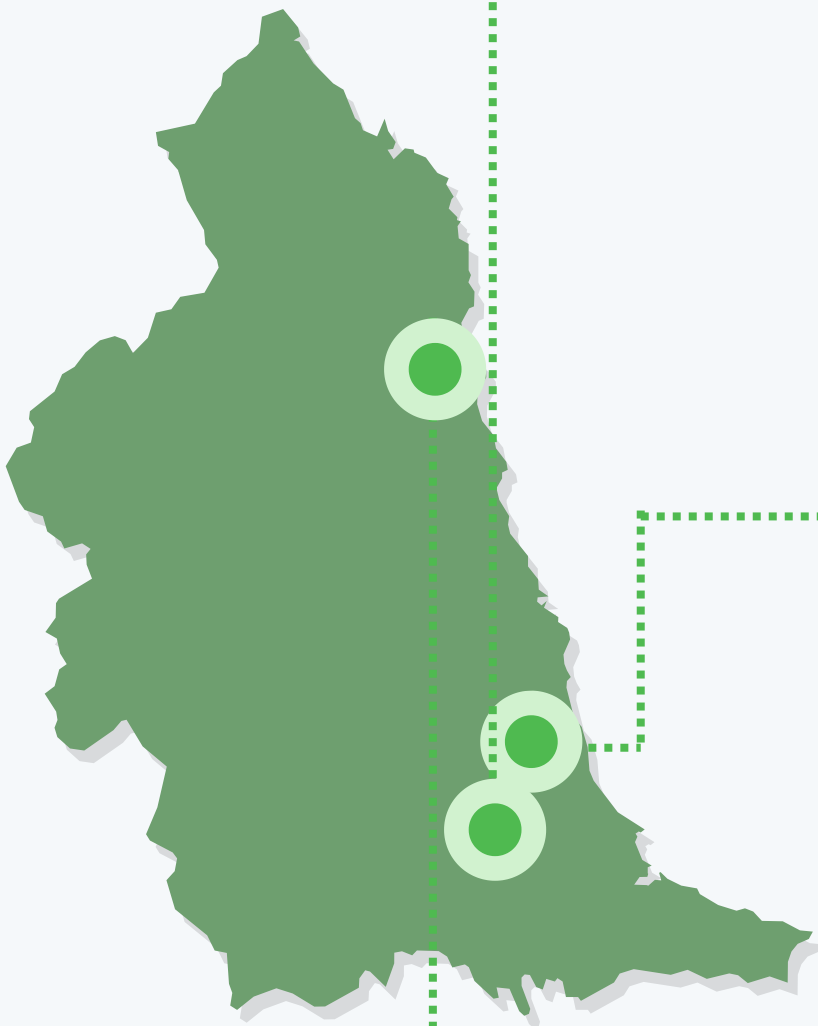


tussell

SME Regional Spotlight

April 2024 Edition

North East



Umi

Location: Durham

Public earnings (H2 2023): £14.7m

Largest contract award by value (H2 2023):

[DBT - Business Support Service](#),
Department for Business & Trade

Umi provides business support and intelligence. Their support services range from grant & funding access to business advice and 'helplines'.



A&J Keith

Location: Wallsend

Public earnings (H2 2023): £8.5m

Largest contract award by value (H2 2023):

[Bathroom - Supply & Fit](#), Newcastle upon Tyne City Council (+ 2 other suppliers)

A&J Keith are a building contractors that operate via their three subsidiaries: Heatsolutions, Solarsolutions and Electricalsolutions.



Layer 7 Security

Location: Ashington

Public earnings (H2 2023): £2.3m

Largest contract award by value (H2 2023):

[Security Architecture Service](#),
Department for Work & Pensions

Layer 7 Security are a digital transformation and cyber security solutions provider. Layer 7 Security have worked extensively with the DWP.

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 West



People Places Live

Location: Wigan

Public earnings (H2 2023): £6.3m

Largest contract award by value (H2 2023):

[Improved functionality & user experience](#), Surrey County Council

PPL are a digital personalisation solutions provider. Their solutions aim to provide individuals with more personalised, self-controlled relationship with social care, healthcare and local authorities.



