

# Game changer for natural gas market

*Trellis Energy recently launched Trellis Agora, the natural gas industry's first vertical SaaS B2B marketplace. Trellis Agora provides the first consolidated platform where all supply chain participants, including producers, transporters, shippers, marketers, brokers, utilities, and end-users, can converge to conduct mission-critical business across commercials, logistics, settlement and compliance. "I truly believe Trellis Agora is a game changer," said Rakesh Agrawal, Trellis Founder and CEO. "It provides a comprehensive experience so organizations can lower their total cost of ownership, increase revenue, and access data and market intel," Agrawal said.*

Trellis Agora is a cloud-based platform that provides front-, mid-, and back-office features and functionality, allowing market participants to seamlessly run their businesses. "Agora was really born out of necessity," said Archana Srivastava, Trellis Energy Chief Product Officer. "The natural gas industry has been marred with manual processes, fragmented data, and disparate, inefficient systems for years. Agora solves these challenges. Because it is also web based, it allows users to work anytime, anywhere, and from any device with Internet access."

Agora provides cutting edge innovation and secure technology for organizations across the entire natural gas value chain. It is currently comprised of three hubs: Information Hub, Transaction Hub, and Partner Connect. However, Trellis continues to invest and expand in its new platform. "Our next phase will include Data Hub and Analytical Hub.

Our vision is to not only provide market information, support the full transaction life cycle, and connect industry business partners but also to analyse that data to provide valuable insights to help our customers manage their businesses smarter," said Agrawal.

Trellis Energy is not new to revolutionizing how natural gas industry participants manage their business. Starting from a custom project with a large utility company in California, Trellis went on to design and build a software platform that focused on natural gas transaction management. "We wanted to design a platform from the ground up built on technology that would be sustainable long term, so we built our platform for the cloud from day one," Srivastava said. "This platform enables our customers to stay ahead of the curve and capture more market opportunities faster given they have software

solutions that allow them to be efficient in their day-to-day operations."

Trellis Energy has continued to invest and expand its solution offerings. "Trellis Agora is really the next step for us. While our original platform focused on asset owners and operators, Agora covers all aspects of the entire natural gas value chain from production through consumption," Agrawal said. "These industry participants conduct complex, time sensitive, highly regulated processes daily. Many of these organizations are not optimized, and our goal is to help them remain competitive in an ever-changing market through technology."

Trellis Agora can help customers modernize and digitalize through automation, business transparency via a single source of truth, real-time operational intelligence to aid decision making, and compliance assurance with various industry standards, such as FERC and NAESB.



Trellis Energy

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