

## Identifying the Gap in Commodity Pricing and Market Intelligence

#### Challenge

Procurement professionals faced difficulties in accessing reliable, real-time pricing and market information for commodities.

# **Limitations of Traditional Methods**

- · Inaccurate and outdated data
- Lack of standardization across information sources
- Time-consuming manual data collection and analysis
- Limited scope of commodity coverage



#### **ChemAnalyst's Solution**

Developed a platform to provide accurate, standardized, and comprehensive commodity data to empower procurement professionals.

# **Benefits for Procurement Professionals**

- Informed decision-making
- Effective negotiation
- Efficient supply chain management

# How ChemAnalyst's B2B SaaS Platform Helps Procurement Professionals

#### **Real-time Pricing**

Access to accurate and up-to-date pricing data.

#### **Market Insights**

In-depth market analysis, including trends and forecasts.

#### **Efficiency Gains**

Streamlined procurement process through automation.

#### **Improved Decision-Making**

Enables better negotiations, cost savings, and risk management.

#### **Data-Driven Strategies**

Supports development of effective procurement strategies.

#### **Risk Mitigation**

Helps proactively manage risks and ensure business continuity.

# Stakeholders and Departments/Teams Involved and Impacted

### **Internal Stakeholders**

#### **Procurement**

Direct platform usage for sourcing, negotiation, & supplier management.

#### **Supply Chain**

Improved market visibility & disruption awareness.

#### **Finance**

Leverages cost-saving insights for budgeting & financial planning.

#### **Executive Leadership**

Gains deeper understanding of procurement performance.

## **External Stakeholders**

#### **Suppliers**

May be impacted by changes in procurement strategies.

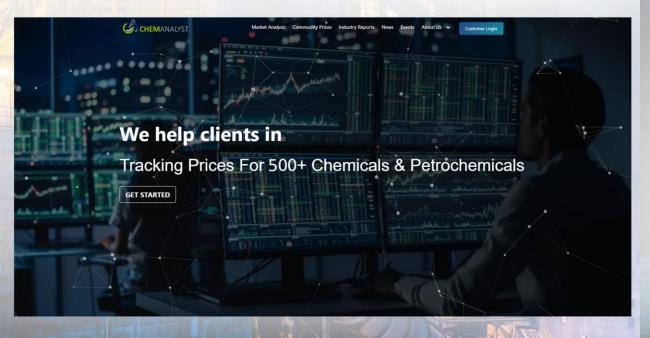
#### **Customers**

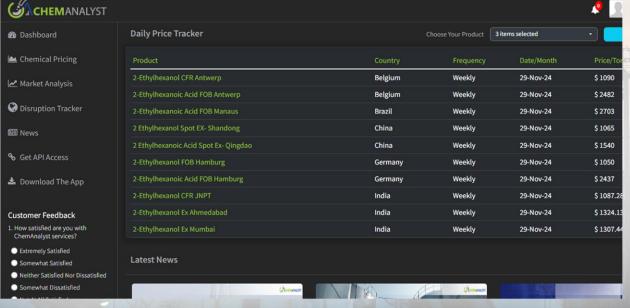
Indirectly benefit from improved efficiency & cost savings.

## **The Solution We Have**

1st entirely online **Commodity Pricing & Market Intelligence** platform with greater commodity coverage, frequent pricing updates, and superior market analysis compared to competitors.

A **SAAS based Subscription Platform** which needs to be renewed annually.

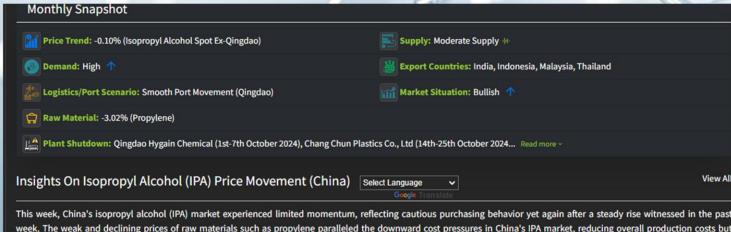




#### **COMMODITY PRICING**

- Our online platform offers a wide range of features that enable users to conveniently select, choose, and compare commodities while accessing valuable pricing data and market insights.
- Users can set pricing alerts with custom thresholds.
- Users can view port-wise imports/exports of selected commodities in a customizable table.



