John Hervey
Executive Director

Historical Perspective

- NACS Technology Standards Project
  - Retailer desire to become more of a technology leader rather than a laggard.
  - Begun in November 1995
- Early decisions
  - NACS won't be a standards maintenance body – a home will be found for all work.
  - NACS will act as a ***trusted third party*** to enable competitors to come together and develop or adopt standards.
  - The process will be open and available to anyone who wants to participate.

PCATS

Historical Perspective

- Project Components
  - Four areas of concentration
    - Payment Systems – terminal-to-host
    - Device Integration
    - Electronic B2B
    - Point-of-Sale – Back Office Integration
  - Committee Structure
    - Over 500 volunteers – representing over 300 companies – supplier and retailer
  - Financial Commitment
    - NACS – over $5 million
    - Suppliers – like amount in kind

PCATS

Historical Perspective

- The Executive Committee of the NACS Board in early 2003
  - Recognized the value of technology standards to help insure the competitive viability of the industry.
  - Believed the baby had grown up and needed to stand on its own to keep it healthy and achieve its goals for the industry.
  - Believed it needed to be self-sustaining.
  - Directed the establishment of PCATS
    - Incorporated in August 2003 and in place and doing business January 1, 2004.

PCATS – Petroleum Convenience Alliance for Technology Standards

- A membership based, non-profit organization representing
  - Over 23,000 convenience stores domestic and international
  - Both consumer products goods suppliers and technology vendors
- Even mix of supplier and retailer companies.
- As of September 1, 2005 membership is over 160 companies.

Current Supplier Membership*

Accelitec, Inc.
AIMS, Inc.
Alliance Data Systems, Inc.
Allied Electronics, Inc.
Amcom
Anheuser-Busch, Inc.
Armor Safe Technologies, LLC
Associated Wholesalers, Inc.
AT Systems, Inc.
AutoGas Systems, Inc.
Axxis, Inc.
B&C Electronics, Inc.
Bell South, Inc.
Bevers and Co.
BlueCube Software
Business Solutions, LLC
CMi Solutions
Coca-Cola Enterprises, Inc.
Comdata Corporation
Compatible Software Systems, Inc.
Coremark, Inc.
Corporate Express, Inc.
Corporate Safe Specialists, Inc.
C-RESULTS.net / Century Group LLC
Daktronics, Inc.
DataMax Group
DTN Energy
Dresser-Wayne
Eby-Brown, Inc.
eCube Systems, LLC
Emba Techniek bv
Enablinx Corporation
FACTOR, Inc.
Fifth Third Bank
Fire King Security Products
Firestream Worldwide
First Data Corporation

Fiscal Systems, Inc.
FuelQuest, Inc.
Future Media Displays.
GASODATA, LDA (Portugal)
Gerke & Associates, Inc.
Gilbarco Veeder-Root
Global eXchange Services, Inc.
GTech, Inc.
Gulf Coast Software
Hamilton Manufacturing Corp.
Impact 21 Group, LLC
Incomm
Intermec Technologies Corp
Kenan Advantage Group, Inc.
Lance, Inc.
Liberty USA, Inc.
Lynk Systems, Inc
McLane Company, Inc.
Marathon Ashland Petroleum LLC
National Dairy Holdings
New Edge Networks
Novelty, Inc.
Numeric Computer Systems, Inc.
OPW Fuel Management Systems, Inc.
Outsite Networks, Inc.
PepsiCo, Inc.
Performance Retail, Inc.
Petroleum Card Services, Inc.
Pinnacle Corporation
Professional Datasolutions, Inc
PWM Electronic Price Signs
Quantum Energy Products, LLC
Radiant Systems, Inc.
Retailer Owned Research Co
Retalix USA, Inc.
Royal Buying Group
Ryko Manufacturing, Inc.

S. Abraham and Son, Inc.
Scheidt & Bachmann GmbH
Service Station Computer Systems (SSCS)
Shanghai AsiaJumper Co. Ltd. (Peoples Republic of China)
Skyline Products, Inc.
Store Chek Systems
Structured Management Systems, Inc.
Summit Software, Inc.
Sun Microsystems, Inc.
Symbol Technologies
Sys-Corp
TelaPoint, Inc.
The ADD Companies
TMI Services, Inc.
Torex Retail
Transora
Travelers Express
Traxian, Inc.
Unified Western Grocers
Unitec Electronics
VeriFone, Inc.
W. Capra Consulting Group, Inc.
Warren Rogers Associates, Inc.
Wincor-Nixdorf International, GmbH
Wright Express
XProtean, Inc.

