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 2022

Expenditure	There were 176 suppliers within your accounts with spend recorded against them in the past 12 months, this has decreased by 2 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 £0.0k (£5.2k TY vs £5.3k 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 176 suppliers with recorded spend this year 82 of them (46.6%) did not have spend recorded against them last year, this compares to 78 of them (43.8%) last year.

	This Year				Last Year			ΥοΥ ٧		
	No. Suppliers	Spend	Average Spend	No. Suppliers	Spend	Average Spend	No. Suppli	ers	Spend	A
New	82	£55.7k	£0.7k	78	£86.2k	£1.1k	5	.1%	(35.3%)	
Existing	94	£866.0k	£9.2k	100	£851.5k	£8.5k	(6.	0%)	1.7%	
Total	176	£921.8k	£5.2k	178	£937.7k	£5.3k	(1.	1%)	(1.7%)	
Lapsed	ĺ			84	£106.7k	£1.3k				
Retained				94	£831.0k	£8.8k			4.2%	
Total	1			178	£937.7k	£5.3k			(1.7%)	

Top 40 suppliers (ranked by spend this year)

Supplier name	Status	Spend	Var t	o LY	Spend	Var to LY	
		ТҮ	£	%	% / Tot.	%	
Company 00079	Existing	£293,227	(£25,351)	(8.0%)	31.8%	(2.2%)	
Company 00013	Existing	£110,146	£3,221	3.0%	11.9%	0.5%	
Company 00185	Existing	£110,070	£12,851	13.2%	11.9%	1.6%	
Company 00072	Existing	£57,783	£28,136	94.9%	6.3%	3.1%	
Company 00001	Existing	£29,957	£889	3.1%	3.2%	0.1%	
Company 00354	Existing	£26,563	(£4,732)	(15.1%)	2.9%	(0.5%)	
Company 00789	Existing	£22,913	£15,855	224.6%	2.5%	1.7%	
Company 00695	Existing	£16,836	(£215)	(1.3%)	1.8%	0.0%	
Company 00134	Existing	£15,932	£10,156	175.8%	1.7%	1.1%	
Company 00101	Existing	£14,276	£10,423	270.5%	1.5%	1.1%	
Company 00761	Existing	£13,596	(£3,899)	(22.3%)	1.5%	(0.4%)	
Company 00177	Existing	£8,162	£4,543	125.5%	0.9%	0.5%	
Company 00423	Existing	£8,038	£3,322	70.4%	0.9%	0.4%	
Company 00272	Existing	£7,700	(£7,195)	(48.3%)	0.8%	(0.8%)	
World Pay	Existing	£7,243	£261	3.7%	0.8%	0.0%	
Company 00100	New	£6,323			0.7%		
Company 00792	Existing	£5,941	£3,118	110.4%	0.6%	0.3%	
Company 00648	Existing	£5,868	£239	4.3%	0.6%	0.0%	
Company 00253	Existing	£5,689	(£2,097)	(26.9%)	0.6%	(0.2%)	
Company 00251	Existing	£5,336	£684	14.7%	0.6%	0.1%	
Company 00557	Existing	£5,237	£4,814	1,138.1%	0.6%	0.5%	
Company 00150	New	£5,231			0.6%		
Company 00315	Existing	£4,864	£4,355	855.6%	0.5%	0.5%	
Company 00783	Existing	£4,243	(£4,661)	(52.3%)	0.5%	(0.5%)	
BES Utilities	Existing	£3,914	£1,019	35.2%	0.4%	0.1%	
Company 00500	Existing	£3,760	(£2,811)	(42.8%)	0.4%	(0.3%)	
Company 00951	Existing	£3,620	£3,595	14,153.0%	0.4%	0.4%	
Company 00187	New	£3,618			0.4%		
Company 00119	Existing	£3,579	£726	25.5%	0.4%	0.1%	
Company 00832	Existing	£3,406	£2,089	158.7%	0.4%	0.2%	
Company 00954	New	£3,403			0.4%		
Company 00230	Existing	£3,363	(£884)	(20.8%)	0.4%	(0.1%)	
Company 00200	Existing	£3,286	(£5,982)	(64.5%)	0.4%	(0.6%)	
Company 00902	New	£3,162			0.3%		
Company 00580	Existing	£2,887	(£5,948)	(67.3%)	0.3%	(0.6%)	
Company 00854	New	£2,873			0.3%		
Company 00532	Existing	£2,760	(£2,211)	(44.5%)	0.3%	(0.2%)	
Company 00155	Existing	£2,634	£1,731	191.9%	0.3%	0.2%	
Company 00469	Existing	£2,547	(£7,822)	(75.4%)	0.3%	(0.8%)	
Vodafone	Existing	£2,507	£453	22.1%	0.3%	0.1%	

