

A Petition for Data-Driven Compliance

Joe Vega

Director of Business Intelligence

Justin Whitfield, Business Analyst

Jon Kelly, Founder & CEO

Who are we?



Who we are:

Philadelphia-based technology startup

What we do:

Save customers and partners time and money with reliable, secure, and data-driven fuel system management technology

How we do it:

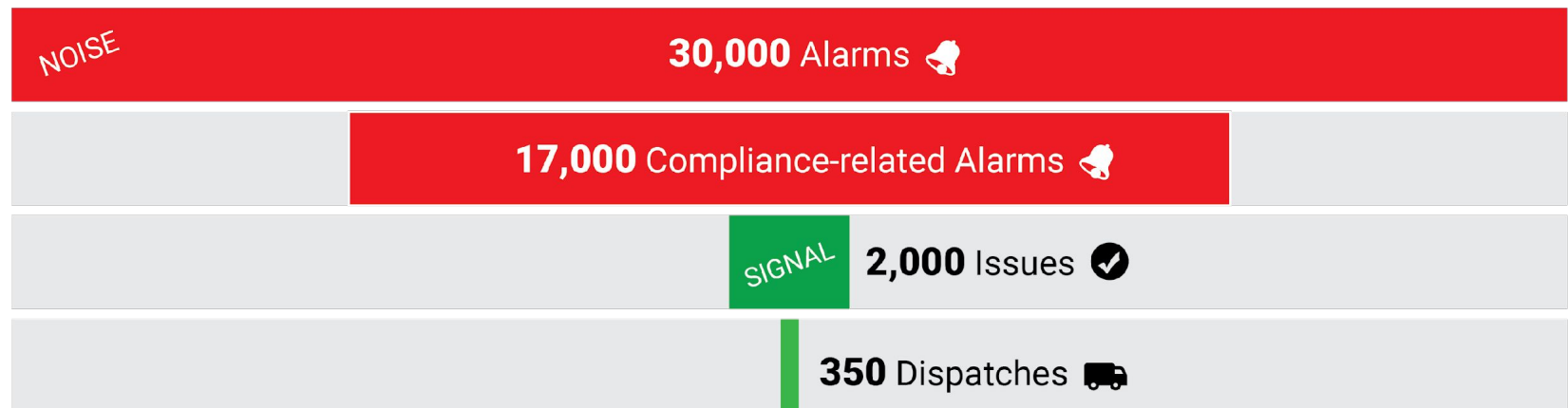
Cellular-enabled hardware, alarm management software, and proprietary analytics enable data-driven business processes that improve compliance



Problem: Incessant ATG alarms drown out actionable issues

Solution: Data-driven business process that improves compliance

Process: Group and prioritize all alarms based on weather, equipment, alarm history, and other contextual data



