How NaTran optimizes its commodity procurement through collaborative technology and exceptional relationship management.



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1. About NaTran

NaTran (formerly GRTgaz) is a major player in French gas infrastructure. A state-supervised public service provider of this scale operates with zero margin for operational error or regulatory non-compliance, carrying 84% of the nation's gas, powering a massive network of compressor stations, and continuously balancing the grid.

2. The Challenge: An Opaque and Stressful Process

Historically, NaTran managed a portion of its transactions directly on traditional energy exchanges. However, this centralized procurement method imposed major operational and financial barriers.

Lack of transparency: On an exchange, buyers interact with a screen without knowing the physical counterparty's identity. For a large group subject to strict ESG criteria, this opacity prevents verifying ethical compliance and applying the group's anti-money laundering (AML) policies.

The burden of clearing houses: The exchange model systematically requires centralized clearing. This involves heavy administrative overhead, steep collateral requirements, and daily margin calls that tie up significant cash reserves.

Execution stress: The continuous stream of information on market screens is complex to interpret during execution, increasing the risk of data entry errors. Elisabeth Touitou, describes the experience as "stressful,"noting that the risk of costly mistakes was a constant concern.

3. The Solution: Simplicity, Control, and Transparency.

NaTran joined the enmacc market venue because it provided an intuitive, controlled solution that directly addressed these challenges. The platform enabled a seamless transition to an entirely digitalized and centralized workflow, simplifying tender creation and management.

Today, creating an RFQ on enmacc takes only a matter of minutes.

Trading natural gas and carbon emissions quotas (EUAs in the EU-ETS system) on enmacc has delivered tangible, significant results for NaTran:

The simplicity of viewing prices and market competition allows the procurement team to focus entirely on selecting the most competitive offer without the historical execution stress.

- **Traceability and compliance certainty:** By pre-selecting trusted suppliers on the platform, NaTran now enjoys complete transactional traceability–a critical requirement for meeting its strict ethical and compliance standards.
- **Simplified workflow:** The entire procurement process is now digital and centralized, successfully streamlining the team's daily operations.

4. The Human Factor

The Primary Focus: Human Support as the Cornerstone of the Partnership
For NaTran, trading on enmacc is not measured solely by its technical and operational superiority, but by the dedicated human support that accompanies it. In the face of market complexity, Elisabeth Touitou highly values the daily proximity and active listening of the enmacc team.

> "I wouldn't say we only saved time, but we gained peace of mind.