

siliconindia

PUBLISHED FROM BANGALORE

BUSINESS OF TECHNOLOGY

IN THE U.S. & INDIA

OCTOBER 29 - 2016

SILICONINDIA.COM

20 Most Promising Energy & Utility Solution Providers – 2016

“The stone-age did not end for lack of stone, and the oil-age will end long before the world runs out of oil”- Sheikh Ahmed Zaki Yamani, former Saudi Arabian Oil Minister vocalized these words in 2000. After 16 years, the world has begun to make a move from the conventional oil-age, replicating what he said. Technology is revamping the Energy & Utility (E&U) domain in every aspect. The world is shifting power sources to green, renewable energy radicals and implementing complex demand management methods. IT works as a critical engine in these transitions, whether it is implementing advanced metering infrastructure (AMI) solutions, addressing the customer management environment, or managing other key areas in power generation, distribution & customer services stratum.

As the domain has discerned that technology is the only probability to advance forward, the plethora of opportunities for the technology solu-

tions providers in this niche domain are also phenomenal. The government policies such as Digital India and Startup India are boon to the renewable energy solution facilitators in our subcontinent. Regardless of the heritage, the companies with the capabilities to proffer tomorrow’s technology solutions in E&U domain have become the most shining stars. This index highlights those extra-ordinary performers.

To help our readers practically choose such organizations, siliconindia identifies ‘20 Most Promising Energy & Utility Solution Providers – 2016’. A renowned panel of industry’s topmost CEOs, Directors, VCs, and Industry Analysts including siliconindia’s editorial board anatomized the list throughout the year. Evaluating the scenarios in different panorama has brought siliconindia to mark the companies that have whittled some excellent projects in E&U domain. This scrutinized index will perform as a full featured map for entrepreneurs who look forward to on-board the IT reforms.

Amphora: Offering Deep Functionality, Ease of Use & Rapid Out of the Box Deployment

“We combine our industry knowledge with thorough requirements gathering, integrated test plans and rigorous project management to ensure that the delivery of our product, either deployment of the system to a new client or adding enhancements to our existing client base, are delivered on time and on budget,” reveals Don Levantin, CEO, Amphora, Inc., on how the company withstood the test of time while maintaining steady growth. Approaching its twentieth year in the industry, this 1997 founded company built the first commercially available E/CTRM system that was purpose-built specifically for the commodities business in collaborative effort with a number of industry leading commodity companies.

Renowned for its superior client service, the company works with its clients to constantly improve its offerings and share these changes with them. This has bestowed Amphora with a strong client base consisting of major trading houses, national oil companies, refiners and suppliers, many of whom have been with the company for well over ten years.

Crushing Integration & Data Consolidation Hurdles

Amphora has strived to develop applications that consolidate information across many systems, providing clients with all the tools required to run their complex businesses, thus, sparing them the hassle of implementing both a new system and then implement another set of systems to consolidate and review their data. With a multi-tier approach, the company provides its

feature-rich standard out-of-the-box E/CTRM solution which includes full integration with commodity exchanges, market and internal prices, data input connectors and reporting dashboards; thereby enabling clients to quickly get their solutions up and running. In addition, Amphora also offers APIs that provide clients with the means to both insert and extract data in both real time and historical analysis.

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Amphora’s flagship product Symphony covers Straight Through Processing of Crude & Refined Products, Base & Precious Metals, Concentrates, Coal, Ore, Agricultural and Freight. The company also has several additional products that are closely integrated with Symphony; namely Trade Confirmation Manager (handles all aspects and communication of contracts & confirms), Symphony Freight (recently recognized by Energy Risk Magazine as ‘Best for Freight Trading’), Market Connector (provides real-time capture of exchange traded instruments), Risk Manager (offers consolidated view of PL, market & pricing exposure) and Assay Locker (complements its metals and concentrates offering that provides for the secure communication & analysis of assays).

Abundant Opportunities

Amphora vests keen importance on getting the management on-board before instigating all new projects to avoid major issues during the project. With offices in Texas (Headquarters), Hyderabad (main development, support, QA & deployment center that has over 50 percent of its staff), England, Switzerland and Singapore, the company’s department-agnostic rotation program provides its employees frequent opportunity to travel to its global offices to learn and work with other team members & clients in diverse roles.

“We have a high number of very skilled individuals on staff, some of whom have been with us since inception. Each member of our staff plays a critical role in the success of both Amphora and our clients, so it’s important for everyone to have a voice,” quotes Don. The company has recently finished a major upgrade to its front-end user interfaces which simplify the display of data and ease of movement throughout the system. This new upgrade also extends the product functionality to include full coverage for metals and concentrates. Going forward, Amphora’s road map will focus on ways to extend the means in which clients can enter access and consolidate data throughout its systems. 



Don Levantin,
CEO

Company:

Amphora

Key Person:

Don Levantin,
CEO

Description:

A leading real-time commodity trading and risk management software provider that evolves its offerings apace with clients needs

Website:

amphorainc.com

