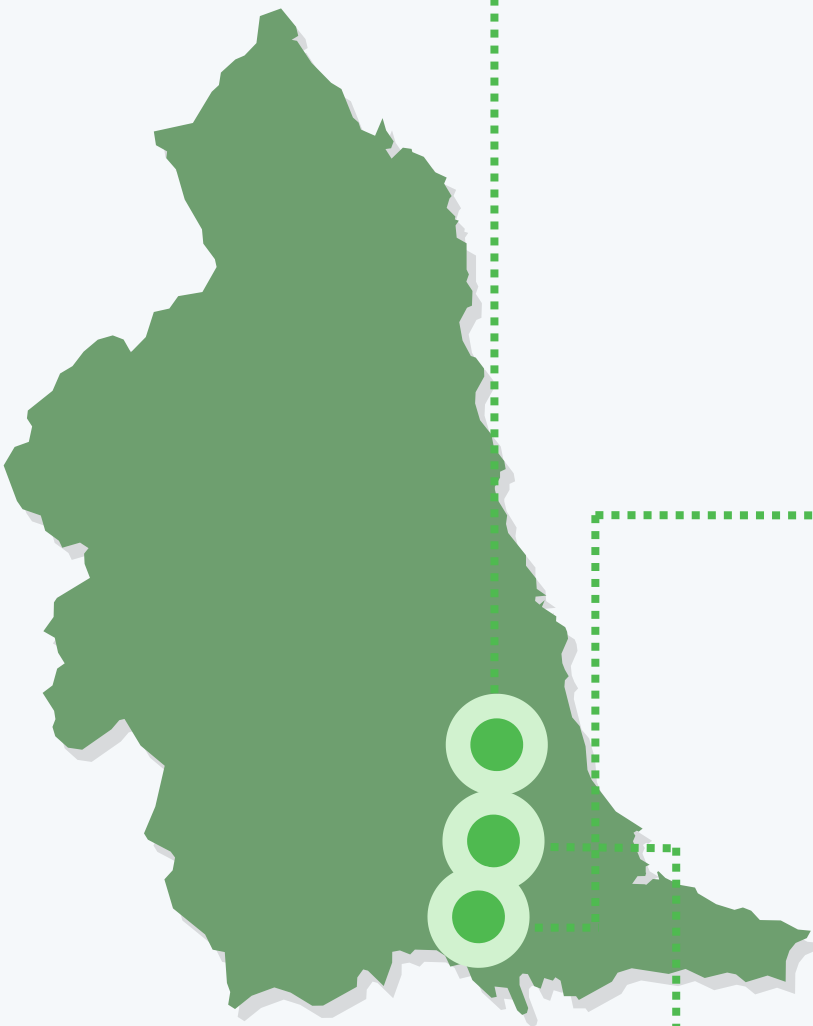


tussell

SME Regional Spotlight

August 2023

North East



My Homecare

Location: Durham

Public earnings (H1 2023): £3mn

Largest contract award by value (H1 2023):

[LD Enhanced - Cedar House \(5 Apartments\)](#), Durham County Council

My Homecare offer social care services across County Durham. Their services include domiciliary care, respite, live in care, and palliative care.

Sapphire

Location: Darlington

Public earnings (H1 2023): £636k

Largest contract award by value (H1 2023):

[Provision of a SIEM and Managed Security Operations Centre](#), Norfolk & Norwich University NHS Foundation Trust

Founded in 1996, Sapphire provide cyber security services. Sapphire has worked heavily with NHS trusts in the past.

Mobile Rocket

Location: Newton Aycliffe

Public earnings (H1 2023): £423k

Largest contract award by value (H1 2023):

[Start for Life Programme](#), Redcar & Cleveland Council

Mobile Rocket are a software development agency, specialising in creating products that streamline business processes. Their range includes a recruitment, trades & services, and NHS & healthcare apps.

