



Kii Corporation



Kii Corporation Petroleum IoT Solution yields 5x ROI for Service Stations

Kii Corporation developed a real-time monitoring kit specifically for monitoring underground storage tanks. The company worked with Semtech to incorporate the AirLink® LX60 LTE router into the kit to provide reliable connectivity. Once installed, service station operators can access all the data from mobile devices or via a web portal.

QUICKFACTS

Company

Kii Corporation
www.en.kii.com

Customer Profile

Kii Corporation, a Cisco portfolio company, offers an enterprise-grade solution for the convenience store market that addresses the needs of operators to manage all aspects of their tanks from a single platform. Boasting over 25 million devices, Kii's platform enables cost-effective, complex IoT solutions addressing unique customer requirements over the life cycle of the business.

Objectives

Develop a single platform solution for all aspects of convenience store fuel management including:

- Tank level monitoring of above ground and underground storage tanks.
- Environmental compliance status.
- Alarm management.
- Sales data for consignment billing.

Results

- Kii launched a real-time monitoring application for convenience store operators that is cost effective, consistently reliable and that supports new use cases over the life cycle of their business.
- Kii uses the AirLink® LX60 LTE router and the open application framework (ALEOS) to send data from the edge of the network to the cloud.
- Convenience store operators can access all the data from mobile devices or via a web portal and receive insights and alerts on conditions potentially impacting operations. The time and costs saved from ease of implementation and steady reliable performance lets the customer easily scale their business.

Products and Services

- AirLink LX60 Wireless Router
- AirLink Management Service (ALMS) through AirLink Complete



“ With the AirLink router we can provide reliable connectivity for our solution, and with the open application framework, we can customize the solution for our needs. ”

Patrick O'Brien,
Head of Tank Management,
Kii Corporation

BACKGROUND

Since 2007, Kii Corporation has been serving the world's largest customers with connectivity, scale, stability and performance. Kii is focused on addressing the high-performance demands over the business life cycle of convenience store operators. By extending its IoT framework on the Kii platform to petroleum tank management, it has been able to quickly deliver new and innovative cost-effective solutions to address the many needs of busy and fast-growing convenience store operators. By having critical data in a single platform, operators can gain a 360-degree view of their tank/fuel requirements and status. Kii Corporation is a Cisco portfolio company.

CHALLENGE

Convenience store operators have grown in both size and complexity requiring more data real-time to compete and manage their business. This data spans fuel levels, leaks, water levels, alarms and environmental compliance status. Kii understands that operators need to optimize their business and that the cost of servicing tanks is one of their largest expenses. Operators want simple, reliable, and effective solutions that provide the precision insights needed to manage their business in real-time.

SOLUTION

Kii developed a Tank Management Framework specifically for operators needing data capture that reliably connects to their cloud network. To accomplish this, Kii worked with Semtech to incorporate the AirLink® LX60 LTE router into the Kii platform. The LX60 provides both cellular and ethernet options for reliable bi-directional connectivity. The open application framework (ALEOS®) on the AirLink router enables Kii to support custom complex applications and write a custom application that sends data from the edge of the network to their cloud. Kii utilizes AirLink Management Service (ALMS) to maximize system uptime in the field and reduce field maintenance costs. “We have systems out in the field for over eight years that have

“ The AirLink router was the best router to support complex applications with trusted performance.

”

Patrick O'Brien, *Head of Tank Management, Kii Corporation*



worked without a problem” states Patrick O’Brien, Head of Tank Management at Kii Corporation. According to Rob Kent, Operations Supervisor at Pearson Fuels, “the Kii Solution for monitoring fuel levels excels at ease of setup, reliability, and trouble-free operation. Typically, the store employee can set up in 10 minutes without any technical training. Once installed, this system works flawlessly.”

Once installed, operators can manage data from an automated tank gauge (ATG) console and obtain reporting on tank levels, environmental leak test results and alarms. The system interfaces to Point of Sale systems to capture critical sales data for timely billing and pricing optimization. This is especially critical for wholesalers that offer a consignment option to their end customers.

“With the AirLink router we can provide reliable connectivity for our solution, and with the open application framework, we can customize the solution to support our customer’s needs,” said Patrick O’Brien. “The AirLink router was the best device we found that enables support for multiple use cases by our customer. Now, they can use a single device versus several, on a single platform reducing hardware and setup costs.”

Kii Tank Management for underground storage tanks (UST) provides real-time insights and alerts. The system is intuitive and simple to set up, requiring very little operator training.

This enables operators to focus on managing their business while servicing customers. Kii also provides cloud diagnostics that enable remote troubleshooting of the system, so issues are resolved before a retailer even knows there is a problem saving operators time and money.



“ We installed the Kii software at over 200 of our stations and the technology has saved my company four hours of manpower per station each week. This solution has provided us with a five-time return on investment.

Ray Bordeaux,
Vice President Dealer Sales at
Colonial Oil Industries, Inc.



RESULTS

Kii has installed its solution at over 200 Colonial Oil Industry sites. “Kii is a strategic partner to us, and has delivered on their commitment to support both our current needs and new requirements as our business evolves. And this solution is highly reliable and can be quickly set up by our field sales personnel” explained Ray Bordeaux, Vice President, Retail Dealer Sales at Colonial Oil Industries, Inc. “We are finding this solution provides a five-time return on investment. Now that we have all the information needed to manage our wholesale business on a single platform, our business can continue to scale” explains Bordeaux. The time saved and the insights provided with the solution enable companies like Colonial Oil Industries to focus on managing and growing their business. Because they now have a 360-degree view of tank and fuel status, they have reduced the complexity of running a fast-growing convenience store business.

About Semtech

Semtech Corporation (Nasdaq: SMTC) is a high-performance semiconductor, IoT systems and cloud connectivity service provider dedicated to delivering high-quality technology solutions that enable a smarter, more connected and sustainable planet. Our global teams are committed to empowering solution architects and application developers to develop breakthrough products for the infrastructure, industrial and consumer markets.

To learn more about Semtech technology, visit us at [Semtech.com](https://www.semtech.com) or follow us on [LinkedIn](#) or [X](#).

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