

5 B2B Fuel Payment System

Industry	Oil & Gas, Retail	Client	Gazprom Neft
Role	Project Manager, Business Analyst, Solution Architect		
Key Result	Created a platform for cashless settlement. Reduced fraud by replacing paper fuel coupons with cards. Automated cashless settlements with 70,000 legal entities; reduced reconciliation time 6x, cut fraud losses 10x; received a client commendation.		

Situation	Task	Action	Result
Gazprom Neft operated a large network of gas stations and worked with both individuals and over 70,000 corporate clients. Fuel was provided to corporate clients via prepaid cards and paper vouchers, leading to reconciliation errors and opportunities for fraud.	To develop and implement a fuel settlement system based on smart chip cards processed through OilPC's proprietary processing network. The goal was to replace paper vouchers, reduce fraud, and enable seamless cashless transactions for corporate clients at Gazprom Neft gas stations.	Led a cross-functional team of up to 22 people, including subcontractors. Collected and analysed business requirements, worked on UI/UX design, and performed business analysis. Organised and conducted demos and acceptance testing. Ensured proper coordination across multiple vendor teams.	The system enabled accurate and transparent reconciliation with over 70,000 corporate clients. Time to reconcile was reduced 6x (from 6 weeks to 1 week), fraud losses were cut 10x, and client satisfaction improved due to a more reliable settlement process. Received an official letter of gratitude from the client.