Working more with SMEs is an important way for contracting authorities to promote social value through their procurement. Using [Tussell's market intelligence platform](#), we've spotlight 3 SMEs working in each of England's regions, to help kickstart your search for new smaller businesses to integrate into your supply chain.

North West



Informed Solutions

Location: Altrincham

Public earnings (H1 2023): £24.4mn

Largest contract award by value (H1 2023):

[Digital Delivery Partner \(Agriculture Reform Programme\)](#), Scottish Government

Informed Solutions are a digital transformation provider. Informed Solutions won the Queen's Award for Enterprise in both 2018 and 2022.



Gener8 Spaces

Location: Padiham

Public earnings (H1 2023): £17.1mn

Largest contract award by value (H1 2023):

[Simulation Devices and Services](#), NHS Supply Chain

Gener8 Spaces provide immersive and interactive learning environments. Their interactive rooms allow school children to become immersed in 1000s of different scenarios.



Advocacy Focus

Location: Accrington

Public earnings (H1 2023): £10.3mn

Largest contract award by value (H1 2023):

[Statutory Advocacy Services](#), Lancashire County Council

Advocacy Focus helps those who have difficulty with communicating their thoughts and needs. They provide free advocacy support to disadvantaged and underprivileged communities.



How did we find these SMEs?

All SMEs were identified using [Tussell's market intelligence platform](#). Only organisations with published public sector revenue & at least one published contract award in H1 2023 were selected. Chosen SMEs are not endorsed by Tussell.

Yorkshire & The Humber



Angloco

Location: Leeds

Public earnings (H1 2023): £6.2mn

Largest contract award by value (H1 2023):

[Firefighting foam requirements](#),
Police & Crime Commissioner for
Northamptonshire

*Founded in 1965, Angloco provide fire-
fighting rescue vehicles and equipment.
Angloco has customers in over 50 countries.*



Futures Recruitment

Location: Leeds

Public earnings (H1 2023): £2.8mn

Largest contract award by value (H1 2023):

[IT Agency Resource](#), Northumbria
Police

*Futures are a recruitment agency,
covering the public, education and
manufacturing sectors.*



WomenCentre

Location: Halifax

Public earnings (H1 2023): £2.3mn

Largest contract award by value (H1 2023):

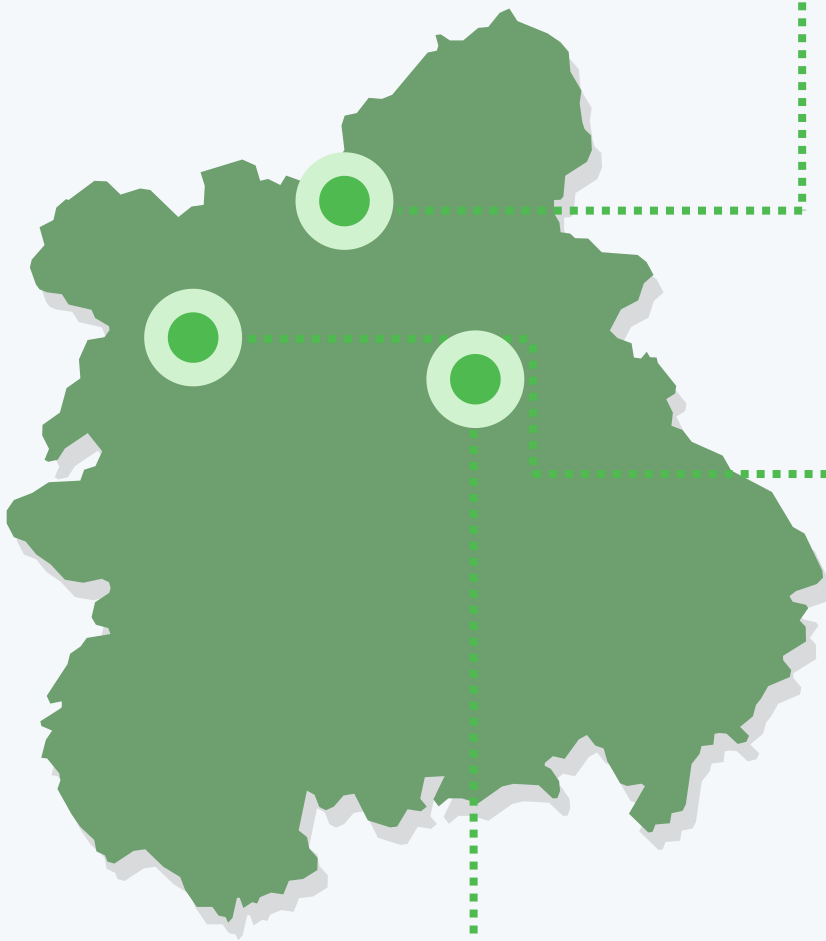
[Domestic Abuse Support Service](#),
Calderdale Metropolitan Borough
Council

