

CASE OVERVIEW

Bringing Forward-Looking Intelligence to Metal Commodity Decisions

A global commercial automotive manufacturer with \$2B+ in annual spend across metal commodities needed forward-looking cost intelligence to anticipate price movements, understand market drivers and strengthen procurement and commercial planning.

Industry: Automotive Manufacturing

Headquarters: Germany

Commodity Exposure: Multi-Metal Commodities

Geographic Scope: India

OBJECTIVE
Connect commodity price forecasting with market signals, supplier intelligence and enterprise spend and savings visibility to support better pricing, sourcing and procurement decisions.

SCOPE
Forward-looking intelligence across relevant metal commodities, including steel, aluminium, copper, nickel and other applicable industrial metals, subject to confirmed customer coverage.

ENGAGEMENT SNAPSHOT



Procurement Team
Primary Users

CommodityXO
Commodity Price Forecasting & Intelligence Platform

 **\$2B+**
Annual Spend Across Metal Commodities

 **12–18 Months**
Forward Spend & Savings Visibility

 **98%+**
Forecast Accuracy

 **CommodityXO + VisionXO**
Connected Commodity & Enterprise Intelligence

Reactive Pricing Was Limiting Forward Visibility

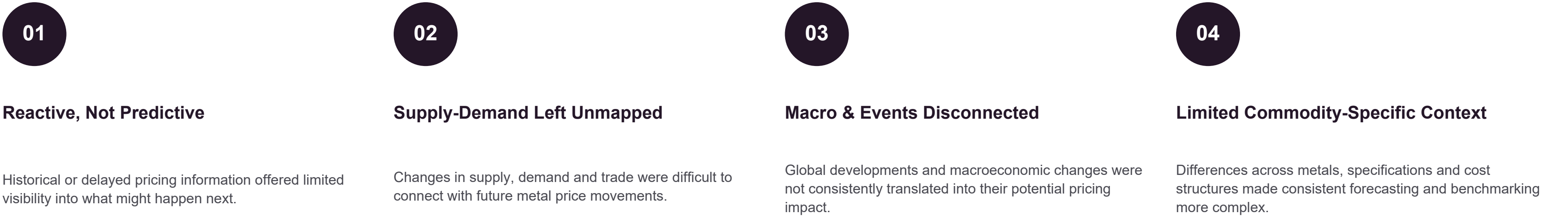
The business needed a clearer view of future metal prices and market behaviour to plan spend, sourcing and commercial decisions.





Market Complexity Had Outgrown Conventional Forecasting

The challenge was not simply access to historical prices. It was connecting market signals and cost drivers to future commodity movements.



Why Historical Price Tracking Wasn't Enough

The business needed a connected view of market signals, commodity drivers and potential price movements to support forward-looking spend, sourcing and savings decisions.

