

ANOVA

Connecting the industrial world - for better.

EASY. RELIABLE. WORTH IT.

SOLUTIONS:

Chemicals, Oils,
Fuels, and Lubricants



ANOVA

We believe in a safe, clean, efficient world where industrial resources are always accessible, anytime, anywhere.

The way we're achieving this for each customer is by making tank monitoring...

EASY.

- Easy out-of-the-box
- Unparalleled industry expertise, and local support
- Mobile apps
- Integration with your ecosystem
- Hardware-as-a-Service (HaaS) option

THE MOST TRUSTED TANK MONITORS

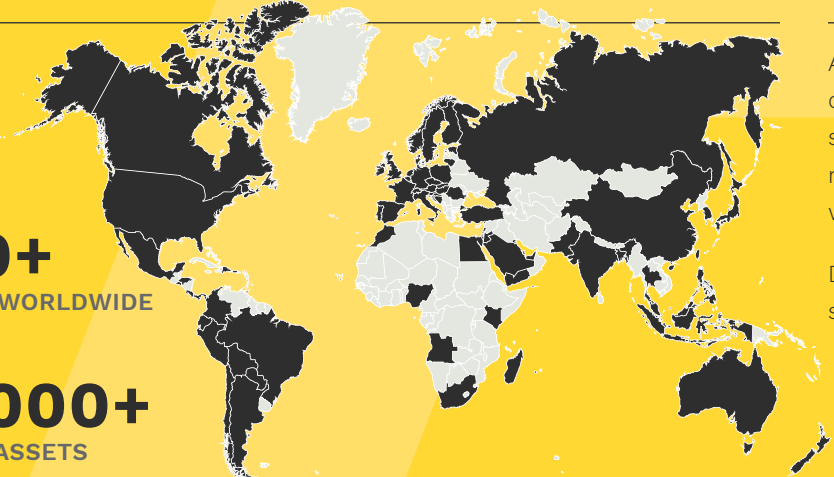
- Fuels, oils, and lubricants
- Chemicals
- Propane/LPG
- Industrial Gases
- Helium ISO, Mobile Assets, and Advanced PLC Systems
- Mobile, Satellite, C1/D1

WORLDWIDE SERVICE

70+
COUNTRIES

1,600+
CUSTOMERS WORLDWIDE

700,000+
MONITORED ASSETS



RELIABLE.

- High-quality, purpose-built solutions
- Lifetime reliability

THE MOST ACTIONABLE TANK ANALYTICS SOFTWARE

- Software for you to manage, monitor, report and alert
- Mobile app for your field team
- Integrations for your business to deliver insight across your supply chain
- Mobile app for your customers to market direct and enable information access

WORTH IT.

- Superior customer economics
- Clear and demonstrable ROI
- Deep, actionable insight
- Compelling risk reduction
- The best business value

REAL INDUSTRY EXPERTISE

- Responsive customer support experts, 24/7
- Local field operations teams
- Comprehensive training services
- Experienced integration services

UNIFIED SOLUTIONS. BUILT STRONG.




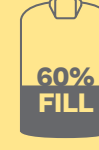
A unified software architecture connecting information from tanks, sensors, sites, containers, ISO and mobile assets, trucks, rail, and more with core and business services.

Designed and built for privacy, security, and compliance.

DRIVE PROFITABILITY

Unmonitored vs. Monitored PROFITABILITY BREAKDOWN

1. Monitor.
2. Assess data.
3. Action the insight.
4. Measure outcomes.

| |  CUSTOMER TANK Tank Size: 500 gal Annual Usage: 5,000 gal |  Unmonitored Tank |  Unmonitored Tank |  Monitored Tank |
|---|---|--|--|--|
| GALLONS DELIVERED Number of gallons sold per delivery. | | 150 gal Inefficient delivery | 200 gal Inefficient delivery | 300 gal Efficient delivery. |
| DELIVERY COST Cost of product, labor, etc. to make a delivery to this customer's tank. | | - \$100 | - \$100 | - \$100 |
| ANNUAL STOPS Number of stops made at this customer's tank location annually. Reducing annual stops impacts annual profit. | | 33 | 25 | 16 |
| SAVINGS Making an efficient delivery at the appropriate time increases profit and saves time. | | \$0 PER UNMONITORED TANK PER YEAR SAVINGS | \$1,200 PER UNMONITORED TANK PER YEAR SAVINGS | \$1,700 PER MONITORED TANK PER YEAR SAVINGS |

