

# Transform volatility into predictable margin.

www.campfire-interactive.com

## The Challenge

Manufacturers struggle to protect margins from commodity, labor, freight, and FX volatility. Execution falls short due to scattered spreadsheets, complex formulas, and missed deadlines, leaving \$5M-\$50M in annual recoverable margin uncaptured.

## Centralized Index Intelligence

- Aggregates commodity, labor, freight, FX, and tariff indices in one place
- Supports trusted sources (e.g., market indices, OEM-published indices, government data)
- Time-aligned, versioned, and auditable
- Eliminates spreadsheets, emails, and PDFs as sources of truth

### Why it matters:

Finance no longer debates which index or which version was used.

## Contract & Escalation Logic Encoding

Captures OEM- and customer-specific escalation rules, including:

- Thresholds (triggers)
- Floors and ceilings
- Frequency (monthly, quarterly, annual)
- Lookback and lag rules
- Effective dates and notice periods
- Logic is explicit and consistent across programs

### Why it matters:

Margin recovery stops depending on tribal knowledge and manual interpretation.

## Business Impact

- \$5M-\$50M annual recovery opportunity captured
- 50-200 basis points margin protection
- Reduced audit risk
- Improved forecast confidence

## The Solution

Campfire's Price Index Management platform centralizes all indices, automates calculations, monitors thresholds, and provides forward visibility into cost recovery opportunities, transforming volatility into predictable margin.

## Automated Program Tracking

### Continuously monitors all programs for:

- Escalation eligibility
- Missed or upcoming deadlines
- Exceptions requiring action

### Calculates recovery impact by:

- Customer
- Program
- Plant
- Material category

### Why it matters:

Recoveries don't get missed because "no one noticed."

## Recovery Forecasting & Scenarios

Projects cost movements forward (e.g., 6-12 months)

### Models "what-if" scenarios:

- Commodity spikes or drops
- Timing changes in contract resets
- Volume sensitivity
- Quantifies future margin exposure and recovery potential

### Why it matters:

Finance can see earnings risk before it hits the P&L.

## Audit Readiness

- Full traceability
- Index source
- Formula applied
- Calculation logic
- Timing and approvals
- Audit-ready documentation generated automatically.