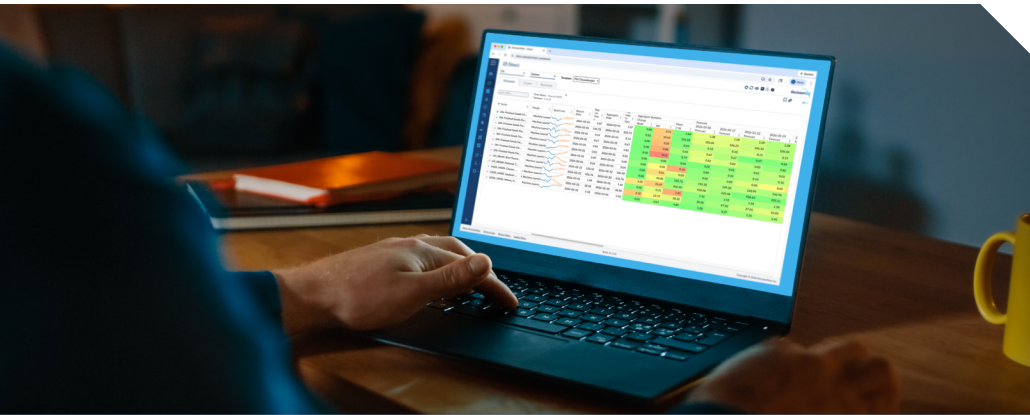


By the Time the Market Confirms It, It's Too Late

How DecisionNext MarketView Turns Market
Uncertainty into Defensible Commodity Decisions



Executive Summary

Commodity markets are volatile by nature. Prices move on weather, policy, supply disruptions, macroeconomics, and sentiment—often faster than organizations can respond. Most teams have access to more data than ever before, yet decision confidence remains elusive. Forecasts exist, but they are frequently opaque, inconsistent, or disconnected from how real buying and selling decisions are made.

DecisionNext MarketView was built to solve this gap. It is a prescriptive forecasting and market intelligence platform designed for commodity decision-makers who need to act—not just predict.

By combining advanced machine learning, transparent statistical models, and the real-world expertise of market practitioners, MarketView delivers signals teams can trust and use immediately. The result is clearer decisions, better timing, and measurable financial impact.

The Confidence Problem in Commodity Decisions

Across food, agriculture, and mining organizations, teams face a common challenge: decisions carry real financial risk, yet the signals informing those decisions often feel uncertain.

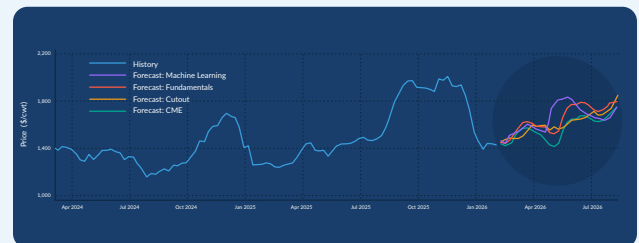
When market intelligence lacks transparency or credibility: Procurement hesitates and misses optimal buying windows. Sales teams price on instinct instead of forward-looking context. Traders debate whose forecast to trust rather than what action to take.

Different functions interpret the same market in different ways. The issue is not data availability. It is confidence in the signal. Traditional market tools tend to explain the past through historical prices, commentary, and static reports. Even when forecasts are provided, users are rarely shown how those numbers are produced or how accurate they have been historically. In high-stakes environments, black-box forecasts do not inspire action.

DecisionNext MarketView reframes forecasting as a shared, trusted asset—one that supports faster alignment and better decisions across teams.

What DecisionNext MarketView Delivers

DecisionNext MarketView answers a single, critical question for commodity teams: What is the market telling us—and how confident should we be in that signal?



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:

- **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.

Key Benefits of MarketView

Commodity teams are often forced to make high-stakes decisions using backward-looking data, fragmented signals, and static reports. MarketView solves this by delivering forward-looking, transparent forecasts that turn market noise into actionable insight.