Anova helped us map out and drive **\$1.4 million**

in direct distribution cost savings by showing us the optimal locations to place our 10,000 tank monitors.

- Anova Customer



ANOVA SALES
Installing a Fluid Tank Monitor on an oil tank.

ANOVA

THE ANOVA DIFFERENCE.

From avoiding runouts and driving new efficiencies in fuels, oils, lubricants, and chemicals distribution, to optimizing operational and supply chain costs, Anova delivers benefits to customers at every level.



SUPPLY CHAIN COST REDUCTION

Operational optimization to reduce costs and increase profitability without sacrificing service levels.



STOCKOUT PREVENTION

Forecasting and alerts to prevent inventory stockouts that result in production delays, fines, and loss of customers.



MOBILE ASSET TRACKING

Monitoring and tracking of assets in transit around the world to prevent product loss and create audit trails.



DATA ANALYSIS

Actionable insights to drive efficiencies, minimize capital costs, and prevent product loss.



HEALTH & SAFETY

Accurate data and instant notifications to quickly and safely address issues.



SUSTAINABILITY

Efficiency helps the environment with fewer road miles, reduced emissions, and spill prevention.

Anova has helped customers achieve a

60%

AVERAGE FILL RATE

30% more than the industry average



OUR MISSION:

We believe in a **SAFE, CLEAN, EFFICIENT WORLD**, where industrial resources are **ALWAYS ACCESSIBLE, ANYTIME, ANYWHERE.**

DRIVING EFFICIENCY AND SUSTAINABILITY

MEETING SUSTAINABILITY GOALS

We work with thousands of companies around the world, enabling them to meet their sustainability goals, be more productive, reduce their energy use, and lower emissions.

LESS DRIVING, LOWER EMISSIONS

Anova's routing software helps your trucks spend less time on the road. It turns out that better capacity utilization isn't just good for your business, it's good for the planet.

CONSERVE ENERGY

Prevent product from being damaged or going to waste with up-to-date status alerts.

TAKING RESPONSIBILITY, BEING RESPONSIBLE

Anova's remote monitoring tools help your business, your customers, and the environment. Doing good and doing well aren't mutually exclusive. Anova's remote monitoring tools help your profits and the environment.

- Route optimization tools to limit road miles
- Overfill and dangerous pressure alerts to reduce leaks
- Temperature and other parameter tracking to ensure safe operations



HARDWARE

The Industry's Most Trusted Tank Monitors.

FTM Fluid Tank Monitor

High-reliability monitoring for chemicals, oils, lubricants and fuels.

The FTM provides accurate and reliable tank monitoring across a range of environments, including chemicals, oils, lubricants and fuel. Future-proofed with LTE communication technology, the FTM is installed in minutes, and provides distributors with up-to-date visibility of customer inventory levels via desktop or mobile devices.

- Flexible mounting options for easy installation
- Accommodates a wide range of tank shapes and sizes
- Built to withstand the harshest climates
- Communicates on LTE to protect against network obsolescence
- Available on multiple cellular networks and satellite



| BASIC SPECIFICATIONS | |
|----------------------|--|
| Dimensions | 180 x 165 x 102mm / 7.1" x 6.5" x 4.0" |
| Radio | Cat1, Cat M1, Satellite |
| Power Inputs | Primary lithium battery |
| Battery Life | Up to 5 years |
| Warranty | Fully warrantied device and sensor |
| Material | Polycarbonate |

FTM-IS Fluid Tank Monitor

Intrinsically safe (IS), high-reliability monitoring for chemicals, oils, lubricants, and fuels in hazardous locations.

