



CASE STUDY

This customer was founded in the early 2000s with headquarters in the United States. They provide marketer, trader, asset management and commodity risk management services focused on the energy space. They have over a dozen offices throughout the United States and Canada. They are one of the largest energy marketers in North America.

Problem Definition

The customer had been managing their natural gas transportation, storage, and some crude activity on an ETRM system that was over twenty years old. This system had not been kept current and although the provider claimed to provide updates to its system, the client was not able complete an upgrade successfully.

They could not move to a new version and finally, the system began to freeze up and crash periodically. These developments concerned management, as the frequency of the lack of timely and accurate reporting on positions and exposures increased.

Management approved a system selection project to improve their risk management capabilities and consolidate their key commodities into one solution.

The customer realized that most of the solutions available had been consolidated under one entity. The selection process revealed that clients of the consolidated solutions were not happy with the responsiveness or customer service of this entity.

For these reasons, they urgently needed to find an independent ETRM/CTRM vendor that could provide a proven, mature product with long-term individual customer service. A vendor that can quickly respond to the clients needs and adapt the product to meet ever changing market dynamics.

Why Enuit

ENUIT demonstrated to the customer not only that ENTRADE® would consolidate the customer's natural gas and crude operations in one system and one technology, but dramatically increase the client's risk management reporting. Because ENTRADE® is a truly multi-commodity, multi-unit of measure and a multi-currency solution, it can report on the customer's business in US\$ or CA\$, GJs, or MMBtu.

- ENTRADE® is a single straight through processing -deal capture, through scheduling, settlement, and invoicing solution. It has integration point with price aggregators, ICE trades and CME/NYMEX transaction. All of which improves the quality of data and enhances the risk management analysis, the reporting of credit exposures and calculation of VaR.
- ENTRADE® provides the customer with unique tools like our market curve builder, instant deal decomposition, an embedded Pivot Table reporter with dozens of canned reports out-of-the-box – like a P&L Attribute report, Counter-party Credit Exposure report, etc.

ENUIT additionally provided complementary consulting and training services for the client to ensure the successful implementation of the project.

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