

A leading fintech whose proprietary solution (marketplace) is one of the world's largest commodity trading and trade finance platforms that connects and enables commodity traders to trade and source capital from lenders directly online

Ranked as the World's most admired Company for successive years, the client is a leader in business outsourcing services, analytics and compliance expertise; With around 600,000 clients world-wide, client's basic idea behind the expertise it holds is simplicity & automation. It chose Pierian to be its preferred in-country partner for its whole of Middle East Region.



Key Challenges

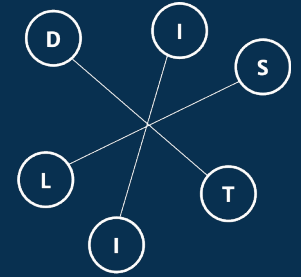


New Age Business Challenges

Trade Discovery and Trade Finance are complicated processes that involves scores of parties and huge amounts of documents that get shared between parties that are involved in the transaction.

Defining the constant changing needs and bringing in ever-changing and complex tech tools to address these posed a major challenge to the client

The Pierian Edge



Pierian's domain expertise in process reengineering has helped client to harness below benefits:

- Pierian helped further improve the features provided by the Digital platform that involved digitization of the Trade Discovery and Trade Insurance processes. Visualization for Trade Discovery and Trade finance processes using Tableau was a major feature added to the platform.
- The outcome of the engagement focused on the following Key aspects;
- Trade discovery Order Handling module was created as progressive steps from creation of order to closure across multiple user – roles between buyer and seller with notifications at every step
- Trade Insurance was created as progressive steps by the traders and lenders to create the request for insurer, validate & perform computations, generate PDF in the required format, digitally sign and send the emails with all required supporting documentation

Started with 2 resources in 2006, today our dedicated team of 30, form the back bone of the clients delivery

Key Outcomes	Areas of Impact
<p>Process Streamlining</p> <p>Pierian’s product engineering team engaged with the client’s business teams and provided an integrated platform trade discovery that provided clients’ customers to engage with the client in a seamless fashion.</p>	<p>Trade discovery / Underwriting / Trade Finance</p>
<p>Improved Quality & Timelines</p> <p>Pierian’s platform provided an opportunity for managing and tracking all documents throughout the process and hence enabled complete visibility and ease of transaction management.</p>	<p>Trade Document Management and Workflows</p>

Overall Business Impact

This commodity trading platform enabled our client to onboard large set of customers at a short span of time and provide them with a seamless trade management process. This brought in visibility and process efficiency and multi stakeholder (traders, financiers, insurance agents) interaction smooth.

About us

Since its inception in 2002, Pierian has moved from strength to strength, building newer capabilities powered by its unique DISTIL Approach. Today, Pierian stands tall as the knowledge-centric consulting and solutioning partner.

Over the years, our dynamic team has worked with some of the Fortune 500 Companies and innovative start-ups in the wide areas of its expertise, spanning diverse industry verticals. We support our clients in working smarter and achieving accelerated growth through process transformation, digital technology enablement, and analytics-driven business insights.

Information about how Pierian collects and uses personal data can be provided by our executives. For more information about our organization, please visit our website.

www.pierianservices.com | info@pierianservices.com

