



CASE STUDY

Transforming Natural Gas and Crude Operations with ENTRADE®

ABOUT OUR CLIENT

Founded in the early 2000s, this client is one of North America's largest energy marketers, specializing in marketing, trading, asset management, and commodity risk management services.

Headquartered in the United States, the client operates over a dozen offices across the US and Canada, with a focus on delivering energy solutions and managing risks in an ever-changing market landscape.

THE PURPOSE OF THE PROJECT

The client relied on a 20-year-old ETRM system to manage natural gas transportation, storage, and crude activity. The outdated system had not been kept current, and failed upgrade attempts left the client unable to move to a newer version. Over time, the system began to crash and freeze, creating significant disruptions.

These issues led to delays in reporting positions and exposures, which raised concerns among management. A system selection project was approved to enhance risk management capabilities and consolidate key commodities into a single, reliable platform.

The selection process revealed dissatisfaction among users of consolidated solutions available on the market, particularly regarding customer service responsiveness. The client sought an independent ETRM/CTRM vendor with a mature product, proven reliability, and a commitment to responsive, personalized customer support.

LEADING THE WAY WITH ENTRADE®

ENTRADE® stood out as the ideal solution, offering a single platform to consolidate natural gas and crude operations while dramatically improving risk management reporting.

Its multi-commodity, multi-currency capabilities made it a perfect fit for the client's diverse business needs.

The client chose ENTRADE® for its:

- **Comprehensive Integration:** Consolidated deal capture, scheduling, settlement, and invoicing, with integration points for price aggregators, ICE trades, and CME/NYMEX transactions.
- **Enhanced Reporting Tools:** Market curve builder, instant deal decomposition, and embedded Pivot Table reporter with out-of-the-box reports like P&L attribution and credit exposure.
- **Scalable Functionality:** Multi-commodity, multi-currency, and multi-unit of measure capabilities for seamless reporting in US\$/CA\$, GJs, or MMBtu.
- **Improved Risk Management:** High-quality data for enhanced analysis, credit exposure reporting, and VaR calculations.

THE RESULTS

Enuit delivered a seamless implementation that allowed the client to consolidate their natural gas and crude operations into a single, integrated platform.

ENTRADE® streamlined workflows from deal capture to settlement, eliminating inefficiencies caused by the outdated system.

The client benefited from enhanced reporting capabilities, including real-time insights into positions and exposures, improving risk management and decision-making.

With tools like the market curve builder and embedded Pivot Table reporter, the client gained access to detailed, customizable reports to meet their business needs.

Enuit's complementary consulting and training services ensured the client's team could maximize ENTRADE®'s capabilities from day one.

By aligning closely with the client's goals and providing tailored support, Enuit successfully delivered a robust, future-ready solution that positions the client for continued growth in the energy market.