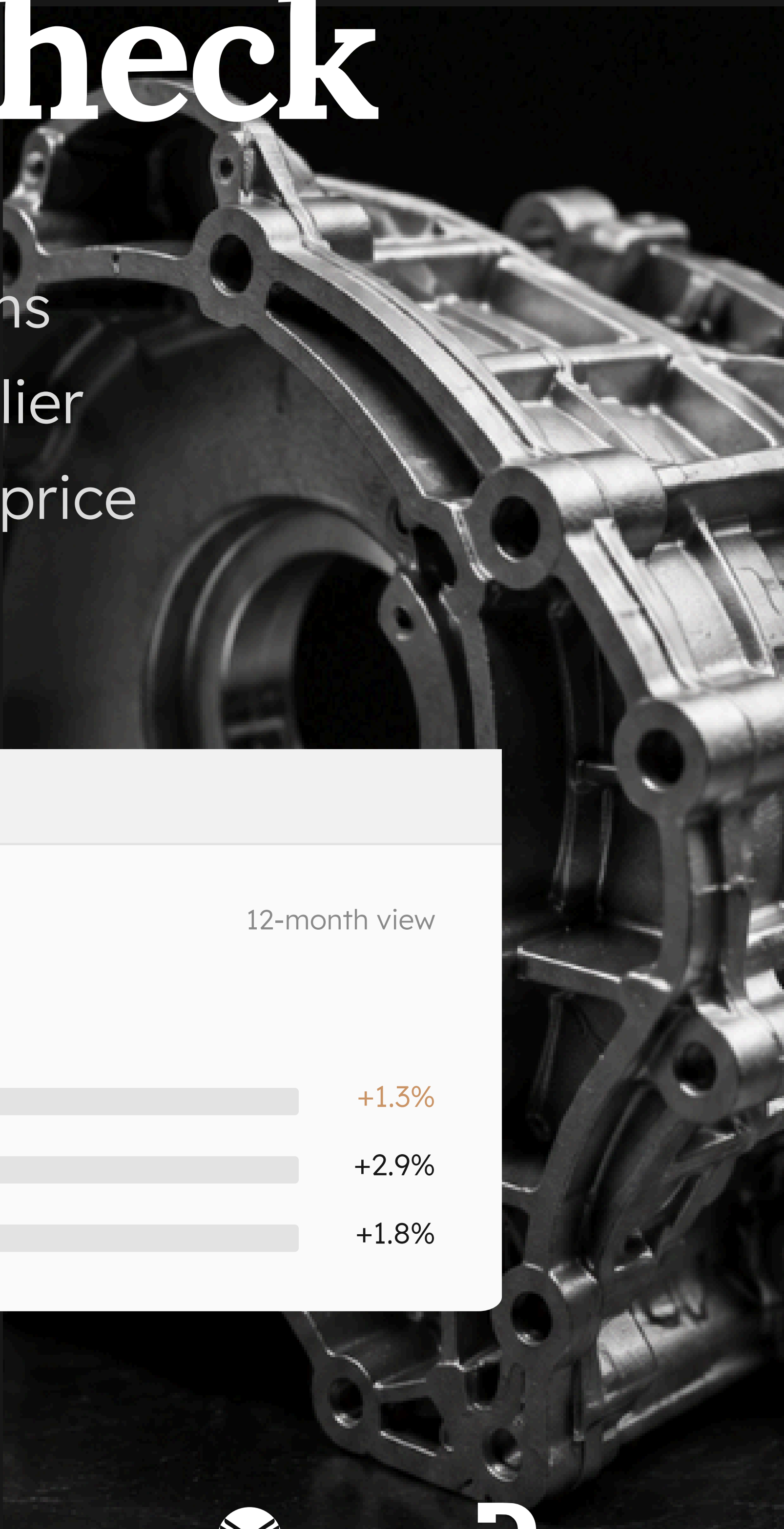
EXECUTIVE PLAYBOOK

Supplier Claim Check

How procurement teams separate justified supplier claims from avoidable price increases.



Claim Defense Summary

SUPPLIER CLAIM

12-month view

+6.0 %

Copper & energy	+1.3%
Labour & logistics	+2.9%
Unspecified	+1.8%

The situation is known. The response is not.

Rising material, energy, logistics, and labor costs continue to put pressure on supply chains. As a result, procurement teams are facing an increasing number of supplier price increase requests.
But not every cost increase is justified to the same extent. The critical question is: Which share of a supplier's claim is fact-based, and which share requires negotiation?

In practice, answering this question is difficult. Procurement teams often receive multiple claims simultaneously, each backed by different cost arguments and calculations. Under time pressure, there is rarely enough capacity to assess every request in a structured and objective way. As a result, negotiations frequently begin without a clear understanding of what is actually justified.

The Supplier Claim Check provides a structured way to evaluate supplier price increase requests. Within two to four weeks, each claim is validated using external market indices, currency developments, internal purchasing data, historical pricing, and comparable parts where applicable.

