

Mansfield Oil

COMPANY OVERVIEW

Mansfield Oil is a national fuel supply, distribution and logistics company focused on improving efficiencies in the downstream petroleum supply chain. The company delivers motor fuels nationwide to commercial, industrial, government and retail customers. In November of 2007 Mansfield Oil was ranked by Forbes as the 136th largest privately held company in the US with revenues of \$2.6 Billion and sales growth of 26% in fiscal 2007. The company is headquartered in Gainesville, Georgia and currently markets and delivers more than 1.5 billion gallons of fuel every year to clients throughout 49 States.

BUSINESS & TECHNOLOGY CHALLENGES

A power and telecom disruption, due to a Georgia ice storm, challenged Mansfield's ability to maintain its service level commitments to its geographically dispersed client base. The company looked to Corus for a strong business continuity plan that would help prevent future business disruption in the event of another disaster.

THE CORUS SOLUTION

Corus completed detailed workshops and interview sessions with Mansfield's critical business units and IT department. These meetings helped Corus understand the business and technology requirements that Mansfield needs to provide uninterrupted service. This information went into the development of detailed recovery plans for the following departments:

- Accounting
- Fleet Management
- IT
- Operations
- Customer Service/Sales

Corus worked with Mansfield on an agreement to use emergency facilities in a co-location facility for its datacenter hardware space, emergency phone switch and work center. The plan also includes a quick-ship agreement with one of Mansfield's longtime hardware suppliers.

After setting up the program, Corus completed successful on-site exercises with Mansfield to test the business continuity plans involving each of the company's critical business units. These exercises are run annually to test the systems and to make any adjustments and improvements to the plan that are needed do to company growth and business changes.

MEASURABLE RESULTS

As a result, Mansfield has a business continuity program that includes a comprehensive set of recovery procedures. A trained team is now in place to implement the program, should it ever be necessary.

Senior management now has a high level of confidence in their ability to recover quickly after a disruption occurs and maintain its critical business functions. The company plans to highlight the new program in upcoming marketing initiatives as their business continuity planning efforts give Mansfield a competitive edge in providing end-to-end fuel supply, delivery and risk management solutions

- PROJECT SPECS -

CLIENT:

MANSFIELD OIL

INDUSTRY:

ENERGY

SERVICES RENDERED:

- Business Continuity Strategy
- Disaster Recovery Planning

