

How Titan Cloud Helped Yesway Scale Its Compliance Program



Switching compliance platforms would cause any compliance manager to sweat, but for Yesway's Aaron Pachlhofer the task was made more challenging by the company's ambitious growth. Until 2019, Yesway had been slowly expanding by acquiring small convenience store groups, but that all changed with the acquisition of Allsup's, a regional chain in New Mexico with more than 300 stores. Yesway's site count quadrupled overnight and it quickly became apparent that the company would need a new compliance solution to keep up with the rapid growth.



CHALLENGES

- Tank monitoring delays
- Unnecessary alarm dispatches
- Manual compliance tracking
- Fast growth requiring a scalable solution



SOLUTIONS

- Environmental compliance
- Real-time dashboard
- Important dates
- Automatic report generation

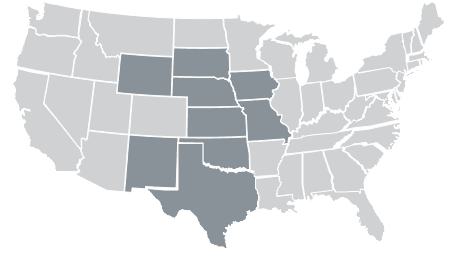


RESULTS

- Streamlined, efficient compliance operation
- Everything centralized on one platform
- Greater visibility and actionable insights

Searching for a Solution

At the time of the acquisition, Yesway's compliance platform was managed by a service provider and wasn't sustainable for a company with ambitious growth goals. The compliance team often experienced delays in tank monitoring, complications with unnecessary alarm dispatches, and frustration with the numerous spreadsheets and databases used for compliance tracking. Additionally, Yesway had inherited a complicated tank portfolio that included varied installation dates, equipment, and federal and state requirements.



402 STORES

located in Texas, New Mexico, South Dakota, Iowa, Kansas, Missouri, Wyoming, Oklahoma, and Nebraska

Software You Can Rely On

Titan's environmental compliance solution lets users manage risk effectively by unifying everything on one centralized platform. The software includes critical features such as important date tracking, electronic file management, and ATG alarm workflows that help customers prioritize the most important issues. With an easy-to-use interface and 24/7 customer support, Titan's comprehensive solution keeps growing petroleum retail businesses organized and efficient.



"We needed to find a platform that was cost effective, that could work with our existing portfolio of c-stores, and that could both grow and adapt to regulatory changes as well as adding vendors, adding staffing...something that was flexible and customizable."

Aaron Pachlhofer, Sr. Environmental Compliance Manager

Built for Growth

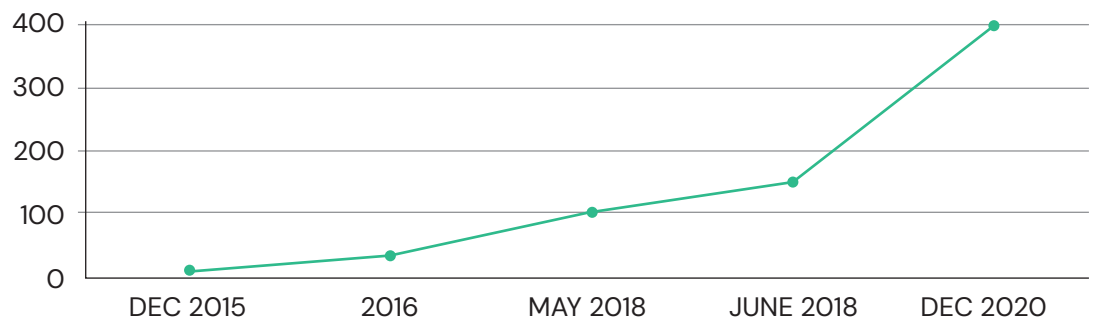
Once Yesway chose Titan Cloud for their compliance solution, things moved quickly. Both teams understood that even in a transition, compliance cannot fall behind. Fortunately, Titan Cloud’s user-friendly setup, ongoing training, and dedicated Account Managers were able to get Yesway set up and running in just a few weeks. With Titan’s platform fully operational, Yesway’s compliance team became more efficient with every new feature they used. Some of the features Pachthofer finds most impactful are:

- **Compliance Dashboard** – provides a real-time summary of the company’s site portfolio for quick identification of issues
- **Important Dates** – track important dates for reporting, permits, and testing requirements

- **Automatic Report Generation** – users set up reports once and let them run automatically, keeping vital info just one click away

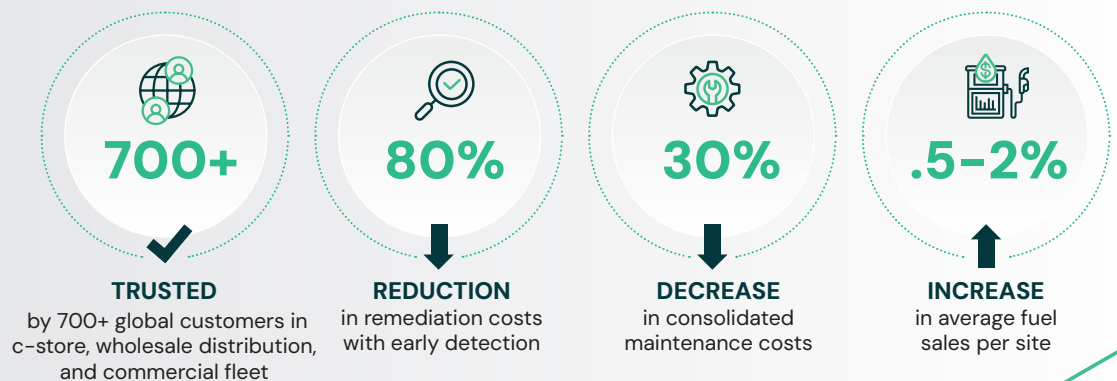
When asked what advice he would give other companies Pachthofer said, “You need a platform that includes adequate support and training for setup and beyond. Thankfully, Titan has provided that to us and continues to do so. That is part of what makes Titan grow with your company. Whether you’re expanding rapidly, adding staff, switching stats, switching insurance companies – they grow with you.”

GROWTH: YESWAY SITE COUNT, 2015-2020



ABOUT TITAN CLOUD

Titan Cloud provides the industry-leading Fuel Asset Optimization software platform to help customers effectively manage environmental compliance risk, reduce maintenance costs, and increase revenue.



As businesses manage against unpredictable demand, increased volatility, and rising costs, leaders across industries are turning to Titan Cloud technology to gain unprecedented connectivity, visibility, and control into their fuel assets and operations.

Learn more at titancloud.com

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