



**REDUCED
RISK, SAVED
MILLIONS**

MEDICAL

CHALLENGE

Global medical supply manufacturer needed data to help their team of 30+ global sourcing managers make the best decisions using the latest pricing trends. Previously, they relied on data that was limited in scope, covering only the large companies in the United States market. And it was primarily backward-looking information about where commodity prices had been in the past.

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SOLUTION

IHS provided data that is forward-looking and provides context. “We now have information that tells us where the marketplace is going from a macro and a micro economic perspective,” said their Director of Sourcing. “We also get the story behind the price for a holistic understanding — it’s not just a price on a piece of paper.

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RESULTS

Within 18 to 20 months, they had already saved millions of dollars. The Sourcing team’s ability to create more accurate forecasts and better negotiate prices for cotton alone accounts for 8 percent of the total savings that were achieved.

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