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*****FOR IMMEDIATE RELEASE*****

GOLDEN OIL CUTS ANNUAL TECH SPEND OVER 50% AFTER PARTNERING WITH MAKO NETWORKS

The leading fuel retailer deployed Mako's PCI-certified, cloud-managed solution, streamlining over 20 sites and cutting their annual tech budget in half.

ELGIN, IL - August 15, 2025 - [Golden Oil Company](#) was grappling with a fragmented, multi-vendor network that pushed their system network's efficiency, support, and compliance to the brink. Their more than 20 sites were connected to disparate networking and connectivity systems managed in silos or with flimsy integrations, leading to costly overhead and daily functional difficulties for both the corporate IT team and store employees alike.

The Solution? Mako Networks' Unified Network Stack

Golden Oil chose Mako Networks' PCI-certified, cloud-managed system to streamline and secure its network of sites. That single stack petroleum network architecture included:

- Mako 6600 M/LTE advanced firewall
- 24-port managed switch
- Mako Central Management System, including Smart ATG and Periscope
- Mako Voice and VPN concentrators

Golden Oil recognized Mako's strength in core networking capabilities - cellular failover, secure payment processing, and firewall protection. Mako's approval as a managed network service provider (MNSP) by nearly every major oil brand, including Chevron, ExxonMobil, Valero, BP, and Sunoco, underscores the solution's reliability and quality.

What truly set Mako apart were its remote management and connectivity features, which delivered significant ROI for Golden Oil. Mako's Central Management System (CMS) goes beyond standard MNSP functionality, enabling secure, PCI-compliant remote access to critical operational data like fuel readings from automatic tank gauges and transaction logs from POS systems.

Periscope, Mako's award-winning CMS feature, adds another layer of value by providing secure, real-time remote control of any web interface behind a Mako firewall, whether it's POS, CCTV, or other connected equipment.

Realizing the Benefits of Mako Networks

With the site solutions installed and running, Golden Oil began to see results almost immediately:

- **Field Service Savings:** Mako's reliable architecture eliminated frequent IT-related service calls. CMS features like Periscope (remote POS access) and SmartATG (remote fuel data access) replaced routine site visits for updates and data collection. In all, Golden reduced in field service spend by \$400K with Mako.
- **Vendor Consolidation:** Golden Oil replaced five separate systems with Mako's unified stack - cutting \$250K in subscription fees and removing five devices per store.
- **Built-in Redundancy:** Mako's edge device includes cellular failover, eliminating the need for separate 4G Cradlepoints and saving \$60K annually.
- **Efficient, Cost-Saving Remote Access:** Mako's built-in VPN replaced costly cloud hosting, saving \$24K.
- **VOIP Phone Lines:** Mako Voice replaced traditional phone lines, saving \$20K per year.

Taylor Wilson, Director of IT at Golden Oil, shared, "Mako has been a game-changer - saving us time and money, especially on field dispatches. Remote access to our connected equipment through Mako's secure, PCI-compliant CMS has saved us thousands of dollars and months of effort with zero security vulnerabilities."

You can learn more about Golden Oil and their exceptional savings and network transformation with Mako by downloading their case study [here](#).

About Golden Oil

As a full-service distributor of wholesale petroleum products for new and existing Midwest locations, Golden Oil is committed to excellence, reliability, and integrity, and strives to provide customers with the best products and services available. The Golden Oil team has

over 50 years combined experience in the petroleum wholesale and retail business, and a large network of BP-branded retail facilities operated by both company personnel and independent dealers.

About Mako Networks

Founded in 2000, Mako Networks develops technology to deliver simple, secure, PCI-certified networks to distributed enterprises, including fuel stations, convenience stores, retail chains, and quick serve restaurants. Mako Network's innovative edge security solution is deployed in 22 countries by some of the largest multilocation companies in the world. The All-in-One Mako System provides effortless nonstop secure networking using proprietary cloud-managed plug-and-play devices that offer speed to deployment and instant scale with no onsite IT required.

The Mako System also supports a range of in-demand services, such as SASE, SD-WAN, Cellular Failover, Next-Gen Firewall, Cloud VPN, Wi-Fi and Voice services. The Mako System is sold as a combination of hardware and managed services or as an "as a service" subscription from Mako Networks or its authorized partners.

Mako Networks is a global organization based in the United States with offices in the United Kingdom, Australia and New Zealand. For more information, visit makonetworks.com.