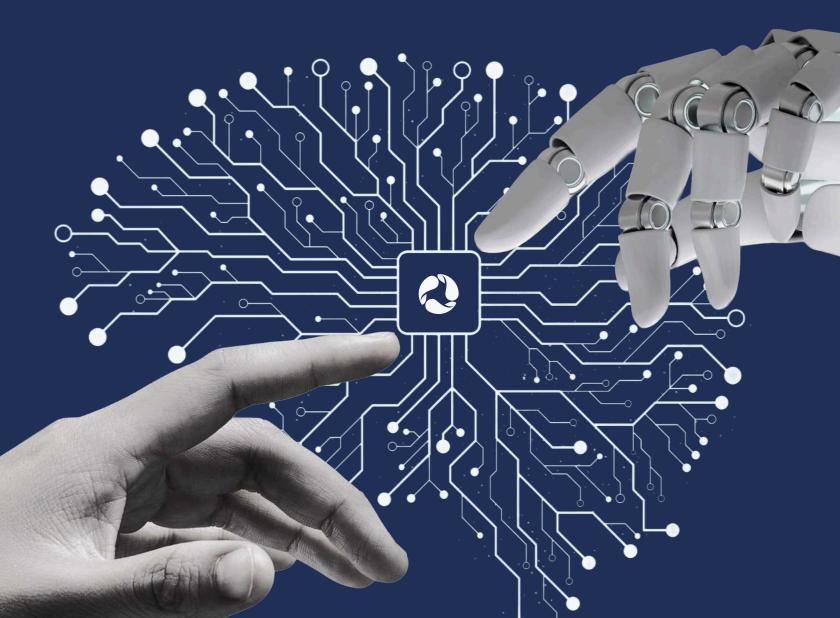


# People & Technology Winning Together

CONVENIENCE • FUEL • RETAIL





## **People and Technology - Winning Together**

In today's on-demand economy, stopping at a convenience store is a seamless, friction-less transaction—a testament to the powerful systems of automation managing a complex digital ecosystem behind the scenes. For the modern retail operator, keeping services flowing demands automated inventory management, IoT sensors, and predictive ordering.

Petrosoft is the industry leader that provides these advanced Al-driven solutions, enabling their customers to operate with unprecedented cognitive efficiency. Petrosoft is already taking its customers to the future by moving operations beyond simple task automation; their sophisticated Al models generate hyper-personalized offers and support dynamic staffing models, ensuring their clients unlock maximum profitability, revolutionize the customer experience, and remain competitive in the rapidly evolving retail landscape.



"In the petroleum downstream segment, where fuel is the commodity, time is essential to make informative decisions. The availability of accurate and timely data is the major factor for the success of a c-store operator."

- Sergei Gorloff, Chairman and CEO, Petrosoft

#### **Transforming the Convenience of Retail**

Petrosoft was founded to help fuel retailers better manage their forecourt, in-store and back-office operations. Its Chairman and CEO, Sergei Gorloff, has first-hand experience of the challenges faced by retail operators:

"I came to the United States in 1991 and worked my way up to running a network of gas stations and convenience stores. There's a lot that goes into operating this kind of business – you have to keep track of fuel, food and merchandise sales, maintenance, inventory turns, suppliers, and a whole host of other elements. At the time, I couldn't find any solution on the market that could help me manage all of it. So, I decided to develop one myself, and that's how Petrosoft was born."

## **Why Cloud Solutions**

Why take on the headache of an in-house hosted solution? Cloud solution providers can offer expertise and significant cost savings over an in-house hosted solution. It requires the retailer to have little to no IT knowledge to operate reliably and efficiently. What cost savings and IT expertise can a retailer expect?