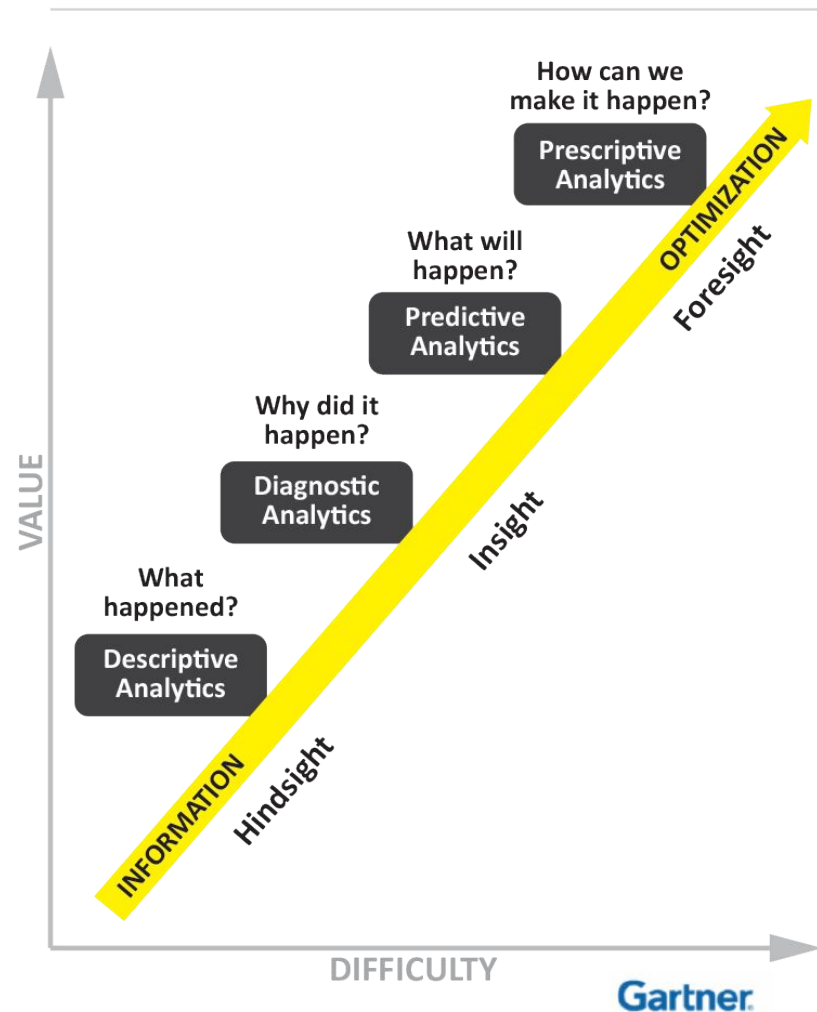
Good data is the undeniable truth

- **What** happened?
- **Why** did it happen?

Good data makes good process

- **Process** standardizes repeatable actions to achieve results
- **Measure** data and adapt based on results to improve

