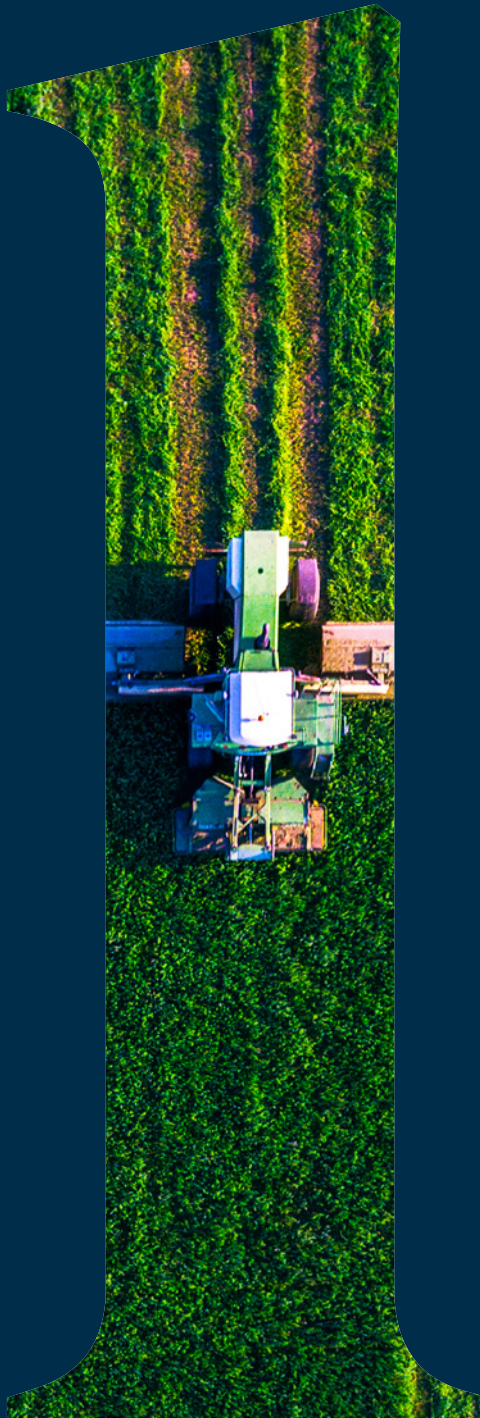




The power of one.

Eka CTRM for Agriculture

Eka Trading and Risk Management (TRM) for agriculture is designed for the nuances of different asset classes you operate in coffee, cocoa, grains, oilseeds and everything else in between



www.eka1.com

Overview

Volatility in commodity trading has become the order of the day. Sudden swings in prices impair forecasts, hinder risk management and negatively impact bottom lines for all participants across the agriculture value chain.

Agri-commodity companies today generate overwhelming amounts of data that get stored in isolated systems, thus creating data islands. Extracting actionable insights for trading from these data islands using legacy CTRM systems and spreadsheets is a cumbersome task. Incomplete understanding of this data leads to missed revenue opportunities, ineffective co-ordination in the supply chain and poor risk management.

Trading and risk management in modern commodity markets call for



Digital intelligence

Pre-built and powerful solutions for trading and risk management to produce the best insights. Automation of processes to free up time to focus on what's important.



Faster decision making

A CTRM solution that accurately predicts conditions of commodity markets and understand likely points of failure using historical data, market and customer trends.



Flexible solutions

Flexible and scalable trading solutions that scale up or down as per business requirements – no more large or wasted investments.



Greater visibility

Visibility into every part of the trading value chain for better optimization with real time feeds and updates on events as they happen.

Eka CTRM is the best commodity trading platform for trading in agriculture markets that allows commodity businesses to manage risk better by building a digital edge to make faster decisions with prebuilt and powerful enterprise apps.

Why Eka CTRM?

Driven by a new age architecture, Eka provides the only commodity platform with a complete suite of enterprise apps across the commodity value chain – from trading and risk, to supply chain operations and downstream.



Faster decision making

Move at the speed of markets by leveraging real-time insights across position, P&L and risk to spot opportunities, reduce risk and increase profits.



Faster go-live

Add any functionality in weeks, with plug-n-play enterprise apps seeded with open APIs and connectors that link previously isolated systems.



Faster adoption

Adapt to any change with on demand, self-serve reporting, delivered in minutes with a cloud native CTRM and a user-friendly interface.



Multi commodity

Enterprise apps on a single platform built to serve asset classes you operate in – base metals, metal scrap, electronic scrap, concentrates, precious metals, iron ore, fuel oil.



