

CASE OVERVIEW

Bringing Forward-Looking Intelligence to Commodity Pricing & Sales Strategy

A Global Chemicals Giant operating in the soda ash market needed forward-looking price intelligence to anticipate market movements, strengthen sales planning and make more informed inventory and pricing decisions across domestic and export markets.

Industry: Chemicals

Geographic Scope: Global

Headquarters: India

Commodity: Soda Ash

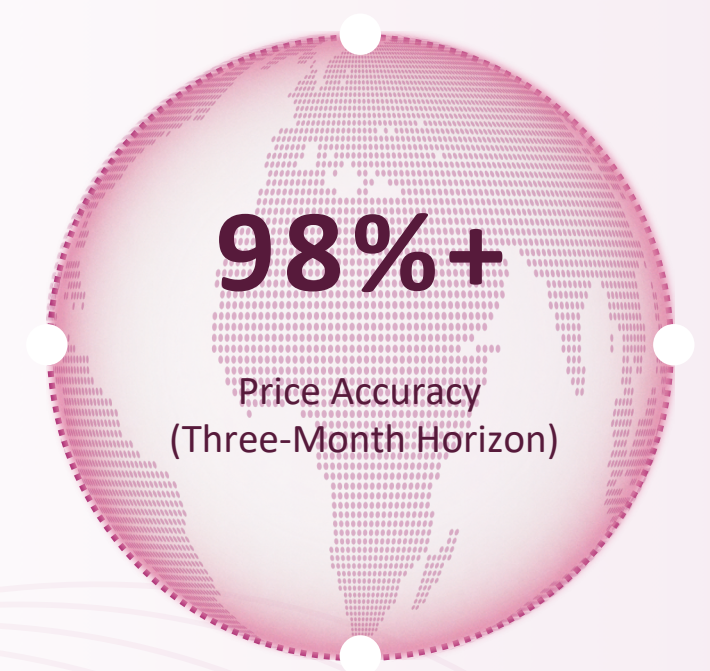
OBJECTIVE

Connect predictive commodity forecasting with market signals and event intelligence to help the sales team anticipate price changes and respond proactively.

SCOPE

China FOB benchmark pricing, domestic and export price-setting, driver mapping, and a 3–24 month rolling forecast refreshed monthly with early warning every 2 weeks.

ENGAGEMENT SNAPSHOT



Sourcing & Sales Teams
Primary Users

CommodityXO
Commodity Price Forecasting & Intelligence Platform



98%+

Price Forecasting Accuracy



65%+

Directional Accuracy



13

Key Price Drivers



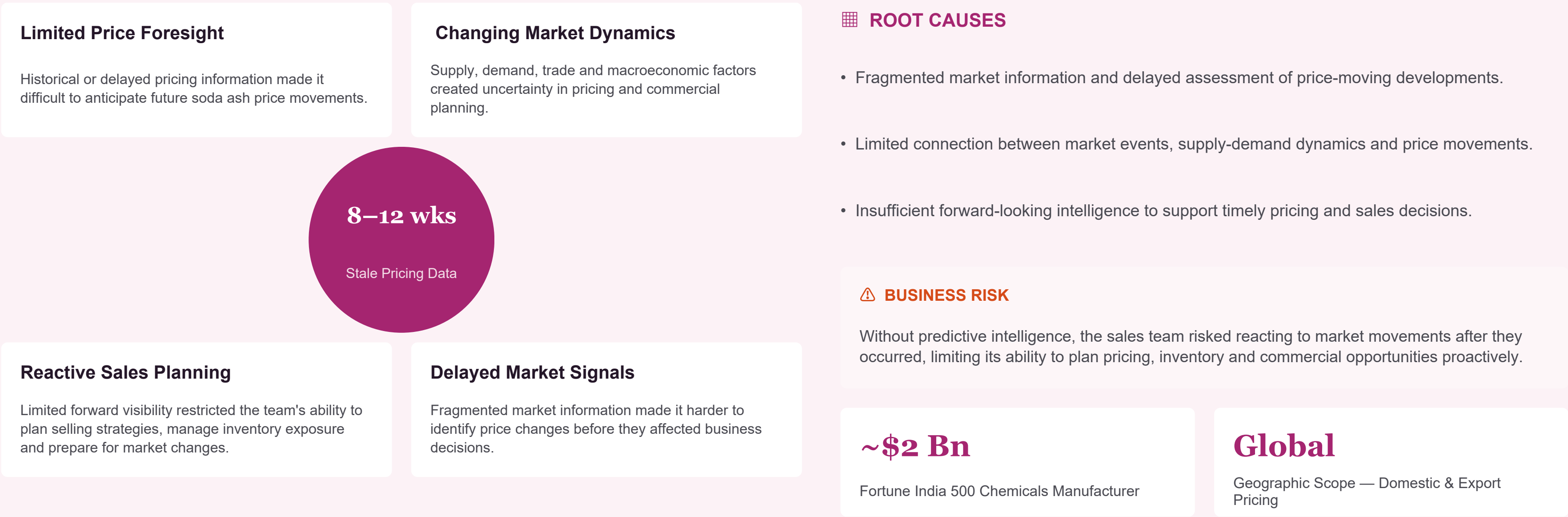
18 Months

Forecast horizon



Reactive Pricing Was Limiting Commercial Visibility

China FOB sets the global soda ash price, so reading it early determines the margin on every contract — but pricing decisions were being made on data that had already fallen behind the market.

