



User Guide:

How To Analyse SME and Regional Suppliers in Insights





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Step 1: Log in with your credentials 🎤

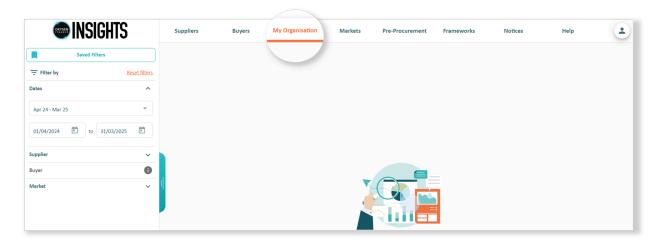
First things first, use your login details to sign in to your account. This ensures you can access all the amazing features we have for you.





Step 2: Look for My Organisation tab

Once logged in successfully, look for the **My Organisation** tab at the top of the page in the navigation menu.



Step 3: Select SME Analysis or Regional Analysis 📝

Within your organisation's dashboard, choose either SME Analysis or Regional Analysis. Each view includes a graphic showing supplier classification:

SME Analysis: Public, Private SME, Private Non-SME, Redacted, Uncategorised **Regional Analysis:** Local, Regional, National, Redacted, International, Uncategorised





Based on your selection, the graphic will display supplier classifications, and below it you'll find detailed insights including supplier lists, categories, markets, and monthly / annual spend breakdowns.



Step 4: Understanding SME Analysis 🗐

Our SME process classifies companies as Micro, Small, Medium, or Large using the Government's latest monetary company size thresholds.

Where data is limited, we infer size using account types (e.g. micro-entity or filleted accounts) and exemption claims. Dormant companies are flagged separately. This method enables effective size and risk assessment even with limited public data.

Step 5: Understanding Regional Analysis 🏶

Regional analysis categories suppliers' Head Office postcodes based on their alignment with the buying authority.

Local: Same district/authority.

Regional: Same county (but different district).

National: UK-based but outside Local / Regional.

International: Outside the UK.

Redacted and uncategorised postcodes are handled separately. This consistent approach ensures accurate location-based supplier analysis.



Step 6: Benefits of SME/Regional Analysis ✓

SME and Regional analysis provides a clear understanding of spend with SMEs and local suppliers through a live dashboard. It helps identify local suppliers by category and visualise spend across different supplier types.

Note: The classifications used for SMEs and regional suppliers are based on the Government's latest monetary company size thresholds and postcode mapping, ensuring the analysis is both reliable and consistent.

	MICRO		SMALL		MEDIUM	
	Previous	New	Previous	New	Previous	New
Turnover not more than:	£632k	£1m	£10.2m	£15m	£36m	£54m
Balance sheet total* not more than:	£316k	£500k	£5.1m	£7.5m	£18m	£27m
Monthly average number of employees, not more than:	10	10	50	50	250	250

*i.e. total assets

Need help staying ahead of your analysis? Check out our Insights Guides ii



