

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			YoY Variance		
	No. Suppliers	Spend	Average Spend	No. Suppliers	Spend	Average Spend	No. Suppliers	Spend	Average Spend
New	82	£55.7k	£0.7k	78	£86.2k	£1.1k	5.1%	(35.3%)	(38.5%)
Existing	94	£866.0k	£9.2k	100	£851.5k	£8.5k	(6.0%)	1.7%	8.2%
Total	176	£921.8k	£5.2k	178	£937.7k	£5.3k	(1.1%)	(1.7%)	(0.6%)
Lapsed				84	£106.7k	£1.3k			
Retained				94	£831.0k	£8.8k		4.2%	4.2%
Total				178	£937.7k	£5.3k		(1.7%)	(0.6%)

Top 40 suppliers (ranked by spend this year)

Supplier name	Status	Spend			Spend		No. Transactions		Avg Value	
		TY	£	%	% / Tot.	%	TY	Var to LY	TY	Var to LY
Company 00079	Existing	£293,227	(£25,351)	(8.0%)	31.8%	(2.2%)	296	(50)	£991	£70
Company 00013	Existing	£110,146	£3,221	3.0%	11.9%	0.5%	12	(1)	£9,179	£954
Company 00185	Existing	£110,070	£12,851	13.2%	11.9%	1.6%	449	37	£245	£9
Company 00072	Existing	£57,783	£28,136	94.9%	6.3%	3.1%	24	11	£2,408	£127
Company 00001	Existing	£29,957	£889	3.1%	3.2%	0.1%	248	(416)	£121	£77
Company 00354	Existing	£26,563	(£4,732)	(15.1%)	2.9%	(0.5%)	61	4	£435	(£114)
Company 00789	Existing	£22,913	£15,855	224.6%	2.5%	1.7%	8	4	£2,864	£1,100
Company 00695	Existing	£16,836	(£215)	(1.3%)	1.8%	0.0%	11	0	£1,531	(£20)
Company 00134	Existing	£15,932	£10,156	175.8%	1.7%	1.1%	12	0	£1,328	£846
Company 00101	Existing	£14,276	£10,423	270.5%	1.5%	1.1%	39	29	£366	(£19)
Company 00761	Existing	£13,596	(£3,899)	(22.3%)	1.5%	(0.4%)	14	(15)	£971	£368
Company 00177	Existing	£8,162	£4,543	125.5%	0.9%	0.5%	3	(1)	£2,721	£1,816
Company 00423	Existing	£8,038	£3,322	70.4%	0.9%	0.4%	2	(3)	£4,019	£3,076
Company 00272	Existing	£7,700	(£7,195)	(48.3%)	0.8%	(0.8%)	3	(2)	£2,567	(£412)
World Pay	Existing	£7,243	£261	3.7%	0.8%	0.0%	48	1	£151	£2
Company 00100	New	£6,323			0.7%		2		£3,162	
Company 00792	Existing	£5,941	£3,118	110.4%	0.6%	0.3%	13	2	£457	£200
Company 00648	Existing	£5,868	£239	4.3%	0.6%	0.0%	15	7	£391	(£312)
Company 00253	Existing	£5,689	(£2,097)	(26.9%)	0.6%	(0.2%)	13	(3)	£438	(£49)
Company 00251	Existing	£5,336	£684	14.7%	0.6%	0.1%	10	3	£534	(£131)
Company 00557	Existing	£5,237	£4,814	1,138.1%	0.6%	0.5%	3	2	£1,746	£1,323
Company 00150	New	£5,231			0.6%		3		£1,744	
Company 00315	Existing	£4,864	£4,355	855.6%	0.5%	0.5%	16	14	£304	£50
Company 00783	Existing	£4,243	(£4,661)	(52.3%)	0.5%	(0.5%)	2	(2)	£2,121	(£105)
BES Utilities	Existing	£3,914	£1,019	35.2%	0.4%	0.1%	29	0	£135	£35
Company 00500	Existing	£3,760	(£2,811)	(42.8%)	0.4%	(0.3%)	12	(15)	£313	£70
Company 00951	Existing	£3,620	£3,595	14,153.0%	0.4%	0.4%	9	8	£402	£377
Company 00187	New	£3,618			0.4%		18		£201	
Company 00119	Existing	£3,579	£726	25.5%	0.4%	0.1%	365	0	£10	£2
Company 00832	Existing	£3,406	£2,089	158.7%	0.4%	0.2%	12	11	£284	(£1,033)
Company 00954	New	£3,403			0.4%		8		£425	
Company 00230	Existing	£3,363	(£884)	(20.8%)	0.4%	(0.1%)	25	7	£135	(£101)
Company 00200	Existing	£3,286	(£5,982)	(64.5%)	0.4%	(0.6%)	1	(2)	£3,286	£196
Company 00902	New	£3,162			0.3%		1		£3,162	
Company 00580	Existing	£2,887	(£5,948)	(67.3%)	0.3%	(0.6%)	25	(12)	£115	(£123)
Company 00854	New	£2,873			0.3%		4		£718	
Company 00532	Existing	£2,760	(£2,211)	(44.5%)	0.3%	(0.2%)	25	(19)	£110	(£3)
Company 00155	Existing	£2,634	£1,731	191.9%	0.3%	0.2%	54	35	£49	£1
Company 00469	Existing	£2,547	(£7,822)	(75.4%)	0.3%	(0.8%)	7	(8)	£364	(£327)
Vodafone	Existing	£2,507	£453	22.1%	0.3%	0.1%	36	16	£70	(£33)

