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- TRADE MANAGEMENT
- RISK MANAGEMENT
- PHYSICAL OPERATIONS
- FINANCIAL OPERATIONS

Aspect CTRM

Commodity Trade Risk Management

Create A Seamless, Visible Transfer Of Activities
For Optimized Trading & Supply Operations

The Challenge

Achieving optimum trading performance while minimizing business risk, and reducing transport and inventory costs against supply disruptions and unplanned market events is complex. Add constantly fluctuating market prices, ongoing credit issues with the banks, and changing accounting regulations – and the jobs of marketers, risk managers and operations professionals are difficult without a centralized and professional system. Many companies are using multiple spreadsheets to perform marked-to-market (MTM) and to hedge physical positions. This causes major risks, inaccuracies and an inability to manage and reconcile front and back office activities efficiently and cost-effectively. Companies know spreadsheets are not the answer – but the costs and risks associated with implementing traditional software have been prohibitive to small to medium size companies.

Solution Overview: AspectCTRM For Crude Oil & Petroleum Products

Aspect CTRM is the only Web-based trade, risk and operations management solution. It's an affordable option for small to mid-size companies – and because of its ability to scale and deploy swiftly – is also used by some of the largest companies globally. It provides access from anywhere in the world and boosts interoffice collaboration through its suite of applications which create end-to-end visibility across multiple business units and systems. Traders, risk managers, schedulers and back-office personnel manage streamlined, integrated planning and fulfillment in real time. Tools within the solution expose critical market intelligence and provide scenario analysis and forecasting to create a nimble, visible environment that reduces risks and promotes supply-demand success.

Key Benefits

- Run straight-through processing from deal capture to settlement for operational efficiency, accuracy and cost-savings.
- Gain access to real-time profit and loss performance metrics, plus full transparency of costs and risks to eliminate threats and better manage trading performance.
- Produce fast action intraday & closing reports: No other system produces reports in seconds.
- Monitor the value of marked-to-market, cash positions and P&L simultaneously with market fluctuations, and as deals are entered and updated. This empowering capability is surprisingly still out of reach for many energy companies using older technology or spreadsheets.
- Stress Testing: Analyze scenarios that can negatively and positively affect your P&L to avert losses and take advantage of market opportunities.
- Display professional trade management tools, audit trails and documentation to secure lines of credit.
- Confidently manage and leverage inventories against changing portfolios and volumes in-storage and in-transit.
- Synchronize plans with accurate inventory data to determine the best financial option for product sales and distribution.
- Re-forecast demand to maximize transport opportunities and minimize delivery risk.



AspectCTRM Lite (LE), Standard (SE) & Enterprise Editions (EE)

Products Supported:

- Crude Oil
- Petroleum Products
- Petrochemicals
- Marine Fuels

For Any Size Company:

- Integrated Majors
- National Oil Companies
- Refining & Marketing
- Petroleum Wholesalers/Distributors
- Physical & Financial Trading Firms
- Asset Holders/Management
- 3rd Party Logistics Providers
- Bunker Companies W/Add-On Bunker Module
- Bulk Consumers
- Brokers

AspectCTRM offers a continuous spectrum of increasing functionality that expands as your business needs grow. Choose from our Lite, Standard and Enterprise Editions, and add modules as challenges arise or existing systems need replacement.

It is flexible and scales to the functional and budget needs of its users. It begins with the out-of-the-box Lite Edition with front-office features deployable in hours for small companies. The Standard Edition, also out-of-the-box, offers expanded front, middle and back office functionality; and the Enterprise Edition can be fully customized through professional services development. All editions integrate with market data systems and back-end programs like SAP and Oracle.

The Trade, Risk, Financial & Physical Operations Modules can be deployed individually and as an integrated group to meet the specific needs of your firm.

Ask for our full features list for each Edition.

Aspect 
Enterprise Solutions

CTRM FOR CRUDE OIL & PRODUCTS

Trade Management

AspectCTRM's Trade Capture Module has long been the industry's leading solution with its real-time calculations and fast-action closing reports. This powerful application utilizes On-Line Analytical Processing (OLAP) technology to enable 'slice and dice' reporting for quick data analysis that allows you to see your P&L reports and trade scenarios from just about any view. Manage hundreds of thousands of transactions from deal entry through back-office settlement, and remove duplicate data entry. This module captures physical and paper transactions; integrates and streams pricing and analytical information; generates dynamic real-time position management and profit and loss calculations; creates instant marked-to-market computations for multiple markets, pricing instruments, products, and much more. You're able to effectively monitor trader portfolios and corporate exposure as positions change simultaneously with market volatility. Additionally, drastically reduce the time it takes to produce intraday and closing reports to seconds rather than hours or days -- and never again start the day without an accurate financial picture.