*WomenCentre provides emotional and
practical support services for women
across their centres in Calderdale, Kirkless
and Bradford.*

Did you know ...

Data from [Tussell & LocalGov's 2023 Local Government Procurement Index](#) shows that 36.7% of direct procurement spending by Yorkshire & The Humber-based local authorities went to SMEs in 2022.

West Midlands



Acorn Training

Location: Stoke-on-trent

Public earnings (H1 2023): £2.5mn

Largest contract award by value (H1 2023):

[GMCA Devolved Adult Education Budget, Academic Year 23/24](#), Greater Manchester Combined Authority

Acorn Training are a national training provider that deliver apprenticeships, online courses, employability programmes, justice services, skills & career development.



Social Telecoms

Location: Shrewsbury

Public earnings (H1 2023): £2.2mn

Largest contract award by value (H1 2023):

[PFH Call off - ICT Hardware](#), Citizen Housing Group Ltd

Social Telecoms are a supplier of telecommunications and data services to the social housing sector. Their offerings span CaaS, Contact Centre, Cloud Computing, Mobile Airtime and Digital Inclusion.



Asset Insights

Location: Lichfield

Public earnings (H1 2023): £2.2mn

Largest contract award by value (H1 2023):

[Possession Optimisation - Wales and Western](#), Network Rail Infrastructure

Asset Insights are a digital transformation firm in the rail sector. They assist rail companies to transition away from legacy solutions, and adopt new digital solutions.

Did you know ...

Data from [Tussell & LocalGov's 2023 Local Government Procurement Index](#) shows that 30% of direct procurement spending by West Midlands-based local authorities went to SMEs in 2022.

East Midlands



Leec

Location: Nottingham

Public earnings (H1 2023): £2.9mn

Largest contract award by value (H1 2023):

[ENHT - Body Storage Unit](#), West Hertfordshire Teaching Hospitals NHS Trust

Leec are a manufacturing firm, specialising in pathology, mortuary and life sciences equipment.



Centiant

Location: Hartwell

Public earnings (H1 2023): £2.5mn

Largest contract award by value (H1 2023):

[UCPI Future Secure IT System](#), Home Office

Centiant are a networking, data centre and telephony provider for the public sector. Their clients include the Cabinet Office, Home Office and MOD.



