

Claude3 Opus Sales Report
Procurement, '12 vs '13
Prepared: 21 April 2024

This report uses charts designed according to the International Business Communication Standards (IBCS) to ensure clarity, consistency, and information density.

Key elements:

1. **Consistent chart design:** All charts follow a uniform design, making it easier for readers to understand and compare data across different visualizations. This includes consistent use of fonts, sizes, and positioning of elements.
2. **Simplified and focused content:** Charts are designed to be easily readable, with a focus on essential information. Unnecessary decorative elements are avoided to maintain clarity.
3. **Proper labeling and titling:** Each chart includes clear, descriptive titles and labels to ensure that the data is easily understood without additional context.
4. **Standardized notation:** IBCS-compliant charts use standardized notation for elements such as time periods, units, and scenarios, making the information more accessible and comparable.

The following conventions are used throughout the report:

- **Black** represents actual values for the current year
- **Grey** represents data from the previous year
- **Red** indicates negative or "bad" performance
- **Green** indicates positive or "good" performance
- **"PY"** is used to denote the previous year values
- **"AC"** refers to the actual current year values
- **Underscore "_"** is used to represent year-to-date data
- **Tilde "~"** indicates a rolling year or 12-month period

Executive summary

Index

At a glance

Sales breakdown

Data insights

Trends

Backup

Cost Breakdown

In 2013, our procurement costs increased significantly, with direct procurement accounting for 55% of the total. Indirect goods, services, and hardware made up 80% of the sub-category dimension. Price adjustments were the main driver behind the \$61.4 million CAD increase, while units and mix had a negative impact. High-tier vendors, manufacturing and maintenance-related commodities, and dealings with US and Mexican vendors saw the biggest cost surges.

Regional Analysis

The Platinum tier leads procurement costs across all regions. The US dominates the Direct category, while Mexico excels in Indirect. The Indirect category experienced the highest growth at 81%, driven by exceptional rates in Mexico and the Rest of the World. Despite low unit prices, the Direct category, particularly Hardware, contributes the most to overall costs due to high volume.

Strategic Insights

Our sales report reveals diverse cost and discount strategies across commodities. Some focus on higher discounts for competitiveness, while others maintain strong costs with minimal discounts. A few key items significantly influence discounts and costs, making them strategically important for managing discounts and boosting cost efficiency. However, there are some inefficiencies or mismatches in pricing or acquiring costs compared to the discounts provided. Most data points show a clear trend of volume discounts or bulk purchasing efficiencies.

Growth and Efficiency

From 2012 to 2013, we experienced significant growth, with costs rising 56.5% and units sold increasing 38.6%. This was driven by a shift towards higher-tier vendors and the maturation of the 2012 vendor cohort. However, this growth came at the expense of cost efficiency. Our aggressive spending in the first half of 2013 was followed by a sharp pullback in the second half. Moving forward, we should focus on implementing more consistent cost management strategies to maintain growth while improving efficiency.

Executive summary

Index

At a glance

Sales breakdown

Data insights

Trends

Backup

At a glance: The company's procurement costs rose significantly from 2012 to 2013, with direct procurement accounting for 55% of total costs and indirect goods, services, and hardware making up 80% of the sub-category dimension. Price adjustments drove the majority of the \$61.4 million CAD increase in business costs, while units and mix had a negative impact. Procurement costs surged for high-tier vendors, manufacturing and maintenance-related commodities, and dealings with US and Mexican vendors, with the 'Direct' category rising 46% and 'Indirect' surging 81%. Pages 8 to 14.

Sales breakdown: The Platinum tier leads procurement costs across regions, with the US dominating the Direct category and Mexico excelling in the Indirect category. The Indirect category experienced the highest growth at 81%, driven by exceptional rates in Mexico and the Rest of the World, while the Direct category, particularly Hardware, contributes the most to overall costs due to high volume despite low unit prices. Although growth rates varied across categories and regions, the US showed positive growth in all areas, while Mexico had mixed results and the Rest of the World saw substantial Indirect growth. Pages 16 to 30.

Data insights: The company's sales report reveals diverse cost and discount strategies across commodities, with some focusing on higher discounts for competitiveness while others maintain strong costs with minimal discounts. A few key items significantly influence discounts and costs, making them strategically important for managing discounts and boosting cost efficiency, but there are some inefficiencies or mismatches in pricing or acquiring costs compared to the discounts provided. Most data points show a clear trend of volume discounts or bulk purchasing efficiencies, with unit prices decreasing as quantities increase. Pages 32 to 37.

Trends: The company saw significant growth from 2012 to 2013, with costs rising 56.5% and units sold increasing 38.6%, driven by a shift towards higher-tier vendors and the maturation of the 2012 vendor cohort. However, this growth came at the expense of cost efficiency, and the company's aggressive spending in the first half of 2013 was followed by a sharp pullback in the second half. Moving forward, the company should focus on implementing more consistent cost management strategies to maintain growth while improving efficiency. Pages 39 to 44.

Executive summary

Index

At a glance

Sales breakdown

Data insights

Trends

Backup

The company's procurement costs increased significantly from 2012 to 2013, with direct procurement accounting for 55% of total costs and indirect goods, services, and hardware making up a substantial 80% of the sub-category dimension (p.9). The 'Other rank >8' categories form a significant portion of procurement, and reviewing these contributions and assessing the dependency on platinum vendors could reveal potential areas for cost optimization and risk mitigation (p.9).

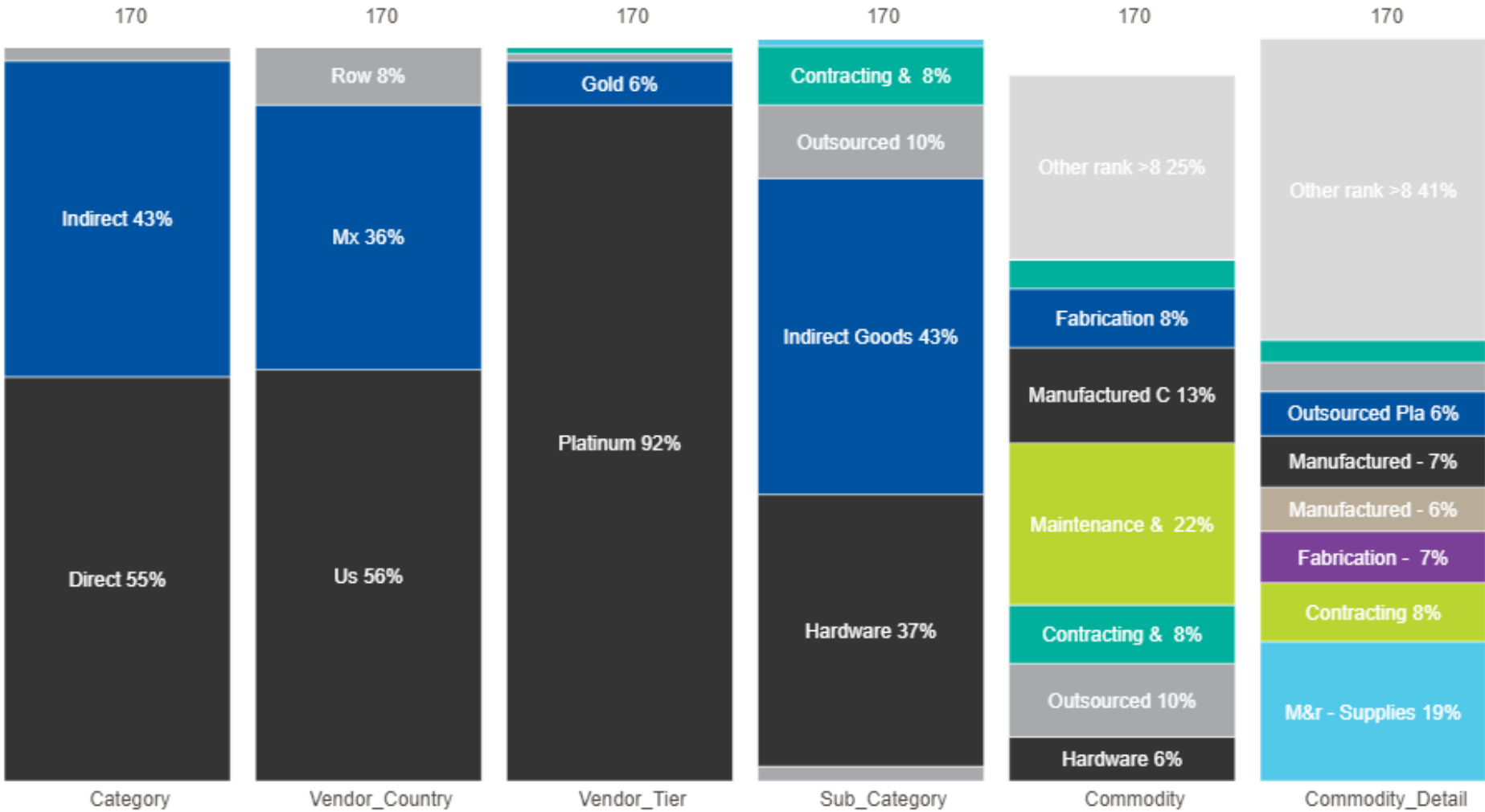
Business costs increased by approximately \$61.4 million CAD from 2012 to 2013, with price adjustments adding over \$111.1 million CAD and units and mix having a negative impact of \$49.8 million CAD (p.10). Most sub-categories saw cost increases, with hardware growing the most due to price and units & mix (p.11). Price variance drove up costs in most areas, especially raw materials and contracting & services, while units & mix variance had mixed effects (p.11).

The 'Direct' category had the largest positive impact on cost growth, followed by 'Indirect Goods & Services' from 'Platinum' and 'Gold' tier vendors (p.12). Procurement costs increased significantly for high-tier vendors, manufacturing and maintenance-related commodities and sub-categories, and dealings with US and Mexican vendors (p.13). The 'Direct' category rose 46%, while 'Indirect' surged 81%, and procurement from Mexico and the US jumped 68% and 54% respectively (p.13).

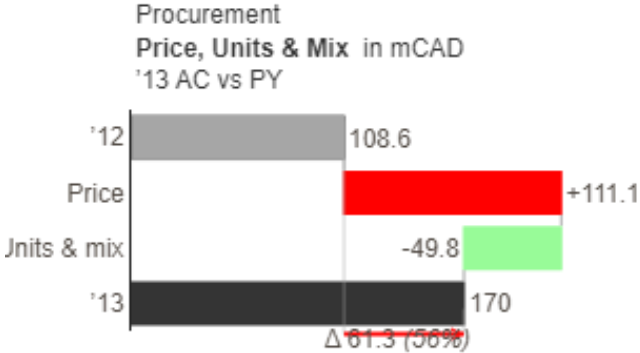
The dataset shows increasing procurement costs from 2012 to 2013, especially in higher vendor tiers and the indirect category (p.14). Direct and indirect categories had substantial growth in the platinum tier, while bronze and silver tiers had mixed results across categories (p.14). Indirect costs more than doubled in the gold tier, and except for missing bronze tier data, all other logistics tiers decreased (p.14).

Direct procurement accounts for 55% of total costs, with 56% sourced from the US and 92% from platinum tier vendors. Indirect goods, services, and hardware make up a substantial 80% of the sub-category dimension. The 'Other rank >8' categories form a significant portion of procurement, at 25% for commodity and 41% for commodity detail dimensions. Reviewing these 'Other rank >8' contributions and assessing the dependency on platinum vendors could reveal potential areas for cost optimization and risk mitigation.

Procurement
Sales in mCAD by dimension
'13

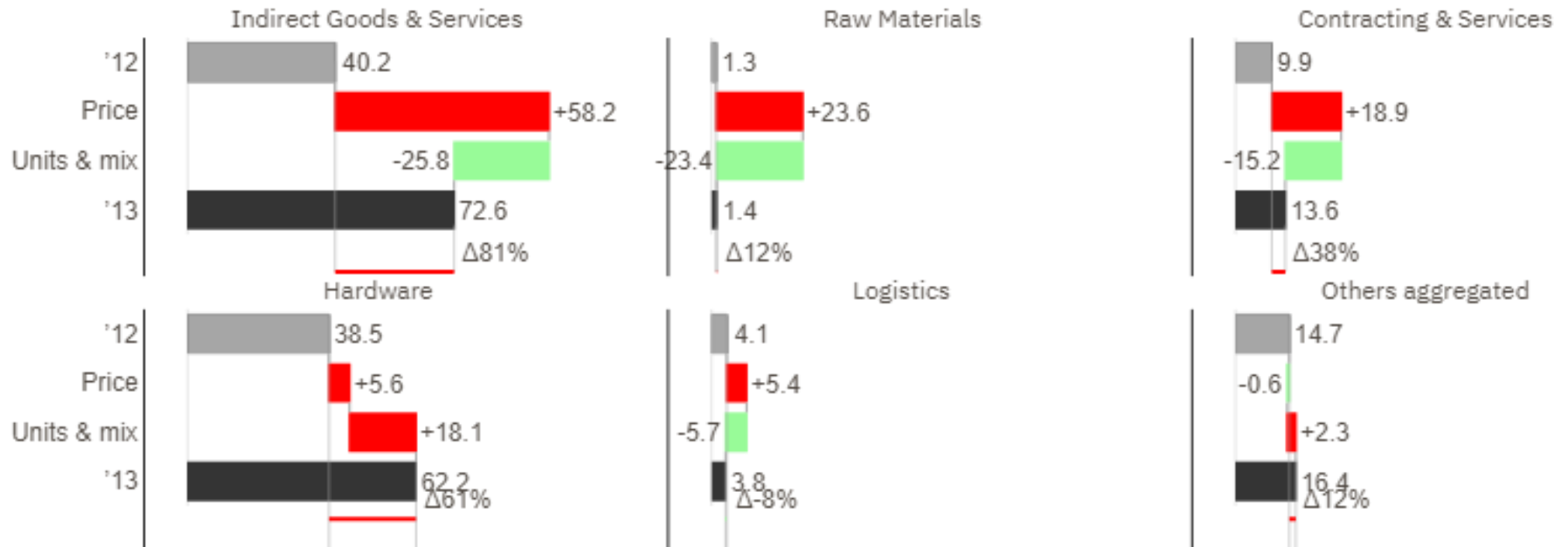


From 2012 to 2013, business costs increased by approximately \$61.4 million CAD. Price adjustments added over \$111.1 million CAD, overshadowing the negative \$49.8 million CAD impact from units and mix. Maintaining favorable pricing is key for future growth, while improving units sold and product mix can maximize potential costs.

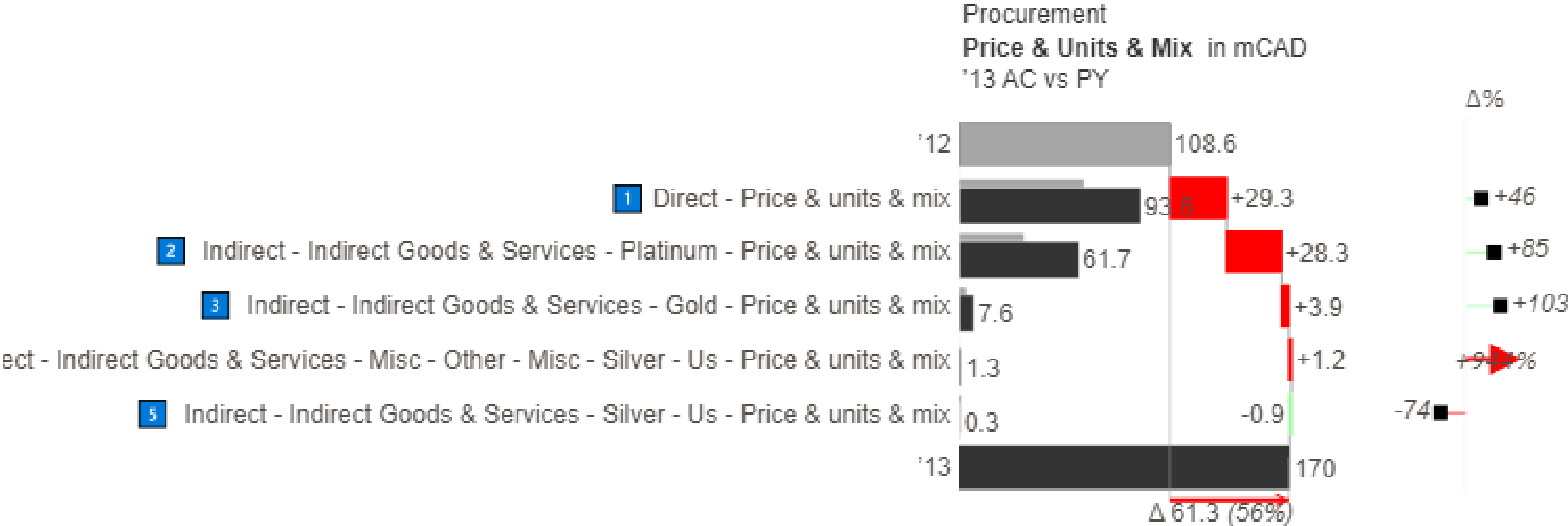


Most sub-categories saw cost increases from 2012 to 2013, with hardware growing the most due to price and units & mix. Price variance drove up costs in most areas, especially raw materials and contracting & services. Units & mix variance had mixed effects, increasing hardware costs significantly but reducing others. Logistics was the only sub-category with lower total costs, as negative units & mix variance exceeded positive price variance.

