



Aspect Client Background

Swiss trading firm Orka, founded in 2013, is best known for the buying, selling, storing, processing, blending and shipping of biodiesel and waste oils in the US, European and Asian markets. With strong environmental credentials, Orka specializes in transforming waste oils and residues into marketable and sustainable biofuels which it sells throughout Europe. A more recent and increasing area of focus for Orka is the growing world market for aluminum, zinc and other base metals as lightweight, high-strength alternatives to steel that offer potentially better performance and fuel efficiency, particularly in the aviation and automobile sectors.

Challenges

- Spreadsheet-based trade and risk system not up to the job.
- Error prone and not viewed as credible by banks and counterparties.
- Concerns over training up staff and management to use an alternative solution.
- Complete visibility of deals and exposure during the entire trade lifecycle a must have.
- Need to see tonnage prices by counterparties and LME hedges.
- Assured ability to grow into new business areas.

Solutions



Fully deployed within just one week, initially for the biofuels part of Orka’s business, AspectCTRM was a hit with the company’s traders who were able to use it almost immediately. It met all of key requirements:

- Rapid deployment with little disruption to regular business.
- Users up to speed and fully conversant after one week of training.
- Initial oils-only deployment quickly upgraded to include metals business too.
- Supports Orka’s declared intent to pursue high margin, volatile niche markets.
- Viewed by the company as a key contributor to its success.

U.S., Europe, Asia



Biofuels, Metals	
Market Data Client	
Why Aspect:	
Limited IT/Cloud	
Low Cost	
Risk Controls	
Quick Deploy	

Following its initial deploying of AspectCTRM for biofuels, Orka upgraded for support of its metals trading business. The seamless upgrade reflected Orka's increasing focus on growing world markets for aluminum, zinc and other base metals as lightweight, high-strength alternatives to steel that offer potentially better performance and fuel efficiency, particularly in the aviation and automobile sectors.

AspectCTRM replaced a previous spreadsheet-based system. Spreadsheets were seen as prone to errors and no longer acceptable to many banks and counterparties as an effective way of managing risk, especially as Orka grows into new trading segments, taking on more positions and risk. Aspect's ETRM/CTRM solution provides real-time visibility of deals and exposure throughout the entire trading lifecycle, covering physical tonnage and associated LME hedges.

Aspect's Software-as-a-Service (SaaS) architecture led to a very rapid deployment while its simple and intuitive web interface meant traders were using the solution within just one week. With a declared aim to grow steadily by concentrating on high margin, volatile niche markets, Orka regards its AspectCTRM deployment as being a key contributor to its success.

About AspectCTRM

AspectCTRM is a unified solution for traders, risk managers, operations staff and back-office personnel that supports a wide range of functions from trade capture, managing positions and exposure to logistics, scheduling and accounting. One of the many benefits of AspectCTRM is its modular build. It allows companies to integrate only the major components needed without having to replace existing investments in software that are working. It uses On-Line Analytical Processing (OLAP) technology to enable 'slice and dice' reporting for quick data analysis.

"I've used a number of systems through the years, and Aspect's is impressive thanks in particular to its reporting capabilities, which allow us to view and manage our positions in real-time, and easily drill down into the data."

Orka User



Integrated Market Pricing Data & Pre-Trade Analytics



Orka also subscribes to AspectDSC for pre-trade analysis and real time and historical market prices. AspectDSC is part of AspectCTRM’s front end, and is delivered with the Trade and Risk Management modules. AspectDSC delivers charting and dynamic Excel tools, prices and assessments from leading sources like CME, ICE, LME, CBOT, Platts, Argus, Dow Jones, OPIS, Bunkerworld and Marine Bunker Fuel Exchange (MABUX). AspectCTRM users push a button to update positions and validate trades. No other E/CTRM solution provides market data, analytics and assessments along with trade, risk and operations tools on the same platform.

“The Aspect solution was implemented very, very quickly and after only one week of training I was using the system routinely for our day-to-day business. After a few more weeks use I am seeing real improvements in efficiency.”

Orka Management

Technology

AspectCTRM is deployed Software-as-a-Service (SaaS) in the cloud. It’s fully web-based and accessible to users online. Enhancements and upgrades are deployed quietly in the background and never interrupt business. There are no costs for hardware, or maintenance for the client, as it’s maintained as a fully secure, web-based service by Aspect’s experience team of analysts and engineers.



Aspect is a leading global provider of multi-commodity trade, risk and operations management solutions delivered Software-as-a-Service (SaaS) in the cloud. With almost 500 customers in 90 countries, it's one of the fastest growing providers with rapid deployment, affordable subscriptions, and immediate ROI for all size companies. Solutions include AspectCTRM, a full-featured commodity trading and risk management enterprise suite for front, middle and back office. It's available in three editions: Lite, Standard and Enterprise, expanding in functionality according to the needs and budgets of clients. Aspect is the only ETRM/CTRM solutions provider with market data and analytics tools delivered with its trade and risk functions on the same platform. This provides users with a seamless packaged solution beginning with pre-trade pricing analysis and market assessments via AspectDSC. Aspect's solutions are available on desktop, tablets and mobile devices and through its new Aspect Partner Program (APP).