



dycotrade

# CTRM Solution

Commodity Trade | Risk Management

Simplify your trade, logistics  
and finance operation

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## ABOUT DYCOTRADE

DycoTrade BV and its predecessors have been actively providing software and services to the (commodity) trading industry for over 20 years. Since 2013 our full focus had been on serving commodity trading companies in the Food, Feed, Agri and Metals sectors. Headquartered in the Netherlands, DycoTrade operates with a team 70 colleagues who design, develop, implement, maintain and support the DycoTrade software for companies worldwide.

Organizations looking to integrate the DycoTrade software into their operations can rely on our experienced staff, dedicated to guide you through a smooth implementation process. To do so, we have standardized our scoping process and incorporated Microsoft's *Success by Design* methodology.

Together with international partners, we strive to expand our customer network, with customer satisfaction as the most important driver in all that we do.

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**3** LOGISTICS & OPERATIONS

**4** RISK MANAGEMENT

**5** FINANCE

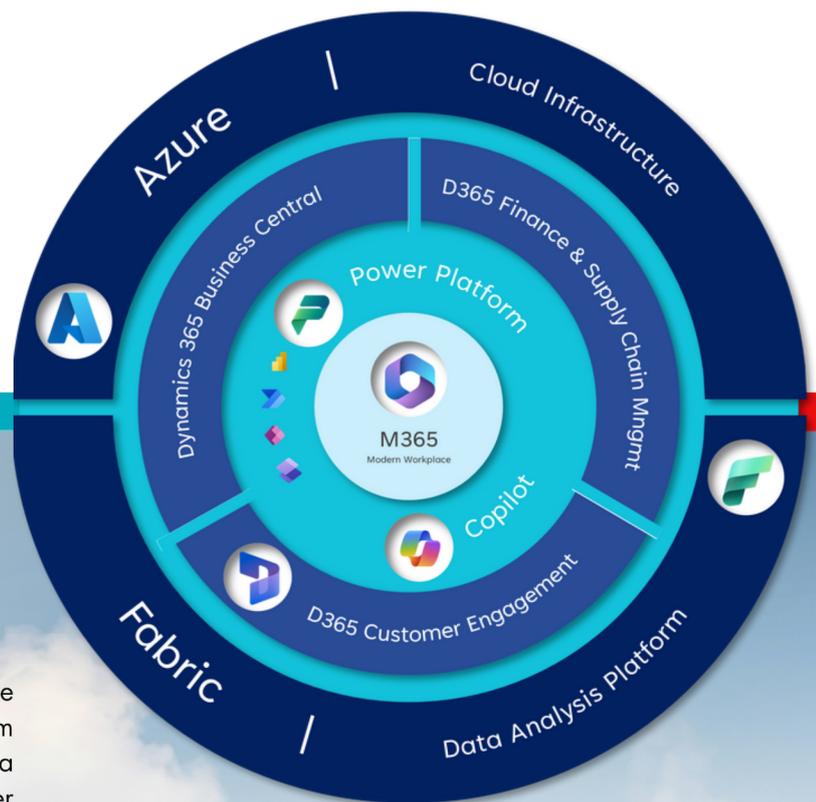


# DYCOTRADE 365

Build on a strong foundation and integrated into Microsoft Dynamics 365, Dycotrade offers a full-service CTRM platform. A Next Generation ERP solution used by companies worldwide.

## CTRM on a leading platform

Microsoft is committed to continuously delivering powerful and easy-to-use solutions that add value across organizations. **Microsoft Dynamics 365 Finance and Supply Chain Management** is a delivery of this commitment, but Microsoft's wholistic aproach goes beyond the traditional ERP scope. The various **Dynamics 365** business applications can be enriched with **Power Platform** functionality and intergrates seamlessly with **Microsoft 365 Modern Workplace**. The cloud infrastructure from **Microsoft Azure** ensures stable operations and allows data to be analyzed in real time trough the cabailities of the **Microsoft Fabric** platform. Recent investments in **Copilot** boost the AI capabilities that will further infuse the impact and use of Microsoft's and Dycotrade's solutions.



## Dycotrade 365

Alongside Microsoft's evolution path the Dycotrade CTRM solution has evolved from traditional Finance and Operations IP, into a flexible set of solutions that integrates with other Dynamics applications and has incorporated functionality like; Power BI, Power Apps, Microsoft Fabric and more.

