

Is Your Category Strategy Aligned With Evolving Market Dynamics?

With STATXO's **Category Intelligence Solutions**, You Can Analyze. Adapt. Advance - Empowering Your Next Move.



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Is Your Procurement Struggling With These Industry Roadblocks?

| Unanticipated Challenges That Can Impact Your Business



Limited Real-Time
Category Insights



Fragmented
Supplier Markets



Gaps in Supplier
Data



Lack of Cost
Benchmarks



Evolving Regulatory Compliance
& Sustainability Dynamics



Global Supply Chain
Disruptions

Analyze. Adapt. Advance –

Boost Efficiency With STATXO's AI/ Gen AI-Driven Category Intelligence Solutions!

| Category Intelligence Solutions



Market Assessment



Innovation Assessment



Regulatory Compliance & Sustainability Assessment



Contracting Assessment



Supplier Assessment



Competitor Sourcing Assessment



Real-time Category & Supplier News Monitoring

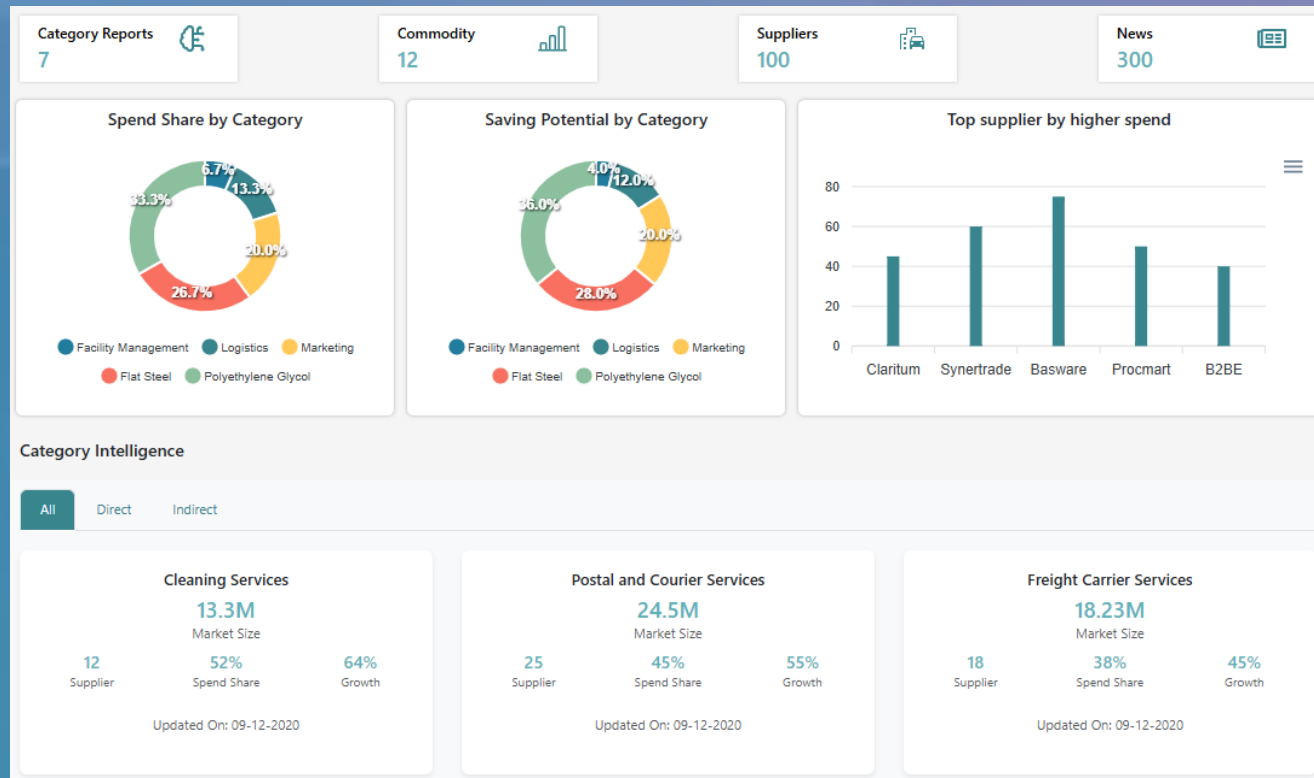


AI-driven Event Impact Assessment

STATXO's Category Intelligence Solutions Dashboards

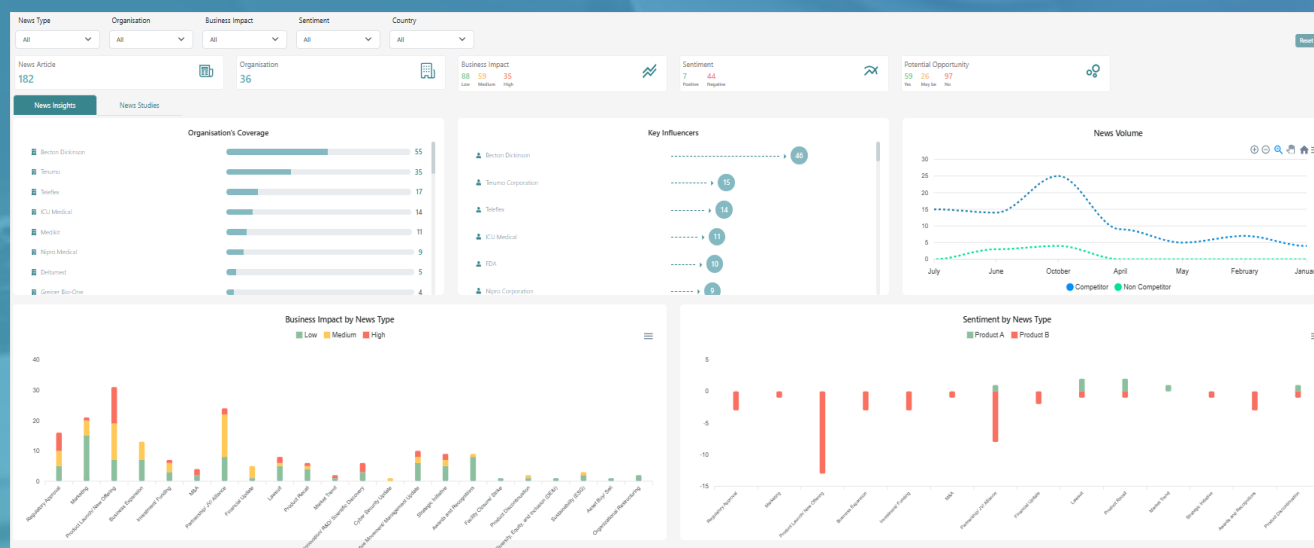
Category Intelligence Platform

(Market Size, No. of Suppliers, Spend Share & Saving Potential by Category, etc.)



Category News Dashboard

(Organizations Covered, Key Influencers, News Volume, Business Impact & Sentiment by News Type)



From Analysis to Execution: Streamlining Category Strategies!

STATXO's Category Intelligence: Key Differentiators

- ✓ AI Orchestration Framework
- ✓ Real-Time Impact Assessment
- ✓ Data-Driven Decision Intelligence

Transforming Insights into Action!

Benefits to the Client



Achieve cost savings of up to **7-10%** via:



Identification of key negotiation levers & buying considerations



Identification of emerging technology & innovation trends, and best practices



Building strong relationships & SLAs with key suppliers

| Category Intelligence on Electricity & Gas – US Clothing Retailer

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Challenges:



A **US-based Clothing Retailer** operating across NA & EU countries faced challenges with cost benchmarking, implementation of competitive sourcing practices, & limited visibility into fragmented energy supplier market while procuring electricity & gas via third-party contracts.

