



The power of one.

Large coffee supplier replaces old CTRM with Eka

Background

A leading coffee and snack supplier was trading coffee and snacks in 13 countries in Northern Europe, including the UK, the Baltics and Russia. They were investing heavily in sustainable sourcing and needed a CTRM solution for their growing green coffee business.

Business challenge

15 years earlier, the company implemented an SAP ERP system to manage trading and supplemented the ERP system with spreadsheets to calculate P&L. As the business evolved, they were trading over 3,000 containers of green coffee across more than 1,000 contracts each year. Their ERP and spreadsheets process could no longer support the requirements of their business.

The company needed more enhanced capabilities around trade capture and risk management with the ability to measure P&L in multiple ways. They could not afford to disrupt their business operations while implementing a new solution, so the implementation had to be quick, easy, and nondisruptive.



Factors such as rapid urbanization, rising e-commerce retail sales, growing demand for specialty coffee and increasing green coffee consumption are driving demand for coffee. However, this growth is challenged by weather uncertainties, retail consolidations and stringent regulations.

Challenges related to distribution channels, intense competition and pricing issues will put pressure on profit margins.

Business solution

The company chose to replace their old system with Eka's Cloud Platform to gain the power of a modern CTRM system without a complicated implementation. The implementation was quick, easy, and provided rapid ROI.

They implemented Eka's Position, Mark to Market, Physical Trades, and Risk & Monitoring apps.

Business benefits



Easy implementation

Timing was important, as well as minimizing disruption to their business. Eka's platform was implemented in two phases. The company went live with business-critical apps in 10 weeks, then implemented the remaining apps in the following weeks. This approach enabled them to adapt to the solution easily, without disrupting business operations.



Real-time, accurate insights

Eka's platform automatically aggregates and analyzes data from multiple data sources, providing one accurate picture of truth for company-wide risk. The company can analyze the impact of dynamic market movements in real time with instant alerts on breaches.



End-to-end coverage

With Eka's solution suite, the coffee supplier gains end-to-end coverage of their physical trades across operations, simplifying pricing and enabling everyone to work as a connected team.



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.

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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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