

eka

The power of one.

10 reasons

Why you need to stop using spreadsheets for
commodity management



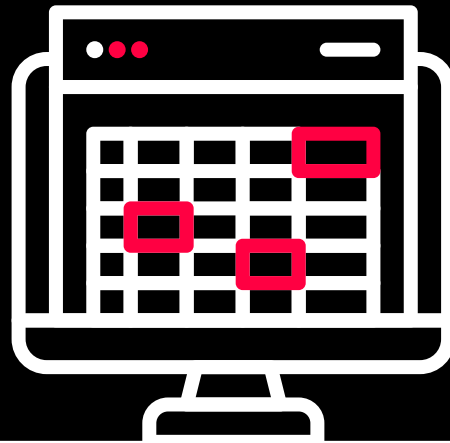
According to a survey of over 100 medium to large manufacturers, 92% of companies use complex pricing structures and 100% of them manage pricing fully or partially in spreadsheets.

95%



of companies said they do not have access to a current exposure and coverage report and spend at least two days, and up to several weeks, creating one

Relying on spreadsheets can cause serious problems for your business



Spreadsheets create data siloes

The inevitable lack of data integration between the number and variety of spreadsheets results in data siloes.

Multiple versions often exist, with different people owning or enabling their own part of the business through one or more uncontrolled, unsecured documents.



Data siloes result in decisions based on different versions of truth

Because spreadsheets are created by different people updating and manipulating documents independently, different departments are making decisions based on different assumptions about the state of the business.



2

Spreadsheets are error prone

Studies show that 88% of spreadsheets contain errors – the majority of which are caused by people.

According to a ComTech Advisory survey on the use of spreadsheets in commodity management, 68% of respondents were aware of at least one incident where the use of a spreadsheet created operational or financial issues.



3

Manually aggregating and analyzing data is time consuming

Data must be cleansed, checked and rechecked to ensure all relevant data has been collected, and any errors have been resolved, before you can begin analyzing it.

Spreadsheets were not designed to collate and export large, comprehensive, and unified data sets from multiple sources.



The time spent collating data is times NOT spent exploring new opportunities

One of our clients spent four days to create a position report each quarter.

Creating that report consumed 16 days every year.

This totals more than three full weeks to create just one report every year.

Those days could have been spent evaluating new market opportunities, securing better contracts, or reducing risk.

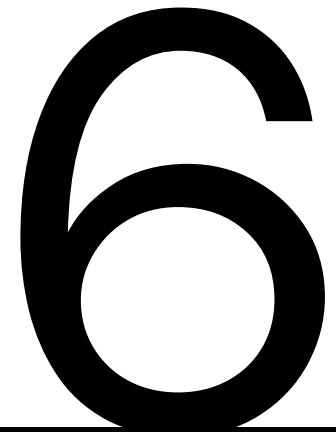
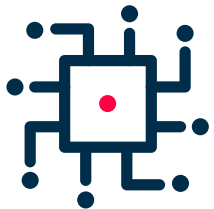


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You need a real-time view of your business

In the time it takes to create position reports, the market may shift and you miss opportunities in favorable market conditions or increase risk in deteriorating markets.

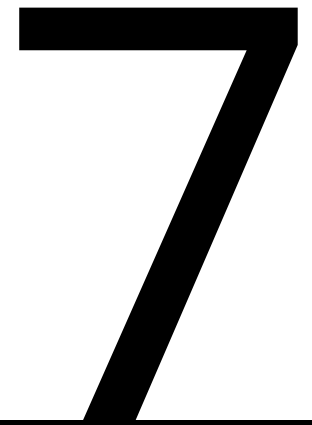
You cannot react quickly and effectively when disruptions occur or markets shift if you spend days or weeks getting the information.



Spreadsheets do not provide an accurate view of profitability

Traders cannot record and analyze all-in costs to ensure a proposed transaction is as profitable as it first appears appears.

When deals are captured in spreadsheets, records of the associated costs will often be added separately to the ERP or financial systems, so you cannot see the full commercial value of a transaction as it evolves over the life of the deal.

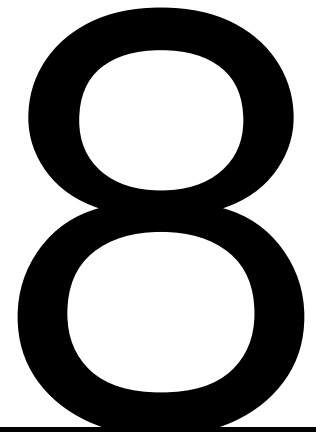


Spreadsheets do not support comprehensive risk mitigation, reporting and audit requirements

Timely reporting across all regions and markets is required to adhere to regulations.

The amount of transaction data that must be recorded, the level of detail required, and the speed of availability have all increased.

Manually collecting data into spreadsheets risks missing reporting deadlines.



Spreadsheets do not provide advanced analytics

Spreadsheets were developed to manipulate data, not create comprehensive reports interpreting it.

They are not designed to run simulations, what-if scenarios or predictive analytics to enable you to evaluate options before entering new markets, engaging with new trading partners, or evaluating contracts.



Spreadsheets can not be updated on demand

Sometimes, you need to answer a question about your business now.

Perhaps you are looking at a new supplier, or partner.

You cannot answer a question quickly if you need to spend days collecting information to respond to simple questions.



10

A better way – Eka's Cloud Platform

Eka's platform unites all systems and data together, ensuring real-time access to data and reports. With Eka, you always have the information you need when you need it, so you can:

- Make better decisions
- Act faster
- Explore new opportunities
- Grow your business





The power of one.

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



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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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