



The power of one.

# Large sugar producer powers growth with Eka's Cloud Platform

## Background


As businesses grow and expand their operations across several geographies, getting one, consolidated view of risk portfolio becomes increasingly difficult. The central risk management team of a large sugar producer based in Europe realized it was getting harder to get a consolidated view of the company's risk portfolio because derivatives were being managed from nine different entities using nine different systems.

### **Business challenge**

In order to thrive in a fiercely competitive and turbulent world market, the company knew they needed to manage their risk differently. They needed to centralize their derivative operations so that they could get one, consolidated view of position to manage their risk better.

The sugar producer's first instinct was to upgrade their two-year-old CTRM system by adding derivatives to it. Unfortunately, they quickly learned that their CTRM system was incapable of supporting derivatives, even with a custom build.

The company issued an RFP to find a solution that could manage derivatives and connect with their CTRM to manage physical commodities. While some vendors offered a derivatives solution that would meet their immediate needs, their business needed a more robust solution that could help them stay nimble and scale as their business evolved. Implementing a custom solution wouldn't work because that would take over a year and they needed a solution they could implement quickly.



“Eka’s Derivatives app provides end-to-end management of exchange traded and OTC derivative contracts within one system.”

## Business solution

When the sugar producer met Eka’s team, they immediately realized that Eka’s modern app-based system was exactly what they needed. Eka’s platform offered them a suite of powerful apps that cut traditional CTRM implementation times, allowing them to go live in just a few weeks.

With Eka, the company could integrate their physicals with derivatives, boosting their ability to manage derivatives globally across multiple entities in several locations. It connects to their legacy CTRM system.

To meet their immediate needs, Eka delivered a suite of six apps: Derivatives, Position, Mark-to-market, Hedge Accounting, Physical Trades, and Risk & Monitoring. The apps were integrated with the company’s systems flawlessly, allowing them to go live in just eight weeks.

The sugar producer chose Eka because its platform met their immediate and future needs – delivering the functionality they require today and what they will need tomorrow and beyond, which included managing their physical business.

# Business benefits



## Plug-n-play apps

Eka's platform allowed the sugar producer to choose just the functionality they needed without having to invest in a complete CTRM overhaul. The six apps were pre-configured as per the asset class and cost a fraction of what a traditional CTRM costs. They were easy to deploy, going live in just eight weeks.



## In-built connectors

With Eka's robust suite of in-built connectors, the company didn't have to change anything in their existing system. The platform's connectors linked data from virtually every part of the business. The company was able to leave the trading system where it was and build the entire derivative operations around it with ease.



## Flex with the market

Armed with a modern, easy to use solution, the company can now confidently manage risk and respond to any market change with ease. The platform allows them to add as many apps as they need without the painful implementation process long associated with implementing a traditional CTRM system. The platform's modularity also allows them to build their own apps with ease.

Four months post implementation, the company was managing and growing their business with a consolidated view of the company's risk portfolio on Eka's cloud.



The power of one.

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](http://www.eka1.com) and follow us on [LinkedIn](#) and on [Twitter](#).