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*Driving Efficiency through Standards:
How did IFSF Simplified the Retail System
Implementation for a Top Regional Oil & Gas
Player*

Cristian Bălulescu
CEO
PetroSol



2025 CONFERENCE



About us



PetroSol is an innovative technology company specialized in forward-thinking, secured and cost-effective software solutions, acquired through strong expertise and successful track records in enterprise Downstream Oil & Gas, and Retail.



Established in Romania in 2014, has continuously provided top solutions for the independent Oil & Gas retailers, while fast expanding beyond the home market in Bulgaria, Moldova, Georgia, Ireland, Germany and Serbia, thanks to an exquisite customer-oriented approach.



Highly skilled core team experienced in Oil & Gas, Energy and Retail

About us



Diversified solutions portfolio:

- Fuel Retail
- Fuel Commercial & Industrial
- Non-Fuel Retail
- Quick Service Restaurants & Food services



Diversified solutions coverage

Systems meant to power various stations selling either classic fuels (Gasoline, Diesel) as well as alternative fuels such as LPG, CNG, EV



Our Mission

To simplify retail operations through interoperable, standard-driven technology.

Portfolio - mainstream



● PetroSol Fuel Retail

- Retail System (Point Of Sale & Back Office)
- Mobile Inventory app
- Unattended Payment Terminals (OPT, CRIND)
- Self Service Invoice for the Retail System
- Quick Service Restaurant module for the Retail System (incl. Mobile Ordering app)
- Forecourt Controller (IFSF Dispensers, ATGs, Price Totems)

● PetroSol Retail Head Office System

● PetroSol Loyalty System (Discounts, Points Accumulation & Redemption)

● Value Tickets & Debit Vouchers Head Office

● PetroSol Fleet Cards System

- Cards Management System (CMS)
- CMS Customers Portal
- Billing

● In-House Private Solutions

● Omnichannel payments – international fleets , banks, modern payments (qr, mobile)

Portfolio - innovation



● AI Forecasting

- The system allow users to set computer vision AI to enable sales forecast, improve demand and replenishment related processes

● Unique Industry Tools – tools for testing integrated devices

- The tools allow easy setup of all connected devices (pumps, totems, coffee machines, payment terminals)
- Streamlines collaboration between different services suppliers
- Optimizes maintenance and onsite interventions by allowing remote diagnosis

● Reconciliations and optimizations based on newest technologies

- Fuel transactions with pump indexes, tank level and density parameters
- AI / machine learning based reports

All PetroSol systems are IFSF compliant by design, ensuring interoperability, scalability, and faster integration across all markets.

The Customer

major regional player aiming to modernise and unify the systems, across various markets, with *different legacy infrastructures*.

Romania
1250 Fueling Points
500 Filling Stations

Moldova
95 Filling Stations

Bulgaria
57 Filling Stations

Georgia
67 Filling Stations

France
140 Filling Stations

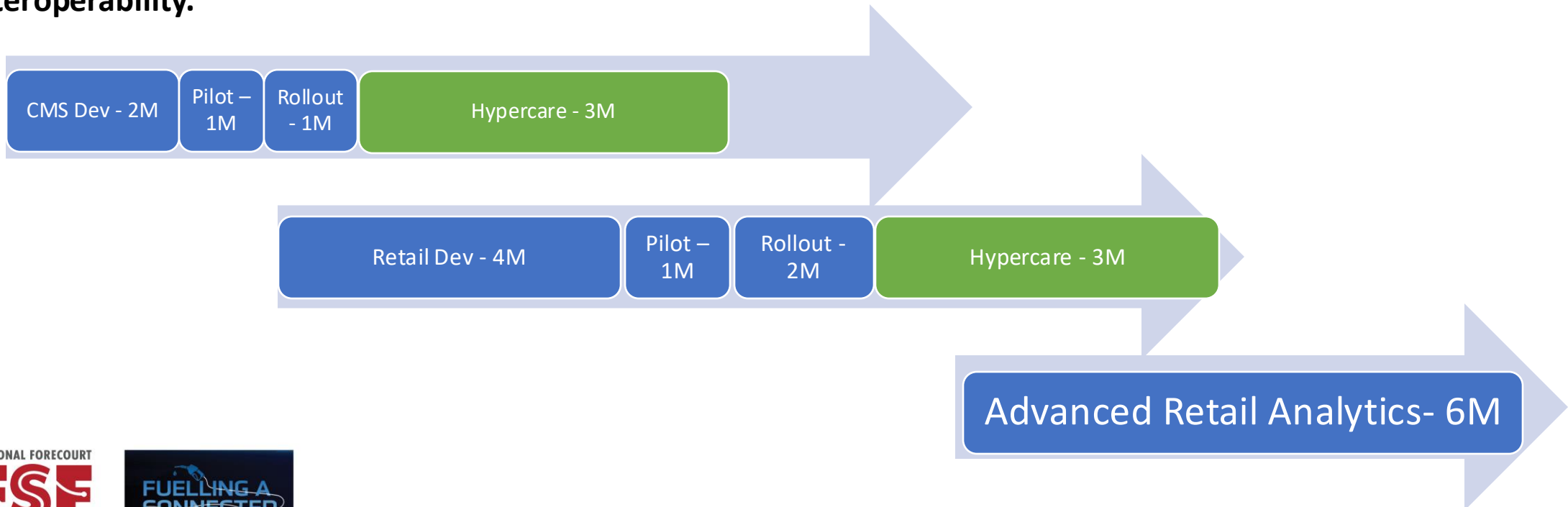


The Challenge

A Fragmented Ecosystem

- Restrained to proprietary solutions (retail, fiscal, and payment)
- Arduous vendor coordination and device incompatibility
- High integration and maintenance costs