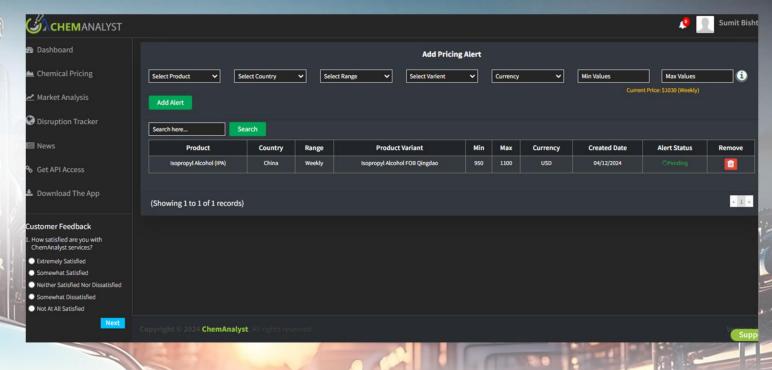


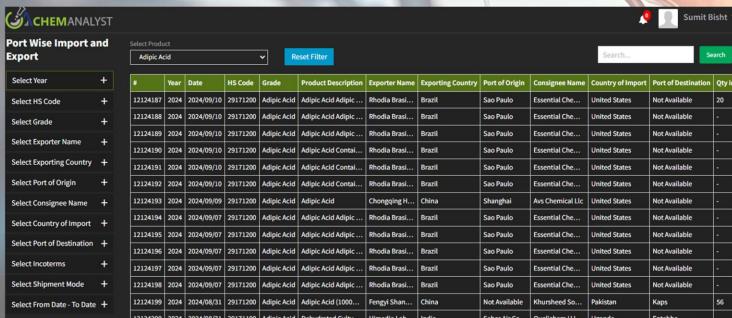
This week, China's isopropyl alcohol (IPA) market experienced limited momentum, reflecting cautious purchasing behavior yet again after a steady rise witnessed in the past week. The weak and declining prices of raw materials such as propylene paralleled the downward cost pressures in China's IPA market, reducing overall production costs but failing to stimulate robust downstream demand. Market activity remained subdued, with on-demand procurement dominating and new orders limited in volume, mirroring a cautious wait-and-see sentiment among buyers. The balance between supply and demand was stable, with suppliers focused on fulfilling existing orders rather than generating significant new business. This restrained trading atmosphere suggested that China's IPA market would likely continue to operate within a narrow range in the short term, contingent on raw material price movements and downstream market signals. As a result, with an overall pessimistic performance in end-user and overseas markets, the export prices were assembled at USD 1030/MT FOB Qingdao.

# MONTHLY SNAPSHOT OVERVIEW

- Overview of key market parameters, including price trends, demand levels, logistics and port conditions, raw material prices, supply dynamics, and plant operations.
- Highlights the overall market sentiment and provides insights into potential disruptions, such as plant shutdowns or supply chain challenges.
- Serves as a tool for understanding current market conditions and helps in forecasting future trends across various commodities.









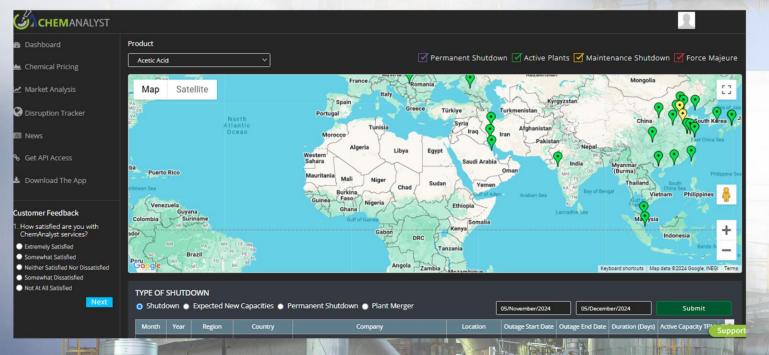
### **MARKET ANALYSIS**

• The following features have been meticulously incorporated into our platform for market analysis:

Region, Country, Category, Product/Commodity, Range Chart Type, Date Range Country Comparison

 Users also have an option to look at the data in a tabulated form.