#### For software-as-a-service companies, such as Petrosoft, the subscription includes:

- Subscription-based software with minimal capital expenditures
- Automatic software updates
- Reliable network hardware, architecture, and security
- Data storage, backup management, and redundancy
- Data security compliance
- Reliable data access
- Failover and/or load balancing management
- IT support and system management
- Low-risk deployments

#### **Don't Let Hidden Costs Sink Your Budget**

Cloud solutions deliver clear cost advantages — no heavy upfront investment, pay only for what you use, and cut ongoing maintenance costs — freeing your budget for growth instead of infrastructure.





#### **Petrosoft Applications by Industry Segment**

Application	Convenience C-Store	Gas Station	Retailer	Restaurant	Fuel Distributor/Jobber
SmartPOS	•	•	•	•	_
Qwickserve	•	•	•	•	_
Direct Connect	•	<b>•</b>	•	_	•
C-Store Office	•	•	•	•	•
Loyalty Program	•	•	•	•	•
Data Entry & Other Services	•	<b>•</b>	•	•	_
Fuel-Central	•	•	•	•	•

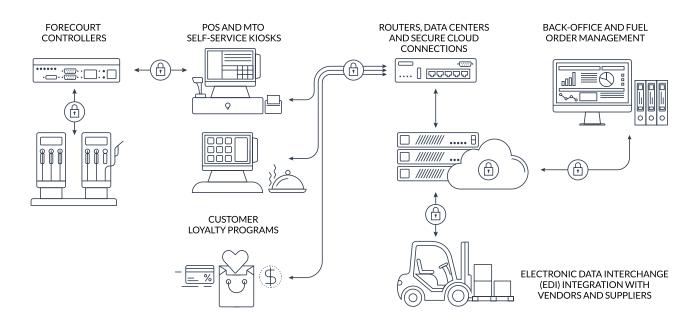
#### **Petrosoft Cloud**

#### Why Petrosoft Solutions?

For 20+ years, Petrosoft's cloud solution has evolved to meet retailers' changing needs. It hosts, backs up, and manages data for thousands of locations, letting users access and manage information anywhere with an internet connection.

The platform centralizes and automates foodservice, merchandise, and fuel data. It supports cash registers, POS, back-office, loss prevention, and fuel management, while simplifying tasks like price maintenance, inventory, ordering, and invoicing — giving retail and IT teams full control.

#### How it all Works Together: The Petrosoft Ecosystem





**Back-office software for convenience and retail industries** 

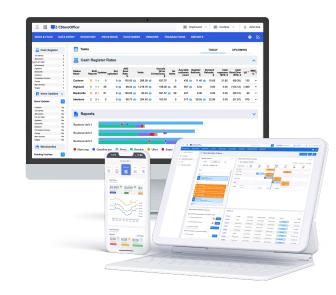
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#### Back-office software for convenience and retail industries

C-Store Office is Petrosoft's cloud-based back-office solution that helps retailers manage cash, inventory, prices, promotions, labor, and compliance. Thousands of retail locations rely on it to optimize margins, reduce shrink, and improve operational efficiency. Suitable for both single-store and chain operators, it provides centralized price book management, automated workflows, and real-time reporting. Retailers gain visibility into sales and inventory while streamlining reconciliation and forecasting. Integrated with POS systems, foodservice technology, and accounting platforms, C-Store Office improves decision-making and reduces manual errors. Its mobile app ensures operators can manage their businesses anywhere, reinforcing control over pricing, promotions, and inventory.



#### C-StoreOffice Highlights

- Subscription-based license
- Cloud-based fully-hosted solution
- Over 200 reports
- Sales forecasting
- Item-level inventory
- Cash register management
- Price book management
- Promotions management

- Vendor management
- Buydowns
- Lottery management
- System-based rules
- Accounting software integration
- Loyalty rewards program integration
- Foodservice solutions integration
- Point-of-sale integration

- Centralized newsfeed and tasks
- Centralized data and documents
- Mobile apps
- Online and on-site training
- Implementation services
- EDI integration and industry leading
- Invoice processing

#### **Seamless Integration for Smarter Business Operations**

CStoreOffice® is designed to fit right into your existing technology ecosystem, eliminating data silos and streamlining workflows across your entire business. Whether you rely on QuickBooks for accounting, SAP for enterprise resource planning, or IBM solutions for advanced analytics and business management, CStoreOffice® ensures smooth and secure data exchange.