Pennington Choices

Location: Norcott Brook

Public earnings (H2 2023): £2.8m

Largest contract award by value (H2 2023):

[Provision of a Heat in Buildings Scotland National Scheme QAA](#), Scottish Government

Pennington Choices are a surveying, consultancy and project management firm. Pennington have worked with over 70 contracting authorities in recent years.



Democracy Counts

Location: Warrington

Public earnings (H2 2023): £1.9m

Largest contract award by value (H2 2023):

[Electoral Management Software](#), City of London Corporation

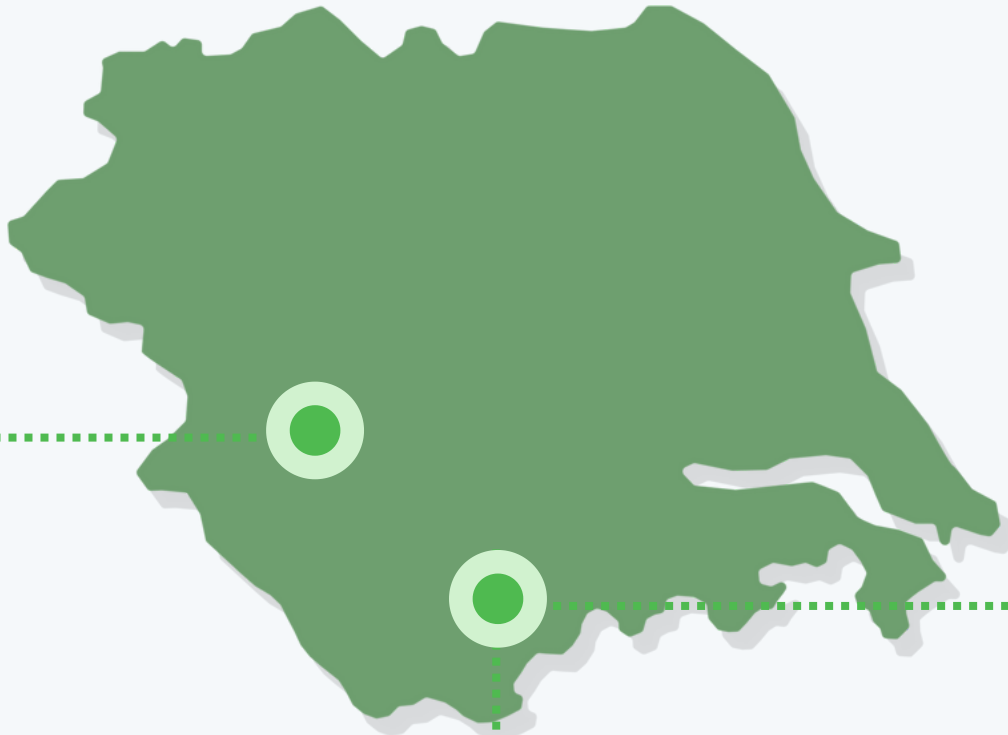
Democracy Counts provide electoral management software, support services and electoral training to civil servants. Their largest contract to date is with the DLUHC for £1.6m, awarded in July 2022.



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 in H2 2023 were selected. Chosen SMEs are not endorsed by Tussell.

Yorkshire & The Humber



dxw

Location: Leeds

Public earnings (H2 2023): £5m

Largest contract award by value (H1 2023):

[ASC Front Door Discovery & User Journeys](#), LB of Redbridge

dxw is a digital consultancy agency that works with the public and third sectors to improve public services and projects.



Vivedia

Location: Sheffield

Public earnings (H2 2023): £2.1m

Largest contract award by value (H2 2023):

[Media system for chapels at Mortonhall Crematorium](#), City of Edinburgh Council

Vivedia provide audio-visual services for weddings and bereavements through their two brands - Life's Big Moments and Obitus.



