



“Buy better together.”

Wouter Lefevere
Head of International Buying

/ABOUT SPAR INTERNATIONAL

SPAR is an international group of independently owned and operated retailers and wholesalers who work together in partnership under the SPAR Brand to provide a high quality, value for money shopping experience for the communities we serve.

For more than 85 years after the founding of SPAR, the business continues to be a great success. There are now more than 13,112 SPAR stores in 48 countries on four continents, meeting the needs of over 13.5 million consumers every day.

/THE CHALLENGE

SPAR International needed to have access to a resource with a large breadth and depth of data enable them to keep track of various raw material prices across the food spectrum.

SPAR International has a list of core indices that are used on a frequent basis as a part of their procurement activities. These exist predominately in the food market inclusive of dairy, meat, food ingredients, oils, fats and many more. The challenge for SPAR was to be able to access a consistent independent source to provide the required level of insight.

As a company buying internationally, SPAR were keen to implement the solution across both SPAR International as well as advocating use of the same software across the various global sites.

/MINTEC'S SOLUTION

Access to Mintec services has enabled SPAR to implement a range of commodity dashboards providing access to price data that supports analysis including cost modelling and Price change reporting.

Since the introduction of the combination of price data and analytical tools SPAR International has been able to:

- Track accurate and reliable market prices on relevant raw materials in one, easy to access location reducing internal time spent collating data and performing analysis.
- Use the advanced technical tools and market intelligence for supplier negotiations as well as the cost modelling tool.

Together these are feeding into SPAR International's goal to fill market data gaps as well as making buyers across the world more knowledgeable.

/THE BENEFITS

Mintec data has become an integral part of SPAR International procurement and product strategies.

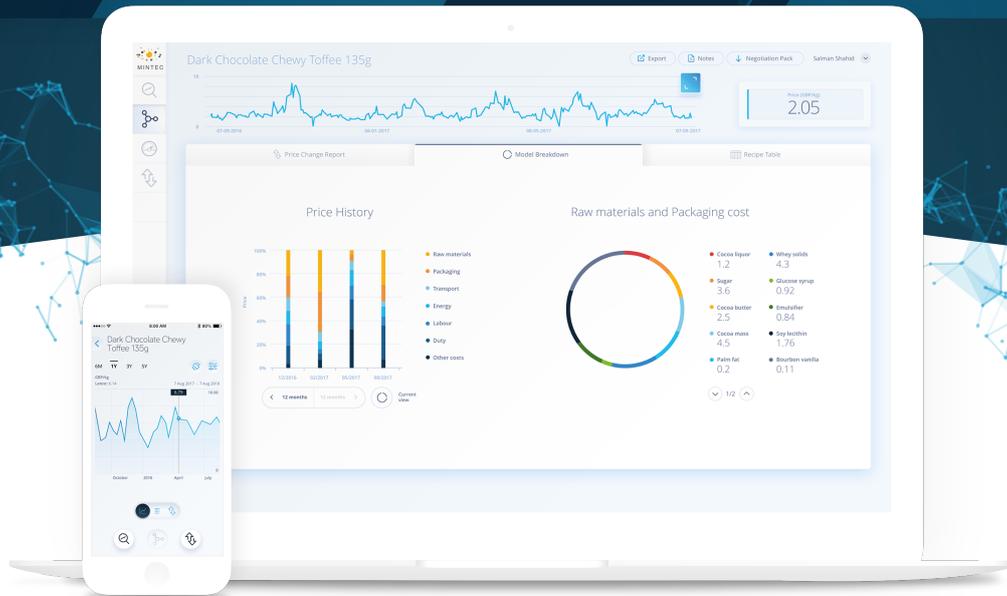
It is the breadth of data and access to insight Mintec provides that support the SPAR International commercial teams and free up valuable time resources so they can focus on their core roles – negotiation, supply strategy and formulating products.

/ROI

SPAR International has approximately 350 private label sku's. When purchasing, it is imperative to be able to track accurate market prices so that purchasing spend remains consistent with real market prices and is not volatile year on year.

Using Mintec has saved customers like SPAR International time and money by driving procurement efficiencies and helping to reduce supplier costs. On average, it's estimated that an investment in Mintec delivers a return on investment of up to a factor of 10.

- 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.