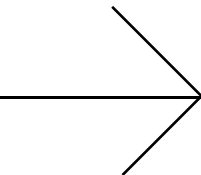
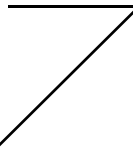


From Insight to Impact: Using Predictive Analytics and Real-Time Dashboards in Government Procurement

Enhancing procurement with data-driven decision tools





Context and Challenges in Government Procurement



About Today

Data is the Key To Improvement

“If you don’t measure it, you cannot improve it”

Peter Drucker



The Procurement Reality Today

Market Volatility and Supplier Challenges

Increasing Govt demands for increased productivity, budget limitations global uncertainty.

Price Volatility Impact

Price fluctuations in sectors like construction, ICT, energy, and health complicate cost forecasting and budget management.

Fragmented Reporting Systems

Procurement reporting is spread across many systems, creating duplication and inconsistent data sets.

Operational Risks and Strategic Limits

Data reconciliation demands slow decisions and raise risks, limiting strategic procurement capabilities.



Why Visibility Matters in Procurement

Foundation for Governance

Visibility enables effective procurement governance by providing timely, consolidated insights for risk and performance management.

Early Risk Detection

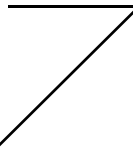
High visibility allows early identification of supplier risks, price changes, and compliance gaps before they escalate.

Consistency Across Teams

Visibility ensures all teams work from the same information, reducing conflicts and improving coordination.

Proactive Procurement Strategy

Improved visibility shifts procurement from reactive to proactive, enhancing outcomes and strategic confidence.



Using Analytics and Dashboards to Improve Outcomes

What “Visibility in One Place” Really Means

Integrated Procurement Dashboard

Combines multiple data sources into a single unified view for comprehensive procurement insights.

Interrelated Risk and Performance

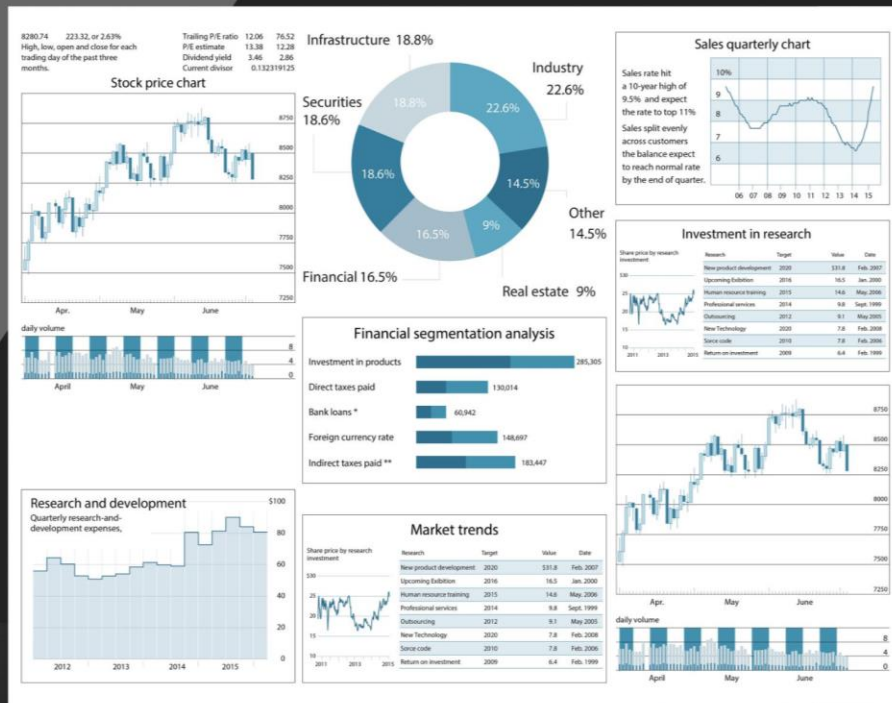
Highlights how supplier risk, price volatility, and delivery performance influence each other in procurement.

Role-Based Information Access

Supports tailored views for contract managers, category leads, and executives based on relevance.

Accurate Decision Support

Provides the right information at the right time, reducing errors and enabling confident governance.



Predictive Analytics: Anticipating Problems Early

Early Problem Detection

Predictive analytics identifies early warning signals like supplier performance decline and delivery delays using historical and external data.

Enhancing Risk Assessment

It supports structured risk assessments by reducing reliance on subjective judgement and focusing on evidence-based insights.