LabLogic

Location: Sheffield

Public earnings (H2 2023): £350k

Largest contract award by value (H2 2023):

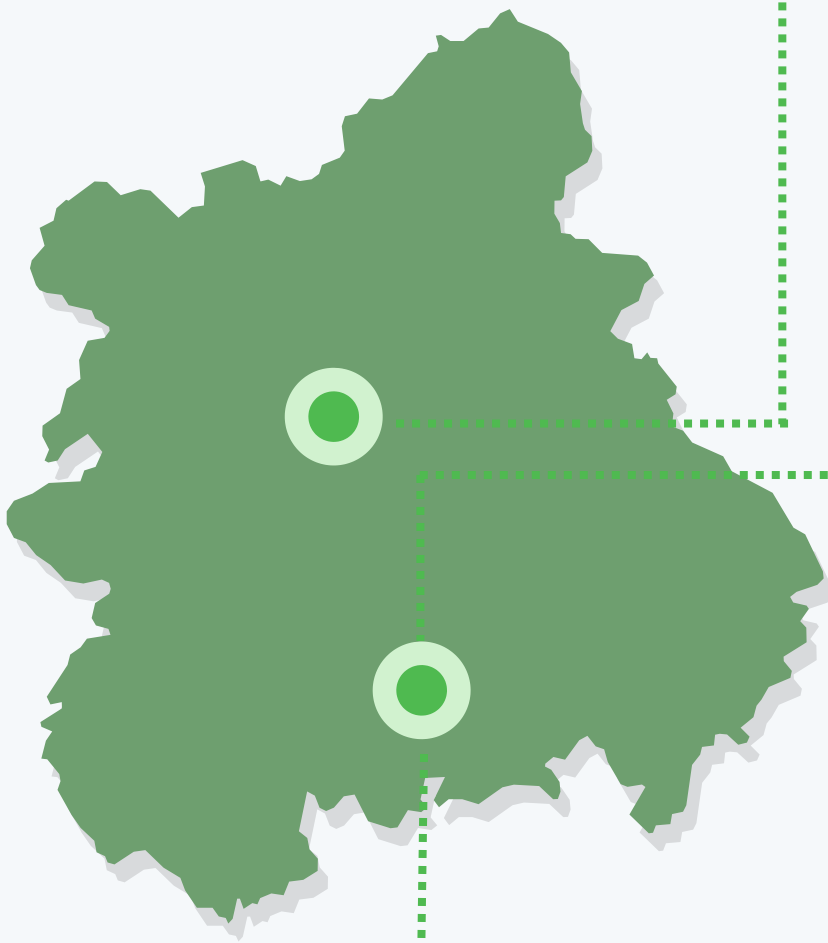
[Automatic PET Dose Dispenser and Injector System](#), Business Services Organisation

LabLogic manufacture instrumentation and software for the life sciences, PET and Radiation Safety fields.

Did you know ...

Data from [Tussell & LocalGov's 2023 Local Government Procurement Index](#) shows that 36.7% of direct procurement spending by Yorkshire & The Humber-based local authorities went to SMEs in 2022.

West Midlands



Frith Resource Management

Location: Bridgnorth

Public earnings (H2 2023): £164k

Largest contract award by value (H2 2023):

[LCR Joint Waste Partnership - Zero Waste 2024 Strategy](#), Wirral Metropolitan Borough Council

Frith Resource Management support Councils with collection, recycling, treatment, disposal services in the light of the climate emergency & austerity.



Onside Independent Advocacy

Location: Worcester

Public earnings (H2 2023): £975k

Largest contract award by value (H2 2023):

[Independent Advocacy Service for parents or carers in need of support](#), Worcestershire County Council

Onside is a charity that provides a wide range of support services to vulnerable, disadvantaged or discriminated against people.



Field Dynamics (Dotted Eyes)

Location: Worcester

Public earnings (H2 2023): £603k

Largest contract award by value (H2 2023):

[MapInfo Licenses](#), Birmingham City Council

Field Dynamics (previously Dotted Eyes) offers speciality consultancy services helping government and business operate more efficiently and transition to net-zero.