Peopletoo

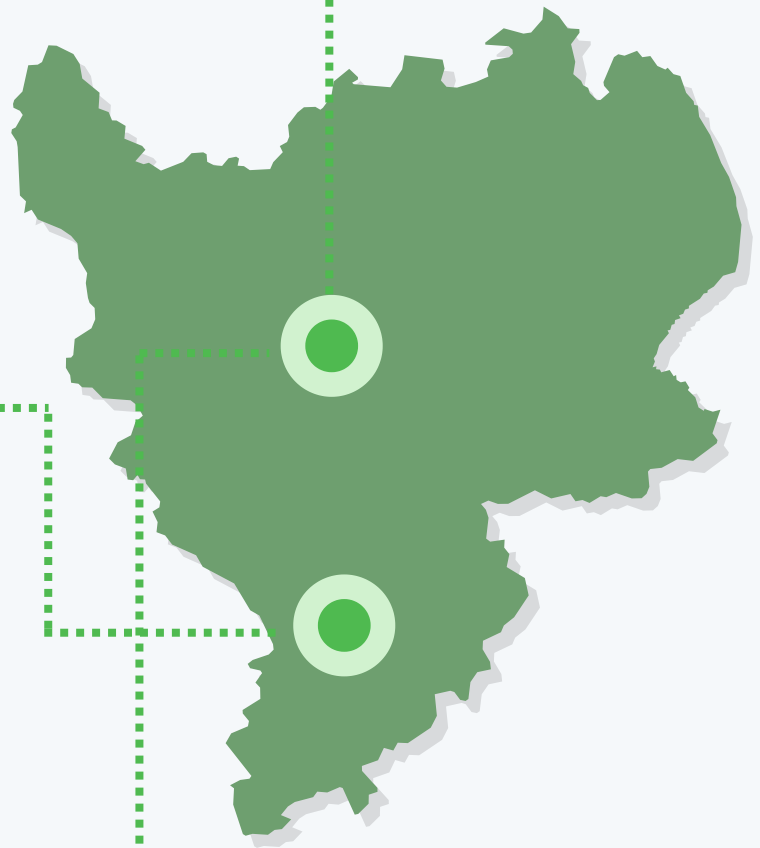
Location: Nottingham

Public earnings (H1 2023): £1.1mn

Largest contract award by value (H1 2023):

[Strategic Commissioning Support to Health & Care](#), Staffordshire County Council

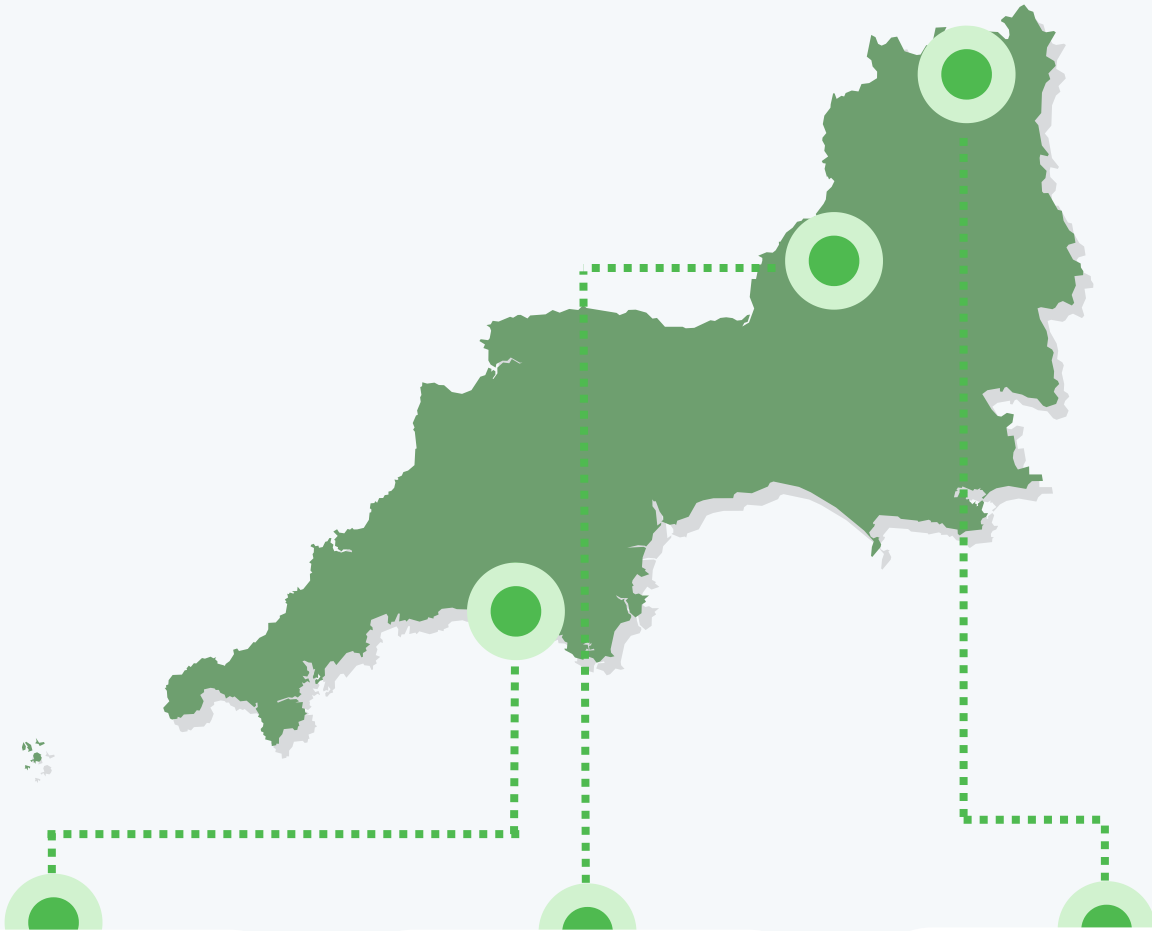
Peopletoo aid local authorities and healthcare bodies to improve their service delivery. Their specialities span FM, social care, environmental services and procurement.



