TactoLearn: Negotiation Intelligence Agent

Supplier Knowledge File: Roth Sensor Technologies GmbH

Supplier: Roth Sensor Technologies GmbH

Period Covered: 2020–2025

Category Focus: Industrial Sensors

1. Purchase Volume (€ Million)

2020 | 1.2 | Change 2% | Comment: Growth

2021 | 2.1 | Change 5% | Comment: Growth

2022 | 2.4 | Change 8% | Comment: Growth

2023 | 3.3 | Change 6% | Comment: Growth

2024 | 3.6 | Change 3% | Comment: Stable

2025 | 4.5 | Change 0% | Comment: Stable

2. Supplier Performance (Scores)

Year	Service	Delivery	Quality
2020	80	88	85
2021	82	85	86
2022	81	83	84
2023	78	80	83
2024	77	76	82
2025	75	72	82

3. Cost Factors (Market Trends)

Year	Cost Change (%)
2020	-5
2021	-12
2022	-8
2023	-10
2024	-6
2025	0

4. Negotiation History

2024-05 | Contract renewal discussion | Supplier promised 5% cost adjustment next term.

2025 planned | New terms evaluation.

5. Summary for AI Agent

- Reliable supplier, mid-size manufacturer.

- Stable quality and gradual improvement in delivery metrics until 2024.

- Price adjustment opportunity due to reduced cost factors.

- Buyer arguments: Material cost decrease → 5% discount justified.

- Supplier arguments: Ongoing automation investments → stability priority.