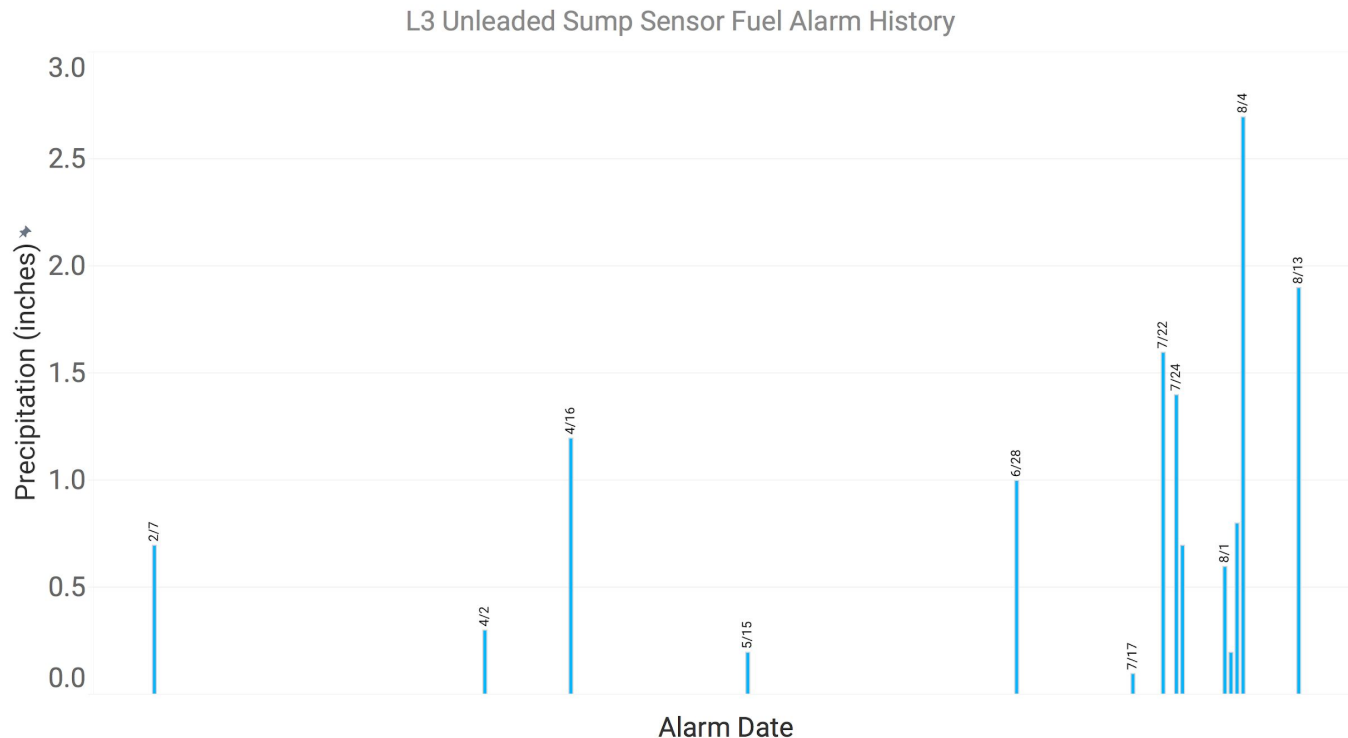
Gartner Analytic Ascendancy Model



Problem: Recurring sensor fuel alarms

Solution: Data-driven business process that improves compliance

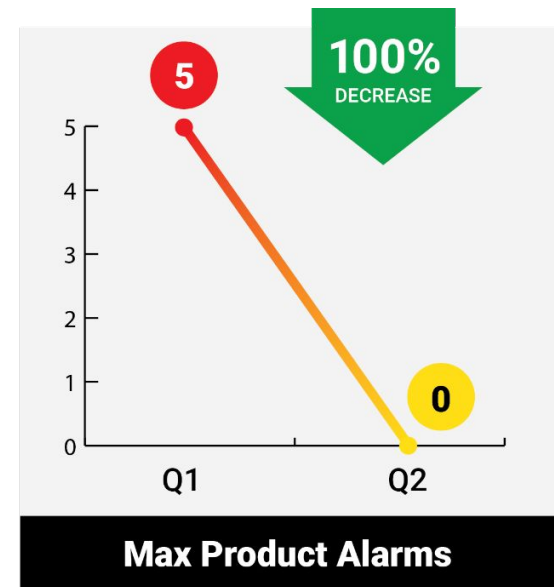
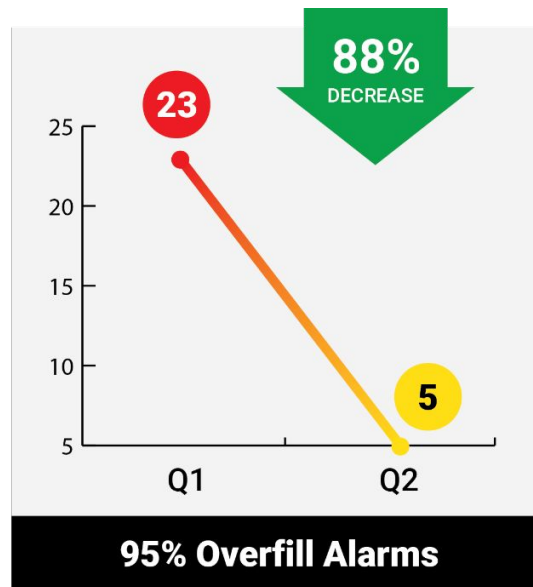
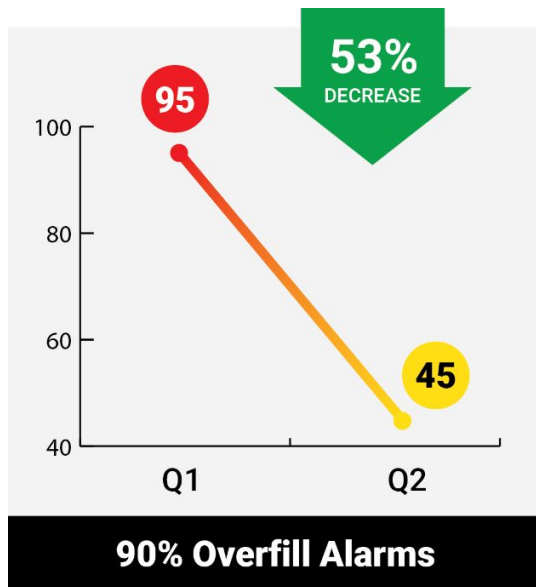
Process: Customer implements policy to conduct root cause evaluation after three sensor fuel alarms in one business quarter