Prioritizing Monitoring Efforts

Predictive models highlight suppliers, contracts, and categories that require closer monitoring for potential issues.

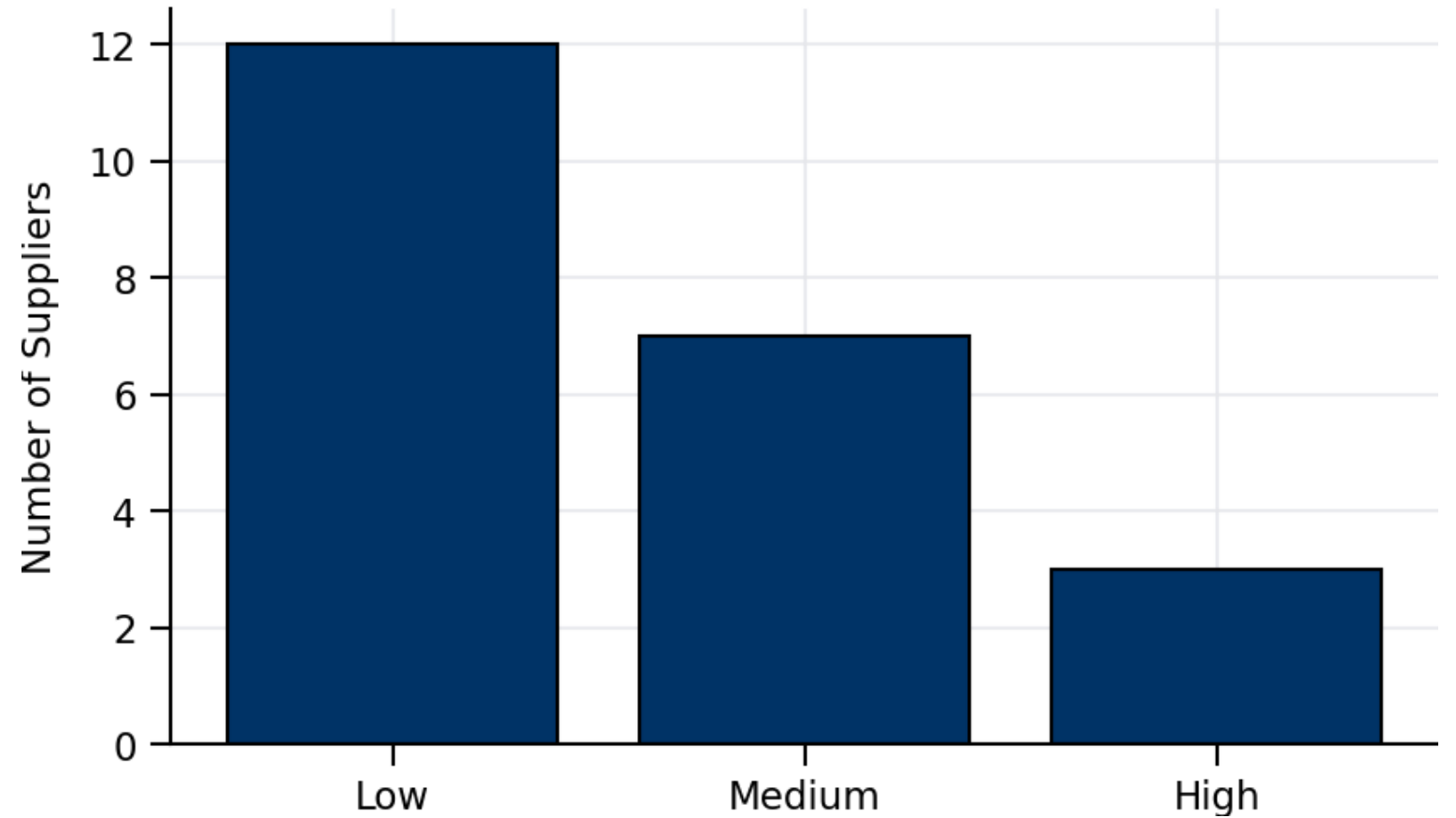
Augmenting Decision Making

Predictive analytics provides forward-looking insights that enhance professional judgment and supports proactive procurement management.



