

January 2022

Hardware Public Sector Overview

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Trusted Insight on Government
Contracts and Spend



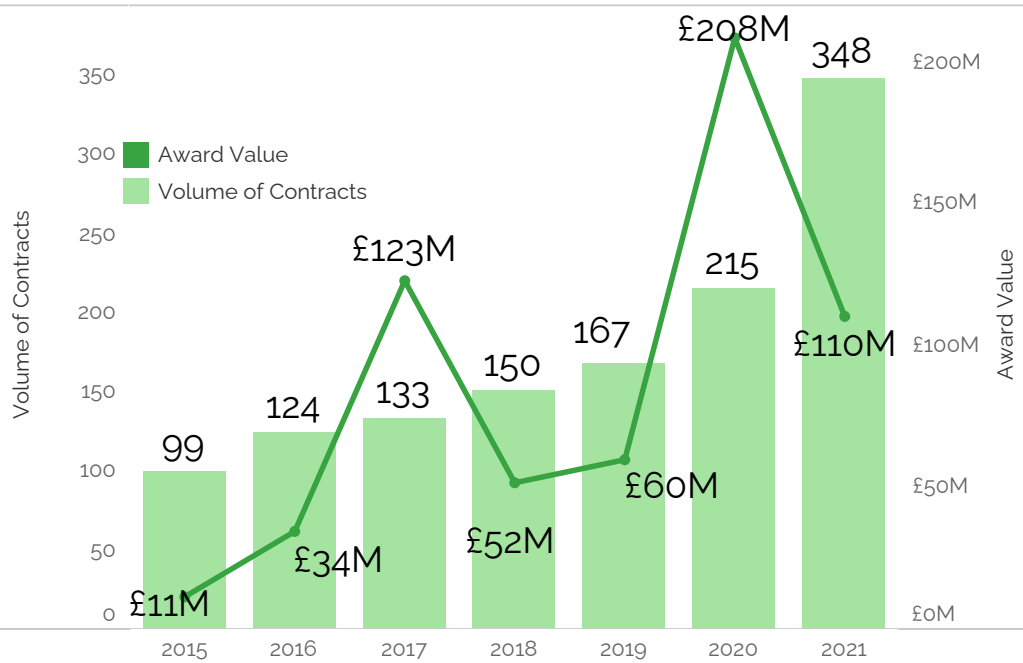
What is the size of the UK public sector hardware market? Which verticals are investing heavily?

The volume of hardware contracts procured by the public sector has been rising since 2015, peaking last year with 348 contracts awarded.

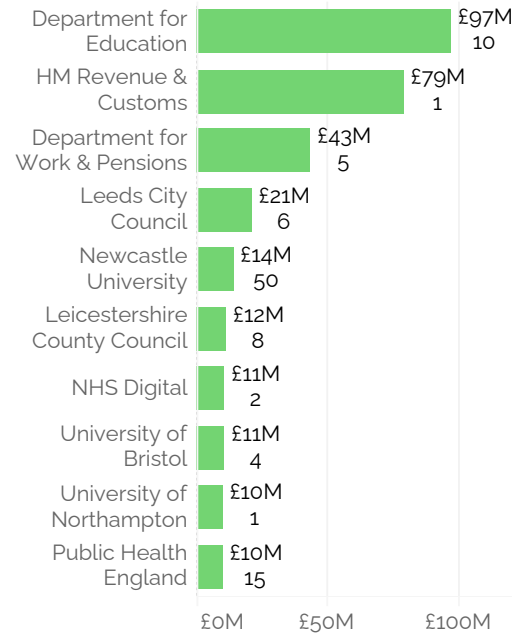
Two large Hardware contracts worth over £87m awarded by the Department of Education to Computacenter places them as the top contracting authority by value of contracts, and Computacenter as the top supplier.

Overall, the Education sector awarded the highest value of Hardware contracts, followed by Central Government where HMRC and DWP make up over 65% of the value

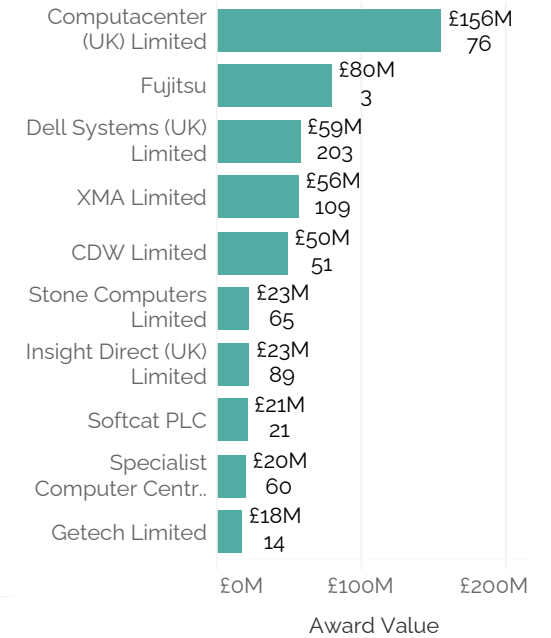
Volume & Value of Hardware Contract Awards (2015 - 2021)



