



The power of one.

Leading agri-trading company adopts Eka's Farmer Connect application


Background

Agri-trading companies want to make the best possible deals when engaging with their farmers, but they lack the ability to connect directly in real time. A leading grain company expanding its operations in Russia was looking for more transparent price discovery with farmers. They needed the ability to discuss, negotiate and agree on prices with their farmer network in one place through a web-based solution.

Business challenge

The agri-trading company was establishing its operations in a new market and needed a solution that would immediately help them engage better with their farmer network and gain a competitive advantage. The goal was to help them and their farmers gain better visibility into each other's needs and plans.

Additionally, it was crucial for the system to enable price transparency between their farmers, traders and their global offices thereby providing everyone a single source of truth.



It empowers commodity businesses to go beyond and explore new growth avenues with its suite of domain rich, commodity-savvy apps.

Business solution

The company adopted Eka's Farmer Connect application to enable them to connect their traders and farmers directly by making all critical information available online for both parties, on one platform in real time.

Using this application, traders and farmers can exchange communication on prices seamlessly. The application enables the company to publish prices directly to the farmers and negotiate directly by publishing bids on different commodities, tracking bids, contracts, deliveries and payments from the application. All this information is available to farmers and traders on multiple devices – mobile and desktop – so they can view the information anywhere, be it the office, home, or the field.

Business benefits



Power of cloud and mobile

Anytime, anywhere access.



Extensible

Add-on applications from the App store, to meet additional functional needs.



Scalable

Grows with the business.



Mine data, share insights

Use data for faster decision making.
Share information with your team and stay up-to-date.



External connectors

Pre-built connectors. Bring all your data together. Salesforce, SAP, Oracle and Spreadsheets.



Self service

Create your own dashboards, data views, drill downs and ad-hoc reporting.



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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](#).