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

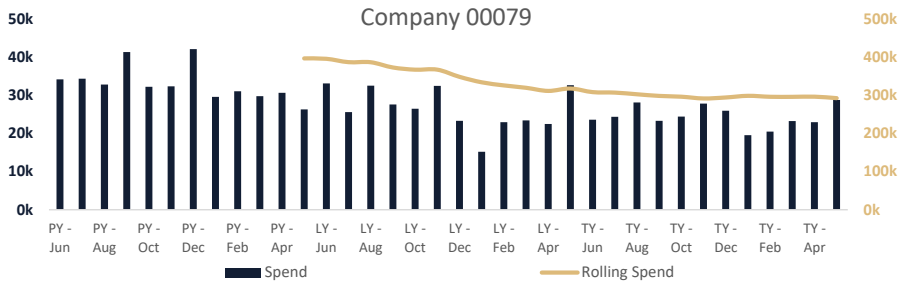
Supplier name	Status	Spend		Var to LY		Spend		Var to LY		No. Transactions		Avg Value	
		TY	£	%	% / Tot.	%	TY	Var to LY	TY	Var to LY			
Company 00469	Retained	£2,547	(£7,822)	(75.4%)	0.3%	(0.8%)	7	(8)	£364	(£327)			
Company 00272	Retained	£7,700	(£7,195)	(48.3%)	0.8%	(0.8%)	3	(2)	£2,567	(£412)			
Company 00200	Retained	£3,286	(£5,982)	(64.5%)	0.4%	(0.6%)	1	(2)	£3,286	£196			
Company 00580	Retained	£2,887	(£5,948)	(67.3%)	0.3%	(0.6%)	25	(12)	£115	(£123)			
Company 00354	Retained	£26,563	(£4,732)	(15.1%)	2.9%	(0.5%)	61	4	£435	(£114)			
Company 00783	Retained	£4,243	(£4,661)	(52.3%)	0.5%	(0.5%)	2	(2)	£2,121	(£105)			
Company 00761	Retained	£13,596	(£3,899)	(22.3%)	1.5%	(0.4%)	14	(15)	£971	£368			
Company 00095	Retained	£1,566	(£3,366)	(68.3%)	0.2%	(0.4%)	2	(6)	£783	£166			
Company 00025	Retained	£386	(£2,945)	(88.4%)	0.0%	(0.3%)	2	(64)	£193	£143			
Company 00500	Retained	£3,760	(£2,811)	(42.8%)	0.4%	(0.3%)	12	(15)	£313	£70			
Company 00203	Retained	(£340)	(£2,302)	(117.3%)	(0.0%)	(0.2%)	1	(2)	(£340)	(£994)			
Company 00532	Retained	£2,760	(£2,211)	(44.5%)	0.3%	(0.2%)	25	(19)	£110	(£3)			
Company 00253	Retained	£5,689	(£2,097)	(26.9%)	0.6%	(0.2%)	13	(3)	£438	(£49)			
Company 00194	Retained	£963	(£1,377)	(58.8%)	0.1%	(0.1%)	3	(4)	£321	(£13)			
Company 00295	Retained	£50	(£1,039)	(95.4%)	0.0%	(0.1%)	1	(6)	£50	(£105)			
Company 00123	Retained	£1,258	(£1,006)	(44.4%)	0.1%	(0.1%)	6	(6)	£210	£21			
Company 00344	Retained	£2,372	(£965)	(28.9%)	0.3%	(0.1%)	12	(4)	£198	(£11)			
Company 00230	Retained	£3,363	(£884)	(20.8%)	0.4%	(0.1%)	25	7	£135	(£101)			
Company 00312	Retained	£1,926	(£834)	(30.2%)	0.2%	(0.1%)	9	2	£214	(£180)			
Company 00342	Retained	£204	(£521)	(71.9%)	0.0%	(0.1%)	1	(3)	£204	£23			