Top Contracting Authorities by Value of Hardware Contracts Awarded (2015-2021)



Top 10 Suppliers by Value of Hardware Contracts (2015 - 2021)



Split by Value of Hardware Contracts Awarded by Buyer Category (2015-2021)

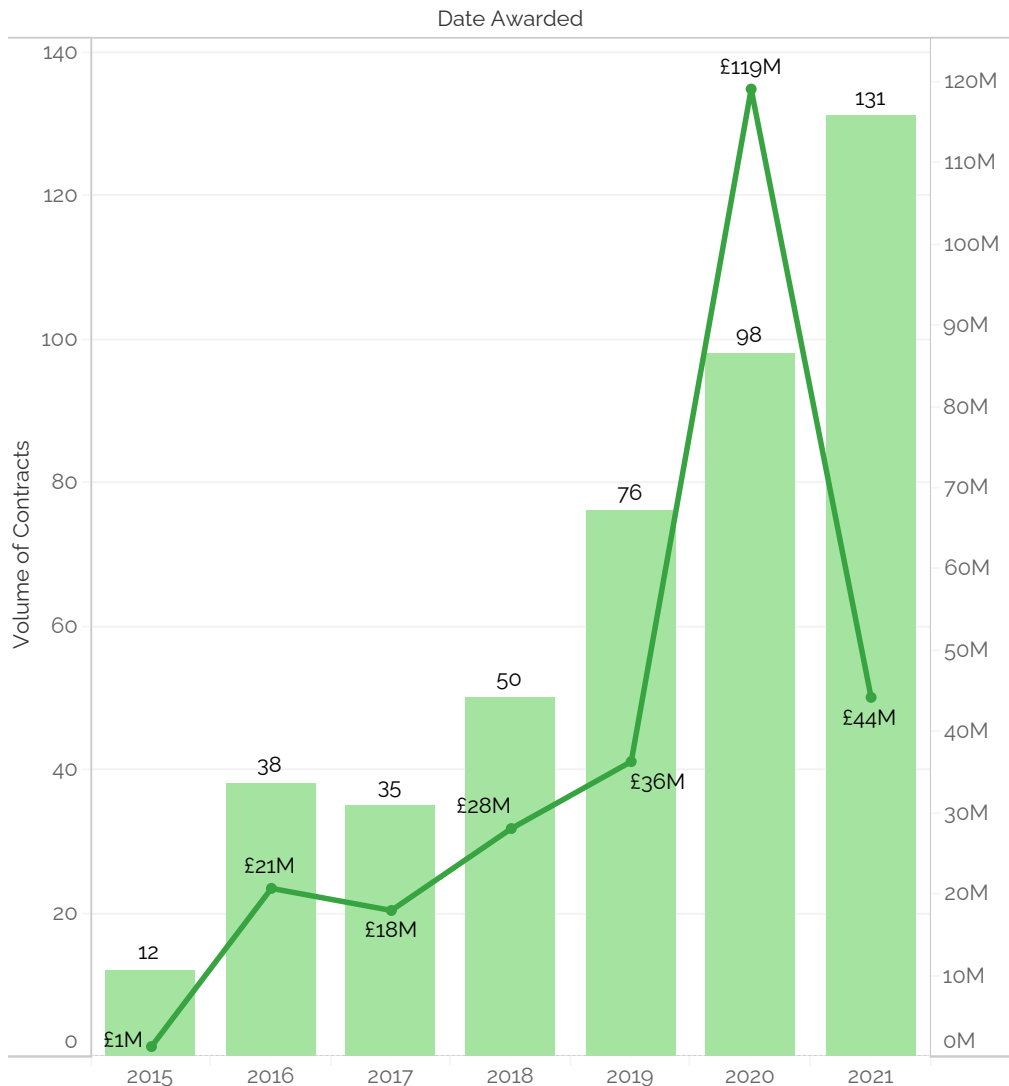


How much are frameworks being used in this market? Which frameworks are most commonly used?