The FTM-IS provides accurate and reliable tank monitoring across a range of hazardous environments, including chemicals, oils, lubricants and fuel. Future-proofed with LTE communications technology, the FTM-IS is installed in minutes and provides distributors with up-to-date visibility of customer inventory levels via desktop or mobile devices.

- Flexible mounting options for easy installation
- Accommodates a wide range of tank shapes and sizes
- Intrinsically safe
- Communicates on LTE to protect against network obsolescence
- Available on multiple cellular networks



| BASIC SPECIFICATIONS | |
|----------------------|--|
| Dimensions | 180 x 165 x 102mm / 7.1" x 6.5" x 4.0" |
| Radio | Cat M1 |
| Power Inputs | Primary lithium battery |
| Battery Life | Up to 5 years |
| Warranty | Fully warrantied device and sensor |
| Material | Polycarbonate |

DPW900

Anova's flagship monitor for bulk tanks, and other challenging applications.

Our remote monitoring workhorse, the DW900 provides accurate, dependable, easy-to-install bulk tank monitoring.

- Multi-tank monitor with display
- Local visibility to level and during fill events
- Multiple power options
- Multiple Radio Options, including Cell + Sat backup
- Up to four sensor inputs
- Utilize one of several different expansion cards available

| SENSOR OPTIONS | |
|--|---|
| PVC + Kalrez + Teflon | Bleach, mild caustics, NaOH, KOH, Ammonia |
| PVDF + Kalrez + Teflon | Caustics or lower temp needs |
| Stainless (304/316 mix) + Viton + Teflon | Fuels, Lubricants, Oils, UAN, De-icing fluid, Hydrogen Peroxide |
| Radar | Almost anything |

DPW105

Full-feature monitor for bulk tanks.

The DPW105 provides top-of-the-line monitoring for industrial bulk tanks. Reduce delivery costs, prevent stock-outs, and provide customers with peace-of-mind.

- Single tank monitor with display
- Fill mode to monitor level during fills
- Efficient, low-power design for long battery life
- Accommodates a wide range of tank shapes and sizes

| SENSOR OPTIONS | |
|--|---|
| PVC + Kalrez + Teflon | Bleach, mild caustics, NaOH, KOH, Ammonia |
| PVDF + Kalrez + Teflon | Caustics or lower temp needs |
| Stainless (304/316 mix) + Viton + Teflon | Fuels, Lubricants, Oils, UAN, De-icing fluid, Hydrogen Peroxide |



| BASIC SPECIFICATIONS | |
|----------------------|---|
| Dimensions | 170 x 140 x 95mm / 6.7" x 5.5" x 3.7" |
| Radio | 4G LTE, and/or iridium satellite |
| Power Inputs | Primary lithium battery, solar, univ main |
| Battery Life | 5-year warranty |
| Warranty | Fully warrantied device and sensor |
| Material | Polycarbonate, Polyurethane gasket |

