

# WHITEPAPER

The 7 things commodity  
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CTRM software solution

# The 7 things commodity traders need from **any solid CTRM software solution**

Tired of juggling all of your data in spreadsheet mania? Unable to really cut to the core of all that valuable information, hindering dynamic, data-driven decision-making? Looking for that next generation software solution that is both powerful and agile and can actually help you to streamline your day-to-day? Don't worry, because that's exactly why we have posed – and answered – the following 7 questions to assist you and your organization in your quest the find that one true CTRM solution. Spoiler alert: you should come and talk to us. Because, well, believe or not: Agiblocks is the answer every single time.

*Too long; didn't read? Skip all of the following and find out how our flagship solution matches all of your requirements [right here](#).*

Before we start off with a short table of contents (i.e. a list of the questions we aim to answer for you), let's first state this; we know what you are looking for. And why you need it. What technological features you are after. The level of control and flexibility you aspire to. And how, where and when you'd like to access all that wealth of business data. So, let's skip ahead and dive into the list of key points that any solid CTRM solution should offer.

- 1 Does it provide an industry-specific solution?
- 2 Is it fast, accessible and scalable – with huge integration advantages?
- 3 Does it offer a complete commodity business management?
- 4 Is it technologically proficient to support the modern commodity trader?
- 5 Is it flexible enough to support the dynamics of the day-to-day?
- 6 Does it offer full control for any and all users?
- 7 Is it, in fact, a full ecosystem?



# 1. Does it provide an industry-specific solution?

Considering all options and variables, the one thing that might stick out is: is it a good fit? Commodity trade and risk management (CTRM) solutions are by default complex and rich in functionalities. They have to be, given all the dynamics and intricacies that characterize the very industry they set out to support.

We believe that support is the key word here. You don't need additional complexity. The number one objective of Agiblocks has always been to make a trader's daily endeavors more efficient – from drafting a contract, setting prices and handling logistics to evaluating risk and adjusting your current position. We have commodity trade in our hearts and understand that technology – having new and innovative features – is an important part of choosing a CTRM solution. We've got you covered – from the latest tools and functions to assisted integration (including custom connectors), fueled by industry-leading partnerships.

Agiblocks is not just the next generation of CTRM systems, but a solution that truly meets all technical as well as business needs for anyone working in the trade business. We take pride in the fact that our software solution is a true multi-commodity system right out of the box, not limited to a particular commodity and built on modern technology.

The top five of soft commodities in terms of annual consumption is made up of cocoa, coffee, grain, sugar and cotton. If your business is with any one of those, you're in luck. Agiblocks covers all five, of course – but has four of them listed as Specialized Commodities to boot. Our CTRM offers unique features to cater to all their complexities – from origins, grades and unique conversions to certifications and exchanges – that are either not supported in a generic CTRM solution, or would require time-consuming work-arounds.

In fact, Agiblocks is the go-to solution for any commodity, but support for our 'specialized commodities' – Sugar, Cocoa, Coffee and Grains/Oilseeds – is unrivalled. So much so, that [we've written an extensive whitepaper about it](#).



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## 2. Is it **fast, accessible and scalable** with huge integration advantages?

Agiblocks supports trading as well as financial management from the same source of data and within the same, fully web-based application – accessible anytime, anywhere on any device with a browser. Its modular structure however is also designed to fit any and all company sizes, allowing implementation on the basis of desired necessity – from just the functionality you need to a full end-to-end solution.

“It sounds kitschy, but if you talk to someone who knows what you are talking about, that is always a relief”, to quote one of our clients in the cocoa industry. “To the big IT service providers, we are but a number. But talking to Agiboo, we felt he knew how the industry really works, how the company works, and moreover what you need as a trader in general, and a cocoa trader specifically – the physical trade, the terminal market, and currency, and so on. It was the perfect fit, and the level of integration is amazing.” | [You can read the complete interview here to find out more about our prowess in integration.](#)

## 3. Does it offer **complete** commodity business management?

Agiblocks provides all functionality for trading physical agricultural commodities and their terminal market instruments. It supports contract management, logistics, forex and hedging and has powerful tools for real-time risk analysis and management. Our intuitive dashboard combines a detailed and fundamental understanding of the commodity business and risk management processes with an agile information technology architecture, enabling users to successfully manage all their daily commodity trading and risk management needs.

Our software is easy to install, simple to maintain and integrates well with existing systems or IT-platforms. On-premises, Cloud-hosted or SaaS. The design of our software offers a clean and simple user interface, with fast access to all the vital functions for any given task, while our technological innovations and unique industry-specific functionalities guarantee all the information you need is just a single click away – [anytime, anywhere.](#)

## 4. Is it **technologically proficient** to support the modern commodity trader?

We know that technology has become a huge part of the selection criteria again, rapidly become a high-priority item. Buyers know exactly what technologies they want. That's why we make it a point to offer the latest in features – such as [OTC and What If-Analysis](#) in the risk management sections of our dashboard. Our software is continuously being upgraded.

