# How SME-friendly are the top frameworks in your market?

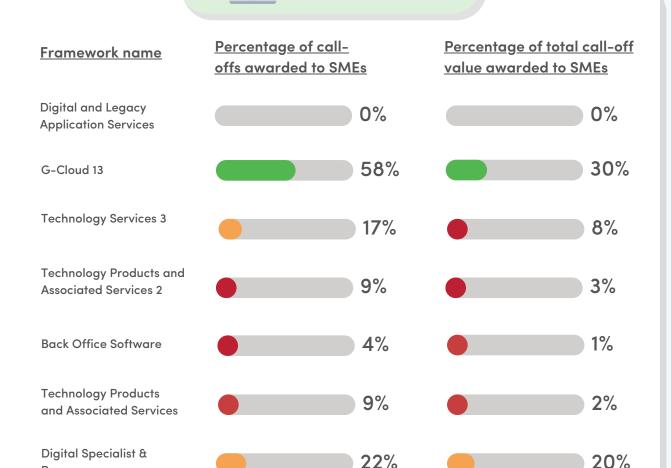
**July 2024** 

Framework agreements are being used more and more to procure goods & services. However, not all frameworks are created equal. Knowing which frameworks are actually being used to award work 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 sector are. 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 <u>Tussell's market intelligence platform</u>. 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 9.07.24)



IT & Digital

This list of the top IT & Digital frameworks was based off a contract search using the CPV codes: 48000000, 720000000

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24%

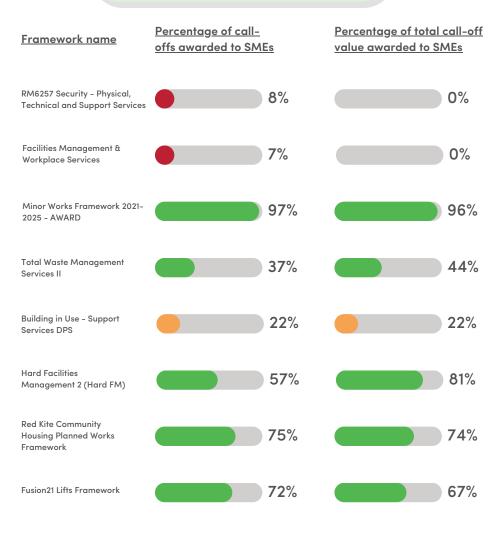
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**Programmes** 

Health Economy

CDC for the Integrated





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

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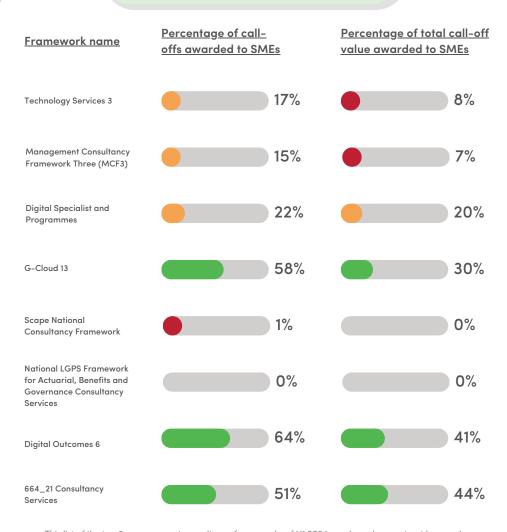


Framework name	Percentage of call- offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
RM6161 Clinical and Healthcare Staffing Framework	34%	33%
RM6160 Non Clinical and Temporary Fixed Term Staff	34%	23%
RM6277 Non Clinical Staffing	28%	17%
RM6290 Executive and Non-Executive Recruitment 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 Sysetm 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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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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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 Sysetm 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 transitionary period.

Recent <u>analysis from Tussell and the Financial Times</u> 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 <u>open frameworks</u> and <u>dynamic markets</u> are expected to further alter the public procurement landscape.

For SMEs trying to stay ahead of the competition, it's more important than ever to rely on hard data to find frameworks that are <u>actually</u> being used to award work to SMEs in your sector.

Used by over 20 of the UK Government's strategic suppliers, Tussell is the market's trusted source of public sector procurement data. Trusted by:

SAP



"Capita





ed serco

IBM

zoom

**Jacobs** 

<u>Book a demo</u> with the Tussell team to future-proof your public sector sales strategy and find the right frameworks for your business.

# tussell

# 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.

- Identify the most valuable framework in your sector
- Pin-point which frameworks your target accounts & competitors are on
- Get visibility over what's being tendered via frameworks
- Stop wasting time on fruitless frameworks

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