Benefits:

- Weekly or monthly updated forecasts
- 26-52 week forward-looking forecasts
- Measurable, backtested forecasts with accuracy scoring
- Clear timing signals across multiple model views (ML, fundamentals, CME)
- Transparent risk ranges and scenario analysis

By replacing reactive decision-making with structured, data-backed guidance, MarketView reduces the risk of off-market buys, missed timing opportunities, and inconsistent execution across teams.

MarketView integrates data from USDA, CME, and more than 100 additional sources, ensuring forecasts are grounded in comprehensive, up-to-date market information.

Why Multiple Forecast Models Matter

No single model captures the full reality of a commodity market. Different forces dominate at different times, and different decision-makers operate on different horizons. DecisionNext combines multiple forecast models with automated backtesting, so teams can see which models perform best for the specific timeframes where real decisions are made. By simulating each model against historical data across multiple forward periods, the platform reveals when a model is most reliable, how its accuracy changes over time, and how much uncertainty surrounds its outlook.

By presenting multiple forecasts side by side, DecisionNext MarketView enables:

- **Better risk awareness:** Alignment across models increases confidence; divergence signals uncertainty.
- **Richer market context:** Fundamentals and market sentiment are evaluated together, not in isolation.
- **User flexibility:** Teams can lean into the model that best fits their market view while staying grounded in alternatives.
- **Time-horizon clarity:** Automated backtesting highlights which models are strongest for near-term versus longer-term decisions.

This multi-model, backtested approach helps organizations move away from overconfidence and toward disciplined, defensible decision-making.

What MarketView Is—and What It Is Not

DecisionNext MarketView is intentionally focused.

It is:

- A trusted forecasting and market intelligence foundation.
- A shared signal that aligns teams around forward-looking insight.

It is not:

- A decision optimizer that replaces human judgment.
- A scenario-modeling engine for complex transactions.
- An executive performance dashboard.

Those capabilities live in other parts of the DecisionNext platform. MarketView's role is to establish confidence in the market signal that all downstream decisions depend on.

How MarketView Fits in the DecisionNext Platform

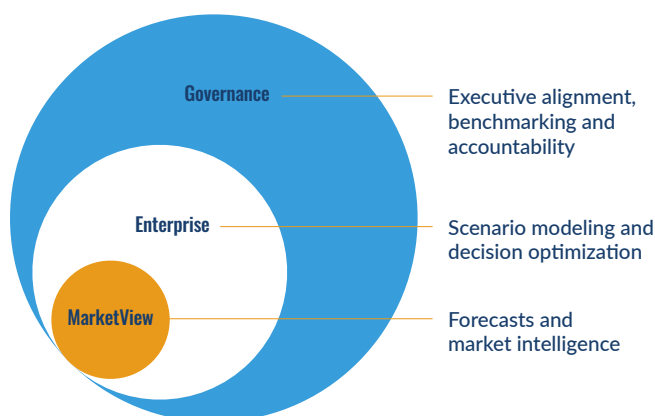
DecisionNext operates across three integrated layers:

- **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.



Strategic Value and Measurable Impact

When forecast accuracy and transparency become shared assets, organizations shift from reactive to proactive behavior. Instead of responding to urgency, teams plan around opportunity.

Customers using DecisionNext MarketView typically report:

More consistent decision timing across procurement and pricing.

Fewer internal debates about whose forecast to trust.

Improved financial outcomes by shifting volume to favorable market windows.

Redefining Market Intelligence

Traditional data providers stop at reporting. DecisionNext MarketView goes further by making forecasts transparent, measurable, and decision-ready. Combined with ongoing customer success support, the platform helps teams build lasting capability—not just consume data.

Success looks like this:

- Forecasts referenced in every procurement and pricing conversation.
- “What does the forecast say?” becoming standard language.
- Decisions that are explainable, defensible, and aligned across teams.
- DN becomes the benchmark for your organizations
- market analysis
- Conversations are run with DecisionNext open
- Onboarding new team members is faster and with a higher knowledge base day 1

In volatile commodity markets, confidence is a competitive advantage. DecisionNext MarketView delivers that confidence—so organizations can move at the right time, with the right strategy, for the right price.

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or email us at info@decisionnext.com