

Passionately Improving People's Lives Through Innovation & Connection

ACADEMY

**SALE
OF SITES**

**LABOUR RELATIONS
SERVICES**

**BACK OFFICE MANAGEMENT
& FINANCIAL SERVICES**

OUR SOLUTION

ABOUT US

We specialise in offering a comprehensive range of professional services that bring significant value to the fuel retail industry. Our suite of services are designed to enhance service stations, accounting firms, and oil companies by providing a wide array of benefits. These include facilitating the sales of service stations, providing tools that help with back office operations and financial management, and fostering the growth and leadership skills of fuel retail entrepreneurs and their teams. With our services, we aim to empower businesses in the fuel retail industry and contribute to their long-term success.

OUR SERVICES

- Academy
- Sale of Sites
- Labour Relations Services
- Back Office Management & Financial Services

WHY CHOOSE US?

- We leverage our deep understanding of service station operations, assemble a top-tier team to provide unmatched support and guidance in navigating complex operational challenges. We know this a fast paced and evolving industry and are abreast with the changes in legislation and the processes.
- Our training and development programmes have proven to be successful. We have a proven track record, evidenced by the significant number of new entrants we have successfully placed as Retailers.
- Our strategic partners trust us which is a testament to our excellence in training, development, implementing robust control systems for retail businesses as well as understanding the challenges retailers go through on a day to day basis. We are the reliable choice for achieving success.

CONNECT with Us



PetroCONNECT Academy

PetroCONNECT Academy is a trusted accredited Skills Development and Training Provider offering a comprehensive range of training programs for the retail sector. We take pride in our ability to deliver both accredited and non-accredited training to cater to all your specific requirements. Our cutting-edge online academy platform has been exclusively designed to enhance your learning experience and addresses accessibility challenges retailers and their teams had in the past.

Approved by various SETAs, our platform ensures a seamless and convenient learning journey, allowing you to access our courses anytime, anywhere. Our main goal is to empower individuals like you by providing the necessary skills and knowledge to navigate the complexities of the business landscape with confidence. Partnering with PetroCONNECT Academy offers you a multitude of benefits, including tax rebates, labour stipends, and the opportunity to maximise your BBBEE (Broad-Based Black Economic Empowerment) points.

We offer:

Flagship Training Programmes

- Readiness Programme
- Fuel Retail 101

Skills Development Services

- Skills development services
- Wholesale and Retail (W&R) SETA Accredited and non-accredited learning programmes
- Quality Council for Trades and Occupations (QCTO) Accredited occupational qualifications
- Recognition of Prior Learning (RPL) Services
- Training and Development Consultation and advice
- Tailored corporate skills development programs. (Detailed proposal prepared on request based on corporate needs and goals).

Why sign up with PetroCONNECT?

- Get your mandatory grants back;
- Upskill your employees;
- Additional labour at no cost;
- Unlock up to R120 000.00 tax benefit per employee;
- Build your talent pipeline.

CONNECT with Us

**Pricing Summary
Available on Request**





Sale of Sites Sellers Offering

Discover an all-encompassing solution tailored specifically for business owners seeking to sell their service stations. Our comprehensive range of services provides you with the freedom to choose between an end-to-end solution or opt for individual services based on your current stage in the process outlined in detail below. Our exclusive mandate solution encompasses a variety of essential services designed to streamline your experience. From valuation, site marketing, invaluable legal services and support, finance application support, and retail license application guidance, to the important task of the takeover, we have you covered every step of the way. Here's a brief overview of what each service entails:

Valuation	Marketing	Legal Services	Finance & Retail Licence Application	Business Takeover
Trust PetroCONNECT's experienced professionals to deliver a comprehensive valuation report, meticulously analysing your incomes and expenses with a diligent approach. We provide a valuation certificate, solidifying the credibility of our findings and empowering you with valuable insights for informed decision-making.	The PetroCONNECT Academy has trained up many able and vetted buyers wanting to enter the industry. We market your business to this pool together with leveraging database marketing, social media advertising, and specialised publications to ensure maximum exposure for listed businesses and developments, connecting you with motivated buyers. Trust us to effectively market your site, unlocking its true potential in the competitive marketplace with our comprehensive approach and industry expertise.	PetroCONNECT streamlines the drafting of Sale of Business Agreements and provides a comprehensive system to monitor and manage condition fulfilment, offering a simplified process and minimised risks. With expert facilitation by our Legal professionals and centralised documentation management, we empower you to navigate the sale process efficiently and confidently.	Get the support and guidance you need to navigate the obstacles on your path to obtaining finance and a retail license. Our experienced team will assist you from start to finish, ensuring efficient and timely approvals while handling the compilation and facilitation of Finance and Retail License Applications.	PetroCONNECT has an experienced team that will assist and guide you through all the challenges and obstacles leading up to the actual takeover of the site. With this being the final stage of the sale transaction, it can be overwhelming for all parties involved and we must assist in ensuring all requirements are met in preparation for the actual takeover day.



