



CASE STUDY

Strengthening Oil Trading and Risk Management with ENTRADE®

ABOUT OUR CLIENT

Headquartered in Beijing, our client is part of a leading offshore oil and gas producer in China, specializing in oil trade, storage logistics, and transportation.

With 10 wholly-owned and shareholding companies, including an overseas institution, the client is ranked among the top organizations in China's energy and chemical industries.

THE PURPOSE OF THE PROJECT

Following a corporate restructuring in the early 2000s, the client implemented an ETRM system from a well-known vendor to support its global business operations.

However, after only a few years, the vendor ceased maintenance of the solution, leaving the system outdated and unsupported.

This lack of updates created operational inefficiencies, driving the need for a mature, robust, and flexible ETRM solution that could support their growing business.

The client required a system capable of seamlessly integrating with their existing infrastructure while meeting future business demands for enhanced risk management, streamlined processes, and scalable functionality.

LEADING THE WAY WITH ENTRADE®

ENTRADE® was selected for its ability to integrate seamlessly with the client's existing systems and support both current and future business needs.

The solution provided comprehensive capabilities across the trading lifecycle, ensuring a smooth transition from the outdated system.

The client chose ENTRADE® for its:

- **Seamless Integration:** Smoothly integrated with legacy systems for a hassle-free migration.
- **Enhanced Risk Management:** Advanced tools like market data integration and Value at Risk (VaR) calculations.
- **Multi-Commodity Support:** Comprehensive functionality across all operations, from front to back office.
- **Scalable Flexibility:** Designed to adapt to evolving business needs and streamline processes.

ENTRADE® delivered the robust capabilities required for the client's current operations while preparing them for future growth.

THE RESULTS

The implementation was carried out in two phases:

Phase One:

Enhanced risk management, integrated market data, improved reporting, and delivered a robust online ledger.

Phase Two:

Expanded support to all commodities and trading modes, optimizing processes and strengthening risk control.

Enuit worked closely with the client to design a system blueprint tailored to their needs.

By analyzing trading processes and responsibilities across front, middle, and back offices, Enuit ensured the system met the unique requirements of each trade type.

ENTRADE® integrated seamlessly with the client's existing systems, enabling consistent interaction across platforms. This allowed the client to establish a stable trading and risk management system aligned with their goals.

ENTRADE® now enhances the client's oil trading operations with better visibility, improved risk management, and streamlined processes, supporting their leadership in the energy and chemical industries.