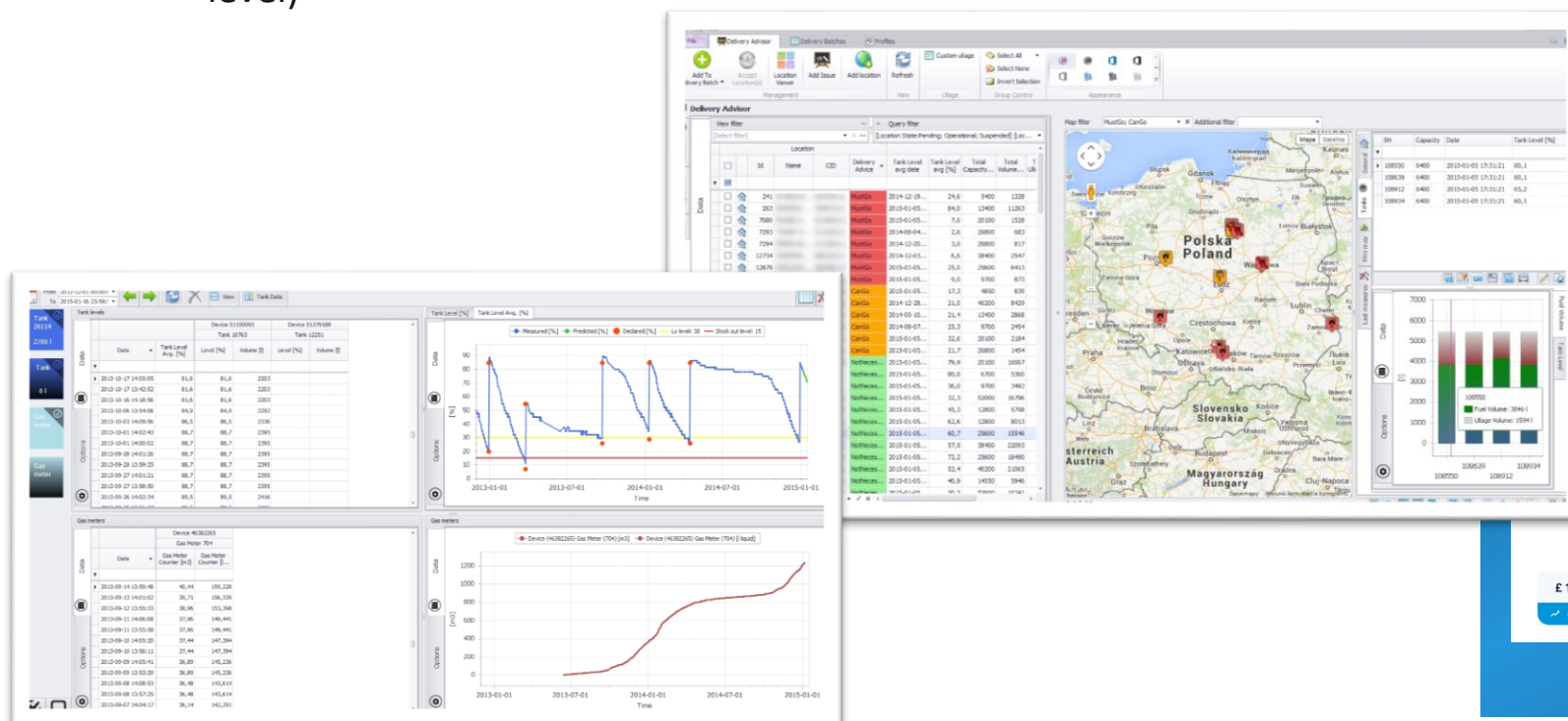


Gas Delivery
System

Dimax is an frontend application, that makes use of the TM distribution Intelligence data, assisting Planner in creating the Delivery Orders.

Benefits

- Increase dropsize. Credible consumption forecast gives more time before delivery deadline.
- Introduce „on the way” fillings. Truck should leave the depot full up and return empty.
- Make planning process as automatic as possible. DIMA automatically recommends sites where delivery has to be made (LO level)



£ 1580,23

Orders today

On line and historical data allows to:

- Visualize Gas consumption, trends ,forecast, and sudden demands anticipation.
- Optimal and economical management of supply logistics. (internal stock)
- Apply segmentation, chances to design focused campaigns or promotions to specific customers profile.