With our powerful Business API, you gain the flexibility to connect CStoreOffice® with virtually any third-party platform. This means your sales, inventory, pricing, and financial data are always synchronized, accurate, and accessible—no matter where it's needed.

- QuickBooks Integration: Automate the flow of financial data, reducing manual entry and ensuring accurate bookkeeping.
- SAP Compatibility: Align store-level operations with enterprise-level resource planning for greater control and efficiency.
- IBM Connectivity: Leverage IBM business intelligence tools to transform CStoreOffice® data into actionable insights.
- Open Business API: Future-proof your operations by integrating with custom or emerging platforms as your business evolves.

Result: Less paperwork, faster decision-making, and a connected business environment that drives profitability.



#### **Inventory Management**

Retail operators, from single stores to large chains, can use C-Store Office's inventory management features to boost profits. The system allows you to track inventory by item or ingredient using either the cost or retail method. This helps you gain control by forecasting orders, managing margins, and optimizing sales by identifying and removing slow-moving or dead items.

- Track each item by category, department, price group, promotion, tag or by risk level
- Find fast, average and slow moving items plus dead inventory with detailed item reports
- Control shrinkage with item-level reports and Petrosoft's Loss Prevention Analytics
- Identify overstocks and under stocks with item-level detail
- Keep track of inventory audits and cycle count tickets

- Ingredient-method accounting for foodservice retailers to stay in control of recipe costs and margins
- Use computer-assisted ordering to increase the quality of store inventory, eliminating dead items and overstocks, and lead to spoilage, breakage, and theft
- Use dozens of reports to help determine optimal stocking levels, recalculate a store's inventory, and spot typical pricing problems quickly, identifying low-margin items and your lowest cost suppliers

#### **Fuel Inventory Management**

Fuel retailers can keep track of their entire fuel sales cycle with C-Store Office from managing BOLs, invoices, and orders to tracking sales, margins, and tank data for SIR and operational decisions, thereby reducing fuel incidents. It can also help to keep stations from running out and profits healthy while staying in compliance.

Automating the many aspects of BOL and invoice entry can save a retailer time and reduce errors. For example, C-Store Office saves time by automatically creating a BOL invoice from every new BOL entered into the system and vice versa. Once an invoice is accepted, fuel inventory volumes, purchases and postgallon calculations are automatically adjusted. The transaction also creates an automatic entry into C-Store Office's accounting module.

Fuel inventory reports help retailers stay in control of their operations by not only keeping track of historical and current fuel cost, sales, and margins but also forecasting fuel ordering requirements.



Managing fuel margins is crucial for success in the retail fuel business. According to NACS, Over the past five years, convenience-store fuel retailer gross margins have averaged 27.2 cents per gallon, which roughly equals 10.7% of the pump price. Convenience stores still sell about 80% of all U.S. fuel purchases.\*

C-Store Office uses Automatic Tank Gauging (ATG) data to help retailers with daily operations and compliance. Data entry is automated by connecting to ATG or POS systems. The reports show the current inventory for each underground storage tank (UST), including its volume, last delivery cost, and the average cost of the current inventory.



#### **Cash and Payments**

C-Store Office provides a cash reconciliation module to validate incoming and outgoing transactions. It also provides operational reports to track sales and each method of payment accepted by point-of-sales/cash register systems which include cash, credit, debit, EBT, check, house account, and other payment methods.

