

eka

The power of one.

Eka ETRM platform

A modern ETRM platform for crude and refined oil products



www.eka1.com

Overview

The oil markets are undergoing rapid change. Global economies are slowing. Supply is abundant and prices are tanking. But history tells us that lows are frequently followed by all-time highs. The net effect is that the complexity and volatility of the crude and refined markets are here to stay and will increase in the coming years. It is important that marketers, refiners, and exploration and production (E&P) companies have real-time, advanced systems in place to mitigate risk, manage physical movements, and optimize decision-making.

Trading and risk management in modern energy 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

An ETRM solution that accurately predicts conditions of markets and understands 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

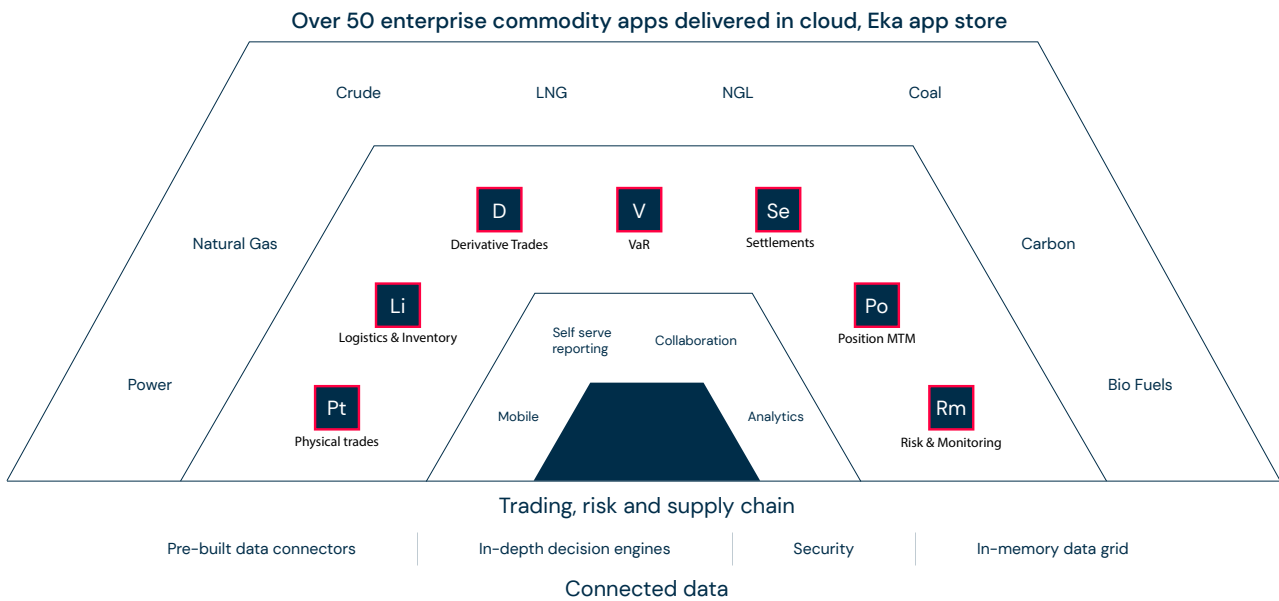
Visibility into every part of the trading value chain for better optimization with real-time feeds and updates on events as they happen.

Eka's ETRM Platform is the only solution built to serve businesses in Crude Oil and Refined commodities. Its modern architecture enables traders, risk managers, schedulers, and back office personnel to gain a real-time view of required information from original trade through to final destination.



Why Eka ETRM for crude oil and refined products?

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.

One ETRM for your entire business – from trading and risk management to supply chain and logistics

Eka's ETRM platform provides true depth of functionality that addresses the nuances of each asset class in crude and refined products. Eka's ETRM apps are built to fully support unique requirements of trading crude and refined products and include 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	NAM Power	European Power	NAM Natural Gas	European Natural Gas	Crude Oil and Refined Products	LNG	Coal	BioFuels
Physical Trades	■	■	■	■	■	■	■	■
Logistics & Inventory	■	■	■	■	■	■	■	■
Settlements	■	■	■	■	■	■	■	■
Derivatives	■	■	■	■	■	■	■	■
Position/MTM	■	■	■	■	■	■	■	■
Risk	■	■	■	■	■	■	■	■
VaR	■	■	■	■	■	■	■	■

■ Roadmap

Instant integrations. Connect any system, exchange, market feeds, etc. Instantly with open APIs and in-built connectors ready for integration. Connect enterprise system from Oracle, Net suite, Workday, Salesforce and more. Import data from third-party systems from accounting packages and market data (live feeds) to ERP, CRM, SCM, treasury, procurement and inventory systems.

Cloud & security

Eka's solutions are built from the ground up for today's cloud environment. Our platform and solutions empower users with security designed for how they work, without slowing them down while protecting sensitive data in the cloud.

