

## How ICIS helps chemical purchasers / buyers

### Procurement Manager Chemicals Manufacturing Company

#### About me

I'm 41 years old and work for a global chemicals manufacturing company, which employs over 10,000 people. I work in the corporate purchasing department, as one of three procurement managers. I focus primarily on supporting our two major chemical plants in Asia.

My main task is to keep these plants supplied with all the raw materials they need to maintain production. I must make strategic purchasing decisions for our business – what to purchase and when, and how to keep costs to a minimum. In doing so, it's my responsibility to build and maintain supplier relationships, negotiate on pricing where necessary and undertake product comparisons if no specifications were provided.



“ ICIS crucial insights into prices and their key drivers enable me to analyse whether price rises from suppliers are justified or market conditions allow me to command lower prices. ”

#### The information I need

To ensure that I get the best possible prices for raw materials, it's paramount that I understand market dynamics, and the factors driving prices. I need access to accurate market intelligence on supply/demand, plant updates and shutdowns, industry news and price trends.

Where market conditions allow, I will negotiate with suppliers to secure lower prices for the materials I am sourcing. When feedstock prices rise, I need insights that will verify and justify these increases, so that in turn our commercial team can be informed and work out a solution to protect our profit margins.

Juggling short-term priorities, strategic procurement decisions and contract tenders requires a panoramic view of key markets. Reliable insights into industry trends are essential to facilitate informed choices, which can be substantiated in my monthly reports to senior management.

#### How ICIS helps me

ICIS pricing and market intelligence provides crucial insights into prices and their direction, with updates on production, supply and demand. This informs decision-making processes when negotiating with suppliers and enables me to analyse whether price rises are justified and when market conditions allow me to command better prices and improve our margins.

Without access to the ICIS Dashboard, it would be challenging to stay on top of market prices and developments. At a glance, I can see the price trends, key market headlines and events influencing prices, as well as a combined view of historical pricing data and price forecasts – which then makes it easy for me to benchmark our position and identify trends to determine short- and long-term purchasing strategy and determine the best time to act in the market.

ICIS' analytics tools on their Dashboard are extremely valuable in deriving actionable purchasing insights based on the current market scenario. Various data/charts are available to show competitiveness of domestic supply versus imports, supply disruptions and impact on product availability, cost effectiveness of alternative raw materials, market outlook for the coming quarter, feedstock and downstream spreads.

As a bonus, the ICIS Dashboard is accessible via my mobile device. Though I spend most of my time in the office, this feature comes in very handy when I'm on business trips or attending conferences. It enables me to see recent market updates, which may affect any outstanding contract negotiations I have at that time.

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a free trial of our service



## ICIS market intelligence services for petrochemicals

### PRICING INTELLIGENCE

Independent and reliable price assessments for over 180 chemical commodities. Our reports provide current and historical prices, time-sensitive offers and bids, price and market alerts as well as access to expert commentary to help you understand key price drivers and market conditions.

### PRICE FORECAST

ICIS publishes monthly forecast reports for selected chemical commodities. It gives a rolling 12-month price forecast, supply-demand balances and in-depth analysis on where markets are heading. Option is available to plot the price forecast against our historical and current prices to view easily the price trend.

### PETROCHEMICALS ANALYTICS

Providing customers with a 360-degree view of the market, these user-friendly analytics tools comes together with our pricing intelligence:

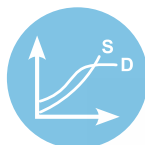
- Live Supply Disruption Tracker – real-time view of global supply, outages (planned and unplanned) for the next 12 months, plus the impact of these changes
- Price Driver Analytics – data to support forward planning, such as cost comparison of import/export and domestic prices, feedstock and downstream spreads, raw materials substitution trends and arbitrage/netback calculations
- Supply and Demand Outlook – likely direction of the market in the coming quarter, covering upstream, downstream and related commodities

### INDUSTRY NEWS

React quickly to market changes and developments by being the first to receive breaking news and analyses across the global petrochemicals market. ICIS' 24-hour news coverage includes market alerts, production updates, output and shutdowns, and more.

### SUPPLY AND DEMAND DATABASE

Our database gives you an end-to-end perspective across the global petrochemicals and refinery supply chain, enabling you to grasp the local or regional scenario in a global context. The data includes import and export volumes, consumption, plant capacities, production and product trade flows – with historical data way back from 1978 and forecasts up to 2040.



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