2–4
Weeks to result

0
IT projects required

4
Assessment levers

1
Management-ready summary

The outcome is a transparent, evidence-based assessment that separates justified cost increases from unsupported claims. Instead of relying solely on supplier arguments, procurement teams enter negotiations with a defensible position, clear negotiation levers, and documented facts to support every decision.

THE CORE PROBLEM

The problem is not the market. It is the volume.

Every buyer can evaluate a single claim given enough time. The reality is that time does not exist. Claims arrive continuously, from different suppliers, with different reasoning, and each one looks plausible on its own.

CLAIMS ARRIVE IN PARALLEL

Energy	+8%
Raw material	+9%
FX	+5%
Freight	+12%
Inflation	+5%

→ **Claims inbox**
No time to check

→ **Approved unchecked**
→ silent margin leak

FIVE FRICTIONS THAT MAKE OBJECTIVE ASSESSMENT HARD

- Too many claims in parallel
- No capacity for detailed analysis
- A different argument from every supplier
- No shared basis for comparison
- Decisions taken under time pressure

Individually invisible. Collectively material.

METHODOLOGY

A structured path from claim to decision.

The approach is intentionally straightforward. It follows four structured steps and delivers a concise, evidence-based assessment rather than another dashboard.

STEP 1
Input

Current claims, price history, market indices, currency and internal prices.

Excel / CSV · Real or anonymized · No system access

↓

STEP 2
Analysis

Each claim is measured against its real cost drivers.

Index · Energy · FX · Internal prices · Plant & supplier comparison

↓

STEP 3
Assessment

The justified share is quantified; the rest is flagged as negotiable.

Market · Currency · LPP · MPN

↓

STEP 4
Management Summary

Prioritized cases and negotiation arguments – ready to use.

Buyer Argument Pack · Decision-ready

ASSESSMENT FRAMEWORK

Four questions decide the outcome.

Every claim is tested against four levers. Together they separate the justified share from the avoidable one.

LEVER 01

Market Intelligence

Is the rise backed by the part's real cost drivers?

Suppliers cite rising costs in general terms. We test the increase against the relevant cost driver and its time trend.

Benefit · **Accept only what the index actually supports.**

LEVER 02

Currency Intelligence

Is the FX effect priced correctly – not twice?

Wrong FX effects, old buffers and gains never passed back. We check whether the effect is double-counted by index and contract, or never returned.

Benefit · **Remove double counts and reclaim unpassed gains.**

LEVER 03

Internal Price Deviations (LPP)

Where does one plant pay more than another for the same part?

The same part is bought at different prices. We check whether plants or regions pay differently without a reason.

Benefit · **Anchor negotiations to your own best internal price.**

LEVER 04

Equivalent Comparison (MPN)

Which identical part proves a lower price is possible?

A price rise is presented as unavoidable. We check whether a functionally identical part or supplier exists.

Benefit · **Prove that a lower price is achievable.**

Where avoidable increases usually hide.

Certain patterns appear repeatedly when supplier price increase requests are reviewed. Recognizing them early helps procurement teams separate justified cost increases from negotiation opportunities. The following three scenarios are among the most common.

Energy surcharge outlives the peak

Added when energy spiked — and still sitting in the quote long after the index fell back to normal.

Typically hides: a fixed euro adder that was never re-based when costs eased.

The question: is it still matched to today's index?

A blanket increase across a group

One percentage applied to every part, plant and supplier at once – regardless of what each actually costs to make.

Typically hides: a handful of genuinely affected parts carrying the rest.

The question: is each part really affected the same way?

The market rises fast, never falls

Prices track costs upward the moment they climb, then stay put when the same index later comes back down.

Typically hides: a recovery that was owed to you but never returned.

The question: where is the recovery you were owed?

MORE, SURFACED FROM YOUR OWN DATA

The same analysis finds them in your export. You do not have to know them in advance.

- Raw material on full part
- FX counted twice
- Temporary surcharges
- Comparable parts
- Labor & inflation

Pay what is justified. Negotiate the rest.

None of these patterns says the supplier is wrong – only that the number deserves a second look.

You receive decisions, not dashboards.

Every Supplier Claim Check ends with four deliverables. Each one is built to be used in a negotiation or a management meeting the same day.

Claim Defense Summary

The full assessment in one document. What was claimed, what holds up, what does not.

Negotiation Argument Pack

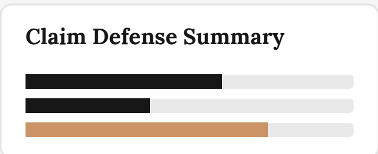
The specific, evidence-based arguments your buyers take into the conversation.

Prioritized Claims

Which cases to address first, ranked by impact.

Executive Recommendations

Where further action is worthwhile, and where it is not.

