

While You're Reacting, Your Competition is Already Positioned.

How DecisionNext's Enterprise platform helps leaders move from uncertainty to confident action—before commitments are made.



Executive Summary

Commodity markets are volatile, interconnected, and increasingly unforgiving of intuition alone. Procurement, supply chain, trading, and commercial leaders are asked to make high-stakes decisions on timing, pricing structures, volume commitments, inventory, and production—often with incomplete visibility into risk and tradeoffs.

DecisionNext Enterprise is an AI-powered forecasting and decision platform built for these moments. It enables teams to test alternatives before committing, quantify expected value and risk, and align decisions across functions using a shared, transparent framework. Rather than replacing expertise, Enterprise captures it—combining human judgment with advanced machine learning to turn uncertainty into a measurable advantage.

Enterprise outcomes include:

- 3–5% margin improvement through better tradeoff evaluation
- Faster, more defensible decisions supported by transparent evidence
- Reduced downside risk through structured scenario testing
- Organizational learning that compounds over time

The Challenge: Unmeasured Tradeoffs

Every day, commodity teams face complex choices related to spot versus formula pricing, purchase and sales timing, volume allocation across suppliers or customers, inventory builds or drawdowns, and production adjustments in volatile markets.

Most organizations rely on experience, instinct, and fragmented analysis to make these calls. While expertise is invaluable, the absence of a structured decision framework creates persistent gaps:

- Risk is understood only after outcomes are known
- Teams struggle to explain why one option outperformed another
- Decisions are difficult to compare across time, regions, or teams
- Learning rarely compounds across the organization

The problem is not lack of expertise—it is **lack of measured tradeoffs**.

Who DecisionNext Enterprise Is For

DecisionNext Enterprise is designed for organizations where decisions are complex, high-value, and cross-functional. It is built for teams that must coordinate across functions while making frequent, material commitments in volatile markets.

Enterprise supports:

- Supply chain leaders optimizing end-to-end operations
- Procurement teams evaluating complex buying strategies
- Commercial teams coordinating pricing and contracts
- Operations leaders balancing production, inventory, and demand

By serving these roles within a single platform, Enterprise creates a shared decision language that aligns finance, procurement, sales, and leadership around the same data-backed rationale.

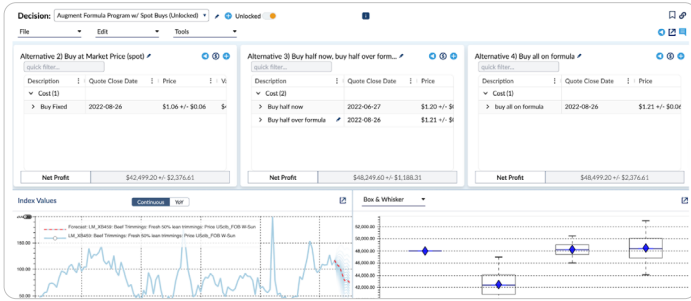
What DecisionNext Enterprise Delivers

All MarketView Capabilities—Plus Decision Intelligence

DecisionNext Enterprise includes all forecasting and market visibility available in MarketView, and extends the platform with a suite of **decision applications** purpose-built to evaluate real commercial actions. These applications are not abstract analytics—they are dedicated tools within the platform that teams use to model, compare, and defend high-value decisions.

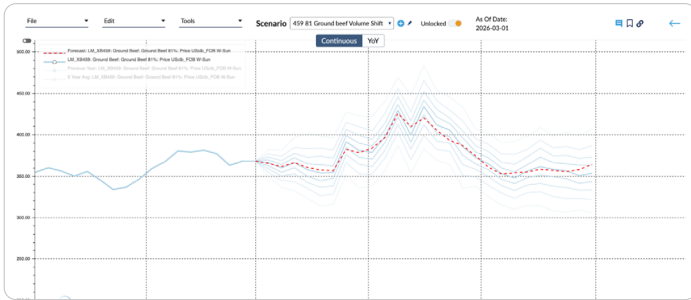
Scenario & Transaction Modeling Applications

Enterprise decision intelligence is delivered through a set of integrated applications, each designed to answer a specific class of business question before commitments are made:



DecisionBuilder – Compare alternative purchasing or selling strategies over time, evaluating the financial impact of different timing, structures, and execution paths.

Spot vs. Formula Optimization – Quantify expected value, margin, and risk across pricing mechanisms using consistent assumptions and market forecasts.

