



“Because Mintec is respected in the industry, we can use their data to inform conversations with suppliers, sales teams and customers.

James Payne
Customer Pricing Manager

/ABOUT BRAKES

Brakes is a leading supplier to the foodservice sector. They are committed to providing customers with outstanding service, products and foodservice solutions.

/THE CHALLENGE

As a leading supplier to the foodservice sector, Brakes saw the challenge to establish and understand its procurement position, to reflect the volatile nature of food commodities within a rapidly evolving market. That's why in 2013 the original BMPI - Brakes Mintec Price Index concept was first conceived helping Brakes to respond to market volatility and enhance their buying position.

/MINTEC'S SOLUTION

To deliver on this expectation, the procurement team needed a reliable, independent view of the market to monitor the performance of its procurement function, with the highest level of credibility, backed by independent data, in order to gain the confidence of all stakeholders. The result was over 700 product cost models were created by Mintec, using data from Procurement and Category platform.

/THE BENEFITS

The BMPI gives Brakes a strong foundation for its procurement position within the market and enables its managers and leaders to make informed strategic decisions. Procurement teams are able to target specific areas, improving Brakes' competitiveness through cost savings, re-sourcing or value creation using the insight that BMPI provides. The BMPI helps their customers by giving them confidence that Brakes' price moves are market relevant.

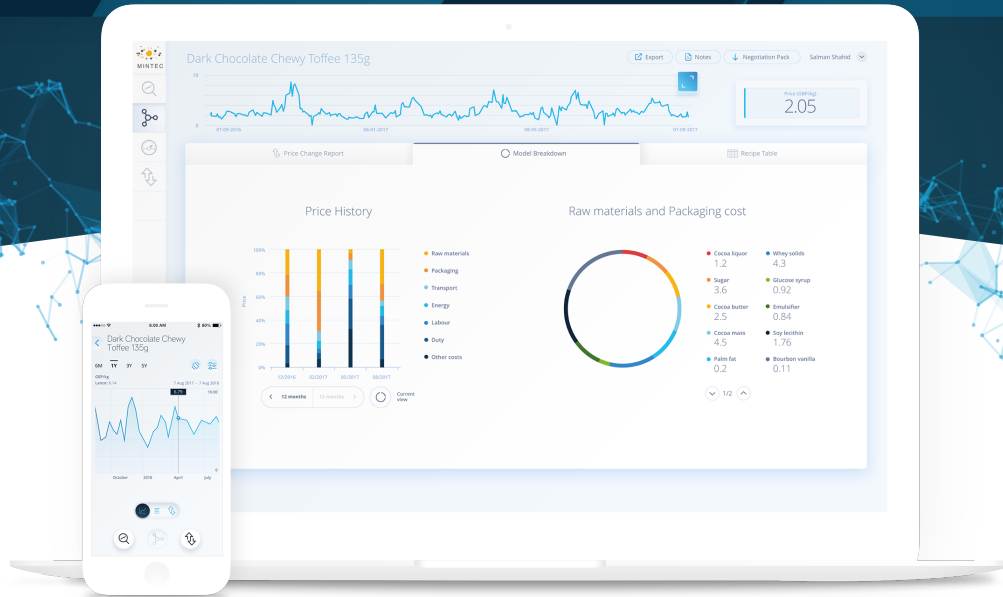
/ROI

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

“Both Mintec's products and its customer service are excellent, a great combination that is invaluable to us and is invaluable to anyone in procurement.



- 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.