

Supplier Analysis for Demo Company Ltd

This report has been designed to enable you to make strategic decisions about your suppliers. It can be difficult to assess spend across your entire supplier base quickly from your accounting package. Therefore, we have analysed every transaction over the past 3 years and analysed for you here to establish whether there are any risks or opportunities present.

Data within the analysis below is complete to May 2020.

Expenditure	There were 178 suppliers within your accounts with spend recorded against them in the past 12 months, this has decreased by 1 compared to the previous 12 months. Total expenditure recorded against these suppliers was £922k, a decrease of £15.9k (£5.2 on the previous 12 months. Average spend per supplier has decreased by £0.1k (£5.2k TY vs £5.2k LY).
Supplier Exposure	In an ideal world, no single supplier should account for more than 10% of your total expenditure, this is because it represents a risk to business continuity should they fail. In your case 3 suppliers generate more than 10% each of your total expenditure (Company 00079 (31.8%), Company 00013 (11.9%) & Company 00185 (11.9%)), ideally you would seek to spread your expenditure across other/new suppliers to reduce this exposure.
Supplier profile	Of the 178 suppliers with recorded spend this year 83 of them (46.6%) did not have spend recorded against them last year, this compares to 78 of them (43.6%) last year.

	This Year			Last Year			YoY Variance		
	No. Suppliers	Spend	Average Spend	No. Suppliers	Spend	Average Spend	No. Suppliers	Spend	Average Spend
New	83	55.7k	0.7k	78	86.2k	1.1k	6.4%	(35.3%)	(39.2%)
Existing	95	866.0k	9.1k	101	851.5k	8.4k	(5.9%)	1.7%	8.1%
Total	178	921.8k	5.2k	179	937.7k	5.2k	(0.6%)	(1.7%)	(1.1%)
Lost				84	106.7k	1.3k			
Retained				95	831.0k	8.7k		4.2%	4.2%
Total				179	937.7k	5.2k		(1.7%)	(1.1%)

Top 10 suppliers (ranked by spend this year)

Supplier name	Status	TY Spend £	Var to LY £	Var to LY %	% Spend TY	Var to LY %	No. Transactions		Average Spend £	
							TY	Var to LY	TY	Var to LY
Company 00079	Existing	293,227	(25,351)	(8%)	31.8%	(2%)	296	(50)	991	70
Company 00013	Existing	110,146	3,221	3%	11.9%	1%	12	(1)	9,179	954
Company 00185	Existing	110,070	12,851	13%	11.9%	2%	449	37	245	9
Company 00072	Existing	57,783	28,136	95%	6.3%	3%	24	11	2,408	127
Company 00001	Existing	29,957	889	3%	3.2%	0%	248	(416)	121	77
Company 00354	Existing	26,563	(4,732)	(15%)	2.9%	(0%)	61	4	435	(114)
Company 00789	Existing	22,913	15,855	225%	2.5%	2%	8	4	2,864	1,100
Company 00695	Existing	16,836	(215)	(1%)	1.8%	0%	11	0	1,531	(20)
Company 00134	Existing	15,932	10,156	176%	1.7%	1%	12	0	1,328	846
Company 00101	Existing	14,276	10,423	271%	1.5%	1%	39	29	366	(19)

Suppliers with the largest movement in spend vs last year (ranked by variance to LY)

Company 00079	Retained	293,227	(25,351)	(8%)	31.8%	(2%)	296	(50)	991	70
Company 00469	Retained	2,547	(7,822)	(75%)	0.3%	(1%)	7	(8)	364	(327)
Company 00272	Retained	7,700	(7,195)	(48%)	0.8%	(1%)	3	(2)	2,567	(412)
Company 00200	Retained	3,286	(5,982)	(65%)	0.4%	(1%)	1	(2)	3,286	196
Company 00580	Retained	2,887	(5,948)	(67%)	0.3%	(1%)	25	(12)	115	(123)
Company 00134	Retained	15,932	10,156	176%	1.7%	1%	12	0	1,328	846
Company 00101	Retained	14,276	10,423	271%	1.5%	1%	39	29	366	(19)
Company 00185	Retained	110,070	12,851	13%	11.9%	2%	449	37	245	9
Company 00789	Retained	22,913	15,855	225%	2.5%	2%	8	4	2,864	1,100
Company 00072	Retained	57,783	28,136	95%	6.3%	3%	24	11	2,408	127

Top 10 New Suppliers (ranked by spend)

	Spend TY	% Spend TY	Trans'n TY	Avg Value TY
Company 00100	6,323	0.7%	2	3,162
Company 00150	5,231	0.6%	3	1,744
Company 00187	3,618	0.4%	18	201
Company 00954	3,403	0.4%	8	425
Company 00902	3,162	0.3%	1	3,162
Company 00854	2,873	0.3%	4	718
Company 00704	2,493	0.3%	4	623
Company 00923	2,474	0.3%	2	1,237
Company 00363	2,243	0.2%	3	748
Company 00942	2,235	0.2%	3	745
Total	34.1k	3.7%	48	0.7k

Top 10 Lapsed Suppliers (ranked by spend)

	Spend LY	% Spend LY	Trans'n LY	Avg Value LY
Company 00059	22,849	2.4%	9	2,539
Company 00224	19,273	2.1%	7	2,753
Company 00705	8,553	0.9%	5	1,711
Company 00408	6,874	0.7%	8	859
Company 00188	6,662	0.7%	3	2,221
Company 00103	5,287	0.6%	2	2,644
Company 00504	5,212	0.6%	5	1,042
Company 00768	4,208	0.4%	1	4,208
Company 00235	3,426	0.4%	9	381
Company 00023	2,906	0.3%	1	2,906
Total	85.3k	9.1%	50	1.7k

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