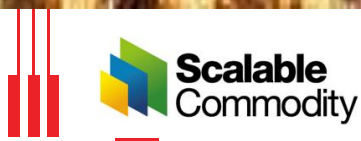




European agricultural trader and manufacturer simplifies contract management with Scalable Commodity



An advanced commodity trade resource management system integrated with Microsoft Dynamics ERP



SONATA SOFTWARE



## About the Client

Client is a leading cooperative farm supply company selling feedstuff mixes, ingredients and vitamin mixes, fertiliser, crop protection, seed and energy. It also purchases crops from farmers and other trading companies.

## Business Challenges:

Client has grown by acquisition, inheriting disparate systems across a broad range of business units. Some of these had been developed in-house and others ran on outdated technology, resulting in idiosyncratic and disconnected operations for the group.

The company needed to streamline solutions to have one platform for day-to-day ERP across its agribusiness divisions, and to modernise and standardise back office functions such as financial reporting and sales and purchase orders. However, it was the company's need for a robust commodity trading solution that drove their choice of ERP.

Grain trade involves complex contracts specifying weight and other product quality parameters including moisture and protein content. Pricing and quality specifications vary depending on the commodity being traded. As contracts are executed over a long period of time, profitability is determined by how quickly the traders can respond to changes in any one of the many contract variables.

Client needed to calculate quality adjustments and charges quickly and accurately. With multiple contracts in play for the same purchaser or supplier at any given time, it was critical for client and their farmers to have access to all contracts, orders and settlement details

## Sonata Solution:

Scalable's Commodity CTRM puts contracts at the centre of operations. It provides powerful tools for automatically adjusting contract pricing, responding to changes in any or all quality parameters as crops are harvested and test results become available. Once adjustments are recorded in the contract they are automatically reflected in inventory (warehousing) and invoices (financials). This enables client to track the status of each contract in real time, to know what has been completed and what remains outstanding.



## Benefits:

Scalable's Commodity CTRM is Microsoft certified for the cloud-based Dynamics 365 platform and dovetails seamlessly with the Microsoft Finance Operations ERP. The solution is rolled out across client's multinational operations, satisfying different fiscal and currency requirements while ensuring systems are standardised, efficient and geared towards maximising profits.

## About Sonata Software

Sonata Software is a global technology Company that enables successful platform based digital transformation initiatives for enterprises, to create businesses that are connected, open, intelligent and scalable. Sonata's Platformation™ methodology brings together industry expertise, platform technology excellence, design thinking led innovation and strategic engagement models to deliver sustained long term value to customers. A trusted partner of world leaders in the Retail, Distribution, Travel and Software industries, Sonata's solution portfolio includes its own digital platform such as Brick & Click Retail Platform©, Modern Distribution Platform©, Rezopia Digital Travel Platform©, RAPID DevOps Platform© and Halosys Mobility Platform©, best-in-class capabilities on ISV digital technology platforms such as Microsoft Dynamics 365, Microsoft Azure, SAP Hybris, Cloud Engineering and Managed Services, as well as new digital applications like IoT, Artificial Intelligence, Machine Learning, Robotic Process Automation, Chatbots, Block Chain, and Cyber Security. Sonata's people and systems are nurtured to bring together the depth of thought leadership, customer commitment and execution excellence to make a difference to business with technology.



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