From Historical Prices to Predictive Commodity Intelligence

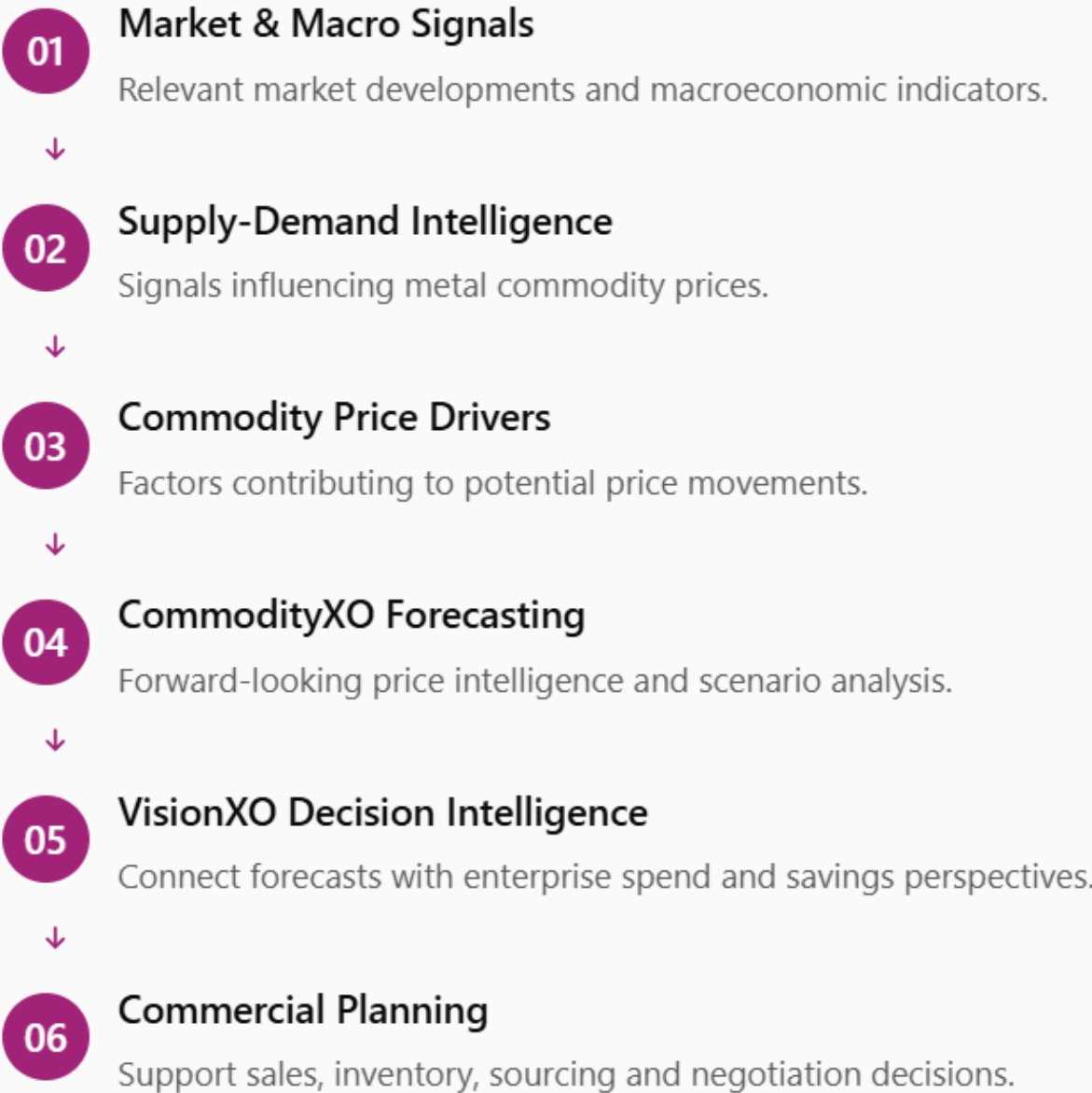
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Disconnected Pricing Challenges



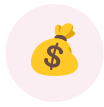
From Market Signals to Actionable Pricing Foresight

How commodity forecasting and enterprise intelligence support future pricing, spend and savings decisions.



Forward-Looking Visibility

Better visibility into potential commodity price movements and their implications for future spend, savings and procurement decisions.



From Reactive Pricing to Forward-Looking Cost Management

18-Month

Forward Visibility on HRC & CRC Prices

98%+

Forecast Accuracy

Event-Linked

Cost Delta Simulations for Negotiation

Scenario-Based

Over-Contracted vs. Spot-Opportunity Timing

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Previously, we were always mostly reacting to price changes and had limited knowledge on global factors impacting prices. Now we have an 18-month view helps us in planning AVOB for next year and support in building negotiation strategy with suppliers.

— Procurement Team

✓ WHY IT MATTERS

Eighteen-month forward visibility and event-linked cost delta simulations gave the procurement team a data-backed negotiation lever in every supplier discussion — enabling accurate annual budgeting and the ability to time negotiations around market dips.

Explore the Complete STATXO Intelligence Ecosystem

AI-powered products and enterprise transformation solutions designed to help organizations understand, predict, optimize, and transform business decisions at scale.



AI & DECISION INTELLIGENCE

Understand, predict, monitor, and decide.

-  **SpendXO** — Spend Intelligence & Savings Analytics
-  **CommodityXO** — Commodity Price Intelligence & Forecasting
-  **SupplierXO** — Supplier Intelligence & Risk Management
-  **VisionXO** — Executive Decision Intelligence
-  **XoBOT** — Enterprise Conversational AI
-  **Parts Cost Optimizer** — AI-Powered Part Intelligence & Optimization
-  **FinXO** — AI-Native Accounts Payable Automation

ENTERPRISE TRANSFORMATION

Improve, automate, redesign, and scale.

-  **Procurement Transformation**
-  **Finance Transformation & AP Automation**
-  **HR Transformation**
-  **Digital Transformation**
-  **GCC Setup & Operations**
-  **Process Redesign & Workflow Automation**

Ready to Solve Your Next Business Challenge?

Explore the complete STATXO ecosystem to discover how our AI-powered products and transformation services help enterprises make faster decisions, optimize operations, and deliver measurable business outcomes.

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