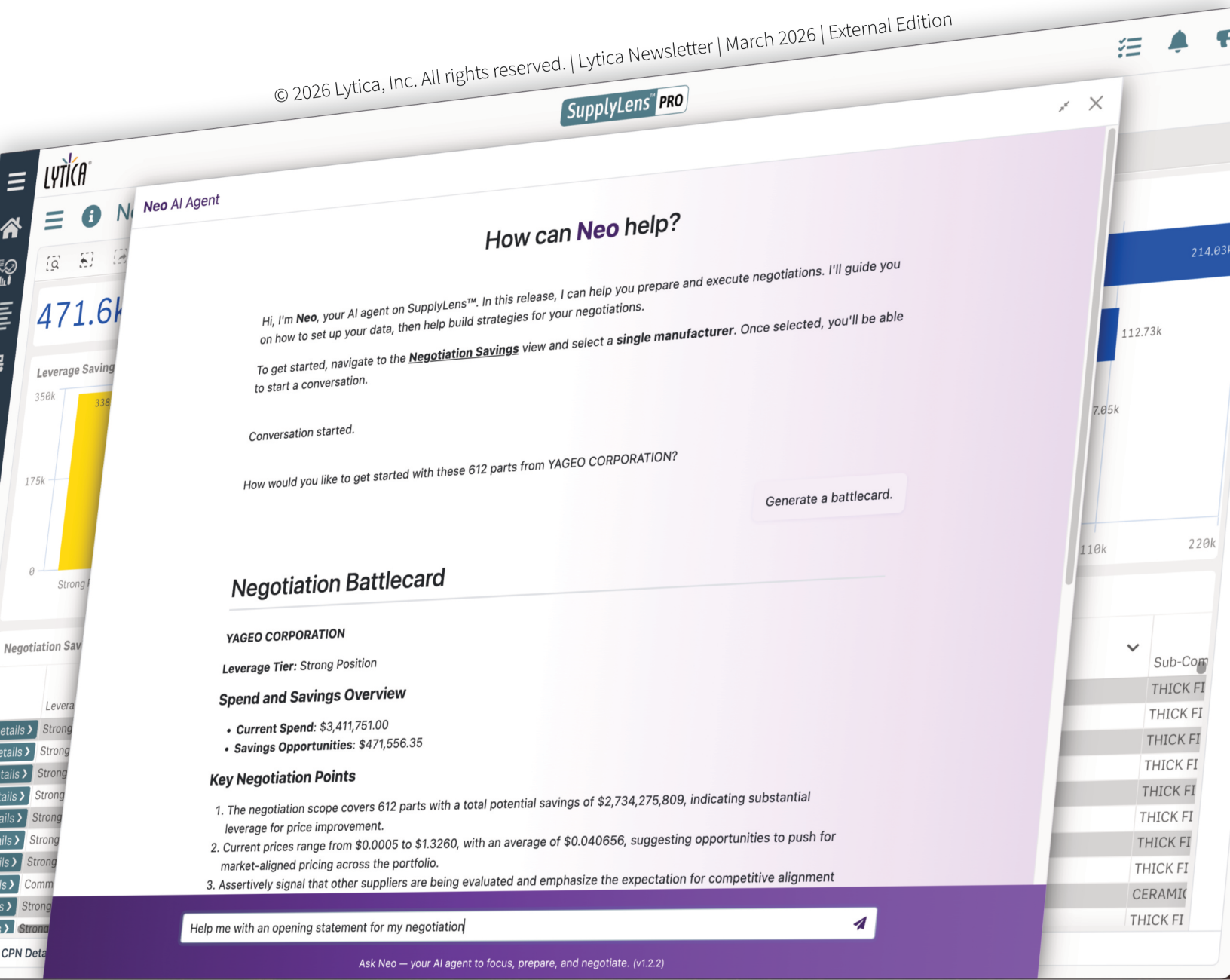


Newsletter March 2026

From Market Insight to Negotiation Advantage

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SupplyLens^{PRO}

Neo AI Agent

How can Neo help?

Hi, I'm **Neo**, your AI agent on SupplyLens™. In this release, I can help you prepare and execute negotiations. I'll guide you on how to set up your data, then help build strategies for your negotiations.

To get started, navigate to the **Negotiation Savings** view and select a **single manufacturer**. Once selected, you'll be able to start a conversation.

Conversation started.