Did you know ...

Data from Tussell & LocalGov's [2023 Local Government Procurement Index](#) shows that 29.3% of direct procurement spending by East Midlands-based local authorities went to SMEs in 2022.

South West



Ventro

Location: Plymouth

Public earnings (H1 2023): £3.9mn

Largest contract award by value (H1 2023):

[GCMT - Education](#), London Borough of Hammersmith & Fulham

Ventro are a fire safety solutions provider. Their offerings span fire safety hardware installation, to large-scale fire safety programmes and training.



Archus

Location: Bristol

Public earnings (H1 2023): £2mn

Largest contract award by value (H1 2023):

[Development of Business Cases](#), NHS Wales - Shared Services Partnership

Archus provide strategic and infrastructure advice to health and social care bodies. Archus develop strategies for future service delivery, and how to implement changes in healthcare systems.



Xansium

Location: Stroud

Public earnings (H1 2023): £1.7mn

Largest contract award by value (H1 2023):

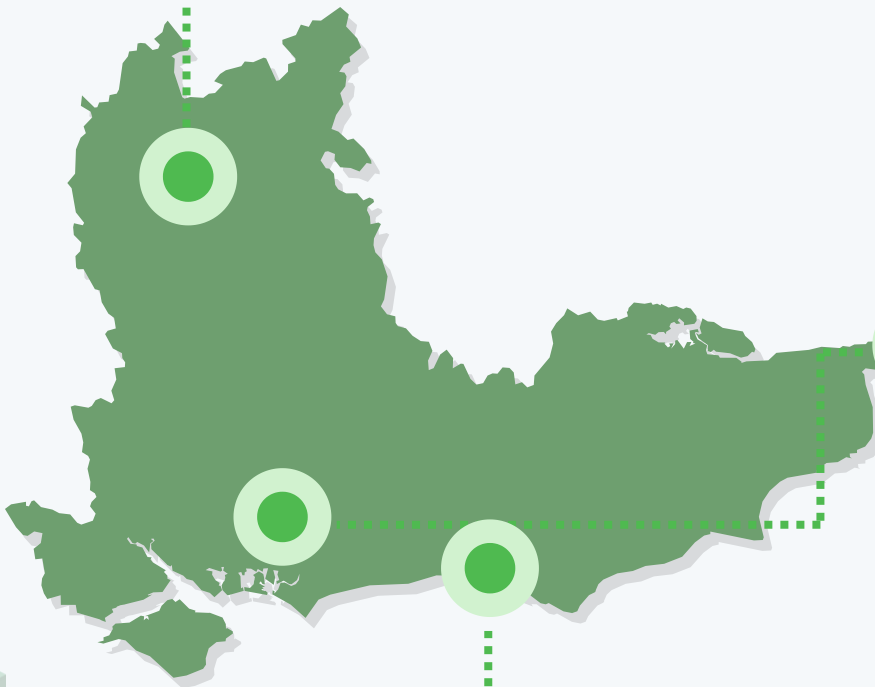
[Digital Product Support Services](#), Cabinet Office

Xansium are digital transformation and cloud services consultancy firm. In 2023, Xansium have begun working extensively with the Cabinet Office.

