



# Revolutionizing C-Store Connectivity

Powering Secure, Scalable, and Seamless  
Networking for Modern Fuel Retailers

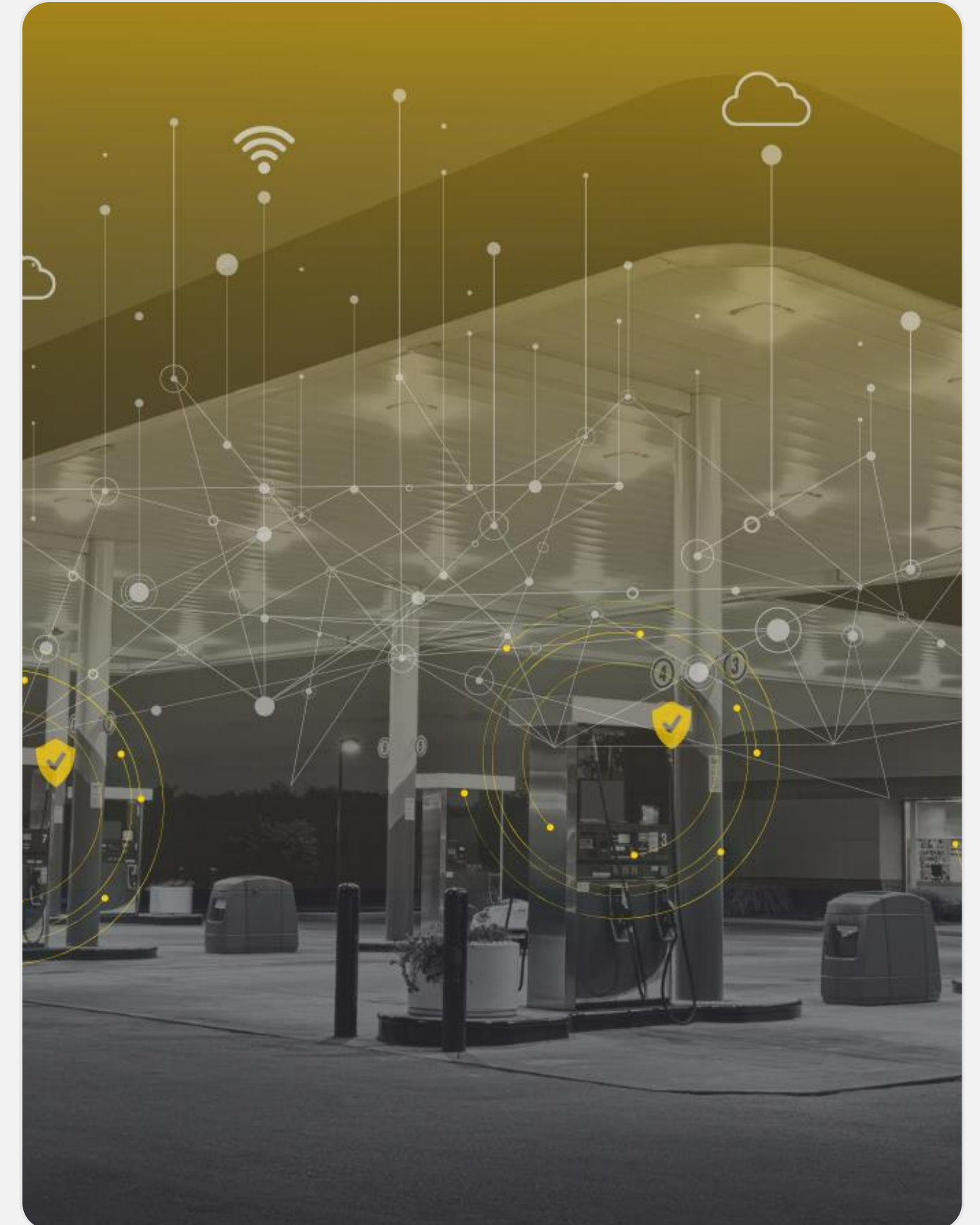


**Jon Kelly**

Chief Revenue Officer  
[jonk@makonetworks.com](mailto:jonk@makonetworks.com)



Network Security. **Always on.**



# Who is Mako?

## Global footprint

- ✓ Founded in 2000
- ✓ US HQ with offices in US, UK, NZ & Australia
- ✓ 30k+ deployments across branded & unbranded fuel sites

