



The power of one.

Farmer network moves faster with Eka


Background

An independent agri-company made up of innovative farmers, technologists and scientists was on a mission to empower farmers and deliver independent, unbiased, and objective farmer-driven information. The network's goal is to provide its farmers powerful agronomic and financial insights, including comprehensive analytics on seed performance, agronomic practices, input prices, yield benchmarking, and more.

Business challenge

In 2017, the independent network launched a crop marketing business to provide member farmers new flexibility in choosing buyers. By allowing farmers to trade through them, the network would carry the risk while enabling farmers to avoid margin calls and derivative trades. The test program was started as a small project and managed entirely on spreadsheets.

As the program grew, manually collecting and analyzing data became too cumbersome, taking up to three weeks to complete. At that point, the data was outdated before it was even reviewed. The agri-company also had no consolidated way to evaluate risk. They needed one comprehensive system to manage trading and risk.



Eka's flexible platform supports the agri-company's dynamic business model. And, as they continue to test new business models and enter new markets, Eka's solution can grow with them – in just days or weeks.

Business solution

The agri-company implemented Eka's Commodity Trading and Risk Management (CTRM) to manage farmer, producer, and buyer sales contracts, pricing, hedging, executions, and invoicing on one platform. Eka's solution helped them create daily reports on filled positions, completed contracts, and hedging strategies.

Business benefits



All data on one platform

Because the company now manages farmer, producer, and buyer sales contracts, pricing, hedging, executions, and invoicing on one platform, reconciling hedges is faster, and ensuring all contracts are hedged is easier. The company can quickly reconcile levy check-off received from farmers and paid to elevators and generating invoices is efficient and easy.



Anytime, anywhere reporting

Users can view exposure at the click of a button instead of waiting days for manual reports. Eka's CTRM also eliminates any chance of human error while it aggregates, blends, and analyzes inputs from all data sources to provide one, accurate visual representation of position in real time. The agri-company is now better able to monitor and manage risk.



Increased productivity

By integrating all trading and risk management onto one platform, the agri-company removed manual data integration processes completely. Reports that used to take three weeks to create are now created in just a few minutes.



One accurate view of the business

Eka delivers a holistic, accurate, current picture of the state of the business and enables the agri-company to drill down and evaluate the performance of each member.



Custom reports

The company also has access to instant executive dashboards, enabling faster, better decision making and quick responses to market shifts.



Fast implementation

Implemented in just eight weeks, Eka's platform provided immediate benefits to the company.



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

www.eka1.com

info@eka1.com



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](#).