

Increase business efficiencies and drive more sales

In today's low-margin fuel selling business, even the smallest operational inefficiencies or disruptions can dramatically and negatively impact your bottom line. To execute more fuel transactions and increase profits, you constantly seek new opportunities to reduce friction in the buying process and take advantage of favorable market conditions, such as day deals.

Trading fuel in the downstream market is often a notoriously resource-heavy, analog process characterized by significant inefficiencies around price discovery, order capture, and back-office functions.

Energy Digital Commerce delivers the market visibility and convenience your buyers are looking for while providing you with the operational efficiencies and control you need to increase your visibility and sales — without the high cost of hiring additional sales staff. The enhanced online visibility also gives your existing customers more options to purchase from you and makes it easier for new customers to find you.

With Energy Digital Commerce, you can:

- **Modernize sales processes** – push prompt offer prices from your ERP into Energy Digital Commerce via API and display them to your buyers; close transactions quickly by negotiating prices and terms — without increasing your headcount.
- **Digitize order processing** – automatically generate and send order confirmations to buyers, setup allocations in DTN TABS®, and upload sales orders directly into your ETRM through back-office integration.
- **Easily reconcile information** – reduce accounting errors and processing time with improved workflows that help you validate information from various sources.
- **Control business risk** – capture key updates with Energy Digital Commerce's user audit log.

Eliminating manual tasks allows you to focus more attention on profit-driving activities, such as negotiating terms and selling more fuel.

"In a busy working environment, Energy Digital Commerce is a trusted system that works. You can make an offer instantly. It just makes our lives so much easier!"

Bernie Emmerson
Group transport manager,
Fuel Oils UK

Energy Digital Commerce for Sellers

Seamless back-office integration – significantly reduce administrative tasks by uploading orders directly from Energy Digital Commerce into your ETRM systems via API integration. Plus, receive many other time-saving, automated notifications.

User-friendly front end – Energy Digital Commerce boasts an easy-to-use dashboard, accessible via desktop and mobile devices, which can be custom branded to your specifications.

Enhanced price visibility – enjoy complete control over customer visibility into your pricing, available products, volumes, and opening hours with the ability to edit offer prices and turn them on or off anytime.

Powerful contract management – transferring your customer contracts, both intraday and fixed-term, onto Energy Digital Commerce allows you to automatically provide custom information to each buyer, including payment terms, credit amounts, and lifting terms.

Detailed, visual reports – more effectively manage contract volumes for each customer and get a broader perspective on performance by viewing overall sales volumes with system-generated reports, filtered by product, terminal, or buyer.

Built-in chat – respond to offers and negotiate with customers quickly and easily via the chat function – dramatically reducing communication burdens for you and your buyers.