Did you know ...

Data from [Tussell & LocalGov's 2023 Local Government Procurement Index](#) shows that 30% of direct procurement spending by West Midlands-based local authorities went to SMEs in 2022.

East Midlands



Fletch Electrical

Location: Ilkeston

Public earnings (H2 2023): £54k

Largest contract award by value (H2 2023):

[Highway Electrical Services](#),
Leicestershire County Council

Fletch Electrical specialise in the installation of EV charging stations in Derby, the East Midlands and the rest of the UK



Wright Renewable Heating

Location: Worksop

Public earnings (H2 2023): 93k

Largest contract award by value (H2 2023):

[Heat pump and solar installation](#),
Newark & Sherwood District Council

Wright Renewable Heating provide a range of renewable energy solutions for homes, businesses and local governments.



R & A Information Systems

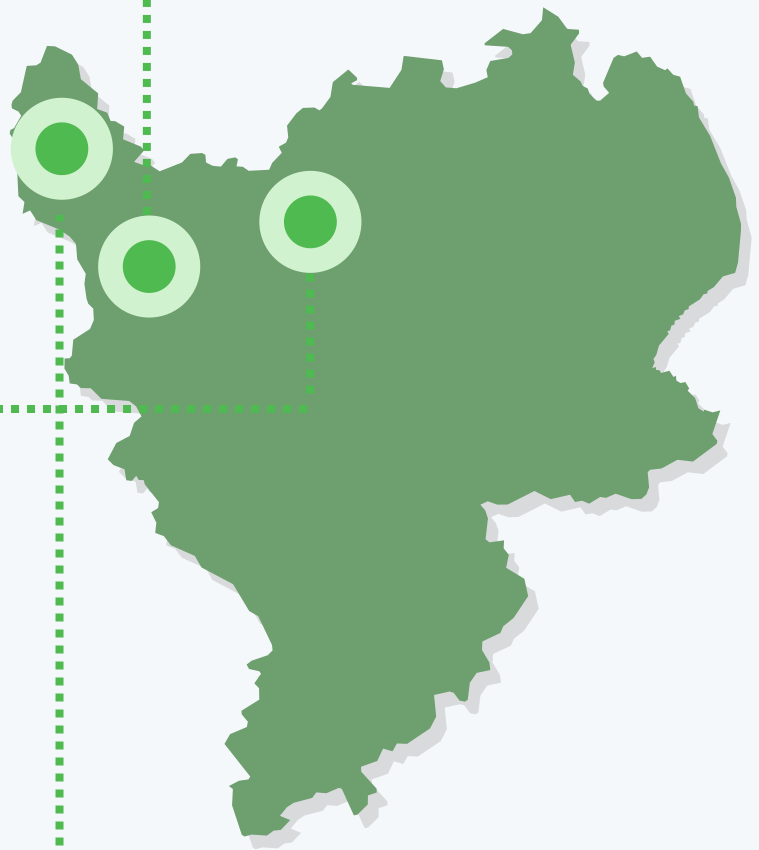
Location: Chesterfield

Public earnings (H2 2023): £277k

Largest contract award by value (H2 2023):