# COCK MAIL MAX REVIEW NUMEROUS PROCE DOOK CUSTOMESS WHOOMS TABACLACTIONS RETREETS COCK NAME OF TABLE TOWN OF TABLE TOWN OF TABLE TOWN OF TABLE TOWN OF TOWN OF TABLE TOWN

#### Lottery

Track sales, payouts, and remaining inventory for every game, on every shift. Retailers input the UPC code for each game and pack's serial number when placing it in the rack. C-Store Office then tracks each ticket's sale, recording the revenue and adjusting inventory. An audit form is also available in the system to track online game sales.

#### **Chains and Franchise Management**

C-Store Office is an ideal solution for chains and franchisors. It offers a robust infrastructure, rapid deployment, centralized data and price book management, promotion participation management, automated royalty calculations, inventory reconciliation, and lottery management.

#### Workflows



Automating operational workflows can help to ensure that employees complete their daily tasks, keeping the right inventory on stock, sales and purchase data up-to-date and cash balanced.

#### **Promotions Management**

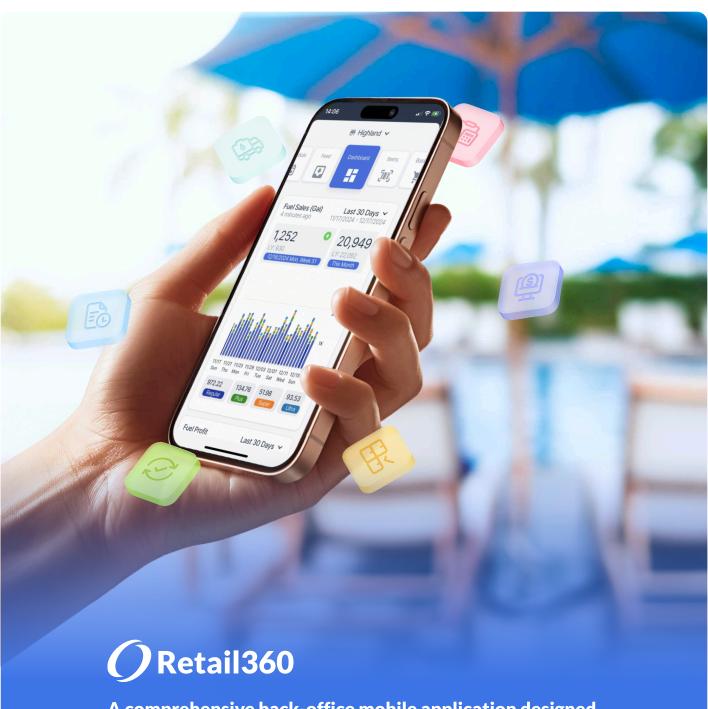
Do you know if your promotions are increasing sales or average ticket size? After negotiating promotions with a vendor, retailers need to ensure that promotions are set up and tracked within their POS and back-office system. With C-Store Office, retailers can set up their promotions in advance, set specific time frames and work with legacy cash register systems that do not support mix and match promotions. This feature gives retailers an edge when negotiating promotions with vendors.



"As both the Director of Operations and the Price Book Manager, I was concerned about getting timely operating data from our forty-nine locations and keeping tight control on prices, too. C-Store Office gives me the data I need to run the business properly and the data entry service helps us keep a tight rein on our supplier pricing."

- Rizzy Mohammed, AMI Stores, Panama City, FL





A comprehensive back-office mobile application designed to help you run your business from anywhere.

**Trusted by Industry Leaders:** Scan for Proven Results





# Retail360® Mobile App

A comprehensive back-office mobile application designed to help you run your business from anywhere.

#### Monitor your store from anywhere

See every transaction in real time — exactly what's sold, as it happens. Want more insight? Connect to Petrosoft's Loss Prevention Analytics to view matching video footage.

#### Increase profitability

Optimize inventory, reduce waste, and improve the bottom line. Retail 360® enables you to make data driven decisions that drive profitability.

#### Save time and streamline operations

By making operational management easier and giving more insight into sales performance, Retail360® makes operating your stores simpler and more efficient.

