

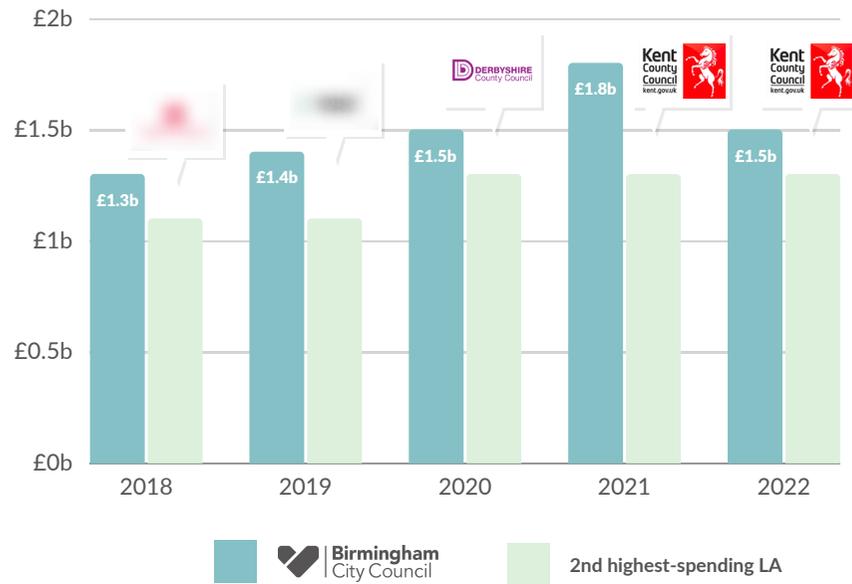
Procurement Profile

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

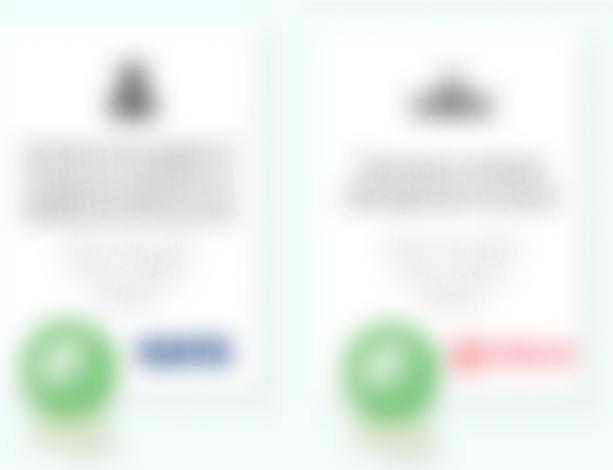
Excluding Birmingham Children's Trust CIC, Birmingham CC's top supplier by spend in 2022 was recruitment firm Hays, followed by Equans and Willmott Dixon.

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

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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





Aston Expressway Tame Valley Viaduct Strengthening Works
 Ends: Oct 2026
 Value: £59m
 Supplier:




Provision of R&M, Gas Servicing and Capital Works East
 Ends: Mar 2024
 Value: £51m
 Supplier:




Vulnerable Adults Support for Disabilities and Mental Health Services
 Ends: Jun 2027
 Value: £36m
 Supplier:
10 different suppliers

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

<u>Framework name</u>	<u>Value of call-off contracts</u>	<u>Volume of call-off contracts</u>	<u>Top supplier (by contract value)</u>
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

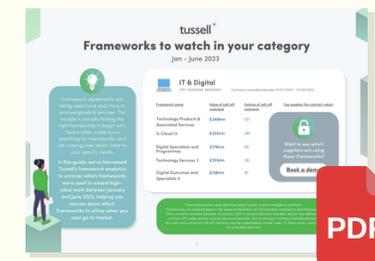
1/3rd of Birmingham CC's contracts go through frameworks

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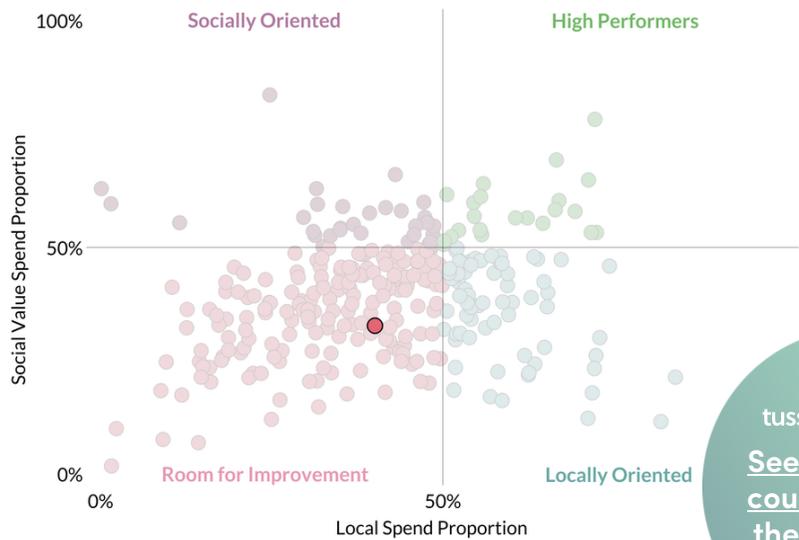
How successfully is Birmingham CC spending with SMEs, VCSEs and local suppliers?

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

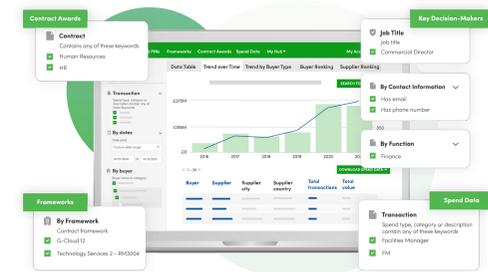
What does this all mean?

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](#)

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