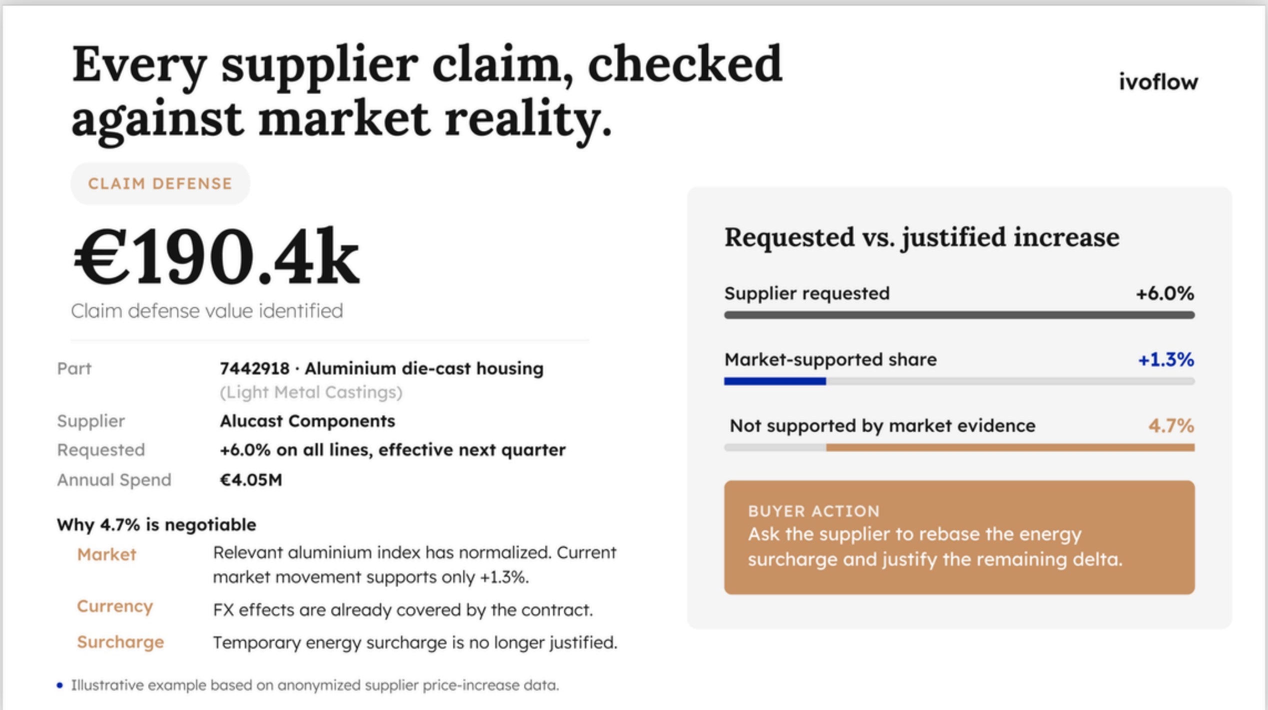


Every deliverable is derived from your own data.

EXAMPLE OUTPUT

What procurement sees immediately

Claim Defense Summary: All findings are consolidated into a single, decision-ready report. For every supplier claim, the assessment outlines the requested price increase, the evidence-based justified share, the identified negotiation potential, and a clear recommendation for the next step—prioritized by financial impact and supported by transparent market data.



- ✓ The justified share of each claim, separated from the part that is not supported by the numbers.
- ✓ A direct price comparison against the relevant market and internal references.
- ✓ A comparable part or supplier as a price reference
- ✓ The annual impact of each case, quantified.

One view. Every claim ranked. Every number sourced.

Illustrative example on anonymized data.

THE ENGAGEMENT

Two to four weeks. Five steps. No IT project.

The Supplier Claim Check is completed within two to four weeks with minimal effort from your procurement team. There is no system implementation or complex IT integration required. Our experts handle the analysis and deliver a clear, evidence-based assessment, allowing your team to stay focused on negotiations while making decisions with confidence.

Kick-off	Data Intake	Analysis	Buyer Validation	Output
W0	W1	W2	W3	W4
Scope one commodity, supplier or claim	You send one Excel or CSV export	Each claim measured against its cost drivers	Anomalies reviewed with your buyers	Prioritized cases and a management summary

YOUR EFFORT

One export, one or two current claims, and a single validation call with your buyers. Measured in hours, not weeks.

WHAT WE HANDLE

Cleaning, classification, index and currency analysis, internal price comparison, and a management-ready summary – all on our side.

- 2 - 4 weeks
- No ERP integration
- Excel only
- Anonymized data possible

→ No system access. No IT project. Data in – decision out.

WHAT WE NEED FROM YOU

Less than most teams expect.

Getting started requires minimal effort. A simple Excel or CSV export is sufficient – no system integration, interface implementation, or lengthy preparation project is required. If needed, supplier names and part numbers can remain anonymized throughout the assessment.

REQUIRED

- Material
- Supplier
- Plant
- Prices
- Claims
- Volumes
- History
- + One export

OPTIONAL

- Incoterms
- Material share
- Cost breakdown

No ERP connection required.

Every supplier claim deserves an objective assessment.

Price increases cannot be prevented. Avoidable ones can. Book your Supplier Claim Check and receive a management-ready evaluation of your current supplier claims within two to four weeks.

Book your Supplier Claim Check now

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