

FOCUS - Forecourt Management System



Overview

FOCUS is the latest forecourt control, forecourt management, and configuration software suite available from Postec, for Back office and Point of Sale deployments. FOCUS software communicates with the Postec Communications Controller (PCC) to provide a complete wetstock management solution at a site level.

FOCUS uses an SQL client/server database for storage of configuration and historical data. One central database can be accessed by multiple clients simultaneously, thereby allowing reporting and management functions to be performed from any PC. Offline functionality allows the system to run standalone should the connection to the central database be broken.

Designed for use in international markets, FOCUS provides multi-language support and currency configuration.

FOCUS also provides an extensive interface to allow third-party POS applications to receive wetstock transaction data. This allows a company to quickly develop a complete dry stock/wet stock POS solution for any petroleum market.

What is included?

FOCUS consists of four main applications:

- Visual Console used to provide real-time display and control of dispensers on the forecourt through a graphical user interface.
- Forecourt Manager used to manage the wetstock and day-to-day running of the forecourt.
- Report Generator used to generate an extensive range of wetstock reports.
- Forecourt Configuration used to configure the PCC.
- POS Integration SDK is also available should this be required.

Key features

Proven technology

With thousands of installations in the field, FOCUS has proven itself repeatedly to be a reliable and robust wetstock management application for managing diverse networks of retail petroleum sites.

Full wetstock control for POS and Back Office

FOCUS provides applications for performing all the typical Point of Sale and Back Office functions for wetstock management. Whether you pair it with a separate general retail POS, or use it standalone, FOCUS provides the functionality you need.

Reporting engine

Comprehensive site reporting is available on historical transactions, site statistics and device events. Print this data out, or export it into a variety of formats.

Off-line mode

Even with the network down, you can make changes while offline then synchronise with the PCC when the connection returns.

Intuitive user interfaces

We know that the secret to success is timely response to events on site, whether it is your cashier monitoring pump activity or quickly making changes to grade prices. We have ensured that the user interfaces in FOCUS are simple and intuitive, minimizing training time and allowing you to access features quickly.

Simple POS integration

When you need sophisticated c-store functionality, FOCUS provides an easy to use method for POS integration. Already have a preferred POS vendor, but they're not in the petroleum industry? They can now add in wetstock management by integrating with FOCUS using a simple COM interface.

Benefits to your business

Improve operational efficiencies

Improve operational efficiencies and productivity with the simple to use Visual Console, so staff can monitor site activity and carry out their tasks at the POS or from the back office without needing to physically access the forecourt.

Maximise revenues

Increase customer throughput with Visual Console, easily and securely. The Forecourt Manager back office provides the reporting and functionality you need to quickly identify stock losses and make configuration changes quickly and efficiently.

Improve customer experience

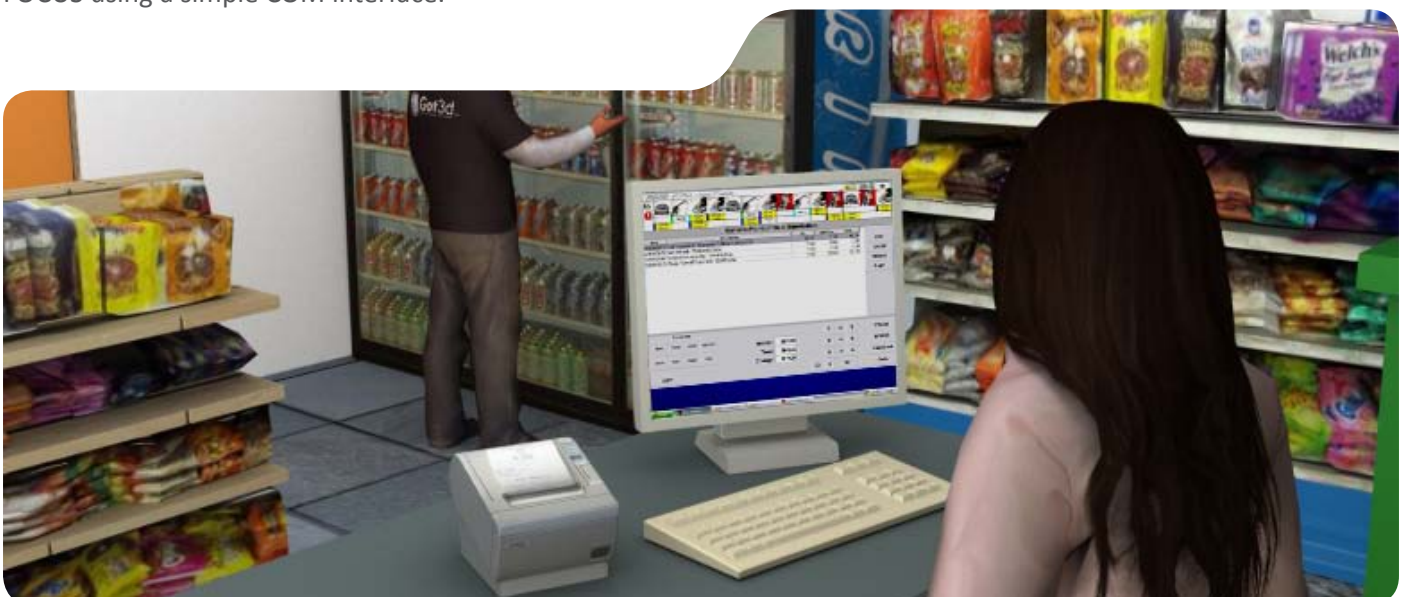
With FOCUS, you can configure a wide range of operating modes for the site. This allows you to provide a great customer experience, while still controlling your site and protecting your stock. For example, support for prepay and postpay; night and day modes.