How would you like to get started with these 612 parts from YAGEO CORPORATION?

Generate a battlecard.

Negotiation Battlecard

YAGEO CORPORATION

Leverage Tier: Strong Position

Spend and Savings Overview

- **Current Spend:** \$3,411,751.00
- **Savings Opportunities:** \$471,556.35

Key Negotiation Points

1. The negotiation scope covers 612 parts with a total potential savings of \$2,734,275,809, indicating substantial leverage for price improvement.
2. Current prices range from \$0.0005 to \$1.3260, with an average of \$0.040656, suggesting opportunities to push for market-aligned pricing across the portfolio.
3. Assertively signal that other suppliers are being evaluated and emphasize the expectation for competitive alignment

Help me with an opening statement for my negotiation

Lytica's Monthly Newsletter



"Intelligence is the ability to adapt to change."

- Stephen Hawking

A new intelligence layer is emerging in procurement

Procurement teams are operating in a more volatile market than ever — yet most pricing decisions are still based on internal data and limited benchmarks. That gap is creating real cost risk. A new approach is emerging — one that uses real market data to understand pricing, identify leverage, and improve negotiation outcomes.

Industry Perspective

The Emergence of a Pricing Science Layer in Procurement

A recent article from [ARC Advisory Group](#) highlights a broader shift in procurement — moving from opaque, experience-based negotiation toward statistically grounded pricing intelligence.

Historically, suppliers have had greater visibility into pricing across customers and markets, while buyers relied on internal data and limited benchmarks. This is beginning to change.

Platforms built on aggregated, anonymized transaction data are giving procurement teams a clearer view of how pricing behaves across the market — enabling a shift from: “Is this price good?” to “How competitive is this price relative to the market?”

This introduces a more structured approach to pricing, negotiation, and procurement performance.

Read the full article:

<https://logisticsviewpoints.com/2026/03/25/lytica-and-the-emergence-of-a-pricing-science-layer-in-procurement/>

Download PDF - NEGOTIATION BATTLECARD - YAGEO CORPORATION.PDF

Here are the most likely pushbacks you may encounter from YAGEO CORPORATION, given your strong negotiation position and the current spend/savings profile:

What pushbacks might I expect from the supplier

Likely Supplier Pushbacks & Recommended Responses

Supplier Pushback	Neo Response
"Our costs have gone up significantly."	"We understand cost inflation — that's why we're focusing on total efficiency. Market data still shows room for alignment."
"Your volume is too small for big-customer pricing."	"Our steady demand offsets size — focus on competitiveness. We expect pricing to reflect market norms regardless of volume."
"Where's your benchmark data from?"	"Independent industry data. We're not here to debate sources, only fairness and alignment."
"We've supported you through shortages."	"We appreciate that. Competitiveness ensures continuation and future allocation."
"Are you really qualified with another source?"	"Alternatives are under review — negotiation depends on commercial alignment."
"Can we revisit next quarter?"	"We need closure now to finalize budget and sourcing decisions."
"Our parts have tighter specs."	"Validated equivalence — competitiveness drives choice. We expect pricing to reflect this."
"We're already at floor margin."	"Margins aside, others are leaner — let's discuss adjustments to remain competitive."
"If we meet target, will you commit to volumes?"	"Aligned suppliers are favored, not pre-committed. Volume allocation follows competitiveness."
"What flexibility should I tell management?"	"Firm on price, flexible on structure or timing if it helps approval. Alignment is required."

Would you like to:

1. Create an opening statement for negotiations
2. Review top parts and savings opportunities
3. Get tailored negotiation tactics for your strongest leverage areas

Ask Neo...

Ask Neo — your AI agent to focus, prepare, and negotiate. (v1.2.2)

Product Update: Neo AI

How Leading Teams Are Rethinking Supplier Negotiations

Neo is Lytica's AI agent designed for electronic component negotiations — helping procurement teams identify where leverage exists, prepare with real market context, and execute more effectively in supplier conversations.

Neo is currently in product-led rollout, with **broader availability beginning April 30.**

With a leading global EMS provider, Neo is already being used in active negotiations with key suppliers. Commodity managers are applying Neo directly within live sourcing workflows — building structured battle cards, evaluating supplier situations, and guiding negotiation strategy in real time.

What's emerging is a different way of working.

Teams are moving faster into negotiations with clearer positioning — using structured guidance to prepare and engage suppliers with more confidence.

