

About Us

Quatro Solutions are a niche E/CTRM implementation consultancy. We specialize in selecting, configuring and integrating physical commodity trading and risk management platforms, supporting a controlled and efficient business process.

Our projects don't simply aim to deliver technical solutions, but to deliver business value: supporting business growth while minimising operational risks and overall cost.

Our expertise spans across CTRM/ETRM solutions, helping businesses optimize their trading operations through technology-driven solutions. We are a preferred implementation partner for some of the challenger (non-ION) products ... which often deliver better value to end-clients.

We aim to deliver solutions efficiently, utilising small teams integrated with client SMEs, evolving prototypes working on real-client data to surface client requirements and support combined testing/training.

Recent Biofuels and Alternative Energy Experience

In addition to working across a spectrum of commodities trading clients (covering Crude, Gasoline, JP Power, Grains, Coffee, Metals, Chemicals) have recently worked with a number of clients to implement biofuels and alternative energy trading solutions:



EDFT were moving into bio-ethanol trading. They had hired an experienced trader, but had no system capability to support physical biofuels trading, lacked required registrations with ISCC, REACH and WebICE (for MOC).

The Qsol team managed board approval for the new business, helping trading team to articulate business plan, agreeing trading limits, configured in-house trading system, and training wider support functions through testing end-to-end scenarios.



CFP Energy were expanding into biodiesel trading. Like EDFT they acquired a trading team, but with no support capabilities. At the same time, they were implementing Molecule as a replacement for in-house Hiro ETRM solution.

Qsol team completed initial implementation of Molecule for exchange-traded business within 3 months, applied extensive configuration so Molecule to value physical biodiesel trades and manage the end-to-end deal lifecycle.

We then migrated the existing trading portfolio, and trained business functions to manage the business within the new system.



Mabanaft were setting up a new desk for trading physical Ammonia as a clean 'last-mile' bunker fuel. They had chosen Molecule ETRM to support basic valuation and risk management.

Our team configured complex physical trading valuation models (based on underlying input products: US Power, Gas, Consumer Indices on different pricing periods), delivered into production use within 3 months.

The team then configured ICE and CME interfaces to support hedging primary commodity market risk, and extended reporting capabilities to interface with cross-desk functions such as Credit, Accounting and Regulatory Reporting.

How We Work with Clients & Vendors

We are all about getting things done efficiently and effectively. Our consultants aren't just technically skilled—they know how to work closely with clients and vendors, ensuring clear communication and alignment from day one. We dive deep into understanding each client's business, figuring out exactly what they need to reach their goals, and then making it happen.

Our pragmatic implementation approach focuses on getting live data flowing through trial environments, surfacing detail early and getting clients to engage hands-on with the solution.

As the bridge between technology providers and the companies that rely on them, we ensure business integration is smooth and hassle-free. We don't just plug in software and walk away—we make sure the solution is being used within the live business process. Go-live is often about turning legacy systems *off*, as much as about turning new systems *on*.

With years of hands-on experience across clients and solutions, we're quick to pick up new software and cross-fertilise concepts and suggest smart improvements that make a difference.

Our implementations support the requirements across business function, and we have expertise in the Treasury, Accounting (GL/ERP) and Trade Finance systems which often compliment the core C/ETRM solution.

Our Services

- **System Integration & Implementation:** We manage end-to-end integration of CTRM/ETRM solutions, ensuring minimal disruption and maximum efficiency.
- **Customization & Configuration:** We tailor solutions to fit client business needs, aligning systems with client business, operational workflows and controls.
- **Data Migration & Management:** We handle data validation, transformation, and migration to ensure seamless transition from legacy systems.
- **Training & Support:** Our team provides comprehensive training, on client-specific configured solutions and initial hypercare to ensure smooth adoption of new systems.
- **Go-Live, Decommissioning & Hypercare:** We encourage early use of new systems, support go-live within a 'fix-forward' hypercare and actively archive legacy solutions.
- **Vendor Collaboration:** We work closely with software vendors to bridge the gap between technology providers and end-users.
- **Data Analysis & Visualization:** We provide advanced data analysis, interactive dashboards and visualization with Power BI which clients gain valuable insights, track key performance indicators, and optimize decision-making.

Other Case Studies

1. Agiblocks CTRM Implementations Across Europe

We've implemented Agiblocks CTRM for five trading firms across Europe in 2023 to 2024, helping them shift from manual workflows to fully integrated systems. Notably, for an agricultural firm, we replaced Excel workflows with Agiblocks and integrated it into their operations, including data migration, system customization, and creating a Power BI reporting tool for better visibility into inventory, contracts, and financials. These projects have enhanced operational efficiency, decision-making, and trade management.

Our experience spans physical commodity trading, financial instruments, and risk management, including futures trading, FX hedging, mark-to-market, and unrealized PnL tracking. We specialize in both position-level and trade-by-trade hedging strategies, ensuring precise exposure management.

We understand various approaches to managing financial risk, whether through brokers, with clearing houses or OTC. This allows us to optimize trade execution, enhance compliance, and offer real-time insights to support strategic decision-making in dynamic markets.

2. Ignite ETRM Implementation for an Oil Trading Company

In this project (one of four Ignite implementations conducted in 2024), we showcased our expertise in energy trading. We led the process from evaluating the best ETRM solution for the client's needs to implementing it. The evaluation required a deep understanding of the client's workflows, challenges, and available solutions. We addressed complex trade flow issues, refined invoicing and contract processes, and integrated real-time risk management to improve operational efficiency and accuracy.

A key part of the project was implementing a delivery management system for large-scale transportation logistics, automating workflows to minimize reliance on error-prone Excel sheets. We also improved pricing and valuation by integrating index-based pricing, ensuring accurate PnL and exposure tracking.

3. ION Endur/Findur Implementation for Base Metals Trader

Quatro Solutions team rescued a failing ION Endur project. Our principal consultant managed a difficult client-vendor relationship, avoiding potential litigation.

Meanwhile the team of 6 implementation consultants, quickly stood up a working trial environment with live business data and implemented a hard-line agile approach – iterating through *show-and-tell* ↔ *prioritise-and-fix* cycles, ultimately completing the project to a fixed deadline and price.

Additional Expertise

Over the years, we have expanded our knowledge across various software solutions in the trading and risk management field. Our experience includes working with leading CTRM/ETRM platforms such as Enuit, Molecule, and Xceptor. Additionally, we have developed expertise in integrating CTRM, ERP/GL and Treasury systems, ensuring seamless business flow between core systems like SAP, D365, Sage, JDE, Komgo, Kyriba, Wall Street, Nomentia.

For more information, please visit our website at www.qsol.co.uk or email info@qsol.co.uk