Report and track results

With the FOCUS reporting engine you have access to a wealth of data on the performance of your site. Provide your employees comprehensive reporting so they have the information they need to go about their daily tasks.

Protect your investment

As a low margin high value good, fuel is important to you. With the Postec suite of products, you have a variety of tools at your disposal to protect and track the movement of your fuel. And as your business needs grow you can have confidence your IT systems will scale with you.



Forecourt Control

The Visual Console is the key to the FOCUS system. Providing a real-time graphical dispenser status display of the forecourt as well as full dispenser control, the Visual Console uses scroll or multi-line functionality to display up to 64 dispensers.

POSTEC FOCUS - Visual Console											
	Super	Super	Unleaded	MPD	Super	MPD	Diesel	MPD	Unleaded	MPD	M
1	2	3	4	5	6	7	8	9	10	11	
!	47.97	56.16	21.06		51.48		88.92				
🔑			38.61	28.08	36.27				30.42		

The Visual Console has been designed with ease of operation in mind. This is achieved by providing the operator with a simple graphical interface with clear icons and operator prompts. The Visual Console minimises the number of keystrokes required for operator actions and supports any combination of keyboard, mouse, or touch screen. Configuration of the Visual Console's appearance is also fully supported.

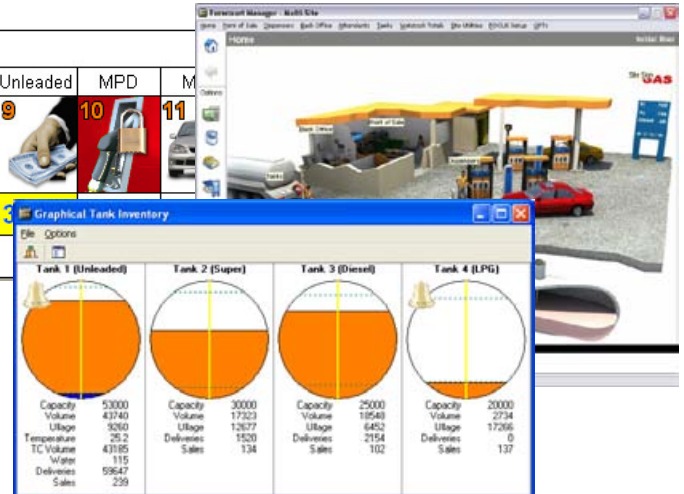
These features not only ensure ease of operation but also that operator errors are kept to a minimum while maximising operator speed and, as a result, customer satisfaction.

The Visual Console provides an easy to use configurable menu that allows the operator to access functionality including:

- Shift control: Start of day, shift change, and end of day
- Tank delivery entry
- Scheduled price change
- Dispenser calibration tests
- Change of operating mode

Forecourt Manager

Forecourt Manager is a back office application providing complete wetstock management at site level. All the management functions are accessed via a selection of menus or rendered images of a forecourt environment to make it easy and intuitive to use.



Management functionality includes:

- Grade pricing
- Dispenser operation mode control
- Allocation limits
- Dispenser totals management
- Tank inventory management, including Automatic Tank Gauging (optional)
- Cashier and Attendant management
- Reporting
- POS/Console setup

The Forecourt Manager application's user interface is designed to be intuitive and easy to operate.

Standard Windows controls have been used to ensure the interface is consistent with other Windows applications, making it easy for a site manager to learn to use quickly and efficiently.

