



Q4 2021 eAuction Savings Report

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.

Q4 2021

Commentary

Volume

Q4 of 2021 saw an increase of almost 37% on the number of auctions conducted in the same quarter of the previous year. This is incredibly significant given the nature of the previous year when so many organizations emerged back into the market following months of economic shutdown from the pandemic.

Savings

Savings in Q4 of 2021 were heavily impacted by the ongoing effects of hyper-inflation across major worldwide economies, but overall savings remained positive at 1.22%.

Categories

At a category level, Services remained the most auctioned category once again with average savings of 8.61% in Q4 of 2021. Significant savings were also realized within Iron & Metals at 9.71% and office supplies at 11.37%. The toughest categories for savings observed in our top 10 most auctioned categories were Food Production with -8.74% and Industrial Machinery with -5.45% vs. current price.

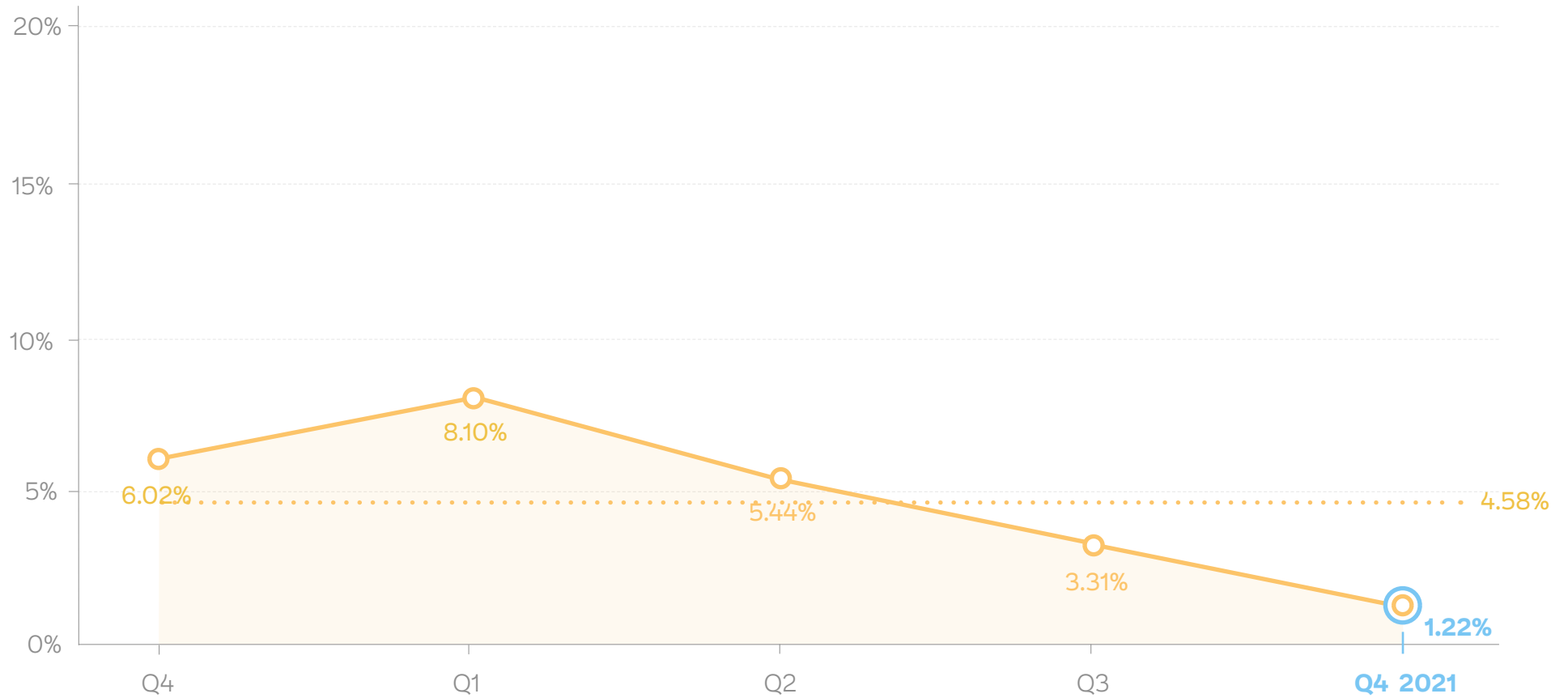
4TH QUARTER 2021

The average savings realized in Q4 dropped to a level of 1.22%, coming from a savings of 3.31% in Q3. Compared to Q4 of 2020 we also see a dramatic drop from 6.02%.