## Always in control

When trading in commodities the world around may change with rapid pace. Therefore it is key to maintain control over trades, optimize logistics and mitigate any risks that can occur along the way. The Dycotrade CTRM solution ensures you stay in the driver's seat and ensures accurate financial reporting as all trade, logistics and risk management activities are fully integrated with accounting.



## Powerful reporting

More and more business stakeholders demand compliance, reporting and control. Dycotrade meets these demands with out-of-the-box reports and tools to investigate and analyze operations and risks based on your current positions.

- **Power BI** and the **Dycotrade Business Insights Pack** for management information will uplift your reporting needs right from the start.
- Have all your data consolidated through Azure Synapse link for Dataverse, and be prepared for advanced (AI-driven) data analysis.
- Using alerts your Dycotrade data will be monitored and actioned if necessary.
- View positions, exposure and outstanding invoices directly from the system

# TRADE

All contract types, Purchase, Sale, Commission- or Back to Back are handled with DycoTrade in one application. Enhanced pricing and cost-price calculation functionality will increase the accuracy and transparency on your cost, sales and margins.

## Physical contracts

Physical contracts are the source of logistical movements, risk insights and hedging. Hence why it is crucial to track physical commitments and positions and have the ability to attach the right pricing details, costs, commissions and contract terms. Within DycoTrade CTRM the standard functionality of Microsoft is uplifted to ensure your business can benefit from accurate insights and control over all your physical contracts.

<h2>Physical Contract</h2>	<h3>Commission</h3> <p>Track all commission related activities Calculate commissions in any currency based on fixed amount, percentage, or per unit amount.</p>
	<h3>Contract Terms</h3> <p>Comment terms and clauses never have to be typed again Attach terms automatically (per vendor or customer) or link manually to contracts and print them on related files</p>
	<h3>Quality</h3> <ul style="list-style-type: none"> <li>▪ Define quality requirements and save received sample results</li> <li>▪ Generate Certificates of Analysis (CoA), or block batches which are out of spec</li> <li>▪ Blend batches and combine sampling results into the desired/required quality level</li> </ul>



## Contract pricing

In commodity trading different pricing types are used for Physical contracts and Future contracts. Tanging from fixed pricing, where the price is agreed upon contract negotiation, to average pricing based on exchange prices such as the ICT, CBOT, LME, Platts, etc..

Within the DycoTrade CTRM solution various pricing options are available as shown on the right.

### Flat

Price

### Fixed

Price + premium

### Spot

Exchange price at prompt date

### Outright

Exchange price over period

### Unpriced

Price determined by Exchange

### Average

Pricing based on a calculated average price during quotation period

### Unfixed

Partial quantities priced at different moments in quotation period.

## Pricing types

By default an ERP system likes to work with a consolidated (unit) price per contract line. However, when trading in commodities there are extended costs (freight, insurance, hedging cost) that will impact the overall price. Next to that the pricing can be determined by the compositions of separate components or elements. With DycoTrade CTRM all these options are embedded in your ERP system, decreasing the room for error and providing better, earlier and more accurate insights in expected costs, revenue and margins.

## Element Pricing

Element pricing complements the CTRM solution with a new pricing methodology that extends Component pricing with the possibility of using quantity corrections in combination with multiple elements for pricing. Ideal in a scenario where a product consists of multiple elements which are individually priced.

### Extended pricing

Uses one fixed-pricing option.

