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China's top oil and gas producer adopts Wincor Nixdorf's integrated Service Station solution for total site management

CNOOC, China's top offshore oil and gas producer, has awarded Wincor Nixdorf its first 'site management' project in China for service stations. Wincor Nixdorf, an end-to-end solutions provider to retailers and retail banks, won the contract to install state-of-the-art hardware and software at over 500 premium service stations across the country.

The deal will help CNOOC build its expanding service station network to cater to increases in car ownership in China. The state-owned oil company will use Wincor Nixdorf's Beetle iSprint point of sale (POS) and i-SERVICE STATION solutions to optimize processes and drive new revenue streams at its premium service stations, which feature multiple fuel pumps and a convenience store in the stations. CNOOC project spans from Huizhou in the south China, to Shanghai and Hangzhou in eastern China, to Beijing, Tianjin, Hebei and Liaoning in the north.

Wincor Nixdorf will map most of business processes of the company, from the service station POS terminal to the back office. In addition to the installation of the NAMOS software platform, Wincor Nixdorf will be responsible for servicing all installed systems on an ongoing basis. The core of the i-SERVICE STATION platform is NAMOS compact, a solution which manages the entire service station operation from a central POS system.

To date, CNOOC's systems have not been connected via a common software platform – a situation that will be resolved with the installation of i-SERVICE STATION.

CNOOC will use Wincor Nixdorf's NAMOS retail, another major component of i-SERVICE STATION. This flexible solution allows operators to effectively manage and control most aspects of their petroleum/convenience stores network like merchandise management, stock ordering, inventory control and vendor management.

The state-owned company also will adopt NAMOS paylane OPT (Outdoor Payment Terminal), another element of i-SERVICE STATION. This solution helps service stations broadcast promotional messages to the customer at the pump to generate sales. It will enable CNOOC to adopt self-service and card payments – initiatives to date that have been rarely adopted in China. "These changes mean that CNOOC can carry out sales and marketing initiatives faster, with the right level of convenience and customer satisfaction. Our presence in China enables Wincor Nixdorf to deliver strong local support for all of our hardware and software solutions," says Xu Hong Liu, Head of Service Stations, Wincor Nixdorf China.

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