

# Modernise the core”

commodity trading companies navigate market  
opportunities, responding to their strategic goals  
laser-focused understanding of the business  
and the know-how to apply the latest digital  
tools and ways of working to achieve these goals. These  
focus on:

- Revenue growth – increasing revenues
- Market penetration – capitalising on market opportunities;
- Operational efficiency - cutting operating costs

Global clients have global value chains with sophisticated  
complex workflows and are frequently hindered by  
mounts of technical debt through all layers of the  
stack. Our “modernise the core” proposition helps  
global clients place strategic bets and pivot their IT  
investment towards competitive advantage.

is  
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Competitive  
Edge

Core  
competencies

## Enhance value creation



Enabling data analysis and the generation of business intelligence as close to the individual businesses as possible. IT needs to provide the tools, not the analysis.



Traders need to tap into new revenue streams by finding ways to monetise its intelligence, algorithms, software and data e.g. new platforms, marketplaces and services

## Unlock agility and insights



To move faster and do more, your organisation will need to adopt modern engineering practices, especially the agile approach and product management.



Modernise applications that provide competitive advantages in target markets. Pivoting IT away from transaction management activities and into unlocking intelligence capabilities.

## Improve efficiency



Migrate technology infrastructure to the cloud for performance and efficiency gains.



Leverage SAAS & PASS for standardized, high-frequency processes such as transaction processing and reporting, invoicing, etc. These activities are not differentiators for your business.