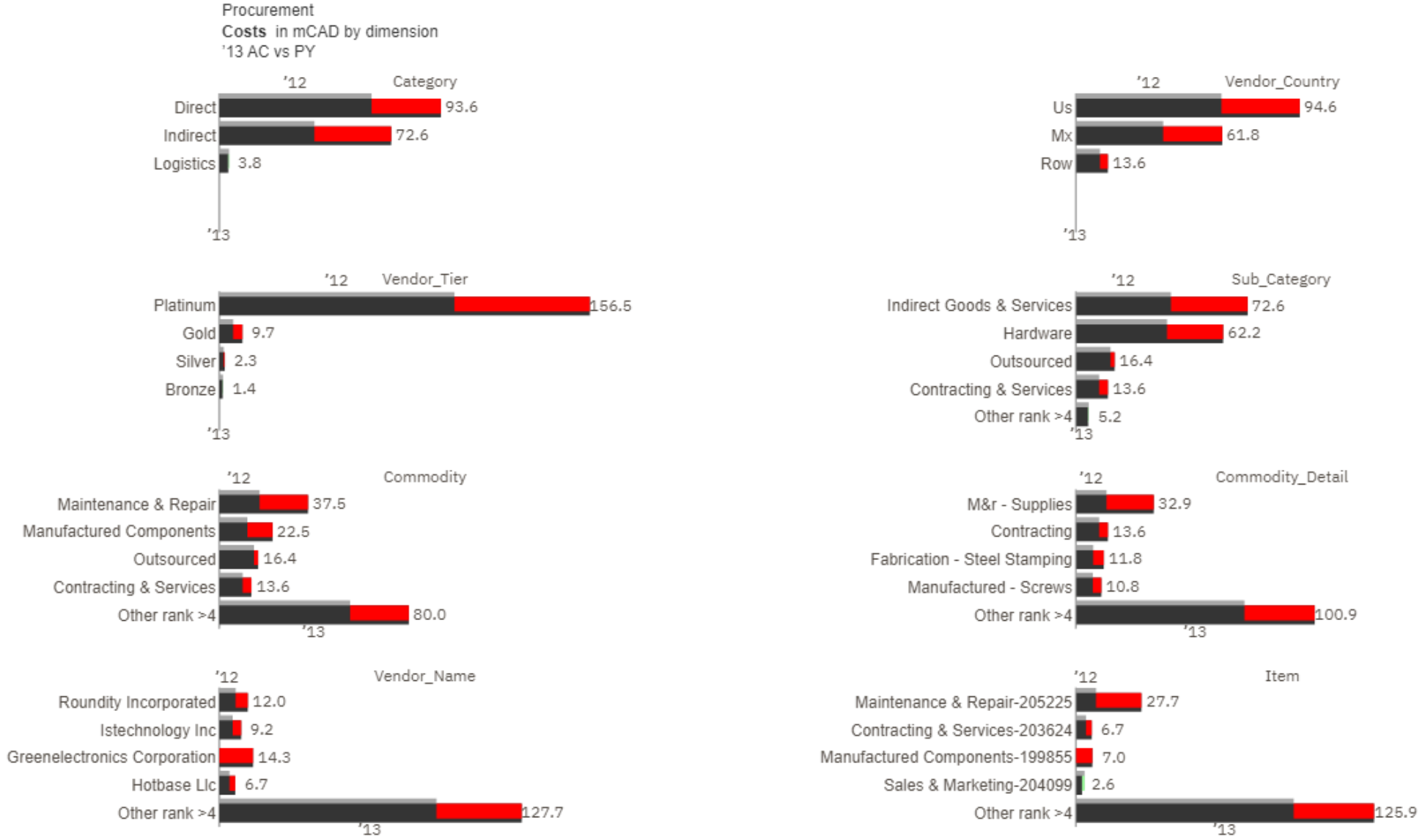
Procurement
 Price, Units & Mix in mCAD by Sub_Category
 '13 AC vs PY



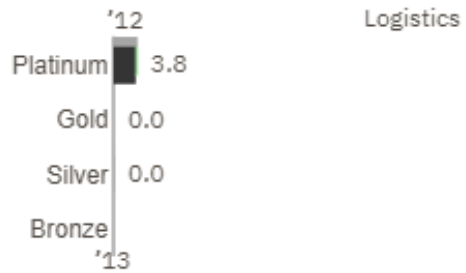
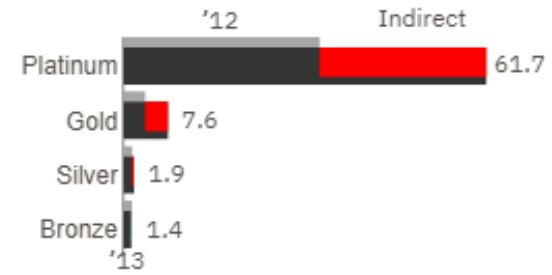
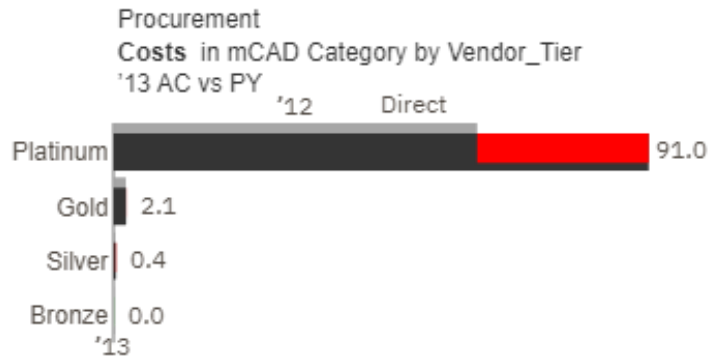
From Year '12 to Year '13, costs grew significantly by \$61.3 million. The 'Direct' category had the largest positive impact, followed by 'Indirect Goods & Services' from 'Platinum' and 'Gold' tier vendors. 'Silver' tier vendors dealing in miscellaneous US commodities showed a smaller positive contribution, while another 'Silver' tier entry had a negative impact, suggesting underperformance or challenges in some areas. The detailed breakdown highlights the importance of vendor management and category focus in driving costs.



Procurement costs increased from 2012 to 2013 across most areas, especially for high-tier vendors, manufacturing and maintenance-related commodities and sub-categories, and dealings with US and Mexican vendors. The 'Direct' category rose 46%, while 'Indirect' surged 81%. Procurement from Mexico and the US jumped 68% and 54% respectively. Costs for 'Platinum' and 'Gold' vendors climbed 58% and 67%. 'Hardware' and 'Indirect Goods & Services' sub-categories, along with 'Maintenance & Repair' and 'Manufactured Components' commodities, saw significant increases. The company likely made strategic investments for expansion or operations, while optimizing logistics costs.



The dataset shows increasing procurement costs from 2012 to 2013, especially in higher vendor tiers and indirect category. Direct and indirect categories had substantial growth in the platinum tier. Bronze and silver tiers had mixed results across categories. Indirect costs more than doubled in the gold tier. Except for missing bronze tier data, all other logistics tiers decreased.



Executive summary

Index

At a glance

Sales breakdown

Data insights

Trends

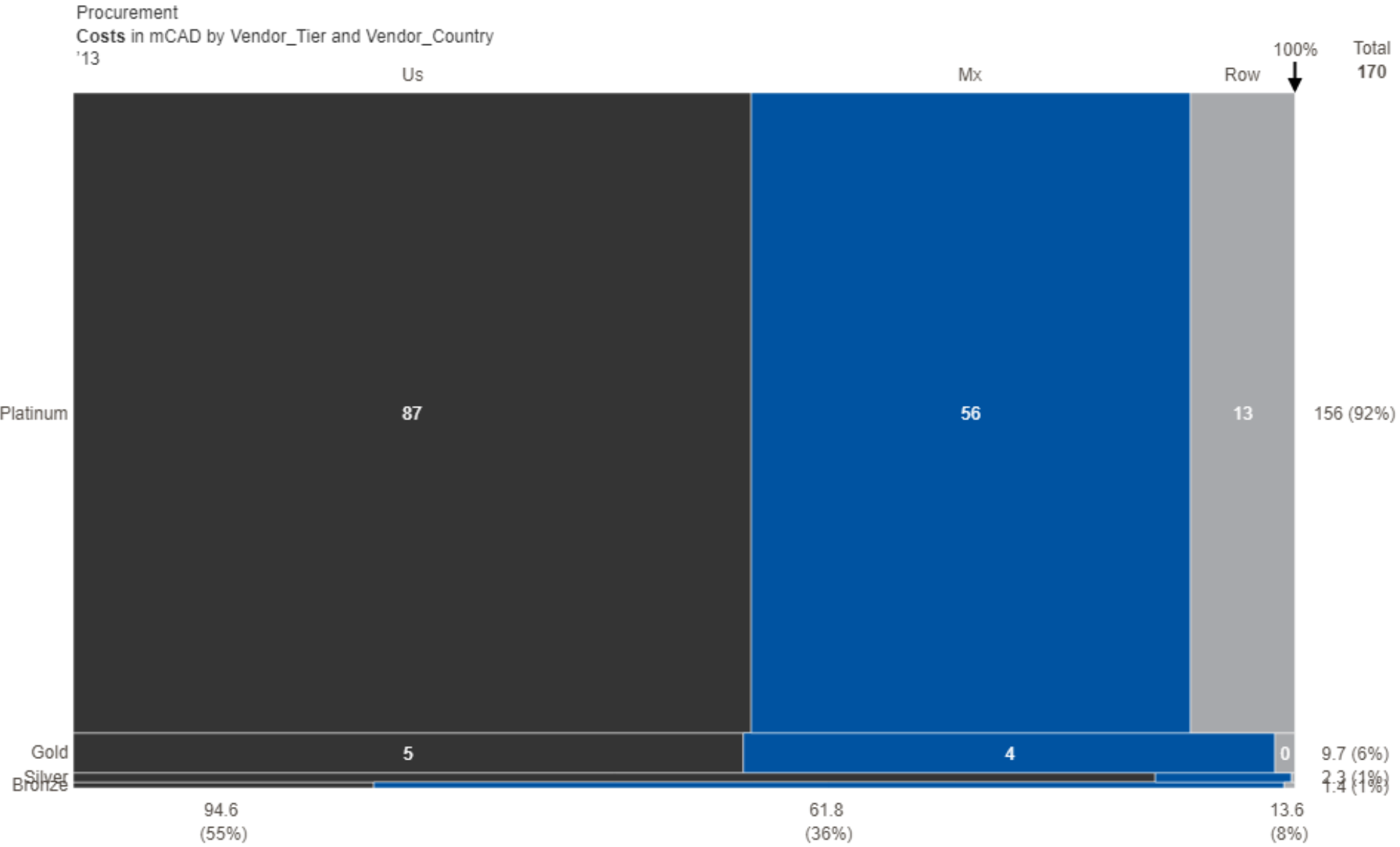
Backup

The Platinum tier dominates procurement costs across all regions, with the US leading in Platinum and Silver tiers, while Mexico leads in the Bronze tier (p.17). The US contributes the most to Direct category costs in the Platinum tier, and Mexico dominates the Indirect category (p.18). The Direct category, focused on Hardware, Outsourced services, and Contracting & Services, contributes the most to overall costs (p.19). Platinum tier spending targets Logistics and the 'Other rank >4' sub-category, while Gold and Silver tiers concentrate on 'Indirect Goods & Services' (p.20).

The Indirect category experienced the highest growth at 81.0%, followed by Direct at 46.0%, while Logistics declined by 8.0% (p.21). Mexico and the Rest of the World saw exceptional Indirect category growth rates of 104.0% and 467.0%, respectively (p.22). The Direct category, particularly Hardware, has the highest total procurement costs at \$62.2 million, followed by Indirect Goods & Services at \$72.6 million (p.23). The US leads in procurement costs, with significant investments in the Direct category, while Mexico has notable expenses in Outsourced services, Contracting & Services, and Logistics (p.24).

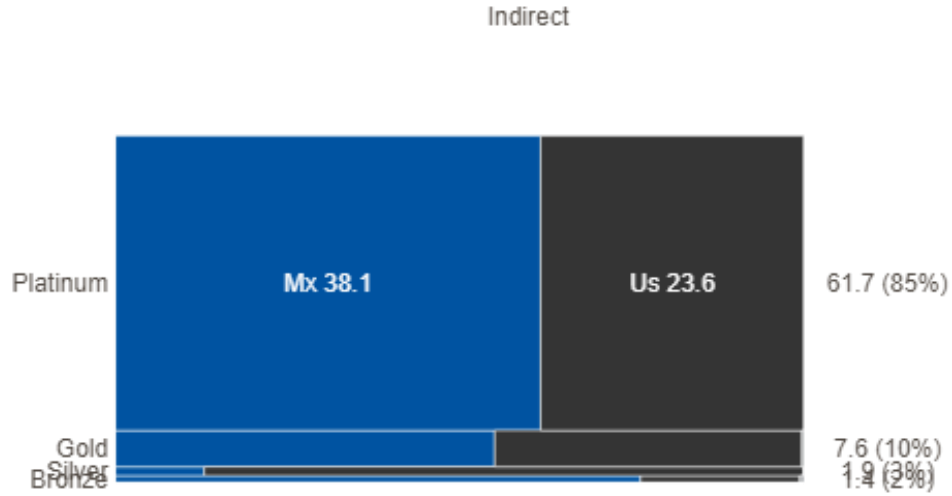
Growth rates varied across categories and regions, with the Indirect category driving the overall average (p.25). The US showed positive growth across all categories, Mexico had mixed results, and the Rest of the World experienced substantial Indirect growth (p.26). The 'Hardware' sub-category in the Direct category dominates in terms of units, with 68.7 million (p.27). The US has the highest procurement units, particularly in the Direct category, while Mexico and the Rest of the World have lower figures (p.28). The Direct category has the lowest unit price at \$1.21 but generates the highest costs due to its high volume, while the Indirect category has a higher unit price of \$39.15 but lower volume (p.29). The Platinum tier in the Direct category has the highest costs, driven by high volume despite low unit costs, suggesting a bulk buying strategy (p.30).

The Platinum tier drives procurement costs across all regions, accounting for 92% of US costs, 91% of Mexico costs, and 99% of Rest of the World costs. This suggests a heavy reliance on high-tier vendors. The US leads in the Platinum and Silver tiers, while Mexico leads in the Bronze tier, indicating varying strategic sourcing preferences by vendor tier and country.

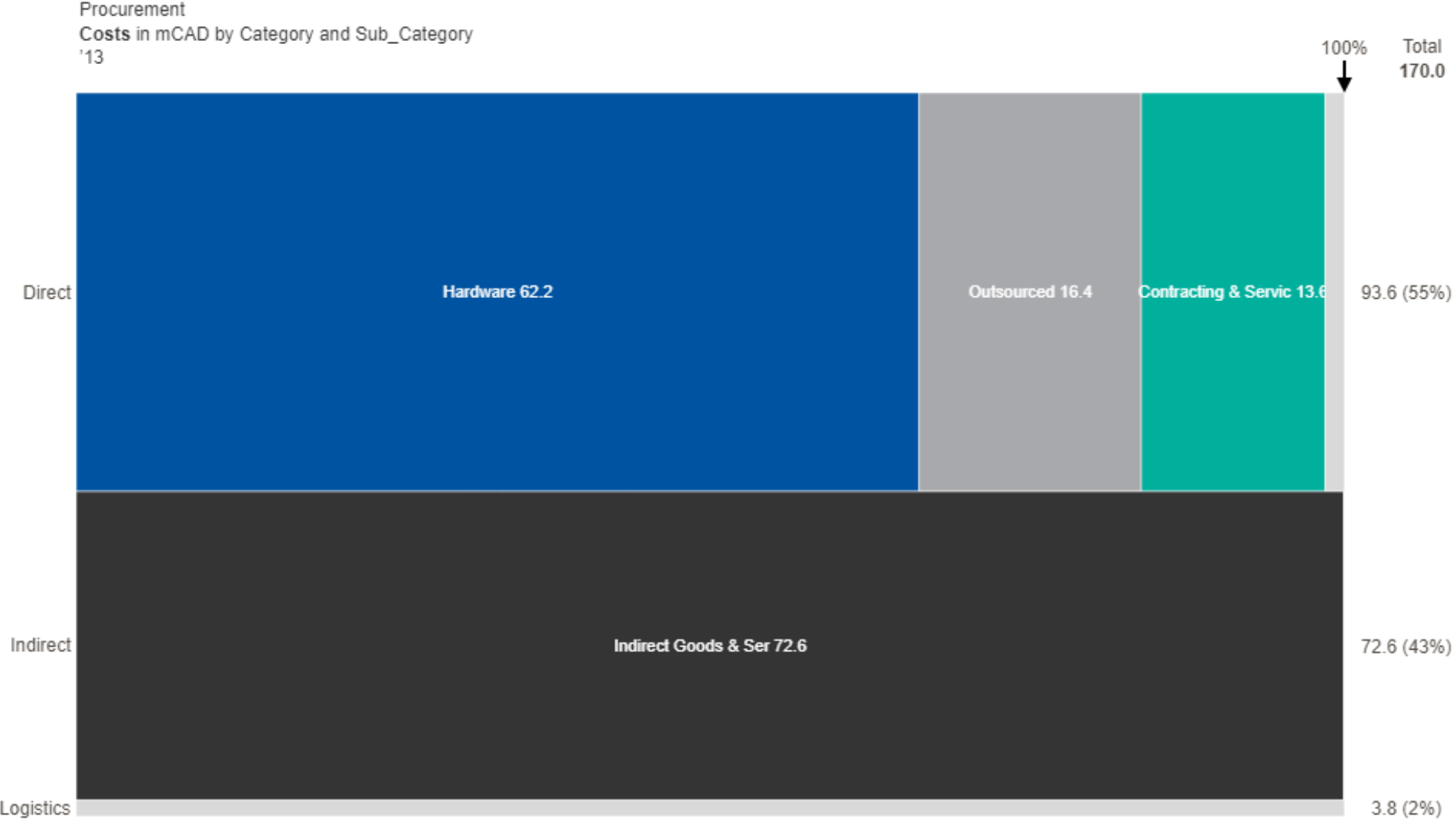


The US contributes the most to Direct category procurement costs in the Platinum tier at CAD 62.7 million, followed by Mexico at CAD 14.9 million. Mexico also dominates the Platinum tier's Indirect category, accounting for 62% of indirect costs. Logistics costs in the Platinum tier are largely driven by Mexico at 86%.

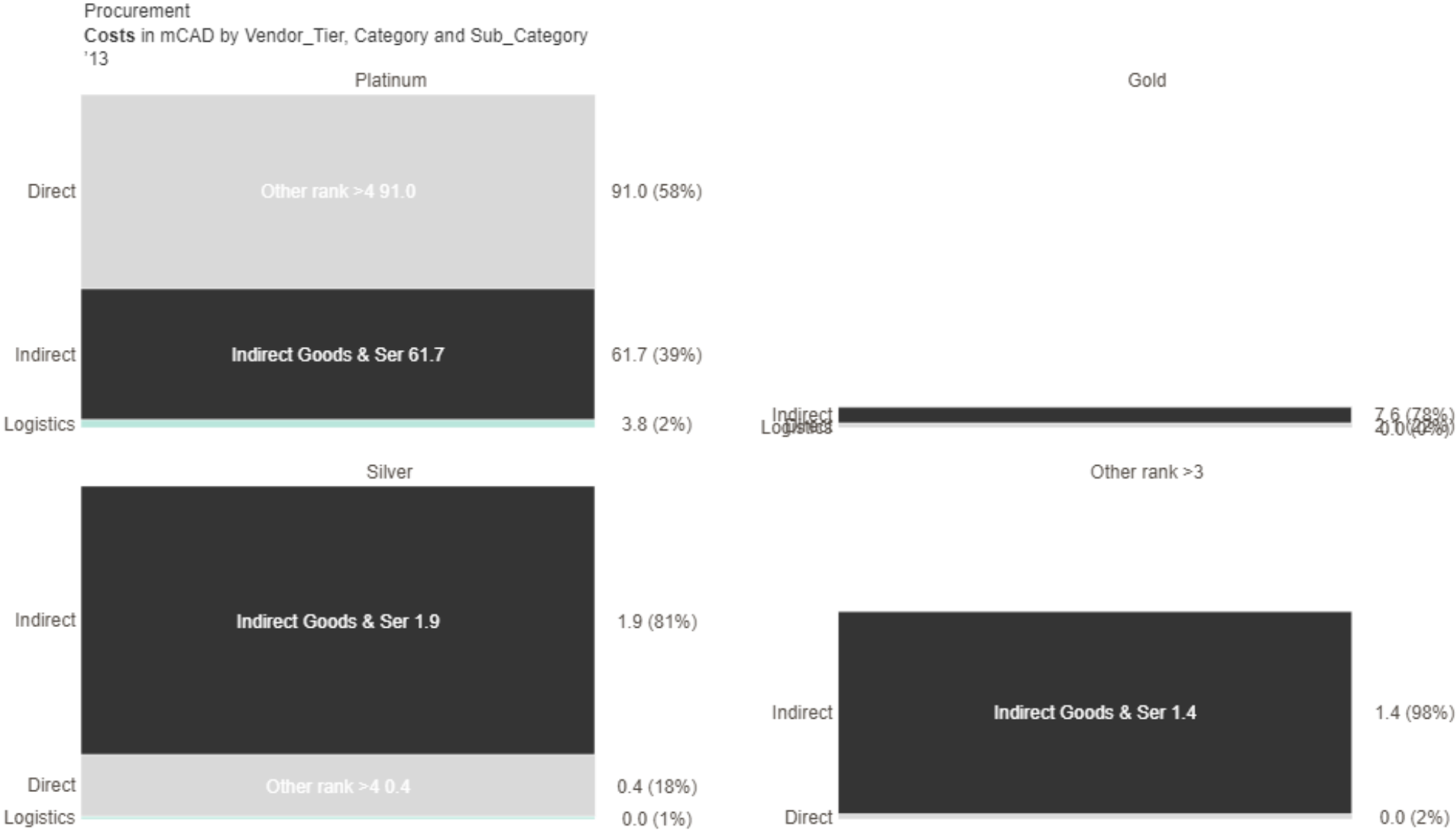
Procurement Costs in mCAD by Category, Vendor_Tier and Vendor_Country '13



The Direct category contributes the most to procurement costs. Hardware accounts for 66% of the category's costs, Outsourced services 18%, and Contracting & Services 14%. The Indirect category focuses only on Indirect Goods & Services. Logistics, the smallest in total cost, consists entirely of costs categorized as Other, which may include miscellaneous or non-standard expenses.