The impact:

- More consistent negotiation preparation
- Faster translation of data into strategy
- Broader supplier engagement across spend
- Greater focus on where real leverage exists

The battle card approach is a key driver — helping teams **move from uncertainty to structured, repeatable execution.**

This is quickly becoming a new standard for how leading procurement teams approach supplier negotiations.

Neo is being rolled out in close collaboration with customers. If you're interested, we'd welcome you to connect or preregister [here](#).

Supplier Intelligence

Understanding Supplier Power, Positioning, and Leverage in the Market

Alongside Neo, Lytica is introducing a new Supplier Intelligence module to provide deeper visibility into the supplier dynamics behind pricing and negotiation outcomes.

This includes:

- Market-wide manufacturer rankings based on cross-customer data
- Supplier relationship signals that expose leverage and dependency
- Business insights on supplier performance and external pressures

Together, these capabilities give procurement teams a clearer view of where they stand in the market — and where opportunities exist to improve pricing outcomes.

State of the Market

A Stable Index, A Divided Market

February’s market index held at 2.00% — but the stability is misleading.

AI-driven categories are accelerating — memory (+8.40%) and processors (+4.30%) — while several mature categories continue to soften. Meanwhile, lead times are compressing (-3.53%), indicating supply is loosening even as prices rise.

This combination points to a market driven less by shortages and more by cost pass-through and supplier repricing.

The implication: headline benchmarks are no longer enough.

Procurement teams need granular, category-level visibility to understand true cost exposure and act on it.

Read the full report:

<https://lytica.com/state-of-the-electronic-components-market-february-2026/>



Monthly Price Change

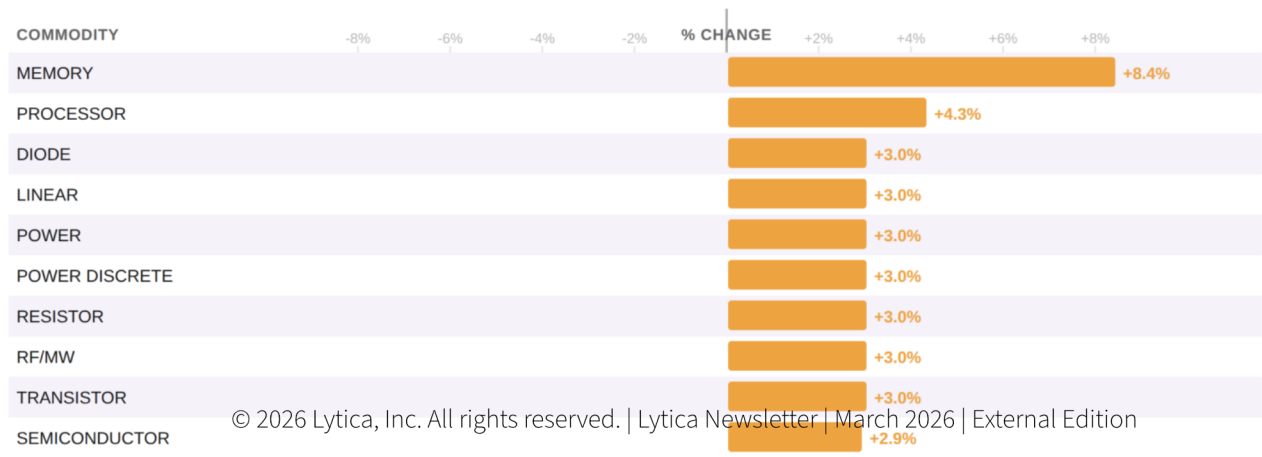
MONTHLY REPORT

Percentage change in commodity prices vs. prior month

OVERALL PRICE CHANGE
All commodities combined

+2.0%

Price Increased Price Decreased No Change



Upcoming Events

Lytica is sponsoring the [European Procurement & Supply Chain Excellence Summit 2026](#) (EP&SCE Summit) taking place April 20-21 in Berlin, Germany.

The event brings together Global Chief Procurement Officers to share what's working and discuss the challenges shaping procurement today.

[Varun Narayanan](#), VP of Business Transformation at Lytica, will be attending and regularly engages with procurement leaders on the evolving dynamics of electronic component supply chains.

If you're attending, we'd encourage you to connect with [Varun](#).

If you're interested in understanding how these capabilities could apply to your organization, we'd welcome the opportunity to connect.

Best regards,
The Lytica Team 😊