

Scanmarket
by **UNIT4**

eAuction savings report

Q2 2024



eAuction savings report

Every quarter, Unit4 reports on statistics covering insights into the savings performed by Scanmarket by Unit4 eAuctions executed globally. The statistics are provided for procurement professionals who wish to better understand and optimize their businesses to achieve higher savings and efficiency.

Unit4 has been reporting these statistics each quarter since 2006, and they continue to be a highly valuable data asset to gain insights into categories and strategic sourcing trends.

Q2 2024 commentary

The second quarter of 2024 concluded with a slightly higher average savings when compared to Q1. Q2 ended at **10.09%**, with a slight increase in savings from 9.25% in Q1.

As predicted in the last quarter's commentary, the average savings rate is now back and above the 10% mark. We saw a both higher activity and better savings upon conclusion of the second quarter.

The number of eAuctions executed in Q2 grew with almost 20% (19.57%) from Q1 of 2024, which again indicates a strong uptick in activity and is similar to previous years' seasonalities.


We still hear from customers that eAuctions are seen as a reliable source of savings and price optimization across various categories.

Diving into the category volumes, the top-10 categories had a little variation over Q1. The top two stayed unchanged while the remaining categories shifted. Interestingly, two new categories entered the top-10 : *Chemical Product and Clothing*. The top three categories in Q2 were *Services*, *Construction*, and *Iron & Metals*. Once again, *Services* reclaimed the lead as the most-auctioned category, delivering solid savings of **11.17%**.

Noteworthy savings performers for Q2 were *Electrical and Telecommunication Equipment* with a remarkable **47.37%** savings rate, and *Iron & Metals* with **32.35%**. *Ingredients for food production* suffered as price pressure mounted, thus concluding Q2 in tenth place with a negative savings rate of **-1.14%**.

As Q2 concluded, Scanmarket by Unit4 reported a savings rate of **10.09%**, reaffirming the buyers' embrace of eAuctions to counter inflationary pressures and secure better category prices. The results of Q3 are eagerly awaited to see if the activity and savings potential will continue to rise.

Stay tuned for the upcoming quarterly savings report in October.



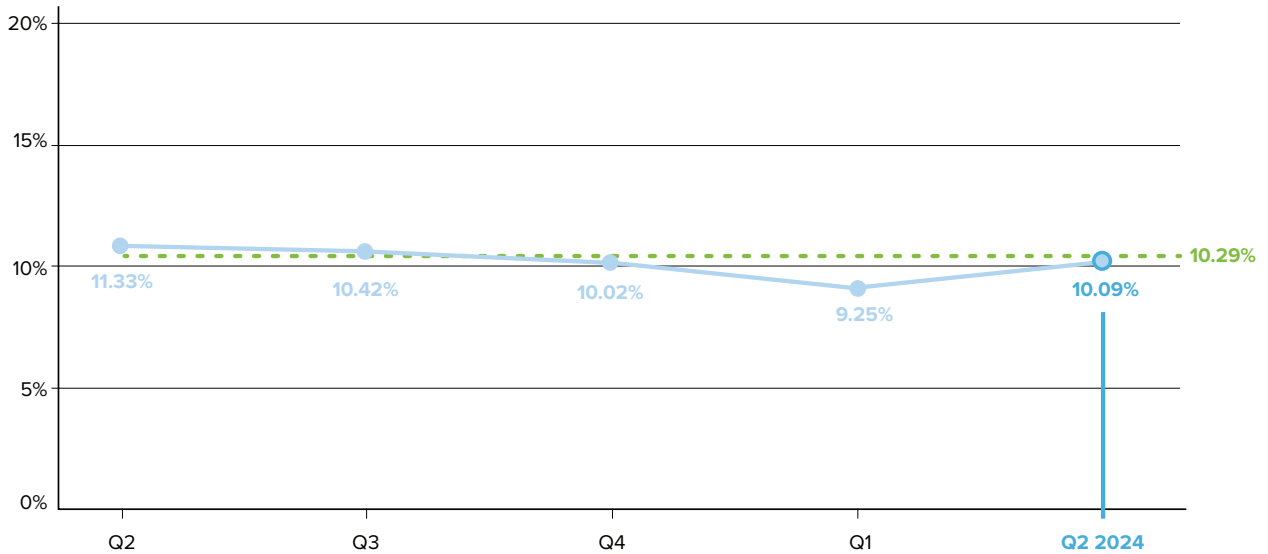
10.09%
2nd quarter 2024

The average savings realized in Q2 increased to 10.09% from 9.25% in Q1 2024.

Compared to Q2 of 2023, we saw a decrease from 11.33%.