1.22%

ROLLING FIVE QUARTERS OF AUCTION SAVINGS

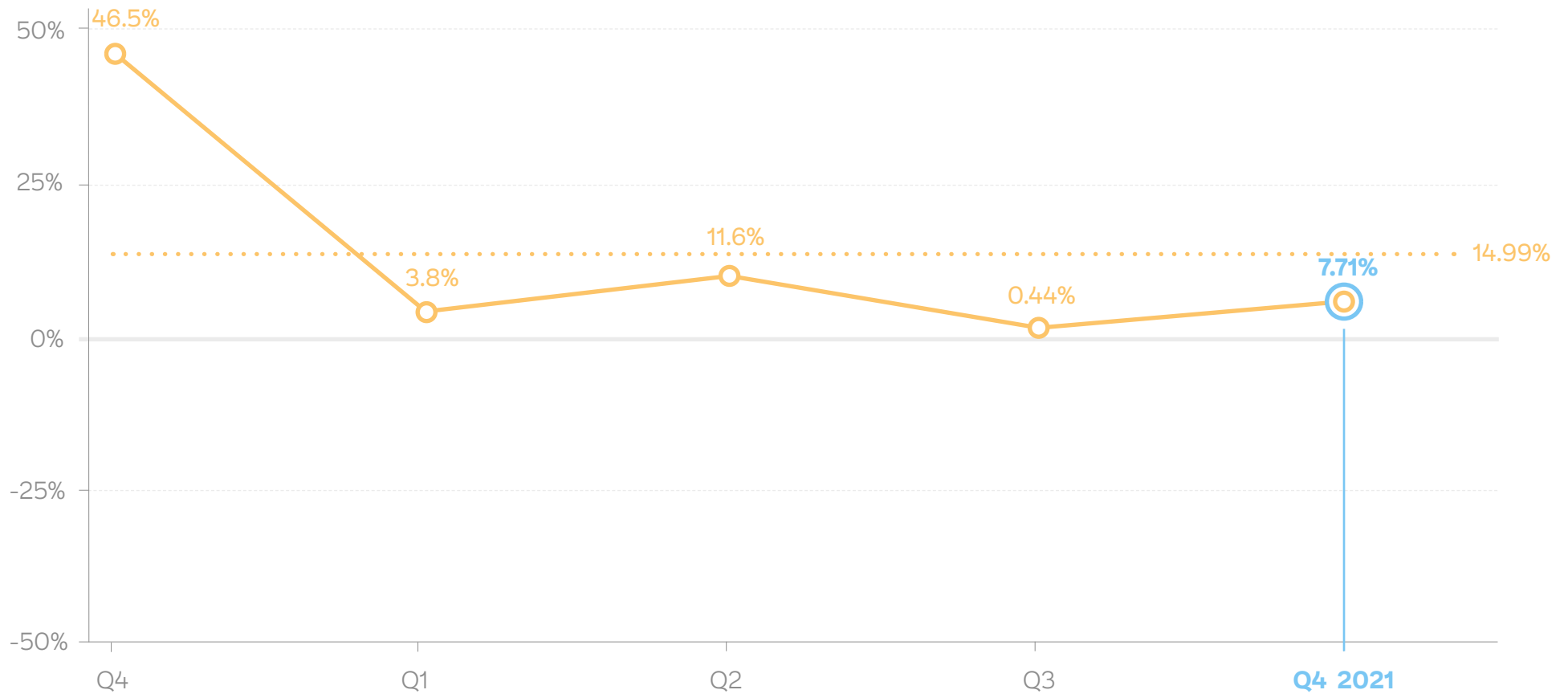
This chart illustrates the past five quarters of average savings across all categories ranging from Q4 of 2020 to Q4 of 2021. The dotted line indicates the weighted average savings achieved over the five quarters.



Source: Scanmarket (2021)

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 2020 to Q4 of 2021 (both included). The dotted line indicates the moving weighted average growth achieved over the five quarters.



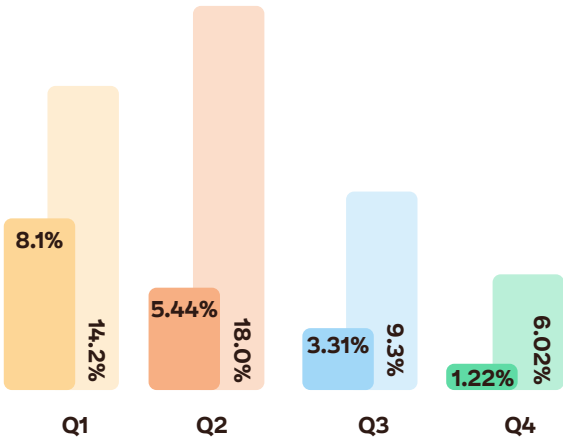
Source: Scanmarket (2021)

QUARTER OVER QUARTER

This chart shows this year's quarters compared to the previous year's quarters. Here, 2021 is compared to 2020 in terms of average savings for all categories in each quarter.

Q4 2021 achieved 1.22% savings on average across all categories versus 6.02% in Q4 of 2020.

- Q1 2021/2020
- Q2 2021/2020
- Q3 2021/2020
- Q4 2021/2020



Source: Scanmarket (2021)

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 fourth quarter of 2021.

Rank	Chg.	Prev.	Category area	% Savings
1	-	1	Services (Temporary Labour, Cleaning, IT & Security Services etc.)	8.61%
2	-	2	Iron and Metals (Tools, Spare Parts, Cables, Screws, etc.)	9.71%
3	▲	5	Industrial Machinery (Assembly lines, Injection moulding machines, etc.)	-5.45%
4	▼	3	Construction and Repair (Flooring, Damage Control, Engineering, Rebuilding etc.)	0.83%
5	▼	4	Electrical and Telecommunication Equipment (Mobile Phones, Batteries, Scanners, Electrical Wires, etc.)	7.78%
6	▲	7	Office Supplies and Furniture (Paper, Prints, toner, USB Stocks etc.)	11.37%
7	▲	8	Packaging Materials (Cardboard, Foils, Tape, Pallets, Labels etc.)	6.34%
8	▼	6	Freight & Transportation (Sea, Land & Air)	2.50%
9	-	9	IT Equipment (Stationary, Laptops, Printers, Flat Screens, Projectors etc.)	6.20%
10	New	-	Ingredients for food production (Additives, Flour, Sugar, Vegetables etc.)	-8.74%

Left top-10 since last quarter

10 Chemical Products (Chemicals, Paint, Cleaning appliances etc.)

1.22%
Average savings for all categories

Source: Scanmarket (2021)



Scanmarket

Scanmarket is a source-to-contract software provider that develops advanced functionalities in an effortless design. Originating from the needs of the end user, Scanmarket's S2C solution is attuned to meet the needs of the procurement professional. We take ownership of customer success with experts at your fingertips to drive user adoption. Digitalize your upstream procurement functions with technology that is built to be used.