



Client: Louis Dreyfus Commodities (LDC)
Country: Argentina
Project: Design of a core application for international and domestic trading "Demeter Concept Design"
Practice: Integration & Technology Services

About Louis Dreyfus Group

The Louis Dreyfus Group (www.louisdreyfus.com) is an international organization of firms belonging to Louis Dreyfus SAS, headquartered in Paris.

The Louis-Dreyfus family has had a controlling interest in the company since its establishment in 1851. Activities of the Louis Dreyfus Group are focused primarily on processing, negotiating and selling basic agricultural and energy products worldwide.

In addition, the group also owns and operates a fleet of ocean freight vessels, develops and operates telecommunications infrastructure, and is involved in real estate development, management and acquisition.



LOUIS DREYFUS COMMODITIES (LDC)

As part of its global IT strategy, the Louis Dreyfus Group decided to develop an International and Domestic Trading application, internally named "Demeter", to support their core business and be used by all the group's subsidiaries.

The selection

Grupo ASSA participated in a pilot project with the objective of creating a preliminary Concept Design for a particular module selected by Louis Dreyfus Commodities. At the conclusion, Louis Dreyfus Commodities selected Grupo ASSA to continue the project based on the knowledge and professionalism of the work conducted during the pilot project.



"The value provided by Grupo ASSA as a result of their Software Engineering knowledge and experience was outstanding, and this was a decisive factor in achieving the objectives we developed as a team (client and provider)"

Carlos Riveiro

Systems Manager, Louis Dreyfus Commodities

"The team provided by Grupo ASSA met the project's expectations, displaying not only the adequate technical "expertise" but also great flexibility to properly adapt and respond to a project that continued to be defined as it advanced"

Marcelo Lorenzo

Project Manager, Louis Dreyfus Commodities

The objective

Stage 1: *Create* a Concept Design for the Demeter International Trading core application

Stage 2: *Develop* the Demeter International Trading core application based on this Concept Design

Grupo ASSA was selected to carry out the first stage, unifying the group's processes with those of its subsidiaries, and developed a project proposal for the second stage which is currently under analysis by a corporate investment committee.

The service

The project carried out at Louis Dreyfus Commodities included:

- ☒ Creation of a Concept Design for the Demeter application
- ☒ Validation of the model by the key users (Business and IT)
- ☒ Preliminary validation of generated models through comparison with the architecture Framework at Louis Dreyfus Commodities, to detect potential overlaps
- ☒ Creation and maintenance of a list of findings to help mature the Business Analysis document drafted by Louis Dreyfus Commodities and used in the creation of the Concept Design
- ☒ Recommendation of a life cycle for evolving Concept Design components during the detailed design and construction phases

Benefits obtained

The Concept Design generated by Grupo ASSA for Demeter, the International and Domestic Trading application, provides the following benefits:

- ☒ Project risk reduction
- ☒ Increased comparability of proposals submitted by the various providers
- ☒ Greater refinement of the project's scope
- ☒ Generated elements will be the primary input for the development project, to be used and evolved during the Technical Design and Construction stages

Next steps

A corporate investment committee at Louis Dreyfus Commodities is analyzing the various proposals submitted for the development and global implementation of the project, and Grupo ASSA is positioned as one of the main providers as a result of the excellent work carried out during the pilot project and in the creation of the Concept Design for Demeter, the International and Domestic Trading application.

