



## CASE STUDY

Our customer is headquartered in Beijing and belongs to a huge off-shore oil and gas producer in China with a focus on oil trade, storage logistics and oil transportation. There are 10 wholly-owned and share-holding companies, one of which is an overseas institution. Our client are ranked among the top in the energy and chemical industries in China.

### Problem Definition

After our customer completed its corporate restructuring in the first decade of the 21st century, they made the decision to implement an ETRM system, and tried to find a suitable supplier in the international market. They decided at that time to select one of the larger known ETRM vendors as their business operations and suppliers were global. Unfortunately, after only a few years the vendor no longer maintained this customer and the ETRM solution no longer received any new updates. For this reason, the customer urgently needed to find another ETRM vendor that could provide a mature, robust product and long-term service, and because their business continues to grow, the demand for a flexible ETRM system was even higher.

### Why Entrade®

The client met with several vendors and eventually selected Enuit because of ENTRADE®'s seamless integration with their old business management system and support for future requirements.

- The 1st phase of the implementation included deepening the business management of paper goods, market data integration, improving the risk management ability, online ledger, data analysis and report improvement, and calculating Value at Risk (VaR), all of which were realized.
- During the second 2nd phase of the project, ENTRADE® began to support the business across all commodities, multi-mode, front, middle and back office, providing comprehensive support for the customer's business development, operation management, process optimization and risk control.

### Client Experience

Enuit further detailed the system implementation blueprint by analyzing the business process, the responsibilities from front, middle and back offices, and the characteristics of different trade types. Meanwhile, the integration and interaction with other existing systems were emphasized in the implementation process. This has successfully helped the customer to establish a mature and stable "trading and risk management information system".

**All in one**

Every commodity, every feature, and every user in one place. There's no Third Party or Legacy System to integrate. We call it One Platform