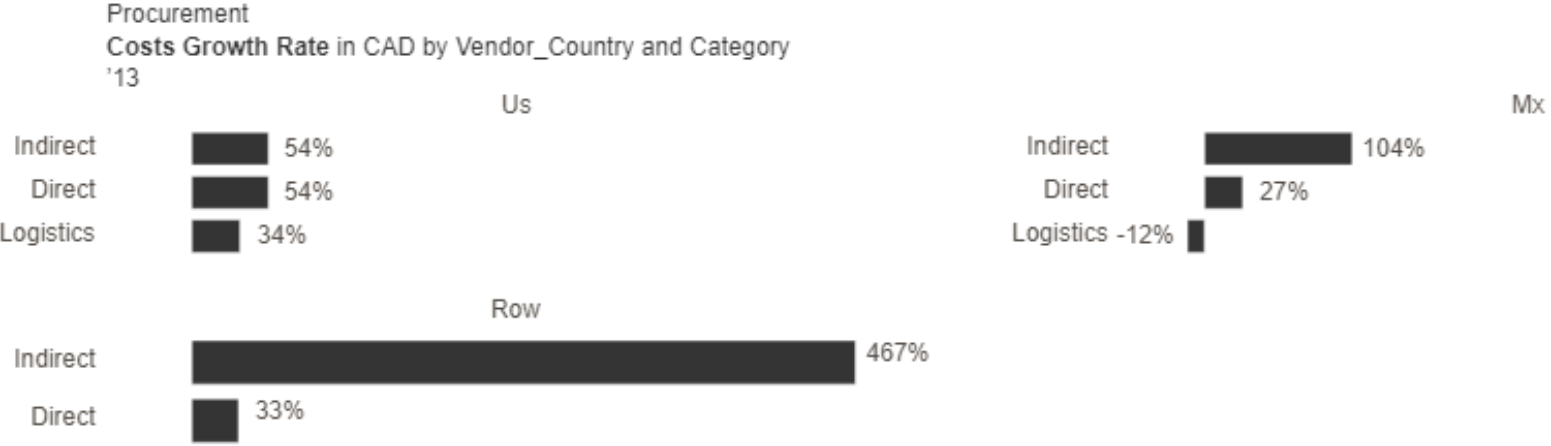
The Platinum tier dominates procurement costs, contributing 100% to Logistics and 58% to the 'Other rank >4' sub-category. Gold and Silver tiers concentrate their spending in 'Indirect Goods & Services'. The concentration of costs in specific sub-categories within each main category, like Hardware and Outsourced services in the Direct category, suggests a targeted spending strategy aligned with strategic business operations.



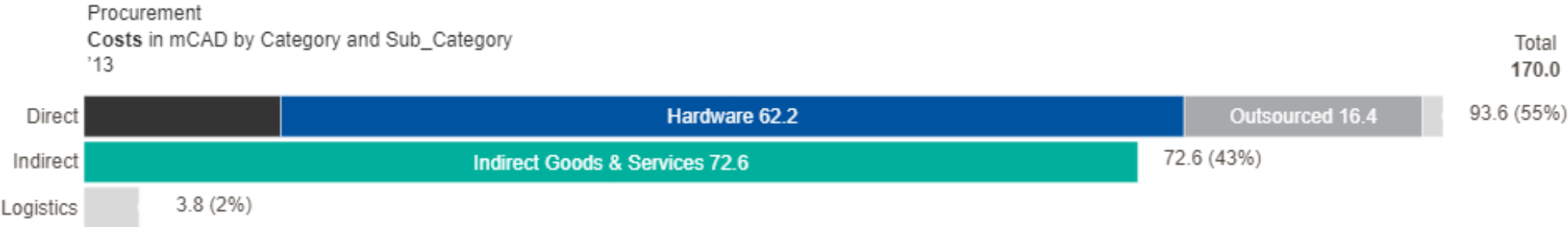
The Indirect category grew 81.0%, well above average. Direct costs rose 46.0%, below average but still positive. Logistics was the only category to see a reduction, falling 8.0%.



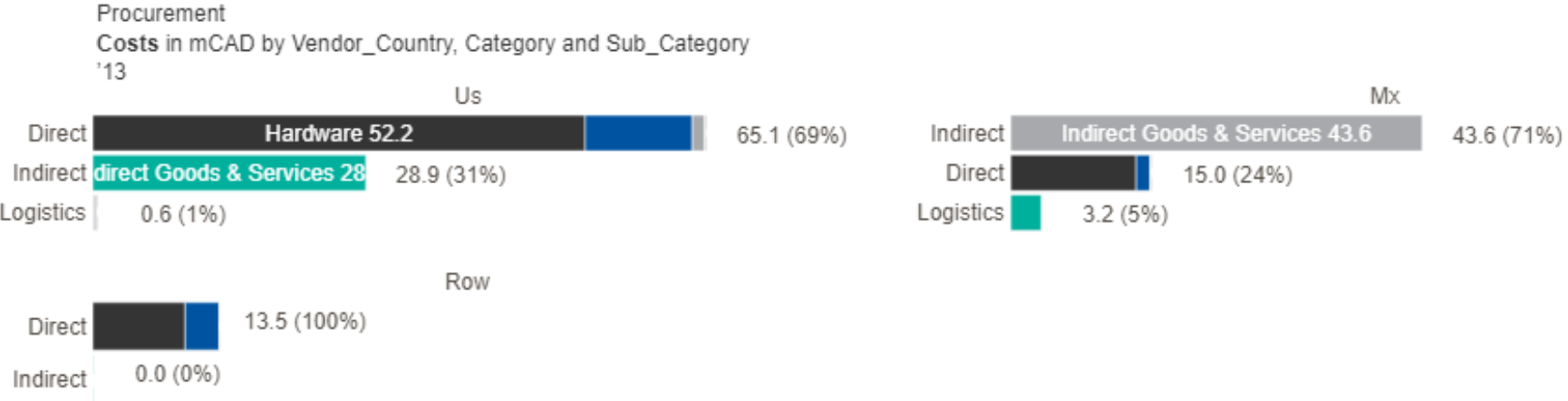
Mexico's Indirect category growth rate is an exceptionally high 104.0%. The Rest of the World's Indirect category growth rate is even higher at 467.0%, significantly outperforming any other category or country. The Rest of the World's Direct category also shows strong performance with a 33.0% growth rate.



The Direct category has the highest total procurement costs, with Hardware at \$62.2 million, indicating major investment in physical assets or equipment. Indirect Goods & Services shows a significant expenditure of \$72.6 million, possibly covering a wide range of non-direct procurement needs essential for organizational operations.



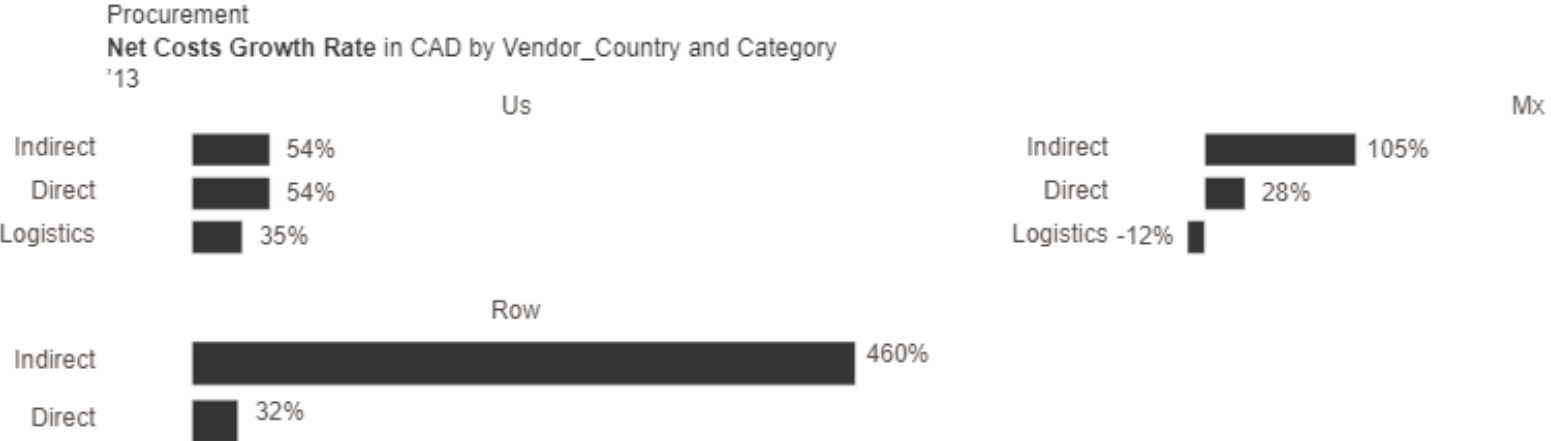
The US has the highest procurement costs, particularly in the Direct category with significant investments in Hardware, Outsourced services, and Raw Materials. Mexico has notable Direct category expenses for Outsourced services and Contracting & Services, and a significant Logistics investment. The Rest of the World has moderate expenses compared to the US, investing in Hardware, Outsourced services, and a smaller amount in Raw Materials.



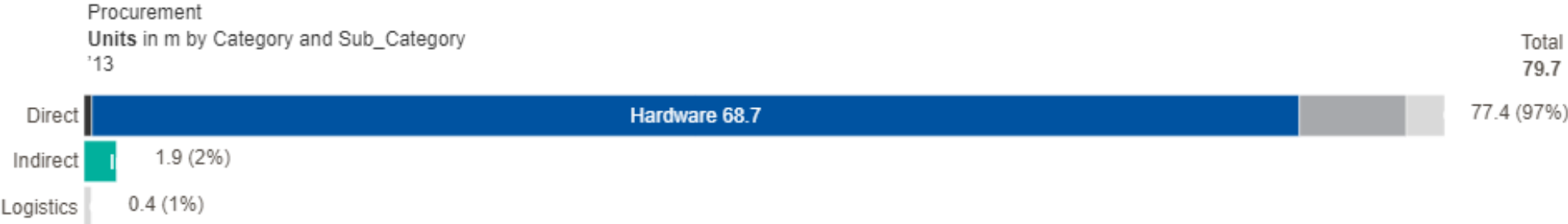
The Indirect category grew a whopping 81.0%, driving up the overall average. Direct also rose, but at a lower 45.0%. Logistics was the only category to see a drop, falling 8.0%.



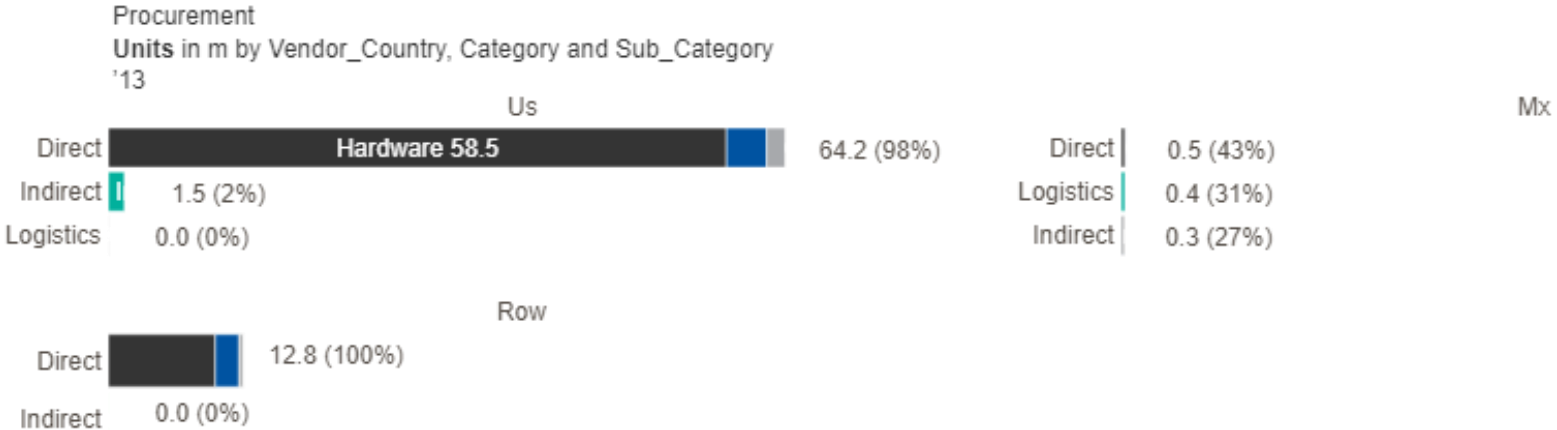
The US shows positive growth across all categories, with both Direct and Indirect growing 54.0%. Mexico has mixed results: Logistics declined -12.0%, but Indirect grew a strong 105.0% and Direct a moderate 28.0%. For the Rest of the World, Indirect surged 460.0% and Direct grew 32.0%. No Logistics data was available.



The 'Hardware' sub-category in the Direct category dominates with 68.7 million units, significantly higher than any other sub-category across all categories. In the Indirect category, 'Indirect Goods & Services' is the only sub-category with data, totaling 1.9 million units.



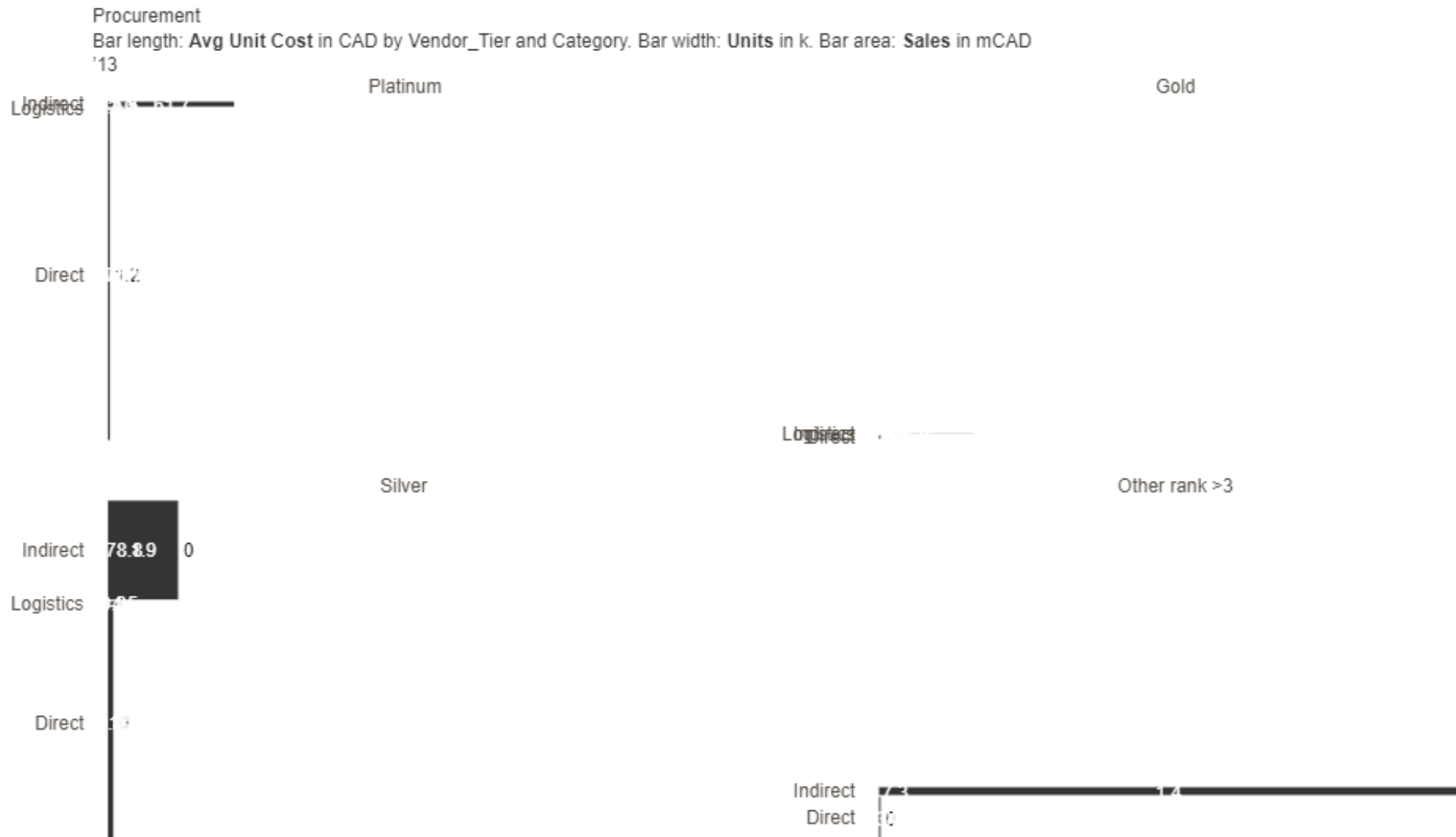
The US has the highest procurement units, especially in the Direct category, with substantial figures in Hardware, Outsourced, and Raw Materials. This heavy concentration in the US contrasts with Mexico and the Rest of the World. The Direct category is universally relevant, with data across all three vendor countries. Logistics and Indirect categories only have data for Mexico, with particularly low Logistics figures, possibly implying a strategic focus or specialization in certain regions.



The Direct category has the lowest unit price at \$1.21, but generates the highest costs at \$93.6 million due to its significantly higher volume of 77.44 million units sold. The Indirect category has a much higher unit price of \$39.15, but a lower volume of 1.85 million units sold. Despite this, it still generates substantial costs of \$72.6 million, highlighting the impact of a higher unit price on costs.



The Platinum tier in the Direct category has the highest costs, driven by an extremely high volume despite the lowest unit cost. This suggests a bulk buying strategy that maximizes costs through volume. Higher unit costs in the Indirect category across all tiers don't always mean higher costs, showing that volume is more important in generating costs. Unit costs vary a lot across different categories and tiers, pointing to different pricing strategies or varying product types within categories.