## Integrated network platform

- ✓ Single-vendor hardware **and** software stack
- ✓ Purpose-built for petroleum retail security & uptime

## Industry validation

- ✓ Approved network vendor for nearly every major oil brand
- ✓ MNSP-certified by **Gilbarco & Verifone**
- ✓ Rich library of petroleum-specific features & third-party integrations



# Edge-Powered Retail

## Connected Convenience Delivered in Real Time

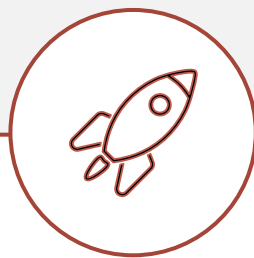
Modern convenience demands performance, security, and uptime at the edge – the battleground where data is generated, collected, and processed.





# Why Network Infrastructure Matters

## Modern Retail Tech Demands Are Increasing



### App & Data Explosion

Increased customer and employee expectations stress edge infrastructure



### Cloud Costs & Fatigue

Subscription fatigue drains budgets; latency issues hinder real-time performance

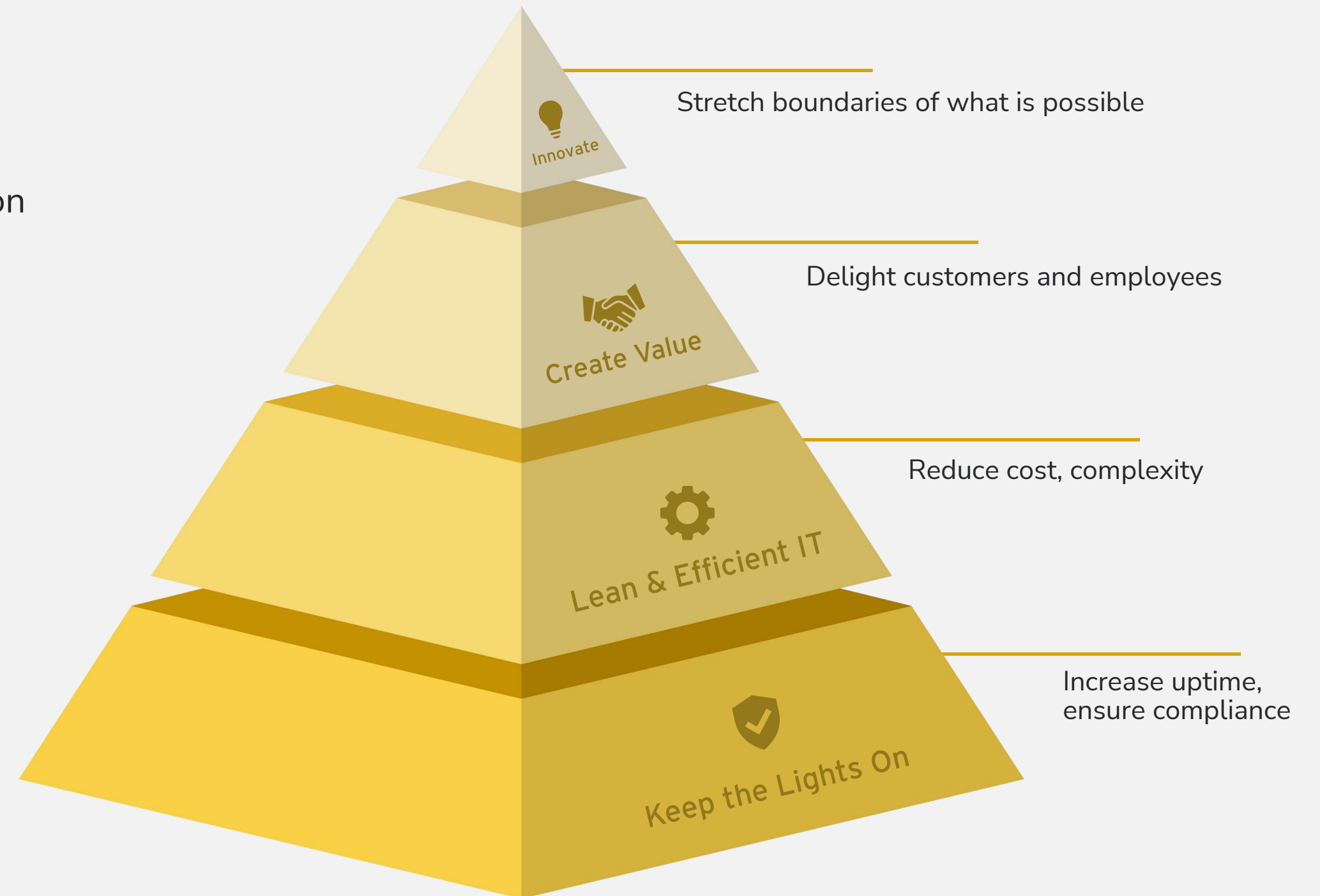


### Operational Complexity

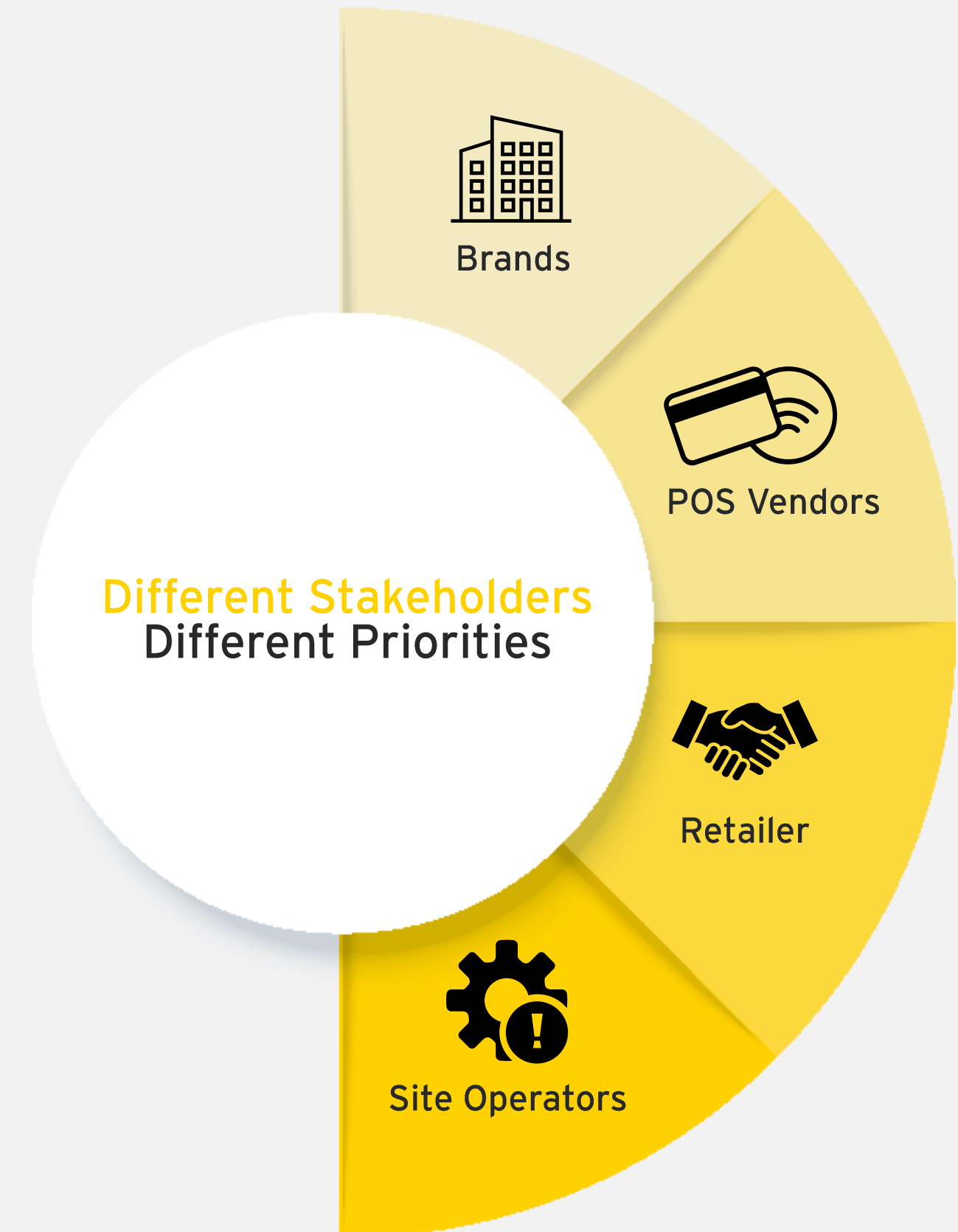
Multi-site and/or multi-branded operations breed inconsistency, opacity, and risk