Modern architecture

Benefit from a modern architecture that breaks legacy CTRM systems into modern, enterprise apps, enabling instant speed and scalability at the fraction of traditional CTRM cost.



Mobile first

Built to support the way business users work today, Eka's apps come with a mobile first approach allowing users to work anywhere with information available to them 24/7.



Collaborate with blockchain

The coffee industry relies on farmers on small farms hand picking beans to sell to local middlemen and buyers. This inefficient process affects profits for farmers and buyers.

The Coffee Board of India teamed up with Eka to develop a digital marketplace for farmers and buyers to collaborate directly, removing several steps in the coffee trading supply chain.

The gains in efficiency deliver better profits for farmers and buyers. Eka's Blockchain Marketplace ensures transparency, traceability and security, critical factors for this application.

By expanding market reach, the app provides the possibility for farmers to switch to the more lucrative yet niche Arabica coffee crop which yields a 140% increase in profits.



Digitize for speed and agility

Prior to working with Eka, the REG team relied on multiple spreadsheets to record market positions across its source crop and energy assets. Consolidating all these spreadsheets into a single view for decision-making would take 4 days to complete.

They implemented Eka's Position and Mark to Market application. On launch, it ran in parallel with the existing manual reporting process. As the two systems ran concurrently, errors created in the spreadsheet process were revealed – errors that did not happen with Eka's automated, more accurate system.

The calculation of market position now takes 30 seconds, so the REG team knows their market position across both the crop and energy markets immediately and can make decisions accordingly.



Key applications for agriculture

A single trading and risk management platform for your entire business from origination to trading to supply chain. Eka's solution allows businesses to move with the market by breaking legacy CTRM systems into bite sized chunks of enterprise apps. It lets businesses start with their most critical applications instantly and then add more functionalities in the form of apps, in days. Eka's enterprise apps are embedded with years of deep domain algorithms that lets commodity businesses adapt to market dynamics with self-service, always on engines.

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Physical Trades

Physical Trades

Get end-to-end coverage from upstream, to pricing to contracts specific to your market. Take real-time decisions with complete view of position, exposure and on-demand P&L.

- **Contract management:** Manage physical trade types across multiple commodities. Capture multi-grade and multi-location contracts. Leverage templates, manage approval and confirmation processes and more.
- **Pricing:** Build complex formulas easily. Manage contracts with various price types – fixed, basis, index, formulas and more. Capture adjustments, fees and price across multiple currencies. Manage price exposure in real-time.
- **Discounts and premiums:** Decide on discounts, premiums and quantity shrinkages based on grading results to any transaction.
- **Scheduling:** View your contractual, scheduled, forecasted and actual volumes in one window and enable effective scheduling.

Origination

Breeze through acquisition of agricultural products and manage the whole origination business seamlessly – from grower contracts, acquisition and inventory to logistics, marketing and exports.

- **Elevator or Silo management:** Capture all aspects of movement in and out of elevators or silos, in real-time, with the most accurate weight records.
- **Farmer owned storage:** Track farmer stock inventory in elevators or silos and compute storage rent with easy rent and settlement schedules.
- **Discount schedules:** Adjust prices to grain quality delivered with sophisticated discount schedules. Automate cost accruals and resolve discount schedules for unspecified contracts.
- **Automate tax computation:** Settle high volumes of tickets instantly and accurately by automating tax computations across commodities, geographies and seed variety.

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SCM (Logistics, Inventory & Settlement)

Settlement

Manage large volumes of transactions while ensuring high system performance. Benefit from tracking cost components throughout the entire supply chain.

- **Manage cost:** Record all kinds of costs with a robust system supporting various complex contract rules. Capture settled prices and shadow settlements.
- **Manage settlements:** Generate and distribute provisional and final invoices for customers, suppliers and vendors while managing accruals and updating payables and receivables.
- **Manage tax and levies:** Get better financial control by ensuring tax compliance and simplifying tax collection and reporting.
- **Manage cash flow:** Keep tabs on your financial health and stay clear of cash flow problems with comprehensive reports.

Planning and scheduling

Ace at complex planning and scheduling from origin to final destination with intuitive workflows that help you achieve actual results as planned, allowing you to make most of the opportunities and reducing operational risks.

- **Manage operations:** Plan multiple domestic shipments in one go and stay up-to-date with real-time tracking on progress.
- **Plan bulk shipment:** Plan one or many contract executions, or shipments and vessels based on projected vessel P&L.
- **Plan container shipment:** Plan and execute container shipments end-to-end and track each container all the way from booking to delivery.



