



## CASE STUDY

### Transforming Metals Trading with ENTRADE®

#### ABOUT OUR CLIENT

Headquartered in the United States, the client is one of the largest corporations in the world, with operations spanning agriculture, energy, metals, and more.

Originally a leader in the agricultural sector, the client has expanded into metals and steel trading, managing both physical and financial products like iron ore and steel across international markets.

#### THE PURPOSE OF THE PROJECT

In 2018, the client sought a unified platform to streamline its growing metals trading business. Previously, trading and risk management activities relied on multiple tailored systems and custom spreadsheets, which led to inefficiencies and operational bottlenecks when reconciling data across business units.

While standard scenarios were manageable with existing systems, market-specific and organization-specific use cases required costly, custom-built measures. Frequent changes in these requirements further increased costs and reduced productivity. Without a flexible solution, the client struggled to handle their evolving trading needs effectively.

The client needed an ETRM/CTRM system capable of managing the full lifecycle of iron ore and steel trading, including both physical and financial operations. The solution had to be adaptable, allowing end-users and IT teams to configure the system for changing business demands.

## LEADING THE WAY WITH ENTRADE®

ENTRADE® was selected for its unparalleled flexibility and ability to handle highly custom business requirements with minimal development effort.

Designed to manage diverse commodity categories, ENTRADE® allowed the client to consolidate their metals and steel trading operations onto a single platform.

### ENTRADE® addressed the client's needs with:

- A flexible, configuration-driven approach to adapt to highly specific business requirements.
- The ability to manage all trading, risk, and operational activities for iron ore and steel in one platform.
- Minimal need for custom development, reducing ongoing costs and enabling quick responses to market changes.
- Robust functionality that integrates seamlessly across departments, supporting both IT professionals and end-users.

## THE RESULTS

The client's journey with ENTRADE® began with a successful implementation phase, completed within seven months.

By July 2019, ENTRADE® became a cornerstone of their metals and steel trading operations, delivering significant improvements in efficiency and operational control.

Post-implementation, the Enuit team continued to provide exceptional support, responding to new change requests and implementing feature enhancements.

This ongoing collaboration enabled the client to adapt quickly to changing market demands and further optimized their operations.

Recognizing the value ENTRADE® brought to their business, the client initiated additional projects and phases with Enuit.

This long-term partnership reflects Enuit's commitment to delivering high-quality service and tailored solutions, ensuring the client remains competitive in the global metals trading market.