#### Control inventory and invoices

Balancing inventory levels and identifying shrink has never been easier with invoices, inventory counts, and sales data reconciled into useful reports.

#### Analyze sales and customize your price book

Completely customize your price book from the palm of your hand! Retail360®, you can adjust pricing by location or item, making pricing more dynamic.

#### Control your fuel pricing from anywhere

View your competitors' fuel prices in real time — no driving around. Update your own prices and send them straight to the pump, right from your phone.



#### **DOWNLOAD FREE APP**



Available on the App Store and Google Play





66

Before, data was all over the place, information was everywhere, you had to go to ten different things to get all the information needed. Retail360® App puts all the information you need for daily operations in the palm of your hand-ANYWHERE!

- Jackie P. Market 24



# **Retail Loss Prevention System**

Petrosoft's Loss Prevention Analytics provides new dimensions of knowledge, control and validation. Quickly discover theft and errors to reduce shrink.



Point of Sale (POS) systems are susceptible to errors and theft, and these risks grow with sales volume. To manage this, Petrosoft's Loss Prevention Analytics solution provides vital knowledge and verifiable proof. This tool enhances POS and loss prevention technology by offering a clear view of "at-risk" transactions and a wealth of previously inaccessible information.

The solution automatically merges transaction and video data, then analyzes the information to create reports and documentation. This process helps to deter theft with solid evidence, pinpoint employee training gaps, and quickly verify transactions and risk events. The system offers new levels of insight, control, and validation.

Through a cloud-based interface, retailers can access reports and view associated video footage from any device with an internet connection. They can filter this information by various criteria, including date, location, employee, and transaction type.

#### 3 Ways to Use Loss Prevention Analytics

#### 1. Age verification compliance.

The Loss Prevention Analytics solution can help you ensure compliance for agerestricted sales. By tagging these transactions and capturing video, the system provides the verifiable proof needed to show good faith. This data allows managers and auditors to quickly review transactions and confirm employees are following both laws and internal policies

#### 2. Deterring theft.

Tagging high-risk events like refunds and voids and combining this data with video footage helps retailers discover and prevent theft. The solution offers verifiable proof of what occurred during these events, which can be used for litigation, improving employee training, and strengthening internal controls like safe drop thresholds.

#### 3. Improving Training and Internal Controls

Loss Prevention Analytics provides essential operational tools for human resources and internal auditors. By offering verifiable proof of how policies, procedures, and equipment are being used, the solution gives managers the knowledge they need to improve employee performance and tighten internal controls, ultimately boosting profitability.



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# **See Every Angle - Secure Every Transaction**

The Eagle Eye Camera System offers advanced security, real-time transaction monitoring, and robust compliance management. It enhances operational efficiency by automating surveillance, tracking activities, and ensuring adherence to regulations, making it an invaluable solution for both small operators and large retail chains.

- 4 High resolution Cameras
- Powerful Clear Range Speaker
- Notification Light Beacon
- 360° Ballistic Plastic Sphere
- Magnetic or Direct Mount Base

#### Comprehensive Multi-Angle Surveillance

Eagle Eye eliminates blind spots by capturing all interactions from multiple angles, ensuring thorough coverage of your store.

#### **Automated Risk Event Alerts**

Flags high-risk transactions such as voids, refunds, and other suspicious activities, linking them directly to video footage for quick review.

#### **Transaction Monitoring**

Tracks and verifies all transactions with corresponding video footage to ensure accuracy and prevent fraudulent edits or basket manipulations.

#### Age Verification Compliance

Seamlessly integrates video and transaction data to ensure proper age verification for restricted product sales, enhancing compliance and reducing risk.

#### **Retail Loss Prevention System**

#### View real-time store footage from anywhere

Monitor your store from the back-office or on-the-go with the Retail360. Your footage is stored in the cloud, so you'll always have access to it.





