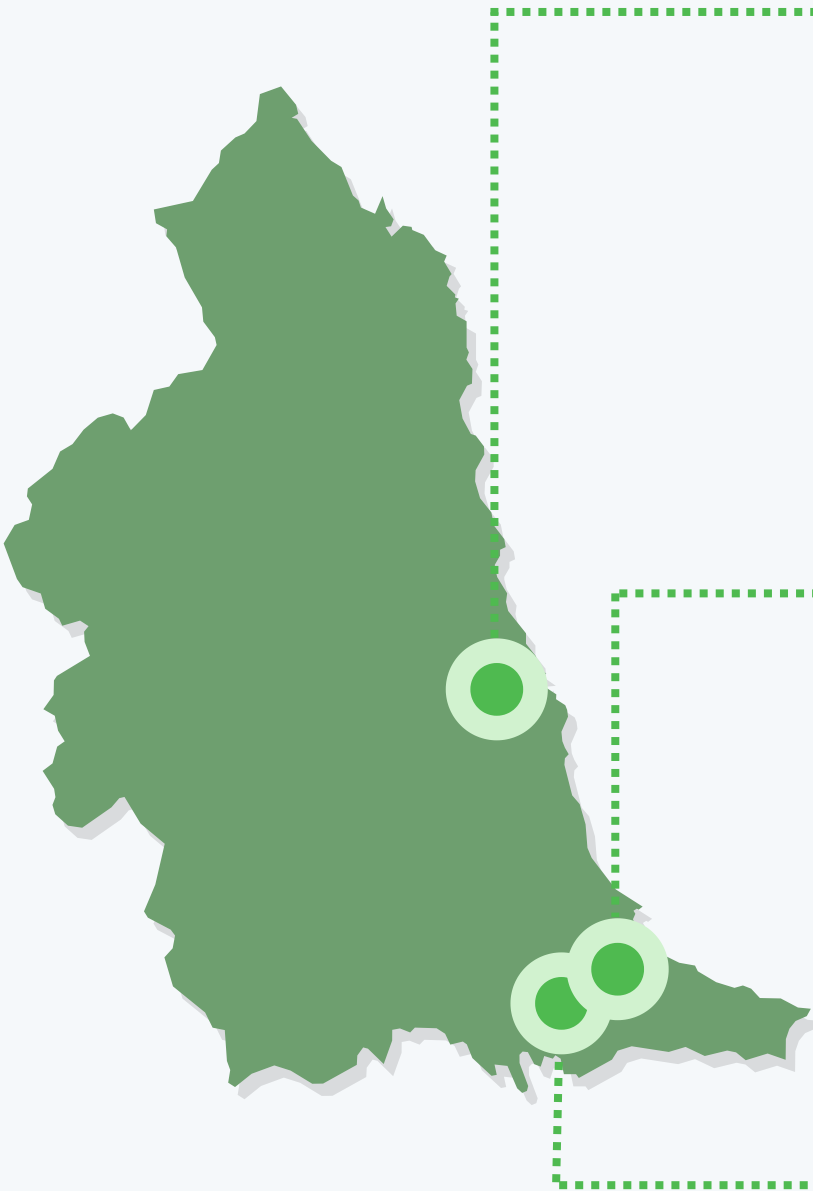


tussell

SME Regional Spotlight

May 2023

North East



Silverlink Software

Location: Newcastle upon Tyne

Public earnings (2021-22): £4.15mn

Largest contract award by value (2021-22):

[CaptureStroke 3 Year Contract](#),
West Suffolk NHS Foundation Trust

Silverlink provide patient administration system (PAS) software to numerous NHS bodies. Silverlink claims its software currently supports "15 million patient records every day".



Alliance Psychological Services

Location: Stockton-on-Tees

Public earnings (2021-22): £23.4mn

Largest contract award by value (2021-22):

[Getting Advice & Getting Help - Children and Young Peoples Mental Health and Wellbeing Service](#), NHS North of England CSU

Alliance Psychological Services provide a range of counselling and psychological therapies services, catering for children, young people, adults and organisations.