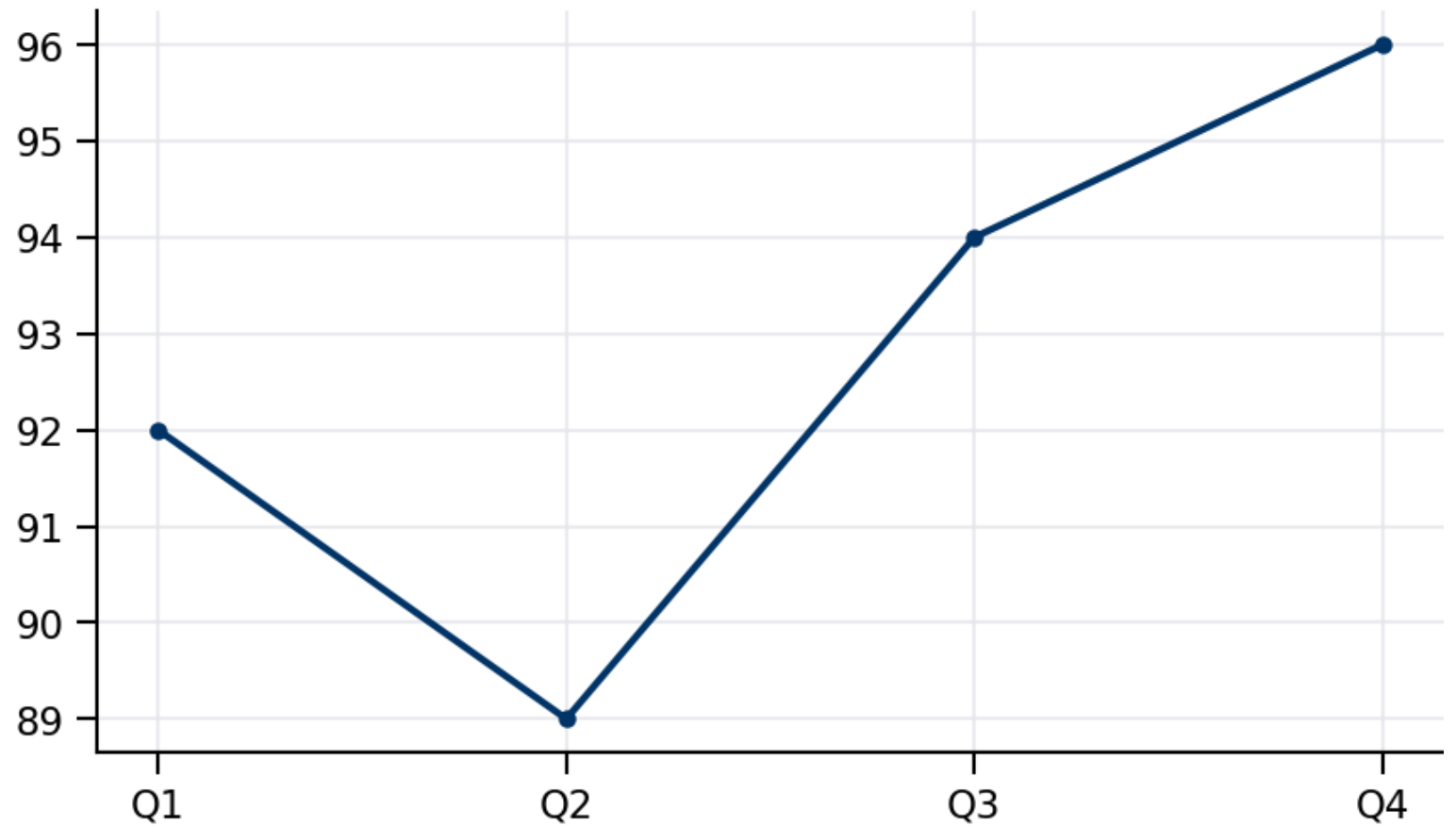
Example: Supplier Risk Dashboard

Supplier Risk Overview



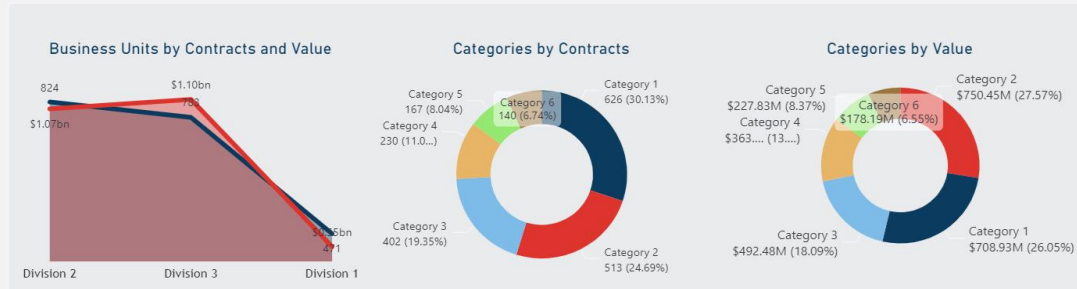
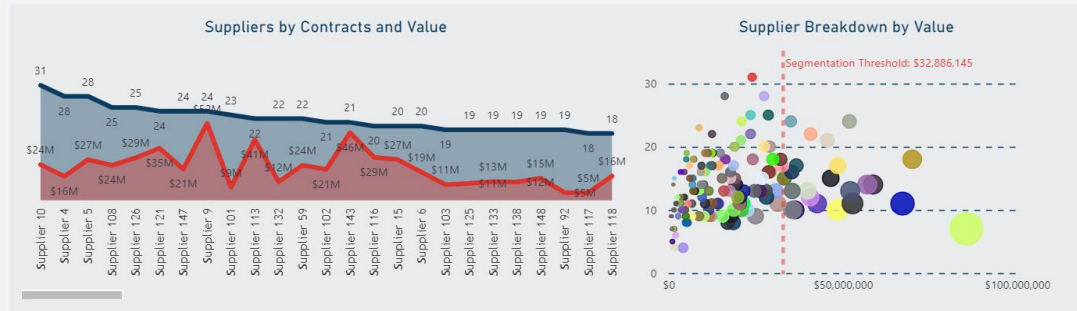
Example: Delivery Performance Dashboard

On-Time Delivery Performance (%)



Amount \$2,721,795,227	No. of Contracts 2,078	No. of Suppliers 150	Validated Count 100%
No. of Sub-Categories 25	Avg. per Contract \$1,309,815	Avg. per Supplier \$18,145,302	Validated Spend 100%

Supplier	Financial Year	Business Unit / Divis...	Category	Spend Range	Cost Centre