Did you know ...

Data from [Tussell & LocalGov's 2023 Local Government Procurement Index](#) shows that 37.9% of direct procurement spending by South West-based local authorities went to SMEs in 2022.

South East



Pixel Group

Location: Bicester

Public earnings (H1 2023): £3.7mn

Largest contract award by value (H1 2023):

[Procurement and Commercial Service - Synergy](#), DWP

Pixel Group are a procurement and commercial consultancy firm. In the past, they've provided extensive procurement support to the DWP.



Euclid

Location: Denmead

Public earnings (H1 2023): £2.7mn

Largest contract award by value (H1 2023):

[Education transport flashcard, DBS badges and printing services](#), Cambridgeshire County Council

Euclid provide personalised plastic identity and smart cards. Every 7 hour shift, Euclid can produce over 30,000 cards using its bespoke Integra system.



The Big Lemon

Location: Brighton

Public earnings (H1 2023): £1.9mn

Largest contract award by value (H1 2023):

[Supported Bus Services](#), West of England Combined Authority

The Big Lemon are a CIC who operate a number of local bus services across Brighton & Hove, Bristol and Bath. In 2017, they launched the UK's first solar-powered electric bus.

Did you know ...

Data from Tussell & LocalGov's 2023 Local Government Procurement Index shows that 36.4% of direct procurement spending by South East-based local authorities went to SMEs in 2022.

East of England



Switchshop

Location: Hitchin

Public earnings (H1 2023): £4.8mn

Largest contract award by value (H1 2023):

[Provision of Hardware for the DFE 'Connect the Classroom' Project](#),

Durham County Council

Switchshop is an IT networks, security and VoIP telephony services provider. Their largest public sector customer is Durham County Council.



Pay360

Location: Colchester

Public earnings (H1 2023): £2.8mn

Largest contract award by value (H1 2023):

[NNC - Income Management System](#), North Northamptonshire Council

Pay360 are a secure payment services provider. Pay360 claims to process over 150 million card transactions worth £8.5bn every year.



Benjamin UK

Location: Leighton Buzzard

Public earnings (H1 2023): £2.4mn

Largest contract award by value (H1 2023):