Team Fostering

Location: Teesside

Public earnings (2021-22): £13.6mn

Largest contract award by value (2021-22):

[NEWIFA0097](#), Newcastle upon Tyne City Council

Team Fostering is a not-for-profit fostering agency operating across the North East, Yorkshire and the East Midlands. In 2021-22, Team Fostering worked frequently with Newcastle upon Tyne City Council to deliver fostering services.

Working more with SMEs is an important way for contracting authorities to promote social value through their procurement. Using Tussell's market intelligence platform, we've spotlight 3 SMEs working in each of England's regions, to help kickstart your search for new smaller businesses to integrate into your supply chain.

North East



Parity Medical

Location: Bromborough

Public earnings (2021-22): £22.8mn

Largest contract award by value (2021-22):

[Wythenshawe Digital Workplace Hardware Link](#), Manchester University NHS Foundation Trust

Parity Medical provide a range of customisable digital carts for healthcare bodies, claiming to have worked with over 90% of NHS Trusts.



Heywood Pensions Technologies

Location: Altrincham

Public earnings (2021-22): £11.3mn

Largest contract award by value (2021-22):

[Pensions Administration Software](#), Staffordshire County Council

Heywood specialise in providing pension-related analytics, consultancy and software services.



Street Games

Location: Manchester

Public earnings (2021-22): £13.2mn

Largest contract award by value (2021-22):

[Provision of Derbyshire Holiday Activities and Food Programme](#), Derbyshire County Council

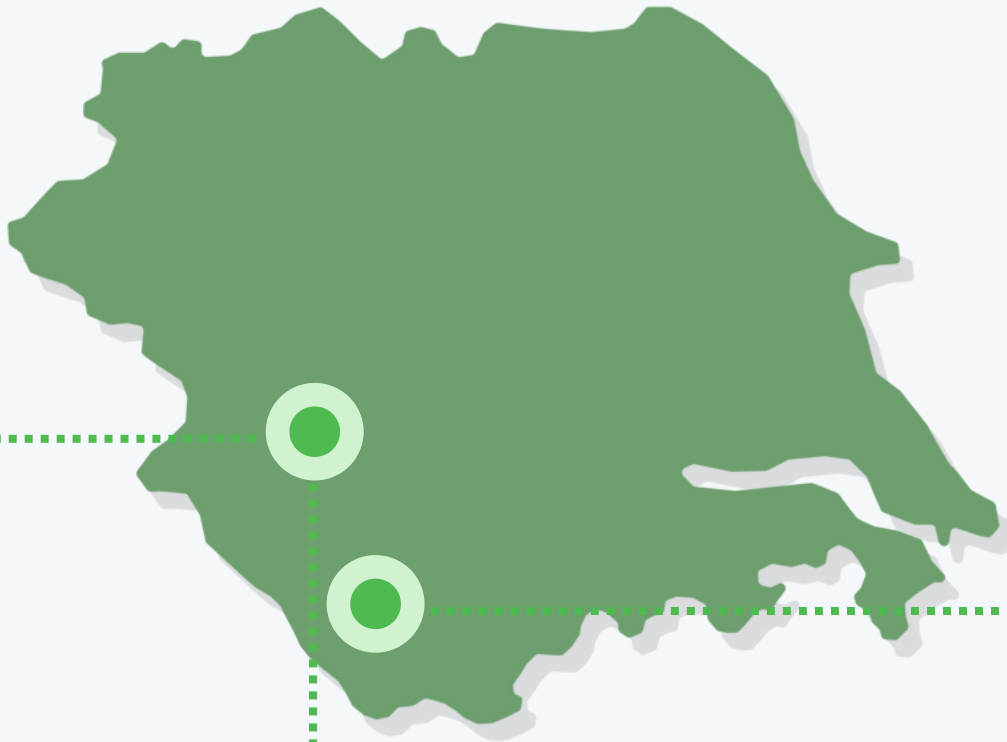
Street Games is a 'sport for development' charity, working with over 1,600 local community organisations to deliver sports programmes to young people and underprivileged communities.



How did we find these SMEs?

All SMEs were identified using [Tussell's market intelligence platform](#). Only organisations with published public sector revenue & at least one published contract award between 2021 - 2022 & were selected. Chosen SMEs are not endorsed by Tussell.

