



“The forecasting feature from Mintec has become an integral part of the way we work. We believe it’s needed in all strategic procurement functions.

Anders Søndergaard
Head of Global Strategic Procurement

/ABOUT BEUMER GROUP

The Beumer Group is an international leader in manufacturing intralogistics systems for conveying, loading, palletising, packaging, sortation, and distribution. With 4,500 employees worldwide, the Beumer Group has annual sales of about €950 million.

/THE CHALLENGE

A lack of accurate forecasting tools meant that Beumer’s procurement teams could only speculate on what commodity prices would be in the coming months and years. The global strategic procurement team at Beumer wanted to appoint a professional provider to deliver market intelligence that would provide the business with greater confidence in its pricing strategy.

/MINTEC’S SOLUTION

The key benefit of working with Mintec is the provision of strategic procurement in support of business decision-making across all areas of the business. Access to price forecasts and analysis has enabled Beumer to develop its purchasing and pricing strategy.

The Mintec forecasting solution has helped Beumer improve its business results by enabling them to proactively adjust prices to ensure cost increases are covered. Furthermore, when the costs of materials have been reduced, the business has been able to respond quickly to remain competitive and win more projects.

/THE BENEFITS

The Mintec data and forecasts help the strategic procurement team prepare for supplier negotiations by delivering actionable market intelligence. The negotiations have delivered cost savings to the business, and as a result, Beumer has seen a high impact on the group’s financial results. Using the Mintec price forecasting tool has been the right decision for Beumer, becoming an integral part of the way the procurement team works.

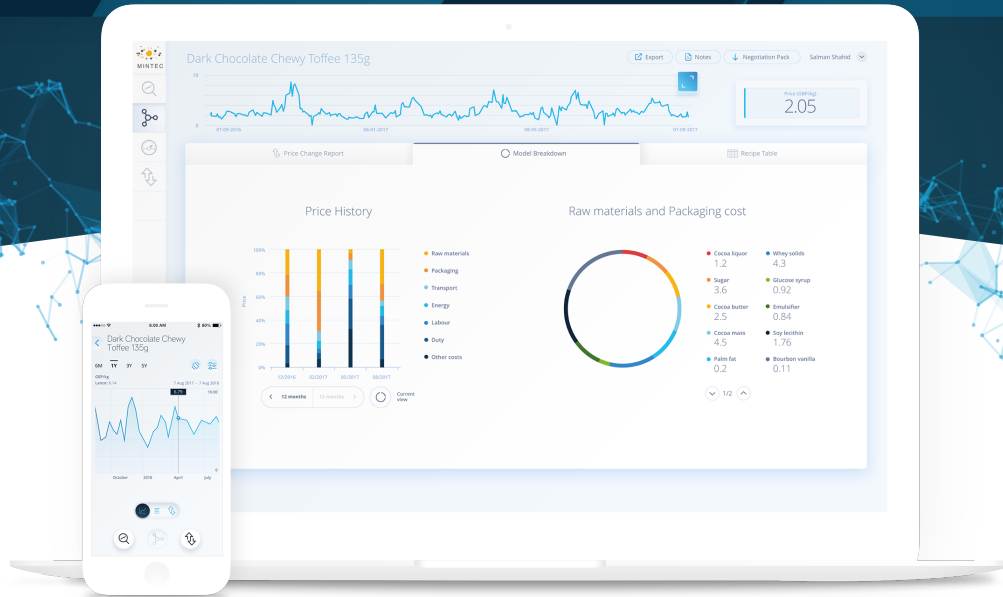
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Mintec are committed to continued improvements to the platform, it has directly helped deliver efficiency gains at Beumer.

“Mintec provided the data, insight, forecasting that delivered accurate reliable and repeatable results that revolutionised the way the business conducted planning and responded to change.



- 1 Because the food products you buy come from different sources & suppliers. **They're exposed to different market conditions.**
- 2 A lack of transparency makes it hard to identify their real cost. **So understanding the real price of raw materials is difficult.**
- 3 But time is limited to prepare analyse for complex negotiations. **Meaning suppliers & customers can't always agree on price.**
- 4 Making informed decisions on price means being mindful of market conditions. **To negotiate successfully, you need to have all the relevant information.**



Mintec Analytics provides retailers & manufacturers with **+15,000 independent global prices** & intelligence tools for food ingredients & soft commodity markets.



PRICE CLARITY

Strengthen your negotiating power with suppliers with instant access to independent market pricing & data to inform competitive purchasing strategies.



MANAGE RISK

View price volatility & understand primary cost drivers to better manage risk, assess supply chain impact & identify more efficient alternatives.



REPORT & ANALYSIS

Self-serve data visualisation tools & bespoke dashboards enhance the way you digest, present & share data with your team or across the wider business.



WIN BACK TIME

View & retrieve data quickly plus simplify & automate complex modelling & analysis with dynamic reports, custom alerts & comprehensive negotiations packs.



UNLOCK INSIGHTS

From supply & demand to currency, interest rates & political stability - get birds-eye view of key drivers across your category of interest. Access historic current and forecast views for each.



TREND MOVEMENTS

Strengthen your approach & inform your longer-term strategies by pinpointing future trends & gaining a better understanding of where the market is heading.