Key Processes Supported Include:

- Comprehensive Deal & Price Capture
- Real-Time Profit & Loss Tracking
- Real-Time Market, Credit Exposure
- Historical Profit & Loss Tracking
- Options Tracking
- Greek Calculations
- Broker Statement Reconciliation & Automatic Import
- Inventory Valuation: MTM Storage & In-Transit
- Contract Management
- Credit Management
- Secondary Costs Capture
- Confirms and Affirms

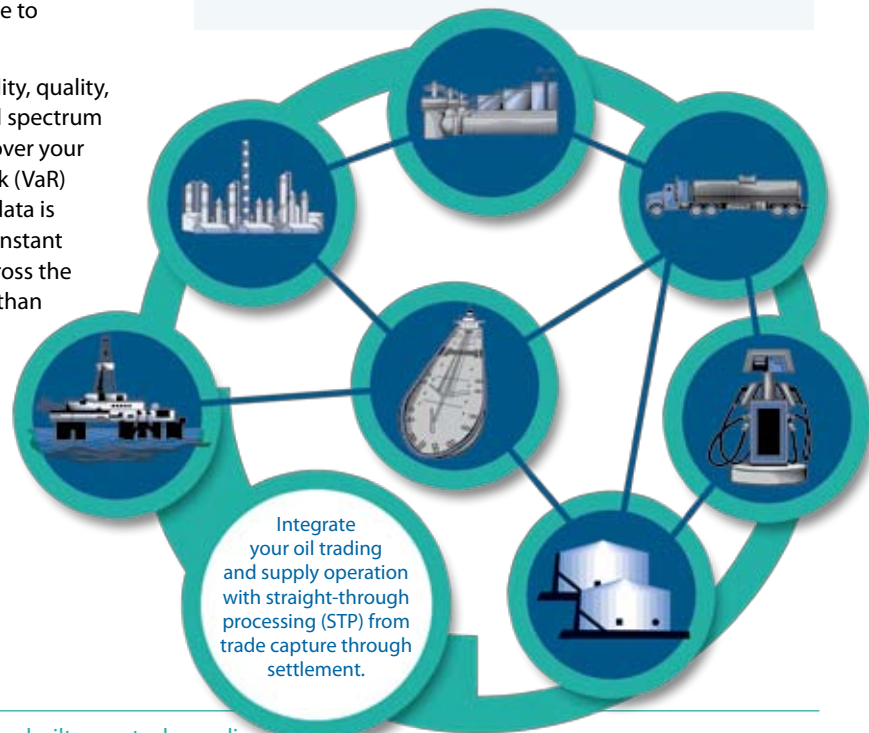
Risk Management

A series of several studies conducted over the years revealed that 91% of the spreadsheets surveyed contained errors. A simple, honest mistake can cost a company millions in losses, and many have learned firsthand the hard way. What is the use of spreadsheets to manage trading and risk activity costing your business? Waving a spreadsheet at the bank is no longer acceptable in today's climate when trying to secure credit. Banks require risk reporting from professional systems -- and AspectCTRM's Risk Management Module provides a powerful credit and market risk solution, and an affordable alternative to using spreadsheets.

Address a multitude of risks including: price, volume, volatility, quality, delivery counter party, credit and multi-currency, with a full spectrum of physical and financial tools. Gain a powerful advantage over your competitors by performing advanced, complex value-at-risk (VaR) calculations for traders and managers quickly. The second data is entered into AspectCTRM management is able to perform instant analysis and monitor individual portfolios and exposure across the organization. Access VaR for 100,000-deal portfolios in less than 5 seconds. Harness advanced technology built to instantly process and relate prices, volatilities and correlations. Multi-faceted stress testing and fast-action reporting allows you to plug in "what-if" scenarios and instantly calculate profit and loss potential in multiple currencies based on varying pricing factors. Plus discover optimal hedge calculations by viewing futures contracts in a single portfolio versus your overall position.

Key Processes Supported Include:

- Strategy Management
- Curve Management
- Stress Testing: "What If" Analysis
- Market Exposure Valuation
- Market Price Capture
- Value at Risk Reporting
- Greeks Reporting
- Hedge Effectiveness



AspectCTRM Modules feature several comprehensive functions:

Report Builder: AspectCTRM is deployed with a series of pre-built reports depending on the edition. For more customized reports, Aspect can build them for you, or train your staff.

OLAP Slice & Dice Reporting: Manipulate and analyze large amounts of data, quickly and from multiple perspectives.

Security Module: Securely define and set user and roles based parameters.

Notifications: Set alerts to notify trading and operations teams of important thresholds.

Bookmarks: Bookmark reports for single click previews later.

XML Integration: Upload & download data (trades, costs, nodes, prices) in XML format via the user interface (UI) or Web services interface.

Physical Operations

The greatest pains and potential gains for most companies are in the distribution of products from crude to the refinery -- then through the delivery of products to downstream distribution points. Capturing just a few cents per barrel throughout this complex process can add up to millions of dollars in improved margin.