Yorkshire & The Humber



Ethical Healthcare Consulting

Location: Leeds

Public earnings (2021-22): £3.72mn

Largest contract award by value (2021-22):

[User Experience Survey](#), NHS England

Ethical Healthcare Consulting specialise in providing digital transformation and IT consultancy services to healthcare bodies.



Answer Digital

Location: Leeds

Public earnings (2021-22): £23.4mn

Largest contract award by value (2021-22):

[DHSC-NHSX-C-19: Architecture Leadership & Service Management](#), DHSC

Answer Digital is an IT services provider, specialising in providing digital transformation projects for healthcare, financial & commercial clients.



Preventx

Location: Sheffield

Public earnings (2021-22): £43.8mn

Largest contract award by value (2021-22):

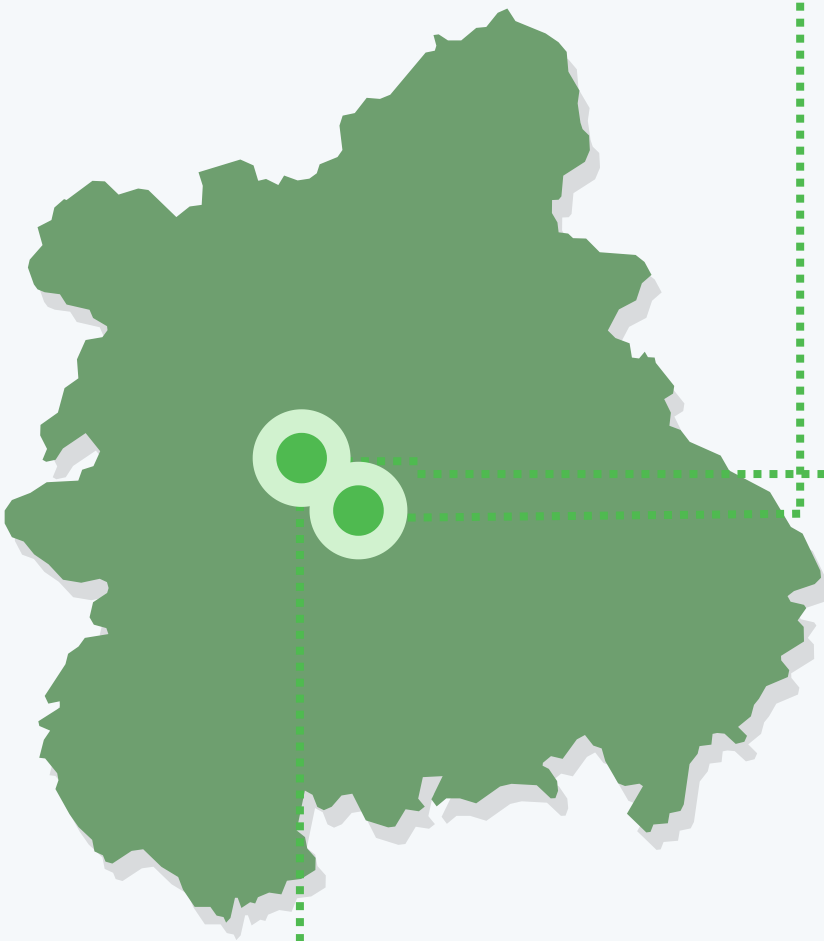
[iCash Digital Pathology Services](#), NHS Shared Business Services

Preventx is "the largest provider of remote sexual health testing in the UK". Through Sexual Health London, Preventx operates "the largest publicly funded remote sexual health testing programme anywhere in the world."

Did you know ...

In 2021, 37% of direct procurement spending by Yorkshire & The Humber-based local authorities & NHS bodies went to SMEs. This broadly aligned with the national average.

West Midlands



Medinet

Location: Birmingham

Public earnings (2021-22): £31.5mn

Largest contract award by value (2021-22):

[BTH472 Insourcing of Theatre Teams](#), Bradford Teaching Hospitals NHS Foundation Trust

Medinet are an elective care provider, specialising in tackling patient waiting lists. Medinet provide on-site support for over 20 medical specialties.