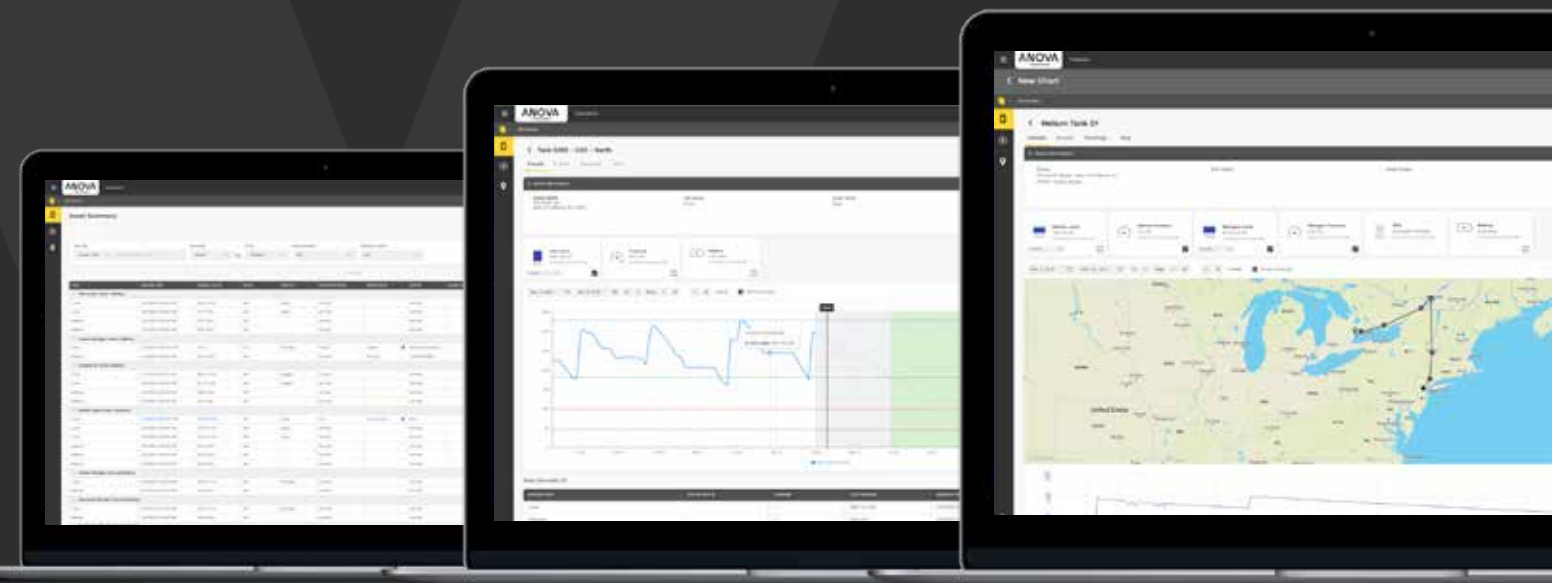
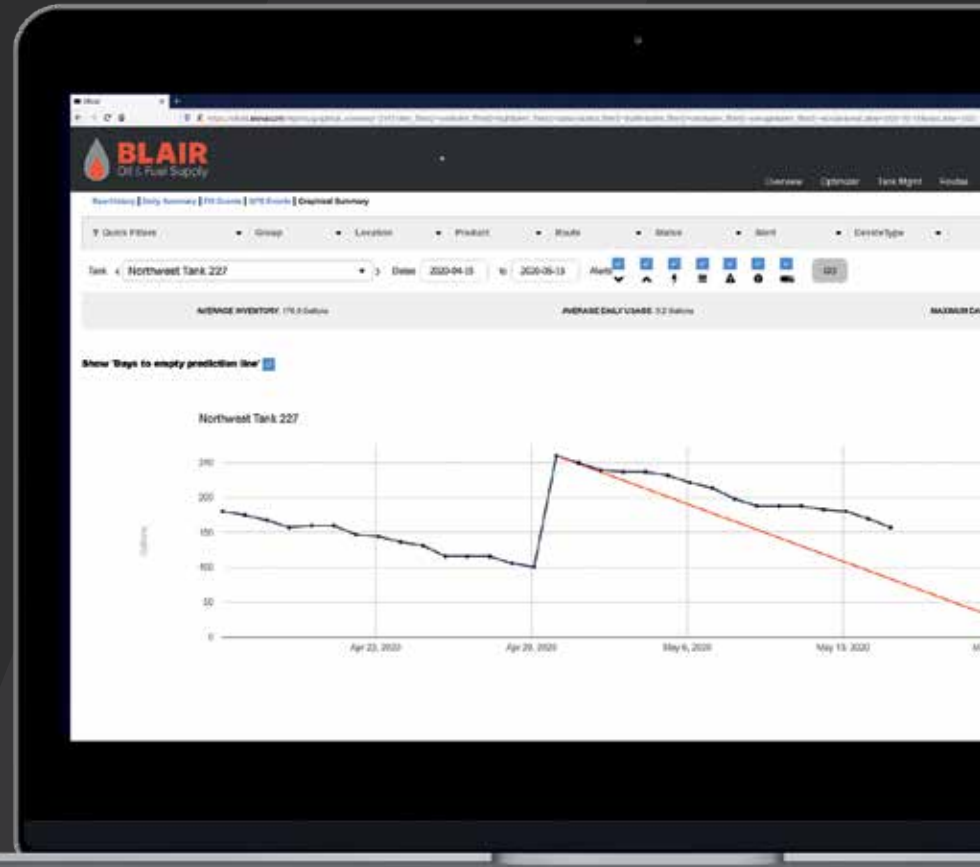


