

Supplier Analysis For A Fictional Software Company

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 consolidated 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 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%)
Lapsed				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 40 suppliers (ranked by spend this year)

Supplier name	Status	TY Spend	Var to LY	Var to LY	% Spend	Var to LY	No. Transactions		Average Spend £	
		£	£	%	TY	%	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)
Company 00761	Existing	13,596	(3,899)	(22%)	1.5%	(0%)	14	(15)	971	368
Company 00177	Existing	8,162	4,543	126%	0.9%	0%	3	(1)	2,721	1,816
Company 00423	Existing	8,038	3,322	70%	0.9%	0%	2	(3)	4,019	3,076
Company 00272	Existing	7,700	(7,195)	(48%)	0.8%	(1%)	3	(2)	2,567	(412)
Company 00100	New	6,323			0.7%		2		3,162	
Company 00014	Existing	6,222	261	4%	0.7%	0%	36	1	173	3
Company 00792	Existing	5,941	3,118	110%	0.6%	0%	13	2	457	200
Company 00648	Existing	5,868	239	4%	0.6%	0%	15	7	391	(312)
Company 00253	Existing	5,689	(2,097)	(27%)	0.6%	(0%)	13	(3)	438	(49)
Company 00251	Existing	5,336	684	15%	0.6%	0%	10	3	534	(131)
Company 00557	Existing	5,237	4,814	1,138%	0.6%	1%	3	2	1,746	1,323
Company 00150	New	5,231			0.6%		3		1,744	
Company 00315	Existing	4,864	4,355	856%	0.5%	0%	16	14	304	50
Company 00783	Existing	4,243	(4,661)	(52%)	0.5%	(0%)	2	(2)	2,121	(105)
BES Utilities	Existing	3,914	1,019	35%	0.4%	0%	29	0	135	35
Company 00500	Existing	3,760	(2,811)	(43%)	0.4%	(0%)	12	(15)	313	70
Company 00951	Existing	3,620	3,595	14,153%	0.4%	0%	9	8	402	377
Company 00187	New	3,618			0.4%		18		201	
Company 00119	Existing	3,579	726	25%	0.4%	0%	365	0	10	2
Company 00832	Existing	3,406	2,089	159%	0.4%	0%	12	11	284	(1,033)
Company 00954	New	3,403			0.4%		8		425	
Company 00230	Existing	3,363	(884)	(21%)	0.4%	(0%)	25	7	135	(101)
Company 00200	Existing	3,286	(5,982)	(65%)	0.4%	(1%)	1	(2)	3,286	196
Company 00902	New	3,162			0.3%		1		3,162	
Company 00580	Existing	2,887	(5,948)	(67%)	0.3%	(1%)	25	(12)	115	(123)
Company 00854	New	2,873			0.3%		4		718	
Company 00532	Existing	2,760	(2,211)	(44%)	0.3%	(0%)	25	(19)	110	(3)
Company 00155	Existing	2,634	1,731	192%	0.3%	0%	54	35	49	1
Company 00469	Existing	2,547	(7,822)	(75%)	0.3%	(1%)	7	(8)	364	(327)
Vodafone	Existing	2,507	453	22%	0.3%	0%	36	16	70	(33.1)

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

Supplier name	Status	TY Spend	Var to LY		% Spend		Trans'n	Var to LY		Avg Value	
			£	%	TY	%		TY	£	TY	£
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 00354	Retained	26,563	(4,732)	(15%)	2.9%	(0%)	61	4	435	(114)	
Company 00783	Retained	4,243	(4,661)	(52%)	0.5%	(0%)	2	(2)	2,121	(105)	
Company 00761	Retained	13,596	(3,899)	(22%)	1.5%	(0%)	14	(15)	971	368	
Company 00095	Retained	1,566	(3,366)	(68%)	0.2%	(0%)	2	(6)	783	166	
Company 00025	Retained	386	(2,945)	(88%)	0.0%	(0%)	2	(64)	193	143	
Company 00500	Retained	3,760	(2,811)	(43%)	0.4%	(0%)	12	(15)	313	70	
Company 00203	Retained	(340)	(2,302)	(117%)	(0.0%)	(0%)	1	(2)	(340)	(994)	
Company 00532	Retained	2,760	(2,211)	(44%)	0.3%	(0%)	25	(19)	110	(3)	
Company 00253	Retained	5,689	(2,097)	(27%)	0.6%	(0%)	13	(3)	438	(49)	
Company 00194	Retained	963	(1,377)	(59%)	0.1%	(0%)	3	(4)	321	(13)	
Company 00295	Retained	50	(1,039)	(95%)	0.0%	(0%)	1	(6)	50	(105)	
Company 00123	Retained	1,258	(1,006)	(44%)	0.1%	(0%)	6	(6)	210	21	
Company 00344	Retained	2,372	(965)	(29%)	0.3%	(0%)	12	(4)	198	(11)	
Company 00230	Retained	3,363	(884)	(21%)	0.4%	(0%)	25	7	135	(101)	
Company 00312	Retained	1,926	(834)	(30%)	0.2%	(0%)	9	2	214	(180)	

