

Sourcing Heat Map – Q4 2023



The global economic slowdown continues to put downward pressure on prices in many sourcing categories, as tracked by Insight Sourcing's Centers-of-Excellence. Categories with rising prices can still provide opportunities for procurement wins through creative sourcing levers.

Raw Materials	Energy	Transportation & Logistics	Food & Beverage	Clinical Services	Information Technology	Corporate Services	Marketing	Packaging	Real Estate & Facilities
Steel	Natural Gas	Truckload	Poultry	Medical Supplies	Value Added Resellers	Corporate Insurance	Media Buy	Corrugated	IFM
Aluminum	Electricity	LTL	Pork	Pharmaceuticals	HW Purchase & Maintenance	Employee Health Insurance	Marketing & Advertising Agencies	Pallets & Crates	Janitorial Svcs
Commodity Resins	Crude Oil	Ocean Freight	Beef & Veal	Locum Tenens	Network Infrastructure	PBM	Digital	Films & Bags	Security Personnel
Specialty Resins	Diesel	Warehousing	Dairy	Durable Medical Equipment (DME)	IT Consulting	Accounting, Audit & Tax	PR	Paper Cores	HVAC / R
Paper	Heating Oil	Small Parcel	Eggs	Lab Supplies	Voice & Data	Legal	Direct Mail	Totes, Drums, & IBCs	Waste Disposal
Lumber	Tax Credits	Air Freight	Grains & Oils	Medical Devices / Implants	Wireless	Corporate Travel	Commercial Print	Foam Products	Landscape / Snow Removal
Nickel		Rail	Produce		Cloud Services	Temp Labor	Promotional Items	Glass Bottles	
Zinc		Fleet Service & Maintenance	Beverages		Enterprise Apps	Executive Search			

Legend

- Falling Prices: *Opportunity to drive price savings*
- Rising Prices: *Focus on non-price levers in sourcing activity*
- Insignificant Changes: *Relatively neutral market*

ABOUT INSIGHT SOURCING

Insight Sourcing is home to North America's largest team of dedicated sourcing experts exclusively focused on procurement optimization and Procurement Value Creation™. Our unique blend of procurement specialization, market leading Category Centers-of-Excellence, and Insight TechAssist value accelerator have helped countless corporations and Private Equity firms develop tailored strategies to drive results. To learn more, visit www.insightsourcing.com