Position & MTM

Mark to Market

Get real-time analysis of the potential impact of dynamic market prices. Analyze historical changes in P&L to spot trends and track performance by trader, books and commodity.

- **Real-time P&L:** Analyze physical position and exposure for a consolidated and real-time view of P&L and market.
- **Predict performance:** Analyze historical changes in position and P&L to spot trends and track performance by trader, books and commodity.
- **Simulate scenarios:** Simulate multiple scenarios, analyze pros and cons and view impact before taking decisions.

Position

Spot opportunities, mitigate risks and arrive at a single point of truth of your overall exposure. Stay up-to-date on position exposure for physicals, derivatives and FX trades.

- **Real-time position:** Analyze physical position and exposure for a consolidated and near real-time view of position from excel sheets, broker statements, CTRM systems and more.
- **Detailed views:** Evaluate long and short positions across multiple price components to better understand your exposure.
- **Simulate scenarios:** Simulate multiple scenarios, analyze pros, cons and view impact on position before taking decisions.



Derivative

Derivative

Get end-to-end management of exchange traded and over-the-counter financial contracts in one system for hedging and speculation.

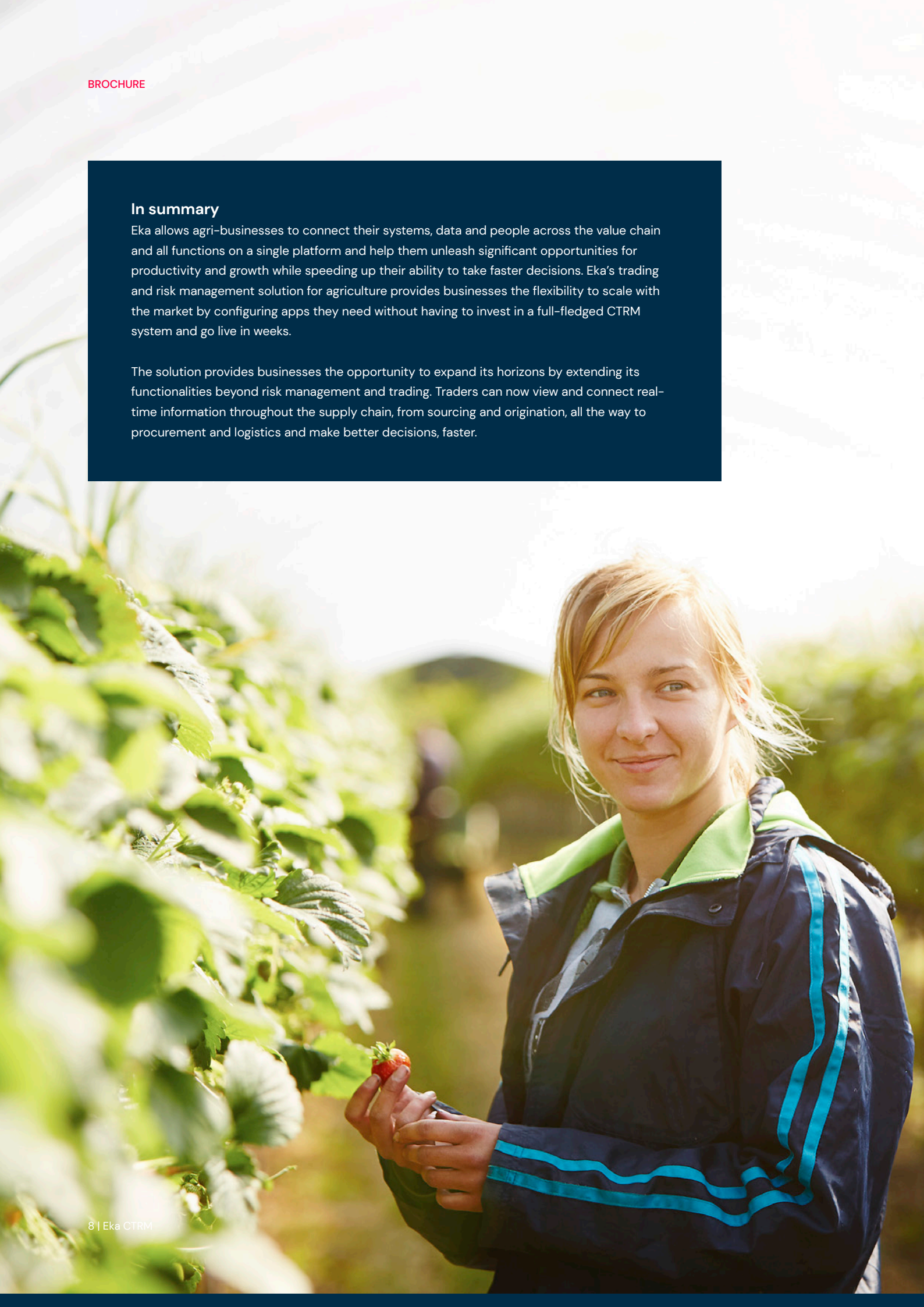
- **Exchange and OTC traded derivatives:** Manage exchange and over-the-counter derivatives, from swaps to complex options.
- **Exchange and brokerage:** Capture trades from multiple sources with Eka connectors, ensuring near real-time visibility across the entire portfolio.
- **Mark-to-Market computations:** Assign accurate value to fast-changing, multi-class assets by enabling mark-to-computations on derivatives.

