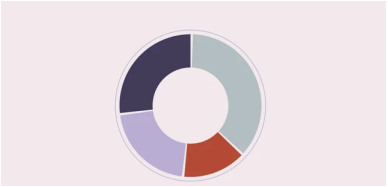
Supplier concentration *review*



We analyse 12 months of spend to identify dependency on suppliers and propose mitigation options.

Who it helps

Buyers, bid managers and SME suppliers

The problem to solve

Several small purchases can add up to dependence on one supplier that teams would struggle to replace.

Working through the brief

1. **Reconcile twelve months of spend**

   Gather the agreed inputs. Current supplier records, operating requirements and the review period.

2. **Examine supplier dependencies**

   Track “Supplier or category” and “Spend exposure” together so the reviewer can connect the source information to the result.

3. **Outline mitigation options**

   Use the spend analysis to identify where to investigate alternatives or plan continuity measures.

4. **Check the scope at handover**

   Supplier contracts, tender submission and commercial approval stay with the client.

Worked example

Several products depend on one sub-supplier. Record the shared dependency even when the direct suppliers differ.

Read the service scope / BID-016

Sparkle Solutions Group Ltd.

info@sparklesolgroup.com +44 20 3307 6468 sparklesolgroup.com

71-75 Shelton Street, Covent Garden, London, WC2H 9JQ, United Kingdom