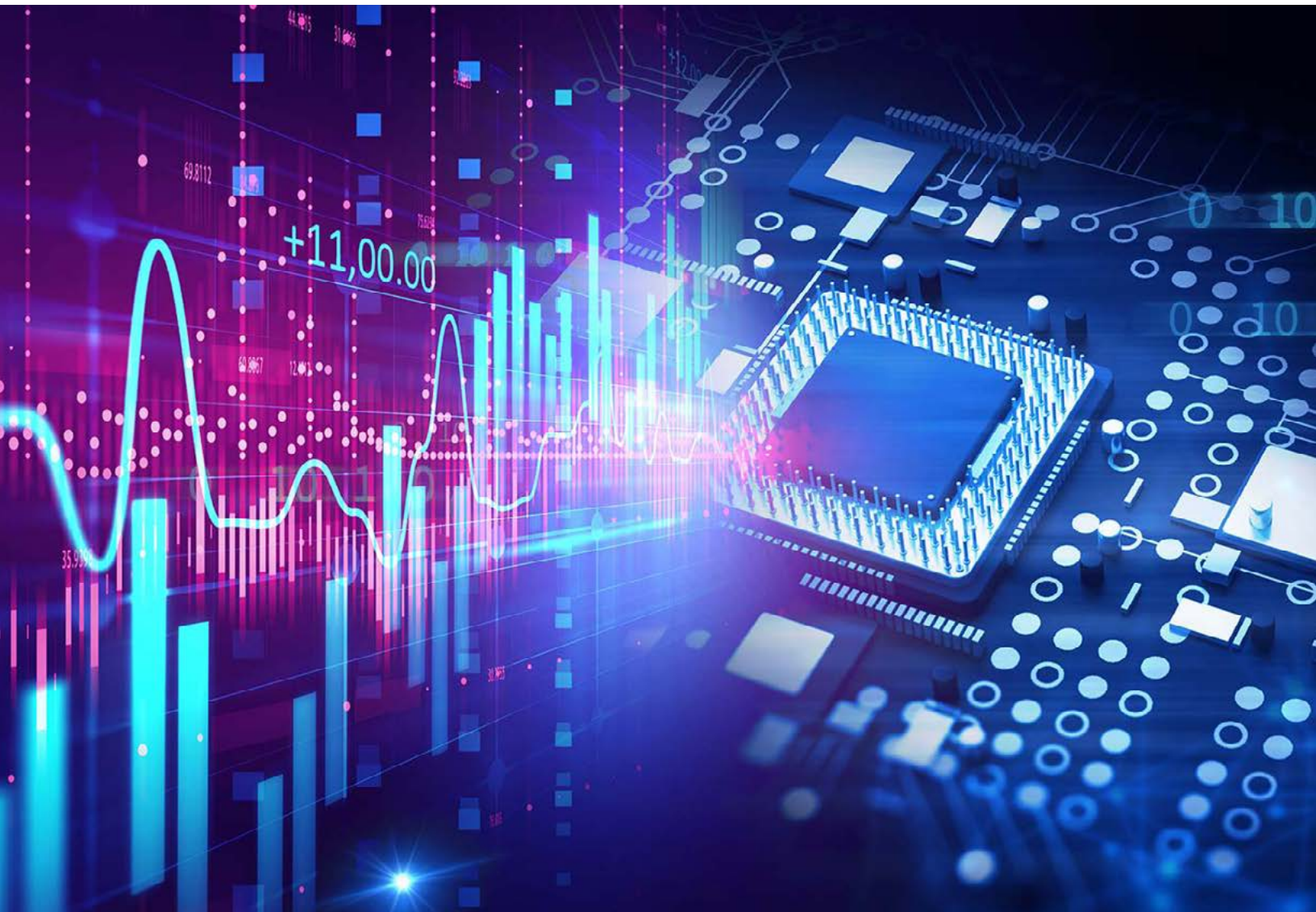


# 5 Ways to Gain a Competitive Edge Through Market Intelligence



**JABIL**

| SUPPLY CHAIN



# About Jabil’s Market Intelligence Reports

As one of the world’s largest manufacturing solutions providers — operating across 14 markets, in over 30 countries, and in partnership with over 36,000 suppliers — Jabil has a unique and valuable perspective on the operation of supply chains worldwide. As a result of that global footprint, Jabil’s expert teams are able to qualify a vast array of unique data points to provide operational insights designed to support organizations as they navigate procurement, supply chain, and end-market challenges.

# 5 Ways to Gain a Competitive Edge Through Jabil's Market Intelligence

- 1 | BIRD'S-EYE VIEW OF THE MARKET**  
Jabil's Market Intelligence offers a comprehensive view of market trends, customer and supplier behavior, and the competitive landscape. These insights help businesses understand their position in the market and make better informed decisions.
  
- 2 | COMPETITIVE ADVANTAGE**  
With an array of insights on component availability, regional and global logistics dynamics, and geopolitical and economic factors, procurement and supply chain teams can develop better strategies to gain a competitive edge.
  
- 3 | PREDICT FUTURE TRENDS**  
With historical data and market trends, businesses use Jabil's Market Intelligence to foresee market fluctuations, shifts in demand patterns, and other changes earlier and more accurately.
  