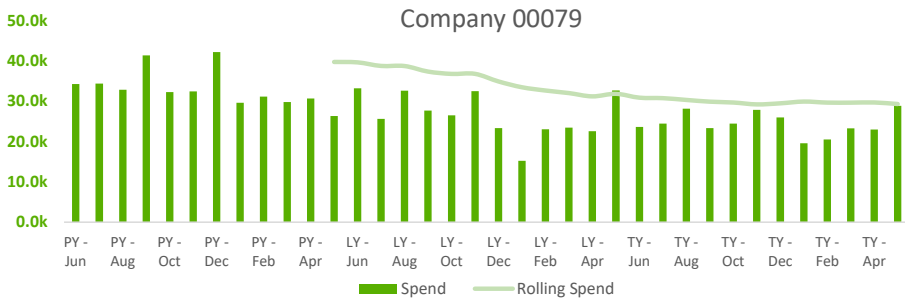
Company 00788	Retained	1,699	944	125%	0.2%	0%	3	2	566	(189)
BES Utilities	Retained	3,914	1,019	35%	0.4%	0%	29	0	135	35
Company 00254	Retained	1,628	1,254	336%	0.2%	0%	6	5	271	(102)
Company 00812	Retained	2,126	1,333	168%	0.2%	0%	5	0	425	267
Company 00112	Retained	1,914	1,540	411%	0.2%	0%	3	2	638	264
Company 00852	Retained	2,130	1,669	362%	0.2%	0%	8	7	266	(195)
Company 00155	Retained	2,634	1,731	192%	0.3%	0%	54	35	49	1
Company 00832	Retained	3,406	2,089	159%	0.4%	0%	12	11	284	(1,033)
Company 00792	Retained	5,941	3,118	110%	0.6%	0%	13	2	457	200
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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 25 New Suppliers (ranked by spend)	TY Spend	% Spend	Trans'n	Avg Value
	TY	TY	TY	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
Company 00946	1,878	0.2%	3	626
Company 00896	1,566	0.2%	2	783
Company 00869	1,566	0.2%	2	783
Company 00910	1,538	0.2%	5	308
Company 00073	1,276	0.1%	6	213
Company 00080	1,194	0.1%	3	398
Company 00863	1,011	0.1%	1	1,011
Company 00291	790	0.1%	3	263
Company 00930	771	0.1%	7	110
Company 00309	760	0.1%	3	253
Company 00941	755	0.1%	1	755
Company 00616	747	0.1%	1	747
Company 00351	634	0.1%	2	317
Company 00861	587	0.1%	12	49
Company 00284	574	0.1%	6	96
Total	49.7k	5.4%	105	0.5k

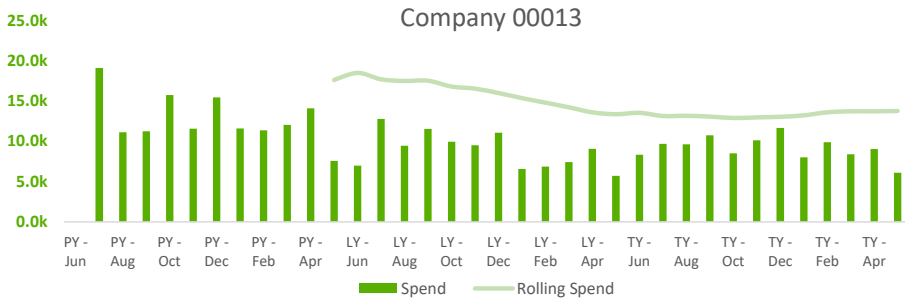
Top 25 Lapsed Suppliers (ranked by spend)	LY Spend	% Spend	Trans'n	Avg Value
	LY	LY	LY	LY
Company 00059	22,849	2.4%	9	2,539
Company 00224	19,273	2.1%	7	2,753
Company 00705	8,553	0.9%	5	1,711
Company 00408	6,874	0.7%	8	859
Company 00188	6,662	0.7%	3	2,221
Company 00103	5,287	0.6%	2	2,644
Company 00504	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
Company 00313	2,436	0.3%	5	487
Company 00765	2,266	0.2%	2	1,133
Company 00228	2,206	0.2%	23	96
Company 00795	1,937	0.2%	2	969
Company 00222	1,903	0.2%	1	1,903
Company 00790	1,699	0.2%	1	1,699
Company 00310	1,660	0.2%	1	1,660
Company 00304	1,473	0.2%	2	736
Company 00030	1,353	0.1%	2	676
Company 00807	1,227	0.1%	1	1,227
Company 00385	1,123	0.1%	3	374
Company 00739	944	0.1%	2	472
Company 00806	725	0.1%	1	725
Company 00293	655	0.1%	3	218
Company 00397	589	0.1%	1	589
Total	107.4k	11.5%	100	1.1k