Interclass

Location: Wolverhampton

Public earnings (2021-22): £25.4mn

Largest contract award by value (2021-22):

[Pre-Qualified Works Contractors List](#), Aston University

Interclass are a family-owned construction firm, providing "new build, design and build, extension and refurbishment services to both public and private sector" clients.



Juniper Training

Location: Wolverhampton

Public earnings (2021-22): £14.7mn

Largest contract award by value (2021-22):

[Apprenticeship Training Services](#), Telford & Wrekin Council

Juniper Training provide individual and business training & skills services. Their specialities include GCSE retakes, traineeships and apprenticeships.

Did you know ...

In 2021, 31% of direct procurement spending by West Midlands-based local authorities & NHS bodies went to SMEs.

East Midlands



Resonate

Location: Derby

Public earnings (2021-22): £35mn

Largest contract award by value (2021-22):

[Matrix Tool](#), Department for Transport

Resonate provide digital railway and connected transport solutions. This includes traffic management, signalling control and operations management services.



Tiski

Location: Derby

Public earnings (2021-22): £22.7mn

Largest contract award by value (2021-22):

[NAO Case Management Solution for Financial Audits](#), National Audit Office

Tiski is a Microsoft Solutions Partner, specialising in providing Dynamics 365 and Power Platform-related services to a range of public sector clients.



Mentaur

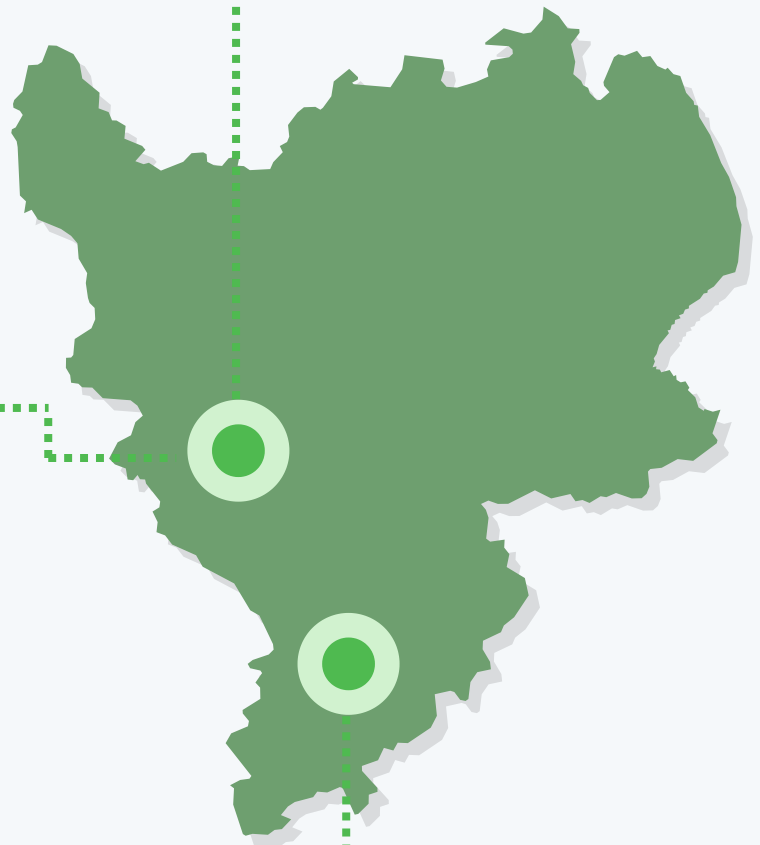
Location: Northampton

Public earnings (2021-22): £8.8mn

Largest contract award by value (2021-22):

[Provision of Mental Health & Learning Disabilities Supported Services](#), Luton Borough Council

