

dbcSMARTsoft® (formerly, GrainSMART®, and HedgeSMART®) is now part of the OpenLink Agribusiness Solutions Group product suite

CASE STUDY

dbcSMARTsoft® Chosen by PentAg Nidera

PentAG Nidera Pty Ltd

PentAG Nidera Pty Ltd was formed in April 2010 as a joint venture between Australian-based PentAG Commodities and the Netherlands-based Nidera group. The company models itself as a “service solutions” business for Australian grain trade. (www.pentag.com.au).

“ ... choosing dbcSMARTsoft was a natural decision for both businesses separately, and then together, due to OpenLink’s strong local presence in the Grain industry and their excellence in customer service and support. ”

— Steve Burt
Managing Director

Business Situation

dbcSMARTsoft from OpenLink (www.openlink.com) was selected by both PentAg and Nidera’s individual business operations in Australia, prior to the merger. Managing Director, Mr. Steve Burt said at the time, “choosing dbcSMARTsoft was a natural decision for both businesses separately, and then together, due to OpenLink’s strong local presence in the Grain industry and their excellence in customer service and support”.

dbcSMARTsoft is in use throughout the PentAG Nidera business from initial grower and trade contracting, grain pooling options, ticketing, settlement and right through to the accounting ledgers.

dbcSMARTsoft was recently selected by PentAg for a new business in New Zealand and implemented in less than 3 months.

Technical Situation

“dbcSMARTsoft’s straight through integration from front to back office was compelling for us to see the full picture on a daily basis. With dbcSMARTsoft, we can write contracts whilst on the phone, check balance and payment details and manage our grower database updated from NGR (National Grower Register www.ngr.com.au), bulk handlers and customers for operational efficiency”.



“ dbcSMARTsoft’s
straight through
integration from front to
back office was compelling
for us to see the full
picture on a daily basis. ”

— Steve Burt
Managing Director

Summary of Results

For OpenLink’s customers, one major benefit is both the security of a global business partner and the knowledge of a local support group in Australia from people who know the industry. OpenLink offers excellent product development, and commitment to its software products.

There are many benefits to commodities business in having an integrated system. dbcSMARTsoft allows business to keep pace with the changing business landscape where clients are both horizontally and vertically integrated, both in new geographies and new industries. OpenLink supports dbcSMARTsoft clients in Europe, Ukraine, Russia, South Africa, Turkey, Singapore and right through Australia and New Zealand.

OpenLink Agribusiness Solutions Group specializes in the development of Commodity Management, Merchandising and Grain Accounting software. With over three decades of expertise in the commodity-agribusiness industry, the company is located just outside of Toronto, Canada, an agricultural, technology, and financial hub.

Our software solution includes: Commodity Management with Contracts, Tickets, Advances, Final Settlement, Accruals, Order Logistics, Debit/Credit Memos, Storage, Position Risk Management, Bin Management and Futures & Options. Also included are A/R, A/P, G/L, Financial Reporting, Inventory Costing, Production, Sales Order Processing, Sales Analysis, Purchase Orders, RIN processing, Brokerage and Contracts-Multiple Products.

For more information about our solutions contact:

OpenLink ASG — Toronto Area, Canada
Suite 224 — 121 Charles St. W.
Kitchener, ON
Canada N2G 1H6
Phone: +800 361 2114
Fax: +519 893 8761

OpenLink ASG — Regional Office London, Canada
347 Sovereign Rd.
London, ON
Canada N6M 1A6
Phone: +519 659 2222
Fax: +519 659 4936

OpenLink ASG — Australasia & EMEA Brisbane, Australia
Level 8, 131 Leichhardt St.
Spring Hill, QLD 4000
Australia
Phone: +800 999 095 (Australia)
Phone: +61 7 3309 3201 (Int'l)

info@openlink.com

OpenLink — Headquarters
1502 RXR Plaza
15th Floor — West Tower
Uniondale, NY 11556
Phone: +1 516 227 6600
Fax: +1 516 227 1799

www.openlink.com

SAFE HARBOR: This material is intended to outline our general product offering and direction. It is intended for information purposes only and it is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for OpenLink’s products remains at the sole discretion of OpenLink. All materials provided are the confidential and proprietary materials of OpenLink.

OpenLink logo is a registered trademark of OpenLink Financial LLC. All other trade names are trademarks or registered trademarks of their respective holders.

All text and images © 2011-2013 OpenLink Financial LLC. All rights reserved.

PentAG-Nidera-CS-LS-04