### Component Pricing

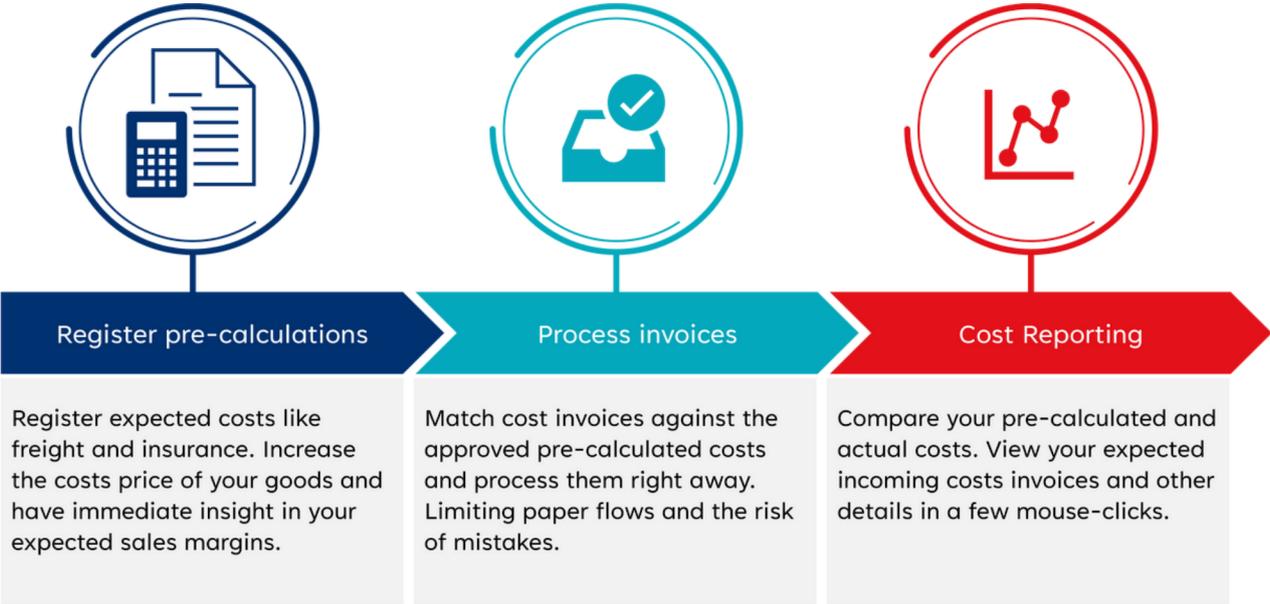
Unit Price for contract line based on pricing of different components

### Element Pricing

Prices the contract line based on the composition of elements

# Cost and Accrual

The Dycotrade Calculations functionality provides insight in costs related to your trading activities. On purchase and sales contracts all costs (freight, customs, insurance, banking costs and other miscellaneous charges) can be registered. Based on these costs the pre-calculated profit can be determined and later compared with the actuals.



▼ Safe time

Increase predictability ▲

# LOGISTICS & OPERATIONS

Ensure smart and efficient logistics as you plan, ship, document and track any physical commodity movement. Whether your logistics movements are from origins to warehouses, between warehouses or to customers; enjoy full flexibility and accurate transport tracking.

The Dycotrade Logistical module consists of a three-layer structure to optimize logistics handling; Logistic File, Transport and Transport unit.



## Contract

Contracts and inventory are the input for logistical movements in Dycotrade. Two-way traceability allows for easy tracking and linking of the Trade and Logistical modules.



## Logistic File

The Logistic file provides a link to physical contracts or inventory positions and is the single point of entry for movements, logistical documents and freight-related accruals. They can be used as a financial dimension to attribute costs and revenue per deal.



## Transport

Transports, which a Logistics file can have any number of, allow you to register physical movements, apply costs and accruals and perform weight-based adjustments. Transports can be chained to perform multi-modal movements and ensures that loaded/delivered weights can be processed automatically.



## Transport unit

Transport units are used for accurate and down-to-the-details entry of information related to containers, trucks, railcars, pallets etc.

## Using Dycotrade CTRM allows you to

- register follow-up transport to track multi-modal or multi-leg movements
- track Transport units using seal numbers, pallet Id's, bag labels and refrigeration levels
- allocate a batch/lot to a specific container, pallet or truck (Transport unit)
- log the complete logistics history to track data changes and movements

# RISK MANAGEMENT

Managing commodity, credit and currency risk is a daily task for trading companies. With the advanced hedging options in Dycotrade CTRM any future, credit or foreign exchange risk can now be managed within Microsoft D365 Finance & Supply Chain Management.

