

eAuction savings report

Q4 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.

Q4 2024 commentary

The fourth quarter of 2024 marked a shift in eAuction savings performance, with the average savings rate decreasing to **7.63%**, down from **19.56%** in Q3 and **10.02%** in Q4 of 2023. Despite this decline, auction activity remained robust, demonstrating the continued relevance of eAuctions as a strategic tool for cost optimization.

Auction volumes held steady in Q4, with no changes in the top 10 categories compared to the previous quarter. This stability highlights the sustained demand for competitive bidding across key procurement areas.

Among the top-performing categories, Services and Construction & Repair maintained their leading positions, with savings rates of **8.41%** and **17.50%**, respectively. Retail – Non-Food saw notable upward movement, rising to third place despite a modest savings rate of **0.08%**. Meanwhile, Industrial Machinery and Electrical & Telecommunication Equipment experienced slight declines in ranking, reporting savings of **3.79%** and **5.54%**.

Packaging Materials and Freight & Transportation both gained momentum, moving up the rankings to seventh and eighth place, achieving savings of **23.13%** and **8.16%**, respectively. Marketing Materials, Services & Advertising remained in the top 10 with an impressive savings rate of **21.08%**.

While the overall savings rate declined in Q4, the stable category rankings and continued auction participation reinforce the value of eAuctions in navigating dynamic market conditions.

As we move into 2025, attention will turn to whether savings rates can rebound and how category trends will evolve in response to shifting economic factors.

Stay tuned for the upcoming quarterly savings report in March.

7.63%

4th quarter 2024

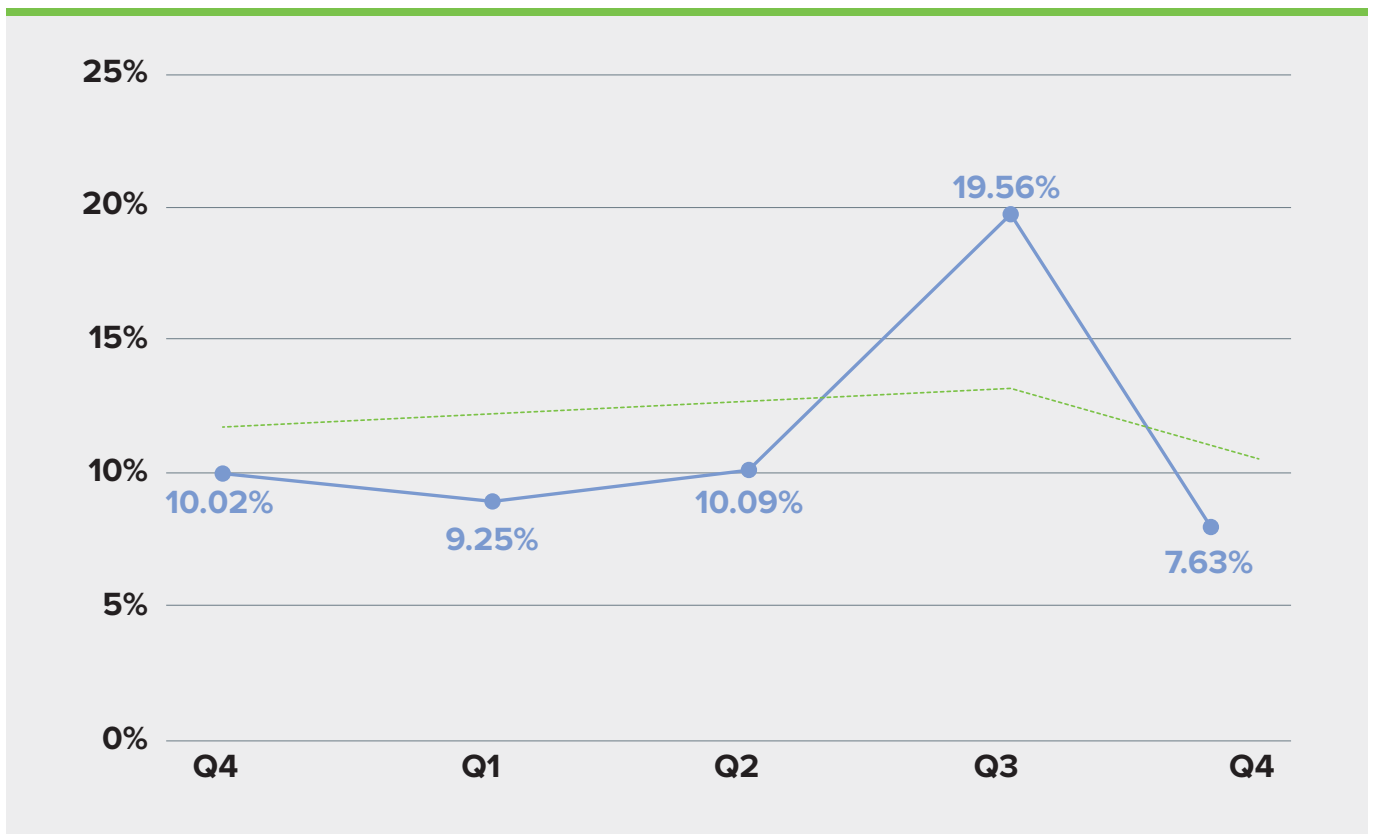
The average savings realized in Q4 decreased to **7.63%** from **19.56%** in Q3 2024

