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Customer Event 2024

Working Together on a Better Tomorrow



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Microsoft Power Platform in Commodity Trading

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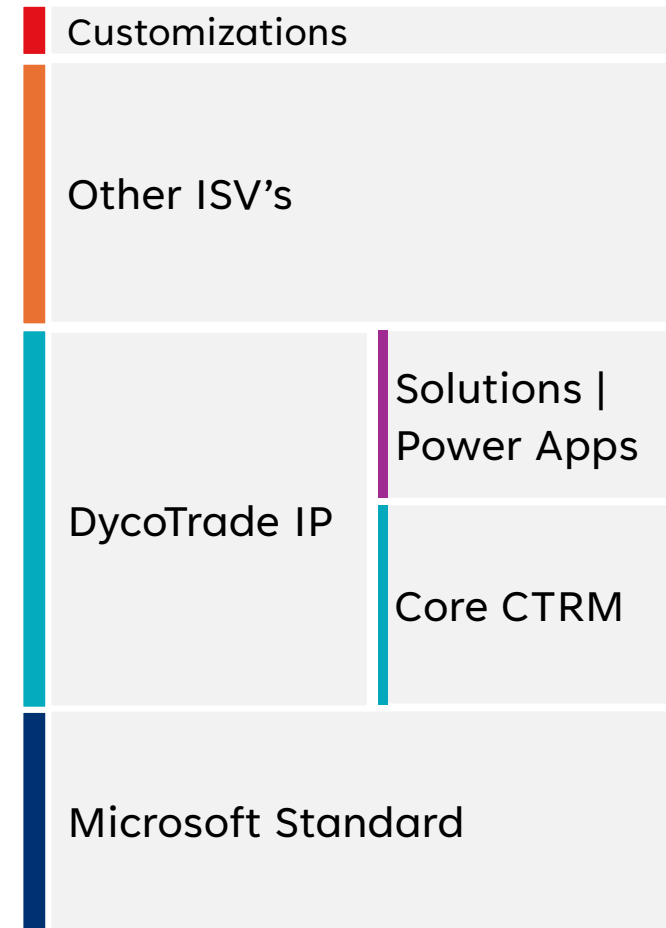
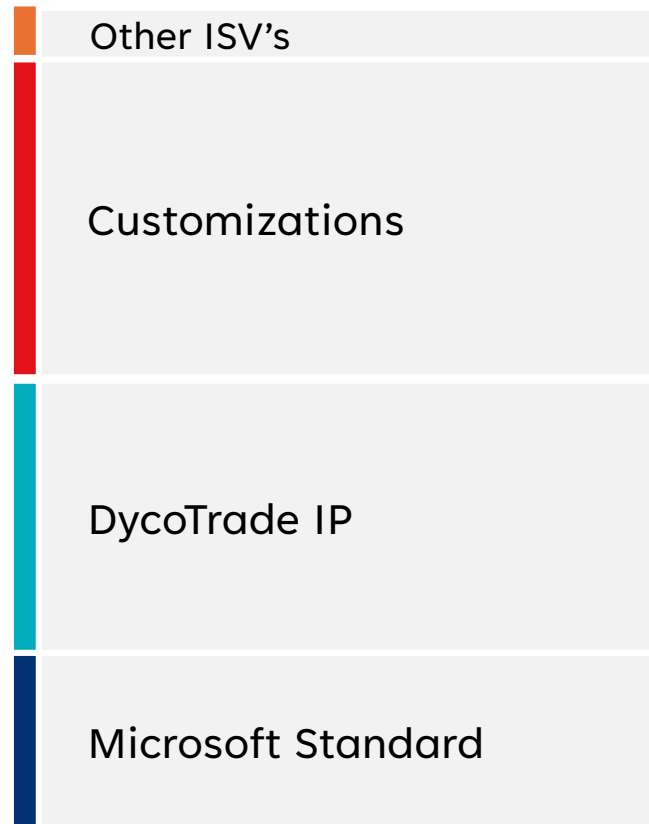
10 years of experience in ERP/CRM/commodities/Low Code

20 + years of experience in software

4 Degrees: CPA, MBA, BSc Econ, MSc IM



Build **more** flexible solutions, **less** customizations



Case one: elevator management

Key characteristics:

- Cooperate with suppliers
- Keep track of their stock quantities
- Get access to virtual stocks in case of shortage
- Negotiate pricing and quantities via secure portal
- Automatically send purchase contract upon agreement

The screenshot shows the 'SANDBOX' interface for Grain Trading International. The main content area displays a 'Request Sale of Good' form for LotNo 01005. The form is titled 'Request Sale of Good' and is active for 10 months. It includes a 'General' tab and a 'Request Quantity (10 Mo)' section. The 'Request Quantity' is set to 20. The form also includes fields for 'LotNo', 'Product Type', 'Vendor Number', 'Vendor Name', 'Latest Market Price', 'Quality Classification', 'Storage Location', 'Ownership Changed At', and 'Ownership'. A 'Next Stage' button is visible at the bottom of the form.

