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Jeroen Holland
Trade Manager at AMS

/ABOUT AMS

AMS is an Amsterdam-based, non-profit, strategic-buying alliance that currently works on behalf of 10 top European food retailers.

By pooling and leveraging their retailers' expertise and volume to source private label products on an international scale, AMS is able to deliver the best possible quality goods at competitive prices.

This enables retailers to offer shoppers greater value for money, which improves their bottom line and gives them a clear competitive edge in today's fast-moving retail market.

/THE CHALLENGE

To have access to commodity pricing data in order to negotiate more effectively with suppliers, understand market conditions and operate more efficiently.

/MINTEC'S SOLUTION

Mintec has implemented their raw materials and commodity price tracking services through Mintec Analytics, its proprietary commodity price dashboard and analytics platform.

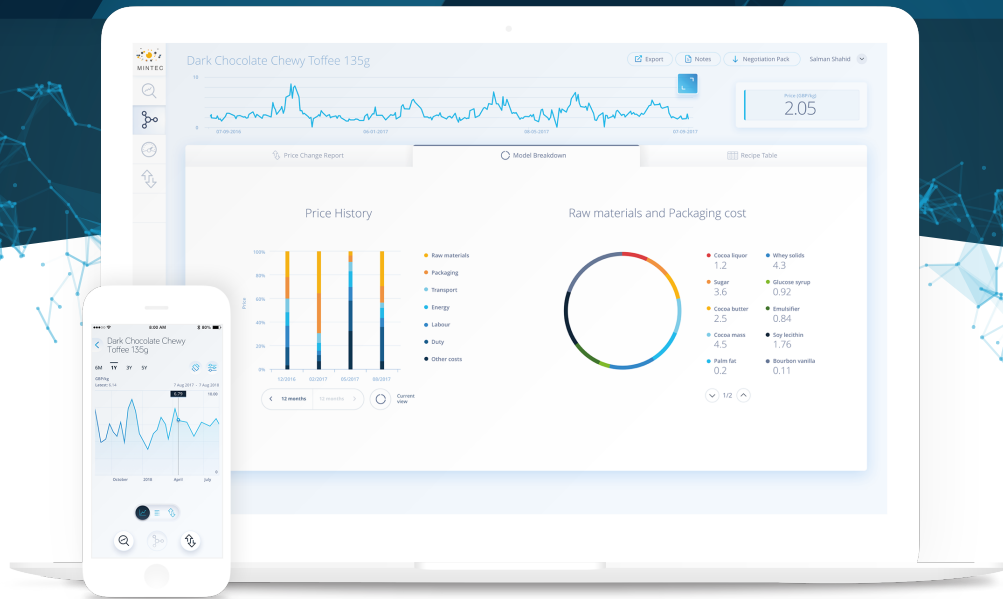
This has delivered a combination of data, market insight and analytical tools to companies like AMS. Enabled them to access any of the +14,000 commodity prices, to accurately manage and respond to current price challenges.

/THE BENEFITS

- Integrated raw material and commodity analysis
- Personalised price dashboards for supplier contract management
- Market insight and extensive price data
- Benchmarking supplier pricing across a range of commodities

“ The setup of the training with the realistic examples and frameworks in combination with the elaborate assignments expanded my way of thinking during my work process. In general, I think it is a very helpful course for people who work for or with purchasing departments, not only to broaden your knowledge but also to look at your job from a different perspective.

- 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 **+14,000 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.