

10 Tips for Success in Commodity Trading Software Selection & Adoption.

Plus 5 Pitfalls to Avoid.

CTRM Check List

The Do's:

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1. Outline organizational strategy.
Replace spreadsheets, achieve corporate governance, meet investor & bank expectations, reduce risk.
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2. Answer key pain points.
Test-run critical scenarios in logistics, inventory, risk, etc.
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3. Choose SaaS Cloud tech.
No brainer, on-premise is dead.
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4. Understand costs, budget.
Complexity, # of users, integrations, data, support, etc.
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5. Know your ecosystem, integrations, business processes.
Extend the value and benefits of your CTRM software.
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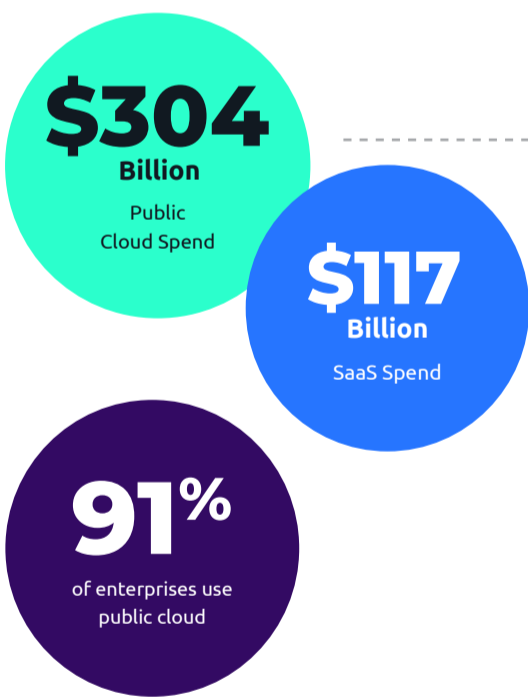
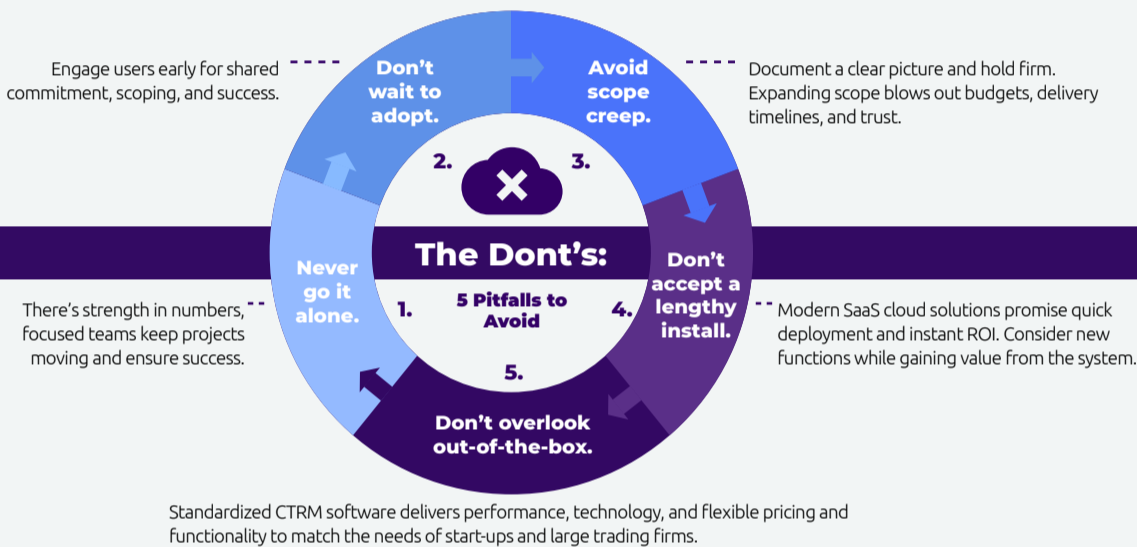
6. Nurture stakeholders, sponsors, super users.
Plan for staff turnover which has a major impact on user adoption and systems falling out of use.
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7. Educate internally.
Positive selling, engagement, management buy-in.
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8. Ensure scalability, flexibility.
Solution should grow with your business.
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9. Expect instant upgrades.
SaaS cloud is always up-to-date, one version, no disruptive installs.
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10. Measure Return-on-Investment (ROI)
Justify spend through savings, increased revenue opportunities, speed to deployment, improved productivity, reduced risk, enhanced data integrity, and decision-making.



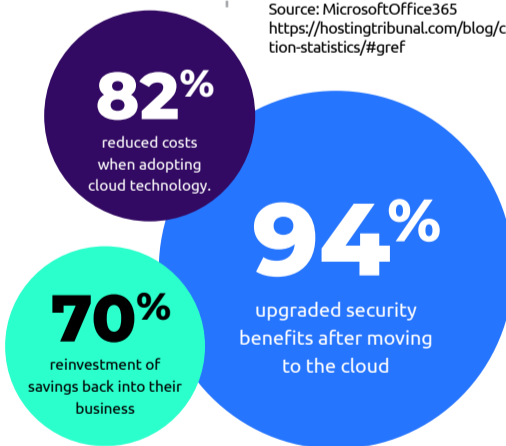
Why SaaS Cloud? 2021 Gartner Forecast:

Source: Gartner <https://www.gartner.com/en/newsroom/press-releases/2020-11-17-gartner-forecasts-worldwide-public-cloud-end-user-spending-to-grow-18-percent-in-2021>

"On-demand, scalable cloud models achieve cost efficiency, business continuity, rapid digital transformation."

Small Businesses report:

Source: MicrosoftOffice365 <https://hostingtribunal.com/blog/cloud-adoption-statistics/#gref>



Source: 2019 Flexera <https://hostingtribunal.com/blog/cloud-adoption-statistics/#gref>



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IGNITE CTRM is on a mission to simplify, improve, and modernize the user experience for commodity trade and risk management software (ETRM / CTRM) solutions. Our fast-growing community is choosing SaaS performance advantages over outdated on-premise software. Our tech is flexible, scalable, and designed to meet today's virtual global demands for start-ups and large companies alike.

IGNITE SaaS Cloud Fast Facts

