

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

February 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 <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.

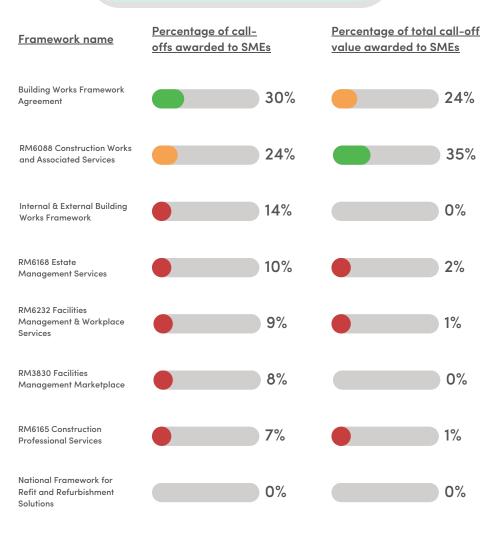
(Data as of 11.02.24)



<u>Framework name</u>	Percentage of call- offs awarded to SMEs	Percentage of total call-off value awarded to SMEs	
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





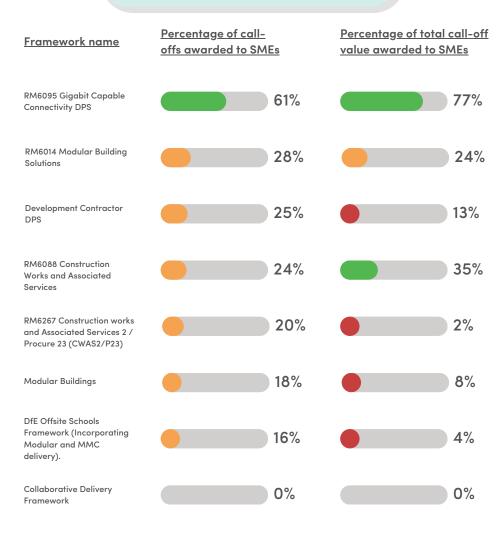
This list of the top 8 FM frameworks of 2023 was based on contract keyword searches, including terms such as "facilities management", "hard fm", "soft fm", etc.



<u>Framework name</u>	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





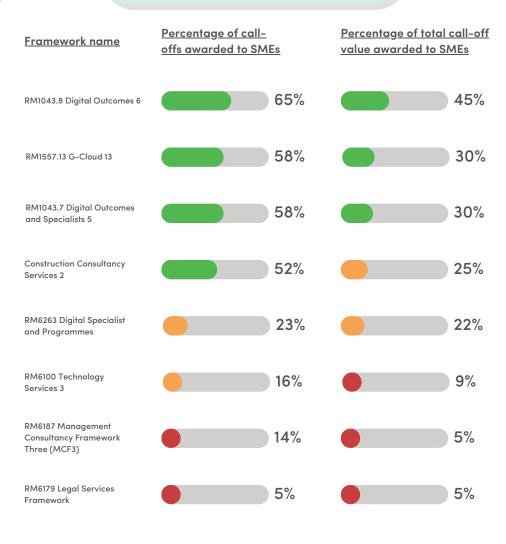
This list of the top construction and works frameworks was based off a contract search using the CPV code: 45000000



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



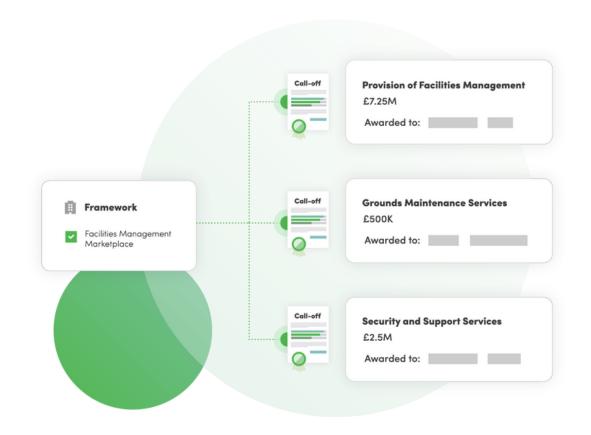


This list of the top 8 management consultancy frameworks of 2023 was based on contract keyword searches, including terms such as "management consultancy", "strategy consulting", etc.



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.



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.

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

Book a demo