Procurement

Support for Negotiations

Database with ~75k global price indexes, dashboards and alerts, supporting negotiations with suppliers

Scenario Builder

Users can set-up their own scenarios of the current and forecast expenditures, supporting evaluation of readjustment claims, and the best acquisition moment

Contract Management

Contract alerts with expiration dates to better manage contracts and dashboards with price change forecasts

Engage in competitive benchmarking to achieve an advantage when it is time to negotiate

Sales

Pricing

Accurate information supporting pricing repositioning strategies, making the whole process easier and faster

Negotiations

Technical arguments based on market data to make the whole client price adjustment negotiations process easier and faster

Pipeline Planning

Do pipeline planning for products based on accurate information on raw material prices and factors of production

Accurate information supporting pricing repositioning strategies and negotiations

Finance

Cost Forecasting

Users can set-up their own cost breakdown, forecasting and benchmarking with accurate data and sustainability in mind

Budget Module

Users can set-up their own budget and compare with internal costs for strategic planning

Internal vs Market Inflation

Monitor savings, losses/penalties and cost avoidance, automating the budget process

Accurate data for forecasts & planning projections