



CMStrade, originally implemented in 1978, is a pioneer in software specialised for raw commodity trading companies. Today, it still remains the rare software that handles all the trade and business operations - after all, a trading company is more than position-keeping, it is a full business.

And your business is unique.

More than other businesses, it requires that the data of all departments be synchronised, and in real-time, not only to optimise efficiency and economy, but for regulatory compliance, and, even more, for safety, if not survival: if all departments are informed simultaneously, problems will be known before they become harmful.

To thus synchronise in real-time, the front, middle and back-office operations must track each other from the start of each trade, and not, as in the wholesale and distribution businesses, or in many trading softwares, only after the invoice is issued - because the invoice is nearly the end of the process in your business, so there is more to go wrong earlier.

Unfortunately, it is not easy to identify the many synchronisations, and then to implement them in software.

CMStrade has.

Your business is risk, risk that is not only in trade positions, but in the other areas of your business too. You need software that can keep you in control of these risks simultaneously. This software cannot be a mix of separate softwares: certain will be ill adapted for trade's uniqueness, and the mix will be weakly, if at all, synchronised. The only way is for one software to include and handle all the activities - front, middle, back - together.

CMStrade does.

In CMStrade, every operation - financial, derivative, physical - is input only once, where it applies, by the person responsible. It is then immediately available (and displayed!) everywhere its data is needed, in accounting, in position, and in all other tasks in-between.

This is the only guarantee for reliable and prompt information everywhere in your company. For safety and also for efficiency. No tense data reconciliations, no spreadsheet labours and unspotted errors, no overtime, no blind faith, no overstaffing, no recriminations, no acceptance of average performance, ...; when the data of all departments is managed and accessed through one software, things do get easier and better.

To illustrate this, consider some of the non-trade CMStrade applications:

- **Credit lines** that on one side are synchronised with the accounting and on the other side with LCs and trade execution, so there is almost no data input needed. But now, you know instantly how you stand, know immediately if you can pursue a new deal, or learn if you are stretched and if you can do something about it.
- An authentic **cost accounting** system bringing you the same control and feedback benefits that have proved their worth in other businesses and industries. Not limited to the simple difference shown in many position-keeping software, you can continuously compare not only if a trade's cost estimates are holding up but, for example, whether strategies of buys and sells, at shipment or at contract level, are bringing in the planned profit. Plus add in the data of stocks and transformations. As a side benefit - one that execution will appreciate - double-check that all invoices are issued, and all are received within the ranges estimated. And for account-

ing, periodic accruals are posted so the management reports are unbiased pictures of your business - not vacillating between undeserved euphoria and gloom. The nice part is that you input almost no data directly - they come in automatically from all over, from trade and accounting.

- **Cash management**, which also receives its data from other applications, provides short to long-term projections, keeping you continuously and fully informed on your most important commodity, cash. And since the receivables/payables and general accounting are in the same software, it is able to smoothly bridge payment data across instead of multiple data inputs, as well as safely co-ordinate the time gap between cash and financial movements, eliminating an important operational de-synchronisation.

CMStrade thus transparently unifies all the trade + business areas in your company. It moreover serves each area thoroughly - the sum of +3 decades answering the needs of a diversity of trading companies.



To demonstrate this completeness, compare CMStrade's physical application:

You start input not with the contract (only reasonable if you just want position-keeping software) but, if you wish, earlier, because a contract is actually the end of a process already:

- Thus, you can record all the offers you get (and send out) or know about, and later, using an ingenious system of "sweet spotting", locate the most appropriate ones you need now.
- When you start negotiating, you input the proposed data, complete with costings and quality attributes - which you can price too - and simulate profitability. As you negotiate, vary prices, adjust costings, predict qualities, and the profitability instantly adapts on the screen.
- Once agreement is reached, the software produces the contracts for you (you could skip the two previous stage and input a new contract directly). To help you complete the details, the software provides you all the facilities to create rules, standards and requirements based on context, even set authorisations, so the finished contract is correct and validated as you wish.

Complete, and thorough too - compare some other features of the CMStrade physical application:

- **Hedging:** hedge partially or fully, against individual or shared derivative transactions; in fact, any way you need, with complete flexibility and traceability - and drag-n-drop simplicity.
- **Positions and revaluations:** display (auto-refreshing), adjust (or not as relevant) for matches, hedges, unpriced, forward rates, FOB-CIF rates, tolerance, quality variations; simulate prices and rates; make day-to-day, month-to-date, month-to-month, ... comparisons; get global situations combining all opens, stock and transformation inventories; exploit the flexibility of drill-down and data grouping; etc.
- **Execution:** make provisional shipping plans, change if needed, execute in steps, use multi-stage transport, be informed what has to be done when, manage containers, print documents in any language, trace stages back and forward from any point, invoice partially, fully or wash-out, manage actual quantities and qualities and automatically produce finalisation invoices for both; record supplier invoices, use detailed cost-accounting to monitor operation's financials; etc.

Beyond pervasive integration, extensive completeness, ... CMStrade also empowers you:

- **True real-time.** Displayed forms and reports of all applications - not just positions - automatically (and efficiently!) refresh when any data they use, or could, changes anywhere else. There is no need for a Refresh button that you must constantly click for a pseudo real-time.
- **Ad hoc information.** For instance, you wish to know the receivable/payables of the clients/suppliers in a list of open positions of a specific period, of a specific commodity group, etc. You simply drag-n-drop the receivable/payables program you choose onto the positions listed, and you have your answer. There is no need to call programming and wait and pay for a solution.
- **Customisation.** CMStrade is fully operational, to use as-is if you wish. Yet you could so fully customise it that your version will look and work differently from any other. Without learning any proprietary languages, change menus, forms, lists, reports, user configurations, rules, definitions, constants, descriptions, texts, languages, help aids, screen layouts, work flows, authorisations, ..., even transactions. No other trade software allows you such independence.

These and many other such productive features have been made possible using the most advanced (and non proprietary) technologies available: object-oriented design, C++ and Internet languages, Ajax concept, standard code libraries, etc.

CMStrade is also innovative in the price, and what it includes.

A very economic annual fee - so you stay in budget - based on the number of simultaneous "read-write" and "inquiry-only" users, covering the use of the software, all updates and upgrades, and free-programming of any of your suggestions that we consider will enhance the software.

CMStrade is finally pride in quality - the old-fashioned type.

The type that allows us to serve our oldest active client for over 25 years.