

A close-up photograph of a person's hand holding a golden wheat stalk. The hand is positioned in the lower half of the frame, with fingers gently gripping the grain. The wheat stalk is golden-brown and has long, thin awns. The background is a bright, clear blue sky, with some blurred wheat stalks visible in the foreground and background, creating a sense of depth. The overall lighting is bright and natural, suggesting a sunny day in a field.

QUOREka

Powering Agriculture
from Farm to Fork

Unprecedented volatility in agriculture markets is driving digital transformation across the agriculture value chain. Pressure to increase operational efficiency, decrease reaction times, and forge stronger relationships with trading partners is at an all-time high. Agriculture companies are adopting digitalization to increase flexibility and market responsiveness, improve collaboration across the ecosystem, reduce risk and decrease costs.

Resource constraints

Climate change and extreme weather events, population growth and urbanization are reducing the amount of arable land available to farmers. Water scarcity is impacting regions across the globe. Farmers must maximize yield from each acre of land, consuming the least amount of resources to produce more output.

Collaboration

Both buyers and growers want to make the best possible deals, but often they cannot negotiate directly in real time. They spend hours, days and even weeks on paperwork, email messages, and never-ending phone calls. Agriculture business managers spend a lot of their time with farmers answering questions related to contracts, invoicing, ticketing and more.

Complex supply chains

Managing end-to-end movement of goods from farm to silos to shipping to storage and delivery is complicated. Extreme weather events, changing geopolitical situations, pandemics, and social unrest wreak havoc on supply chains. Agriculture companies must assess and react to supply chain disruptions in real time to ensure crops are not lost.

Rapidly changing markets

Agriculture markets are constantly shifting. Consumers preferences change with the latest fad diets, medical research, health news, and population growth. Increased demand for biofuels also drives demand for feed crops like sugar and corn. Agriculture companies need real-time awareness and the ability to rapidly pivot when markets shift.

Traceability

Agriculture regulations must be strictly adhered to, particularly for speciality premium crops such as organic, free range, and non-GMO. These products must be carefully traced to ensure they are compliant with all regulations to command a premium price.

Financial risk and compliance

Agriculture farmers and buyers must ensure a complete audit trail of trading and finance and ensure regulatory compliance across geographies and borders.

Cost management

Costs for inputs – from seeds to fertilizer to, in some cases, water – are increasing. Farmers and buyers must decrease costs as much as possible, using advanced analytics to evaluate which crops to grow, when to start planting, and automating wherever possible to eliminate manual processes, reduce wasted time, and gain accuracy.



Quoreka provides the speed and agility you need to thrive in volatile agriculture markets. Our comprehensive solution suite solves all your commodity trading and risk management, financial management, and supply chain needs.

Our TRM solution is built on proprietary low-code no code based modern SaaS platform offering scalable solutions, next-gen integration and enterprise level security tailored for the agriculture industry.

We offer a comprehensive suite of solutions across the TRM value chain encompassing contract management, pricing, workflow management, and settlements.

We provide a single source of truth with:

- 50+ cloud-native application reduces total cost of ownership.
- An integrated solution to manage end-to-end supply chain
- Forecast traders analyse their position, mark to market, and monitor risks.
- 65+ connectors for seamless integration ensuring overall configuration within weeks vs months.
- Simplified and tailored experience accessed across devices – mobile, tablets, and desktop
- Enterprise-level security with built-in capability for data encryption and data backup
- Ability to drive extensive customization with 5x build speed

Collaborate with blockchain

The coffee industry relies on farmers on small farms hand picking beans to sell to local middlemen and buyers. This inefficient process affects profits for farmers and buyers.

The Coffee Board of India teamed up with Quoreka to develop a digital marketplace for farmers and buyers to collaborate directly, removing several steps in the coffee trading supply chain.

The gains in efficiency deliver better profits for farmers and buyers. Quoreka's Blockchain Marketplace ensures transparency, traceability and security, critical factors for this application.

By expanding market reach, the app provides the possibility for farmers to switch to the more lucrative yet niche Arabica coffee crop which yields a 140% increase in profits.

Digitise for speed and agility

Prior to working with Quoreka, the REG team relied on multiple spreadsheets to record market positions across its source crop and energy assets. Consolidating all these spreadsheets into a single view for decision-making would take 4 days to complete.

They implemented Quoreka's Position and Mark to Market application. On launch, it ran in parallel with the existing manual reporting process. As the two systems ran concurrently, errors created in the spreadsheet process were revealed – errors that did not happen with Quoreka's automated, more accurate system.

The calculation of market position now takes 30 seconds, so the REG team knows their market position across both the crop and energy markets immediately and can make decisions accordingly.

Contact

Speak to an expert today to learn more about how Quoreka can add value to your operations.

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