- Enterprise-grade security for your data
- Independently assessed for compliance to industry standard strict security guidelines, including SOC 2 Type I, GDPR
- Single sign-on (SSO) via industry standard authentication protocols
- Encryption of data in transit and at REST
- Integrated with best-in-class DLP, EMM and archival partners
- Cloud platform led strategy enables faster delivery of new updates and features



Mobile

Stay tuned from everywhere with mobile savvy apps that provide access to real-time data allowing users to stay on top of volatile markets and make the most of opportunities as they arise. The mobile view is also designed to let users collaborate better and make critical trading decisions faster with real-time access to position, P&L and risk data.

- Stay connected 24/7 - Analyze data, consume alerts, share insights, and make decisions on-the-go
- Easy-to-use mobile app - Swipe to view reports, zoom in on insights, share screenshots on chat and resolve issues on-the-go with mobile
- Robust cloud foundation - Enjoy consistent and current data view regardless of where users access the apps from
- 100% security guaranteed - Remain confident about data security even if the device is lost with extensive authentication protocols applied to all data on cloud



Key applications ETRM

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 ETRM 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.


 Pt

Physical Trades

Pricing Curves Configurations

- Take advantage of dynamic pricing by defining charter rates upfront on a trade. Users have flexibility to link user defined Forward Freight Formula pricing, and index pricing to view real time exposure and Mark to Market calculation, in addition to managing event-based pricing
- Support fixed pricing, derivative plus premium, discount and basis, index, trigger pricing and formula-based pricing
- Support multiple quotational periods for contracts
- Easy rules editor supporting a whole gamut of complex formulae across multiple asset classes
- Add contract specific features based on delivery, shipment, bill of lading, look back pricing and more while pricing contracts
- Support various pricing features – MAMOS, MAMA, MBMOS, MBMOA and Lookback
- Price rules editor supports all kinds of premiums, discounts, conditional S curves, freight and other miscellaneous charges
- Apply event-based offsets and holiday rules on price curves
- Manage price escalation and de-escalation easily based on quality

Contract Pricing

- Define formula price with multiple curves and different QP for each curve
- Support forward assessment curves in price formulae, support for first nearby, second nearby and specific months
- Automatic roll-off of pricing period using first nearby, second nearby and such
- P/D schedule, price escalator and de-escalators
- Trigger pricing, support for spot curves and events-based pricing
- Price differentials, floor and ceilings (S curves) other miscellaneous costs


 Pm

Position & MTM

Position, COGS & P&L

- Open and inventory position
- Mark to Market (Physical & Derivatives)
- Realized and unrealized P&L (Physical & Derivatives)
- FX Exposure
- Valuation /EOD/EOM of physicals & derivatives

Reporting

- Mark to Market and Position reporting
- Credit exposure reporting
- P&L and P&L Explained reporting
- Reconciliations
- Daily Mark to Market and P&L reports
- Inventory reporting
- Financial reporting
- Position reporting and Portfolio management

S

SCM (Logistics, Inventory & Settlement)**Logistics and Planning**

- Plan bulk or container shipments while capturing end-to-end activities for cargo movement from inventory to vessel. This includes
 - Vessel charting
 - Cargo scheduling
 - Preloading (splitting BL quantity as an individual delivery to cater to multiple customers)
 - Loading, sales appropriation and discharging of a vessel
- Robust tracking and scheduling of goods via movement requests created at each stage of cargo movement
- Advance cargo planning using Cargo Nomination Application (CAN) and call offs process for multiple locations with multiple delivery schedules
- Capture time and voyage charter contracts and allocation of cost against each voyage
- Record cargo's physical internal and external movements, title transfers on or off waters with associated primary and secondary cost
- Manage multiple load and discharges during a single voyage, while blending and mixing products at onsite & offsite locations

Inventory Management

- Dynamic inventory allocation system managed via discrete and consolidated stocks, while facilitating blending and mixing of products at onsite or offsite locations
- Mass to volume quantity conversions available at each stage and captured in the system
- Adjust inventory anytime during a voyage and manage losses while the product is in transit and subsequent posting to P&L
- Estimates and accruals

Accounting

- Generate pre-payment, provisional and final invoices for various items through the entire life cycle of a physical trade
- Set invoice authorization and threshold limits
- Create service or non-service invoices, credit or debit notes and adjustment invoices
- Record unallocated cash flows generated from overpaid invoices
- Get both consolidated and individual view payments and receipts in sync with invoices submitted till date
- Robust system of invoice approvals, and easy third-party accounting integration for passing or posting GL entries
- Create proforma, provisional, final and pre-payment invoices, with flexibility to record invoices against ticket movements, title transfers, fixed prices
- Split invoice for managing supplies to multiple third parties involved through a voyage
- Flexible document management system

In summary

Eka's ETRM Platform for Crude and Refined Products provides businesses a comprehensive solution to support front-to-back-office workflows, physical and financial deal capture, risk position reporting, logistics, settlement and accounting.

Key features:

- Captures all pricing and necessary cost components to accurately calculate settlement, including transportation, demurrage, product re-grades, logistics costs and differentials
- Delivers an aggregated, real-time weighted or volumetric and financial view of positions and risk in a single system
- Utilizes real-time reporting to optimize inventory management
- Advanced Physical Trade capture helps save valuable time and significantly improves efficiency in contract management
- Captures simple and complex pricing configurations along with premium or discount matrix for a trade



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.

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.

www.eka1.com

info@eka1.com



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](#).