# **POS System for Retail, Convenience Stores and Gas Stations**

SmartPOS is a convenient and fast point-of-sale system. As a true "out-of-the-box solution," it comes pre-loaded, so minimal setup is required. This means you can be up and running in as little as 30-minutes.



#### **Designed for Convenience**

SmartPOS stands out with its intuitive cashier interface that's simple to learn and effortless to use, helping you cut training time and reduce costs. The large, flat customer-facing screen makes the checkout experience clear and engaging for shoppers of all ages. And because SmartPOS is managed through the cloud, you can handle updates and maintenance from anywhere-no downtime, no hassle.



#### Start Selling Same Day

Easy setup with quick and intuitive registration—step-by-step instructions will have you ready to sell the same day. Simply use the free Retail360 mobile app to activate your system and manage your product catalog.



#### **Easy Upgrades**

Ready to integrate with powerful retail software solutions like our free Retail360 mobile app, and Scan Data tobacco rebates, Qwickserve, and CStoreOffice, which can be purchased separately. No need for 3rd-party connectors or downloads.



#### Peace of Mind

The SmartPOS comes with a 1-year guaranty. Plus, you can monitor the status in the systems display, remotely manage, subscribe to support, and keep up-to-date with the Petrosoft University Portal.



#### (♥) Users Love It

You don't have to trust us—trust the 84% of customers who rated SmartPOS 5 stars on Amazon.

- "SmartPOS gives you a lot of flexibility and the ability to get in and get information easily. It's easy to train your cashiers and the support you get from Petrosoft is wonderful."
- -Jamie Patterson, President Patterson Food Services Inc.





CPU:	Intel Core i3 Processors
RAM:	DDR34GB
SSD:	64GB
Cashier Display:	15" Touch Screen, 1024 × 768 px,
Customer Display:	15" Customer-Facing Screen, 1024 × 768px
Ports:	USB Port $\times$ 6, Serial Port $\times$ 1, Audio Parallel Port $\times$ 1
Network:	LAN 10/100Mb × 1
Size and Weight:	7.55 in x 6.8 in x 1.53 in (192x 175 x 39 mm)
Operating System:	Linux

#### **SmartPOS Included Features: No Extra Costs**

#### **User Management**

Unlimited Users & Flexible Permissions

#### SKUs/Items and Departments

Manage a vast range of products without limitations, customize age restrictions, sale timings, taxes, and fees.

#### **Local & Remote Price Editing**

Effortlessly adjust item prices directly at the POS or remotely via the Free Mobile App.

#### **Instant Price Book Feature**

Allows for the immediate addition of new items to both the sale and Price Book during a transaction.

#### **Placeholders and Favorites**

Tailor the placement of buttons for departments, items, and softkeys according to your preferences.

#### **Customer Display Ads**

Manage Customer Display Ads via Free Mobile App.

#### **Payments**

Compatible with over 50 card processors, Unlimited Custom Methods of Payment, Local House Accounts.

#### Support

One-to-One Remote Initial Setup Training, Free Software Updates with Enhancements.



#### **Smart POS NX**

CPU:	Intel Elkhart Lake J6412
RAM:	DDR48GB
SSD:	128GB eMMC
Cashier Display:	15.6" Touch Screen, 1366 x 768px,
Customer Display:	11.6" High Resolution customer display
Ports:	2 x USB3.0, 2 x USB2.0, 1 x USB3.0, 1 x RJ48, 1 x RJ45
Network:	LAN 10/100Mb × 1
Size and Weight:	14.65 in x 11.57 in x 9.33 in (372 x 294 x 237 mm)
Operating System:	Linux

#### Why choose SmartPOS

Start Selling Same Day! SmartPOS is a convenient, fast, and easy-to-adopt point-of-sale system. Simply plug in your internet and activate through the free Retail360 mobile app. No extra knowledge or instructions are needed. Ready to use with Scan Data for tobacco promotions, and Petrosoft's back-office and loss prevention solutions to increase your profit. Plus, you can manage your SmartPOS from the palm of your hand through the free Retail360 mobile app.