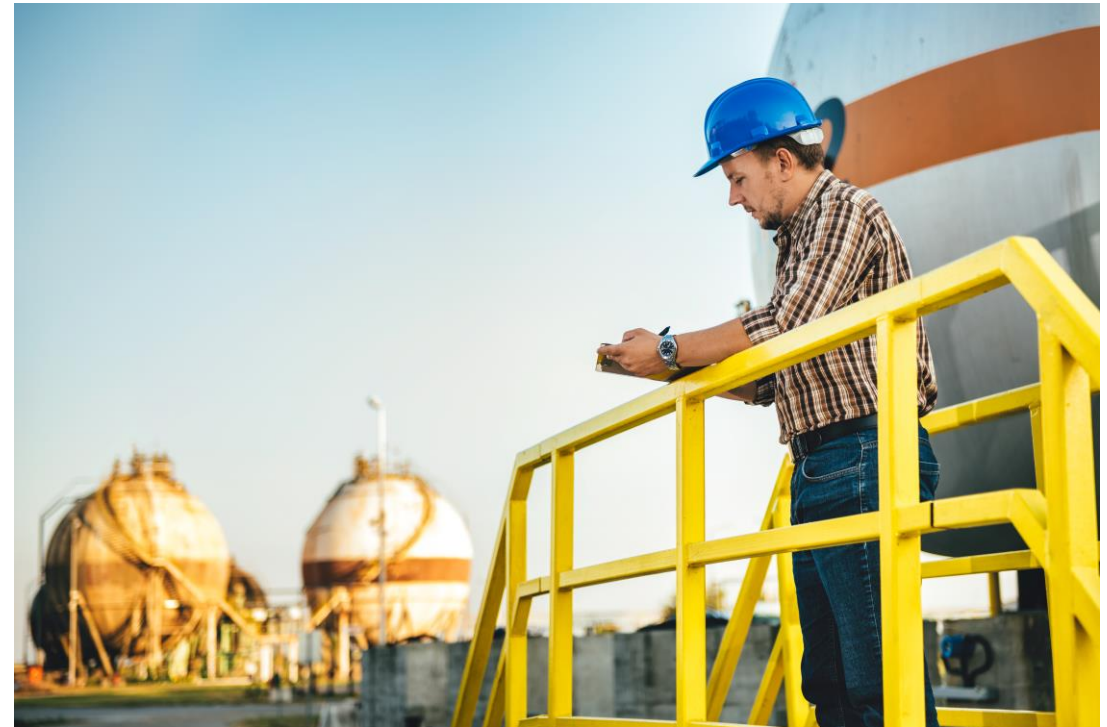
Improve customer satisfaction

- Customer in control of the consumption thanks to on line information of the gas level, no billing surprises.
- No unknown people into the house, building or condominium with the excuse of meter's control.
- Quick response to leaks, overfills and unauthorized refills.
- Overconsumption alarms.
- Prepaid Gas allows to control the supply in rental and vacation houses including full supervision of payment timelines
- Customer engagement thank to mobile application for Stock control in tanks
- No risk related to stock depletion
- Order prediction



Reduce operational costs

- Refilling on time, overall efficiency in deliveries. (Low and low-low alarm levels)
- Better route and delivery planning thanks to system calculations based on tank consumption and condition data
- Automation of delivery orders, no need to call.
- Detecting abnormal consumption and leakages.
- Smart route planning.
- Eliminate Overstocking.
- Less man hours for the same activity.
- No need for manual data collection.
- Remotely on/off for domestic gas delivery ,no need of people going to customer premises.
- One common visualization platform for tanks and domestic consumption.
- Up-to-date gas level data and important diagnostic information
- Same system for ground and underground tanks





2. The Future



- Price sensitive
- Dynamic
- Customer control on the hand
- New business models (customer)
- New business models (corporate)
- Add value services
- Green energy
- Autogas getting momentum
- New sources
 - ✓ Bio Diesel
 - ✓ Bio LPG
 - ✓ DME
 - ✓ NH3
 - ✓ Hydrogen

..and we will be there...



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The background is a complex abstract composition. It features a blue and grey color palette. A prominent white wavy line runs diagonally across the center. On the left, there is a network of white lines forming a triangular mesh. The right side shows a dark grey area with a fine, repeating dot pattern. The overall effect is modern and technological.

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