

2024 Procurement Intelligence

Compared to 2023

TOTAL SPEND

\$11,508K

▲10% from 2023

TOTAL QUANTITY

\$350K

▼-0.5% from 2023

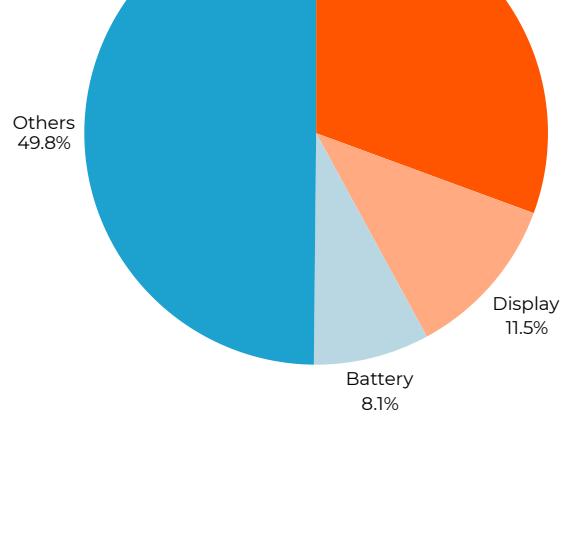
SUPPLIERS

10

Remain unchanged from 2023

SPEND CONCENTRATION

FEW COMPONENTS DRIVE HALF THE BUDGET



Top 3 categories (**Frame, Display, Battery**) ≈ 49% of total spend (\$10.78 M).

Cost optimisations or contract renegotiations in these products can significantly lift margins.



EXTREME SUPPLIER DEPENDENCY

Our procurement spend is highly concentrated among a small group of suppliers. The top five vendors:

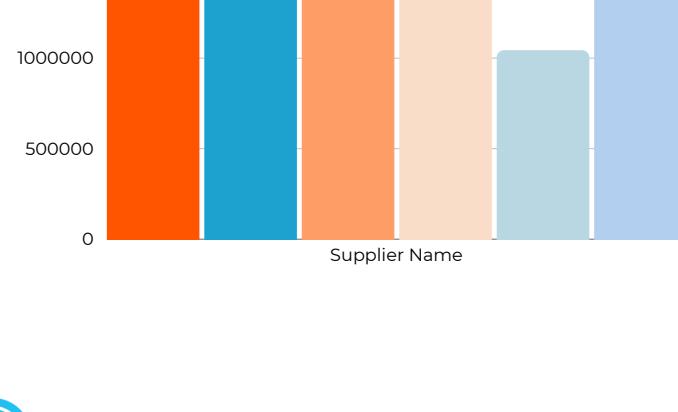
Melbourne Mechanics, Redgum Systems, Koala Electronics, Tasmanian Traders, and Coral Coast Technologies

account for roughly 63% of total spend in 2024.

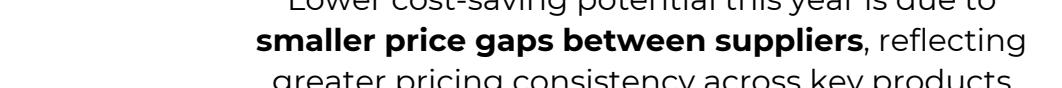
● Melbourne Mechanics ● Koala Electronics

● Tasmanian Traders ● Redgum Systems

● Great Southern Supplies ● Other



COST-SAVING OPPORTUNITIES



▼-26%

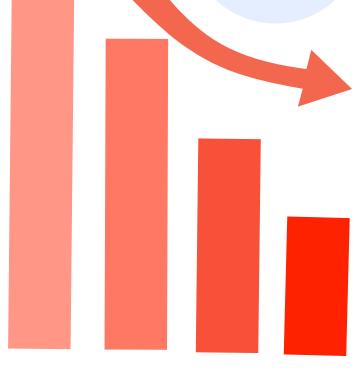
Lower cost-saving potential this year is due to **smaller price gaps between suppliers**, reflecting greater pricing consistency across key products

SEASONAL PROCUREMENT PATTERN

PREDICTABLE PEAKS AND DIPS

Spending **spikes** in Mar-Apr and Jun-Oct, dips in Jan-Mar & Apr-Jun.

-> Strategic Value: Use quiet periods (e.g. March, etc) to negotiate pricing and plan cash flow



PRODUCT PRICE VARIANCE AMONG SUPPLIERS

Outback Engineering offers the best prices for both **Carbon and Aluminium Gravel Frames**, while **Sunstate Components** is the most expensive, showing gaps of \$260 and \$168 respectively.

This highlights strong potential to standardise pricing, negotiate better supplier deals, and improve overall procurement efficiency.