Problem: Recurring tank overfill alarms

Solution: Data-driven business process that improves compliance

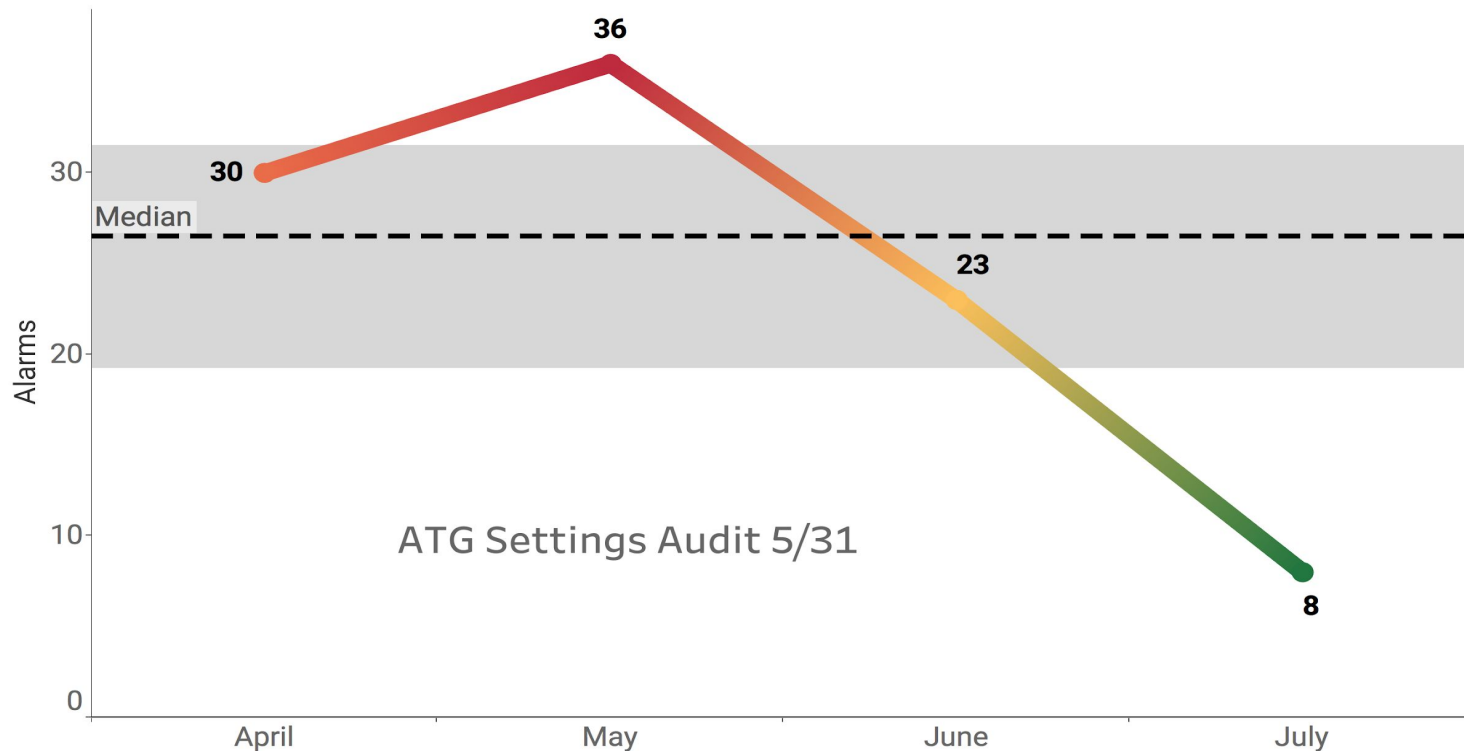
Process: Customer implements policy to fine fuel carriers per valid overfill of 95% or greater total tank volume



Problem: Unreliable overflow alarms

Solution: Data-driven business process that improves compliance

Process: Customer audits ATG settings monthly in order to ensure reliability of alarm notifications



Problem: The exact cause of most historic releases is unknown

Solution: Data-driven regulatory process that improves compliance

Proposed process:

- Create industry standard to store and register equipment data online





Colorado OPS used release remediation cost data to facilitate a projected annual reduction in financial burden on state fund by 50%



Utah DEQ risk assessment incentivizes compliance through UST fund rebates of up to 40%, and triage / prioritizes inspections



New Hampshire DES "OneStop" increases efficiency by 80%

Year	2015	2016	2017	2018	2019
Rate of compliance <i>as reported by EPA</i>	72.6%	72.5%	71.6%	70.3%	???

What will happen
when regulatory scrutiny
increases in 30 days?



Will you commit to a data-driven future
for UST compliance today?

www.cancomply.io