POS Integration

Visual Console can be easily integrated with any 32-bit Windows based POS application, providing a seamless interface to the operator. This allows POS companies to quickly add support for wetstock management, allowing deployment in service station installations and entry into a very specialist market.

In this scenario the FOCUS suite provides all the wetstock management and control leaving the POS to take care of its core business in general retail functionality.

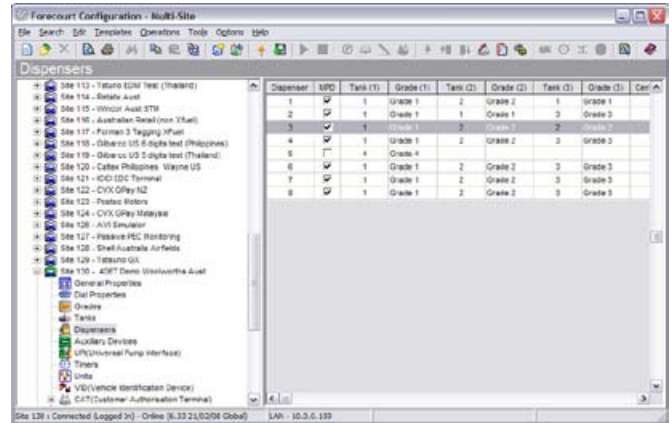
Integration is achieved through an extensive COM interface, and provides:

- Full wetstock transaction processing
- Shift control
- Inventory control
- Price control
- Hose totals access
- Integrated cashier/attendant security

Contact Postec for more information or an SDK.

Forecourt Configuration

FOCUS provides a configuration application to perform the one-time installation and configuration of a PCC when a new site is commissioned. This application uses a file explorer type interface to ensure the configuration process is quick and painless. A multi-site version of FOCUS is also available, which provides an invaluable tool for commissioning, managing and supporting a network of sites. All site data is stored in the database ensuring that there is a backup of the configuration of each site within the network. Connections can be made locally via serial or LAN and remotely via modem or WAN.



Report Facilities

An integral part of FOCUS is the comprehensive, yet flexible, reporting facilities provided. Wetstock reports include:

- Dispenser hose sales totals by shift, day, or month
- Grade sales totals by shift, day, or month
- Attendant sales totals by shift, day, or month
- Dispenser/Console reconciliation totals by shift, day, or month
- Historical tank reconciliation
- Historical tank deliveries and dispenser calibration tests
- Historical price changes
- Running hose totals, including dispenser electronic totals if available
- Running grade totals
- Running Driveway Card Acceptor dispenser totals
- Tank inventory, including water and temperature measurement
- Fuel transaction report In addition to the wetstock reports, FOCUS provides the following reports to assist in site management and problem diagnosis:
 - Complete audit trail for the FOCUS suite
 - PCC events
 - PCC/site configuration report

All reports can be generated from historical data and can be setup to automatically print at the end of a

shift or day. As well as being printed, reports may be optionally viewed on screen or saved to a number of file formats including PDF.

28/08/2003 15:35:08

Daily Dispenser/Console Sales Reconciliation

Site: 10 - Grant's Gas Garage
Address: 12 Randolph Street Newton Auckland
Telephone: +64 415 8889

Report Period (Day): From: 21/08/2003 21:51:58 To: 21/08/2003 21:54:28 Shift: 1 to 5

Grade	Dispenser	Hose	Volume			Value			Start	End	Total	Variance
			Start	End	Total	Start	End	Total				
1	5000.71	5100.01	5100.01	5100.01	5100.01	0.00	821.9235	851.9712	30034.37	30034.37	0.00	
2	7483.58	7542.86	7542.86	7542.86	7542.86	0.00	75211.03	77047.58	21036.35	21034.80	1.55	
3	54698.13	55022.22	55022.22	55022.22	55022.22	0.00	8892.84	27862.03	19129.19	19129.76	-0.57	
4	368.37	369.06	369.06	369.06	369.06	0.00	11925.11	11930.29	25.18	25.18	0.00	
12	621.58	621.58	621.58	621.58	621.58	0.00	22688.24	22688.24	0.00	0.00	0.00	
Grade Totals:			1940.16	1940.16	1940.16	0.00	84587.86	86003.42	70615.09	70613.11	1.98	
U/LP	2	1	3706.07	3775.39	69.32	69.32	0.00	84587.86	86003.42	2435.77	2435.77	0.00
									28/08/2003 16:33:40			
									95388.08	95300.03	-88.05	
									24666.81	24667.31	-0.50	
									4095.86	4096.42	-0.56	
									34620.19	34419.91	-2.28	
									30034.37	30034.37	0.00	
									23155.67	23155.06	-0.20	
									3204.39	3204.83	-0.44	
									34587.27	34588.63	-1.36	
									23352.77	23357.82	-5.05	
									15161.08	15161.31	-0.25	
									26918.06	26918.24	-0.18	
									12776.12	12776.46	-0.42	
									39116.88	39116.88	0.00	
									19611.77	19613.69	-1.92	
									37077.45	37079.45	-2.00	