# Hierarchy of IT Needs

Innovation, value creation, and lean operations all rest on a rock-solid, always-on network foundation



## Petro Retailers' Added Networking Challenge: Address Various Stakeholders' Network Needs Reliably and Cost-Effectively

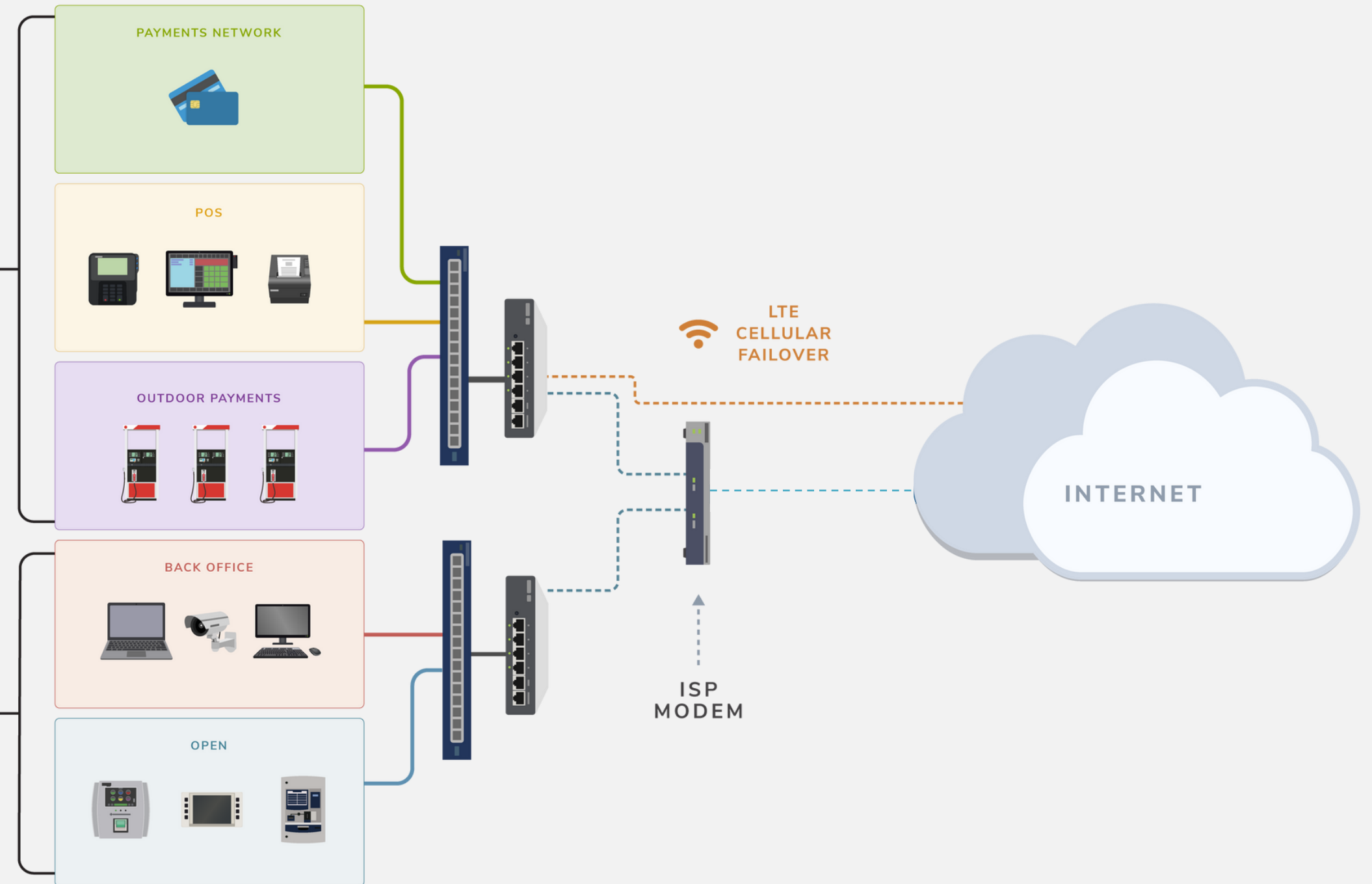


LEGACY NETWORKS

# Typical Multi-Stack Petroleum Network Architecture

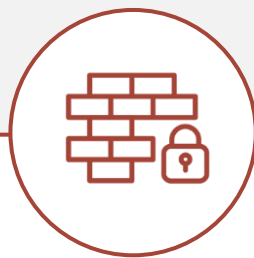
**Network 1** ✓  
MNSP firewall to meet  
brand and / or POS needs