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Company 00788	Retained	£1,699	£944	125.0%	0.2%	0.1%	3	2	£566	(£189)			
BES Utilities	Retained	£3,914	£1,019	35.2%	0.4%	0.1%	29	0	£135	£35			
Company 00254	Retained	£1,628	£1,254	335.5%	0.2%	0.1%	6	5	£271	(£102)			
Company 00812	Retained	£2,126	£1,333	168.1%	0.2%	0.1%	5	0	£425	£267			
Company 00112	Retained	£1,914	£1,540	411.3%	0.2%	0.2%	3	2	£638	£264			
Company 00852	Retained	£2,130	£1,669	361.9%	0.2%	0.2%	8	7	£266	(£195)			
Company 00155	Retained	£2,634	£1,731	191.9%	0.3%	0.2%	54	35	£49	£1			
Company 00832	Retained	£3,406	£2,089	158.7%	0.4%	0.2%	12	11	£284	(£1,033)			
Company 00792	Retained	£5,941	£3,118	110.4%	0.6%	0.3%	13	2	£457	£200			
Company 00013	Retained	£110,146	£3,221	3.0%	11.9%	0.5%	12	(1)	£9,179	£954			
Company 00423	Retained	£8,038	£3,322	70.4%	0.9%	0.4%	2	(3)	£4,019	£3,076			
Company 00951	Retained	£3,620	£3,595	14,153.0%	0.4%	0.4%	9	8	£402	£377			
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Company 00185	Retained	£110,070	£12,851	13.2%	11.9%	1.6%	449	37	£245	£9			
Company 00789	Retained	£22,913	£15,855	224.6%	2.5%	1.7%	8	4	£2,864	£1,100			
Company 00072	Retained	£57,783	£28,136	94.9%	6.3%	3.1%	24	11	£2,408	£127			

Top 25 New Suppliers (ranked by spend)	Spend TY	% / Tot.	Trans'n TY	Avg Value
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

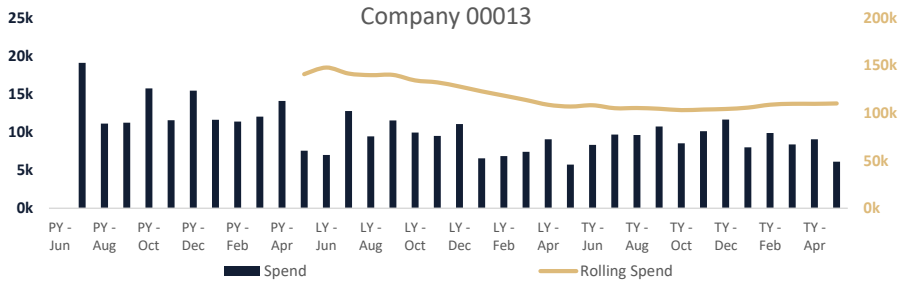
Top 25 Lapsed Suppliers (ranked by spend)	Spend LY	% / Tot.	Trans'n LY	Avg Value
Company 00059	£22,849	2.4%	9	£2,539
Company 00224	£19,273	2.1%	7	£2,753
Company 00705	£8,553	0.9%	5	£1,711
Company 00408	£6,874	0.7%	8	£859
Company 00188	£6,662	0.7%	3	£2,221
Company 00103	£5,287	0.6%	2	£2,644
Company 00504	£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