All	All	All	All	All	All



Supplier analysis Dashboard

Amount (current FY)
\$1,360,266,598

No. of Contracts
1,060

No. of Categories
25

Maverick Spend
\$219,491,328

Change from Previous FY
(\$1,262,031)

No. of Suppliers
150

Tail Suppliers
62.0%

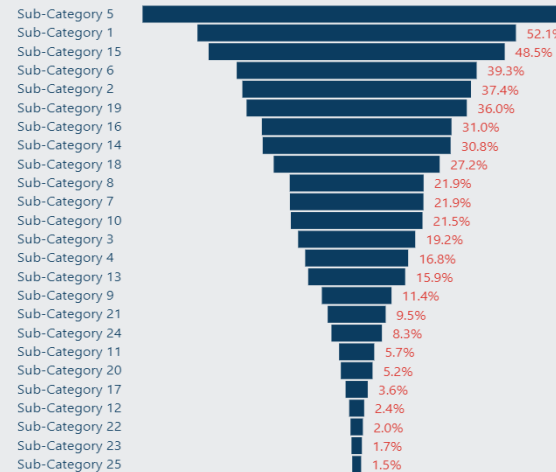
Opportunities for Quick Wins
4 Sub-Categories

Supplier: All | Financial Year: 2021/2022 | Business Unit / Divis...: All | Category: All | Segmentation Perce...: 50% | Tail Spend Value: 20%