No. Tran	sactions	Avg	Value
ТΥ	Var to LY	ТҮ	Var to LY
296	(50)	£991	£70
12	(1)	£9,179	£954
449	37	£245	£9
24	11	£2,408	£127
248	(416)	£121	£77
61	4	£435	(£114)
8	4	£2,864	£1,100
11	0	£1,531	(£20)
12	0	£1,328	£846
39	29	£366	(£19)
14	(15)	£971	£368
3	(1)	£2,721	£1,816
2	(3)	£4,019	£3,076
3	(2)	£2,567	(£412)
48	1	£151	£2
2		£3,162	
13	2	£457	£200
15	7	£391	(£312)
13	(3)	£438	(£49)
10	3	£534	(£131)
3	2	£1,746	£1,323
3		£1,744	
16	14	£304	£50
2	(2)	£2,121	(£105)
29	0	£135	£35
12	(15)	£313	£70
9	8	£402	£377
18		£201	
365	0	£10	£2
12	11	£284	(£1,033)
8		£425	
25	7	£135	(£101)
1	(2)	£3,286	£196
1		£3,162	
25	(12)	£115	(£123)
4		£718	. ,
25	(19)	£110	(£3)
54	35	£49	£1
7	(8)	£364	(£327)
36	16	£70	(£33)

Average

Spend

(38.5%)

8.2%

(0.6%)

4.2%

(0.6%)

