



Powering Libya's Energy Sector with Zoho

Case Study



Overview

Digital Growth for Libya's Oil & Energy Industry

Libya's oil distribution and energy businesses are critical to national infrastructure, transportation, and industry.

Yet many operators still depend on manual records, spreadsheets, and disconnected tools.

Key operational realities include:

- Regulatory and government compliance requirements
- Complex distributor and dealer networks
- High-value fuel inventory and stock movement
- Credit-based billing and payment cycles
- Field sales and depot-level coordination
- Leadership demand for accurate, real-time reporting

A unified digital platform is essential to reduce risk, improve control, and enable scalable growth.



Zoho for Oil & Energy Distribution

Zoho Platform Capabilities

Sales & CRM

- Centralized management of customers, distributors, and dealers
- B2B contract and bulk fuel sales tracking
- Automated quotations and follow-ups

Operations & Inventory

- Real-time fuel stock visibility
- Depot and warehouse management
- Order processing and delivery tracking

Finance & Accounting

- Automated invoicing and expense control
- Credit management and payment follow-ups
- Profitability analysis by customer or region

Field & Workforce Management

- Mobile access for sales and operations teams
- Task assignments and performance tracking

Analytics & Reporting

- Live dashboards for management
- Sales, stock, and revenue forecasting

Technology Stack



How Zolute Helps

Implementation & Regional Expertise

Our Approach

- Industry-focused Zoho configuration for energy operations
- CRM, inventory, and finance unified in one system
- Custom workflows aligned with Libyan business practices
- Role-based access and secure data handling
- Management and compliance-ready reporting

Why Zolute

- Strong Zoho ecosystem expertise
- Experience across the Middle East & North Africa
- Scalable systems for growing energy enterprises
- Ongoing training, optimization, and support



Get In Touch



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