



## Allegro Streamlines Client's Trading Processes and Enhances Market Analytics Amid Rapid Growth

### HIGHLIGHTS

To accommodate a company's tremendous growth, capSpire helped it transition from using legacy systems for managing trades to using Allegro, a single cohesive system to streamline and improve business processes, enhance market analytics, and reduce exposure to market risks.

### QUICK FACTS

- Enhanced analytics improve visibility into market positioning and better inform business decisions while minimizing exposure to adverse market moves.
- Improved internal controls, advanced system customization, and integration of Allegro with an excise-tax platform enabled the client's entry into a new and profitable market: third-party rack sales.

### THE CHALLENGE

For its trading organization, the client required a dynamic front-to-back solution that could handle current trading processes and provide a variety of enhancements to accommodate continual and rapid growth.

A refined-products company's supply and distribution arm is responsible for purchasing wholesale fuel and transporting the product to the company's gas stations and other third parties throughout the U.S. by rail, pipeline, truck, barge, and vessel. Despite the rapid growth of the company, personnel within the trading organization used cumbersome legacy systems for managing transactions—a situation that was not sustainable as the company continued to expand its market presence.

capSpire partnered with Allegro to deploy commodity trading and risk management (CTRM) software as a **single cohesive solution that could be deployed across the trading organization to streamline and improve business processes, enhance market analytics, and reduce exposure to market risks.** Furthermore, capSpire's enhancements to Allegro will **accommodate future organizational growth** and enable the client to take advantage of new business opportunities.

### The Problem

In the last few years, the refined-products company has grown rapidly. As this growth occurred, personnel within the trading organization continued to use Excel and other legacy systems for managing transactions, including crucial tasks such as accounting, trading, middle office/risk desk, and logistics. These systems were not only tedious and time consuming, but they lacked internal controls and sufficient scalability for future growth. The company required a dynamic front-to-back solution that could incorporate all facets of the trading organization. Most importantly, this new solution needed to handle current trading processes and provide enhancements to accommodate continual growth.

## The Solution

capSpire helped its client to implement Allegro. With Allegro, the company now has a single system that manages all trading activity and automates all processes associated with transactions, including trade execution, scheduling, inventory management, accounting, and tax. The solution also delivers market-exposure reporting, profitability analysis, document management, and credit reporting across the organization in real time. This platform is scalable and will help the trading organization to operate efficiently regardless of the pace of growth.

### These are some of the most critical success stories achieved in this implementation:

- The client's market-analysis capabilities have significantly improved. Each day, Allegro delivers vital market intelligence that limits vulnerability and maximizes profitability.
- capSpire built custom enhancements into the core Allegro software. Because of the experience of our consultants within the refined-products industry as well as our consultants' deep understanding of Allegro software, capSpire is in a unique position to customize the software according to specific user needs.
  1. capSpire's custom enhancements enabled the client to sell refined gas to third parties at the rack.
  2. capSpire helped to integrate Allegro with an excise-tax platform to which details of external transactions are sent. The platform calculates required taxes and then automatically applies these taxes to invoices in Allegro.

## Business Benefits

- All facets of the trading organization are housed within a single cohesive solution.
- Information is available throughout the trading organization in a timely manner.
- Enhanced analytics let traders know the organization's market position at any given time and empowers them to use that information to make better business decisions that reduce exposure to adverse market conditions and risks.
- The solution lets users determine, even at the most granular level, how and where the highest profits are yielded.
- Automating manual tasks saves personnel time, improves efficiency of business processes, and accommodates organizational growth.
- The upgraded Allegro system is scalable, offers customizable reporting, and tightens internal controls, which enables increased management visibility, fewer errors, and more efficient processes.
- Entering into a new market—third-party rack sales—provides the opportunity to significantly boost the company's bottom line.
- The integration of an excise tax platform makes the sales process to external parties more simple, efficient, and error-free.



capSpire provides the unique combination of industry knowledge and business expertise required to deliver impactful business solutions. Trusted by some of the world's leading energy companies, capSpire's team of industry experts and senior advisors empowers its clients with the business strategies and solutions required to effectively streamline business processes and attain maximum value from their supporting IT infrastructure.