Instant integrations – Connect any system, exchange, market feeds and everything in between, instantly with open APIs and in-built connectors ready for integration. Connect enterprise systems from SAP, Oracle, Netsuite and Workday to Salesforce. Bring in data from third party systems from accounting packages and market data (live feeds) to ERP, CRM, SCM, treasury, procurement and inventory systems.

In summary

Eka allows agri-businesses to connect their systems, data and people across the value chain and all functions on a single platform and help them unleash significant opportunities for productivity and growth while speeding up their ability to take faster decisions. Eka's trading and risk management solution for agriculture provides businesses the flexibility to scale with the market by configuring apps they need without having to invest in a full-fledged CTRM system and go live in weeks.

The solution provides businesses the opportunity to expand its horizons by extending its functionalities beyond risk management and trading. Traders can now view and connect real-time information throughout the supply chain, from sourcing and origination, all the way to procurement and logistics and make better decisions, faster.



Eka Cloud Platform

Eka Cloud Platform, enables flexibility and agility, so you can stay ahead in rapidly changing raw material and commodity markets.

Digitize your commodities and direct materials value chain

Powerful enterprise applications for digitizing critical processes across your organization

Improve your critical business processes from procurement and sales, supply chain execution, risk management and financial management for improved resilience.

Deep analytics and insights for better visibility and faster decisions

Integrity of a single data model. Embedded within applications for quick action. Actionable analytics tailored by role and industry. Rapid adoption of AI and ML.

Built on a cloud foundation

Modular to deliver remotely, globally and continuously support rich, tailored experiences. Accelerate impact with low-code automation. Simplify and extend integration and access. Enterprise security to limit risk of distributed workforce.



Single open cloud platform



Low code/no code automation



Common data model



Role based data-driven insights



Mobile engagement, access everywhere

Security

Eka's platform complies with industry standard security guidelines, including SOC 2 Type I, SOC 2 Type II & GDPR. It has single sign-on via industry standard authentication protocols, encryption of data in transit and at REST, and is integrated with best-in-class DLP, EMM and archival partners. It has been validated under Veracode Verified Standard status.

Eka's digital commodity management platform

Eka's modern commodity platform is designed for trading companies that need to flex, grow, and adapt to market forces. It is the only trade management platform that breaks that delivers GTM functionality in a collection of powerful apps that work across the commodity value chain, enabling faster, data-powered decisions.

Eka's platform offers end-to-end functionality and rapidly configures every workflow from contract negotiations to invoicing to shipments. It empowers trading companies to explore new growth avenues with its suite of domain rich, enterprise apps.

Key features



Power of cloud & mobile

Anytime, anywhere access



Extensible

Add-on apps 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

Eka's connected platform helps commodity businesses unleash opportunities for growth and make decisions faster.

25,000+

Farmers supported

10m+

Tons of inventory moved

\$100m+

Payments processed each week



The power of one.



The power of one.

One team, one vision, one platform.



We help enterprises build the bridge between commodity management and direct materials.



We put customers, employees and our community first.



We forge long term relationships through one strategy, one team and one platform.

Experience the power of Eka's commodity risk management software

[START FREE TRIAL](#)

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

www.eka1.com

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EKA
Energy technology
house of the year



About Eka Software Solutions

Eka Software Solutions is a global leader in providing innovative solutions that help customers digitize and improve their direct materials business functions across agriculture, energy, metals, mining, and manufacturing industries. Built to accelerate customer's digital journey to the cloud, Eka's platform-driven solutions enable businesses to quickly adapt and overcome complex challenges in trading and risk, supply chain, business collaboration and financial management.

Eka supports over 100 customers globally and has proven industry expertise in helping customers achieve digital transformation, solving complex business challenges in an environment of continuous change.

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