| BASIC SPECIFICATIONS | |
|----------------------|---------------------------------------|
| Dimensions | 130 x 130 x 60mm / 5.1" x 5.1" x 2.4" |
| Radio | 4G LTE |
| Power Inputs | Primary lithium battery |
| Battery Life | 5-year warranty |
| Temp Range | -40° to 80°C / -40° to 175°F |
| Material | Polycarbonate |

Monitor and Forecast with ACTIONABLE SOFTWARE AND MOBILE APPS

Anova's actionable software enables suppliers to optimize deliveries with industry-leading forecasting tools. The easy-to-use, web-based software enables monitoring data to be viewed and sorted in several ways, from high-level overviews or by drilling down to detailed, individual monitor information.

- Quick filters and ad-hoc filtering and sorting for fast, flexible access to information
- Customizable views of field-level data
- Export to XLS/CSV for complex data reports
- Advanced alert and notification options
- Integrate your back-office software with xFluid APIs for automated delivery reports
- Integrated mobile app available for monitor installation and calibration

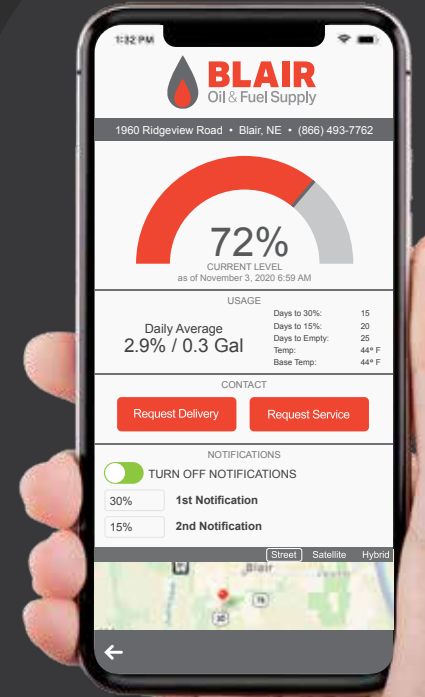


Engage customers directly with Anova's consumer app

MyTankApp

Providing your customers with your own branded MyTankApp builds loyalty and gives you a direct line of customer communication.

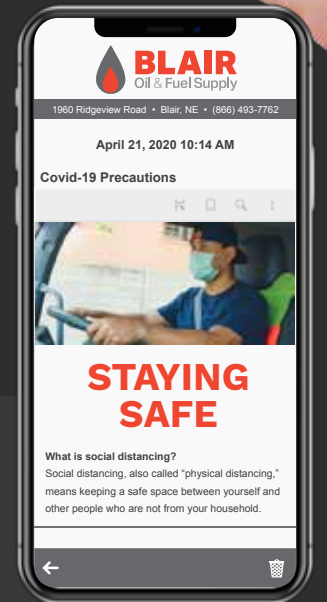
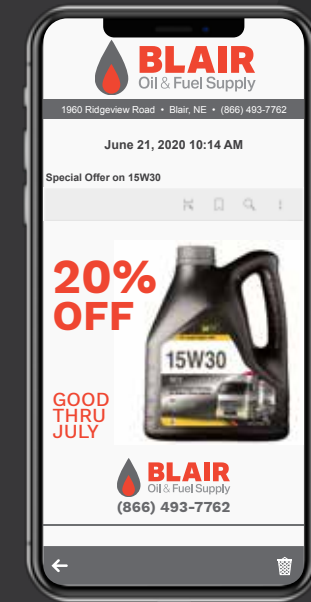
- Build customer loyalty by making it easy for customers to do business with you
- Send ads, coupons, contracts, and more with direct marketing tools
- Customize with your logo and colors to build brand recognition
- Enable one-click delivery and service calls
- Communicate proactively with all will-call customers regarding deliveries