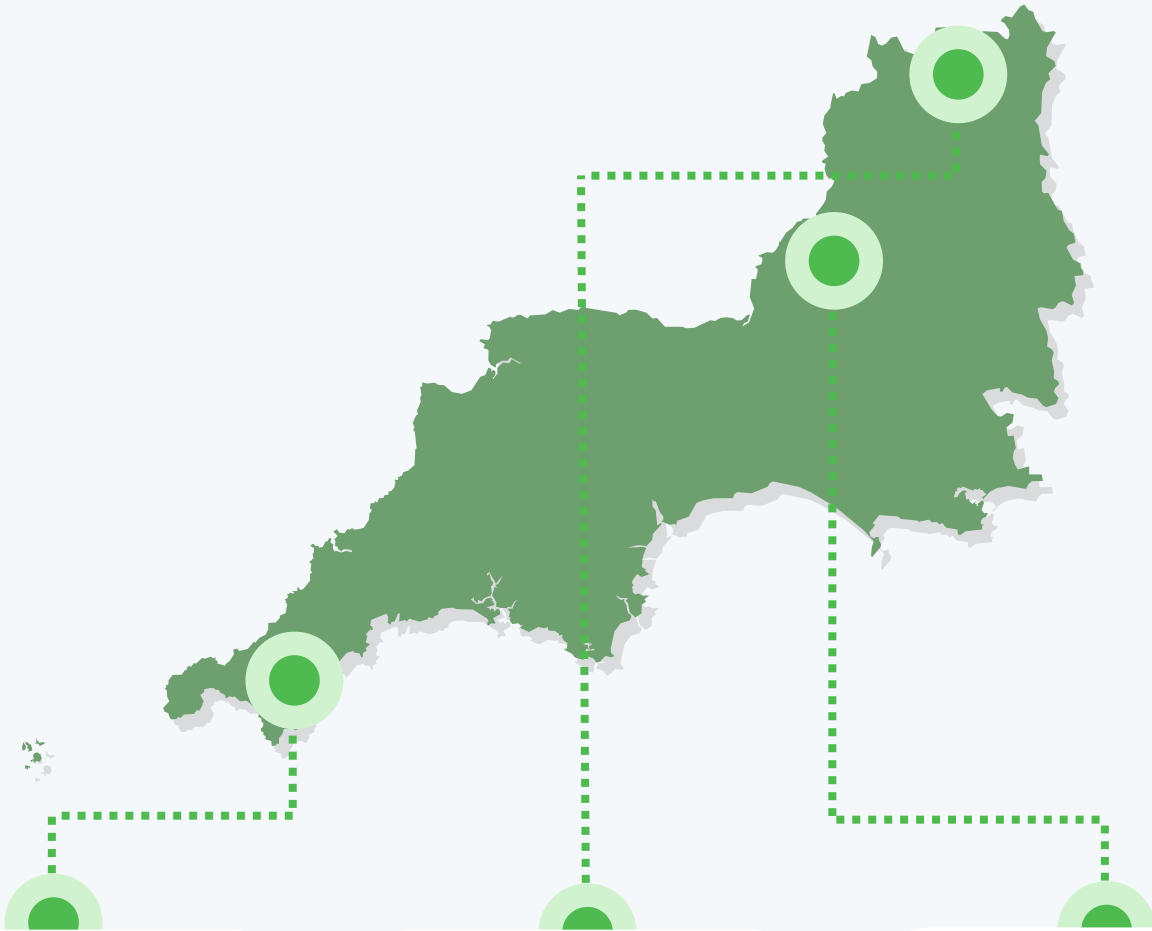
Mentaur provide care services to those with learning disabilities, mental health needs, dementia and autism. Mentaur provide both residential and community-based support across the East Midlands.



Did you know ...

In 2021, 33% of direct procurement spending by East Midlands-based local authorities & NHS bodies went to SMEs.

South West



FireText

Location: Penryn

Public earnings (2021-22): £36.5mn

Largest contract award by value (2021-22):

[SMS Provider for GOV.UK Notify](#), Government Digital Service

FireText are an SMS marketing firm. FireText has worked frequently with the GDS to deliver its GOV.UK Notify service, and provides a specialised service for the NHS.



ModuleCo

Location: Cheltenham

Public earnings (2021-22): £32.8mn

Largest contract award by value (2021-22):

[Two Ultraclean Modular Theatres – First Stage Tender](#), University Hospitals of Leicester NHS Trust

ModuleCo provide modular healthcare facilities. ModuleCo have delivered over 170 modular healthcare and laboratory projects across the UK.



