



# Smart Trader

Optimize fuel procurement in today's complex, regulated markets

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## Smart Trader – optimize fuel management in today’s complex, regulated markets

Live data and news supplied by  
**S&P Global**  
Platts

### IMO 2020 – disrupting markets

With less than a year to go there is still a lot of uncertainty surrounding the IMO 2020 regulations.

Buyers are unsure about the cost, quality and compatibility of new fuels. They are concerned about product availability at different ports and potential oil price volatility. With compliance comes increased operating costs also impacting available credit and capital.

### Manage this uncertainty with Smart Trader

To thrive in this complex, regulated market operators need to rethink the way they buy fuel. This means planning better and earlier and using data effectively to make informed decisions. It also means being more analytical when making fuel purchases, while also focusing on fuel quality as well as price.

Smart Trader is Inatech’s pre-deal analysis and decision support platform. It leverages bunker alerts and pricing data from S&P Global Platts, giving buyers the tools to purchase the right quality fuel at the lowest price.

### Smart Trader optimizes fleet level procurement

With Smart Trader navigate through the risks IMO 2020 presents:

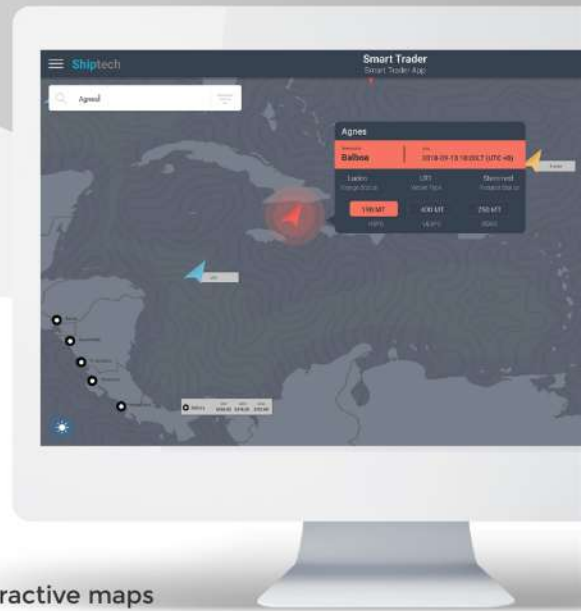
Key Risk Post - 2020	Smart Trader Solution
Market risk (price volatility)	<ul style="list-style-type: none"> <li>• Integrated vessel tracking improves planning and negotiation.</li> <li>• Bunker alerts and pricing data from S&amp;P Global Platts aids decision making.</li> <li>• Plans are available for each vessel as well as the overall fleet improving fuel management.</li> </ul>
Manage fuel options at destination port	<ul style="list-style-type: none"> <li>• The system co-ordinates with global suppliers / traders.</li> <li>• It manages local port information helping scheduling.</li> </ul>
Manage fuel quality of new fuels	<ul style="list-style-type: none"> <li>• It helps manage the new fuels by tracking energy content to monitor quality.</li> <li>• It aids purchase decisions based on energy efficiency considerations, not just price.</li> </ul>
Ensure fuel compatibility	<ul style="list-style-type: none"> <li>• It maintains fleet level compatibility preventing fuel disruptions.</li> <li>• It manages the level of fuel on board optimizing operations.</li> </ul>
Manage counterparty risk, maximizing available capital (credit)	<ul style="list-style-type: none"> <li>• It handles exposure and counterparty tracking.</li> <li>• It analyzes overall supplier performance as markets change.</li> </ul>



## Smart Trader – buy the right quality fuel at the lowest price at the desired destination

Bunker departments - transform fleet level fuel procurement

- Confidently manage fuel quality and price
- Maximize the use of available credit
- Access fuel data in one easy to access location
  - improving planning, negotiation and fuel management.



## Smart Trader's functionality handles complex fuel purchases easily

### Pre-deal analysis and decision support tools

- Analyze markets
- Compare suppliers
- Manage spot or contract purchases

### Alerts and status updates

- Create requests and stem status updates
- Create vessel alerts (Fuel remaining on board, running low on fuel, route change, delays)

### Integration

- Pre-integrated with Shiptech, Inatech's bunker procurement Software

### Intuitive interface with interactive maps

Access near real-time data in one application:

- Global bunker ports (major, minor)
- Market prices using S&P Global Platts data
- Access suppliers' directories
- Run advanced search and filter options
- My vessels (location, route, fuel consumption, speed)

### Operations

- Integrated vessel tracking
- Co-ordinates global suppliers and traders
- Energy efficiency considerations, not just price
- Anticipates price and availability trends through the voyage

### Counterparty risk

- Simulates the financial impact of each credit period
- Analyzes overall supplier performance as markets change
- Manages exposure and counterparty tracking
- Maintains fleet level compatibility

## Trade smarter and manage complex fuel procurement post IMO 2020

To overcome the uncertainties of IMO 2020 regulations requires a new innovative approach to fuel management. Smart Trader makes that possible. Using its unique decision support tools, alerts and business intelligence buyers can optimize fleet level procurement, transform fuel management and build the competitive edge needed to operate effectively post 2020.



Inatech is a leading global provider of intelligent cloud-based energy trading risk management (ETRM) and fuel management software to the physical oil trading and marine industries.

Part of Glencore's oil division, Inatech combines best-of-breed cloud technologies with in-depth industry expertise to enable companies to integrate, automate and optimise business processes, driving efficiency and revenue growth. Inatech's customers benefit from an international delivery model that provides the competitive edge needed to thrive in today's dynamic markets.

For more information, visit [www.inatech.com](http://www.inatech.com)

## S&P Global Platts

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