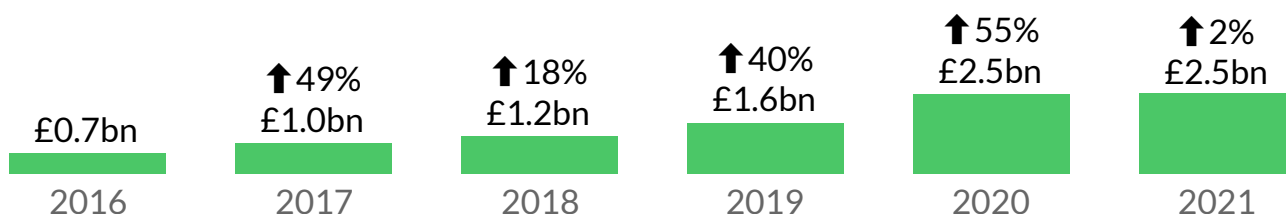




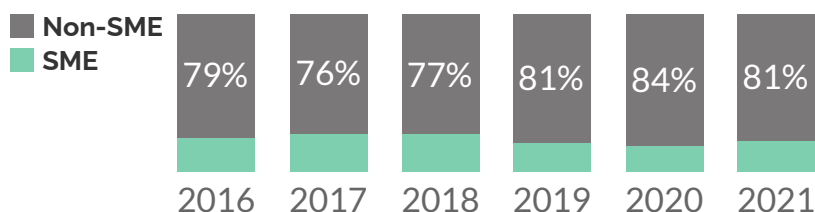
Consultancy Market: 2021 Retrospective

Value of consultancy contracts awarded, 2016 - 2021

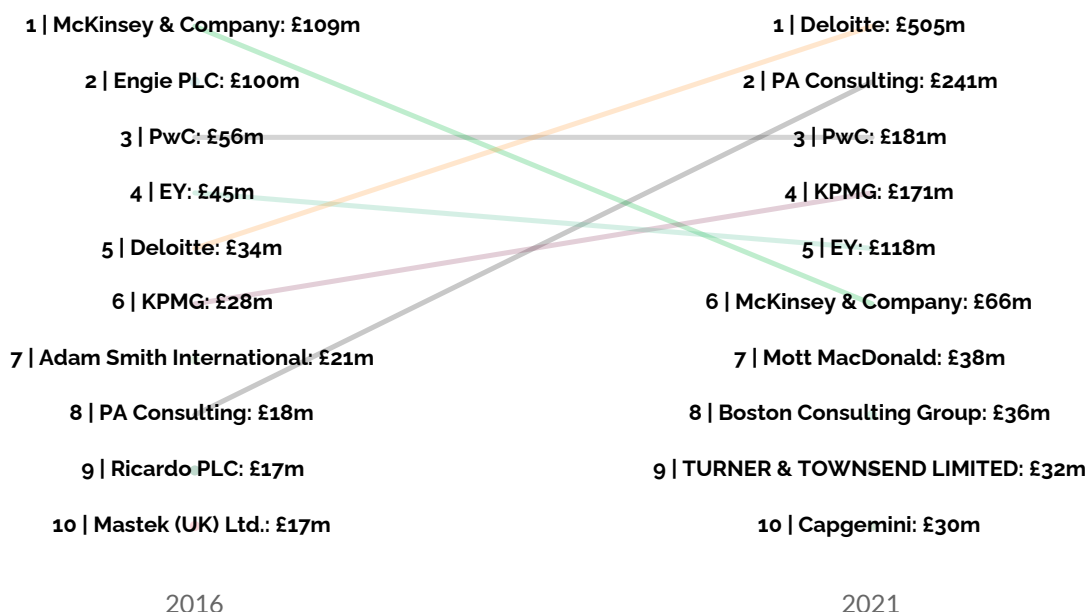


The trend in the procurement of consultancy services since 2016 has been **consistently positive**, recording a record high in 2021.

The market share split between SMEs and non-SMEs for public sector consultancy procurement has been stable since 2016.



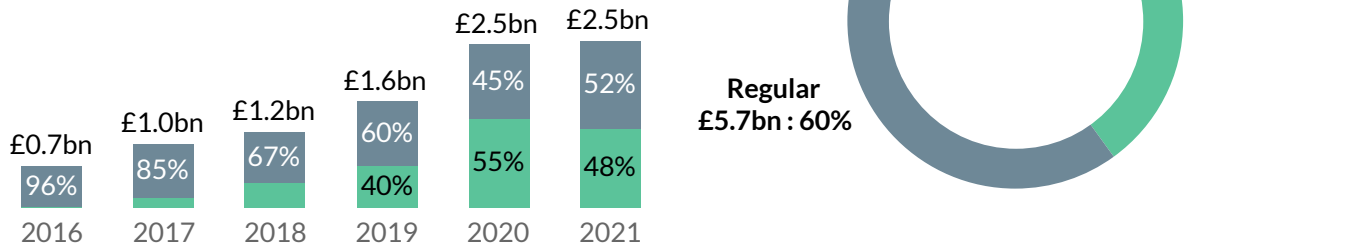
Top ranking consultancy firms by public sector award value, 2016 & 2021



The composition of the top 10 consultancy firms has noticeably changed since 2016, with 4 new entries in 2021. However, the top 6 places are all held by previous firms featuring in the top 10. Only one firm in the top 10 had lower award value in 2021.

