

Finally, a CTRM solution that grows with you

For start-ups to large trading firms, why pay for more than you need?

IGNITE P&L Starter

\$99 /user
/month

Billed at \$1,188 per user annually, no deployment fees.

Start-ups now have a professional alternative to high-risk spreadsheets. Manage front-end trading activity and maintain an accurate P&L.

- ✓ 1-5 users
- ✓ Free, remote, support-assisted implementation
- ✓ Multi-tenant SaaS Cloud
- ✓ Self-service templated pricing and referential data uploads
- ✓ 8 hours trade requirements analysis for onboarding
- ✓ 100 trades per month
- ✓ Online ticket support

IGNITE P&L +

POPULAR

\$499 /user
/month

Small global teams with expanding trade volume access front-end trade tools, PLUS + middle and back-office functions.

- ✓ 1-10 users
- ✓ Fixed-fee, remote, support-assisted implementation
- ✓ Multi-tenant SaaS Cloud
- ✓ Self-service templated pricing and referential data uploads
- ✓ Fixed-fee trade requirements analysis for onboarding
- ✓ No trade limits
- ✓ Online ticket support

IGNITE Pro

Volume discounts

Growing mid-size trading firms enjoy access to the same robust trade and risk tools as Fortune 500's at a fraction of the cost.

- ✓ 5-50 users
- ✓ Remote and on-site implementation as required. Phased go-lives.
- ✓ Multi-tenant SaaS Cloud with test environment
- ✓ IGNITE Automates price and referential data
- ✓ Trade requirements analysis for onboarding included w/subscription
- ✓ No trade limits
- ✓ 24/5 premium email, phone and online support

IGNITE Enterprise

Volume discounts

Large global trading firms create a customized, integrated, high-value, low-risk trade and risk enterprise for complete digital transformation.

- ✓ Unlimited Users
- ✓ Custom project implementation plan
- ✓ Multi-tenant SaaS IGNITE cloud; enterprise private cloud; on-premise/in house hosting; client controlled releases
- ✓ Custom integration pricing and reference solution
- ✓ Time and materials trade requirements analysis for onboarding
- ✓ No trade limits
- ✓ 24/7 priority email, phone and online support

IGNITE FEATURES

REPORTING

- | IGNITE P&L Starter | IGNITE P&L + | IGNITE Pro | IGNITE Enterprise |
|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
| ✓ Dashboard | ✓ Dashboard | ✓ Dashboard | ✓ Dashboard |
| ✓ Position summary (P&L, cashflow) | ✓ Position summary (P&L, cashflow) | ✓ Position summary (P&L, cashflow) | ✓ Position summary (P&L, cashflow) |
| ✓ Position details | ✓ Position details | ✓ Position details | ✓ Position details |
| ✓ Exposure | ✓ Exposure | ✓ Exposure | ✓ Exposure |
| ✓ Performance breakdown | ✓ Performance breakdown | ✓ Performance breakdown | ✓ Performance breakdown |
| ✓ Trade flows / purchase vs. sales | ✓ Trade flows / purchase vs. sales | ✓ Trade flows / purchase vs. sales | ✓ Trade flows / purchase vs. sales |
| | ✓ Dynamic and pivot reports | ✓ Dynamic and pivot reports | ✓ Dynamic and pivot reports |
| | ✓ Dynamic query | ✓ Dynamic query | ✓ Dynamic query |
| | ✓ Printable forms | ✓ Printable forms | ✓ Printable forms |
| | | ✓ API connect for BI reports | ✓ API connect for BI reports |
| | | ✓ Credit Exposure | ✓ Credit Exposure |
| | | | ✓ Custom and mobile reports |

"IGNITE has experience working with similar size companies that are in high growth mode like ours, and understands the critical importance of real-time position management and reporting."

Kenneth Kong, Risk Manager, Alvari Group



CRUDE

PETROLEUM
PRODUCTS

DISTILLATES

NATURAL
GASNGL'S
LPG

COAL



PETROCHEMICALS

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IGNITE FEATURES

FRONT OFFICE

- ✓ Futures, swaps, options support
- ✓ Physical deal entry and pricing

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- ✓ Internal trades

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MIDDLE OFFICE

- ✓ Cost management

- ✓ Cost management
- ✓ Internal costs

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INVENTORY
OPERATIONS

- ✓ Position by location valuation
- ✓ P&L explained

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- ✓ Storage management
- ✓ Vessel, barge, pipeline, and
truck shipments
- ✓ Tank and vessel blending
- ✓ Kanban board - operator task
management
- ✓ Map visualizations
- ✓ Bunker inquiries
- ✓ Accounting codes setup
- ✓ Accruals and invoicing
- ✓ Payment management
- ✓ Payment orders
- ✓ Ledger/payment matching
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BACK OFFICE

- ✓ Invoicing

- ✓ Invoicing
- ✓ Payments and treasury functions

- ✓ Invoicing
- ✓ Payments and treasury functions
- ✓ Custom invoice templates

- ✓ Invoicing
- ✓ Payments and treasury functions
- ✓ Custom invoice templates

Contact IGNITE at info@ignite-etrm.com or www.ignite-etrm.com.

FUELING THE POWER TO TRADE™

www.ignite-etrm.com - info@ignite-etrm.com

USA : Dallas, Houston | UK : London | Ukraine : Dnipro | India : Gandhinagar

"Being a small trading and distribution company, primarily dealing in biodiesel and middle distillates, it's important that we're profitable, protected from risks, and able to effectively meet the needs of our clients. IGNITE's credit risk support is crucial to our continued growth and success."

Hugh Kingston CEO, 7 Seas B.V.

"IGNITE is a forward-thinking ETRM company. They have created a platform that is intuitive and easy to implement. Producing reports and exchanging information with management has never been so easy. A special thanks goes to the team for their support and professionalism."

Lodovico Dainese, Risk Manager, K2

Frequently Asked Questions

1. If we start with the P&L Starter Edition, can we add functionality?

IGNITE plans are designed to grow with you. Typically, and as our customers' functionality and requirements grow, so does their desire to advance to a higher-level subscription. However, it is not possible to add one feature at a time. Each package includes bundles of functions that we've found work well together and answer market demand.

2. What if we use our 8 hours of client-assisted onboarding for the Ignite P&L Starter Edition, and we are still not set up?

Based on multiple onboarding projects, our customer support well understands the approximate time and effort required to get you started. We're here to ensure you succeed and will ensure you are set up properly because if you fail, we fail and failure is not an option.

3. Are there any hidden fees?

No. One of the benefits of a Software-as-a-Service (SaaS) solution is that there are no surprises, no long-term consultant deployment contracts that require years of engagement. IGNITE CTRM is designed to scale with your business. As your needs grow, the solution expands with you. The IGNITE P&L Starter and IGNITE P&L + Editions are fixed fees as stated here. IGNITE Pro and Enterprise Editions offer user volume discounts that your Sales Representatives will discuss with you.

4. How long does it take a response from support when we need help?

For the IGNITE P&L Starter and IGNITE P&L Plus Editions, response time is within 4 hours. For IGNITE Pro and Premium, customer care response times are according to your Service-Level-Agreement (SLA).

5. We need to add new users, how do we do that?

We'll apply an addendum to your annual user agreement, and you will be billed pro-rata for additional users. It's that easy.

6. How do we cancel our subscription, and do we get a refund?

All contracts are a minimum of one year. Most clients sign up for 3 years for business continuity and for the best value and total-cost-of-ownership to the business. There is no refund.