

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

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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 11.02.24)



## 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 Outcomes 6	65%	45%
G-Cloud 13	58%	30%
Digital Outcomes and Specialists 5	58%	30%
Digital specialist and Programmes	23%	22%
Technology Services 3	16%	9%
RM3808 Network Services 2	12%	8%
RM6195 Big Data and Analytics	12%	4%
RM6068 Technology Products and Associated Services	10%	2%

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



## Facilities Management

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
Building Works Framework Agreement	30%	24%
RM6088 Construction Works and Associated Services	24%	35%
Internal & External Building Works Framework	14%	0%
RM6168 Estate Management Services	10%	2%
RM6232 Facilities Management & Workplace Services	9%	1%
RM3830 Facilities Management Marketplace	8%	0%
RM6165 Construction Professional Services	7%	1%
National Framework for Refit and Refurbishment Solutions	0%	0%

This list of the top 8 FM frameworks of 2023 was based on contract keyword searches, including terms such as "facilities management", "hard fm", "soft fm", etc.



## Health & Social Care

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
CP1185-15 Provision of Passenger Transport DPS	95%	100%
KMCAS-139 - Dynamic Purchasing System for Domiciliary Care Services	89%	88%
Provision of Nursing Services and Management of Council Owned Premises in Staffordshire	65%	46%
NHS Type 2 Diabetes Path to Remission Programme (previously LCD)	53%	50%
RM6255 - Voucher Schemes	50%	85%
005600 - NEPO Education, Health & Social Care	48%	60%
Managed Equipment & Clinical Service Solutions	38%	3%
Framework Agreement for the Provision of Insourcing / Outsourcing Clinical, Surgical and Diagnostic Procedures	17%	21%

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



## Construction & Works

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
RM6095 Gigabit Capable Connectivity DPS	61%	77%
RM6014 Modular Building Solutions	28%	24%
Development Contractor DPS	25%	13%
RM6088 Construction Works and Associated Services	24%	35%
RM6267 Construction works and Associated Services 2 / Procure 23 (CWAS2/P23)	20%	2%
Modular Buildings	18%	8%
DfE Offsite Schools Framework (Incorporating Modular and MMC delivery).	16%	4%
Collaborative Delivery Framework	0%	0%

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



## Recruitment

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
Construction Consultancy Services 2	62%	25%
RM6229 Permanent Recruitment 2 Lot 2	45%	82%
RM6160 Non Clinical and Temporary Fixed Term Staff	34%	22%
RM6229 Permanent Recruitment 2 Lot 1	32%	3%
RM6277 Non Clinical Staffing	30%	24%
653F_19 Managed Services for Temporary Agency Resources (MSTAR3)	15%	0%
000942 Managing Temporary and Permanent Recruitment	13%	9%
Framework Agreement for the Provision of Insourcing / Outsourcing Clinical, Surgical and Diagnostic Procedures	0%	0%

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



## Management Consultancy

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
RM1043.8 Digital Outcomes 6	65%	45%
RM1557.13 G-Cloud 13	58%	30%
RM1043.7 Digital Outcomes and Specialists 5	58%	30%
Construction Consultancy Services 2	52%	25%
RM6263 Digital Specialist and Programmes	23%	22%
RM6100 Technology Services 3	16%	9%
RM6187 Management Consultancy Framework Three (MCF3)	14%	5%
RM6179 Legal Services Framework	5%	5%

This list of the top 8 management consultancy frameworks of 2023 was based on contract keyword searches, including terms such as "management consultancy", "strategy consulting", etc.



## Skills & Training

Framework name	Percentage of call-offs awarded to SMEs	Percentage of total call-off value awarded to SMEs
Prison Education Framework	59%	6%
RM6102 Apprenticeship Training Dynamic Marketplace DPS	55%	38%
001086 Apprenticeships and Associated Training	53%	61%
WCC – DPS for Apprenticeship Training Provision	46%	11%
000833 Apprenticeships and Associated Training	44%	22%
Apprenticeship Learning Providers	40%	35%
S10353 Framework for the Provision of Apprenticeship Training and End Point Assessment Services	35%	50%
Framework Award – C1546.315 Public Health Practitioner (Degree Apprenticeship) Framework	23%	35%

This list of the top recruitment 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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## 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

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