Executive summary

Index

At a glance

Sales breakdown

Data insights

Trends

Backup

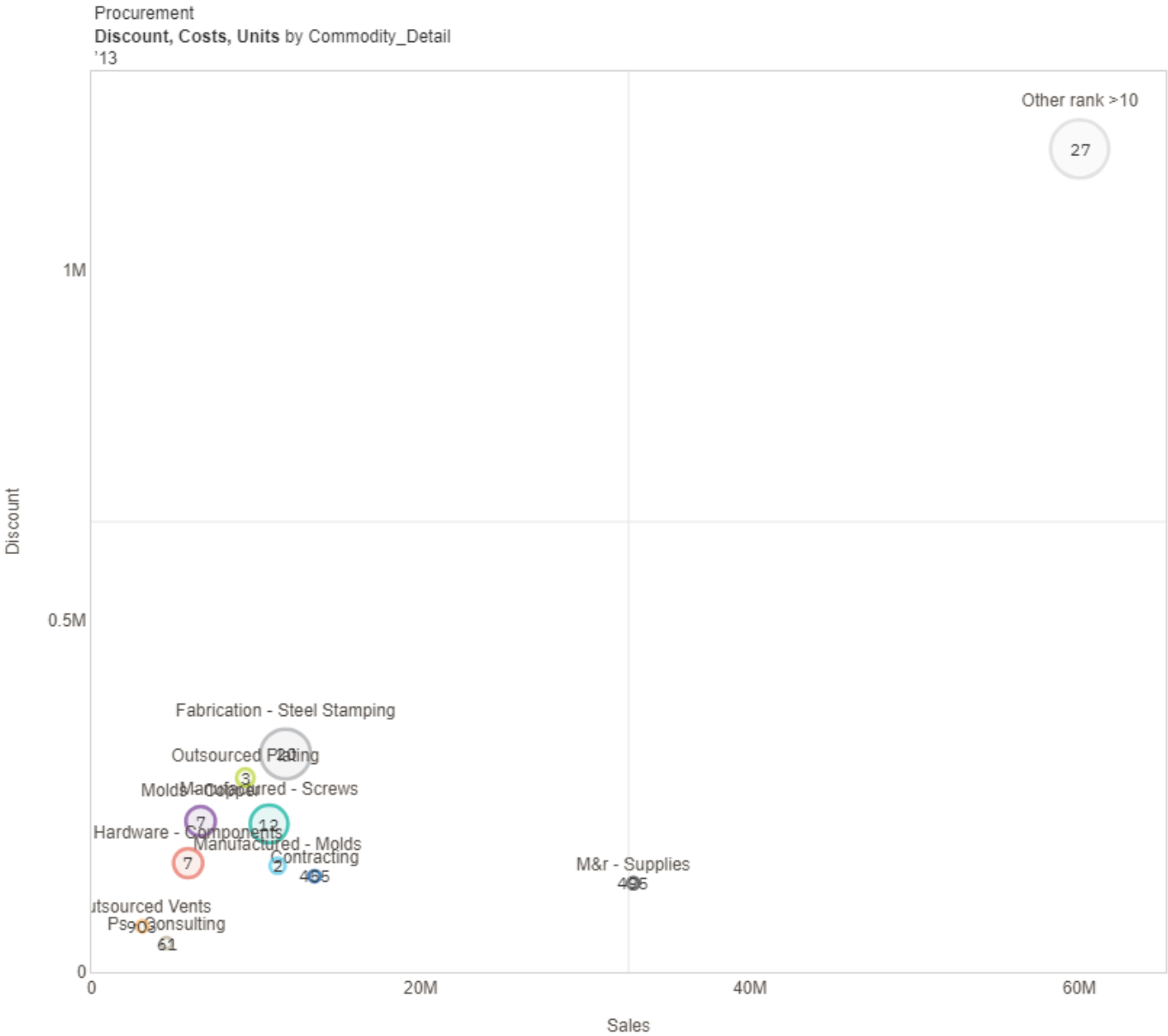
The dataset reveals diverse strategies for costs and discounts across commodities, with some focusing on higher discounts for competitiveness, while others maintain strong costs performance with minimal discounts, indicating strong demand or effective pricing (p.33). The "Other rank > 10" category suggests a significant portion of costs come from smaller volume commodities, which collectively receive substantial discounts, possibly highlighting a strategic focus on niche markets (p.33).

The 'Other Rank >7' category, 'Fabrication - Steel Stamping', and 'Outsourced Plating' play critical roles in procurement activities and financial incentives, with varying efficiencies in discount utilization relative to costs (p.34). 'Manufactured - Screws' and 'Fabrication - Steel Stamping' are potential focus areas due to their significant shares in units, costs, discounts, and item counts, indicating they are core areas of procurement activity (p.35). 'Contracting' shows an interesting pattern of low unit and item count but a higher relative share of costs net discount, suggesting higher costs or value associated with contracting services (p.35).

Most data points, especially for outsourced and logistics services, show a clear trend of volume discounts or bulk purchasing efficiencies, with unit prices decreasing as the number of units increases (p.36). The isolines demonstrate that higher costs are achieved either through higher unit prices at lower quantities or lower unit prices at higher quantities, a typical feature of variable costing strategies (p.36).

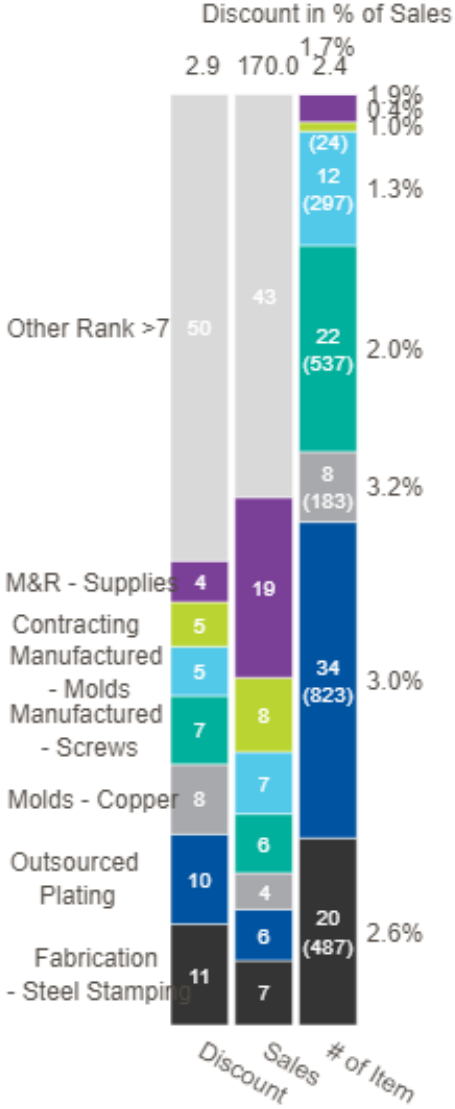
The Pareto analysis highlights that a few key items significantly influence Discount and Costs, making them strategically important for managing discounts and boosting cost efficiency (p.37). The alignment between high-discount and high-cost items suggests effective pricing strategies could be crucial in leveraging the cost potential of these key items (p.37). However, the decrease from discount concentration to cost concentration in top-tier items indicates some inefficiencies or mismatches in pricing or acquiring costs compared with the discounts provided (p.37).

The dataset shows different strategies for costs and discounts across commodities. Some use higher discounts, possibly to stay competitive, while others have strong costs performance with minimal discounts, suggesting strong demand or effective pricing. The "Other rank > 10" category indicates a significant portion of costs come from smaller volume commodities, which together receive substantial discounts, possibly highlighting a strategic focus on niche markets.

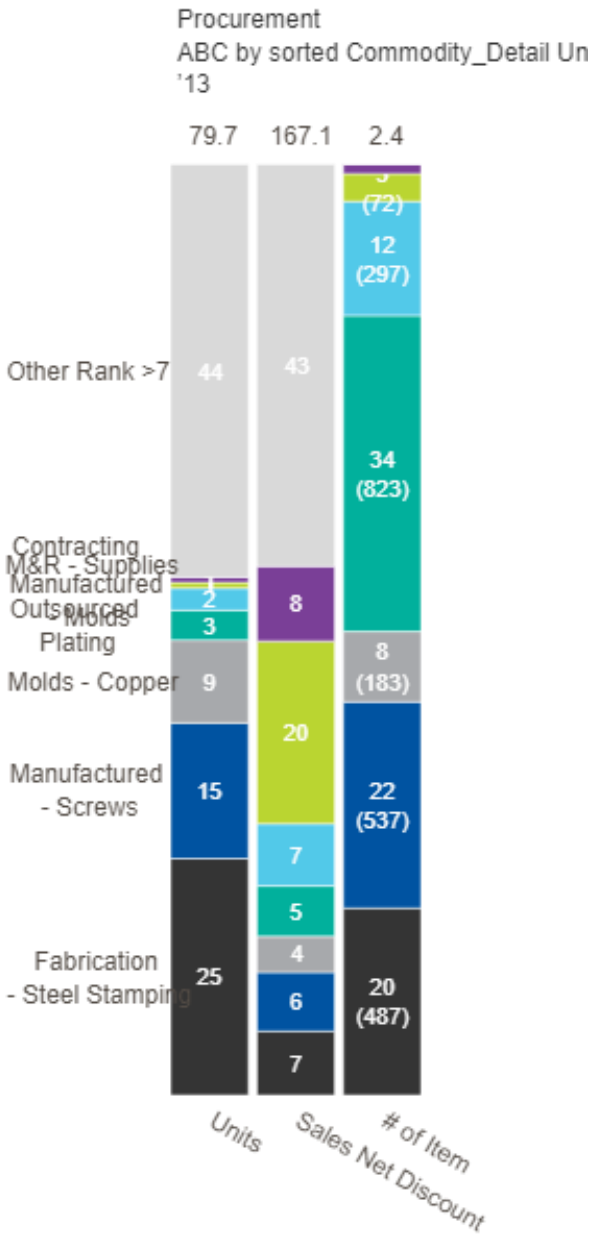


The 'Other Rank >7' category has a significant concentration of costs and discounts, suggesting a large portion of procurement activities and financial incentives are tied to this aggregated group. 'Fabrication - Steel Stamping' and 'Outsourced Plating' also play critical roles but with varying efficiencies in discount utilization relative to costs. Prioritizing procurement strategies and negotiating terms with suppliers should focus on areas with high cost contributions and discount efficiencies.

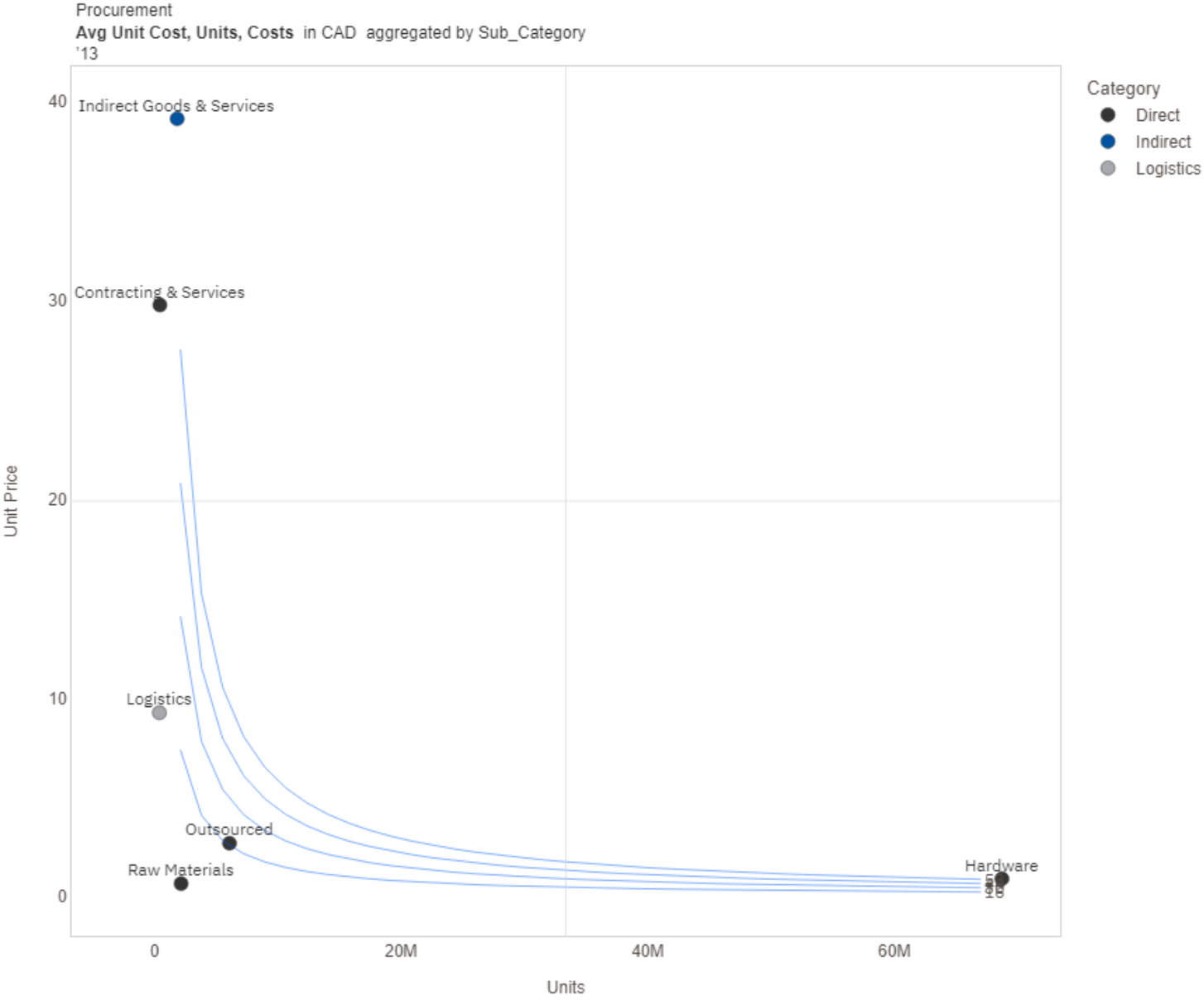
Procurement
 BC by sorted Commodity_Detail Discount in CAD, count
 3



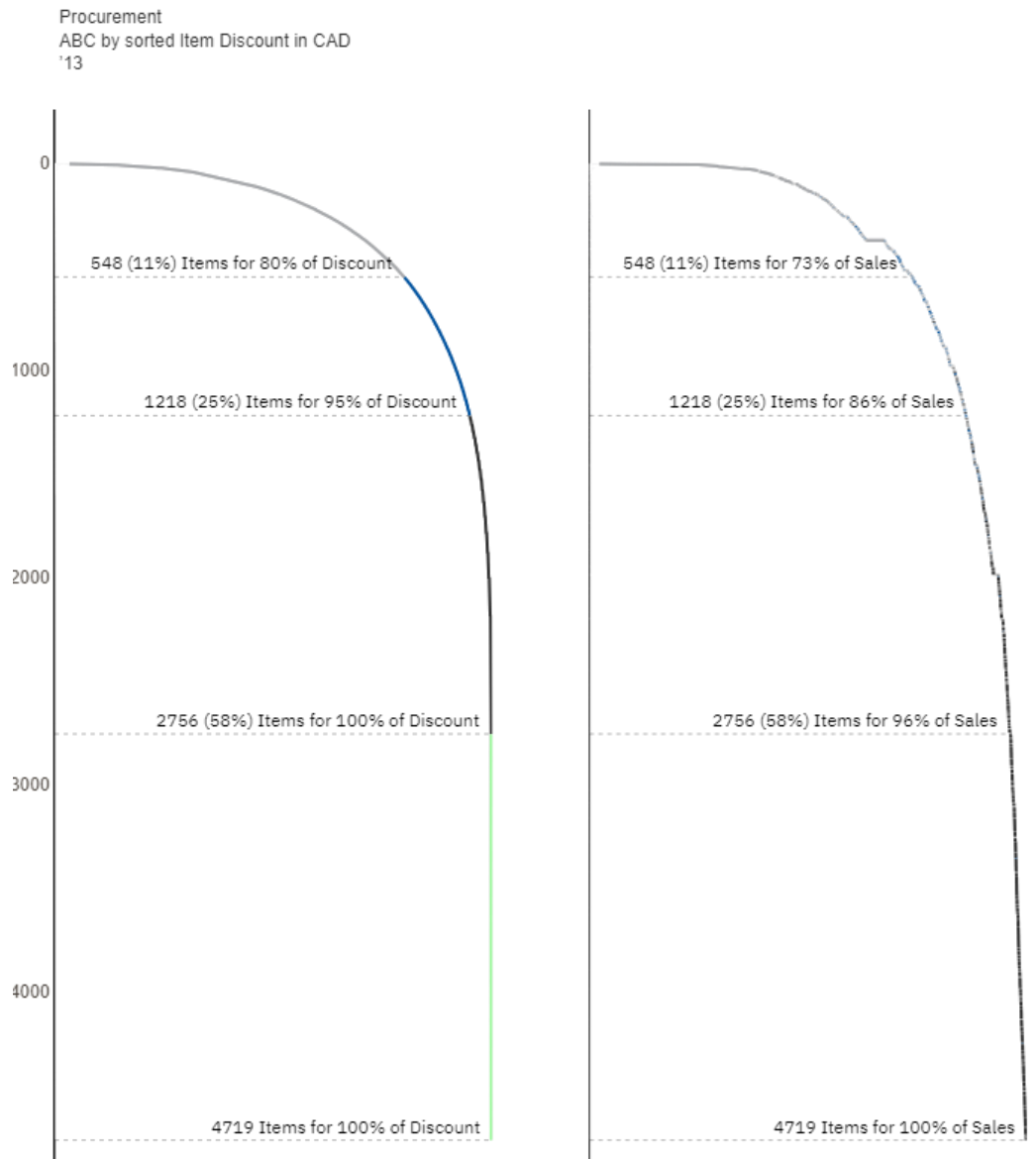
'Manufactured - Screws' and 'Fabrication - Steel Stamping' are potential focus areas due to their significant shares in units, costs discounts, and item counts. This indicates they are core areas of procurement activity. 'Contracting' shows an interesting pattern of low unit and item count but a higher relative share of costs net discount. This could mean higher costs or value are associated with contracting services.



Most data points, especially for outsourced and logistics services, show a clear trend: as the number of units goes up, the unit price goes down. This suggests volume discounts or bulk purchasing efficiencies in these areas. The isolines show that higher costs are achieved either through higher unit prices at lower quantities or lower unit prices at higher quantities - a typical feature of variable costing strategies.



The Pareto analysis highlights that a few key items significantly influence Discount and Costs. Focusing on these items is strategically important for managing discounts and boosting cost efficiency. The alignment between high-discount and high-cost items suggests effective pricing strategies could be crucial in leveraging the cost potential of these key items. However, the decrease from discount concentration to cost concentration in top-tier items indicates some inefficiencies or mismatches in pricing or acquiring costs compared with the discounts provided.



Executive summary

Index

At a glance

Sales breakdown

Data insights

Trends

Backup

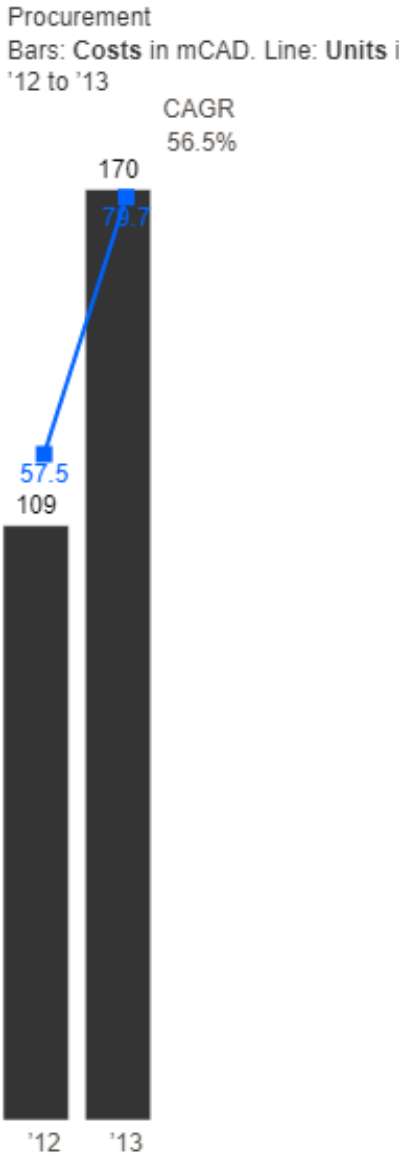
The company experienced significant cost and unit sales growth from 2012 to 2013, with costs increasing by 56.5% and units sold growing by 38.6%. However, the increase in cost per unit suggests reduced cost efficiency (p.40). The growth was driven by a strategic shift towards higher-tier vendors, with Platinum and Gold tier costs surging by 57.6% and 66.6%, respectively, while Bronze tier costs declined by 8.9% (p.41).

