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# Kii Corporation



# Kii

## Kii Corporation Smart Tank IoT Solution with AirLink® LTE Connectivity yields 5x return on investment for Service Stations

Kii Corporation developed a real-time monitoring kit specifically for monitoring underground storage tanks. The company worked with Sierra Wireless 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](http://www.en.kii.com))

#### Customer Profile

Kii Corporation offers a mature, enterprise-grade IoT Solution Enablement Platform and solutions for select verticals such as Intelligent Vending, Petroleum Tank Monitoring, Temperature Monitoring and more. Kii enables cost-effective, complex IoT solutions, addressing unique customer requirements over the life cycle of the business. Kii Corporation is a Cisco portfolio company.

#### Objectives

- Develop an IoT solution that would enable retail, gas and oil customers to manage and monitor Underground Storage Tanks (UST).

#### Results

- Kii developed a real-time monitoring kit designed to solve these challenges for service station owners, that incorporates the AirLink® LX60 LTE router for reliable connectivity
- Kii used the open application framework (ALEOS) to write a custom application that sends data from the edge of the network to their cloud.
- Service station operators can access all the data from mobile devices or via a web portal. The time saved with the solution enables Kii's customers to focus on monitoring fuel stock and adjusting their pricing more efficiently.

#### Sierra Wireless Products and Services

- AirLink LX60 LTE router, ALEOS



“ 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 US Sales for Tank Monitoring, Kii Corporation*

## BACKGROUND

Kii Corporation is focused on addressing the high-performance demands of innovation in the connected world with an end-to-end cloud platform optimized for the IoT. Since 2007, the company has been serving the world's largest customers with connectivity, scale, stability and performance. By extending its platform and global business expertise to device manufacturers and startups, it helps today's disruptive technologies become tomorrow's household names. The company offers a mature, enterprise-grade IoT Solution Enablement Platform and solutions for select verticals such as Intelligent Vending, Petroleum Tank Monitoring, Temperature Monitoring and more. Kii enables cost-effective, complex IoT solutions, addressing unique customer requirements over the life cycle of the business. Kii Corporation is a Cisco portfolio company.

## CHALLENGE

For petroleum retailers, having sufficient supply to meet demand is critical. Until now, these retailers have had to rely on antiquated remote monitoring tactics which included sending daily fax messages or calling to communicate critical data such as fuel levels, leaks, water levels and alarms. These outdated methods caused a lack of timely and consistent fuel levels, often resulting in empty tanks. Kii understands that petroleum distributors need to optimize their business and that the cost of servicing tanks is one of their largest expenses. Distributors want simple, reliable, and effective solutions that provide the precision insights needed to manage their business, consistently and effectively.

Kii set out to develop an IoT solution that would enable retail, gas and oil customers to manage and monitor Underground Storage Tanks (UST). The company needed a solution that would provide reliable connectivity but would be simple to install and configure.

“ The AirLink router was the only device we found that enables this level of customization, which allowed us to develop a truly customer-centered application. ”

**Patrick O'Brien**, Head of US Sales for Tank Monitoring, Kii Corporation.



## SOLUTION

Kii developed a real-time monitoring kit specifically designed to solve these challenges for service station owners, but needed to connect that solution reliably to their cloud network. Kii worked with Sierra Wireless to incorporate the AirLink® LX60 LTE router into the kit. The open application framework (ALEOS®) on the AirLink router enabled Kii to write a custom application that sends data from the edge of the network to their cloud. Once installed, to manage data from an underground tank level monitoring console it begins reporting on tank levels and monitoring alarms. Service station operators can access all the data from mobile devices or via a web portal.

“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,” said Patrick O'Brien, Head of US Sales for Tank Monitoring at, Kii Corporation. “The AirLink router was the only device we found that enables this level of customization, which allowed us to develop a truly customer-centered application.”

Kii tank monitoring for UST's provides real time insights and alerts, is simple to set up, is trouble free, and intuitive so that anyone can use it with little training. This user friendly, consistently reliable tool enables stations to focus on managing their business while servicing customers. Kii also provides cloud diagnostics that allow for remote troubleshooting of the system so issues are resolved before a retailer even knows there is a problem. Besides saving station operators time, the solution also saves money.

## RESULTS

“We installed the Kii software at 21 of our stations in December of last year and the technology has saved my company four hours of manpower per station each week,” explained Ray Bordeaux, Director of Retail Dealers at Colonial Oil Industries, Inc. “We are finding this solution provides a five time return on investment.” Consequently, he plans to roll-out the technology to the rest of his company's 65 retail sites over the next several months. “Running out of inventory is the kiss of death to a retailer,” explains Bordeaux. “Customers lose faith and we then lose their business. It's imperative that we keep tanks full and operable if we are going to remain competitive.”



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**Ray Bordeaux,**  
*Director of Retail Dealers at  
Colonial Oil Industries, Inc.*

The time saved with the solution enables companies like Colonial Oil Industries to focus on monitoring fuel stock and adjusting their pricing more efficiently. “Because we can now effectively predict when a tank is going to be low, we have the time to check the market, adjust our prices accordingly and remain as viable as possible.” With more accurate pricing and no longer being at risk of running out of fuel, the company’s retail stations are beating competition in the region. Their tanks remain full and so do their cash registers.

**About Sierra Wireless**

Sierra Wireless (NASDAQ: SWIR) (TSX: SW) is the leading IoT solutions provider that combines devices, network and software to unlock value in the connected economy. Companies globally are adopting IoT to improve operational efficiency, create better customer experiences, improve their business models and create new revenue streams. Whether it’s a solution to help a business securely connect edge devices to the cloud, or a software/API solution to help manage processes associated with billions of connected assets, or a platform to extract real-time data to make the best business decisions, Sierra Wireless will work with you to create the right industry-specific solution for your next IoT endeavor. Sierra Wireless has more than 1,300 employees globally and operates R&D centers in North America, Europe and Asia.

For more information, visit [www.sierrawireless.com](http://www.sierrawireless.com).

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