

FlintGroup

“For Flint, with 14,000 raw materials in over 160 different material categories, it would be unrealistic to think that 18 buyers could build up sufficient knowledge on all the important cost drivers. Outsourcing the service to Mintec has proven to be very effective rather than attempting to develop our own.

Jan Paul van de Velde
Senior VP Procurement at Flint Group

/ABOUT FLINT GROUP

Flint Group is a leading global supplier to the print consumables and packaging industries. With 170 global sites across 40 countries worldwide, their product portfolio ranges from pigments and resins to flexographic and UV offset printing.

They own a number of subsidiary companies including digital imaging and metal decorating firms, to consolidate their customer offering and leading position in the ink and non-ink.

/THE CHALLENGE

Flint Group needed to monitor over 14,000 different raw materials across various global markets.

Their previous process for data collection lacked consistency and reliability. It involved reaching out to suppliers within the industry and requesting pricing reports.

There was concern that the current data available to the market was industry led. Flint Group wanted a reliable, independent data source that wasn't affiliated with the chemical industry.

/MINTEC'S SOLUTION

With over 20,000, independently sourced data series, supported by an expert Client Services team, Mintec's software provides the raw material insight and market understanding Flint Group needed. The product cost modelling tool within the system is key to ensuring Flint's buying team are effective as possible.

/THE BENEFITS

The independent nature of Mintec supports Flint in selling at the right price and at the right margin to their customers. Insight based on what is happening in the market ensures customers are secure in the fact that the data used is neither driven by the industry nor Flint Group.

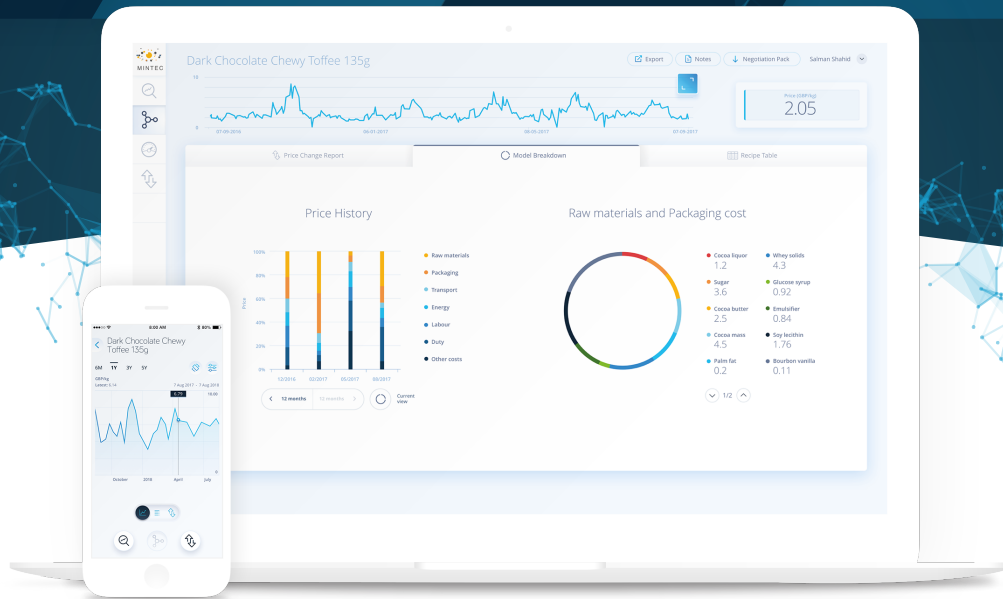
Senior Vice President of Procurement Jan Paul Van der Velde explained that Mintec are “customer focused and it is their ability to listen that makes them so successful”.

Mintec's value lies in both the consistently managed data from reliable, independent sources and in the team's ability to find the correct data specific to Flint Group.

“Mintec has proven to be very effective

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- 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 analysis 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.