The growth was fueled by the maturation of the 2012 vendor cohort and the introduction of the 2013 cohort. The 2012 cohort's costs grew by 53.4%, while the new 2013 cohort added \$3.4 million to total costs (p.42). Still active vendors were the primary drivers of growth, with their costs increasing by 61.0%, while lost vendors had minimal impact (p.43).

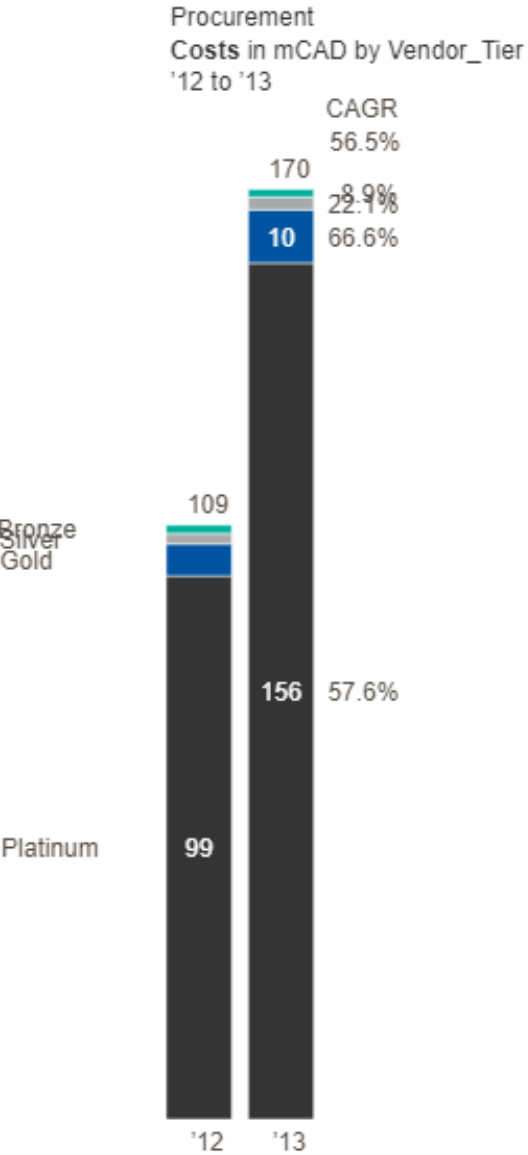
The company's spending patterns in 2013 were uneven, with aggressive spending in the first half of the year, particularly in Q1, where costs grew by 262% to 708% compared to 2012. However, the second half of the year saw a sharp pullback, with costs declining by up to 79% in November (p.44).

In conclusion, the company experienced substantial growth driven by higher-tier vendors and the maturation of the 2012 cohort, but cost efficiency declined. The uneven spending patterns throughout the year suggest a need for more consistent cost management strategies.

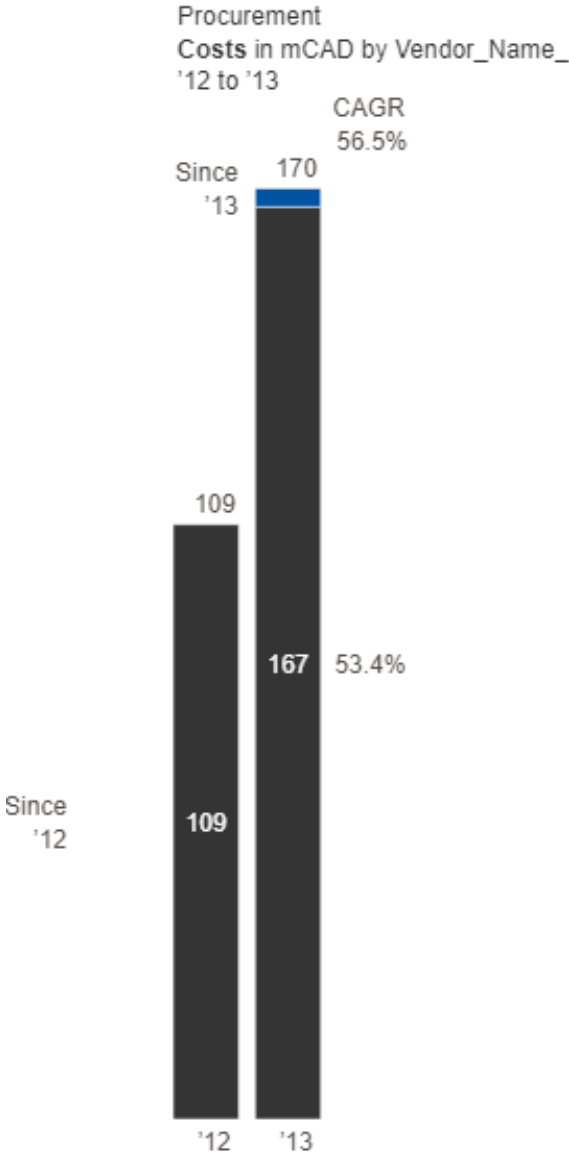
Costs jumped 56.5% from \$108.6 million in 2012 to \$170.0 million in 2013. Units sold grew 38.6% from 57.5 million to 79.7 million over the same period. However, cost per unit increased, indicating reduced cost efficiency.



Platinum tier costs jumped 57.6% and Gold tier surged 66.6%. Silver tier grew a moderate 22.1%, while Bronze tier was the only category to decline, down 8.9%. This points to a strategic shift towards higher-tier vendors, likely prioritizing quality or critical services and products.

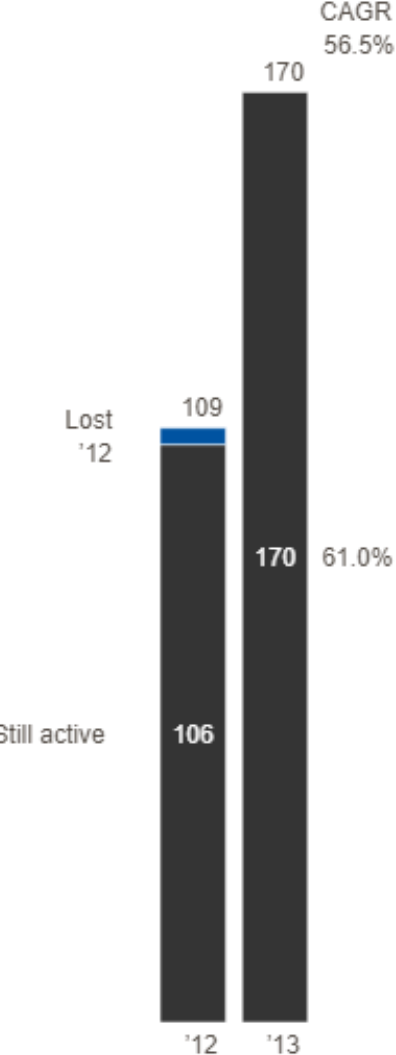


The 2012 vendor cohort matured and the 2013 cohort was introduced, fueling growth. Costs for the 2012 cohort grew 53.4% from \$108.6 million in 2012 to \$166.6 million in 2013. The new 2013 cohort added \$3.4 million to total costs, showing how new cohorts can significantly impact overall cost growth.

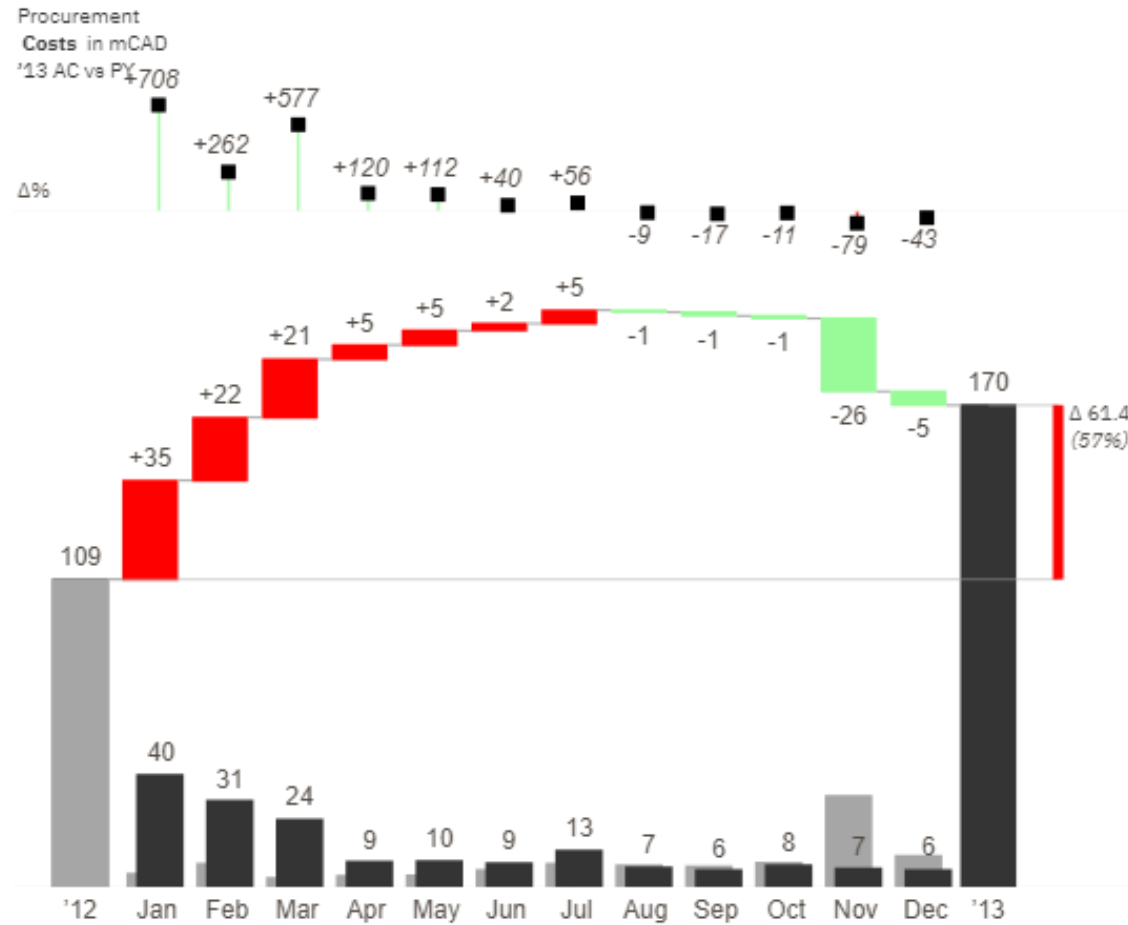


Still active vendors drove the majority of the growth, with costs increasing by 61.0% from \$105.6 million in 2012 to \$170.0 million in 2013. Lost vendors had minimal impact, with costs amounting to only \$3.0 million in 2012 and dropping to zero in 2013. Focusing on the retention and performance of active vendors is key to sustaining growth.

Procurement
Costs in mCAD by Vendor_Name_Lost
'12 to '13



Costs grew unevenly in 2013. Q1 saw huge increases from 262% to 708% vs 2012. April to July had moderate growth of 40% to 120%. But August to December declined, with a 79% decrease in November. The year had two halves: aggressive spending early, then a sharp pullback.



Executive summary

Index

At a glance

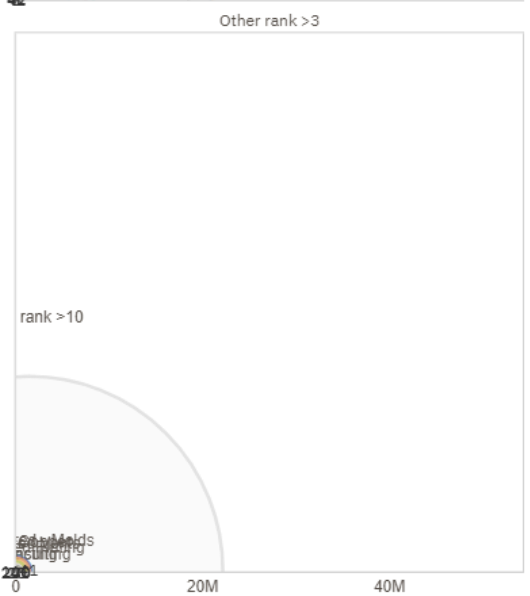
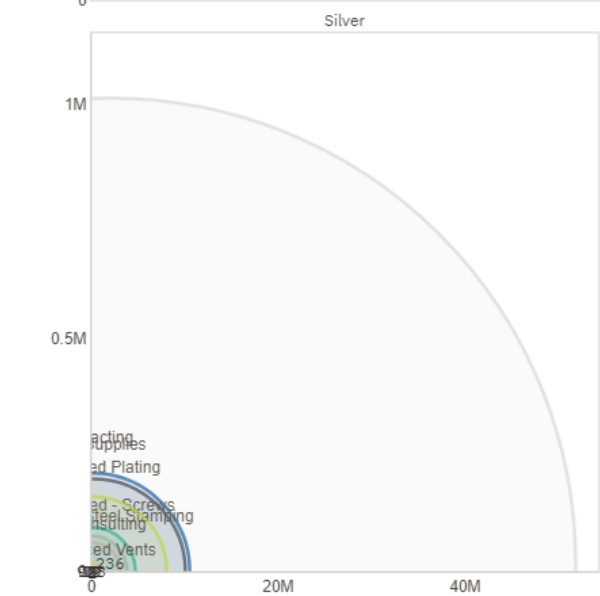
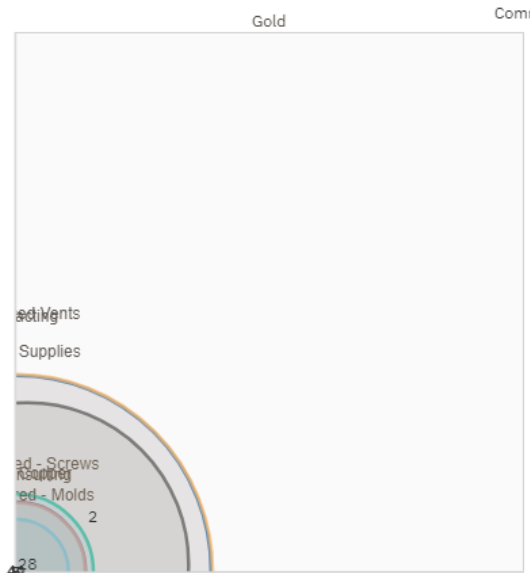
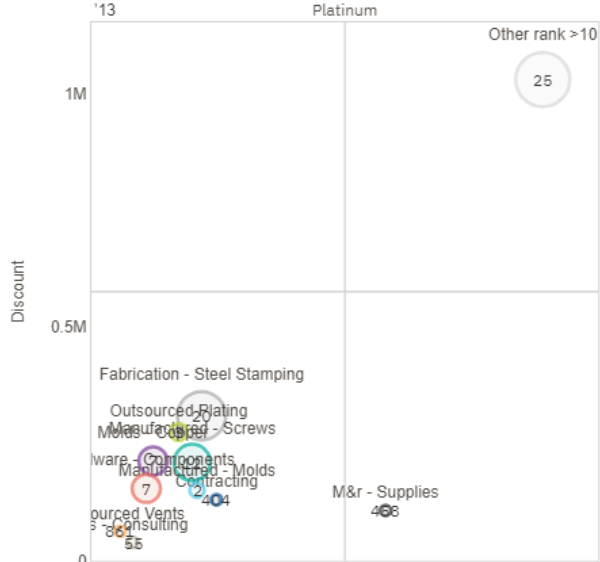
Sales breakdown

Data insights

Trends

Backup

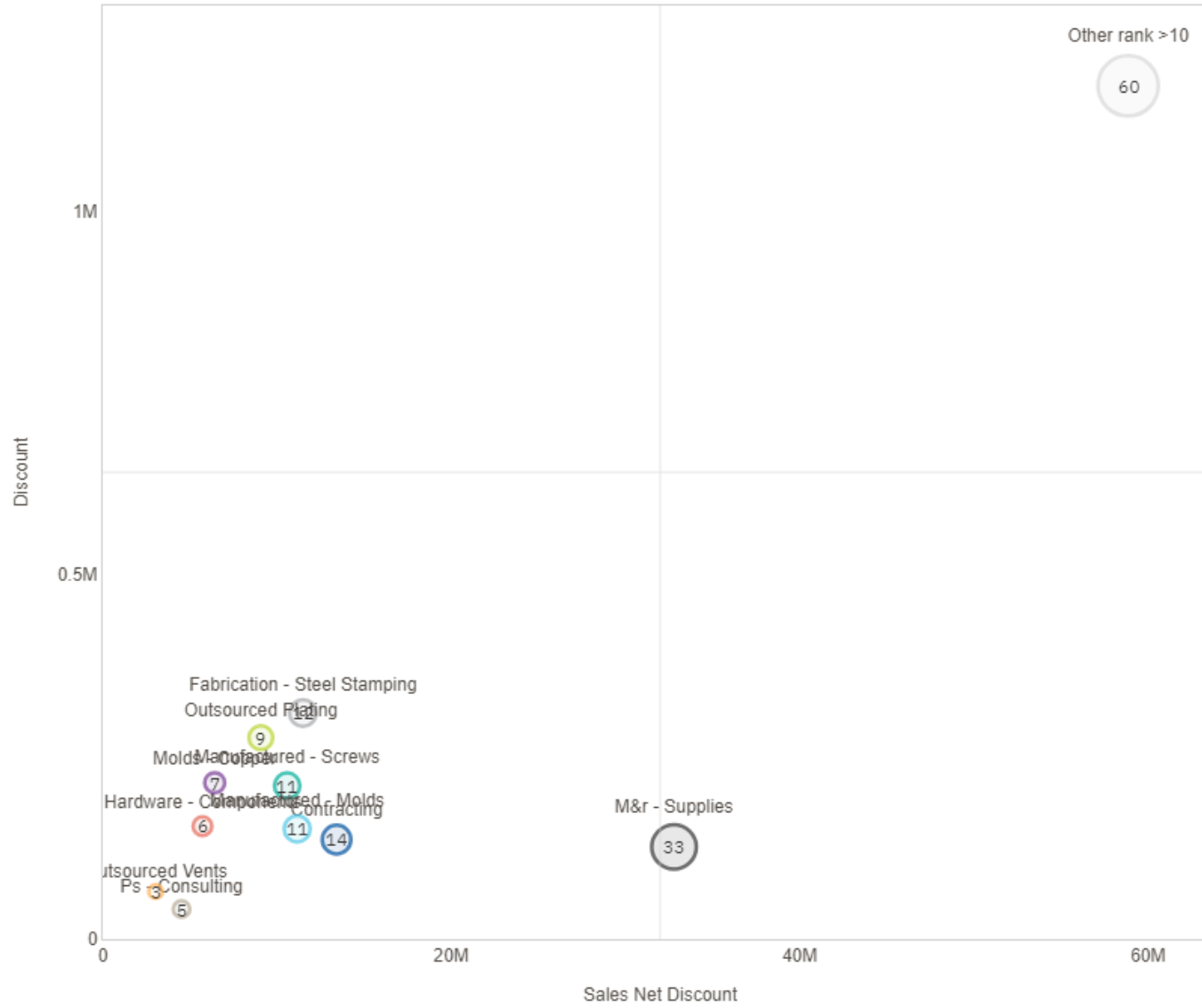
Procurement
Discount, Costs, Units by Commodity_Detail and Vendor_Tier