*Supplier Members As Of July 1, 2005

PCATS

Current Retail Membership*

7-Eleven, Inc.
Alon USA
Australasian Association of Convenience Stores
Balmar Petroleum
BP Products NA Inc.
Calfee Company of Dalton, Inc.
Cary Oil Co., Inc.
Chevron Corp.
CITGO Petroleum Corporation
Conway Oil Company
Cumberland Farms, Inc.
Douglass Distributing Company
ExxonMobil Fuels Marketing
Flash Foods, Inc. The Jones Company
Garb-Ko, Inc. 7 ELEVEN Food Stores
GasAmerica Services Inc.
Hartland Fuel Products, Inc.
Holiday Stationstores, Inc.
Irving Oil Limited
J.D. Carpenter Companies/Short Stop Stores
JF Enterprises, Inc.
Kwik Trip, Inc.
Lard Oil Company
Lee-Moore Oil Company
Maverick Country Stores, Inc.
MichaelAngelos, Inc.
Miller Oil Company
Moyle Petroleum Company
National Association of Convenience Stores
Nice N Easy Grocery Shoppes, Inc.
Noco Energy Corp.
Open Pantry Food Marts of Wisconsin, Inc
The Parker Companies
PDQ Food Stores

Petro Express, Inc.
Pilot Travel Centers, LLC.
RaceTrac, Inc.
Ricker Oil Company
CHR Corp, dba Rutter's Farm Stores
Shell Oil Products US
Sheetz, Inc.
ShortStop Stores
Spectrum Stores, Inc.
Speedee Mart, Inc.
Speedway SuperAmerica LLC
SSP Partners, Inc.
Sunoco Inc.
The Kroger Co.
The Pantry, Inc.
Thorntons Inc.
Town and Country Food Stores, Inc.
Valero Energy Corporation
W.E. Willis of Traveler's Rest, Inc.
Wallis Companies
Wawa, Inc.
Xtramart

*Retail Members As Of July 1, 2005

PCATS

PCATS – Mission

- Set Standards for the Industry
- Drive Implementation of Standards in the Industry
- Facilitate Member connections

Electronic Business-to-Business

- EDI
  - Aligned with Uniform Code Council for EDI and NACS EDI Committee developed a sub-set of the UCC EDI Guidelines known as Functional Profiles.
    - Invoice, Purchase Order, Item Add/Change/Delete, Price Change, Promotional Announcement, Carrier Invoice, Load Tender Request, Load Tender Response, Credit Card Reconciliation – PreDraft Notice.
    - Published by UCC since 1999 and available
    - Non-starter with solution providers and retailers except for very large companies

PCATS

XML to the Rescue

- Late 1999 – Point-of-Sale Back Office Committee began work on XML for Data Exchange in A2A.
- Lessons learned translated to B2B document exchange.
- Early-mid 2000 committees xmlifyed X12 documents and began a series of seminars in June 2000 to introduce the work.