Nomensa

Location: Bristol

Public earnings (2021-22): £20.3mn

Largest contract award by value (2021-22):

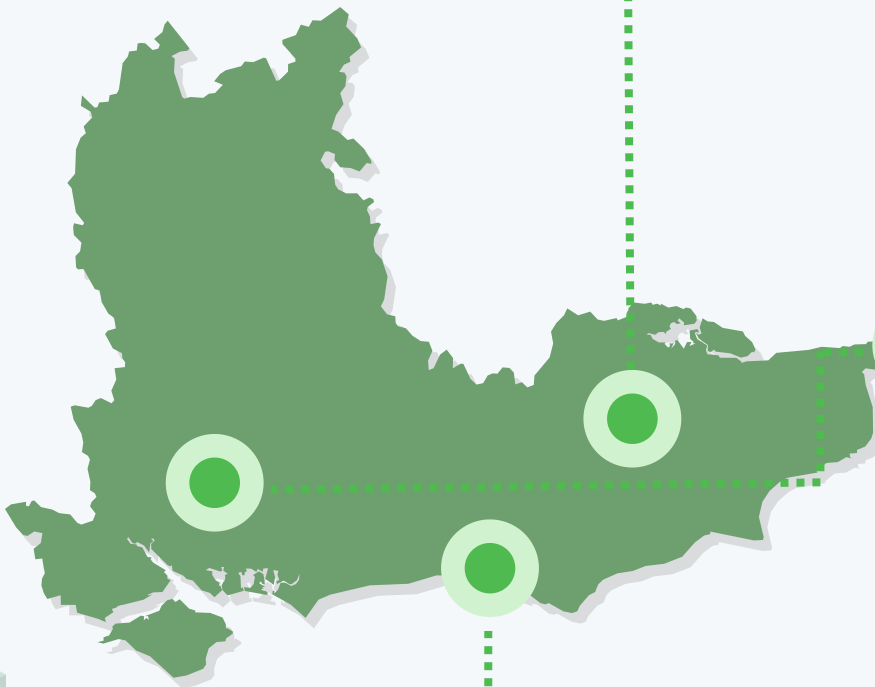
[TIS049Z](#), The Insolvency Service

Nomensa is a UX design and marketing agency. Nomensa provide a range of services, from SEO optimisation to user research and social media strategies.

Did you know ...

In 2021, 32% of direct procurement spending by South West-based local authorities & NHS bodies went to SMEs.

South East



Invicta Law

Location: Maidstone

Public earnings (2021-22): £26.5mn

Largest contract award by value (2021-22):

[Dartford Town Centre Regeneration](#),
Dartford Borough Council

Invicta law are a legal services firm, specialising in public law. Their specialities include property, child protection, planning & highways and community care law.



Catalyze

Location: Winchester

Public earnings (2021-22): £7.76mn

Largest contract award by value (2021-22):

[Advice and Analysis Support to UKStratCom](#), Ministry of Defence

Catalyze is a business consultancy firm. Catalyze's specialities include programme & portfolio implementation, operational analysis, and digital enablement.



Public-i

Location: Hove

Public earnings (2021-22): £4.77mn

Largest contract award by value (2021-22):

[Webcasting and Associated Services](#),
Wolverhampton City Council

Public-i provides live streaming, remote meetings and AV services for local councils. Over 150 local authorities have used Public-i's software and hardware.

Did you know ...

In 2021, 31% of direct procurement spending by South East-based local authorities & NHS bodies went to SMEs.

East of England



Datalynx

Location: Wolverhampton

Public earnings (2021-22): £8.2mn

Largest contract award by value (2021-22):

[Police National Database Data Migration Support Service](#), Home Office

Datalynx is a data migration solutions provider. Datalynx works regularly with the public sector, providing "critical national infrastructure with specialist data migration services".



Parkguard

Location: Harpenden

Public earnings (2021-22): £7.31mn

Largest contract award by value (2021-22):

[Provision for Fire Safety / Waking Watch Service](#), One Housing Group Ltd

Parkguard provide community safety services. Parkguard's services include police accredited patrol officers, waking watch services and crime analytics.