**Network 2** ✓  
Internal firewall to meet  
internal IT needs



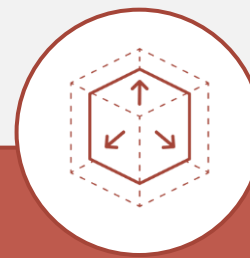
# Why Multiple Network Stacks?

## Modern Petro Retail Demands More Than Legacy Network Solutions Can Deliver On Their Own



### Most MNSPs Restrict Retailer Access and Control

MNSP firewall equipment secures POS devices but is often highly restricted



### Digital Transformation Increases Network Demands

CCTV, kiosks, smart devices, and Wi-Fi demand high network performance and customization



### Secondary Network Stacks Come to the (sort of) Rescue

Supplemental firewalls offer flexibility but come with cost, limitations, and dependencies



# The Hidden Costs Outdated Petro Network Solutions



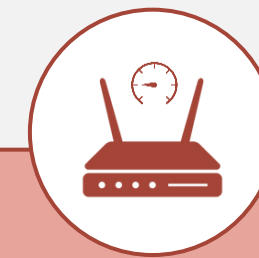
## Multiple Networks Add Cost and Complexity

Custom-built internal networks create tech sprawl, cost, risk, and complexity



## Third-Party Dependencies Disrupt Operations

Third-party equipment creates barriers to reliable support, remote visibility, and control



## Outdated Edge Devices Cannot Cope

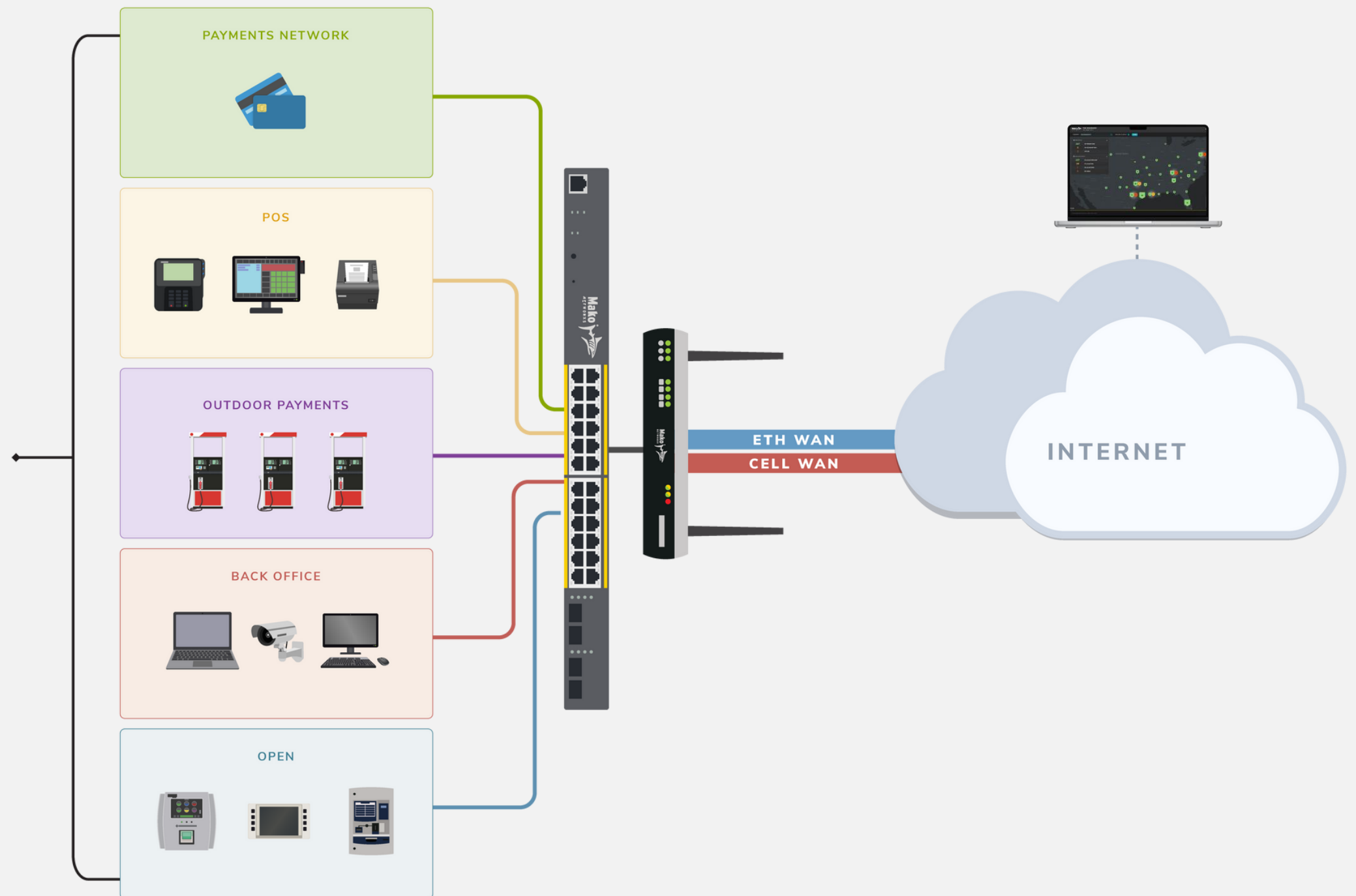
Older edge devices lack processing power to keep up with high bandwidth demand

