

# 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 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.

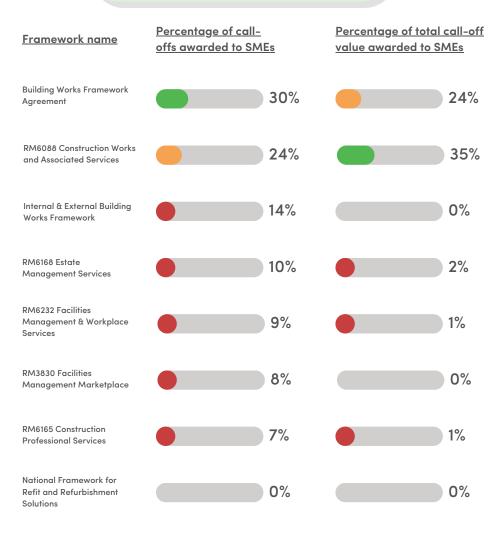
(Data as of 11.02.24)



Framework name	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





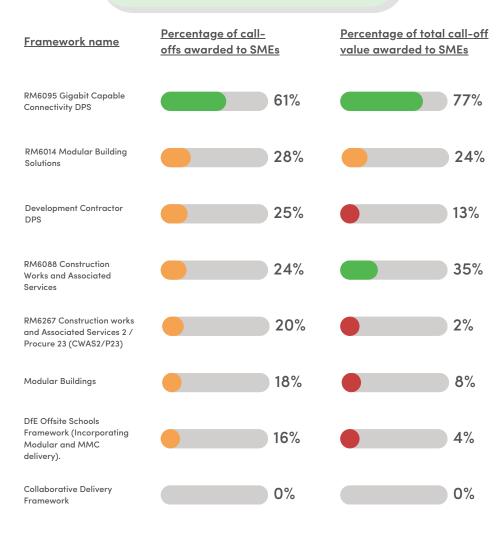
This list of the top 8 FM frameworks of 2023 was based on contract keyword searches, including terms such as "facilities management", "hard fm", "soft fm", etc.



<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



<u>Framework name</u>	Percentage of call- offs awarded to SMEs		Percentage of total call-off value awarded to SMEs	
Construction Consultancy Services 2	62	2%		25%
RM6229 Permanent Recruitment 2 Lot 2	49	5%		82%
RM6160 Non Clinical and Temporary Fixed Term Staff	34	4%		22%
RM6229 Permanent Recruitment 2 Lot 1	32	2%		3%
RM6277 Non Clinical Staffing	3	0%		24%
653F_19 Managed Services for Temporary Agency Resources (MSTAR3)	15	5%		0%
000942 Managing Temporary and Permanent Recruitment	13	8%		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



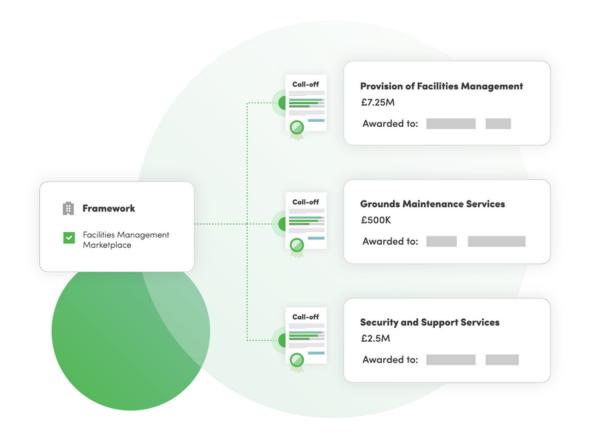


This list of the top 8 management consultancy frameworks of 2023 was based on contract keyword searches, including terms such as "management consultancy", "strategy consulting", etc.



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.

- 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

Book a demo