



The power of one.

BroadGrain creates foundation for future growth

Background

BroadGrain is a leading marketer and handler of grains, oilseeds, by-products and specialty crops for both feed and food markets. The Toronto-based company exports agriculture products to difficult-to-reach and risky markets like Libya, Syria and Yemen. Its commodities come primarily from North and South America and Eastern Europe, with demand focused in the Mediterranean basin and Red Sea, covering North Africa, the Middle East and the Arabian Peninsula. Trading in the region can be challenging, with massive volumes and transactions and significant volatility.

Business challenge

BroadGrain is expanding and has operations in almost every continent in the world. The company was using a legacy ERP system that couldn't keep pace with their business. At the end of every month, they would spend 5 to 8 days to close accounting books. A sizeable portion of work was achieved manually on spreadsheets because their ERP system didn't fully support features specific to trading in North American markets.

With a rapidly expanding footprint, BroadGrain was presented with a few immediate challenges. They needed their systems to scale fast to accommodate growth and they needed a centralized repository of data where everyone would have one view of business-critical information. Most importantly, they wanted to optimize their business processes and eliminate manual redundancies.



Eka's willingness to work with us to ensure the solution truly addressed our business goals really stood out. Eka's CTRM automatically handles region-specific nuances, helping us improve workflows and improve efficiency.

Business solution

After considering several vendors, BroadGrain chose to replace their ERP system with Eka's Platform for Trading and Risk Management solutions. They needed their systems to scale fast to accommodate their growth strategy and they needed a centralized repository of data where everyone would have one view of business-critical information.

Business benefits



90% reduction in closing end of month accounts

After implementing Eka's CTRM, BroadGrain reduced their time to close end-of-month accounting books from 8 days to under 15 minutes.



Superior multi-modal logistics

BroadGrain was able to increase their efficiency and reliability in their supply chain by planning and optimizing all aspects of their multimodal logistics network.



Optimized vessel management

BroadGrain is now able to plan better trading strategies with solutions for Planned Container Shipment (PCS) and Planned Bulk Shipment (PBS) solutions from Eka that provides them with complete visibility into their international stock shipment.



Capitalize on trade opportunities faster

With Eka's Pre-trade Analysis, traders at BroadGrain no longer spend hours on spreadsheets to analyse scenarios for each commodity manually.



Eliminated manual processes

With Eka's solutions, BroadGrain was able to eliminate nearly 90% of their manual processes that required spreadsheets.



Improved corporate governance

With Eka's solution, BroadGrain benefits from improved workflows and activity management. Teams no longer manually extract invoices from the system and email them to finance for payment.



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To learn about how Eka can add value to your operations.

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About Eka Software Solutions

Eka Software Solutions is a global leader in providing digital solutions for Trading & Risk, Supply Chain Management and Financial Services driven by Cloud, Blockchain, Machine Learning and Analytics. The company's best-of-breed solutions serve the entire trading value chain across agriculture, energy, metals and mining and manufacturing markets.

Eka's Cloud Platform provides advanced analytics, one source of data and an automation engine, providing maximum flexibility and investment protection as business needs and market requirements change. Eka is committed to ensuring its 100+ clients can work from anywhere and collaborate across ecosystems within a secure and trusted environment.

For more information, visit www.eka1.com and follow us on [LinkedIn](#) and on [Twitter](#).