



The power of one.

Eka CTRM for metals and mining

One platform for your entire business – Base metals, refined, steel, scraps, concentrates and more



www.eka1.com

Overview

Volatility in commodity markets has become the order of the day. Metals value chain participants such as miners, refiners, smelters, producers, recyclers, processors, fabricators, and traders that manage base metals concentrates and secondary raw material (electronic scrap) have seen prices fluctuate dramatically.

Sudden swings in metals prices impair forecasts, hinder risk management, and negatively impact bottom lines. Slim operating margins and high price volatility leave little room for error.





Continually changing positions and exposures

To maximize profits, metals companies need to know positions and exposures in real time. As commodity prices change, they need to see exactly how this affects operating margins so they can take appropriate actions. The ability to run real-time scenarios provides a competitive advantage.



Accurate metal balance

Miners, smelters, and refiners need to maintain an accurate metal balance in all metal forms (concentrates, processed, and finished metal) across business processes. It is critical to these companies that they streamline their operations and eliminate waste. Therefore, it is crucial that an accurate and timely metal balance is determined and reported across the enterprise to ensure that any metal losses are minimized and exposures to market prices are adequately contained.



Track and manage warrants

As markets grow more volatile and inventories increase in size, companies trading metals often struggle to manage their position effectively against converted warrants and physical stocks.



Complex supply chains

It is important to accurately track quantities and costs throughout the supply chain. Particularly with concentrates, metals supply chains can be very complex and managing these commodities can be a very manual, error-prone process.



Assay management

Payable metal content differs for each element and trade. In addition, the payable metal changes throughout the trading lifecycle as different assays are provided by the supplier, such as standard assay, pre-shipment assay, and provisional assay. Capturing and tracking assay finalization rules through various stages of delivery and through different assay types is complex.



Treatment, refining, penalties and other charges

Companies must keep a record of several complex charges owing to treatment, refining, penalty, price participation, sampling charges and more. Some of these charges (treatment, refining) could be assay or price based and may include an escalator or de-escalator.



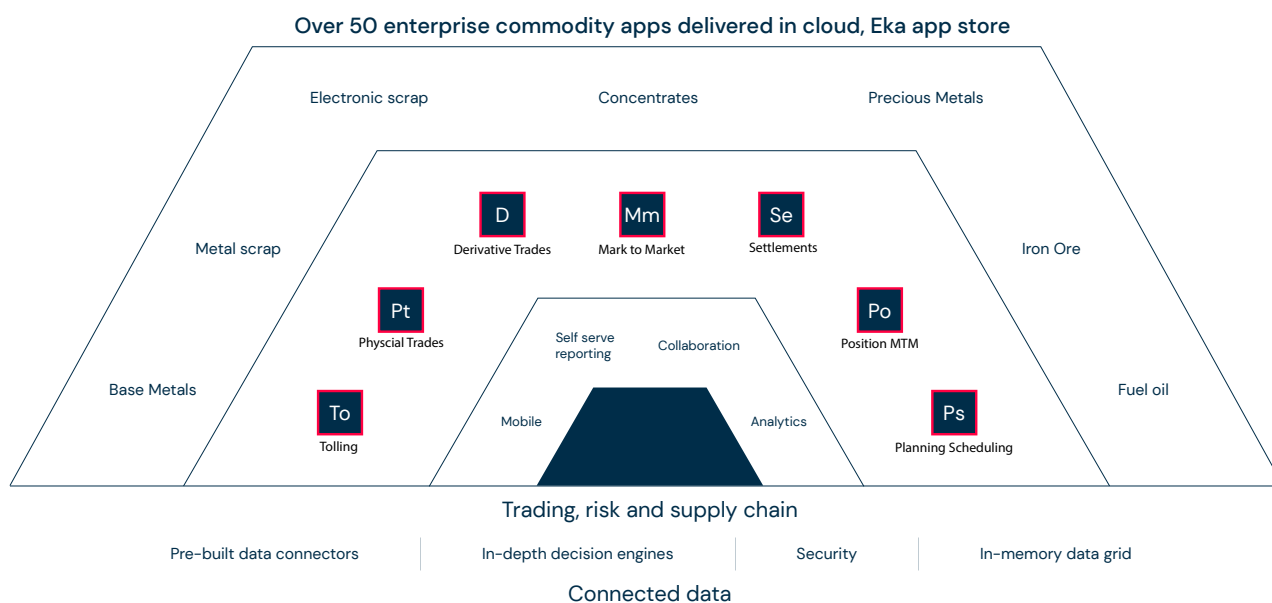
Quotational Periods (QP)

Accurate price management of multiple payable elements is complicated as pricing is based on QP. Based on several factors, QP can range from a single day to a few weeks or a month in future.

The only solution built to serve commodities in metals and mining. Eka's modern architecture lets businesses manage their trading and risk with powerful enterprise apps that add a digital edge to enable faster decisions.

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.

Eka CTRM for metals and mining

Bringing transactions, workflows, and data together to unleash growth opportunities and speed up decisions. Eka's solution allows businesses to move with the market by breaking legacy CTRM systems into bite sized chunks of enterprise apps so they can start with their most critical applications and then add more functionalities in the form of apps, in days.

Designed for the nuances of different asset classes



Each asset class in metals and mining are governed by unique characteristics owing to differences in their production, processing, pricing and valuation, transportation, taxation, and application. Furthermore, recently introduced regulations on several asset classes has caused commodity businesses to look for solutions supporting multiple commodities to address the resulting increase in operational complexity and risks.