- 4 | BETTER INFORMED DECISIONS**  
With historical and predictive data on component availability and lead times, businesses can make better informed decisions on product design and sourcing opportunities.
  
- 5 | VALIDATE INTERNAL RESEARCH**  
Jabil's Market Intelligence serves as third-party validation to your company's internal research and assumptions. Compare your internal data analysis to our broad insights across commodities, categories, and end markets.





## 1 | Bird's-Eye View of the Market

Zoom out from what you know about your current product line. Where does your brand fit into the market as a whole? Viewing the market as a whole powers your brand with a bird's eye view of the market. With market trends and indicators across commodities such as Passives, Semiconductors, Interconnects, and PCBs, and categories such as CAPEX, MRO, labor, IT, and logistics, you'll have a much broader context that will open doors for optimized processes, improved products, and data-backed planning. And as sustainability becomes an increasingly important factor in supply chain management, leveraging market intelligence to identify materials and suppliers that align with your organization's overall environmental goals can contribute to long-term business resilience and success.

## 2 | Competitive Advantage

Competitors are doing everything they can to gain an edge in today's market. Tailoring your business's strategy to current trends is necessary to achieve ongoing success. It's not always the best end-product that wins the race, it's who executes the best. With predictive insights into commodity pricing and availability, inventory trends, or end-of-life classifications, you'll gain a competitive edge on product design and sourcing decisions. Gaining a holistic understanding of how the supplier landscape enables businesses to make strategic decisions that enhance operational resilience and competitiveness.

## 3 | Predict Future Trends

Today's economic environment is rapidly changing and adjusting to inconstant new norms. From supplier and employee shortages to inflation, natural disasters, and geo-political issues, staying ahead of the game is challenging. We look at historical data and find patterns and trends to provide predictive qualitative and quantitative data insights. Increasing your visibility through data-driven market intelligence can serve as a vital strategy to mitigate uncertainties, make informed sourcing decisions, and navigate disruptions.

## 4 | Better Informed Decisions

With up-to-date market trends and predictive insights, your executive team will be well-equipped to make better design, sourcing, and planning decisions. Whether it's satisfying a gap in a market, improving current product lines, expanding into new markets, or reducing efforts in specific areas – knowledge is power. For example, as more organizations evaluate their manufacturing presence in China, procurement and logistics data will be critical factors in where they decide to move their production and supply chains. This visibility can help companies preemptively address potential bottlenecks and maintain supply chain continuity, especially in the event of a crisis.



## 5 | Validate Internal Research

Internal research and data from your own experience and market is invaluable. Comparing that data to Jabil's holistic commodity, category, and market perspective not only validates YOUR internal research, but fills in the gaps and provides insights into new potential avenues. Our market intelligence will provide a broader context as your third-party validation.

# The Jabil Advantage

## Credible Data Source

Jabil has a valued reputation for being among the best in optimizing manufacturing and supply chain programs for more than 300 of the world’s leading brands. Navigating a vast network of over 36,000 suppliers and managing more than 700,000 parts across all market segments provides Jabil a unique perspective into the dynamic landscape of global procurement. At Jabil, our supply chain teams across the globe gather billions of data points on component availability and pricing, supplier lead times, logistics conditions, and other critical intelligence every day. As active procurement and supply chain practitioners, our insights come from decades of experience — not observation.

### BREADTH AND DEPTH OF JABIL’S PROCUREMENT AND SUPPLY CHAIN MANAGEMENT TEAM

**36,000+**  
SUPPLIERS

**3,000**  
GLOBAL PROCUREMENT  
STAFF

**100**  
GLOBAL  
LOCATIONS

**REAL-TIME**  
INTELLIGENCE  
AND VISIBILITY

**MILLIONS**  
OF ANNUAL  
TRANSACTIONS



# Industry Specific Knowledge

In addition to Jabil's Commodity and Category Insights, we also provide insights into 8 of the most in-demand end markets. Jabil's experts provide in-depth insights into market trends, technological evolution, supply chain risks and opportunities, as well as recommendations tailored to the various markets. Gain market-specific intelligence to support your business leaders as they navigate challenging economic circumstances successfully and mitigate the various risks posed across the industry.

## OUR END MARKET INTELLIGENCE INCLUDES COMPREHENSIVE OVERVIEWS AND INSIGHTS INTO 8 OF THE MOST IN-DEMAND MARKETS GLOBALLY, INCLUDING:



**AUTOMOTIVE**



**WIRELESS INFRASTRUCTURE**



**MOBILE DEVICES**



**CLOUD & STORAGE**



**SMART HOME & APPLIANCES**



**RETAIL & PAYMENT SOLUTIONS**



**HEALTHCARE**



**RENEWABLES**

For additional information, visit [jabil.com](http://jabil.com)

### About Jabil

Jabil (NYSE: JBL) is a manufacturing solutions provider with more than 250,000 employees at over 100 facilities in 28 countries. The world's leading brands rely on Jabil's unmatched breadth and depth of end-market experience, technical and design capabilities, manufacturing knowhow, supply chain insights, and global product management expertise. Driven by a common purpose, Jabil and its people are committed to making a positive impact on their local community and the environment.