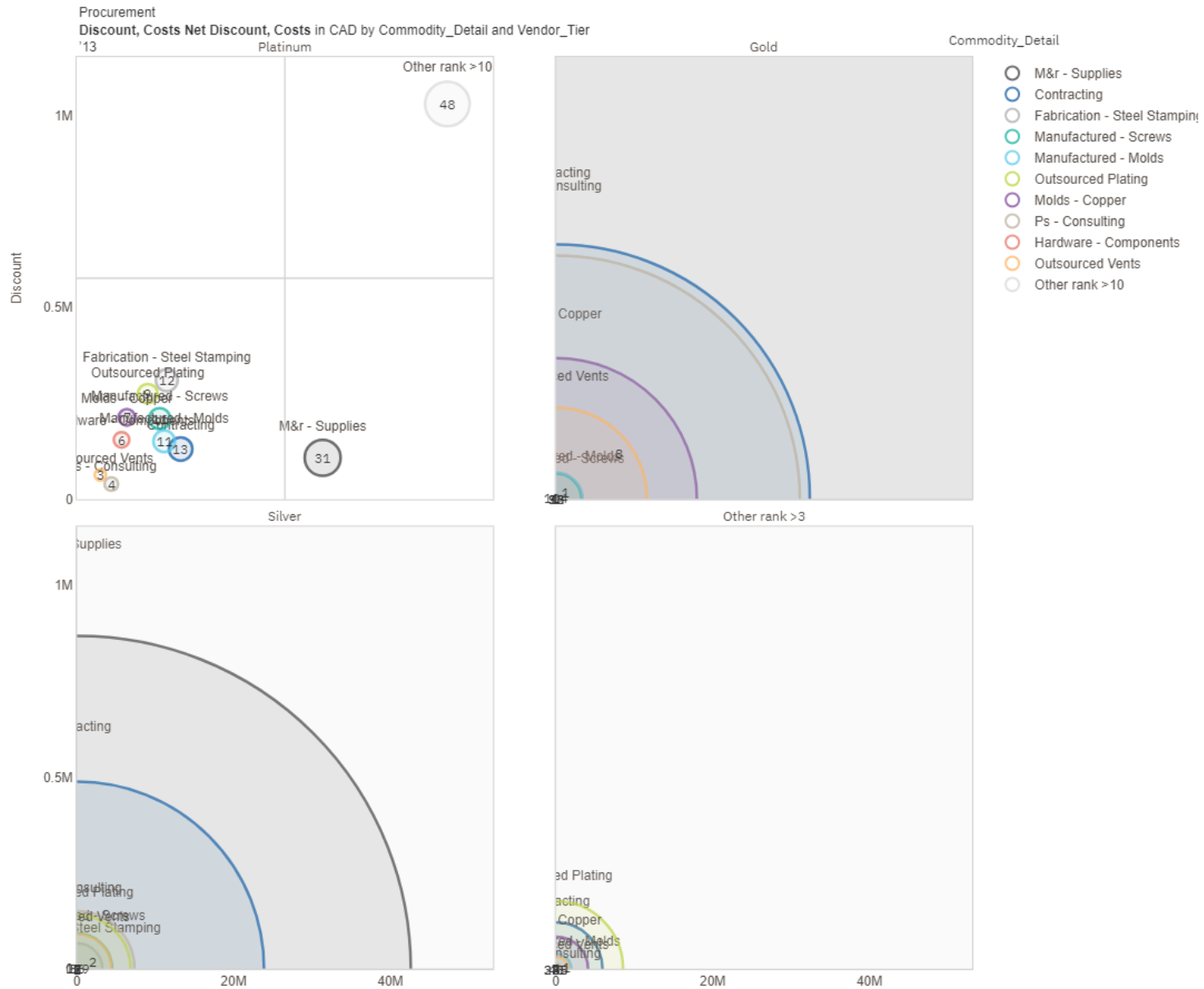


Commodity_Detail

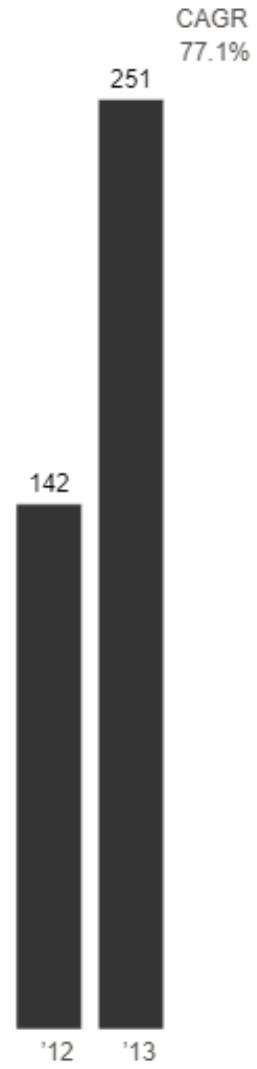
- M&r - Supplies
- Contracting
- Fabrication - Steel Stamping
- Manufactured - Screws
- Manufactured - Molds
- Outsourced Plating
- Molds - Copper
- Ps - Consulting
- Hardware - Components
- Outsourced Vents
- Other rank >10

Procurement
 Discount, Costs Net Discount, Costs in CAD by Commodity_Detail
 '13

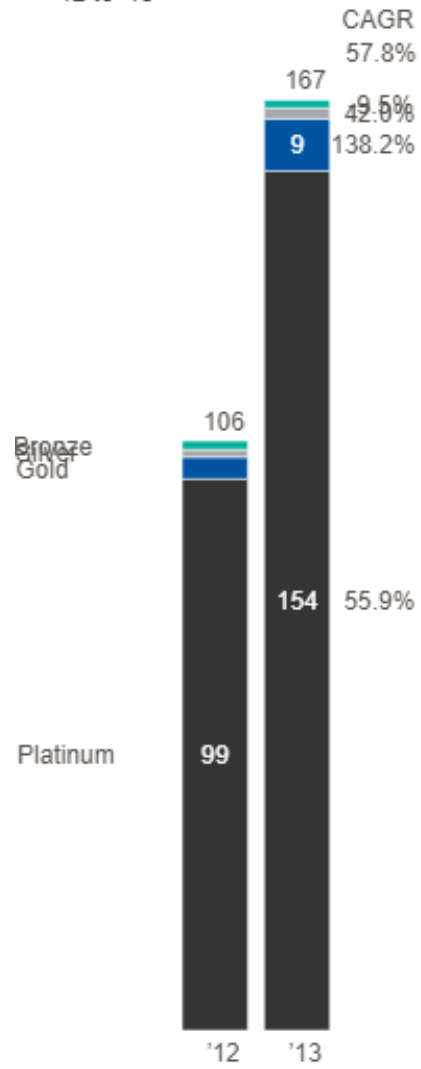




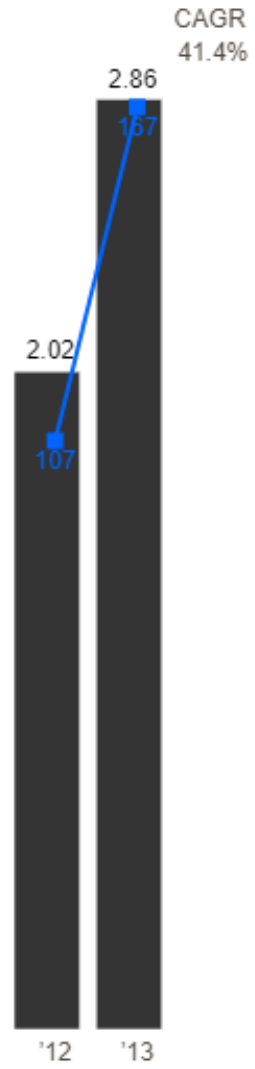
Procurement
Costs by Vendor_Name in kCAD
'12 to '13



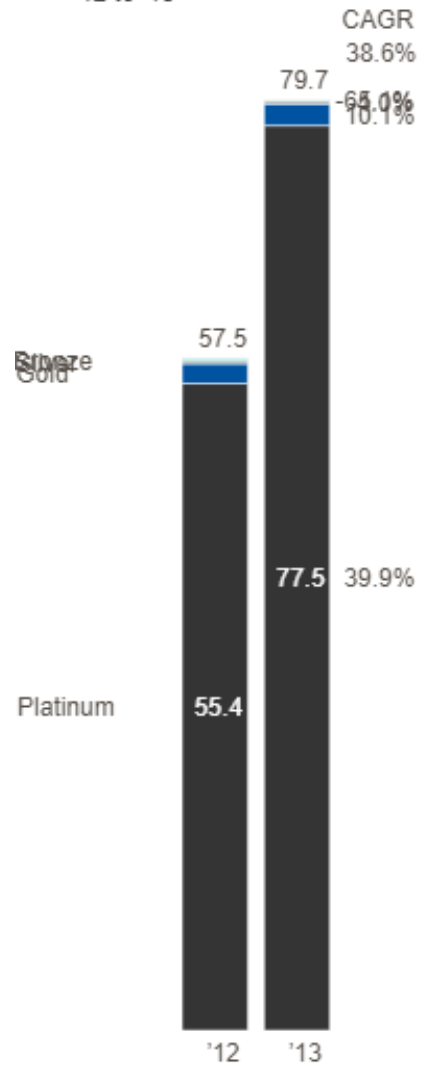
Procurement
 Costs in mCAD by Vendor_Tier like-for-like Ver
 '12 to '13



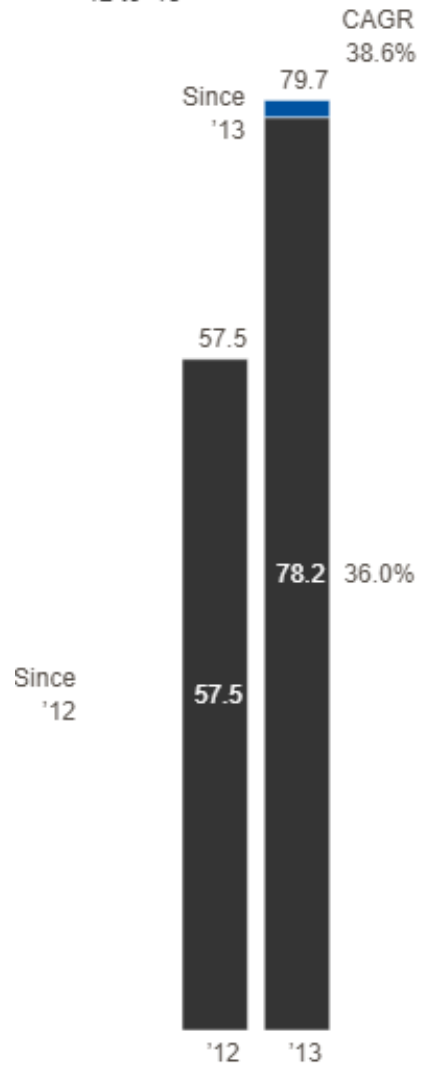
Procurement
Bars: Discount in mCAD. Line: Sales Net Discou
'12 to '13



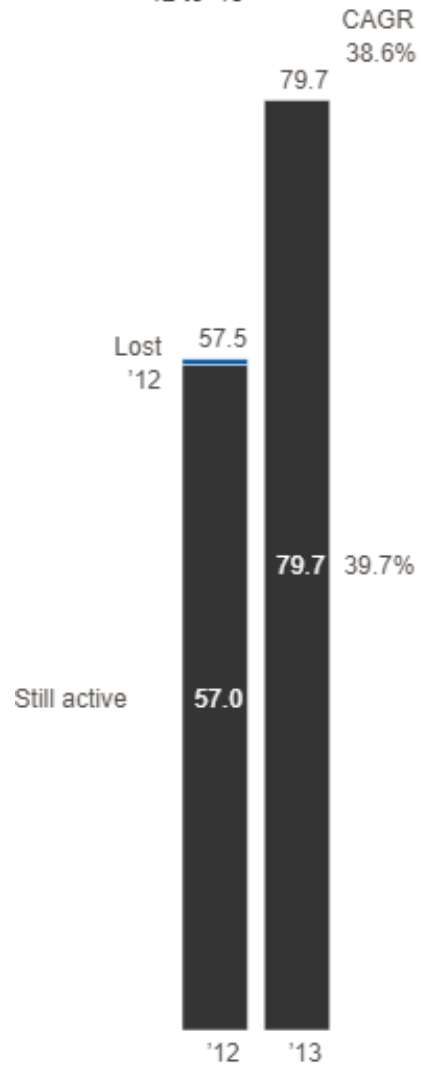
Procurement
Units in m by Vendor_Tier
'12 to '13



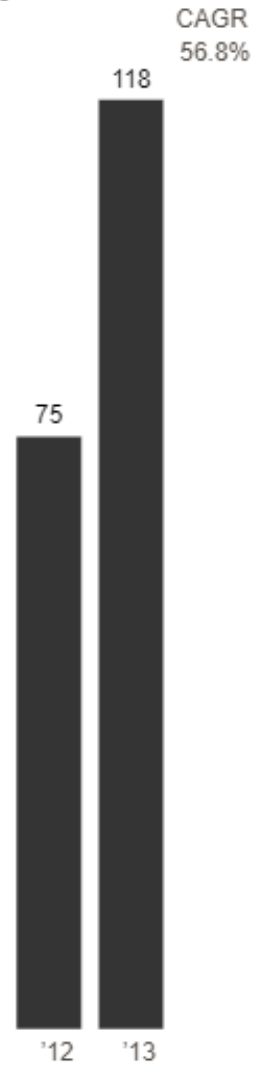
Procurement
Units in m by Vendor_Name_Since
'12 to '13



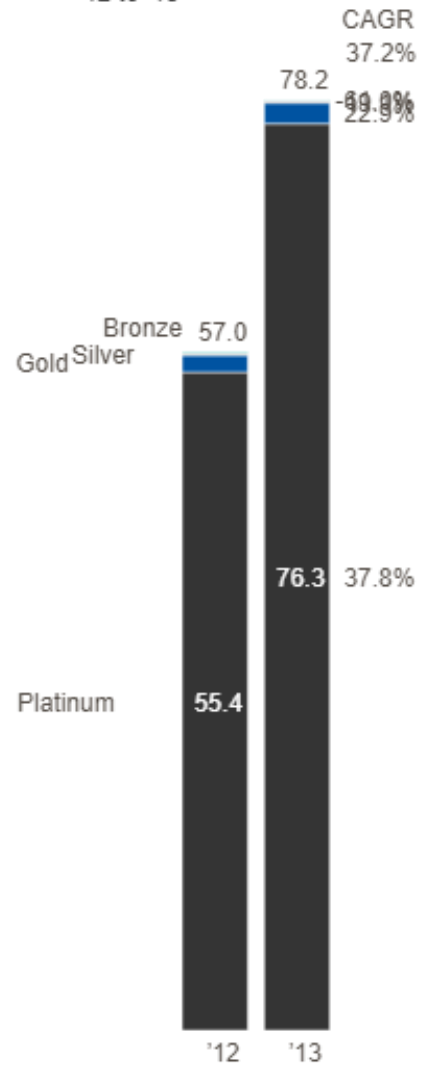
Procurement
Units in m by Vendor_Name_Lost
'12 to '13



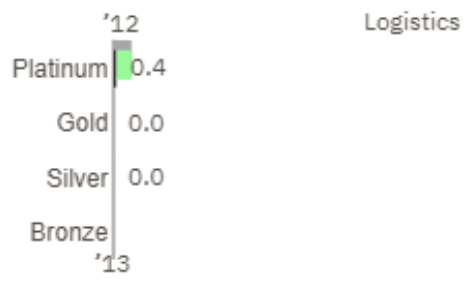
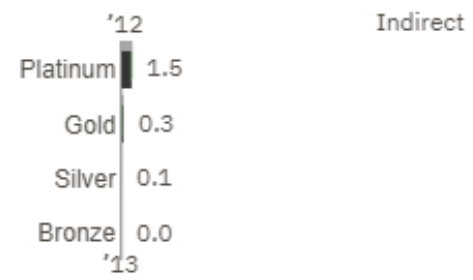
Procurement
Units by Vendor_Name in k
'12 to '13



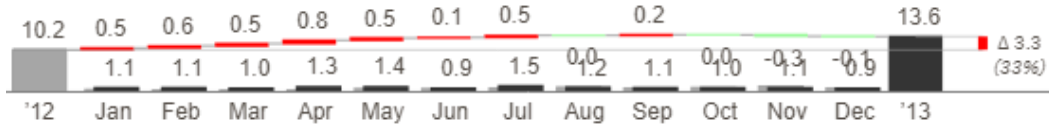
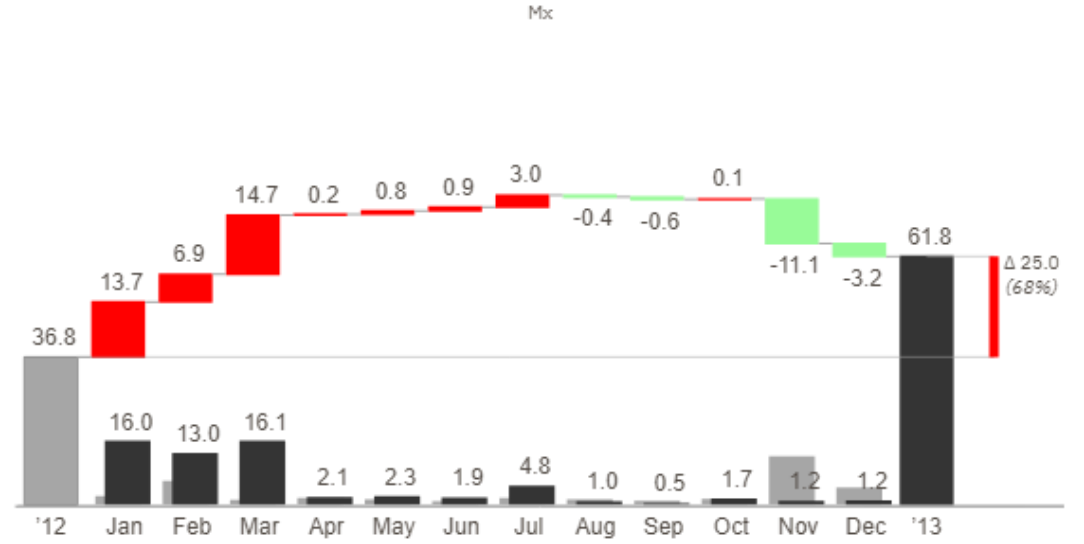
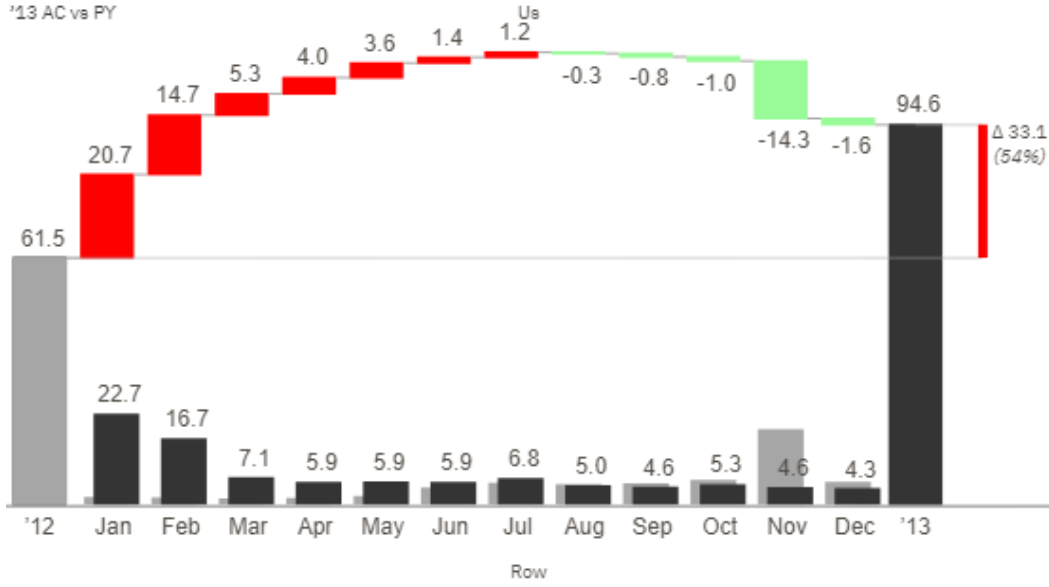
Procurement
 Units in m by Vendor_Tier like-for-like Vendo
 '12 to '13



