



CASE STUDY



Normalizing critical inventory information

Marathon Petroleum,
San Antonio, Texas

Marathon is a Fortune 500 company,

headquartered in Findlay, Ohio. Marathon is the largest refinery operator in the United States with 16 refineries producing 3 million barrels a day. Marathon's San Antonio, Texas division operates 10 of these refineries in the western United States. In addition, the retail side of the San Antonio division includes approximately 3,000 branded retail gas stations.

“ With DTN TIMS, we can do more in less time. The time saved allows us to focus our employees on other projects that require attention. ”

Marathan Petroleum

What they were up against

Marathon's back-office reconciliation process was very time-consuming. Each week, employees received reports from every terminal that had product, and then manually entered that data into the SAP back-office software. This process was labor intensive, prone to data entry errors, and did not give Marathon (San Antonio) the timely information it needed regarding inventory positions.

"We were at the mercy of what the terminals would send and the format they would send it in," said Raul Perez, product accounting manager at Marathon (San Antonio).

Marathon (San Antonio) needed a solution to automatically collect and normalize this critical inventory information and deliver it in a format that its back-office solution could manage.

What we did to help

Marathon (San Antonio) implemented DTN TIMS[®], the only real-time terminal inventory management solution in the industry. Now, Marathon (San Antonio) is empowered with the automatic aggregation, normalization, and delivery of inventory data from proprietary and third-party pipeline and terminal networks. This information is delivered in a format chosen by Marathon (San Antonio) — one that is readable and manageable by its back-office solution.

What the impact was

On behalf of Marathon (San Antonio), DTN collects product movement data from the terminals each day. This information is aggregated, normalized, and delivered to the back-office system automatically — no human intervention required.

"With DTN TIMS, all this information now feeds into a central database, where we can pull from it on a recurring basis for reconciliation," said Perez.

Marathon (San Antonio) can now detect missing transactions more quickly, as well as streamline the reconciliation process to make it less cumbersome. "We are now able to match transactions more frequently throughout the month," noted Perez. "We can match BOLs from the terminal to what is in SAP and identify missing transactions sooner so we're not faced with problems at the end of the month." Faster reconciliation enables faster invoicing and payments and makes certain that Marathon (San Antonio) is meeting payment terms with its valued suppliers. "Ensuring we don't miss a purchase helps us maintain our strong vendor relationships and avoid the possibility of an interruption in service because of a past due invoice," said Perez.

The efficiencies and automation that DTN TIMS delivers will continue to serve Marathon (San Antonio) as the company grows and scales. "As volume increases, it will not require extra effort on the part of my team," said Perez.

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Marathon Petroleum