VALUATION



MARKETING



**LEGAL
SERVICES**



**FINANCE
APPLICATION
& RETAIL
LICENCE
APPLICATION**



**BUSINESS
TAKEOVER**



The Sale of Sites Process

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Sale of Sites Buyers Offering

Vetting of Valuation	Vetting of Sale of Business Agreement	Finance Application	Retail License Application
Our finance team will assist you with conducting a thorough financial due diligence on the business to ensure that the value that the business is being sold for is justifiable.	Entering into a Sale of Business Agreement can be very stressful as a new or even existing retailer, especially if you do not understand legal terminology or are uncertain of what clauses are necessary to be included in the Agreement. Our professional Legal Team will be able to assist you in the vetting process of the Agreement and will provide you with the guidance needed to enter into and conclude a fair Agreement.	Our experienced team is ready to offer you the support and guidance you require in order to get through the task of obtaining finance and often the hurdles in your way to get to the finishing line. They will assist you with the compilation and facilitation of the Finance Application from start to finish and will ensure an approval is obtained efficiently and timeously.	The Department of Mineral Resources and Energy (DMRE) has specific requirements when it comes to the compilation and submission of a Retail License Application. Having dealt with numerous Applications in the past, our team has vast knowledge and experience in compiling Applications without receiving any queries and ensuring an approval is obtained.



Labour Relations Services

Let us help you

- Eliminate the risk of exorbitant costs that arise from labour disputes and labour unrest;
- Deal with tedious and time consuming disciplinary enquiries while you focus on your core business and profit making;
- By being your subject matter expert on Labour Laws so you don't have to be one;
- With people issues that could be complicated and cumbersome for you to handle.

With our Labour Relations Services, we aim to regulate the employer-employee relationship and provide support in managing cumbersome and complex issues in the workplace. Along with our suite of offerings under the banner of Labour Relations, we offer experienced Labour Advisors to assist with Misconduct and Performance issues. Our Labour Advisors will assist with progressive discipline, disciplinary enquiries (both initiating and chairing) preparation of disciplinary enquiry packs, guidance on processes aligned to the South African legal framework such as the Labour relations Act and Basic Conditions of Employment Act, representation at CCMA and DRC.

The benefits include our expert understanding of the nature of the fuel retail industry and its regulations, relieving business owners from being solely responsible for handling labour issues. By utilising our services, you will receive sound advice.

Additionally, the services help businesses remain informed and updated on evolving laws and regulations in the fuel sector while enforcing improved staff management solutions through discipline management, incapacity investigations, and dispute resolutions. The labour services also help our clients remain compliant and ensure proper governance.

We utilise a unique People Management Software System, which acts as a repository, to efficiently record labour information and documentation. Giving clients easy access to all their information via an efficient online platform that can be accessed anytime and anywhere.

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**Pricing Summary
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Back Office Management & Financial Services

Back Office Management and Financial Services has a solution designed to empower a retailer with a tool to help better manage their back office operations and create more efficiencies, putting the power back in your hands. Our solution aims to empower you with the knowledge to make the right decisions in your business timeously.

BOT powered by PetroCONNECT

The BOT software solution is designed to streamline back office administrative tasks, securely share information and create better controls and efficiencies.

This innovative solution eliminates the need for manual excel templates, allowing site administration staff to complete and share customised online templates with ease. The tool includes comprehensive templates for capturing daily sales versus method of payment per cashier per shift, uploading of source documentation as well as an exhaustive fuel reconciliation template that meets the requirements of major oil companies. With customisable access rights, users can securely view their information at any time, ensuring a safe and efficient platform for managing your business.

**To gain a visual understanding of the functionality of the BOT,
please refer to the video provided below:**



In the dynamic world of business, staying ahead of challenges is crucial for success. At PetroCONNECT, we understand the intricacies involved and possess the knowledge and experience to offer comprehensive solutions across multiple facets of your business. Whether you're an established Retailer or a newcomer entering the industry, we provide you with unwavering support. We look forward to serving you soon.

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