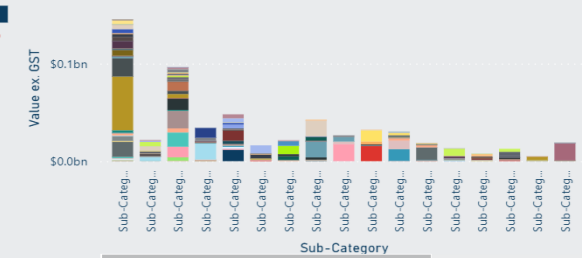
Category	Spend (Curr FY)	Change from Prev FY	Spend Score	# Suppliers	# Contracts	Tail Suppliers	Tail Score	Maverick Spend	Maverick Spend Score	Overall Opportunity Score	Overall Opportunity Score Rating
Category 2	\$418,093,931	\$85,736,362	100.0%	117	260	83.8%	88.9%	\$22,569,095	58.2%	78.9%	High
Sub-Category 5	\$255,916,064	\$28,596,570	11.6%	105	180	84.8%	80.8%	\$22,056,749	100.0%	74.6%	High
Sub-Category 6	\$162,177,867	\$57,139,792	100.0%	64	80	92.2%	72.2%	\$512,346	23.4%	58.2%	Medium
Category 1	\$313,292,358	(\$82,349,153)	0.0%	127	318	76.4%	84.7%	\$52,350,209	90.3%	70.0%	High
Sub-Category 1	\$151,220,793	(\$1,549,609)	0.0%	90	130	86.7%	100.0%	\$16,294,432	87.4%	74.9%	High
Sub-Category 2	\$87,815,661	(\$2,587,757)	0.0%	66	85	78.8%	38.0%	\$21,810,947	82.7%	48.3%	Medium
Sub-Category 4	\$32,721,290	\$9,532,985	100.0%	34	40	79.4%	16.3%	\$9,541,010	37.3%	41.4%	Medium
Sub-Category 3	\$41,534,614	(\$87,744,772)	0.0%	48	63	83.3%	31.1%	\$4,703,820	35.0%	26.4%	Low
Category 4	\$192,460,126	\$20,999,039	11.6%	87	121	88.5%	69.0%	\$64,993,221	69.0%	57.5%	Medium
Sub-Category 15	\$60,194,127	\$54,969,034	100.0%	17	18	94.1%	73.1%	\$19,824,047	62.7%	74.3%	High
Sub-Category 14	\$39,349,093	\$5,588,350	0.2%	35	38	85.7%	61.9%	\$25,008,323	98.7%	64.3%	High
Sub-Category 13	\$61,638,893	(\$30,731,775)	0.0%	37	39	89.2%	83.3%	\$1,844,186	53.7%	54.8%	Medium
Sub-Category 16	\$25,773,799	\$23,931,418	53.8%	13	13	92.3%	35.3%	\$17,741,158	52.1%	45.7%	Medium
Sub-Category 17	\$5,504,214	(\$32,757,988)	0.0%	12	13	75.0%	18.3%	\$575,507	17.8%	14.4%	Very Low
Category 5	\$130,171,356	\$32,515,484	49.0%	68	92	86.8%	41.4%	\$40,095,699	45.3%	44.5%	Medium
Sub-Category 19	\$90,045,912	\$54,022,269	100.0%	36	40	86.1%	88.5%	\$23,487,239	88.5%	90.8%	Very Hi...
Sub-Category 18	\$40,125,444	(\$21,506,785)	0.0%	42	52	85.7%	70.8%	\$16,608,460	85.4%	62.5%	High
Category 3	\$244,784,956	(\$2,905,763)	0.0%	112	203	81.3%	41.3%	\$28,327,796	53.7%	38.0%	Low
Total	\$1,360,266,598	(\$1,262,031)		150	1060	62.0%		\$219,491,328			

Supplier Analysis

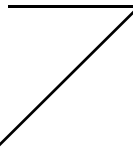
Overall Opportunity Score by Sub-Category



Value ex. GST by Sub-Category and Supplier



Threshold	Value	Value %	# Contracts	% Contracts
1. <\$500k	\$103,305,968	7.59%	762	71.89%
2. \$500k-\$1m	\$100,457,447	7.39%	132	12.45%
3. \$1m-\$5m	\$329,981,015	24.26%	115	10.85%
4. \$5m-\$10m	\$101,293,711	7.45%	13	1.23%
5. >\$10m	\$725,228,457	53.32%	38	3.58%
Total	\$1,360,266,598	100.00%	1060	100.00%



Performance, Reporting, and Decision-Making

Monitoring Delivery Performance with Accuracy



Consistent Performance Tracking

Integrated tools enable consistent tracking of milestones and service levels across contracts and suppliers.

Early Identification of Issues

Consistent monitoring helps detect early trends in underperformance, allowing timely supplier engagement.

Strengthened Governance and Audit Trails

Accurate data provides clear audit trails supporting governance and public sector assurance requirements.

Holistic Risk and Compliance Analysis

Linking performance with risk and compliance indicators helps prioritize supplier improvements effectively.

Strengthening Decision-Making Across Teams

Shared View of Risk and Performance

Common understanding of risk, performance, and compliance leads to consistent and timely procurement decisions.