AspectCTRM's Physical Operations Module gives your team powerful functions to track and maximize transportation activities and opportunities throughout the supply chain. It gives your schedulers and operations personnel the tools needed to effectively keep product moving, visible and balanced for the optimum profit.

Aspect's team of veteran solution architects have designed a solution that draws out best practices and workflows for organizations with physical trading activities. A series of workbenches create a user-friendly environment with graphical displays to manage a seamless chain of events and straight-through-processing (STP) from physical trade capture through to settlement.

Key Processes Supported Include:

- Commodity Logistics
- Inventory Management
- Vessel & Inland Transportation Scheduling
- Demurrage Management
- Operations Reporting

Allocations Workbench

Includes matching of supply to demand, shipment creation, allocations to/from storage, bookouts/netouts.

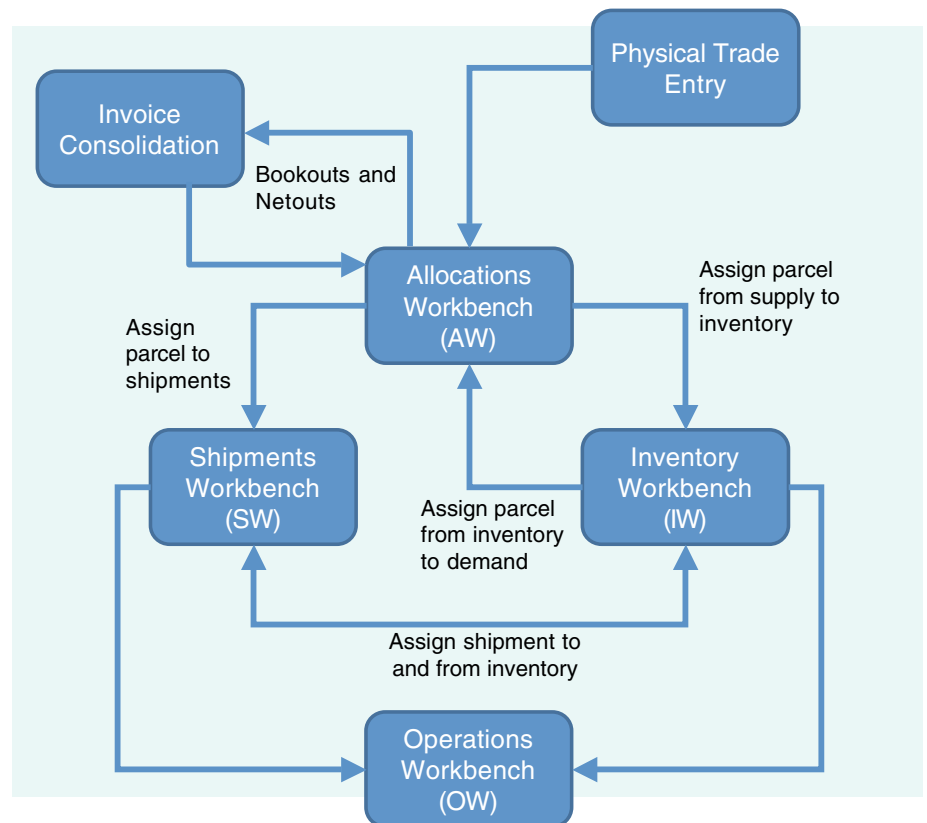
Inventory Workbench

Includes planning and actualization of movements into, out of, and between storage locations, stock and ullage projections, blending operations, stock reconciliations, stock valuation tracking, cost allocations.

Shipments Workbench

Includes identification of mode of transport, transport and inspection nominations, pipeline nominations, events capture and management, issues and resolutions recording, demurrage calculation.

Operations Workbench Includes operations lists for inventory and shipments operators; dispatch and receipt details for nominated parcels; inspection and event details and more.



Financial Operations

Key Processes Supported Include:

- Deal Settlement
- Cash Flow Forecasting
- Deal Financing
- Accounting Integration
- Deal Security
- Treasury
- Accruals Reporting

AspectCTRM's Financial Operations Management Module allows you to gain insight into movements, payments and costs associated with operating the enterprise and interacting with counterparties. Easily automate the matching of incoming and outgoing invoices against costs; allocate volume reports with required logistics declarations; create instant visual alerts when problems occur, and more. Access all required tax, transportation, storage fees, costs, bank credit lines, letters of credit and indemnity from a centralized database for accurate settlement. This component Integrates with SAP, JD Edwards, Oracle and QuickBooks so all your deal data integrates with your accounting systems giving you the option of generating invoices in AspectCTRM or through your existing accounting system with no manual re-entry of data required. Your back-office staff is able to effectively manage and maximize cash flow through detailed reporting and improved financial planning. Also, create and monitor planned and actualized cash flow reports which show deviations to help you improve capital usage. Set workflow parameters and automatic notifications to align with business processes and provide visibility and audit trails for management.

accountability



OIL & GAS



METALS



FREIGHT



COAL



AGRI/SOFTS

Trusted by more than 500 companies with thousands of users in 93 countries, and counting...