Compared to Q4 of 2023, we saw a slight decrease from **10.02%**.



Rolling five quarters of auction savings

The following chart illustrates the past five quarters of average savings across all categories ranging from Q4 of 2023 to Q4 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 Q4 of 2023 to Q4 of 2024 (both included).

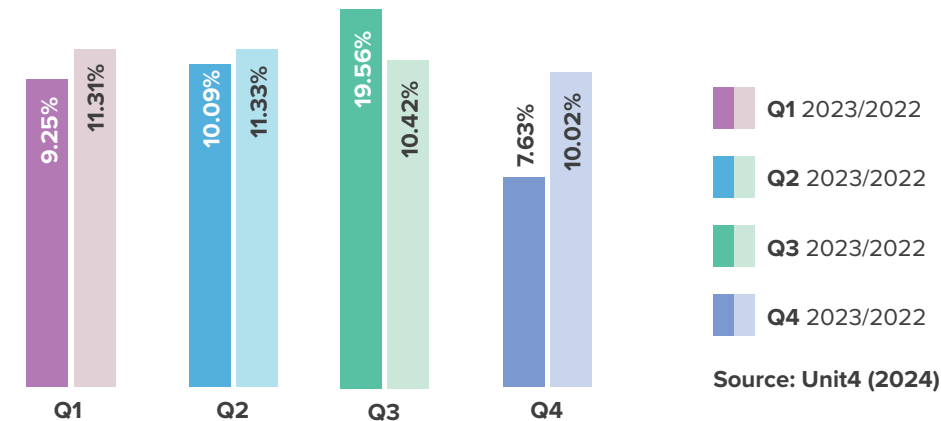


Source: Unit4 (2024)

Quarter over quarter

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

Q4 of 2024 achieved 7.63% savings on average across all categories vs. 10.02% in Q4 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.

10.42%

Average savings
for all categories

Top 10 categories by volume

This table shows the top 10 highest performing categories in terms of auction volume during the fourth quarter of 2024. No categories left the top 10 in Q4 when compared to the previous quarter.

| Rank | Chg. | Prev. | Category area | % savings |
|------|------|-------|---|-----------|
| 1 | - | 1 | Services (Temporary labour, cleaning, IT & security services, etc.) | 8.41% |
| 2 | - | 2 | Construction & repair (flooring, damage control, engineering, rebuilding etc.) | 17.50% |
| 3 | ▲ | 6 | Retail - non food (bags, cleaning, textiles, appliances, lamp oil etc.) | 0.08% |
| 4 | ▼ | 3 | Industrial machinery (assembly lines, injection moulding machines, etc.) | 3.79% |
| 5 | ▼ | 4 | Electrical & telecommunication equipment (mobile phones, batteries, scanners, electrical wires, etc.) | 5.54% |
| 6 | ▼ | 5 | Iron and Metals (Tools, spare parts, cables, screws, etc.) | 10.85% |
| 7 | ▲ | 8 | Packaging Materials (Cardboard, foils, tape, pallets, labels etc.) | 3.40% |
| 8 | ▲ | 10 | Freight & Transportation (Sea, land & air) | 8.16% |
| 9 | ▼ | 7 | Ingredients for food production (additives, flour, sugar, vegetables etc.) | 3.11% |
| 10 | ▼ | 9 | Marketing Materials, Services & Advertising | 8.50% |

Source: Unit4 (2024)

Scanmarket

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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