



# CompleatProcure Spend Category Savings Analysis





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achieve the extraordinary.**





## Real analysis, real savings.

A picture is worth a thousand words, but what about a detailed table of cost savings? A million? A billion? You can't wait to dive headfirst into the analysis below, can you? In fact, I bet you skipped this section entirely and went straight for the numbers!

We compiled this data to provide a guide on the potential savings that can be achieved by most organizations through improved purchasing processes, delivered through CompleatProcure applications & services.

The report is based on the average savings that have been achieved for organizations over the past 10 years. However, the actual savings potential for any organization will also be dependent on their geographic location, current level of spend within each category, & whether a cost benefit analysis has been conducted in recent years.

Our CompleatProcure spend data extraction, applications, & services enable organizations to engage with Compleat & undertake a spend review to quantify the potential savings available to their organization through improved purchasing & procurement.

## CompleatProcure Category Savings Analysis

Category ID	Name	Sub Sector / Category	% Saving Average	Total Sector Saving %
1	Advertising, Media & Marketing	Newspapers / Publishers	45.86%	25.30%
		Advertising & Media	4.74%	
2	Construction & Engineering	Engineering (Light)	6.85%	11.10%
		Engineering (Heavy)	7.78%	
		Manufacture	10.23%	
		Architects	26.32%	
		Builders	0.26%	
		Construction	15.13%	





Category ID	Name	Sub Sector / Category	% Saving Average	Total Sector Saving %
3	Energy & Utilities	Electricity	5.81%	10.30%
		Gas	14.53%	
		Fuel	3.68%	
		Water	18.97%	
		Renewables	22.00%	
		Energy Compliance	5.10%	
		LPG	2.00%	
5	Facilities	Facilities Management	17.00%	11.63%
		Security Services	5.10%	
		Premises	5.15%	
		Contract Cleaning	5.92%	
		Cleaning & Janitorial Supplies	25.22%	
		Pest Control	5.10%	
		Health & Safety	17.00%	
		Workwear, Uniform, and PPE	19.36%	
		Archive Storage	11.07%	
		Maintenance, Repair, and Operations	5.34%	
		6	Fleet	
Fuel Cards	2.20%			
Vehicle Dealerships & Auto Repairs	6.14%			
7	ICT	Wireless Mobile Communications	35.43%	27.68%
		Fixed Line Communications	35.73%	
		Data Networking Infrastructures	44.81%	
		Communications Equipment & Maintenance	40.01%	
		IT Consumables	5.10%	
		IT Software & Licensing	14.80%	
		IT Support & Consultancy	17.90%	
8	Industrial Services	Equipment, Maintenance & Repair	10.82%	10.82%
9	Training, Learning, Development & Research		0.00%	0.00%



Category ID	Name	Sub Sector / Category	% Saving Average	Total Sector Saving %
10	Logistics, Transport & Couriers	Couriers (UK & International Distribution)	18.71%	11.31%
		Wholesale / Storage & Distribution	6.06%	
		Freight & Warehousing (UK & International)	4.48%	
		Packaging (All Types)	15.99%	
12	Medical – Human & Animal	Medical Devices	0.00%	4.32%
		Medical Consumables	4.32%	
13	Office Solutions	Office Supplies & Stationery	26.10%	24.56%
		Postage & Delivery	35.24%	
		Franking & Mailroom	22.34%	
		Furniture	14.56%	
15	Staff / Human Resources	Staff / Human Resources	28.40%	28.91%
		Recruitment	29.42%	
16	Print and Print Management	Photocopiers & Print Solutions	30.52%	27.42%
		Print – Commercial & Marketing	37.49%	
		Printed gifts / merchandise / GNFR	14.26%	
17	Professional Services (Consultancy)		23.56%	23.56%
18	Professional Services (Other)	Insurances	3.20%	14.66%
		Solicitors / Barristers	15.74%	
		Estate Agents	25.05%	
20	Social Care			
21	Travel	Travel	0.22%	0.22%
22	Waste Management	Waste & Waste Management Systems	36.66%	12.37%
		Confidential Waste & Shredding	0.91%	
		Hazardous & Clinical Waste Management		
		Waste Water & Sewerage	11.92%	
23	Housing			
24	Rental			
25	Unclassified / Other	Leisure & Recreation	9.35%	9.35%
26	Horticultural			



Category ID	Name	Sub Sector / Category	% Saving Average	Total Sector Saving %
27	Charity		11.21%	
28	Finance	Merchant Cards	14.89%	8.83%
		Invoice Finance		
		Bank Charges		
		Foreign Exchange		
		Making Tax Digital		
		Credit Insurance		
		Cash & Security Handling		
		Funding / Financial	1.20%	
		Accountancy Fees & Systems		
		Financial Services	10.40%	
28	Hospitality & Catering	Catering	17.21%	8.17%
		Drinks & Vending	12.23%	
		Kitchen		
		Food Manufacture / Caterers	3.25%	

## See it in action.

Watch our Spend Analysis overview video today to learn more about how we collected this information, and how we can provide you with even more insights to help you save more on what you already buy.



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Company Registered in England and Wales, Number 3659980 | Head office: 30  
Stamford Street, London, SE1 9LQ, United Kingdom | VAT Number 750814735