UNIT4
In business for people

eAuction savings report

Q2 2022

eAuction savings report

Every quarter, Scanmarket reports on statistics covering insights into the savings performed by 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.

Scanmarket 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.

2nd quarter 2022

The average savings realized in Q2 dropped to 2.82% from 4.96% in Q1. Compared to Q2 of 2021, we saw a drop from 5.44%.

2.82%

Q1 2022 commentary

Volume

In recent times, we've seen an increase in the number of auctions being conducted, and the second quarter of 2022 was no different. Despite purchasing challenges globally, the total number of auctions conducted in Q2 of 2022 was up almost 38% compared to Q2 of 2021.

Savings

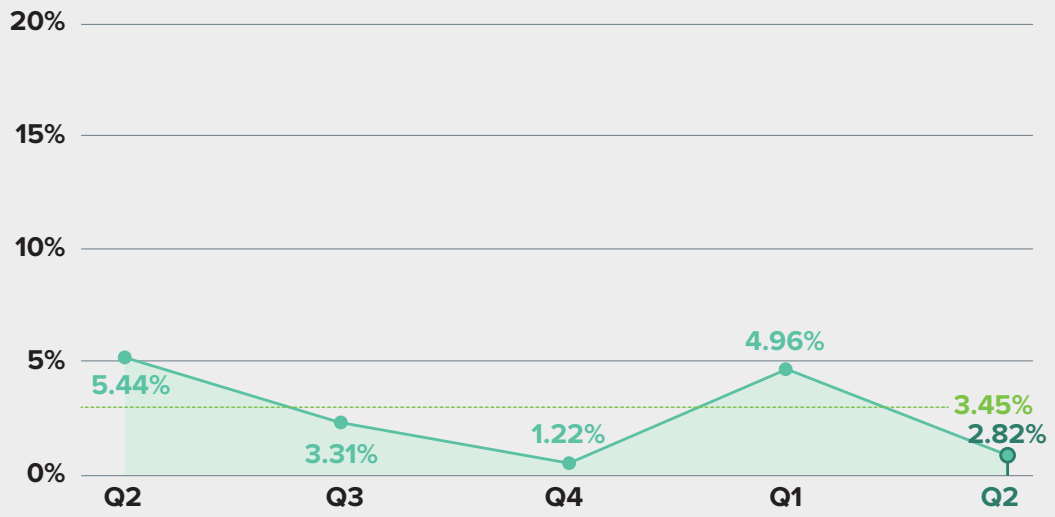
The first quarter of 2022 set e-auctions on a course to recovery with almost 5% saved (vs. current price) recorded across all categories. Savings for the second quarter came in at 2.82%. While this figure is lower than the first quarter, the top 10 most auctioned categories look incredibly healthy.

Categories

On a top 10 category-by-category basis, Q2 of 2022 has been the most positive data set since before the surge in global commodity prices in 2020. The remaining categories were a selection of heavy hitters that underperformed compared to previous quarters, which skewed the overall impact, suggesting a poorer outlook than many categories would currently suggest. For example, a number of food categories underperformed against normal levels, but the second quarter saw some standout performances such as 19.65% savings (vs. current price) within the **Iron and Metals** category. **IT Equipment** returned to the top 10 in Q2 with savings of 8% within the quarter. Those of you who have purchased electrical equipment in recent times have felt first-hand the ongoing effects of the microchip shortage. For instance, the Sony PlayStation console is retailing around $700 years after its initial $300 release.

Rolling five quarters of auction savings

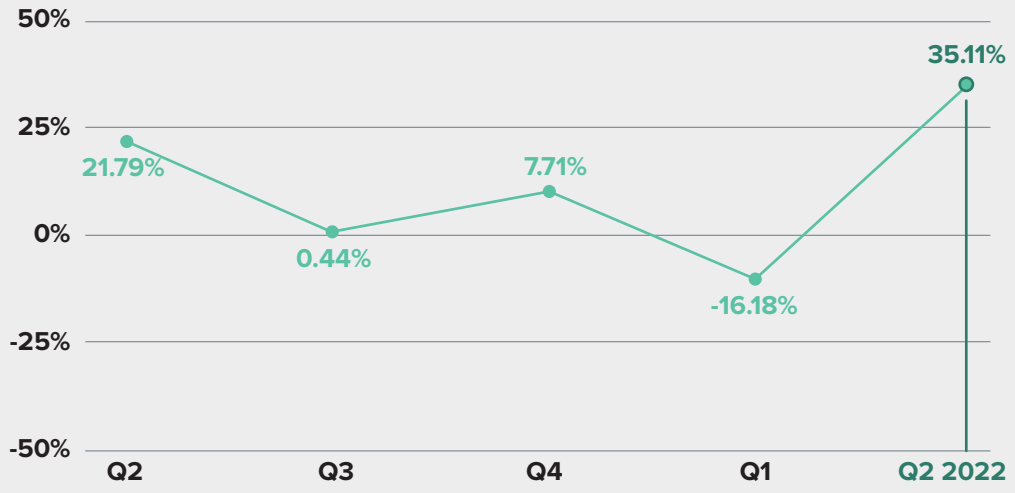
The following chart illustrates the past five quarters of average savings across all categories ranging from Q2 of 2021 to Q2 of 2022. The dotted line indicates the weighted average savings achieved over the five quarters.



Source: Scanmarket (2022)

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 2021 to Q2 of 2022 (both included).



Source: Scanmarket (2022)

Quarter over quarter

The following chart shows 2022 quarters compared to 2021 quarters. 2022 is compared to 2021 in terms of average savings for all categories in each quarter.

Q2 of 2022 achieved 2.82% savings on average across all categories vs. 5.44% in Q2 of 2021.

Source: Scanmarket (2022)

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 2022.

Rank	Chg.	Prev.	Category area	% Savings
1	-	1	Services (temporary labour, cleaning, IT & security services, etc.)	4.33%
2	▲	4	Construction & repair (flooring, damage control, engineering, rebuilding, etc.)	6.32%
3	-	3	Industrial machinery (assembly lines, injection moulding machines, etc.)	12.95%
4	▼	2	Iron and metals (tools, spare parts, cables, screws, etc.)	19.65%
5	▲	7	Retail – non food (bags, cleaning, textiles, appliances, lamp oil etc.)	-0.41%
6	▼	5	Electrical and telecommuniaction equipment (mobile phones, batteries, scanners, electrical wires, etc.)	12.66%
7	▼	6	Office supplies and furniture (paper, prints, toner, usb stocks etc.)	9.22%
8	-	8	Freight & transportation (sea, land & air)	5.49%
9	New	-	Chemical products (chemicals, paint, cleaning appliances, etc.)	3.62%
10	-	10	Packing materials (cardboard, foils, tape, pallets, labels, etc.)	10.02%
Left top-10 since last quarter				
		9	IT equipment (stationary, laptops, printers, flat screens, projectors etc.)	

Source: Scanmarket (2022)

2.82%

Average savings for all catergories

Scanmarket

Scanmarket is an industry leading Source-to-Contract software provider that delivers superior results in savings, transparency and efficiency to hundreds of organizations globally. Known for its ease of use and expert support, Scanmarket increases user adoption by more than 300% on average. Whether it is Spend Analytics, eRFx, eAuction, Contract Management, Project Management, Supply Base Management, or Consultancy Services, we can help your organization get the results you need.

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