Proportion of consultancy contracts value on frameworks, 2016 - 2021

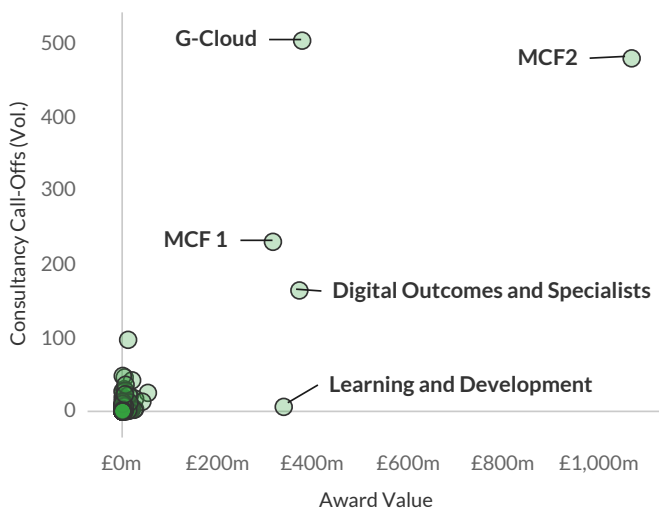
Since 2016, 40% of total award value from consultancy contracts has been via frameworks. Over the period the share of call-offs has noticeably increased.



Largest frameworks by consultancy call-off award value, 2016 - 2021

Frameworks (series)	Consultancy Call-Off (Value)	Consultancy Call-Offs (Vol.)	Call-Offs (Vol.)	Suppliers
Management Consultancy Framework 2	£1,213m	582	762	120
Digital Outcomes and Specialists	£501m	186	1,010	346
G-Cloud	£492m	636	4,871	1,513
Learning and Development	£340m	11	11	2
Management Consultancy Phase 1 (Merged)	£337m	266	388	73
Technology Services	£89m	35	258	85
Client Support Framework	£78m	6	142	14
Regional Delivery Partnership Technical Adviser	£46m	24	25	7
Neutral Vendor Managed Service for Specialist Professional Services	£43m	19	92	20
Grant Administration Services DPS	£32m	2	6	6

Consultancy contracts per framework, 2016 - 2021



The frameworks that were most valuable for consultancy suppliers specialised in either management consultancy or IT services.

The 5 largest frameworks have had over £2.5bn worth of consultancy call-offs since 2016.

Contracts of Interest : 2021

From: DHSC

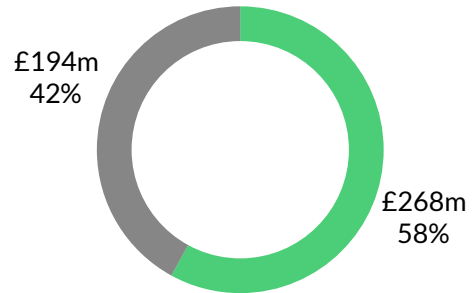
To: Deloitte

For: £268m

Why: Provision of support to the DHSC across the National Testing Programme (phases 3 and 4, and 5)

Note: Phases 3 and 4, and phase 5 are two separate contracts. Phases 3 and 4 are valued at £145m, phase 5's contract value is £123m.

These contracts combined are over half of the DHSC's consultancy procurement in 2021.



From: HM Treasury

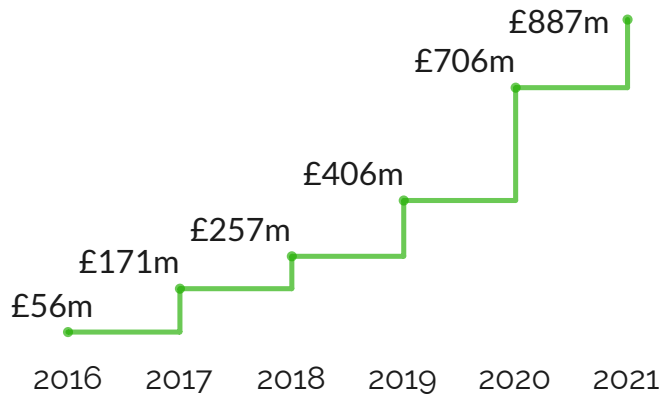
To: PwC

For: £63m

Why: Technical accounting and finance training

Note: In 2021, PwC was awarded one other notably valued contract for £30m from BEIS related to grant administration services. It was awarded as a call-off from the Grand Administration Services DPS framework.

Since 2016, PwC have been awarded nearly £900m in consultancy contracts from the public sector.



From: Scottish Water

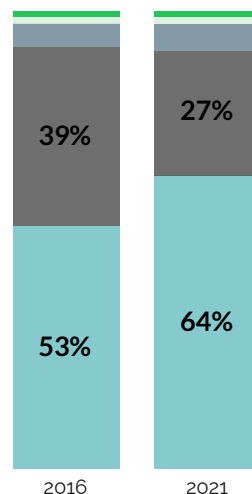
To: EY, and McKinsey & Company

For: £60m (£30m per supplier)

Why: Strategic consultancy to meet a strategic plan commitments and changes to the regulatory environment

Note: This was the largest consultancy contract issued in 2021 by an authority residing outside of England.

Compared to 2016, contracting authorities in London have increased their share of consultancy procurement.



- Northern Ireland
- Wales
- Scotland
- Rest of England
- London