Marketing Tools

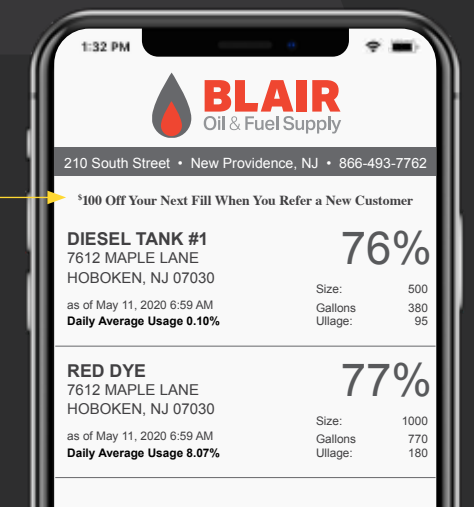
Marketing Campaigns

- Send any type of message to your users through the app: advertisements, newsletters, safety updates, coupons, etc.
- Create and manage campaigns with the easy-to-use desktop interface
- Upload graphics, HTML, or plain text to create the campaign
- Categorize users to target specific groups of customers



Banner Messaging

- Display a short message to all of your users every time they login. Also displays on email reports.



ANOVA

TRANSFORM

TRANSFORM YOUR BUSINESS:

- A comprehensive software and service to drive productivity and profitability.
- Our experts, your delivery data, and Anova's Transform analytics.
- Cycle through the Transform process, assess progress and drive new outcomes with each round. Review distribution and customer data with our five-step process, action insights from clearly presented next steps, and evaluate outcomes and benchmark progress in your industry.

FIVE DETAILED ASSESSMENTS



1 Historical Analysis

- Comprehensive analysis of your historical delivery data quickly highlights the accounts with the highest potential ROI, if monitored, and other insights.

2 District, Truck, and Customer Profitability

- Easily track performance by district, truck, and account, and other insights.

3 Optimization Strategy

- Identify the best locations to place your tank monitors for the highest returns
- Pinpoint runout risks and avoid customer churn
- Optimize routes
- Reveal unprofitable accounts

4 Align Operations

- Integrate delivery systems and track improvement.

5 Change Management Assessment

- Quantify your savings by tracking and reporting ongoing performance across multiple key indicators.
- Analyze unmonitored versus monitored performance, and account for seasonal adjustments.
- Map out a multi-year business plan, and more.

OUTCOMES


Better Fill Efficiency
Fewer Runouts


Less Churn
Higher Margins


Better Truck Use
More Delivered Volume

COMPONENTS

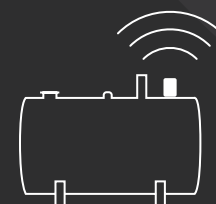

Store Data


Perform Analysis


Deliver Insight

Start
Fill Efficiency

%



Routing And
Vehicle Tracking

Enterprise
Resource Planning

Scheduling

Forecasting



Improved
Fill Efficiency

%

Real Industry Expertise.

EVERY SERVICE YOU NEED

REALIZE TANK MONITORING BENEFITS FASTER



INSTALLATION SERVICES

Expert, efficient installations - for any scale project.