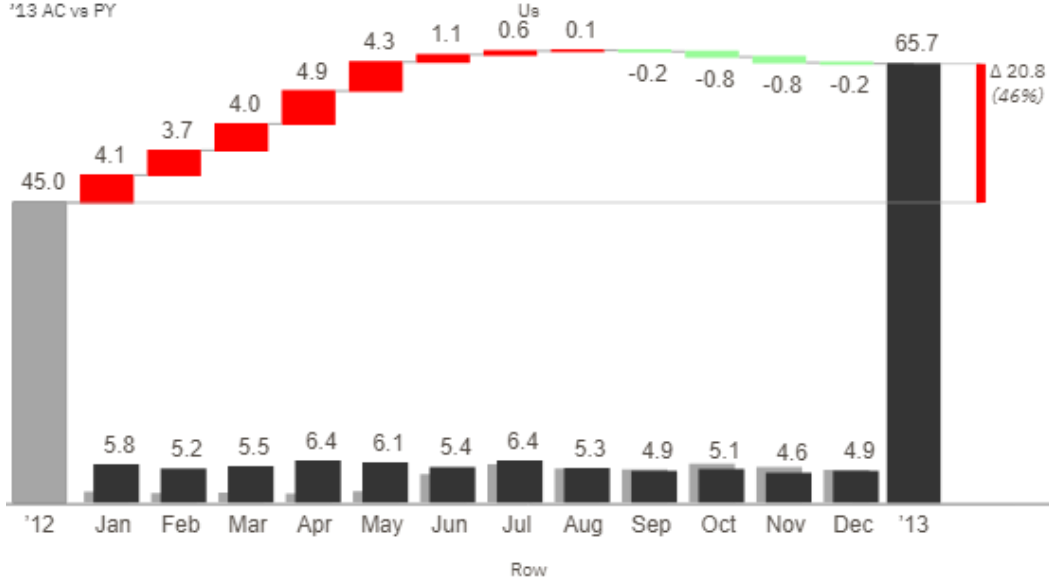
Procurement
 Units in m Category by Vendor_Tier
 '13 AC vs PY



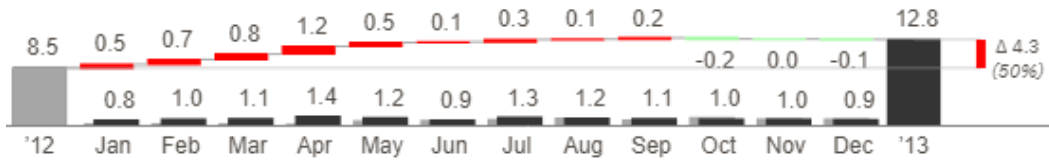
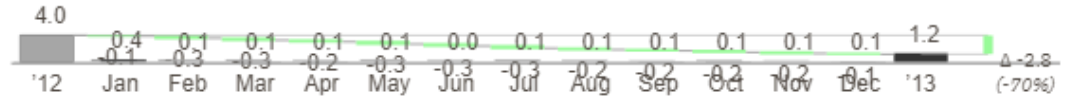
Procurement
 Costs in mCAD by Vendor_Country
 '13 AC vs PY

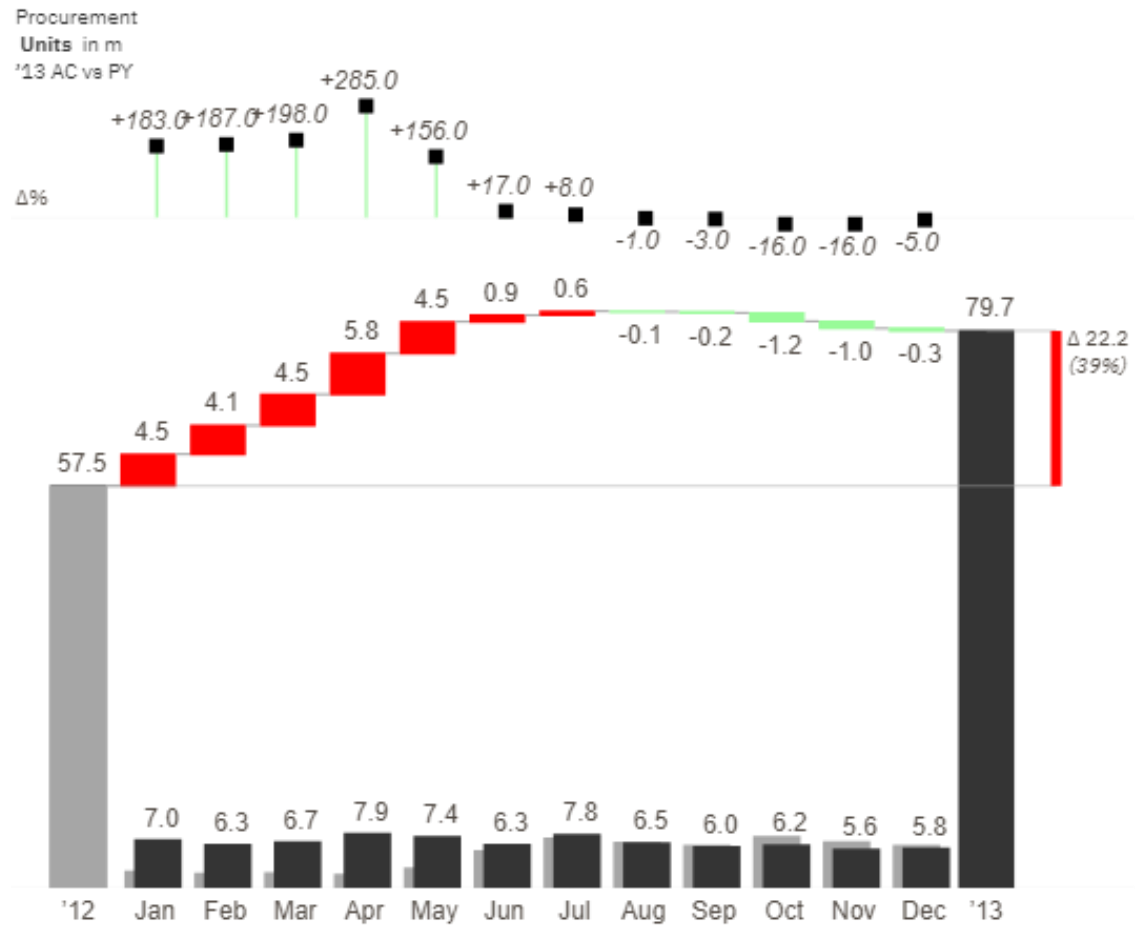


Procurement
 Units in m by Vendor_Country
 '13 AC vs PY

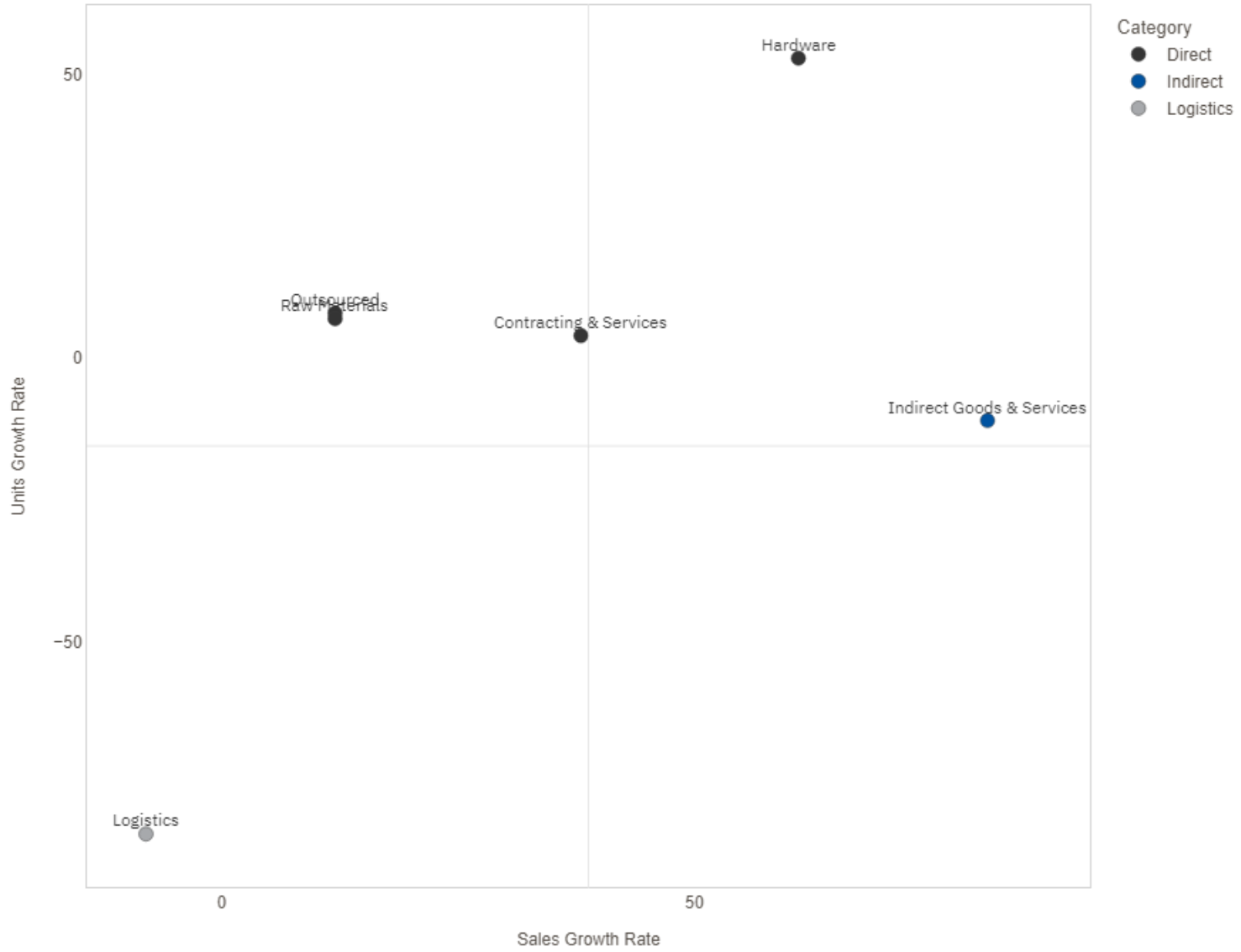


Mx

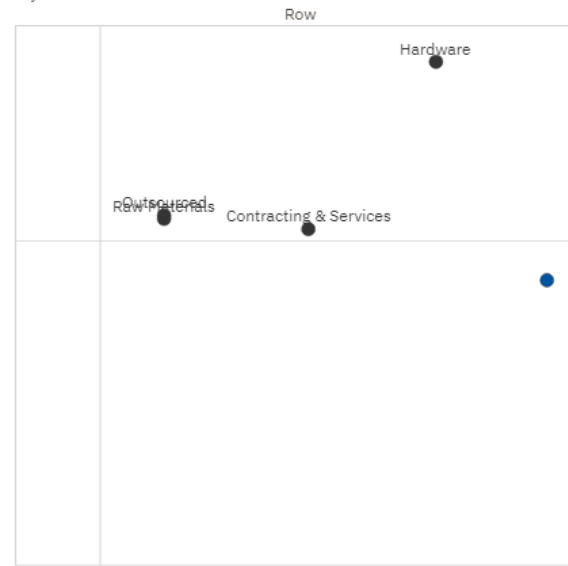
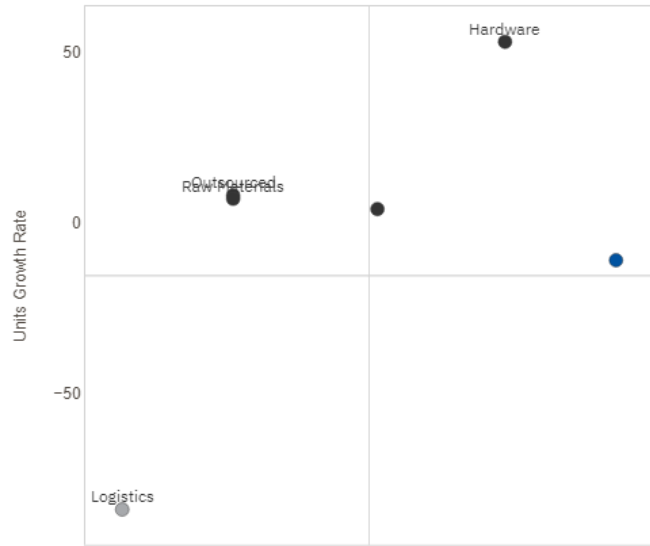




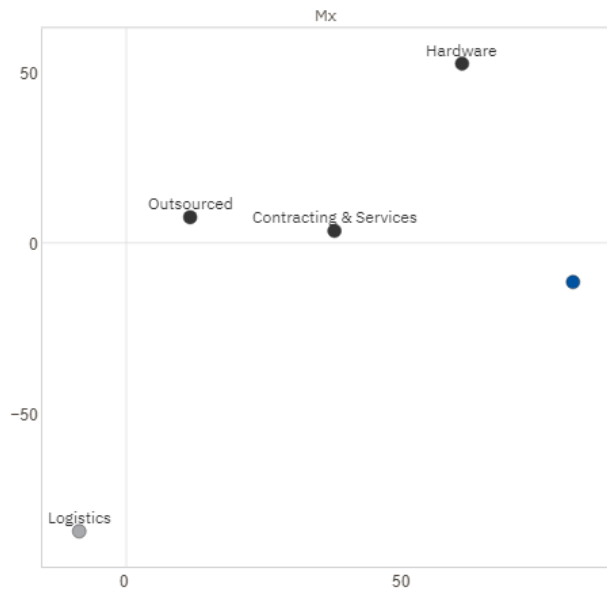
Procurement
Units Growth Rate, Costs Growth Rate aggregated by Sub_Category
'13



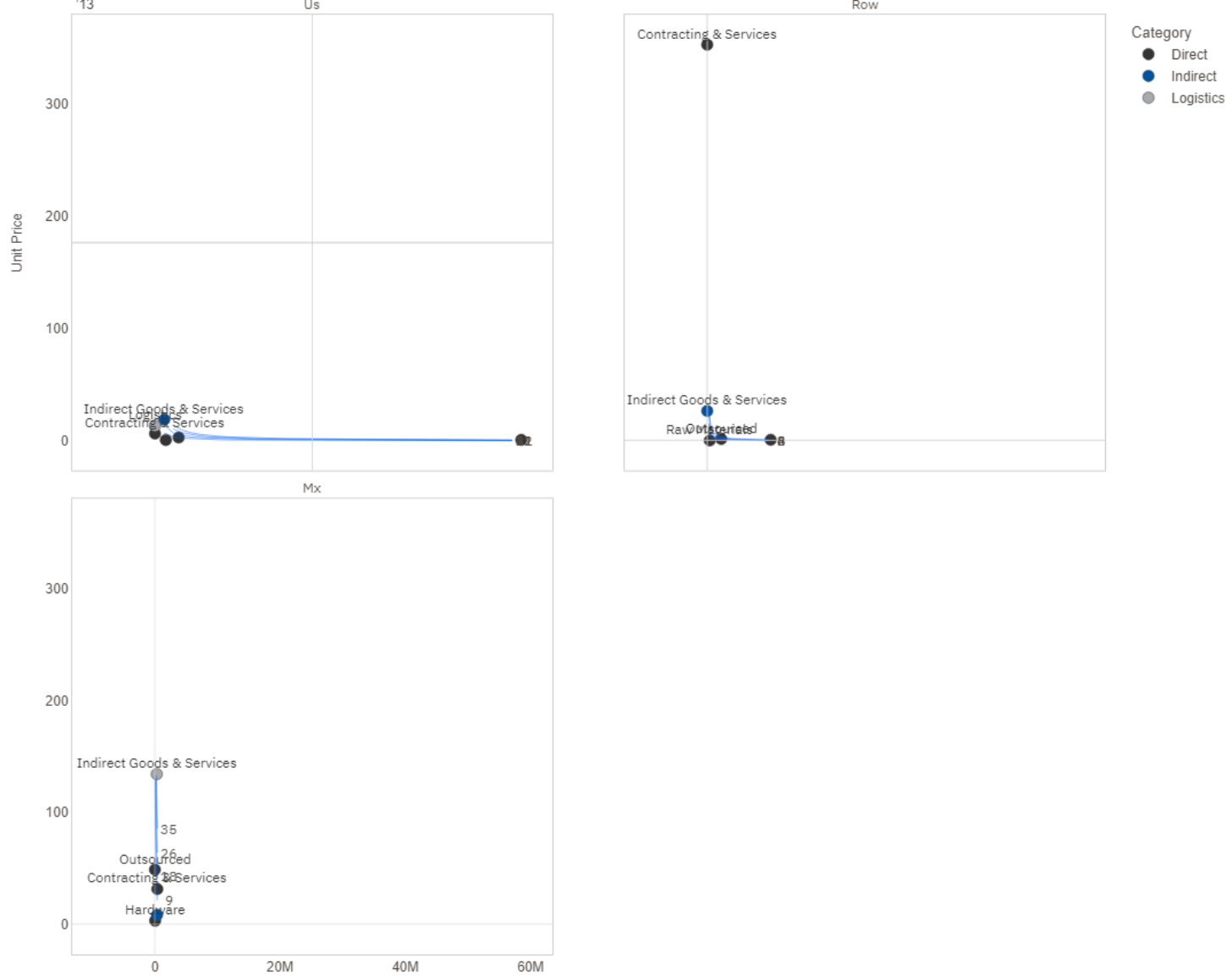
Procurement
Units Growth Rate, Costs Growth Rate aggregated by Sub_Category and Vendor_Country
'13



