

Public bodies are increasingly recognising that new and innovative tech solutions can help accelerate and expand the work they do. In this factsheet, we delve into three of these emerging tech markets.

Which contracts have we included? - This analysis focuses on three emerging tech markets: **artificial intelligence**, **internet of things**, and **cloud computing**. These are the most prominent and well known areas of emerging tech being used frequently in both the public, and private, sector. They will undoubtedly continue to be used in future, and the market surrounding their development and usage will prove to be a valuable opportunity for all tech companies looking to do business with the public sector.

1) A growing market - the public sector value of these 3 emerging tech solutions has more than doubled in a five-year period from 2017 to an all-time high in 2021, it is currently worth **£911m** in awarded contracts.

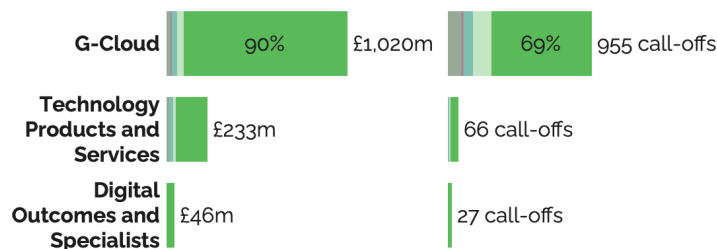


Cloud Computing

2) Central government dominates the market - central government departments awarded over **75%** of contract value in 2021.

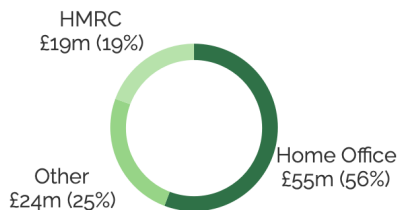


3) G-Cloud frameworks and cloud computing - since 2018, over £1bn in cloud computing call-offs have been awarded from G-Cloud frameworks.

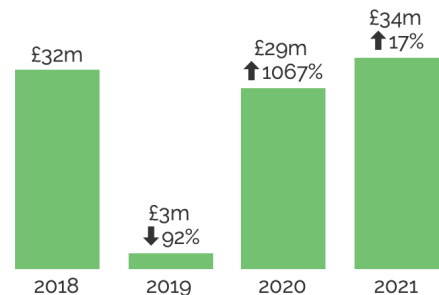
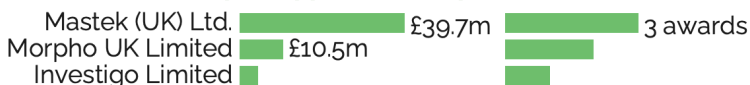


Internet of Things

4) Home Office awards over 50% of IoT contract value - of the 10 largest IoT contracts awarded since 2018, the Home Office has been the contracting authority for 6 of them. Though awarding little in volume, they account for over 50% of the market value.



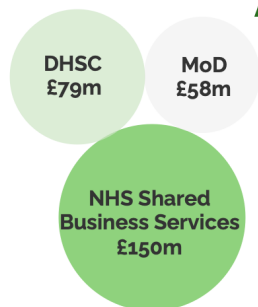
5) Top 3 suppliers of IoT procurement



6) IoT market is gradually developing - since 2018, the average annual size of the IoT public sector market is £24.5m. It is a market in its infancy, and is steadily growing.

Artificial Intelligence

7) Over £250m from 3 public sector buyers - the demand for AI and automation from public sector buyers is worth nearly half a billion, as £442m worth of contracts have been awarded to private sector suppliers since 2018. Nearly 2/3rds have been awarded by just three buyers.



8) Healthtech suppliers are the most prominent - the largest suppliers by award value received are all associated with healthtech, with the largest buyers also being healthcare providers. This illustrates how closely future tech and health are intertwined and the opportunities available for tech companies who are interested in the healthtech sector.