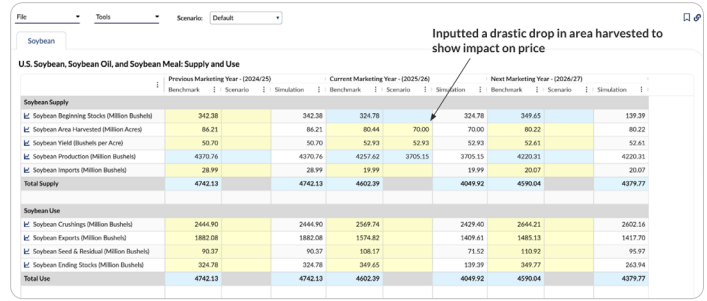


ScenarioLab – Run structured “what-if” simulations to test market assumptions, shocks, or strategy changes before they appear in realized data.

Custom Market Modeling Built Around Your Business

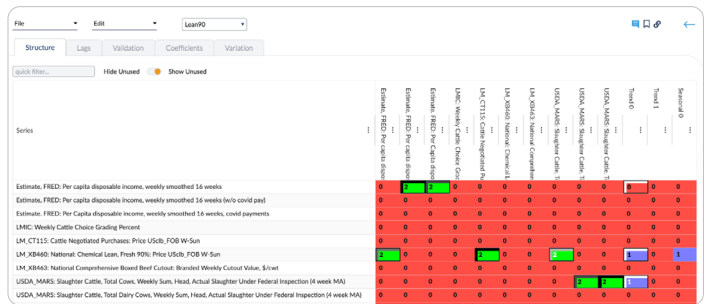
Enterprise also includes a set of market modeling applications that allow teams to build, refine, and stress-test the models that power decision intelligence. These are dedicated tools within the platform, designed to reflect how your business actually operates rather than relying on generic market structures.

Custom market modeling is delivered through three core applications:

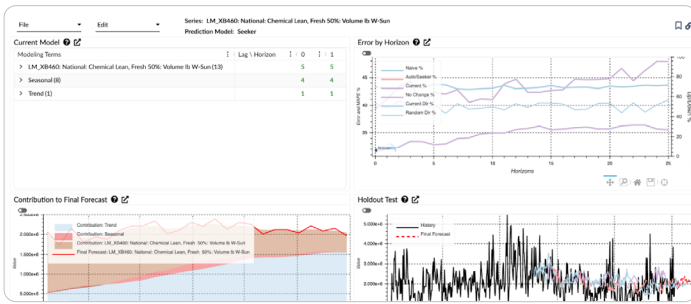


MarketSim – Model how changes in supply, demand, or key price drivers propagate through the market and affect commercial outcomes.

Together, these applications allow teams to move beyond forecasting into decision testing—**making alternatives explicit, comparable, and defensible.**



Structure (Fundamentals) – Build and manage market models that reflect your true supply, demand, cost, and operational drivers, ensuring decisions are grounded in how value is really created or lost.



ModelTuner – Improve forecast accuracy using machine learning and intelligent variable selection, allowing teams to refine models as markets evolve while keeping assumptions transparent.



DataMiner – Analyze historical patterns, test decision drivers, and validate assumptions by examining how markets and strategies have performed over time.

Together, these applications ensure that Enterprise models reflect both market reality and the expertise embedded within your organization, creating a durable foundation for repeatable, high-quality decisions.

Clear, Quantified Decision Support

Enterprise translates market uncertainty directly into business impact. Decisions are evaluated using consistent measures that express outcomes in dollars, margin, and risk, allowing alternatives to be compared side by side.

Teams can:

- Compare alternatives using shared metrics
- Make tradeoffs explicit rather than intuitive
- Apply one framework across procurement, pricing, production, and strategy

This replaces opinion-driven debate with clear, defensible decision criteria.

How Enterprise Works in the Business

Unified, Actionable Outputs

Enterprise delivers decision-ready dashboards and models designed for day-to-day use. Teams can act quickly without sacrificing rigor, ensuring that insights translate directly into execution.

Transparency & Team Alignment

Every assumption, model, and backtest within Enterprise is visible and auditable. This transparency replaces opinion-driven debate with shared evidence and establishes a single source of truth across procurement, finance, sales, and leadership.

Human-in-the-Loop Intelligence

Enterprise combines artificial intelligence with domain expertise. Users adjust assumptions, apply real-world constraints, and capture market knowledge explicitly, creating a continuous feedback loop where decisions improve as outcomes are measured.