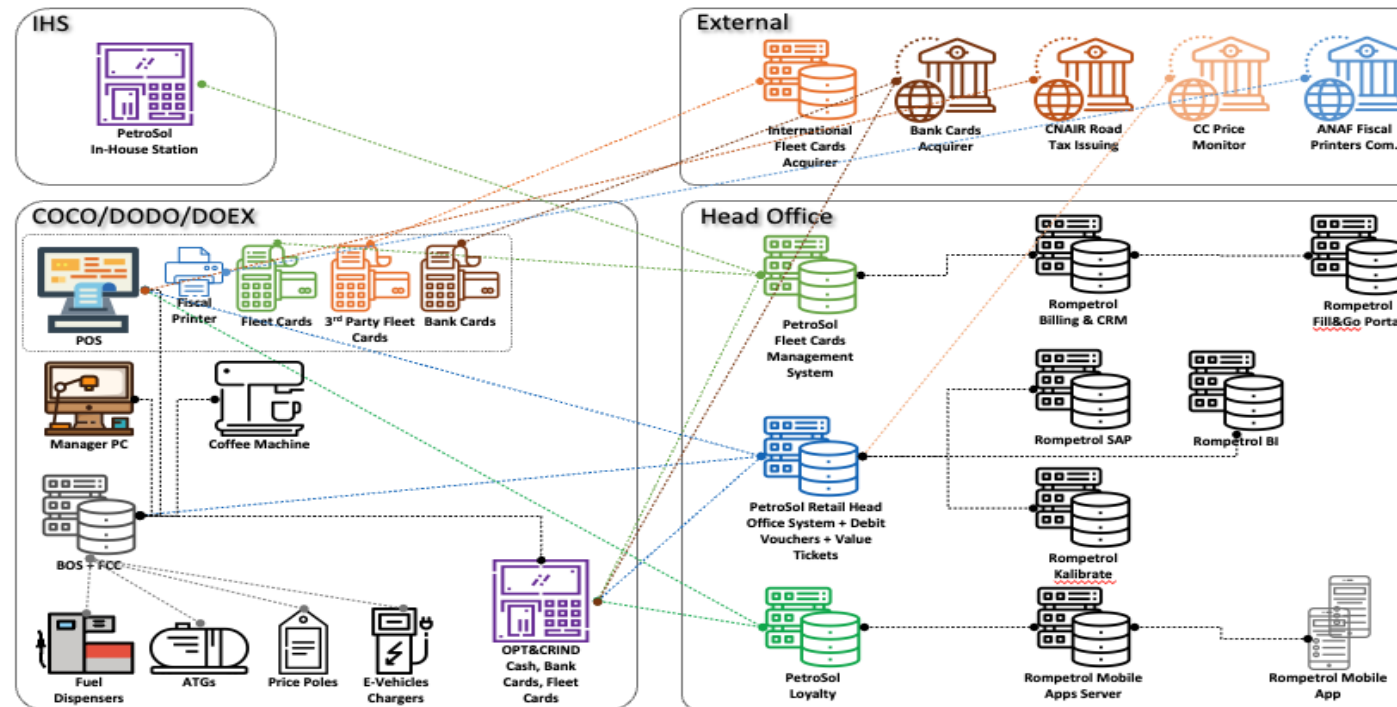
The PetroSol approach aimed to improve and harmonize through **standardization and IFSF interoperability.**



The Solution : IFSF-Driven Architecture

From Complexity to Simplicity

- Unified architecture based on IFSF protocols
- Seamless connection between dispensers, ATGs, totems, and payment systems
- Accelerated rollout through plug-and-play device integration



The Results

Quantifiable Impact of Standardization


| Market | IFSF Use | Duration | Stations | Key Outcome |
|--------------------|----------|-----------|----------|---|
| Romania | Yes | 8 months | 500 | 2 rollout phases, no end-user disruptions |
| Moldova | No | 10 months | 100 | Complex vendor-specific setup |
| Bulgaria / Georgia | Yes | 3 months | 120+ | Fastest implementation cycle |

IFSF-enabled projects proved to be **3 to 4 times faster** and **significantly more stable** than non-standardised roll-outs.

Business Benefits

Efficiency and ROI through Standardization

- Faster implementation across multiple countries
- Lower total cost of ownership and simplified support
- Freedom from vendor lock-in
- Scalable foundation for EV charging, digital payments, and AI forecasting

 60% faster deployment

 40% cost reduction

 80% less vendor dependency

“Standardization it’s not just a technical choice — it’s a strategic accelerator for efficiency, scalability, and innovation.”



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