- Save time and labor while your team stays focused on daily operations
- Accurately capture valuable tank information, GPS location, and photographic documentation of every installation and upgrade performed
- Large deployments executed quickly and methodically, regardless of location or area size.
- Logistics only option, equip your team with Anova's advanced logistical and dispatching support, as well as installation mobile apps with step-by-step instructions (shown right)



TRUST IN REAL INDUSTRY EXPERTISE



CUSTOMER SUPPORT

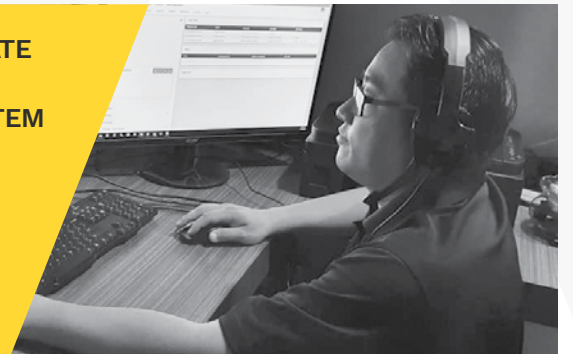
Three Layers of Expert Customer Support

- 1. Responsive Front-Line Support**
 - Equipment and Application Support
 - Return Material Authorization (RMA)
 - Troubleshooting
 - Provided by your trained personnel or Anova
- 2. Advanced Technical Support**
 - Advanced technical expertise and problem solving
 - Provided by Anova Support technicians
- 3. Flexible Custom Support**
 - Change Requests
 - Code and system-level enhancement
 - New software development

MORE THAN A VENDOR, WE ARE YOUR PARTNER

We partner with our customers to help them transform their businesses. Beyond the foundation of our trusted tank monitors, actionable software, and comprehensive integration services, our business intelligence and analytic tools, and services, help them digitize operations and drive profitability.

INTEGRATE YOUR ECOSYSTEM



INTEGRATION

Integrating the full-function Anova platform with your supply chain drives even greater:

- Cost reduction
- Runout avoidance, and increased customer satisfaction

Integrate your ERP and back office systems with help from:

- Anova API
- Anova Integration Services



JD EDWARDS



MAXIMIZE YOUR INVESTMENT

TRAINING

Comprehensive Training for Your Staff

- Adapted to your needs
- Delivered by expert guides
- Built to drive maximum value from Anova products

Haas (HARDWARE-AS-A-SERVICE)

Start Monitoring Now. No Upfront Costs.

Bundle tank monitoring hardware, software, communications, and more into one easy, monthly subscription.



INCLUDES:

- ✓ **Remote Monitoring Hardware**
Implement monitoring without purchasing a monitor
- ✓ **Deployment Guidance**
Identify best locations to monitor for immediate ROI
- ✓ **Communication and Hosting**
High-security data transmission and storage
- ✓ **Software**
Best-in-class tools to track and forecast usage
- ✓ **Mobile Apps**
Empower your field and operations teams, and customers
- ✓ **API Integration**
Connections to ERPs and back-office systems
- ✓ **World-Class Customer Support**
Expert technical help available 24/7



EVERYTHING YOU NEED

Monitors, software, communications, integration, and support.



LIFETIME REPLACEMENTS

Anova sends replacement monitors at no additional cost for the lifetime of the contract.



PAYS FOR ITSELF

Monitor more tanks, save on distribution costs, and drive rapid operational returns.



ANOVA INSTALLER
Installing an Anova Universal Tank Monitor™.



TESTING AND QUALITY SUPERVISOR
New Providence, New Jersey




ANOVA SALES
On-site installing monitors

ABOUT US

We are the leading global provider of IIoT solutions to remotely manage industrial assets. We have over 30 years of experience in the design, installation and maintenance of wireless hardware, software technologies and cloud-based analytics. With hundreds of thousands of devices monitoring cryogenic gases, LPG/propane, LNG, chemicals, oils, lubricants, fuels, and water, Anova is connecting the industrial world, for better.

For additional information, visit www.anova.com.

GET IN TOUCH

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ANOVA INSTALLER SERVICES
On-site installing an Anova CTM



ANOVA CUSTOMER SUCCESS
Assisting customers



ANOVA

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