Eka's CTRM platform for metals and mining provides true depth of functionality for each asset class, while covering the vast differences between each commodity. Eka's CTRM apps are available as separate asset classes and are built to fully support unique requirements of different class of commodities, including a comprehensive set of exchanges and instruments. Since all Eka solutions are hosted on a single platform, businesses are able to benefit from reduced complexity and total cost of ownership.

App Modules	Base Metal	Metal Scrap	Electronic Scrap	Concen-trates	Precious	Iron Ore	Fuel Oil	Alloys/ Ferro Alloys	FX future/ Forward	Freight/ FFA
Physical Trades	■	■	■	■	■	■	■	■		■
Logistics & Inventory		■	■	■						
Logistics & Inventory	■	■	■	■	■	■	■	■		■
Settle-ments	■	■	■	■	■	■	■	■		
Derivatives	■	■	■	■	■	■	■	■	■	■
Position/ MTM	■	■	■	■	■	■	■	■	■	■
Risk	■	■	■	■	■	■	■	■	■	■

Key applications for metals and mining

The solution also caters to trading companies that buy and sell concentrates world-wide. It is a robust, feature-rich solution designed to manage the complexities of the concentrates business. Highly flexible in its design, the solution will allow you to better manage contract terms and conditions, pricing, assaying, umpiring, and settlements as well as risk management including hedging, P&L, and mark-to-market computations. The advanced analytics layer processes data and transactions to help gain insights previously unavailable.



Physical Trades

Pricing

- Support pricing QP based on events such as arrival, shipment (e.g. IMAMA, IMAMOS etc)
- Provide options for different pricing QPs with ability to call-off independently
- Support combo pricing and balance pricing
- Define charges such as small lot charges, sampling charges, handling charge, and other charges

Assay Exchange

- Define assay rules during contract capture for assay comparisons to determine final assay value (e.g., self assay)
- Define splitting limit finalization rules such as split, split given a fixed limit, split limits based on assay content
- Define standard umpire rules as part of contract terms, which are used automatically during assay exchange/ finalization process
- Determine economic value of split when assays are outside split limits for improved decision making with assay analytical tool
- Capture multiple umpires for assay arbitration
- Report assay win/loss
- Record multiple assay (e.g., provisional, self, counter-party, umpire, etc.)
- Define rules to control usage of assay for provisional Invoice(s) (e.g., choose either provisional assays or best-known assays)

Track and Manage Warrants

- Track futures positions and corresponding physical stock position

Blending

- Physical & paper blending along with blend analyzer
- Physical blending – recording of co-mingling of stocks with weighted average assays
- Paper blending – individual stocks retain their identity still being a part of blend

Tolling

- Configure the tolling module with flexibility – internal vs. external tolling (i.e., third party)
- Pass through TCs and RCs and other charges for internal tolling
- Define charges to be either paid or received from toll houses
- Track & handle free metal produced by the toll house

Price/Hedge Exposure

- Control assays that impact the exposure management through price exposure/hedge management
- Receive daily price exposure report when net hedging of metal price
- Create daily FX exposure report when net hedging of FX
- Auto correct assay updates within or after the end of the quote period

Smelting Operations

- Manage tolling contracts with full support for TC, RCs and returnable metal
- Manage raw material feed with support for creating stock piles with added functionality to track consumption from piles along with assay content and cost
- Track smelting yield, free metal and finished metal
- Generate accurate tolling invoices incorporating various TC/RC calculations

S**SCM (Logistics, Inventory & Settlement)****Invoicing**

- Generate multiple provisional invoices and a final invoice that automatically calculates the difference amount
- Generate direct final and credit invoices
- Provide support for VAT either in pay-in currency or in national currency
- Generate tolling invoices based on registered feed

Accounting

- Track metal balance, manage metal ownership accounts, and generate metal accounting values with tracking of both the metal position and value across the metal value chain from concentrates to finished metal

Metal Debt

- Register metal debt against the supplier accounts when elements are identified as returnable
- Record physical metal return or perform financial settlements against metal debts
- Automatically determine if the assay has been finalized or not
- Transfer metal from supplier to another account
- Provide flexibility to mark identified elements as pledged (e.g., bank), in which case the pay-out for the elements is done against the pledge party
- Buy the metal debt when the supplier chooses to sell the metal that is due

Po**Position**

- Capture, measure and report transactions in real time giving a complete transparent view of physical and financial positions and exposure across the business
- Comprehensively manage physicals, inventory, derivatives, priced and un-priced, hedged and un-hedged, position change analysis and overall position management

Dt**Derivative Trades**

- Manage exchange traded derivatives including futures and options as well as OTC trades
- Support both commodity and currency derivatives
- Link derivative positions with physicals and track them subsequently
- Support physical settlement of position using warrants
- Remain compliant with regulations using hedge accounting module

Li**Logistics & Inventory**

- Deliver comprehensive management of logistics operations and processes including all associated fees and impact upon title transfer and exposure

Pe**P&L Explained**

- Manage all ancillary costs, fees and accruals; measure impact upon true risk and P&L calculations

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

Comprehensive solution for managing physical trading, position, P&L, derivatives, risk, logistics, finance, bulk stock, task execution, and business intelligence across base metals, ferro alloys, steel, and scrap.

100+

Customers

4000+

Users

50+

Apps



The power of one.



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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.

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EKA
Energy technology
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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.

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