

The Role of Supply Market Forecasts

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If you are responsible for critical supply chain decisions – ones that involve large investments, long time horizons, or high uncertainty – you know that vague or wrong assumptions about the future can increase the risk of financial and operational shortfalls.

- Manufacturers need to balance cost and risk in deciding which countries to source from, what length of contract to negotiate, and how many active suppliers to maintain.
- Supply chain technology providers need to forecast adoption rates, identify high-potential market segments, and demonstrate thought leadership.

But who has reliable information on what will happen in the future? And even if there were perfect information about the future, how would that change your supply chain and sourcing decisions?

Boston Logistics Group's supply market forecasts help supply chain executives anticipate supply chain trends and take smarter supply risks.

Supply Market Forecasts



Supply managers make assumptions about the future of supply markets every time they contract with suppliers – or choose not to.

Forecasting key variables of a supply market – such as leadtime, capacity, price, and market competitiveness – is critical to deciding the right price and contract term.

Yet few companies have a forecasting process or reliable data. Even fewer agree on the right way to use this information if it exists. Boston Logistics Group combines the best available econometric forecasts, commodity expertise, and sourcing decision methods to prepare up-to-date analyses of global supply markets.

Research coverage includes supply markets such as Contract Manufacturing, Electronics, Hardware, Instrumentation, Metals, Mill Rolls, Paper, Packaging, Parts & Equipment, Pipe Fittings, Professional Services, Steel, Transportation, and Valves.

[Click here for a preview of our Mill Rolls report.](#)

White Papers



Boston Logistics Group's proprietary framework of Supply Chain Types™ is helping the US Department of Transportation decide which transportation investments are needed to fill the gap in US transportation infrastructure between now and 2035.

Other white papers include:

- [Thinking Big: Mid-Sized Companies and the Challenges of Growth](#)
- [The Company of 2020](#)



Boston Logistics Group is helping the [Ptak Award Selection Committee](#) select companies to recognize for supply chain excellence. [Click here to apply for the Ptak Prize.](#)

[Boston Logistics Group's President is at the helm of Boston APICS for a second term.](#)

[Boston Logistics Group is teaching Purchasing.](#)

Boston Logistics Group is serving on the Board of the Institute for Supply Management's (ISM)'s Logistics and Transportation Group, a resource for buyers of transportation and logistics services.

Upcoming Presentations



Come see us at these upcoming presentations:

September 12: Supply Market Intelligence: What You Don't Know Can Hurt You, [APICS North Shore](#), Woburn MA

September 26: The Asian Sourcing Boom: How Long Will it Last?, [Distribution Business Management Association Annual Conference](#), Las Vegas NV

October 2: Is there ROI in RFID?, [Northeast Supply Chain Conference & Exhibition](#), Framingham MA

October 25: RFID: Mining Mega-Data for Enhanced Forecast Accuracy, [Demand Planning and Forecasting Conference](#), Orlando FL.

November 14: What is Your Supply Market IQ?, [Council of Supply Chain Management Professionals NYCONN Roundtable](#), Dobbs Ferry NY

November 16: Supply Market Intelligence: What You Don't Know Can Hurt You, [APICS Fairfield County](#), Fairfield CT

November 27: RFID: Revolutionizing Baggage Handling, [8th Annual Ground Handling International 2006 Conference](#), Monaco

March 21, 2007: Low-Cost Country Sourcing: Sweeping Up, [National Association of Purchasing Management Southern New Hampshire Chapter](#), Concord NH

Your Feedback



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