

How SME-friendly are the top frameworks in your category?

July 2024

Framework agreements are being used more and more to procure goods & services. However, not all frameworks are created equal. Knowing which frameworks are driving social value and being used to award contracts to SMEs has been almost impossible... until now.

In this guide, we've harnessed Tussell's framework analytics to uncover how SME-friendly the top frameworks in your category are to help you drive social value through procurement. We've done this by calculating the percentage of call-offs and the percentage of the total framework call-off value awarded to SMEs in the lifetime of each framework.

The frameworks in this report were selected and analysed using Tussell's market intelligence platform. The top 8 frameworks in each sector were chosen based off total call-off value. Some top frameworks may have been removed in instances where the number of call-offs did not constitute a large enough sample size.

(Data as of 09.07.24)



IT & Digital

<u>Framework name</u>	<u>Percentage of call-offs awarded to SMEs</u>	<u>Percentage of total call-off value awarded to SMEs</u>
Digital and Legacy Application Services	0%	0%
G-Cloud 13	58%	30%
Technology Services 3	17%	8%
Technology Products and Associated Services 2	9%	3%
Back Office Software	4%	1%
Technology Products and Associated Services	9%	2%
Digital Specialist & Programmes	22%	20%
CDC for the Integrated Health Economy	24%	1%

This list of the top IT & Digital frameworks was based off a contract search using the CPV codes: 48000000, 72000000

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Facilities Management

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
RM6257 Security - Physical, Technical and Support Services	8%	0%
Facilities Management & Workplace Services	7%	0%
Minor Works Framework 2021-2025 - AWARD	97%	96%
Total Waste Management Services II	37%	44%
Building in Use - Support Services DPS	22%	22%
Hard Facilities Management 2 (Hard FM)	57%	81%
Red Kite Community Housing Planned Works Framework	75%	74%
Fusion21 Lifts Framework	72%	67%

This list of the top 8 FM frameworks of H1 2024 was based on contract keyword searches, including terms such as "facilities management", "hard fm", "soft fm", etc.

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Health & Social Care

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
NHS Diabetes Prevention Programme	27%	27%
Commercial Agreement for the Provision of Employment and Health Related Services	11%	11%
Dynamic Purchasing System for Domiciliary Care Services	78%	69%
Occupational Health, Employee Assistance Programmes and Eye Care	31%	15%
RM6276 NHS Workforce Alliance Framework Agreement	72%	6%
NHS Type 2 Diabetes Path to Remission Programme (previously LCD)	35%	37%
Managed Equipment & Clinical Service Solutions	36%	3%
Dynamic Provider List - Residential Care for Younger Adults	37%	42%

This list of the top health and social care frameworks was based off a contract search using the CPV code: 85000000

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Construction & Works

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
Planned and Responsive Repairs and Maintenance Contractor Framework	60%	90%
Development and Construction Dynamic Purchasing System	26%	11%
Construction Works and Associated Services	20%	10%
Collaborative Delivery Framework	0%	0%
Construction and Development Works DPS	42%	55%
1518 New Build Residential Construction	8%	8%
NEPO207 Building Construction Works	41%	19%
PP144462 Decommissioning Delivery Partnership ITT.	46%	59%

This list of the top construction and works frameworks was based off a contract search using the CPV code: 45000000

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Recruitment

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
RM6161 Clinical and Healthcare Staffing Framework	34%	33%
RM6160 Non Clinical and Temporary Fixed Term Staff	34%	23%
RM6277 Non Clinical Staffing	28%	17%
RM6290 Executive and Non-Executive Recruitment Services	29%	11%
Framework Agreement for the provision of International Healthcare Professionals Recruitment & Associated Services	78%	95%
Executive and Senior Specialist Search and Associated Recruitment Services PFB1037 AP	100%	100%
RM6229 Permanent Recruitment 2	50%	82%
Dynamic Purchasing System for Apprenticeships	40%	12%

This list of the top recruitment frameworks was based off a contract keyword search using the CPV code: 79600000

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Management Consultancy

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
Technology Services 3	17%	8%
Management Consultancy Framework Three (MCF3)	15%	7%
Digital Specialist and Programmes	22%	20%
G-Cloud 13	58%	30%
Scape National Consultancy Framework	1%	0%
National LGPS Framework for Actuarial, Benefits and Governance Consultancy Services	0%	0%
Digital Outcomes 6	64%	41%
664_21 Consultancy Services	51%	44%

This list of the top 8 management consultancy frameworks of H1 2024 was based on contract keyword searches, including terms such as "management consultancy", "strategy consulting", etc.

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Skills & Training

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
RM6102 Apprenticeship Training Dynamic Marketplace DPS	49%	39%
Prison Education Framework	59%	38%
S10353 Framework for the Provision of Apprenticeship Training and End Point Assessment Services	36%	33%
000833 Apprenticeships and Associated Training	42%	21%
001086 Apprenticeships and Associated Training	49%	52%
Education, Work and Skills Flexible Procurement System	61%	49%
RM6219 Learning and Training Services DPS	60%	96%
Dynamic Purchasing System for Apprenticeships	100%	100%

This list of the top skills and training frameworks was based off a contract keyword search using the CPV codes: 80000000, 73000000, 75130000. Contract keywords include "end point assessment", "vocational qualification", etc.

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What does this all mean?

The public sector market is in a transitional period.

Recent analysis from Tussell and the Financial Times shows that framework usage has climbed 250% between 2019 and 2023.

And, with the 2023 Procurement Act set to go live in Q4 2024, new open frameworks and dynamic markets are expected to further alter the public procurement landscape.

For contracting authorities, these changes present a fresh chance to redouble efforts on SME procurement and social value. However, not all frameworks are set up to help SMEs win work with the public sector.

Dozens of public sector buyers are already using Tussell to find the right frameworks to procure through so that they can discover and work with the top SMEs in the market.

Tussell is the market's trusted source of public sector procurement data, used by:



Book a demo with the Tussell team to future-proof your procurement strategy.

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Every public sector framework all in one place

Tussell is the only market intelligence platform that matches call-off contracts to the frameworks they were awarded through.

- ✓ Find every relevant framework in seconds
- ✓ Use the most tried-and-test routes-to-market
- ✓ Reduce risk & increase compliant procurement
- ✓ Join the dots and get a complete picture of the market

Book a demo