The screenshot shows the 'Open requests' page on the Grain Trading International portal. The page features a header with the company logo and navigation links. The main content area displays a table of open requests. The table has the following columns: LotNo, Request DateTime, Requested Qty, Price, Approved Qty, and Approved DateTime. Two requests are listed:

LotNo	Request DateTime	Requested Qty	Price	Approved Qty	Approved DateTime
01004	3/18/2024 11:15 AM	20	3.0000000000		
3002	3/18/2024 10:46 AM	20			

Case two: quote management

Key characteristics:

- Keep track of each quote
- Manage your calculation and margin rules
- Send quotes and receive feedback
- Transfer an accepted quote into sales contract
- Complete audit trail of every change

The screenshot shows the Dynamics 365 Limako Quote Management interface. The top navigation bar includes 'Dynamics 365', 'Limako Quote Management', and 'SANDBOX'. The main content area is divided into several sections:

- Quote Details:** Includes fields for 'Save as Template' (Yes), 'Template Name' (Vegetable Oil - Deutsche Handel), 'Sales Type' (General), 'Customer Number' (000021), 'Customer Name' (Vegetable Oil Traders), 'Contract Currency' (EUR), 'Purchase Currency' (EUR), and 'Contract Volume' (100.00).
- Pricing Details:** Includes 'Unit Of Measure' (mt), 'Sales Price' (6,000.00), 'Sales Premium' (20.00), and 'Purchase Premium' (5,000.00).
- Exchange Rate Details:** Includes 'Contract Currency' (EUR), 'Base Currency' (EUR), 'Exchange Conversion' (1.10), and 'Future Price CX' (1.00).
- Logistics Details:** Includes 'Vendor Number' (000052).

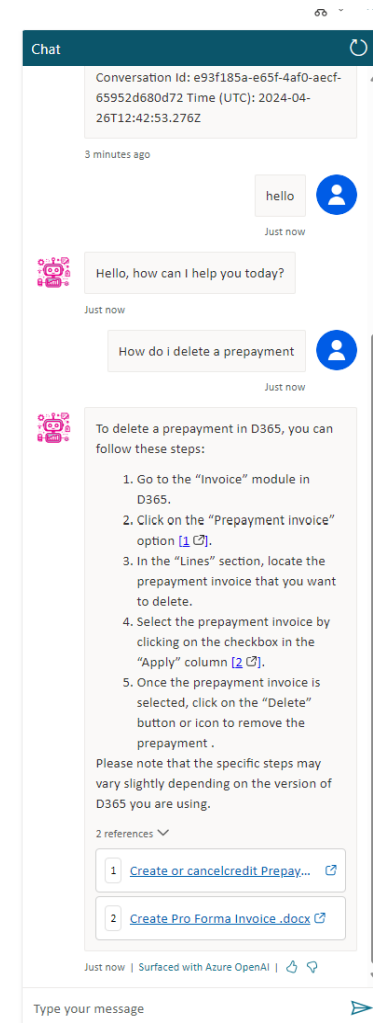
The screenshot shows the Dynamics 365 Limako Quote Management interface with the 'Margin Calculator' tab selected. The calculator displays a table of costs and prices for quote-01003, comparing EUR and USD values.

Calculation for: quote-01003	Vendor: Deutsche Handel	Customer: Vegetable Oil Traders	Sales Type: General		
Currency	Value	EUR	Premium/Discount	USD	Premium/Discount
Purchase Price		50.91	50	56	55
Purchase packing premium					
Packaging					
Packaging					
Pre Transport					
Freight		10	10	11	
Commission					
Others					
Purchase cost price		60.91	60	67	
FAS parity purchase			50		
Sales price			18.18	330	20
FAS parity sales			8.18		0.18
Margin		239.09		263	

Case three: AI powered knowledge management

Key characteristics:

- AI powered knowledge base
- Users interact with AI chatbot (Copilot)
- Will be integrated with D365
- Instructions – how to's etc without reading full 600 documents



Case four: mobile quality management

Key characteristics:

- Mobile app to execute quality controls
- Results integrate with Dycotrade CTRM
- Full access to all quality orders
- Online and offline capabilities

Hier komt nog een screenshot

Quality order	Item number	Configuration	Test group	CW qty	Quantity	Status	Reference type
TREX-00011	0002	BULK	Coffee	1.0000	Open	Inventory	

Sequence	Test	Results entered	Include results	Attribute	Override	Test value	Attribute value	Update invent...
1	Moisture	⊗	✓	Moisture				
2	Defect	⊗	✓	Defects				
3	Cupping	⊗	✓	Cupping				
4	Acidity	⊗	✓	Acidity				



Thank you for your attention

Let's work together on a better tomorrow!

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