



## CASE STUDY

Our client is an International Trading company located in Nanjing China. They are the largest importer of liquefied petroleum gas (LPG) in China and aim to become the largest comprehensive alkane resources operator in Eastern China.

### Problem Definition

Our client had initially implemented rudimentary systems, mainly based on Microsoft Excel, to track their trading activities. However, these systems could not provide consolidated data for the trading, operations, logistics, and accounting teams.

With the company's rapid growth, the client recognized that the tracking method would not scale with the business and decided to implement an Energy Trading Risk Management (ETRM) solution to meet its requirements, incorporating coordination between departments including security and consistency of trading data.

The client decided to look for an ETRM system vendor that could provide an integrated service that could cover their trading, operations, shipping, and inventory management. The solution was also expected to provide an interface with the selected accounting system to synchronize the trading and payment details. Additionally, as part of their paper trading activities they required STP interfaces for capturing trades from exchanges such as ICE and CME as well.

After several detailed in-depth demonstrations from leading ETRM vendors, Enuit was finally selected.

### Why Entrade®

The client selected ENTRADE® for several reasons:

- ENTRADE® demonstrated many useful features for their LPG business units.
- ENTRADE® can help manage business needs for physical and paper trading, as well as freight and storage logistics
- ENTRADE® could be installed rapidly with out-of-the-box features for ICE and SMTP interfaces.
- ENTRADE® is extendable and provides customized interfaces with the selected accounting system, and other customized features if required in the future.
- ENTRADE® was affordable, and competitive with its accommodating management team and responsive service team.

### Client Experience

The Enuit team provided a customized interface with the selected accounting system and rolled out those features into ENTRADE®'s core code. Besides the out-of-the-box installation, several customized columns were added in various forms and reports as per the client's requests to help enrich the details of the trading records.

The client now has an integrated platform to meet the business needs of their various teams.

**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