

# 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 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 [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.

- ✓ 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](#)