Electronic Business-to-Business

- X12 EDI has limited implementation among small – midsize retailers and fuel wholesalers.
  - Non-existent or small IT staff
  - Lack the financial resources
  - Are dependent on solution providers who won't make the investment in translators
  - The investment & on-going charges would make it unprofitable to do business
- NACS, retailers, and suppliers had now invested time, money, and resources and we lacked implementation.
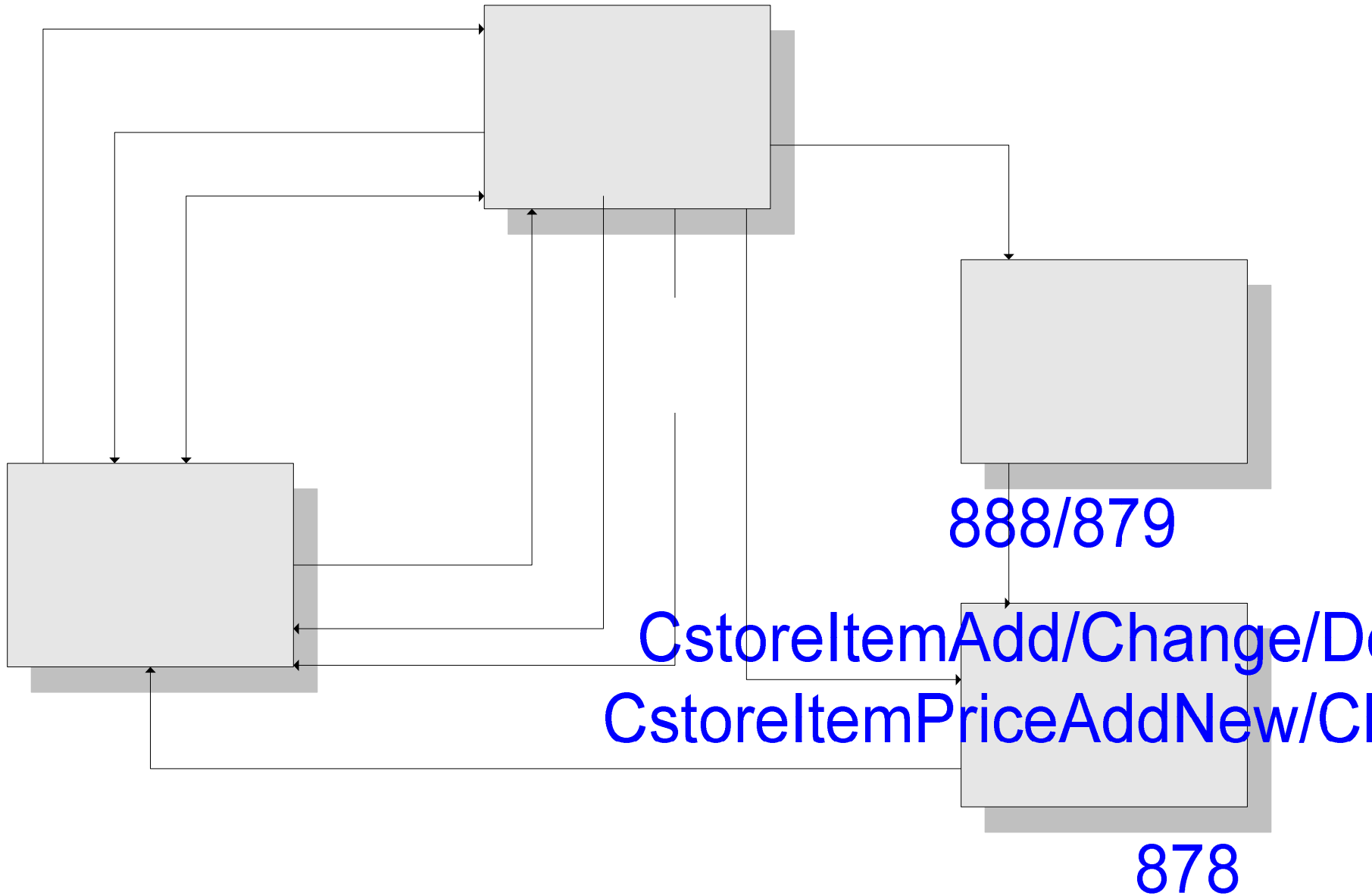
PCATS

XML for EB2B is NAXML

- NAXML = Industry Specific XML Guidelines for EB2B

- NAXML – we believe is the answer for both the small-to-midsize businesses (SMB) who want to reduce costs and for suppliers of all sizes who want to reduce or eliminate doing paper based business.

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What is the status of NAXML?

- Guidelines In Use
  - General Merchandise for CStores
    - Entire *Order-to-Payment* Process
  - Lottery Reconciliation
    - Lottery Game Activity and Invoicing
  - Motor Fuels
    - Entire *Order-to-Payment* Process including load tendering, carrier invoicing, credit card reconciliation

General Merchandise Data Flow - EDI and XML/EDI

888/879

CstoreItemAdd/Change/De

CstoreItemPriceAddNew/Cl

878

Lottery Data Flow - EDI and XML/EDI

State/Provincial Lottery Authority

Retailer

Motor Fuels NAXML

- EB2B Motor Fuels Committee
  - Originally the Downstream Distributors and Retailers Committee (DD&R)
    - Sponsored by PIDX, PMAA, & NACS
  - Composed of
    - Fuel Wholesalers
    - Oil Companies
    - Retailers
    - Vendors/solution providers

Motor Fuels NAXML

- Duplicated (almost) all identified business documents existing in X12 as well as a few more.

