The **Top 3 Ways** to Use ISM® PMI® Data
for Strategic Supply Chain Decision Making

Manufacturing (PMI®) | Services (PMI®)

Negotiation Insights

ISM® PMI® data offers a comprehensive understanding of market trends, pricing dynamics, and supplier performance. By leveraging PMI® data during negotiations and contract discussions, you can secure more favorable contracts, optimize costs, and minimize risks.

> **Tool Tip!** *If the economy is thriving and demand is high, PMI® data can be used along with other data to negotiate the best terms, conditions, and pricing with your suppliers.*

Strategic Planning:

PMI® data provides valuable insights into market dynamics, emerging trends, and advancements relevant to your industry. By analyzing this PMI® data, you can identify new opportunities, assess market potential, and align your procurement strategies with the overall business strategy. Incorporating PMI® data into your strategic planning process helps you make informed decisions, optimize resource allocation, and stay ahead of the competition.

> **Tool Tip!** *If I am a buyer of a specific category, such as electrical components, tracking monthly changes in terms of contraction or growth against the rest of the sectors, lead times, and the direction of those changes would be very beneficial.*

Risk Assessment:

PMI® data can help you assess and mitigate various risks associated with your supply chain. By monitoring market intelligence, you can stay informed about potential disruptions, geopolitical factors, economic trends, and regulatory changes that may impact your suppliers or the overall market.

> **Tool Tip!** *The Short Supply List has historically been very useful in identifying potential supply bottlenecks. This information allows you to proactively manage risks, develop contingency plans, and ensure business continuity.*

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