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

5.4%

£49.7k

£0.5k

105

£107.4k

11.5%

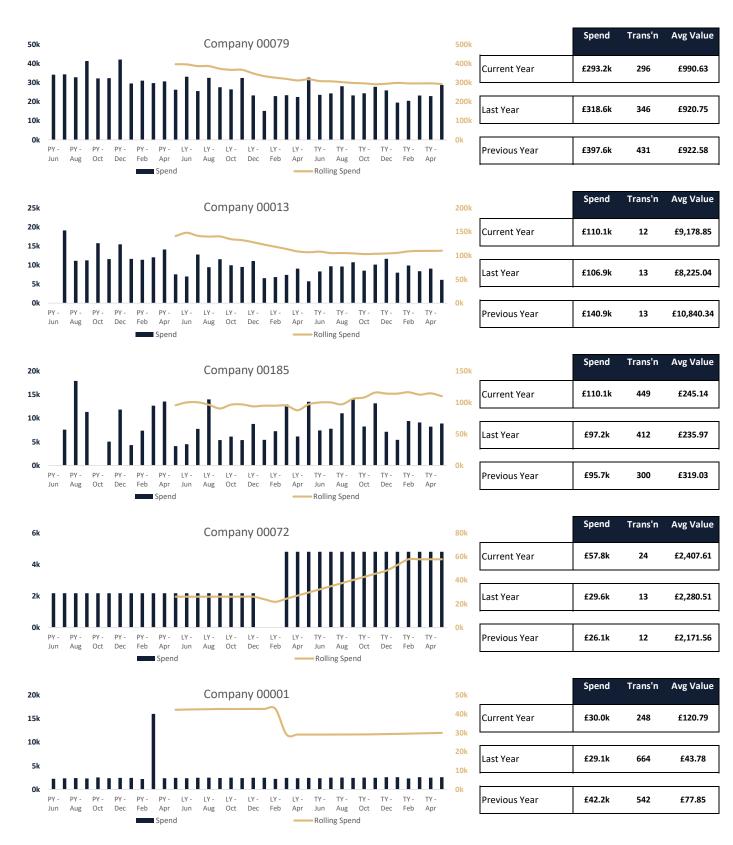
£1.1k

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Concerny (0219) Periaded CL322 CL349 (C132) (C132) <t< th=""><th>Supplier name</th><th>Status</th><th>Spend</th><th></th><th></th><th>Spend</th><th>Var to LY</th><th></th><th></th><th></th><th></th><th></th><th></th></t<>	Supplier name	Status	Spend			Spend	Var to LY						
Compony 2002 Feature F F7.300 F7.300 F4.300 F7.300 F4.300 F7.300 <	Company 00469	Rotained				-							
Concessor (2000) Featured Featured Featured (2)250 (*1,250 (*1													
Concentry 05580Mealmold\$\$2,583\$\$(7.536)\$\$(7.536)\$\$(7.536)\$\$(7.536)\$\$(7.556)\$\$(7.56) <td></td>													
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company 0000bReturnerR													
Company 0003 Retained (1,940) (2,920) (1,124) (0,076) (0,276) (1,124) (1,126)													
Company 02521 Resined E.7.20 (2.2.11) (2.6.07) (2.5.07)	Company 00500	Retained	£3,760		(42.8%)	0.4%			12	(15)		£313	£70
Company 03521 Retained L5,00 L7,211 H4,505 0.35 0.250 123 (1) L110 (1) Company 02534 Retained L5,060 L5,077 L5,056 L0,157 L110 L113	Company 00203	Retained	(£340)	(£2,302)	(117.3%)	(0.0%)	(0.2%)		1	(2)		(£340)	(£994)
company 03044Retained(F1,277)(F1,277)(F1,270)	Company 00532	Retained	£2,760	(£2,211)	(44.5%)	0.3%	(0.2%)		25			£110	(£3)
consary 00225RetainedEtc.201(12.03)0.0750.0750.150.16(1.01)(1.02)(1.02)Company 00234Retained1.2,28(1.03)0.3780.3780.3780.378126 (1)6.3786 (1)Company 00230Retained1.2,28(1.02)0.2780.3780.378921.214(1.10)Company 00332Retained1.2,28(1.10)0.2780.378321.214(1.10)Company 00332Retained1.2,58(1.10)5.251(1.10)0.0780.1583221.656(1.10)Company 00234Retained1.2,58(1.2)33.5830.0780.0780.780.783211.666(1.10)Company 00234Retained1.2,14(1.2,433.333.5830.0280.380.280.382111.666(1.10)Company 00352Retained1.2,14(1.4,431.2,280.2780.2832111 <td< td=""><td>Company 00253</td><td>Retained</td><td>£5,689</td><td>(£2,097)</td><td>(26.9%)</td><td>0.6%</td><td>(0.2%)</td><td></td><td>13</td><td>(3)</td><td></td><td>£438</td><td>(£49)</td></td<>	Company 00253	Retained	£5,689	(£2,097)	(26.9%)	0.6%	(0.2%)		13	(3)		£438	(£49)
Company 00132 Company 00134Retained E (128)(12.98)<	Company 00194	Retained	£963	(£1,377)	(58.8%)	0.1%	(0.1%)		3	(4)		£321	(£13)
Company 00344RetainedE.3.72(1986)(28.99)(3.98)(0.194)(12(10)(12)(10)(13)(12)(13	Company 00295	Retained	£50	(£1,039)	(95.4%)	0.0%	(0.1%)		1	(6)		£50	(£105)
Company 00302 Retained E1383 (E881) 00.94 0.144 0.25 0.7 E138 (E108) Company 00342 Retained E1044 (E521) 07.999 0.24 0.154 1 653 229 23 224 224 224 225 7 235 245 245 229 23 229 23 235 245 0.35 0.35 0.35 29 20 257 (1513) 2125 1213 1613 1235 113 1033 1033 1033 1033 103 23 20 243 212 11 214 2150 1233 1033 0.38 0.38 13 2 1235 1213 1163 1224 1213 1034 1214 <td>Company 00123</td> <td>Retained</td> <td>£1,258</td> <td>(£1,006)</td> <td>(44.4%)</td> <td>0.1%</td> <td>(0.1%)</td> <td></td> <td>6</td> <td>(6)</td> <td></td> <td>£210</td> <td>£21</td>	Company 00123	Retained	£1,258	(£1,006)	(44.4%)	0.1%	(0.1%)		6	(6)		£210	£21