#### **Software Integration Compatibility**

Back-Office Integration:	CStoreOffice, CSO Mobile, Retail360
Rebates Integration:	Scan Data
Food Kiosk Integration:	QwickServe

Trusted by Industry Leaders: Scan for Proven Results





# What our customers say...

Trusted by over 256  $\star\star\star\star\star$  reviews from happy customers



# E.J. Pope Streamlines their Tobacco Promotions with Petrosoft's Certified Altria API Integration

E.J. Pope & Son company operates several divisions, including a chain of 39 stores branded Handy Mart. Before leveraging the Altria API integration, the company would manually enter all the promotions into a spreadsheet. Cory Robinson, Director of Marketing, notes that it is critical not to make any errors on tobacco pricing, resulting in lost rebates. With the Altria API and Petrosoft's platform, they hoped to reduce the possibility of entry errors while becoming operationally more efficient.

**Number of Locations: 38** 

**Goals:** Reduce entry errors on tobacco pricing, resulting in lost rebates. **Solutions:** Integrate CStoreOffice Back-Office Software with Altria API solution for Tobacco Promotions & Pricing.



#### **Waseem Petroleum**

When Ejaz Rahim, Director of Operations at Waseem Petroleum, began to search for a new technology solution he knew the key to achieving his business goals included a flexible solution. The company's business is diverse. Waseem Petroleum owns and operates convenience stores, a number of gas stations and it also has a co-branding relationship with 7-Eleven in its North Jersey region.

**Number of Locations: 70** 

**Goal:** Automate Data Collection **Key Solution Benefit:** Flexibility



#### **Speedway Convenience Store**

Jason Hoxie is the operations manager at Speedway Convenience Store in Hogansburg, NY. Hoxie is well aware of the many challenges single store operators face and the difficulty of finding resources that that are realistically priced for a small business like his.

Goal: Cost effective solution

Key Solution Benefit: Web-based system

Full Customer Success Story:
Scan to Download Now







### **About Petrosoft**

Petrosoft's founder, a retail operator and engineer, developed a cloud-based back-office software solution in 2002. Today, the company offers a comprehensive suite of tools, including a back office management platform, specialty retail software, hardware, and administrative services. These solutions are designed to leverage technological advances, meet changing consumer demands, and create seamless connections within the retail ecosystem.

The company's technology delivers a measurable return on investment (ROI) by focusing on sales and profits realized in day-to-day operations. Petrosoft continually creates innovative solutions that help retailers manage operations more efficiently, decrease risk, leverage legacy data, and optimize inventory, productivity, sales, profits, and margins.

From its Pittsburgh headquarters, the company supports its POS, foodservice, fuel management, and back-office product lines, along with integrations with industry-leading technology partners. A full menu of services is offered, including flexible training options like on-site, classroom, online, and on-demand sessions.

#### **Channel Partners**

Petrosoft has a growing base of domestic and global channel partners. The company partners with payment processors, agents, distributors, resellers, and dealers with industry experience and an established network in the retail, foodservice, and/or convenience store industries.

Our channel partners are trained to promote, present, and at times support the full line of Petrosoft's products which include:

- POS systems
- Self-service ordering kiosks
- Loss Prevention Analytics
- Networking
- Back-office
- Fuel management systems

#### **Technology and Business Partners**

The company partners with leading retail software, hardware, and service providers, such as Heartland Payment Systems, BlueFin, Bulloch Technologies, Comdata, Gilbarco, Intuit, Microsoft Dynamics, Sage, NCR, Sharp, Verifone, and Wayne. The company also participates in industry events and committees with regional and national retail organizations such as NRF, NRA, NACS, and Conexxus.

These partnerships help to ensure that customers can make the most of their data and legacy systems while taking advantage of the advances in POS, foodservice, back-office, fuel management, and integration solutions.



