- Covers the processes involved in *rack-to-retail* between:

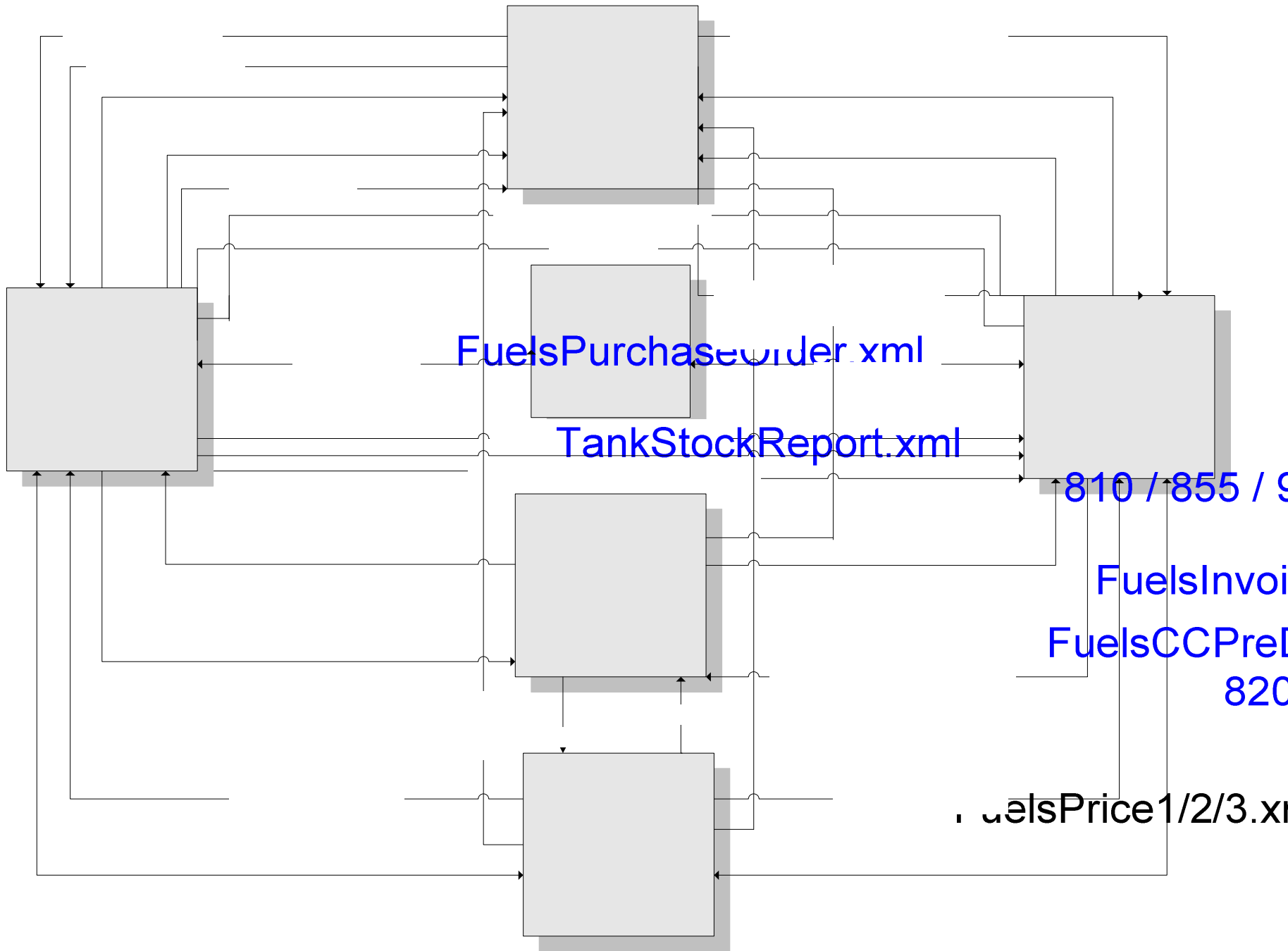|	
Supplier	Terminal
Retailer	Bank
Wholesaler	Carrier

PCATS

Doing Business Electronically

- Fuel Wholesalers and Retailers are now able to take advantage of Doing Business Electronically in the following areas:
  - Bill of Lading
  - Fuel Price Change Notification
  - Credit Card Reconciliation
  - Pre-Draft Notification
  - Bill-of-Lading
  - Carrier Invoice
  - Load Tender Request

FuelsPurchaseorder.xml

TankStockReport.xml

810 / 855 / 9

FuelsInvoi

FuelsCCPreD

820

FuelsPrice1/2/3.x

The PCATS-NAXML Vision

- Building on the foundation of traditional EDI the EB2B committees have XMLified the X12 Foundation Model for XML-EDI EB2B.

- The Vision
  – Make it easier to exchange data electronically
  – Lower the cost of entry
  – Reduce dependency on highly trained EDI professionals.

- The Result
  – The benefits that have been touted for 25+ years will now be realized by even the smallest of trading partners.

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