### Agiblocks offers:

- Multiple entities & intercompany trade, multiple trade books
- Physical contract management for bulk, break bulk, containers, parcels
- Flexible position management (origins, specifications, premiums, certifications)
- Mark to Market valuation by position/parities/premiums and cost
- Hedging & derivative management (futures, options, OTC, forex)
- Cross markets (futures/forex) and/or ratio pricing, hedging, hedge allocation
- Logistic management (documentation & freight), physical inventories, sampling
- Financing & collaterals, invoicing, cost accruals, profit & loss: unrealized / realized
- Flexible reporting, document management, quality and trading dashboards
- General Accounting API, IFRS 15 & IFRS 9 compliant



## 5. Is it **flexible enough** to support the dynamics of the day-to-day?

There has been a trend towards greater flexibility in CTRM software solutions for a while now. Not too long ago, only the big firms could have it all in terms of scalability and flexibility of software solutions, as they had the time and resources to build their own platforms. Thanks to the modern approach of CTRMs as an ecosystem as well as the availability of cloud service, those previous luxuries are now commonplace.

Its modular structure and innovative database allow for flexibility when dealing with complex commodity trading processes. The data structure allows customization of different commodity characteristics, so that one Agiblocks system can be used for multiple types of commodities. Agiblocks consists of a suite of functional modules from which you can build exactly the CTRM you need. Because you are completely free to define your business logic, it will always fit your processes. Agiblocks will interface with your ERP or accounting system (e.g. [SAP](#), [MS Business Central](#), [JD Edwards](#)) or other software in your current landscape. It is perfectly scalable and will grow with you, both in functionality and scale of operations.

Furthermore, while a lot of companies talk about the cloud, usually that just implies their systems are in the cloud and not on on-location servers. With Agiblocks, you can actually work from the cloud. You get to quickly keep up with developments and, more importantly, you can work from anywhere; at the office or on the road, at home, on any device that has a browser. It's extremely user-friendly.

## 6. Does it offer **full control** for any and all users?

Agiblocks provides detailed insight in your commodity trade chain and offers full control of every aspect of your business operation. Within a single, consistent environment offering customizable configuration, our software enables you to drill down in your trade book, your logistics chain or financial documentation and allows you to act quickly and easily if need be. It also keeps a full audit trail of transactions.

Agiboo has decided years ago to migrate CTRM architecture to easily accessible cloud services, while platforms on client/server or Java.net need to seriously rewrite their software to keep up with the times. The system architecture has been developed in a specific and flexible technology stack to allow superior performance in both a hosted environment and a traditional on-premises arrangement. You are in control.



## 7. Is it, in fact, a **full ecosystem** to support the modern commodity trader?

The concept of the ecosystems-based approach is never far away when you talk to any of the industry veterans in the commodity trade. That's why it should be included here as well. Where are we in terms of standardization of protocols and interoperability? Is the ecosystems-based approach the most efficient implementation strategy? What are the major difficulties in creating a single-source solution? Is getting that real-time, end-to-end reporting layer and multiple levels of input the greatest challenge?

For a while now, there has been a debate whether or not the era of standard CTRMs is over, as we are moving into custom solutions. What is obvious at any rate, is the fact that technology is – once again – at the forefront of all those challenges, solutions and adaptations. One of Agiboo's strengths in handling change has always been relying on that technology. Finding new ways to improve our own software, such as the continuous [efforts to add new possibilities](#), but also finding increasing benefits to our end-users by working together with other flagship solutions.

That means finding new ways to improve too – whether it be [integrating with ERP solutions](#), [offering ongoing tutorials](#), collaborating with companies like FinanceAgri and their tremendous [Sitagri Infinite platform](#), exploring [the possibilities of Microsoft Power BI](#), connecting with [OneCore Global](#), providing custom [connectors for Agiboo and MS Business Central](#), or partnering up with Tradesparent [to take commodity management to the next level](#). Our mission, in other words, is to keep improving – because there's always room for improvement. It's not only a NextGen solution, but a promise to keep you there.



# Agiblocks: a truly unique CTRM platform

*“Imagine a world where you could trade commodities and manage your position, risk and mark to market, any time and any place, with just a single click.”*

What does it do? Why should I get on board? More great questions – with even better answers. Discover the lead you can take with Agiblocks. Ask for a free demo.

[Request Demo](#)



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