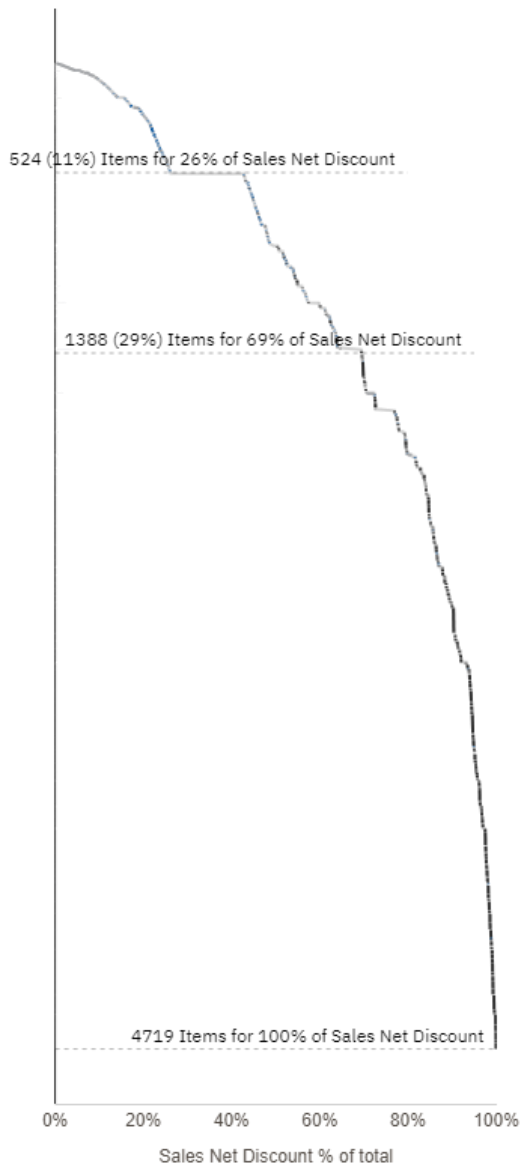
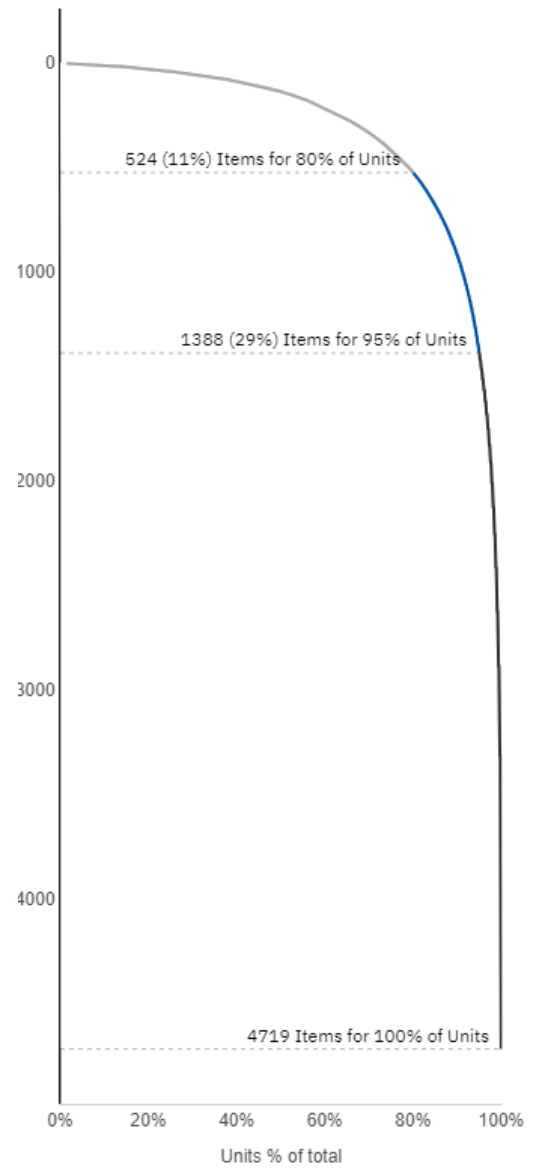
Category
● Direct
● Indirect
● Logistics



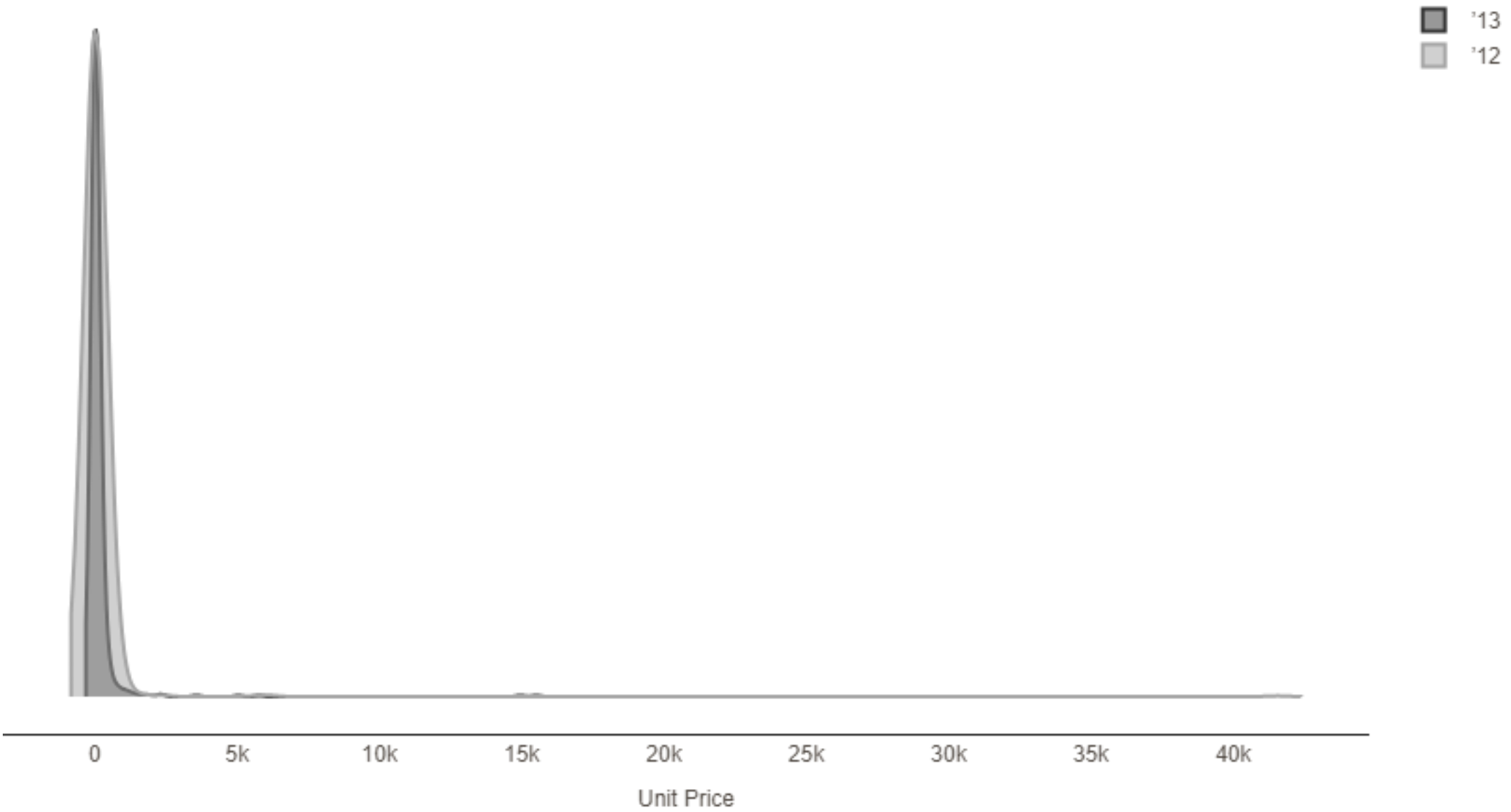
Procurement
Avg Unit Cost, Units, Costs in CAD aggregated by Sub_Category and Vendor_Country '13



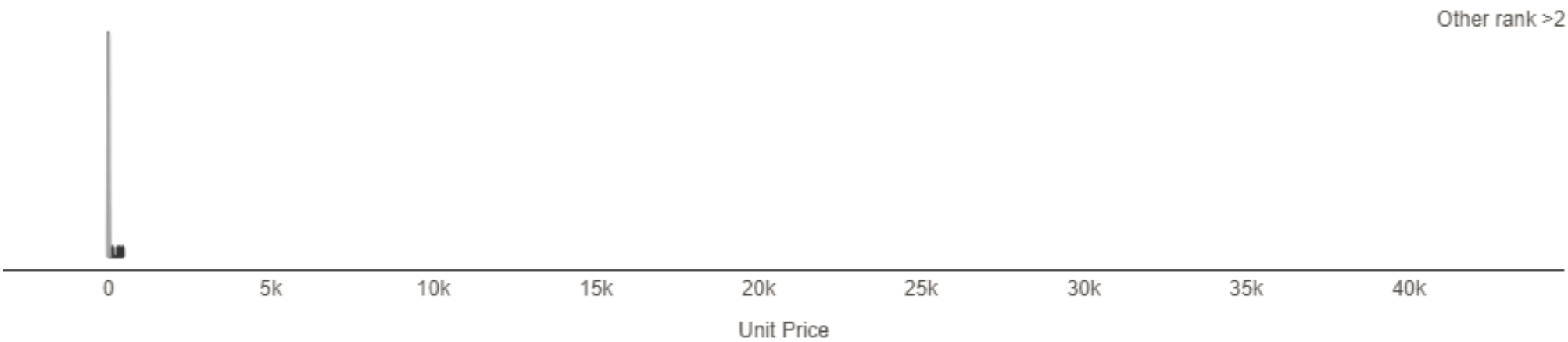
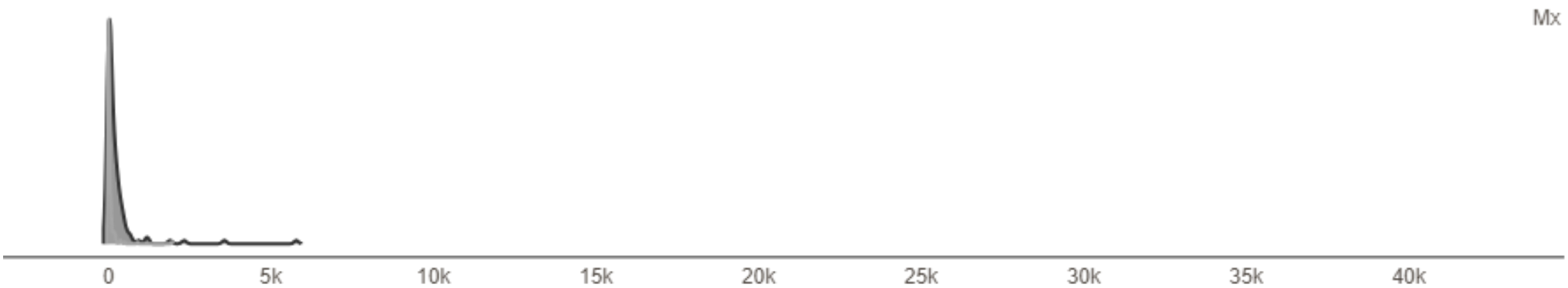
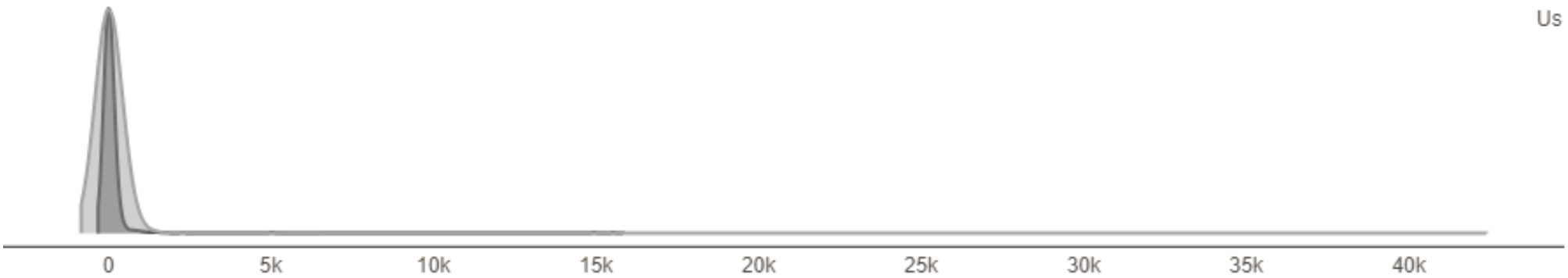
Procurement
ABC by sorted Item Units
'13



Procurement
Avg Unit Cost in CAD, aggregated by Vendor_Name
'12 vs '13

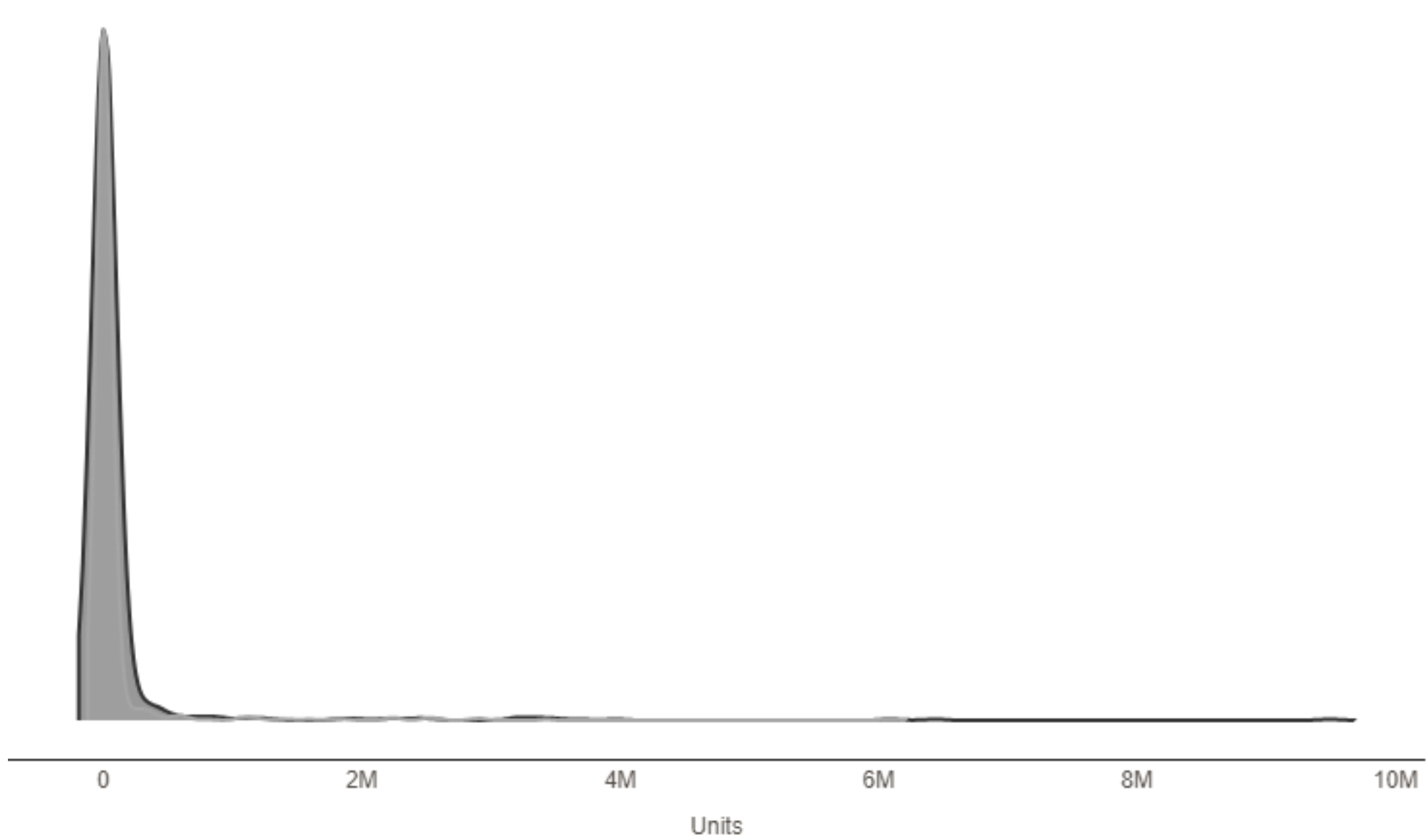


Procurement
Avg Unit Cost in CAD, aggregated by Vendor_Name by Vendor_Country
'12 vs '13

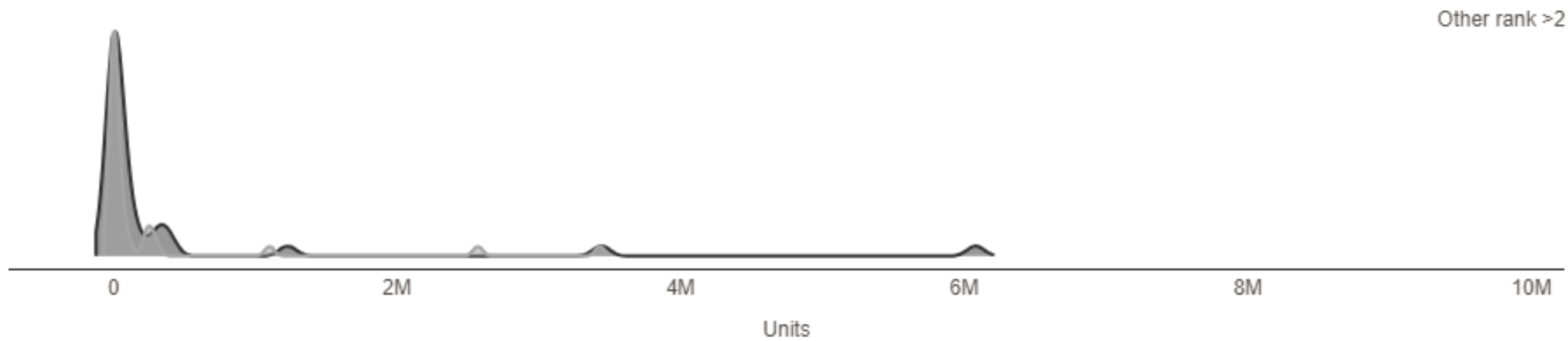
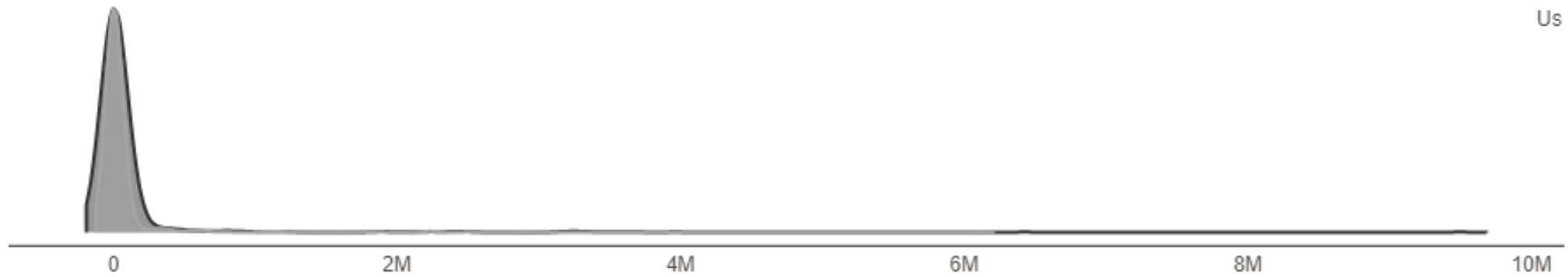


Procurement
Units aggregated by Vendor_Name
'12 vs '13

'13
'12



Procurement
Units aggregated by Vendor_Name by Vendor_Country
'12 vs '13



Procurement

Category overlap by Commodity_Detail '13

