

# AUTTO.



## CASE STUDY

# Petronas

## Exploring and Executing Automation for Large Scale Operational Tasks

Petronas is a dynamic global energy group with presence in over 50 countries and history of innovation. They produce and deliver energy and solutions that power society's progress in a responsible and sustainable manner.

Their portfolio includes cleaner conventional and renewable resources and a ready range of advanced products and adaptive solutions.

AUTTO had the opportunity to work with the London operations team when the volume of oil trades doubled in a short period.



**PETRONAS**

**CUSTOMER**  
Petronas

**WEBSITE**  
[www.petronas.com](http://www.petronas.com)

**COUNTRY OR REGION**  
United Kingdom

**INDUSTRY**  
Oil and gas

### **CUSTOMER PROFILE**

Petronas is a dynamic global energy group delivering clean energy solutions to empower sustainable societal growth.



**The whole experience of working with AUTTO has been great. It took a while to map our complex processes, however once implemented, AUTTO were able to help us straight away.**

**Using AUTTO has enabled us to streamline our process, move away from clunky spreadsheets and create one source of truth. By setting up processes in this way, AUTTO has freed up more time for me and my team to take on more projects.**

**AMBRISH PATEL**

Head of Operations and Logistics  
Petronas

# THE PROBLEM

Part of the operations team role is to deal with the trading of oil products for Petronas.

When a trade is agreed a summary document is created and this is passed to the operations team. The trades are not just financial; the operations teams have to organise the movement of millions of dollars of oil and other products.

The challenge for the London team was running the logistics process for the physical product. From insurance, letter of credit, contract management - there are a multitude of processes associated with each trade.

They had to liaise with the ship's captains and surveyors, ports, analyse of port costs and record the outcomes of these meetings - which they were all managing from a spreadsheet. Spreadsheets were becoming outdated fast, inefficiencies were occurring and operating consistently was proving challenging.

# THE OUTCOME

AUTTO worked with Ambrish Patel (Head of Operations and Logistics) to understand the problem and to offer a solution. The AUTTO team worked with Ambrish and his team to build a digital operations system for the business. This was built of 30 interconnected workflows, several data tables and integrations to commodities pricing and foreign exchange services.

In order to understand the foreign exchange rate when dealing with the many different ports and shipping haulages, AUTTO connected Forex using their API manager integration, which enabled Ambrish and his team to import pricing data into the workflow seamlessly.



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This new solution enabled 1000's of actions a month to be carried out, freeing up more time for Ambrish's team to work on more pressing issues, focus on future strategic development and take on more projects.

Furthermore, AUTTO ensured data accuracy and process compliance, which was evermore important with the greater volume of trades.

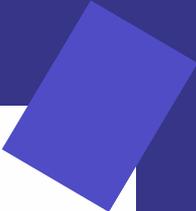
By using AUTTO's no-code platform the solution offered is more scalable, the process is more standardised and the team are no longer trying to track progress on spreadsheets.

Ian Gosling, AUTTO CEO, commented



**We often find with our clients that business critical and complex processes are being implemented and tracked from a simple spreadsheet.**

**When a process is first being created Excel is an obvious first choice. But as the process scales the shortcomings become evermore obvious and evermore challenging.**



## ABOUT AUTTO

AUTTO is digital transformation simplified.

AUTTO is a platform for Digital Transformation. It enables knowledge workers to quickly and easily build digital workflows, tables and integrations to meet their business needs without writing a line of code. AUTTO frees your team's time with tech, empowering them to own the digital transformation of their work.

AUTTO empowers knowledge workers to turn ideas into automated digital workflows rapidly. You can launch these workflows and then improve, extend and connect them (to each other and external systems) to digitally transform your business step by step.