Company 00322 Retained E12.92 (E32.9)	Company 00344	Retained	£2,372	(£965)	(28.9%)	0.3%	(0.1%)		12	(4)		£198	(£11)
Company 00342 Retained E204 (E221) (71.9%) 0.0% (0.1%) 1 (51) E204 E235 Company 0038 Retained 11.99 53.91 6.0% 0.1% 3 2 E556 E135 E1353 <t< td=""><td>Company 00230</td><td>Retained</td><td>£3,363</td><td>(£884)</td><td>(20.8%)</td><td>0.4%</td><td>(0.1%)</td><td></td><td>25</td><td>7</td><td></td><td>£135</td><td>(£101)</td></t<>	Company 00230	Retained	£3,363	(£884)	(20.8%)	0.4%	(0.1%)		25	7		£135	(£101)
Company 00788 Retained E1,699 E344 125 001 C2% 0.1% 3 2 5556 (E1,556 E555 E557 E557 <td>Company 00312</td> <td>Retained</td> <td>£1,926</td> <td>(£834)</td> <td>(30.2%)</td> <td>0.2%</td> <td>(0.1%)</td> <td></td> <td>9</td> <td></td> <td></td> <td>£214</td> <td>(£180)</td>	Company 00312	Retained	£1,926	(£834)	(30.2%)	0.2%	(0.1%)		9			£214	(£180)
Bits Unities Retained £2,914 £1,019 5.5.78 0.4% 0.15 5 0 1.33 £55 Company 00512 Retained £2,126 £1,33 1.58,118 0.2% 0.135 6 5.0 64.03 7.27 (£105) Company 0055 Retained £2,134 £1,263 3.51.8% 0.2% 0.2% 8 7.7 2 61.0 7.22 61.2 7.22 61.2 7.21 6.2.63 1.51.8% 0.2% 0.2% 1.2 1.1 6.2.63 1.51.8% 0.4% 0.2% 1.2 1.1 2.2.6 (£1.93) 6.2.63 1.51.3% 0.3% 0.2% 1.2 1.1 1.2.0 6.3.0 1.3.1% 0.3% 0.3% 0.2% 1.2 1.1 1.2.0 6.2.0 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1	Company 00342	Retained	£204	(£521)	(71.9%)	0.0%	(0.1%)		1	(3)		£204	£23
Bits Unities Retained £2,914 £1,019 5.5.78 0.4% 0.15 5 0 1.33 £55 Company 00512 Retained £2,126 £1,33 1.58,118 0.2% 0.135 6 5.0 64.03 7.27 (£105) Company 0055 Retained £2,134 £1,263 3.51.8% 0.2% 0.2% 8 7.7 2 61.0 7.22 61.2 7.22 61.2 7.21 6.2.63 1.51.8% 0.2% 0.2% 1.2 1.1 6.2.63 1.51.8% 0.4% 0.2% 1.2 1.1 2.2.6 (£1.93) 6.2.63 1.51.3% 0.3% 0.2% 1.2 1.1 1.2.0 6.3.0 1.3.1% 0.3% 0.3% 0.2% 1.2 1.1 1.2.0 6.2.0 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1 7.2.1	m	_	-	-		_	~	-	~		~	~	
Bits Unifies Retained £2,914 £1,019 5.7,37 0.4% 0.1% 9 0 1.35 £35 Company 00512 Retained £2,126 £1,33 1.58,13< 0.2% 0.1% 5 0 6 5.7 Company 0055 Retained £2,126 £1,33 1.58,13< 0.2% 0.2% 8 7 1.26 [1,19] Company 0055 Retained £2,130 £1,60 3.51,18 0.2% 0.2% 8 7 1.26 [1,19] Company 0055 Retained £1,040 6.3,22 3.38 0.2% 0.2% 1.2 1.1 1.26 (1,10) 1.3% 1.3% 0.2% 1.2 1.1 1.26 [1,02] 1.1 1.10,2% 0.3% 0.2% 1.2 1.1 1.26 [1,02] 1.13 1.1 1.10,2% 0.3% 0.2% 1.2 1.1 1.26 [1,02] 1.10 1.10,2% 0.3% 0.2% 1.2 1.1 1.20 1.10<						1							
Company 00254 Retained £1.6.28 £1.245 33.5.% 0.2% 0.1% 5 0 27.1 (£102) Company 00112 Retained £1.91 £1.40 411.3% 0.2% 0.2% 3 2 £638 €256 €257 €266 €257 €256 €257 €256 €257 €256 €257 €250 €377 €30% 0.3% 0.3% 0.3 €1 €254 €257 €250 €377 €30% 0.4% 0.4% 9 8 €402 €377 €30% 0.5% 0.5% 16 14 €353 €377 €30% 0.5% 3<21	. ,												