U/LP 2 1 3706.07 3775.39 69.32 69.32 0.00 84587.86 86003.42

Shift Hose Sales Totals

Site: 10 - Grant's Gas Garage
Address: 12 Randolph Street Newton Auckland
Telephone: +64 415 8889

Report Period (Shift): From: 20/08/2003 21:51:58 To: 21/08/2003 14:42:08 Shift(s): 1

Grade/Product	Dispenser	Hose	Volume			Value			
			Start	End	Total	Start	End	Total	
3	1	5000.71	5105.01	5105.01	348.30	821162.75	833965.42	12712.67	
7	2	7483.58	7517.42	7517.42	337.34	782611.63	771024.49	12121.82	
8	2	54698.13	54824.72	54824.72	328.90	8852.84	20793.32	11920.48	
11	2	368.37	368.37	368.37	0.00	13125.11	13125.11	0.00	
12	2	621.58	621.58	621.58	0.00	22688.24	22688.24	0.00	
Grade Totals:			16123.23	16123.23	16123.23	398.45	83985.42	83985.42	398.45
U/LP	2	1	3706.07	3775.39	69.32	69.32	0.00	84587.86	86003.42

Tank Reconciliation History

Site: 10 - Grant's Gas Garage
Address: 12 Randolph Street Newton Auckland
Telephone: +64 415 8889

Reporting Period: From: 28/07/2003 09:00:00 To: 28/08/2003 23:59:00

Tank: 1 HSD

Opening Date/Time	Opening Dip	Delivered Dip	Sales Closing Dip	Closing Dip	Daily Loss/Gain	% Loss/Gain	Sales	% Sales	
27/07/2003 22:15:29	7744	12026	4307	15450	8	0.05	0	0.00	
28/07/2003 21:50:40	15453	0	3119	12331	12344	-13	-0.42	-13	7426
29/07/2003 21:51:46	12331	12000	804	23567	23617	-30	-3.73	-43	8230
30/07/2003 21:51:05	23567	0	4844	18833	18943	-91	-1.84	-133	12874
31/07/2003 22:26:40	18853	0	4069	14770	14784	-14	-0.34	-147	16943
01/08/2003 22:30:22	14770	0	5072	9883	9598	-15	-0.33	-162	22016
02/08/2003 21:55:54	9598	0	2210	7455	7413	-18	-0.81	-180	24026
03/08/2003 21:55:36	7455	12008	4509	14877	14902	-5	-0.10	-185	29034
04/08/2003 21:40:36	14877	0	3566	11115	11111	4	0.11	-181	32600
05/08/2003 21:55:35	11115	12100	3869	19274	19208	8	0.21	-173	36409
06/08/2003 21:51:53	19274	0	4318	14960	14961	-11	-0.26	-184	40792
07/08/2003 21:57:38	14960	0	3539	11417	11411	6	0.17	-178	44521
08/08/2003 21:51:47	11417	11900	3869	19909	19908	11	0.29	-167	48130
09/08/2003 21:56:24	19909	0	2463	17133	17146	-13	-0.53	-180	51603
10/08/2003 22:07:07	17133	0	3842	13206	13201	7	0.18	-173	54438
11/08/2003 22:30:50	13206	0	3813	9401	9485	6	0.16	-167	58248
12/08/2003 21:52:51	9401	12008	4733	16758	16766	-8	-0.80	-205	62861
13/08/2003 21:53:44	16758	6008	5309	17464	17457	7	0.13	-108	66200
14/08/2003 22:28:11	17464	0	2339	15120	15125	-5	-0.21	-203	70629
15/08/2003 21:53:39	15120	0	4740	10371	10380	-9	-0.19	-212	75309
16/08/2003 21:57:12	10371	0	2641	7520	7530	-10	-0.04	-215	79210
17/08/2003 21:59:21	7520	12049	4330	15248	15248	0	0.00	-213	82540
18/08/2003 21:46:48	15248	0	4468	10776	10760	14	-0.09	-217	87008
19/08/2003 21:46:39	10776	11905	3785	18977	18986	-9	-0.24	-220	91703
20/08/2003 21:52:12	18977	4001	4361	18620	18617	3	0.07	-223	95154

Note: Asterisk (*) means

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