

# 2024 Procurement Intelligence

Compared to 2023

## TOTAL SPEND

\$11,508K

▲10% from 2023

## TOTAL QUANTITY

\$350K

▼-0.5% from 2023

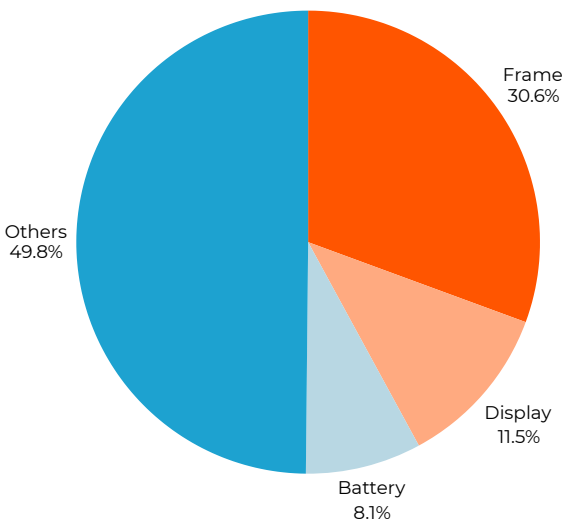
## SUPPLIERS

10

Remain unchanged from 2023

## SPEND CONCENTRATION

FEW COMPONENTS DRIVE HALF THE BUDGET

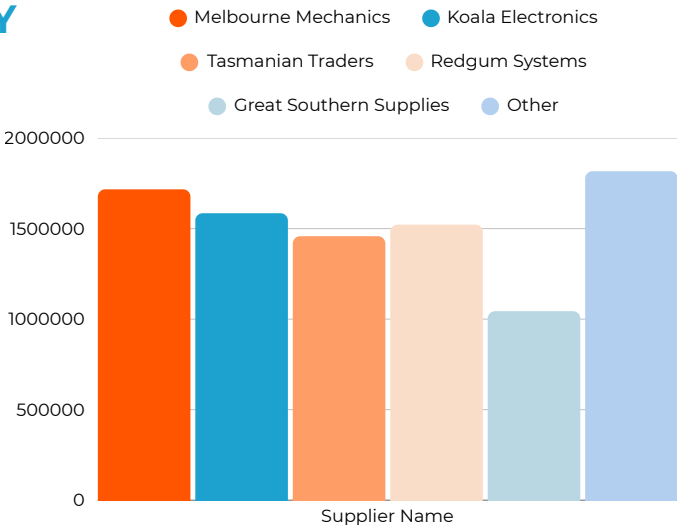


Top 3 categories (**Frame, Display, Battery**) ≈ 49% of total spend (\$10.78 M).  
Cost optimisations or contract renegotiations in these products can significantly lift margins.



## 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.



## COST-SAVING OPPORTUNITIES



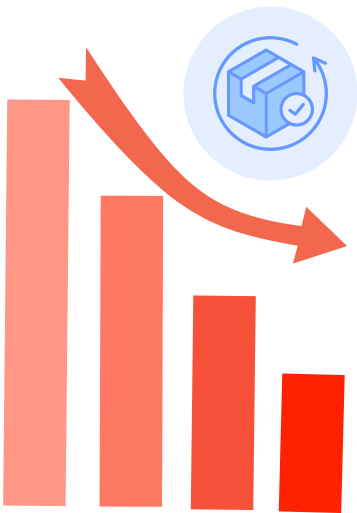
▼-26%

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.

