



Implementing Commodity and Energy Trading & Risk Management Systems

What we do

Quatro Solutions has a 20-year industry-leading track-record in CTRM systems implementation and an extensive network of delivery-focused consultants.

Key to success is an agile project approach focused on client engagement at all levels, fast roll-out of a core solution, followed by iterative testing using real client data. Our senior consultants have the gravitas to keep business scope focused and practicable.

Our lean project teams typically consist of 2-3 experienced client-facing consultants who compliment an off-site technical team from the vendor, and internal client IT resources.

We have repeatedly demonstrated our ability to implement customised, complex CTRM solutions from trade capture to accounting in half the time and less than half the budget of comparable implementations run by traditional consultancies.

We have developed expertise within traditional legacy vendor solutions such as Endur and Allegro, and are now looking to support implementations of a new generation of leaner products which utilise the latest technologies. Our aim is to build repeatable implementation patterns which we can share with vendors to deliver consistent quality. We offer fixed-price implementation packages where appropriate.

We deliver production-ready solutions integrated into client business processes, quickly and cost-effectively – ultimately delivering reference sites happy to recommend the chosen vendor solution.

Why we are different

We are honest about what matters and get on with it. Our focus is to ensure CTRM projects deliver value to satisfied clients: fixed-price deliveries where we have skin in the game; experienced support for decision makers; robust push-back to avoid costly mistakes early; working solutions instead of PowerPoint presentations.

Our delivery record is in contrast to major consultancies: we deliver working CTRM solutions on time and within budget. Our lean approach to CTRM implementation, and culture of honesty and delivery, is complimentary to the emergent CTRM vendors who are disrupting the established legacy solution providers.

Who we are

Our core team comprises senior consultants with 20 or more years experience of implementing CTRM solutions with a wide range of clients.

Our most junior consultants have strong academic backgrounds in engineering, sciences, economics and other numeric disciplines, post-graduate M.Eng, MSc, MBA

qualifications and prior experience in commodities, oil, power, gas or financial services consulting.

We have recently started in internship programme, working with leading universities to provide the pipeline for the next generation of CTRM consultants.

What our clients say about us

“We were ready to sue Openlink for mis-selling their product. The implementation was failing, and they’d cycled through 4 project managers in 5 months, getting nowhere. Quatro Solutions rescued the project. They re-planned and then delivered on time to the agreed fixed price, with just 1 consultant and 5 vendor staff.” CFO, Constellium

“After they recommended a greenfield re-implementation, we challenged Quatro Solutions to demonstrate how a vanilla Endur solution could be implemented quickly, and to show us the realisable benefits. They delivered a core solution including APM in <3 months and under budget ... and took a full version upgrade in their stride over a weekend.” CIO, RWE Supply & Trading.



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