

Q3 2023 Sourcing Heat Map



The global economic slowdown has created procurement tailwinds allowing companies to realize significant savings in many spend categories. Core input costs such as raw materials, transportation, and energy have generally fallen in the last 6 months, with few exceptions. Stay up to date with our Sourcing Heat Map updated quarterly by Insight Sourcing Group's COEs.

Raw Materials	Equipment	Information Technology	Real Estate & Facilities	Logistics	Human Resources	Supplies	Packaging Products	Marketing	Professional Services	Food & Beverage	Corporate
Bulk Chemicals	Electrical Equipment	Value Added Resellers	Facility/Property Rent	Truckload	Contingent Labor	Janitorial Supplies	Corrugated	Marketing & Advertising Agencies	Legal Services	Poultry	Office Supplies
Resins	Generators	HW Purchase & Maintenance	Building Construction	Ocean Freight	Recruiting	PPE	Pallets & Crates	Media Buy	General Consulting	Dairy	Corporate Insurance
Paper Products	Mechanical Equipment	IT Consulting	Electric Security	Air Freight	Payroll Processing	Pipes, Valves, & Fittings	RFID Equipment	Market Research	Accounting & Audit	Fats & Oils	Worker's Comp
Steel	Forklifts	Voice & Data	HVAC	Less-than-Truckload	HR Consulting	Adhesives, Sealants, & Tapes	Barcodes & Labels	Digital Marketing	Risk & Compliance	Beef & Veal	Employee Insurance & Benefits
Aluminum	Cranes	Wireless	OFM	Small Parcel	Executive Search	GIS	Paper Cores	Events & Trade Shows	Contact Center	Eggs	Medical Insurance
Lumber	Trucks & Trailers	Cloud Service	Janitorial Services	Rail	Corporate Conferences & Events	Equipment Maintenance & Repair	Foam Products	Media Production	Travel	Soybeans	Investor Relations
Rubber	Packaging Equipment	Data Storage	Waste Disposal	Warehousing	Background Checks & Drug Testing	Quality Inspections	Bags & Sacks	Public Relations	Financial Services	Fruits	Postage & Equip
Nickel	Tanks & Pumps	Entrenched Enterprise Apps	Electrical Services	3PL	Relocation Services	Uniforms	Flexible Packaging	Commercial Print	BPO	Vegetables	Credit Card Processing
Natural Gas	Motors	Other Software	Utility Management	Courier Services	Outplacement Services	Medical Supplies	Plastic Containers	Promotional Products	Translation Services	Alcoholic Beverages	Sundries
Oil	General MHE	Network Infrastructure	Office Furniture	Freight Brokerage	Training	Pneumatic & Hydraulic Parts	Protective Packaging	Sponsorships	Transcription Services	Non-Alcoholic Beverages	Financial Research

ABOUT INSIGHT SOURCING GROUP

Insight Sourcing Group is the premier firm in North America exclusively focused on procurement optimization and Procurement Value Creation™. Founded in 2002, ISG's capabilities are designed to accelerate impact through the expertise of its 250+ procurement experts, its market-leading Category Center-of-Excellence model, and practices specializing in Advanced Analytics, Private Equity, Supplier Diversity and Energy Management & Sustainability. For 20 years, its deep bench of sourcing and category experts has executed over 7,000 sourcing projects, and within the last year alone, they have achieved over \$2 billion in savings for clients. www.insightsourcing.com

Legend

■	Bullwhip/Significant Market Opportunity
■	Market Softening
■	Rising Input Costs
■	No Major Changes