Integrated Analytics and Dashboards

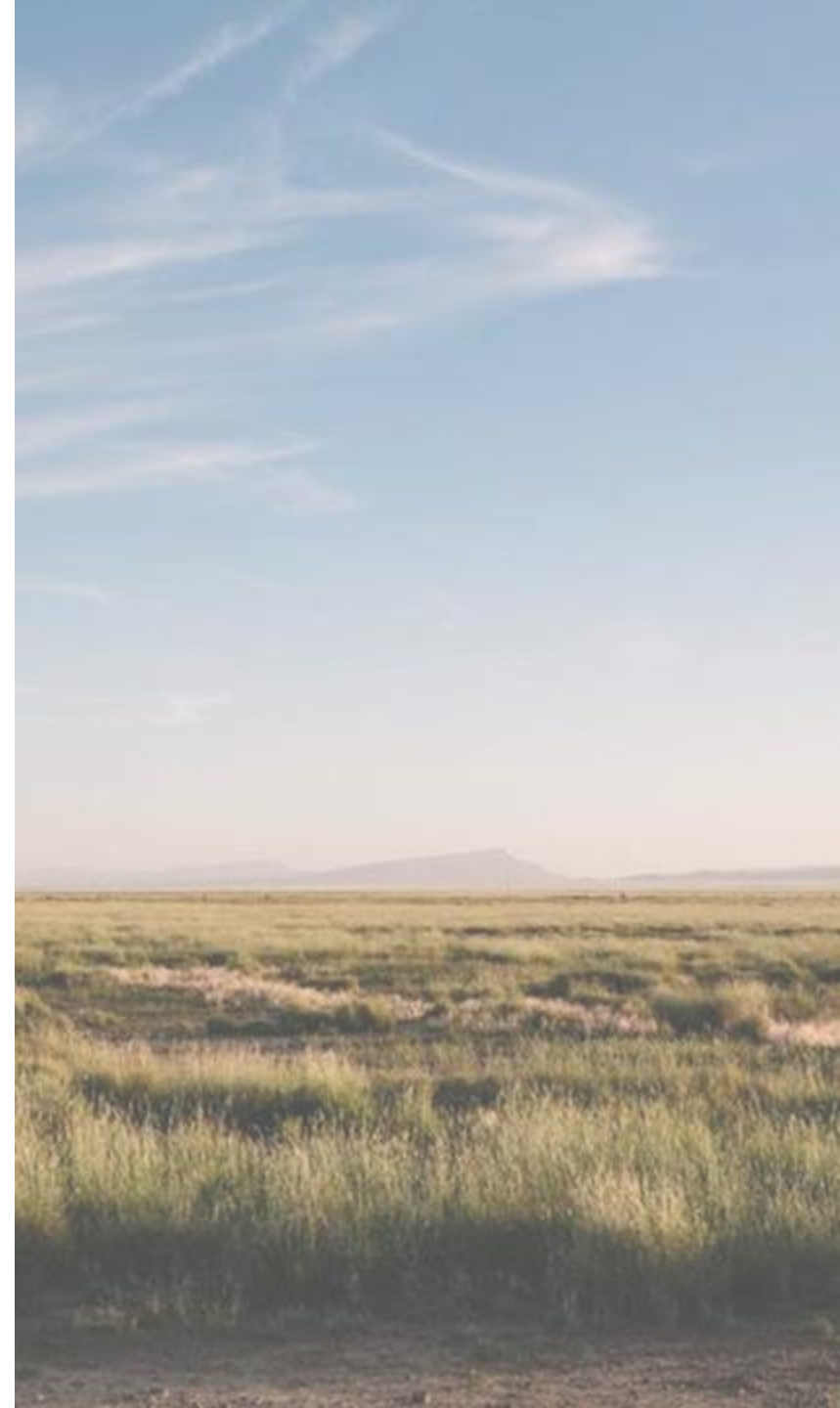
Analytics tools provide a shared evidence base and a common language for discussing priorities across teams.

Improved Governance and Visibility

Stronger decision-making enhances governance by offering leaders visibility of risks and assurance of controls.

Strategic Procurement Partnership

Enhanced decision-making increases procurement's credibility and its role as a strategic partner delivering public value.



Key Takeaways and Closing Messages

Visibility Enables Impact

Visibility through analytics empowers teams to anticipate issues and monitor delivery performance effectively.

Proactive Insight-Led Procurement

Shift from reactive management to proactive, insight-driven procurement improves responsiveness and outcomes.

Strategic Enabler for Improvement

Investing in visibility and analytics strengthens governance, risk management, and decision confidence in procurement.

