ENUIT

CASE STUDY

Streamlining Bunkering Operations with ENTRADE®

ABOUT OUR CLIENT

Our client, a subsidiary of one of Japan's largest global trading companies, plays a critical role in the wholesale distribution of crude oil and petroleum products.

Operating as a leading bunker supplier and trader in Singapore, their business is driven by efficiency and accuracy in managing complex transactions across multiple workflows.

THE PURPOSE OF THE PROJECT

Managing bunkering operations posed significant inefficiencies for the client. Their process relied on a separate bunkering inquiry platform (IBTMS), requiring traders to manually input confirmed deals into a legacy ETRM system for reporting.

This dual-platform approach created operational silos, increased the risk of errors, and limited the ability to record lost or canceled deals without skewing positions or Profit & Loss reports. Additionally, they lacked the ability to generate and send custom deal recap documents automatically, which led to time-consuming manual tasks and delays in counterparty communication.

The client sought an integrated ETRM system capable of handling the entire bunkering lifecycle—from inquiry to settlement. Their ideal solution would streamline workflows, support accurate reporting, and automate documentation to improve efficiency and reduce operational risks.

LEADING THE WAY WITH ENTRADE®

ENTRADE® provided the client with a centralized, integrated platform that aligned perfectly with their business needs.

Designed to handle complex bunkering operations, ENTRADE® became the foundation for streamlining their workflows, improving communication, and ensuring accurate reporting.

ENTRADE® addressed the client's challenges with key functionalities tailored to their business:

- Integrated Workflow: An out-of-the-box deal status workflow enabled streamlined bunkering processes with access controls.

- Flexible Deal Modeling: Standard bunkering deal types allowed for valuation record generation and accurate inclusion in P&L reports.

- Customizable Deal Entry: An intuitive deal entry interface made it easy to add required fields and extend existing screens.

- Automated Documentation: Built-in functions generated custom deal recaps and emails, requiring no source code changes.

THE RESULTS

The client's implementation journey with ENTRADE® was a testament to its adaptability and ease of use. Within just three months, the client deployed the bunkering module, integrating it seamlessly into their workflows. This swift implementation ensured minimal disruption to daily operations while delivering immediate improvements in efficiency and accuracy.

By transitioning all bunkering operations and risk management processes onto ENTRADE®, the client eliminated inefficiencies caused by separate systems. Traders no longer needed to manually transfer data, reducing errors and freeing up valuable time for strategic decision-making. The built-in automation features streamlined deal recap generation and ensured timely, professional communication with counterparties.

Impressed with ENTRADE®'s impact, the client shared their success story with their headquarters in Japan. This internal promotion highlighted ENTRADE®'s scalability and potential to support broader trading operations, setting the stage for wider adoption within their global organization.

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