## **DISRUPTION TRACKER**

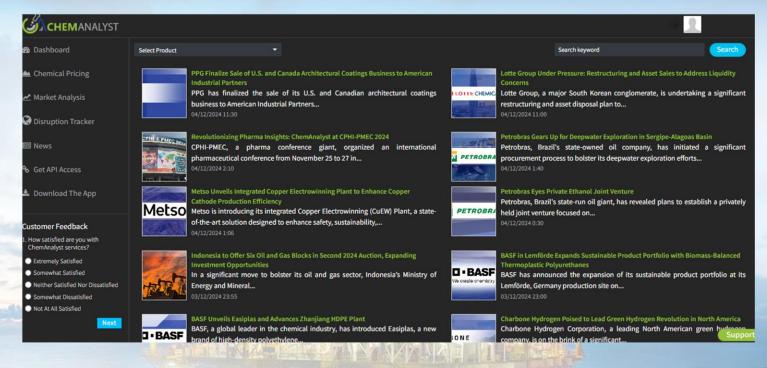
The following events have been covered in our platform as part of disruption tracker:

- Permanent Shutdown
- Active Plants
- Maintenance Shutdown
- Force Majeure

Users also have an option to look at the data in a tabulated form.

#### **NEWS & DEALS**

- Unlimited Access: Read as many articles as you want.
- Early Access: Get exclusive access to breaking news.
- **Instant commodity updates:** Real-time news delivered to your smartphone.
- Exclusive insights: Access the latest trends and sustainability breakthroughs.





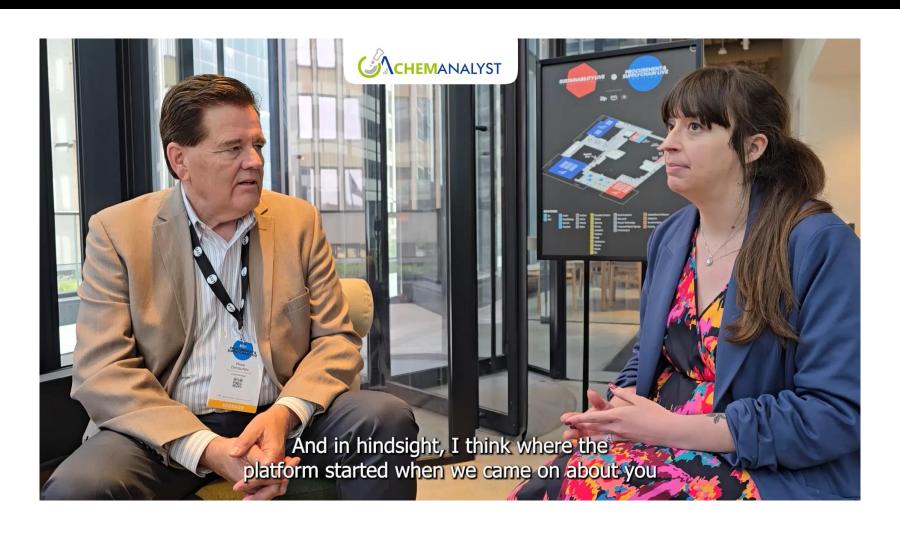
## **ChemAnalyst App**

- Go-to source for real-time pricing, market intelligence, and the latest industry news across 500+ commodities.
- In-depth analysis across key sectors (Petrochemicals, Polymers, Metals, etc.)
- · Stay informed on industry trends anytime, anywhere.
- Available for both subscribers and non-subscribers.

