

In One Sentence

Forecast Factor is a decision-support platform that helps procurement teams structure when to buy, when to wait, and how to defend those decisions - across volatile commodity markets.

The Problem We Solve

Procurement teams at manufacturers spend €5M–€50M+ on commodities annually. They decide when to buy, how much to hedge, and when to lock contracts. Today, that process looks like this:

- Check last month's prices on a data terminal (backward-looking)
- Call the supplier — take their word on market direction
- Open a spreadsheet, apply gut feel
- Present the decision to the CFO with no supporting evidence

The problem isn't a lack of data. It's a lack of structured decision process. There is no workflow that connects market intelligence to the actual purchase decision - and no way to audit or defend it.

What We Build

Powered by a proprietary Mixture-of-Experts engine that trains across commodities, FX, macro, and policy data — learning how price shocks propagate across markets.

A workflow layer that sits between market data and the purchase decision:

- **Forward signals:** Price forecasts from hours to years ahead, with confidence bands at every horizon.
- **Buy / wait framework:** Scenario-tested recommendations that give procurement managers a defensible position.
- **Decision audit trail:** Every signal, scenario, and recommendation is logged: CFOs and boards get evidence.
- **Hedging architecture:** Model the impact of FX, oil, policy shifts on your specific commodity exposure.
- **Embedded workflow:** Alerts, dashboards, reports, and API: plugs into how teams already work.

Why This Creates Lock-In

Once a procurement team builds its decision process around Forecast Factor — setting triggers, running scenarios, presenting auditable reports to leadership — switching costs become structural. We don't just provide data. We become the architecture of how commodity decisions get made.

Traction

- **Active pilot:** Vattenfall (€29B energy multinational), 10FOLD Group (North American chemical buyer), Global Pulse Confederation (500+ Member partnership plan) Frulact (€200M+ supplier to Danone & Nestlé) — testing signals in live buying cycles
- **Discussions:** Tesla Megapack, Tesla Autobidder, Mecwide
- **Award:** Best AI Solution — The Ventures Portugal 2026 Global Startup Awards, Top10 Emerging Startup, Portugal Fintech Report 2025

Team

David Cowan (CEO) — Previous founder (Forumm, edtech SaaS) Raised £600K | Enterprise clients: Cornell, Cambridge, KAUST Scaled operations across 3 continents

Francisco Blasques (CDO) — Prof. Econometrics, VU Amsterdam. Tinbergen Fellow. Former ECB economist.
Ricardo Teixeira (CTO) — Scaled Metyis Porto 4→250+. Co-founded Virtusai (acquired by Super Bock Group).

Opportunity

Raising €450K pre-seed. We're also actively seeking pilot partners — if your organisation has significant commodity exposure and your procurement team is making timing-sensitive purchasing decisions, we'd love to talk.

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