



## PRESS INFORMATION FOR IMMEDIATE RELEASE

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### **PDI Acquires FACTOR, a Part of the WR Hess Company – Expanding its ERP Portfolio & Capabilities to Serve the Wholesale Petroleum Industry**

***Acquisition complements and bolsters PDI's solution portfolio, strengthening its wholesale operations management suite***

**ATLANTA, Sept. 28, 2018** – PDI ([www.pdisoftware.com](http://www.pdisoftware.com)), a leading global provider of enterprise software solutions to the convenience retail, wholesale petroleum, and logistics industries, today announced it has acquired FACTOR, an asset of the WR Hess Company. Headquartered in Oklahoma City, Okla., FACTOR was founded in 1977 as a division of WR Hess. PDI has acquired FACTOR today to better serve customers, deepen its expertise in petroleum wholesale, and broaden its customer base nationwide.

FACTOR has served the petroleum marketing industry for over 40 years, focusing solely on operational and profitability improvement for companies that buy and resell refined petroleum products. The division was started to automate business processes, streamline paperwork, minimize labor, and maximize profits. It has grown and evolved into a full suite of Enterprise Resource Planning (ERP) and enterprise applications addressing the needs of petroleum marketers around the country.

FACTOR's solutions provide accounting, c-store, wholesale, and fuel management software solutions, giving customers end-to-end visibility into their entire business operations, so they can make accurate and informed management decisions that lead to growth and increased profitability.

"We are pleased to add FACTOR's expertise, services and customer roster to our existing portfolio," said Jimmy Frangis, CEO, PDI. "The addition of FACTOR's solutions further demonstrates our commitment to the wholesale petroleum industry, providing our customers with a full ERP management system across all aspects of their business. It also expands our professional services team across North America and adds hundreds of great, new customer names."

FACTOR's solutions serve 330 customers across North America and more than 1,000 companies in wholesale, transport and retail. It also boasts over 150,000 home heating customers. Today's acquisition will enhance PDI's strong wholesale petroleum expertise and bolster the company's wholesale portfolio and customer roster.

The acquisition of FACTOR continues PDI's strategy of developing, acquiring and supporting best-in-class industry solutions for the petroleum wholesale and logistics industries worldwide.

"FACTOR was created with unbridled entrepreneurial spirit, and over the years, our industry expertise and excitement for servicing our wholesale petroleum customers has continued to fuel the development of our ERP automation solutions," said Jerry Hess, CEO, FACTOR. "PDI and FACTOR share a common philosophy to help businesses run better and thrive, and we're excited to be part of the PDI family."

"All of the acquisitions PDI has made in the last two years support our customers in various ways and provide them with expanded and robust service," added Frangis. "Today's acquisition of FACTOR further solidifies our commitment to growing our business and creating value that makes a difference for our customers, partners and employees."

### **About PDI**

PDI ([www.pdisoftware.com](http://www.pdisoftware.com)) helps convenience store retailers and petroleum wholesale marketers worldwide thrive in a digital economy with enterprise management software. Over 1,500 customers operating more than 200,000 locations trust PDI to optimize their entire operations, whether they are a wholesaler or single site, multi-site, dealer or a franchise operator. PDI's enterprise, wholesale and logistics management software solutions and retail back office systems have been designed around the evolving needs of customers for more than 35 years. We reimagine enterprise management to help our customers transform their business and deliver exceptional experiences.

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