# **Partial List Of Clients**

<b>⊕</b> BOSCH	<b>@</b> ntinental <b>⅓</b>	DAIMLER TRUCK	VOLVO	Orkla Home & Personal Care	Pahrar	ISDIN LOVE YOUR SKIN	MARUTI SUZUKI	× pricol	Volkswagen
<b>S</b> APP	AFLEX HOSE	Honda Trading	KUMHO POLYCHEM	ArdaghMetalPackaging 🉌	EVONIK Lording Boyand Chemistry	Corbion	Jika ®	SKC	DEEPAK FERTILISERS AND PETROCHEMICALS CORPORATION LIMITED
DuluxGroup 🤻	Nissei Corporation	<b><i>©</i></b> Entegris	EҗonMobil	SUN PHARMA	Henkel	ADITYA BIRLA GRASIM	MITSUBISHI CHEMICAL GROUP	Unilever	GUJARAT FLUOROCHEMICALS VALUE THROUGH GREEN CHEMISTRY
ITC Limited	PERSONAL	tapestry	<b>√</b> safefood	<b>(</b>	أدنـوك ADNOC	ROGERS	Eharat Petroloum	वंश्यिनग्रायल IndianOil	<b>HL</b> Mando
sanofi	Brookfield	MT_SAINT-GOBAIN	Stockholms stad	HALLIBURTON	Honeywell	Pidilite	HWASEUNG	Walmart %	SINOPEC SINOPEC
OCIKumho OCIKumho Sdn. Bhd.	SCHAEFFLER	Ma ALDI	wesco	<b>⊚</b> SCG	SIEMENS	<b>Welspun<sup>®</sup>LIVING</b>	JŚW	Whirlpool	ZEON

# Client Spotlight



# Case Study: Commercial Vehicle Manufacturer and Its Vendors: Leveraging ChemAnalyst for Pricing Intelligence



#### **Problem**

A leading commercial vehicle manufacturer faced challenges in obtaining accurate and timely pricing information for the components used in its production. This lack of reliable data hindered their ability to negotiate competitive deals and optimize procurement costs.



#### Solution

Encouraged by the manufacturer's positive experience, several of its vendors began leveraging ChemAnalyst's platform for pricing intelligence. This access equipped them to negotiate stronger prices with suppliers, gain valuable insights into market trends for improved supply chain management, and make data-driven decisions that streamlined their operations, ultimately benefiting the entire manufacturing process.

#### **Impact**

- Reduced Costs: Achieved significant cost savings, passed on to the manufacturer.
- Enhanced Supply Chain Efficiency: Improved supply chain efficiency, leading to faster delivery times.
- Improved Quality: Sourced higher-quality components at competitive prices.
- Strengthened Relationships: Fostered collaboration and trust between the manufacturer and its vendors.

## **Key Takeaways**

- ChemAnalyst's platform is valuable for both manufacturers and suppliers.
- Organizations can improve supply chain efficiency, enhance decision-making, and strengthen relationships.
- Demonstrates the tangible benefits of ChemAnalyst's pricing intelligence solution.

### **About Us**

ChemAnalyst is the future of chemical and petrochemical market intelligence, leading innovation in the industry. Recognized as the "Product Innovator of the Year 2023" and among the top digital procurement solutions, we revolutionize how companies navigate the volatile market. Our platform offers unparalleled access to in-depth market analysis, real-time pricing, and global industry news, enabling you to track over 500 chemical prices across 40+ countries with ease. With comprehensive data on production, demand, supply, imports, exports, and 10-year forecasts supported by local teams in 40+ countries, ChemAnalyst provides the strategic advantage you need. We are dedicated to empowering clients with the most accurate and actionable intelligence, enabling confident decision-making and driving unparalleled success in the chemical industry.

## **Mission & Vision**

**Mission:** To become the indispensable source of pricing & market intelligence for procurement and strategy professionals worldwide.

**Vision:** To empower clients with the most accurate and actionable intelligence, enabling them to navigate the commodity market with confidence and achieve unparalleled success.

#### **Contact us**

#### **North America**

ChemAnalyst 2415 Unit 223, Suite 290, 6815 8th St NE Calgary, Canada, T2E 5T8

(Tel: +1 332 258 6602 / E: americas2@chemanalystmail.com)

#### **Europe**

**ChemAnalyst** S-01, Colonius Carre, 2.Floor, Subbelrather Strasse, 15a, Cologne, Germany, 50823

(Tel: +49-221-6505-8833 / E: sales@chemanalyst.com)

#### **Asia-Pacific**

ChemAnalyst B-44, Sector -57, Noida, NationalCapital Region, UP, India 201301

(Tel: +91-120-4523900 / E: sales@chemanalyst.com)

The information contained herein is of a general nature and is not intended to address any particular situation, individual or entity. No one should act upon such information without appropriate professional advice.

2023 © ChemAnalyst All RightsReserved.

www.chemanalyst.com