STATXO's Solution:



- Assessed Energy Markets, **Buyer Dynamics**, & **Regulatory Impacts** across NA & EU countries
- Developed preferred **Pricing & Engagement Models**, and addressed **Sourcing Risks** with mitigation strategies
- Identified new suppliers to ensure competitive energy procurement

Benefits:



- ~2-3% savings on first energy bill through a **Long-term Contract** with new suppliers
- Shifted to a **Block Contract** type, enhancing pricing stability & strategic sourcing

| Freight Carrier Services Category Intelligence - Consumer Goods Firm

Challenges:



A Leading **EU Consumer Goods Company** faced limited visibility across existing & new freight carriers, leading to poor supplier intelligence assessments, uninformed decisions, and higher transportation costs.

STATXO's Solution:



Provided **Benchmarking Services** & recommended **Tailored Contracting Strategies**. Key contributions included:

- Analysis of Freight Market structures in the EU (*~15 countries having client presence*) & identification of inefficiencies & opportunities for improvement
- Key **Cost Drivers** identification & development of **Pricing Models** for cost savings
- Identification of **Negotiation Levers & Best Practices** to enhance contract outcomes
- Design of customized **KPIs & SLAs** to improve supplier evaluation

Benefits:



~4-5% savings in transportation costs through identification of cost drivers & effective negotiation strategies



STATXO: Powering Smarter Decisions

Who We Are: A Global Firm Specialized in Strategic Intelligence & Advisory, Procurement & Supply Chain Transformation, Process Optimization, & Advanced Analytics for mid-sized to Fortune 1000 companies.

Industries: Energy | Healthcare | Automotive | Technology | Consumer Goods & Retail | Manufacturing and many more

Expertise: Data Science | Advanced Analytics | Gen AI | AI Orchestration | Domain Knowledge | Strategic Research

Learn more about STATXO's Category Intelligence Solutions!

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