

Are you sourcing your raw materials strategically?

A checklist for manufacturers in the pharmaceuticals industry

In the face of soaring demand for pharmaceutical resources, procurement professionals tackle the urgent task of securing a stable supply in the face of rising costs. How can procurement managers strike the balance between affordability and securing profit margins?

Within this dynamic landscape, precision insights empower businesses to make informed decisions and strengthen the supply of specialist pharmaceutical packaging materials.

The checklist below will assist you in identifying the necessary elements for ensuring your procurement process:

01

Do you have comprehensive visibility over supply and demand forecasts to optimize inventory levels?



Ensuring a reliable supply for pharmaceutical packaging materials is paramount, being a sensitive matter concerning public health. It requires visibility into the complex supply chain and a clear outlook on the supply and demand of key materials.

A better understanding of price movements as well as supply and demand dynamics will enable you to plan for shocks and fluctuations. With this insight, you can re-assess your options, whether it is dual sourcing, changing raw materials or qualifying new sites for specific markets.

02

Are you well-informed on market dynamics and pricing trends to identify and leverage short-term opportunities?



How does today's market influence your purchasing decisions? Is your strategy primarily based on engaging with Tier 1 suppliers, or simply amassing inventory to negate future supply disruptions? The profit-margins for pharma are razor-thin – how will these actions impact your revenue?

Understand the pricing mechanisms and benchmarks governing pharma packaging materials. This knowledge is essential when deciding on short-term purchases. With the increasing prevalence of indexing in trade, understanding these pricing methods allows you to calibrate your purchasing strategy.

03

Can you set accurate cost expectations by staying abreast of price changes?



Are you equipped with historical pricing insights? Are you on top of the latest cost dynamics of packaging materials? How does this drive your procurement strategies for critical packaging materials? Do you have access to market-reflective price data to refine your tactical approach?

Receiving timely updates on pricing trends enables you to grasp the current valuation of raw materials, giving you a solid foundation for strategic procurement decisions. The relationship between raw material costs and profitability is difficult to comprehend without reliable data. This lack of clarity can impact your buying strategy, potentially creating handicaps in negotiations when securing the supply of critical components.

04

How well do you understand your suppliers' cost structures?



How do you know if your suppliers are overcharging you? Are their prices the industry standard?

With reliable price data and a firm grasp on market dynamics, pharma players will be able to compare cost inflation against industry standards. A better understanding of costs also allows you to evaluate suppliers better, giving your organization the leverage to challenge the suppliers' price-increase logic or negotiate for price decreases.

05

Is your supply chain strategy designed to protect against price risks?



Procurement professionals can minimize cost exposure and avoid costly errors when aligning with Fastmarkets benchmark prices. Furthermore, increased transparency over the prices, market dynamics and the regulatory environment can help the organization identify potential risks and vulnerabilities in the supply chain, allowing for more effective scenario planning.

By utilizing Fastmarkets' forecasts and insights, you streamline the laborious task of researching price and supply, empowering you to focus on more strategic tasks. At the same time, you transfer the risk of liability from your own internal forecasts to an external source.

06

Are you actively exploring potential investment opportunities that could enhance your supply chain resilience?



Are you keeping up with the latest technological advancements in the pharmaceutical packaging industry? Do you have insights into emerging producers and their production capacities?

Ensure you are well-informed about recent investment opportunities. This not only helps in discovering innovative technologies to secure a stable, safer supply of packaging and identifying strategic partners but also reveals potential avenues for expanding manufacturing capabilities. These factors increase your supply chain resilience, allowing a more effective execution of your responsibilities.

How are you coping with the rising importance of sustainability and environmental considerations in the industry?



Are you monitoring regulatory changes impacting the pharmaceutical packaging materials market? Are you attuned to the latest industry trends promoting sustainable practices?

Discover how sustainable sourcing practices can contribute to meeting ESG (Environmental, Social and Governance) goals. Exploring alternative sources for pharma materials, such as sustainable waste utilization, can reduce reliance on traditional extraction methods, minimizing the environmental impact associated with raw material procurement.

Looking to fill the gaps?

With over 100 years of price reporting experience and several decades of reporting on commodities that now comprise of specialist pharma packaging materials, our range of outlooks and forecasts will provide you with the data and expert analysis you need to assess the market effectively.

Our insights and forecasts are designed to address the needs of procurement professionals within this space.

Discover:

Price data and news	✓ Global price coverage for pulp, paper, packaging commodities
Short-term forecasts	✓ Two-year forecasts for paper packaging, recovered paper, pulp, nonwovens, wood products, aluminum
Long-term forecasts and analysis	✓ Up-to-date 5- and 15-year forecasts for paper packaging, pulp, wood products, aluminum commodities
Fastmarkets Dashboard	✓ Personalized view of markets most relevant to you through our fully customizable dashboard, with an easy-to-understand view of price data, price trends and news

Why choose Fastmarkets?



Trusted data

Price data is market-reflective and backed by IOSCO-compliant methodologies



Expert analysis

Gain access to experts, from price reporters on the ground in key markets to analysts researching shifting market dynamics



Extensive coverage

We assess over 5,500 prices on a daily to weekly basis covering key materials like pulp, recovered paper, carton board, vegetable oils and metals and many more



Asset analysis

Cost and performance benchmarking covering more than 4,500 companies and 16,500 projects

Secure your pharma raw materials supply now.

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