Strategic Value

DecisionNext Enterprise transforms decision-making from experience-based to evidence-based. Teams can test alternatives before committing, quantify risk, and learn systematically from outcomes—creating a repeatable decision capability that compounds value over time.

Typical impact includes:

- 3–5% margin improvement
- Faster decision cycles with clearer accountability
- Reduced downside risk through disciplined scenario evaluation

What Enterprise Is Not

To ensure clarity, DecisionNext Enterprise is not an executive scorecard, not a compliance or reporting tool, and not a replacement for expertise. Instead, it amplifies human judgment by providing a structured framework for evaluating tradeoffs.

Enterprise answers one core question:

“Given the market, *what should we do?*”

How Enterprise Fits in the DecisionNext Platform

DecisionNext operates across three integrated layers:

- **MarketView:** Forecasts and market intelligence
- **Enterprise:** Scenario modeling and decision optimization
- **Governance:** Executive alignment, benchmarking, and accountability

MarketView provides the foundation. It delivers day-one value through market forecasts and intelligence that give teams immediate visibility into price direction, volatility, and uncertainty. MarketView equips decision-makers with a trusted, explainable forecasting baseline they can act on immediately.

Enterprise expands that foundation. It unlocks full access to the platform's modeling, scenario, and optimization tools—allowing organizations to apply forecasts in multiple ways across pricing, contracts, margin analysis, and strategic planning. Enterprise turns insight into structured, repeatable decision workflows across functions.

Governance brings these layers together into a single view of performance and opportunity. It enables entire organizations to compare results to the market, spot gaps early, and drive accountable improvement.

Success Looks Like

Organizations using Enterprise successfully share common traits:

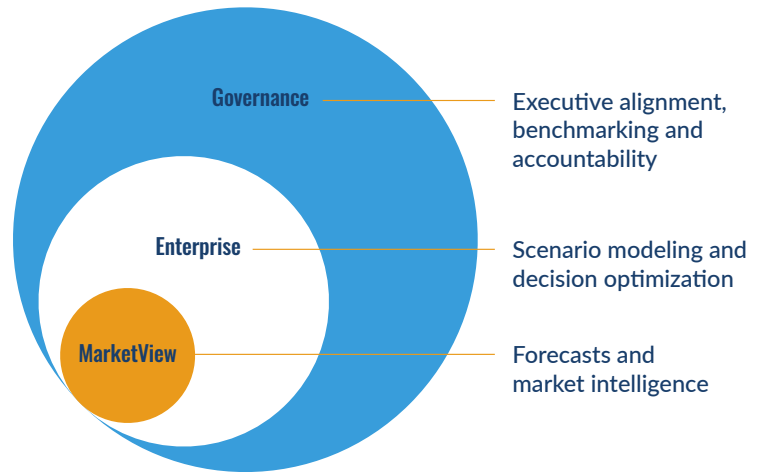
- Major decisions require scenario modeling before approval
- “What are the alternatives?” becomes standard language
- Decision cycles are faster and more defensible
- Custom models increasingly reflect organizational expertise

Example: A regional beef processor avoided **\$2.3M in losses** by modeling spot versus formula alternatives during a volatile six-month period. The team now tests multiple scenarios before every major commitment.



Multi-Model Forecasting You Can See and Trust

Rather than relying on a single methodology, our platform delivers multiple complementary forecasts for each commodity. Each model brings a distinct perspective on where the market may be headed:



Implementation & Time to Value

Enterprise is delivered as a full decision-optimization solution tailored to each business.

- **Implementation:** Low touch, maximum three months
- **Initial value:** Immediate access to forecasting through MarketView
- **Full optimization:** Achieved within eight to twelve weeks
- **Ongoing support:** Weekly or biweekly working sessions with a dedicated Customer Success lead

This approach ensures rapid time to value while embedding Enterprise into day-to-day decision workflows.

The Takeaway

DecisionNext Enterprise gives commodity leaders a structured, transparent way to make better decisions—before the market decides for them.

It turns uncertainty into a measurable advantage, expertise into a scalable asset, and decisions into a repeatable capability.

- **Machine learning models** that capture historical patterns, trends, and seasonality.
- **Futures-based ratio models** that reflect market expectations embedded in traded curves.
- **Fundamentals models** grounded in supply-and-demand economics and producer cost structures.
- **Cutout-based ratio models** (where applicable) that link upstream fundamentals to downstream product pricing.

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