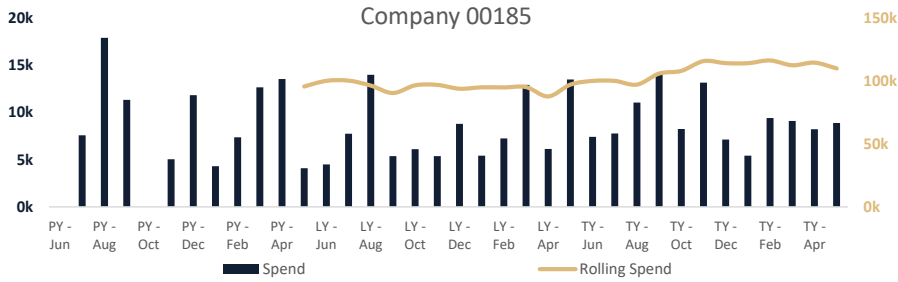
The charts and tables below display the spend KPIs for each of your top 5 suppliers over the past 3 years



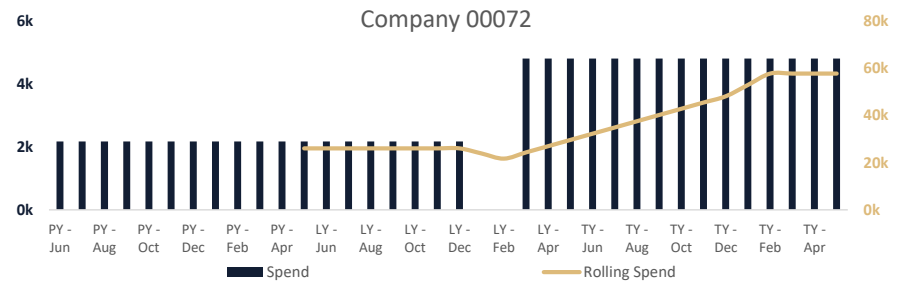
	Spend	Trans'n	Avg Value
Current Year	£293.2k	296	£990.63
Last Year	£318.6k	346	£920.75
Previous Year	£397.6k	431	£922.58



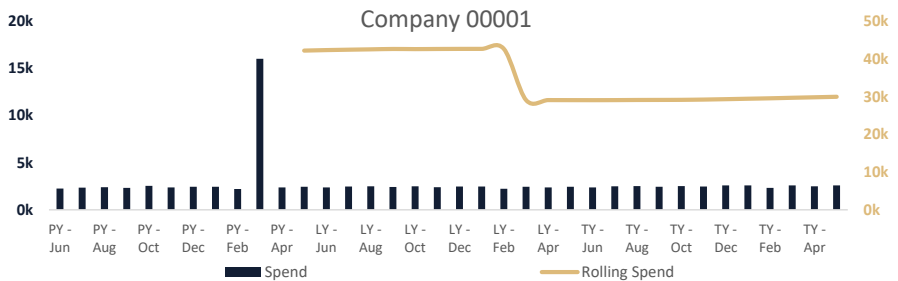
	Spend	Trans'n	Avg Value
Current Year	£110.1k	12	£9,178.85
Last Year	£106.9k	13	£8,225.04
Previous Year	£140.9k	13	£10,840.34



	Spend	Trans'n	Avg Value
Current Year	£110.1k	449	£245.14
Last Year	£97.2k	412	£235.97
Previous Year	£95.7k	300	£319.03



	Spend	Trans'n	Avg Value
Current Year	£57.8k	24	£2,407.61
Last Year	£29.6k	13	£2,280.51
Previous Year	£26.1k	12	£2,171.56



	Spend	Trans'n	Avg Value
Current Year	£30.0k	248	£120.79
Last Year	£29.1k	664	£43.78
Previous Year	£42.2k	542	£77.85

This report has been produced using data within your accounting system and is provided for information purposes only to aid decision making. No liability can be accepted for loss or unforeseen impact incurred due to actions taken as a result of the information or comments displayed within it.