



Eterna PLC streamlines with Sage Evolution

Please provide a brief background on your company:

Eterna was incorporated on the 13th of January 1989 as Eterna Oil & Gas Limited and commenced business in 1991. We re-registered as a public limited Company in 1997.

In our bid to carve out a niche as a manufacturer and marketer of reliable, efficient and high quality lubricants and oil products, we established a technical trading relationship with Castrol BP in 1991 – the pioneers in global lubricant technology and specialty chemicals. This relationship gave rise to a distributorship agreement and an exclusive right to import and market Castrol products in Nigeria and the ECOWAS sub-region.

Today, our lubes blending plant is the third plant in Africa with a state-of-the-art laboratory to exclusively manufacture Castrol products and will be the only one to cater for the West African markets.

We have also significantly, expanded our retail network in the coastal areas in order to enhance our cashflows and profitability with the following acquisitions:

- A Coastal Tank Farm in Lagos with a capacity of 34 million Litres;
- An Aviation Fuel Depot at the Bill Clinton Drive, within the Nnamdi Azikwe International Airport, Abuja
- Development of a Coastal Storage facility in Ikot Abasi, Akwa Ibom State to serve the petroleum products needs of the Eastern and Southern markets.
- Roll-out of several filling stations across the country.

Which Sage solution/s was implemented?

Sage Evolution

Is this a Purchased deal or a Hosted solution?

Purchased

A brief quote from the client regarding the improvements the software solutions have brought to the business.

The implementation of Sage Pastel Evolution allows Eterna Plc to conduct transactions and analytics in the same IT environment, saving time and money, reducing operational cost, enhancing controls and establishing a technology foundation that can scale as the company grows.

It also helps in providing insight, which simplifies management and improves data availability and transparency that aid the decision making process.

Customer
Eterna PLC

Industry
Oil and Gas

Spokespersons Name
Olabintan Bosun

Spokespersons Designation
System Control Coordinator

System
Sage Evolution

Service Provider
ATIB Services

Spokespersons Name
Bayo Atekoja

Spokespersons Designation
CEO