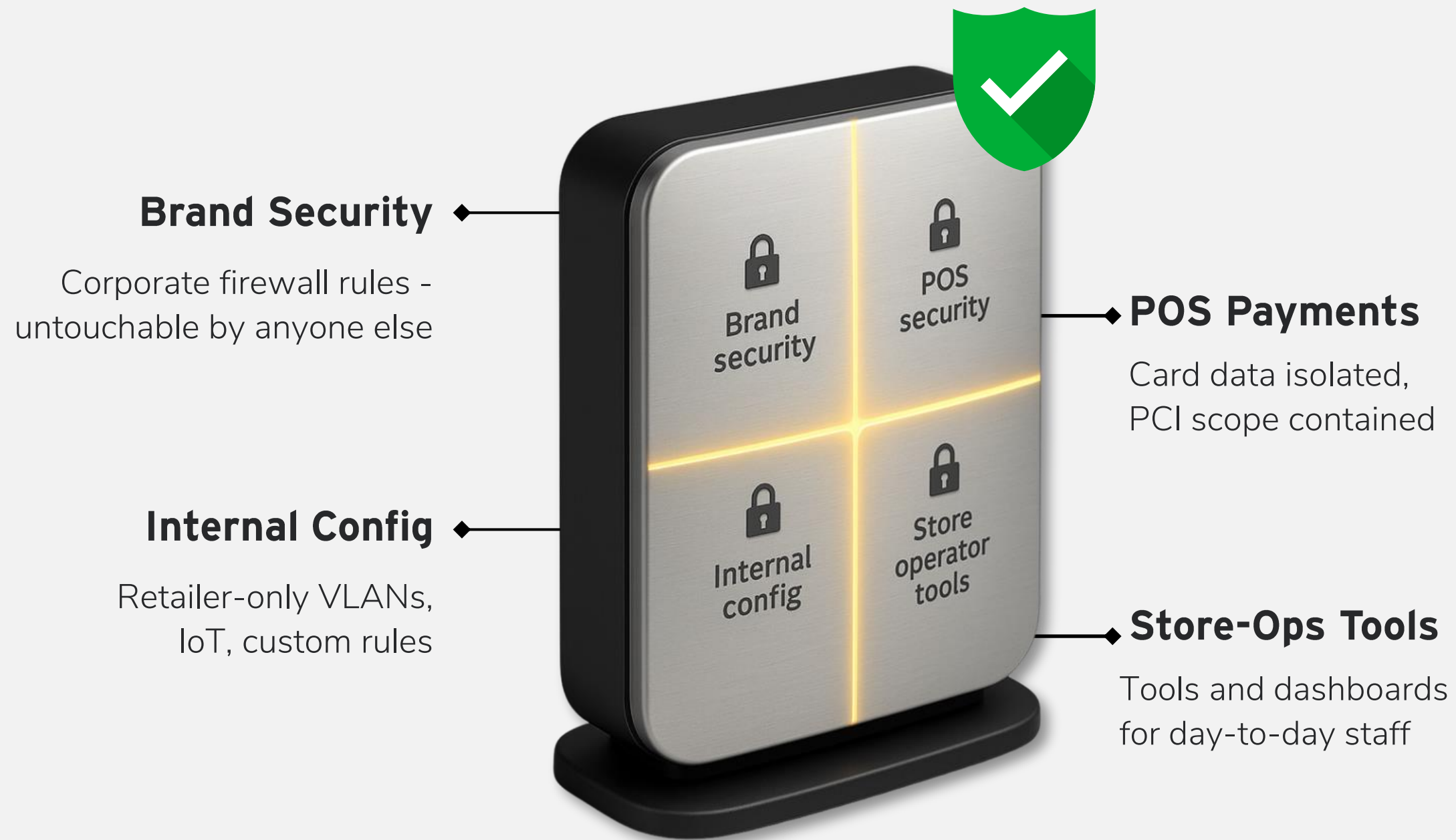
THE FUTURE OF RETAIL NETWORKING

# Unified Single-Stack Petroleum Network Architecture

One Network ✓

Top operators demand a single network stack that meets brand, POS, retailer, and site operator needs with redundancy and centralized remote management





## Built-in Security

### Segregate Data and Access with Advanced Edge Devices

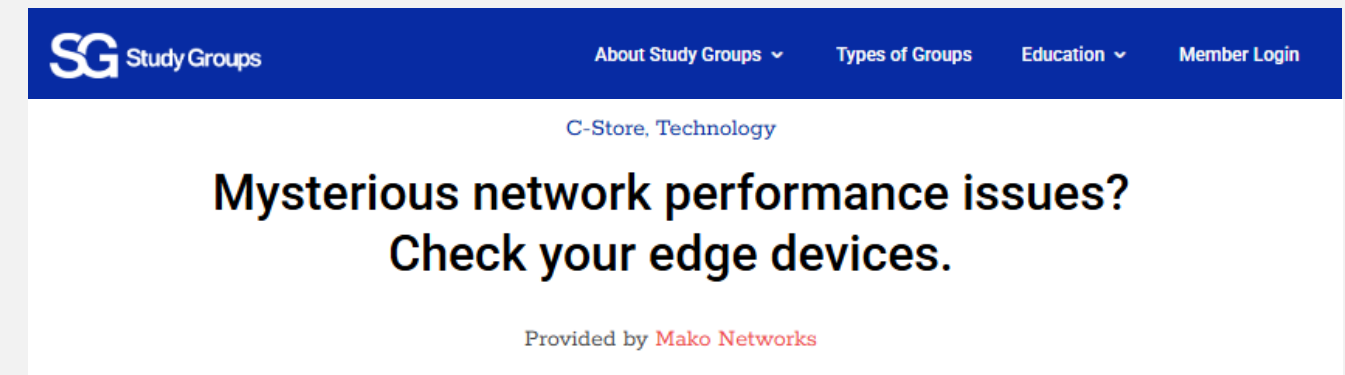
#### Secure Zones

Run brand, POS, internal, and operator services side-by-side with zero data bleed.

# Mysterious Performance Issues? Check your Edge Devices.

- ✓ TXB experienced degraded performance despite upgrading bandwidth from ISP.
- ✓ Legacy edge devices with limited processing capacity were eventually identified as the culprit. An antiquated network design compounded issues.
- ✓ Replacing outdated hardware with advanced edge devices and direct-routing SD-WAN architecture unlocked performance

[Check out our SG Voices article on this topic!](#)



# The Ingredients for Petroleum Networking Success

## Simplicity + Performance + Redundancy = Value

What can you do today?

### 01 Eliminate unnecessary hardware

Consolidate boxes and systems to reduce costs and tech sprawl

### 02 Upgrade edge devices

Improve performance with edge devices fit for today's demands

### 03 Use fit-for-purpose tech

Leverage petro-specific hardware and software where available

### 04 Demand best-in-class redundancy

Identify and eliminate central points of failure (internal / external)



# Thank you

## Please contact us with additional questions!



**Jon Kelly**

Chief Revenue Officer

jonk@makonetworks.com



800.851.4691 x2



sales@makonetworks.com



makonetworks.com



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