## Future and Option contracts

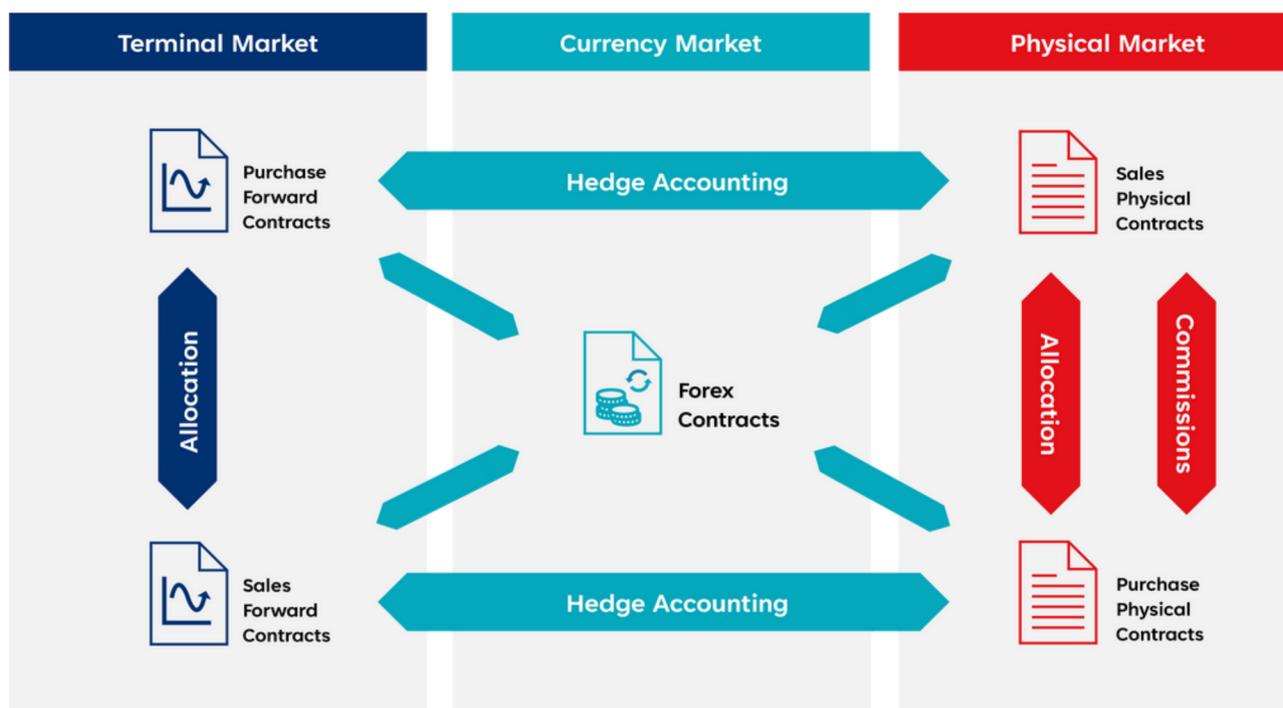
- Never have any open/unhedged positions without knowing
- Allocate forward contracts to physical exposure
- Fix price on exchange or average value
- Easily copy, roll or settle contracts

## Foreign exchange contracts

- Register foreign exchange deals with banks, brokers and more
- Use Fx rate for item value and invoice posting
- Register/import the latest exchange rates
- Manage exposure in detail level or lumpsum

## Forex trading in a central position

Allocation of Forex contracts is possible to both Physical Purchase or Sales contracts and to Commodity Exchange contracts (Futures, options, etc.). Next to that, the Physical and Commodity Exchange contracts can be allocated together to hedge quantity exposure.



**RISK COMES  
FROM NOT  
KNOWING  
WHAT YOU ARE  
DOING**

# FINANCE

The Accounting module in DycoTrade allows you to efficiently manage all of your financial processes and enables you to make crucial business decisions based on accurate and real-time information.

## Leverage worldwide compliance

DycoTrade leverages the standard Dynamics 365 Finance and Supply Chain Management compliance with 75+ countries as maintained by Microsoft. By extending these out-of-the-box regulatory localizations, the system is always up to date with local laws and regulations such as IFRS, Sarbanes Oxley, GAAP, etc..

<b>Cash &amp; Bank Management</b>	<ul style="list-style-type: none"> <li>▪ Optimal cash management</li> <li>▪ Efficient allocation of foreign currency contracts to physical orders</li> <li>▪ Extensive management of account payables and account receivables</li> </ul>
<b>Financial Postings</b>	<ul style="list-style-type: none"> <li>▪ Full track and traceability for all financial posting including responsible employee, data and time</li> <li>▪ Specification of costs on different dimensions</li> </ul>
<b>Multiple legal entities</b>	<ul style="list-style-type: none"> <li>▪ Integral support for different companies, division and departments</li> <li>▪ Intercompany transactions kept in sync for single entry of transactions between legal entities</li> </ul>
<b>Multi Country Sales Tax</b>	<ul style="list-style-type: none"> <li>▪ Support for full departure- and destination-based Sales Tax</li> <li>▪ Sales Tax calculations on local representation, incoterm, goods duty status and local tax percentages</li> </ul>

# CONTACT

With any questions you are more than welcome to contact us.

We are here to help you and your organization, optimizing your agility and efficiency.

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