24/7 Support

Location: Peterborough

Public earnings (2021-22): £3.29mn

Largest contract award by value (2021-22):

[Lincolnshire Children's services](#), Lincolnshire County Council

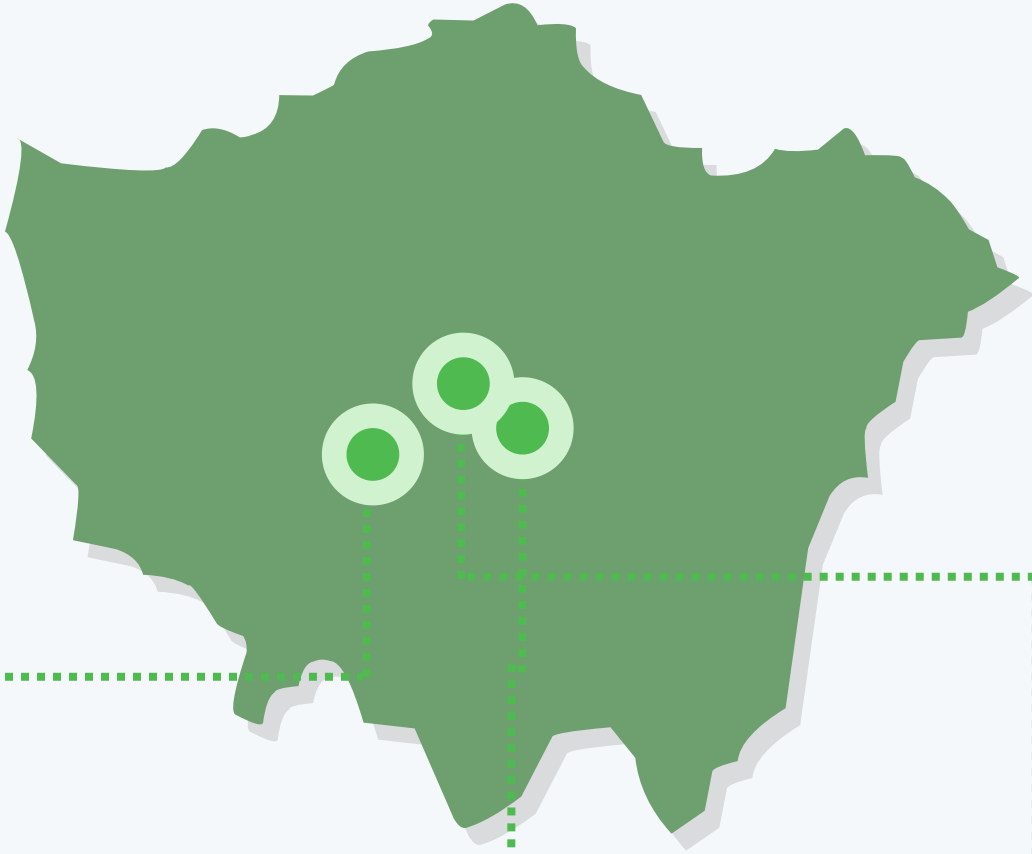
24/7 Support provides crisis intervention support for children in residential care, and semi-independent support services for young people experiencing crises.



Did you know ...

In 2021, 36% of direct procurement spending by East of England-based local authorities & NHS bodies went to SMEs.

London



Zaizi

Location: Hammersmith

Public earnings (2021-22): £7.7mn

Largest contract award by value (2021-22):

[Digital Capability for Urgent Policy & DDaT short-term requirements](#), DLUHC

Zaizi is a digital services provider for the public sector. Zaizi has delivered projects for a number of Central Government departments, including the DCMS and FCDO.



Adarga

Location: Southwark

Public earnings (2021-22): £6mn

Largest contract award by value (2021-22):

[Provision of AI Further Assessment Capability Concept Demonstrator](#), MOD

Adarga provide AI software for defence and national security organisations. Adarga's software uses AI to condense large quantities of information.



Locality

Location: Shoreditch

Public earnings (2021-22): £10.3mn

Largest contract award by value (2021-22):

[Neighbourhood Planning Support Services](#), DLUHC

Locality provide specialist advice, peer learning and resources to local community organisations.

Did you know ...

In 2021, 32% of direct procurement spending by London-based local authorities & NHS bodies went to SMEs.

Find more SMEs for your supply chain

All of the SMEs in this report were identified using Tussell. To see how Tussell can help your contracting authority to identify and work with more SMEs, [click here](#).