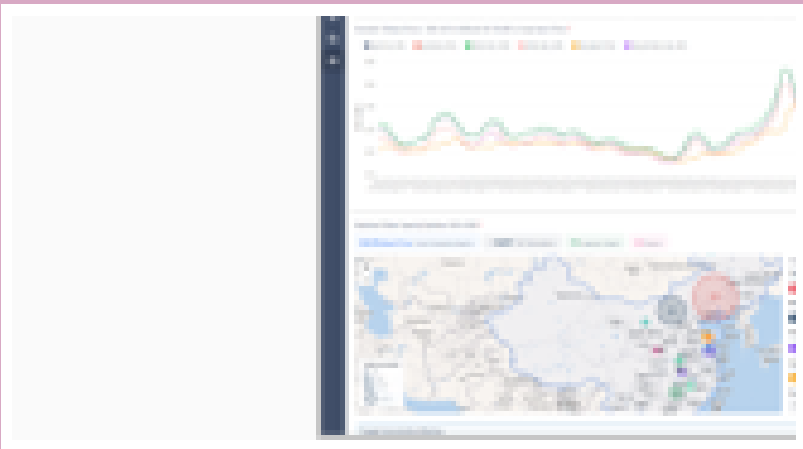
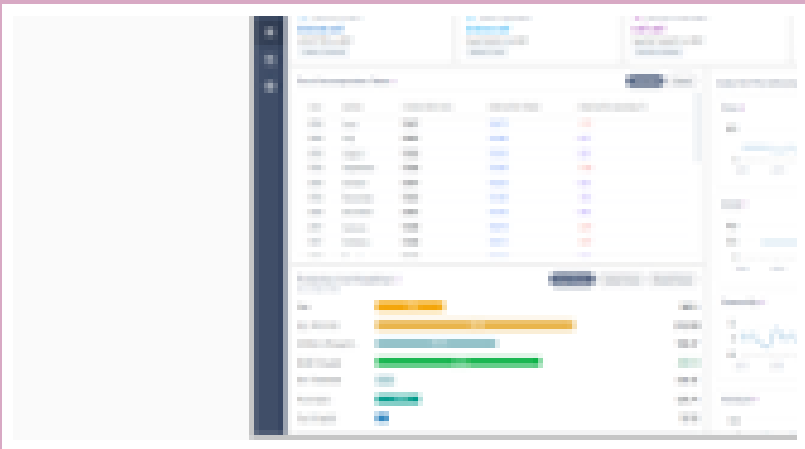
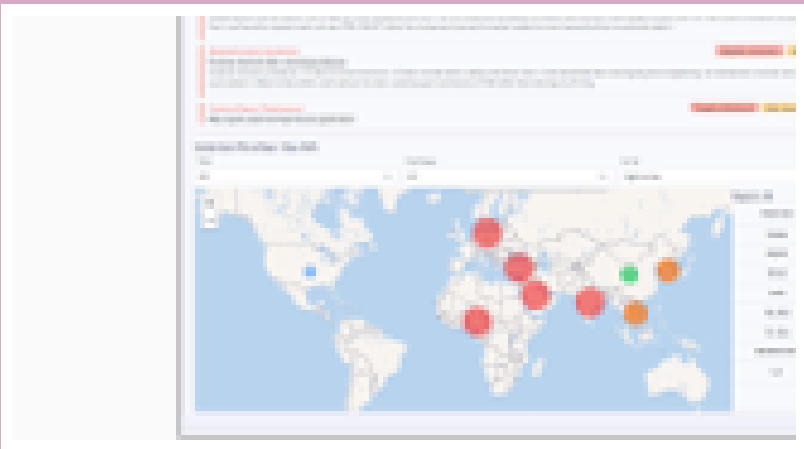




A Single Commodity Intelligence Platform Replaced Fragmented Market Data

CommodityXO gave sourcing and sales one place to see market signals, price drivers, and the rolling forecast.

CommodityXO · Platform Snapshots



EVENT INTELLIGENCE

- 600+ articles/month
- English & Chinese markets
- 200+ keyword combinations
- Scored by direction, magnitude, duration

DRIVER INTELLIGENCE

- 50+ variables mapped
- Screened to 13 price-moving drivers
- 10+ years of historical data

FORECAST INTELLIGENCE

- 3–24 month rolling forecast
- Refreshed monthly
- Base, upside & downside scenarios

MARKET DATA

→ DRIVER MAPPING

→ EVENT INTELLIGENCE

→ ROLLING FORECAST



The Team Closest to the Problem, on What Changed

“

CommodityXO is a game changer for teams managing procurement or sales in volatile commodity markets. Its depth of analysis and comprehensive approach to each commodity set it apart. The team brings strong domain understanding and analytical rigour, translating complex market developments into clear, decision-relevant insights.

— Head of Data Science & Analytics, Asia

ENGAGEMENT SCOPE

Commodity Price Forecasting & Market Intelligence
(Soda Ash)

BUSINESS FUNCTIONS INVOLVED

Sourcing · Sales · Strategy · Leadership

INDUSTRY CONTEXT

Chemicals, India HQ — Global Scope

✓ WHY IT SUCCEEDED

Driver mapping, bilingual event intelligence, and a monthly rolling forecast gave sourcing and sales one audit-ready view of soda ash pricing.

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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