Rolling five quarters of auction savings

The following chart illustrates the **past five quarters of average savings across all categories** ranging from Q2 of 2023 to Q2 of 2024. The dotted line indicates the weighted average savings achieved over the five quarters.

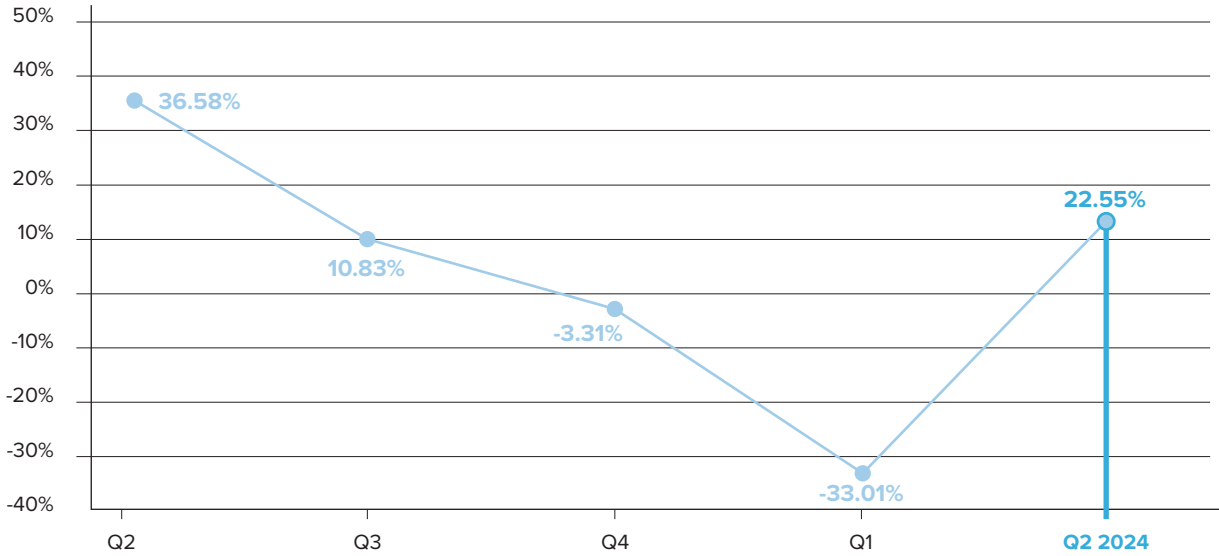


Source: Unit4 (2024)



Rolling five quarters of auction growth

This chart illustrates the **past five quarters of average auction growth from quarter to quarter across all categories** ranging from Q2 of 2023 to Q2 of 2024 (both included).



Source: Unit4 (2024)

Quarter over quarter

The following chart shows 2024 quarters compared to 2023 quarters in terms of average savings for all categories in each quarter.

Q2 of 2024 achieved 10.09% savings on average across all categories vs. 11.33% in Q2 of 2023.



Source: Unit4 (2024)

Categories

The ten best performing categories are reported every quarter, and we rank these categories by volume (number of auctions in the quarter) and by the savings achieved in the various categories.

Top 10 categories by volume

This table shows the top 10 highest performing categories in terms of auction volume during the first quarter of 2024.

Rank	Chg.	Prev.	Category area	% savings
1	-	1	Services (temporary labour, cleaning, IT & security services, etc.)	11.17%
2	-	2	Construction & repair (flooring, damage control, engineering, rebuilding etc.)	14.22%
3	▲	4	Iron & metals (tools, spare parts, cables, screws, etc.)	32.35%
4	▲	8	Retail - non food (bags, cleaning, textiles, appliances, lamp oil etc.)	7.22%
5	-	5	Electrical & telecommunication equipment (mobile phones, batteries, scanners, electrical wires, etc.)	47.37%
6	▼	3	Industrial machinery (assembly lines, injection moulding machines, etc.)	6.02%
7	▼	6	Freight & transportation (sea, land & air)	3.33%
8	New		Chemical products (chemicals, Paint, Cleaning appliances etc.)	1.71%
9	New		Clothing (safety Equipment, Working clothes & shoes, bags, gloves etc.)	1.92%
10	▼	7	Ingredients for food production (additives, flour, sugar, vegetables etc.)	-1.14%

Left top-10 since last quarter

9	Packaging materials (cardboard, foils, tape, pallets, labels etc.)
10	Marketing materials, services & advertising (assorted materials, assorted services)

Source: Unit4 (2024)

Scanmarket by Unit4

Scanmarket by Unit4 is a source-to-contract software provider that develops advanced functionalities in an effortless design. Our S2C solution is attuned to meet the needs of procurement, legal and finance professionals. We take ownership of customer success with experts at your fingertips to drive user adoption. Digitalize your business with technology that is built to be used.



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