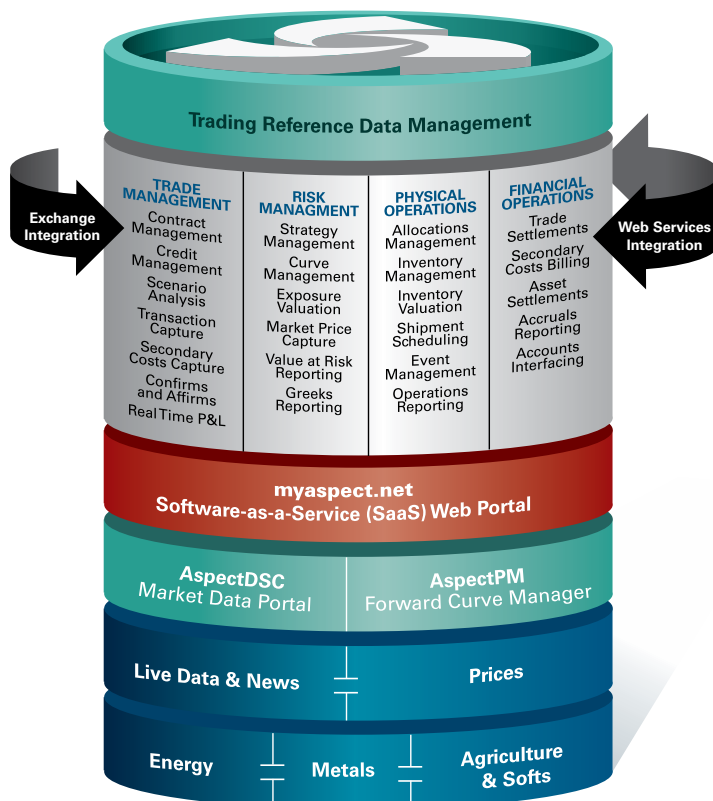
The Advantage Is In Our Technology: SaaS, On-Demand, Cloud Computing... Whatever You Call It – Our Customers Have Called It “Cost-Effective & Powerful” For More Than 10 Years.

While the terms to describe Web-based solutions have changed throughout the years, one thing holds true: The advantages are unrivaled by traditional software, especially in today’s world where budgets are tight and total cost-of-ownership and ROI are critical.

Web-based means you have instant access to the full range of functionality from your Web browser. There are no long, costly installations or expensive servers and databases to buy and support. Rapid deployment is provided by AES out of the box, with customized configurations depending on the complexity of your requirements. Our solutions scale from single users to thousands at multiple locations across global businesses, all backed up with professional support, maintenance and disaster recovery built into the solution. No longer is a professional solution out of reach for smaller companies. Your capital can now be invested into the business, and not tied up in expensive, risky implementation projects with traditional vendors.

Smart, Flexible, Module Applications

The AES Enterprise is fully scalable, integrates with your existing systems and grows in-step with your business. Our solutions are developed as components allowing companies to incrementally integrate solutions as challenges arise, add new functionality as needed, and maintain investments in current systems.



Customer Success

“Having experienced a range of traditional, client-server systems, what really impressed us was the super-fast and pain-free implementation. Moving from spreadsheets to real-time online was a major change and we were expecting it to temporarily adversely affect our business. In the event the cut-over was super-fast and very easy, showing that Aspect as a company has really thought hard about how this technology can be made to deliver positives right from the off.”

John Spencer • Director of Trading • Lemvig



About AES

Aspect Enterprise Solutions (AES) is the leading global provider of Web-based commodity trading, risk management and data management applications. We offer the only integrated, all-in-one platform delivered through Software-as-a-Service (SaaS) deployment which enables rapid deployment, controlled costs and immediate ROI. All AES solutions are accessible via the same online password providing seamless, user-friendly collaboration for global teams. AES clients produce, refine, market, ship and trade globally and rely on our expertise in these key physical and financial markets: Oil, Metals, Steel, Coal, Marine Fuels, Biofuels, Freight, Natural Gas, Emissions and Agriculture/Softs.

Other products on the same platform as AspectCTRM include, AspectDSC our decision support center for traders, end users and market watchers offering oil, metals and agricultural market news, prices, futures and analytical tools on desktops and mobile devices including iPhone®, iPad® and BlackBerry®. Aspect PM is our Price Manager solution which provides consolidation and support for the global oil price forecasting process and forward curve management.



www.aspectenterprise.com

Powering Intelligent Trade