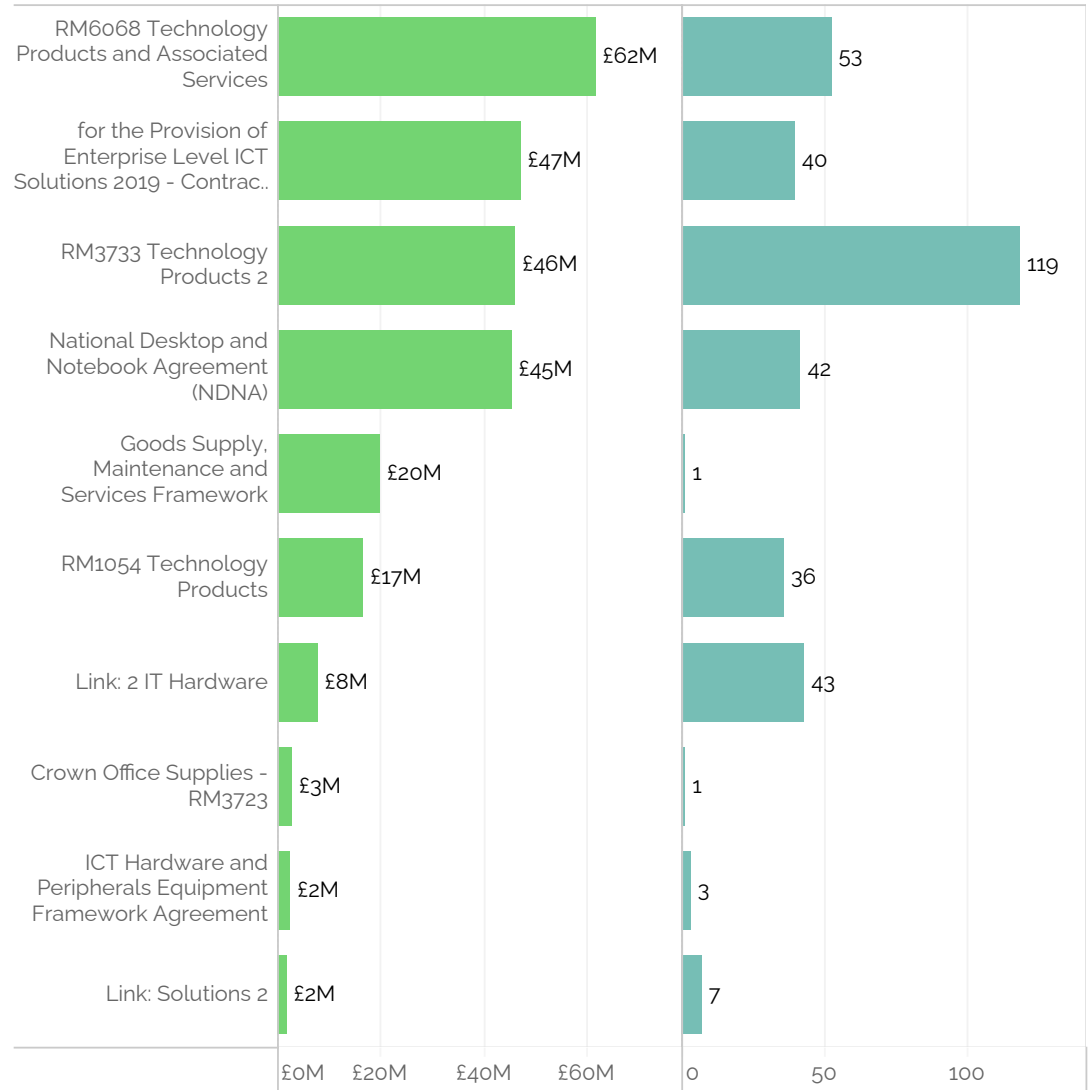
Since 2015, the public sector has awarded £267m worth of hardware contracts through frameworks (making up over 44% of the total value of hardware contracts awarded in this period).

The use of frameworks is increasing by volume every year since 2016, with the highest value of call-offs going through the RM6068.

Volume & Value of Hardware Contracts Called Off via a Framework (2015 - 2021)



Top Frameworks used to award Expiring Hardware Contract Awards



What expiring contracts can you target over the next 24 months?

Use Tussell to produce an actionable pipeline of target contracts that can drive up your market share. By pinpointing expiring contracts months before they are retendered, you can shape the new contract by engaging early with the authority.

Between April 2022 and December 2023, over £80m worth of Hardware contracts are due to roll off, with the highest value of these coming up for renewal in Q2 2022.

Future Pipeline of Hardware Contracts expiring between Apr 2022 - Dec 2023