Company 00121Retained£1,20£1,33105,1150.2%0.2%0.3%326435.267Company 00552Retained£2,130£1,663.61.9%0.2%0.2%872.26(£1.95)Company 0052Retained£5,41£3,119110.4%0.2%0.2%121112.2462,4012.19Company 0052Retained£5,41£3,213.0%11.90.5%12112.162.5472.507Company 00423Retained£6,83863,3227.04%0.9%0.4%0.7%112.01£5,072.507 <td></td>													
Company 00112 Retained f1.914 f1.940 f1.914 f1.940 f1.940 <t< td=""><td>. ,</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	. ,												
Company 00852 Retained f2,30 f1,69 361,9K 0.2% 0.2% 0.2% 0.5% 65 97 626 (f1) Company 00832 Retained f2,346 f2,731 110,9K 0.3% 0.2% 12 11 f264 f2103 f264 f2103 f264 f2013 f264 f263 f263 f263 f273 f264 f235 f263 f273 f264 f235 f255 f038 f33 f10 f274 f2166 f1103 f274 f2166 f1103 f274 f274 f138 f174 f13 39 f2166 f1103 f110 f138 f14 f138 f14 f10 f274 f274 f2645 f253 f1107<													
Company 00155 Retained 12,34 6,71,71 191.95 0.3% 0.2% 54 35 64.9 61.03 Company 00135 Retained 65,941 61,110.46 61,221 3.06 11.9% 0.5% 12 11 6284 (f1.03) Company 00013 Retained 61,802 61,322 3.06 11.9% 0.5% 12 (1) 64,012 61,													
company 00832 Retained £1,406 £2,089 15.8 0.4% 0.2% 12 11 12 12 12 12 12 12 12 13 2 16.9 16.90 1													
company 00072 Retained £5,941 £3,118 11.04% 0.05% 1.3 2 {6457 £0,79 Company 00013 Retained £5,038 £3,221 3.05% 0.05% 1.2 (1) £4,013 £4,013 £5,076 Company 00051 Retained £5,020 £5,555 14,153.05% 0.4% 0.5% </td <td></td>													
company 00013 Retained £10,146 £2,221 70.4% 0.9% 0.4% 2 (1)<			-										
Company 00433 Retained E5,032 7.04% 0.9% 0.4% 0.4% 9 8 E4,019 E3,075 Company 00315 Retained E5,620 E3,595 14,153.0% 0.5% 0.5% 0.5% 3 C11 E1,272 E1,815 Company 00177 Retained E15,932 E4,435 S25.5% 0.9% 0.5% 3 C11 E1,72 E1,815 Company 00134 Retained E15,932 E10,156 175.8% 1.7% 1.1% 1.3 2.9 E1,328 E2,328 E2,328 <td></td>													
Company 0051 Retained 63,620 63,550 6,556 0,556 0,556 0,556 16 11 12 64,002 1377 Company 00315 Retained 16,162 14,543 125,556 0,556 0,556 0,56 3 1,1 13 1,1 13,22 15,132 11,132 13,23 13,23 1,776 1,14 13,23 13,23 13,23 13,25 13,25 1,776 1,14 13,23 11,976 1,156 12,851 13,25 1,576 1,157 1,14 13,23 1,197 1,66 4,49 3,7 12,26													
Company 00315 Retained É 4,864 É 4,355 855.6% 0.5% 0.5% 16 14 E 404 E 500 Company 00377 Retained É 5,37 £ 4,44 1,138.1% 0.6% 0.5% 3 11 É 2,71 É 1,128 Company 0034 Retained É 15,32 £ 10,156 17.5% 1.7% 1.1% 12 0 É 1,328 E 848 6 84 Company 00185 Retained É 10,070 É 12,251 13.2% 11.9% 1.6% 449 37 É 2,864 É 10,27 É 2,854 E 2,845 E 2,846 É 10,27 E 2,864 É 10,27 E 2,864 É 10,27 E 2,864 É 10,27 E 2,846 É 10,27 E 2,846 É 10,27 E 2,846 É 10,27 E 2,846 É 11,27 E 2,846 É 10,27			-										
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Supplier Trends

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



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