Supplier Trends

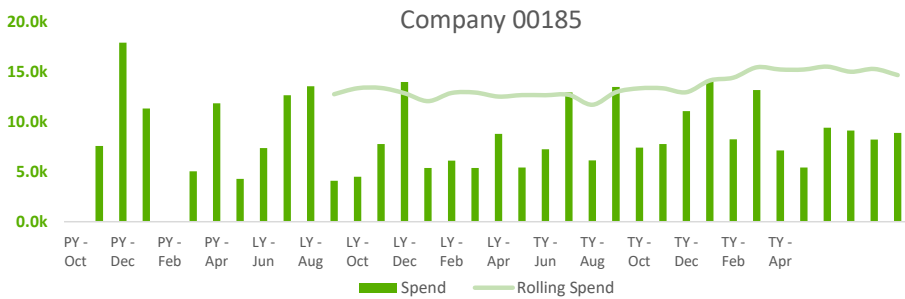
The charts and tables below display the spend KPIs for each of your top 5 suppliers over the past 3 years



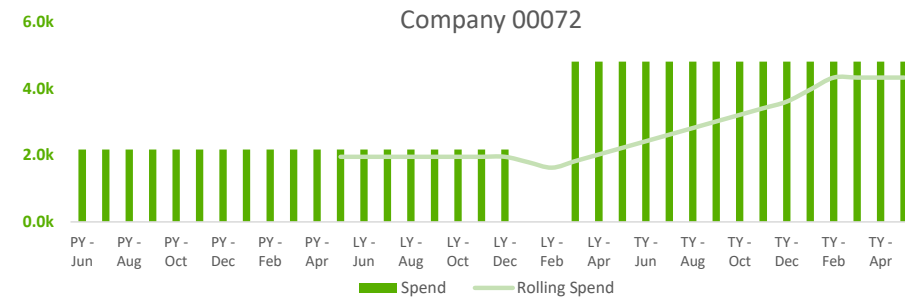
	Spend	Trans'n	Avg Value
Current Year	293.2k	296	991
Last Year	318.6k	346	921
Previous Year	397.6k	431	923



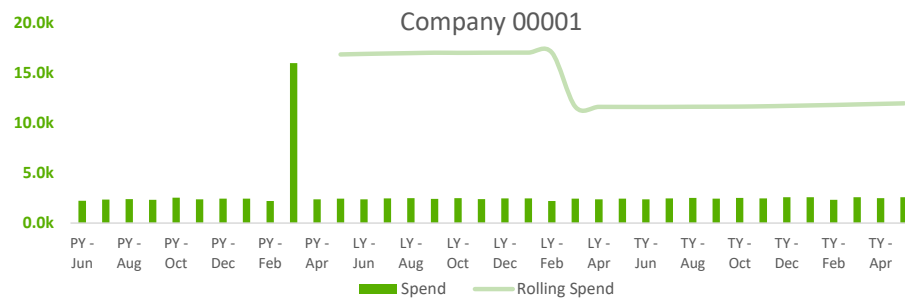
	Spend	Trans'n	Avg Value
Current Year	110.1k	12	9,179
Last Year	106.9k	13	8,225
Previous Year	140.9k	13	10,840



	Spend	Trans'n	Avg Value
Current Year	110.1k	449	245
Last Year	97.2k	412	236
Previous Year	95.7k	300	319



	Spend	Trans'n	Avg Value
Current Year	57.8k	24	2,408
Last Year	29.6k	13	2,281
Previous Year	26.1k	12	2,172



	Spend	Trans'n	Avg Value
Current Year	30.0k	248	121
Last Year	29.1k	664	44
Previous Year	42.2k	542	78

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Note: The above figures exclude any manual journals that have been processed