



## Bharat Petroleum: Enabling One of India's Largest B2B Implementations with SAP NetWeaver® PI

How does an energy company help power India's economy day in and day out? For Bharat Petroleum Corporation Limited, it works with other oil companies to speed delivery of 45 million liters of fuel across India every day using **business-to-business (B2B) collaboration** powered by SAP NetWeaver® Process Integration (SAP NetWeaver PI) technology.

# Executive overview

## Company

Bharat Petroleum Corporation Limited

## Headquarters

Mumbai, India

## Industry

Oil and gas – refining and manufacturing, downstream marketing and retailing

## Products and Services

Petroleum products, including lubricants, fuels, and liquefied petroleum gas; oil refining

## Employees

15,000

## Revenue

US\$34 million

## Web Site

[www.bharatpetroleum.com](http://www.bharatpetroleum.com)



## BUSINESS TRANSFORMATION

### The company's top objectives

- Establish high-speed, high-scale, business-to-business (B2B) collaboration
- Eliminate intercompany reconciliations
- Shift staff resources to more strategic and profitable activities

### The resolution

- Partner with another national oil company to create a real-time, large-scale transaction processing solution using SAP NetWeaver® Process Integration (SAP NetWeaver PI) technology
- Create a central repository of interfaces to connect the different operating systems, software, and hardware of all participating companies
- Avoid changes to the existing IT landscapes

### The key benefits

- Fast, automated transaction processing
- Reduction in costs and manpower
- Foundation for future B2B processing scenarios

Read more ►

“With SAP NetWeaver PI, we can share information with other companies without anyone making any changes to their deployed software and hardware landscapes. The B2B possibilities are endless.”

S. Prakash, Deputy General Manager for Enterprise Resource Planning, Bharat Petroleum Corporation Limited

## TOP BENEFITS ACHIEVED

**45 million**  
Liters of fuel traded daily

**80%**  
Reduction in required FTEs

**100%**  
Data accuracy

See more metrics ►

Executive overview

**Company objectives**

Resolution

Business transformation

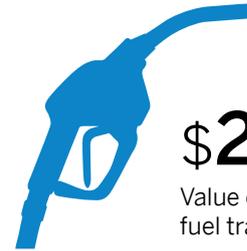
Future plans

# Choosing collaboration over competition

India is on the move, and Bharat Petroleum Corporation Limited (BPCL) is keeping up. It's a highly respected, nationally owned oil company that's been fueling the lives of Indians for almost a century. To keep pace with India's growing energy needs, BPCL is committed to making the most of available supply – not just its own, but its competitors' as well.

That's why BPCL continuously enters into thousands of transactions to buy or sell excess stock of petrol and diesel with the very oil companies it competes with. Every day, BPCL and other oil companies arrange for the purchase and delivery of tens of millions of liters of fuel throughout India. It's a huge volume of business that totals over US\$20 billion annually.

Formerly, both BPCL and its competitors completed these transactions by mail, without any electronic exchange of information. The transactions were not fully reconciled until the end of the month, when



## \$20 billion

Value of annual B2B fuel transactions

a dedicated team from BPCL would meet with its counterparts from the other oil companies to finalize thousands of transactions. It was a highly manual and time-intensive process, complicated by the fact that data inconsistencies between the companies' systems had to be resolved.

BPCL wanted to replace this cumbersome process with a smart, automated solution that would execute and finalize these daily fuel transactions in real time. To get there, it turned to SAP NetWeaver Process Integration technology.



Executive overview

Company objectives

**Resolution**

Business transformation

Future plans

# Driving large-scale B2B collaboration with SAP NetWeaver PI

Oil companies throughout India recognized the need for a real-time, automated solution to support their daily B2B fuel sales. But it was BPCL, teaming with another national oil company, that took the lead in developing the new solution. The two companies jointly developed a B2B application using SAP NetWeaver PI. The application would initially be piloted by both firms, and then deployed to other participating oil companies throughout India.

SAP NetWeaver PI allows each oil company to connect with all the different systems used by the other participating firms. Regardless of operating system, software, or hardware, the technology establishes highly secure and scalable interfaces for sharing information. BPCL and all participating companies could quickly establish bidirectional

communication between their systems without costly changes to their deployed software and hardware landscapes.

For the initial deployment, BPCL collaborated closely with its partner company. The project team mapped all data elements to help ensure that information is translated correctly between each company's very different operational processes and systems. Both companies use multiple locations throughout the subcontinent to support unique workflows, so the solution needed to route data received from one company to the other company's correct destination for processing. Despite these complicating factors, the close collaboration paid off, and the solution was up and running in just two months.

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“SAP NetWeaver PI gives us one less thing to worry about. We can process 45 million liters of fuel every day without any of the paperwork.”

S. Prakash, Deputy General Manager for Enterprise Resource Planning, Bharat Petroleum Corporation Limited



Executive overview

Company objectives

Resolution

**Business transformation**

Future plans

# Moving millions of liters in real time

Today, BPCL and six other oil companies are using the B2B framework built with SAP NetWeaver PI to instantly process an average of 45 million liters of fuel a day. It's one of India's largest B2B implementations, and it will only get larger as more companies see the benefits of the collaboration. BPCL no longer needs to devote 12 people every month to resolve and reconcile almost US\$2 billion worth of fuel transactions, and it has shifted these critical resources towards more productive activities.

The real-time exchange of data supported by SAP NetWeaver PI has largely eliminated the need for manual intervention. Data validation occurs automatically at the source to help ensure that B2B transactions are based on the latest, most accurate data available. Supply and demand signals from each participating company are shared instantly to enable timely delivery and meet the latest fluctuations in demand.

## KEY BENEFITS

**45 million**  
Liters of fuel traded daily

**80%**  
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Executive overview

Company objectives

Resolution

Business transformation

**Future plans**

# Making one of India's largest B2B deployments even larger

The network of oil companies supported by the B2B transaction solution is expanding rapidly. At least three other companies will be joining the network, and all participants would like to expand the solution to support real-time processing with their own business network partners including suppliers, vendors, and financial institutions.

BPCL also sees opportunities to use SAP NetWeaver PI technology in other ways. The firm currently manufactures and distributes automotive lubricant products on behalf of a major Asian automotive company, and wants to process orders with the company using the technology. Looking ahead, BPCL is confident that it can find even more potential uses for SAP NetWeaver PI based on the technology's ability to enhance customer satisfaction and improve competitiveness.



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