[CSI/CYP Resi Placement](#), Bristol City Council

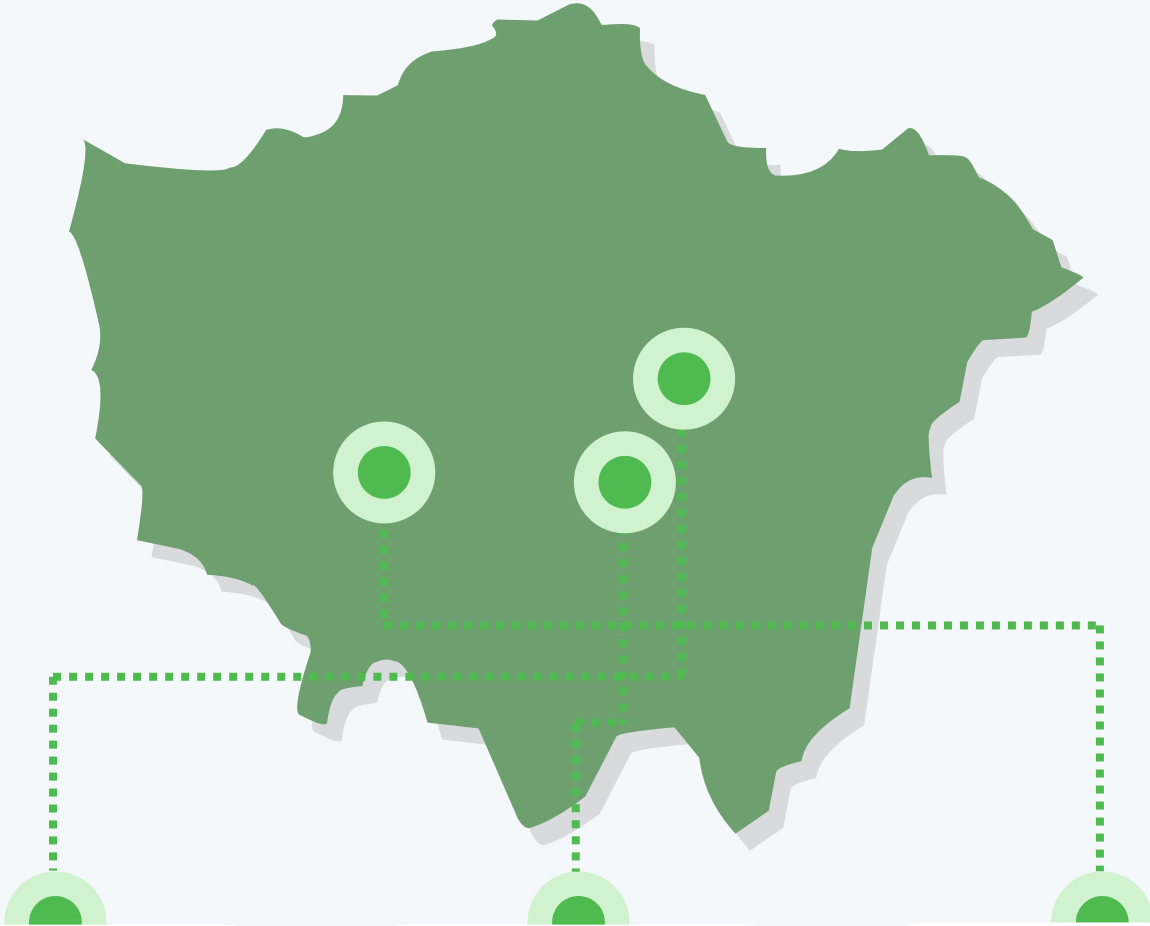
Benjamin UK is an immersive residential therapeutic programme provider. The Benjamin Be-Transformed programme aims to help young people with trauma to rebuild their confidence.



Did you know ...

Data from Tussell & LocalGov's [2023 Local Government Procurement Index](#) shows that 36.7% of direct procurement spending by East of England-based local authorities went to SMEs in 2022.

London



Vibrance

Location: Tower Hamlets

Public earnings (H1 2023): £7.4mn

Largest contract award by value (H1 2023):

[The provision of Information, Advice and Guidance service](#), London Borough of Haringey

Vibrance is a registered charity, established in 1989, providing a range of services to adults with a disability across London and the South East of England.



PPL

Location: Bermondsey

Public earnings (H1 2023): £2.4mn

Largest contract award by value (H1 2023):

[Life Chances Fund Support Contract](#), The National Lottery Community Fund

PPL is a public sector transformation consultancy. Their specialities aim to promote better health, wellbeing and economic outcomes for citizens.



LMP Group

Location: Shepherd's Bush

Public earnings (H1 2023): £2.6mn

Largest contract award by value (H1 2023):

[Leeds City Bikes](#), Leeds City Council

LMP Group is a training and education provider. Founded in 2004 by 3 separate companies, LMP's programmes are delivered to schools, employers and individuals,

Did you know ...

Data from [Tussell & LocalGov's 2023 Local Government Procurement Index](#) shows that 34.9% of direct procurement spending by London-based local authorities went to SMEs in 2022.

Find more SMEs for your supply chain

All of the SMEs in this report were identified using Tussell. To see how Tussell can help your contracting authority to identify and work with more SMEs, [click here](#).