

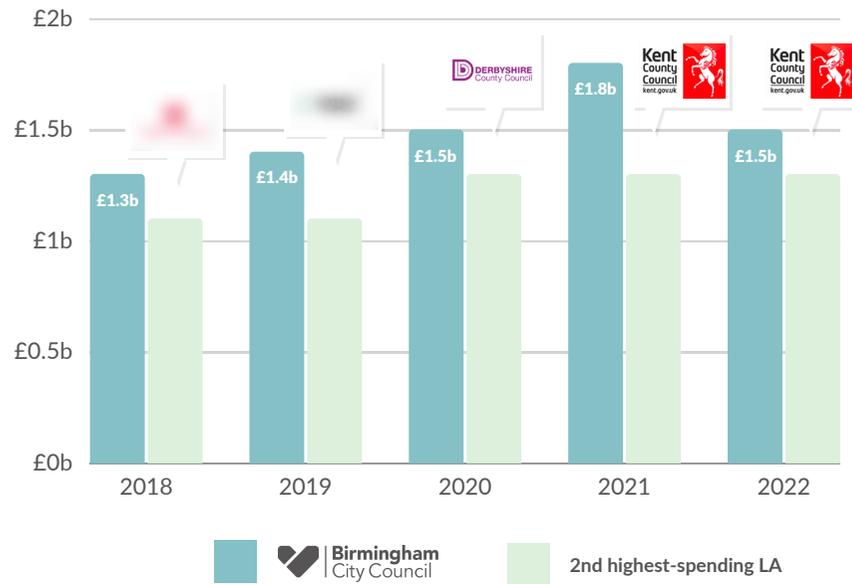
## Procurement Profile

September 2023

Following the announcement of Birmingham City Council's effective bankruptcy in September 2023, we wanted to better understand the procurement footprint of the UK's - and Europe's - largest local authority. This Procurement Profile uses data from [Tussell's market intelligence platform](#) to paint a high-level picture of Birmingham CC's spending, top suppliers, most-used frameworks, and more.

### How much does Birmingham CC spend?

Defined as all published invoice data between contracting authority and private suppliers between 01/01/2018 - 31/12/2022



#### Birmingham CC is the highest-spending LA in the UK

Between 2018 and 2022, Birmingham CC consistently ranked as the UK's highest-spending local authority, as measured by published procurement spending between LAs and private suppliers. In recent years, 2nd place has been claimed by Kent CC.

### Who are Birmingham CC's top suppliers?

Defined as all published invoice data between Birmingham CC and private suppliers between 01/01/2022 - 31/12/2022; sectors defined by supplier SIC codes; suppliers grouped at an umbrella 'Tussell Supplier Group' entity level.

#### IT & Digital



#### Management Consultancy



#### Recruitment & HR



#### Construction



#### Birmingham CC's largest supplier is a recruitment firm

Excluding Birmingham Children's Trust CIC, Birmingham CC's top supplier by spend in 2022 was recruitment firm Hays, followed by Equans and Willmott Dixon.

\* All spending went to Outsourcing Inc subsidiary, Allen Lane Ltd.

## What are Birmingham CC's largest live contracts?

Based on value of contract awarded by Birmingham CC, with a contract end date beyond 05/09/2023

## What are Birmingham CC's most-used framework agreements?

Based on value of identified call-off contracts by Birmingham CC between 01/01/2022 - 31/12/2022

Framework name	Value of call-off contracts	Volume of call-off contracts	Top supplier (by contract value)
Transportation and Development Professional Services (P0384)	£2.1m	29	Jacobs
Management Consultancy Framework 3	£1.2m	1	PwC
Estate Management Services	£0.6m	1	Lambert Smith Hampton

1/3rd of Birmingham CC's contracts go through frameworks

Of the 124 contracts awarded by Birmingham CC in 2022, at least 48 (38%) were awarded via a framework agreement. In the same period, 14% of Kent CC's and 48% of Essex CC's went via frameworks.



## What are your category's most-used frameworks?

We've used [Tussell's framework analytics](#) to uncover 7 key categories' top framework agreements.

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This is a **REDACTED** version of the report. Tussell customers can access the [full report](#). [Book a demo](#)

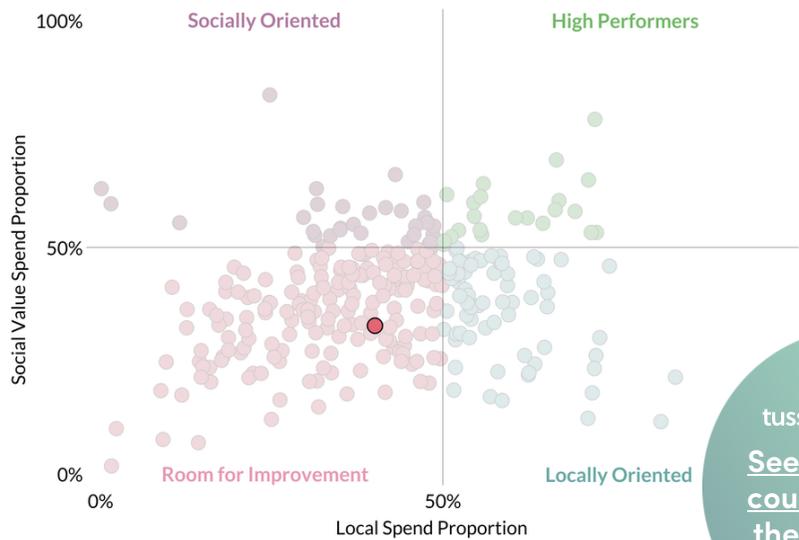
## How successfully is Birmingham CC spending with SMEs, VCSEs and local suppliers?

Analysis produced as part of [Tussell & LocalGov's 2023 Local Government Procurement Index](#).

Birmingham CC's social value procurement has 'room for improvement'

[Tussell & LocalGov's 2023 Local Government Procurement Index](#) - a database which compares 303 English LA's social value procurement performance - found that a relatively low proportion of Birmingham CC's direct procurement spend went to SMEs, VCSEs and locally-based businesses in 2022.

Out of 303 English local authorities in 2022, **Birmingham City Council** was ranked



tussell LocalGov  
See where your council ranks in the 2023 Index

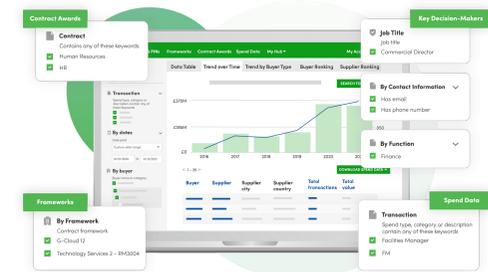
## What does this all mean?

Birmingham CC is just one of a growing number of LAs exhibiting financial hardship in recent months.

Getting a grasp of your procurement footprint is one way of keeping your authority's financial standing in check. With a data-led grasp of you and your neighbours' procurement standing, you can:

- Monitor your overall procurement spend, and benchmark it vs similar-sized authorities
- Spot where you might be over-reliant on certain suppliers, and how you could diversify your supply chain with SMEs and local suppliers
- Evaluate how much leverage you have over suppliers during contract negotiations, and drive better value
- Identify framework agreements your team could use to streamline your procurement, saving time and resources

## All the data in this report came from Tussell's online market intelligence platform



Central Government, Local Government and NHS buyers are using Tussell to [make smarter procurement decisions](#)

[Book a demo](#)