[Tree Management System](#), South
Tyneside Metropolitan Borough
Council

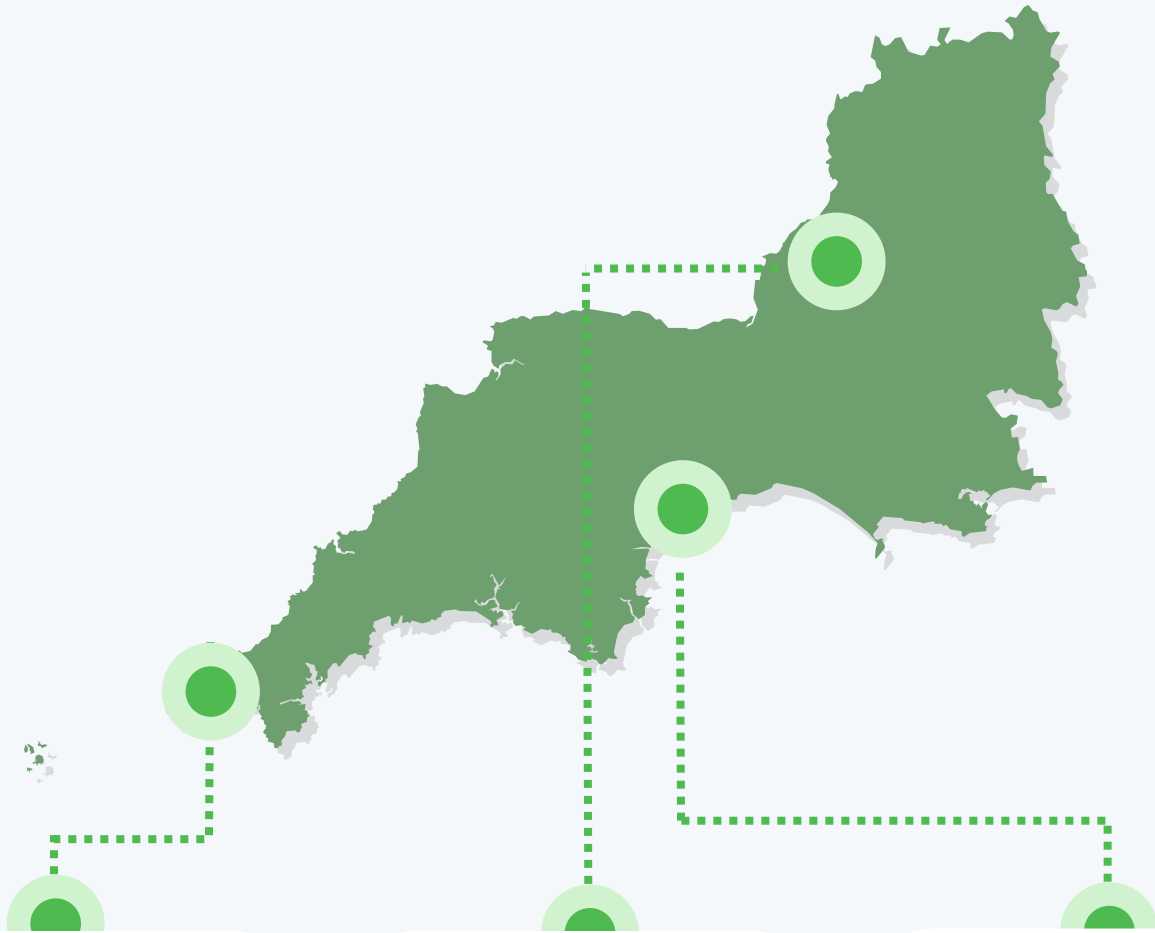
R & A Information Systems provide a full range of managed services. They're also a market-leader in TPO and tree management systems.



Did you know ...

Data from [Tussell & LocalGov's 2023 Local Government Procurement Index](#) shows that 29.3% of direct procurement spending by East Midlands-based local authorities went to SMEs in 2022.

South West



Altcom

Location: Penzance

Public earnings (H2 2023): £35.3k

Largest contract award by value (H2 2023):

[Web Development Services for Growth Hub](#), Cornwall Council

Altcom are a digital solutions provider. Their platform, RosettaEIP, captures and ingests customer data for the transport industry.



Oort Energy

Location: Bristol

Public earnings (H2 2023): £48.9k

Largest contract award by value (H2 2023):

[Hydrogen Electrolyser](#), UK Research and Innovation

Oort Energy provide electrolyzers to make green hydrogen economically viable so that market demand drives the transition to net-zero.



Teignmouth Maritime Services

Location: Dawlish Warren

Public earnings (H2 2023): £2.48mn

Largest contract award by value (H2 2023):

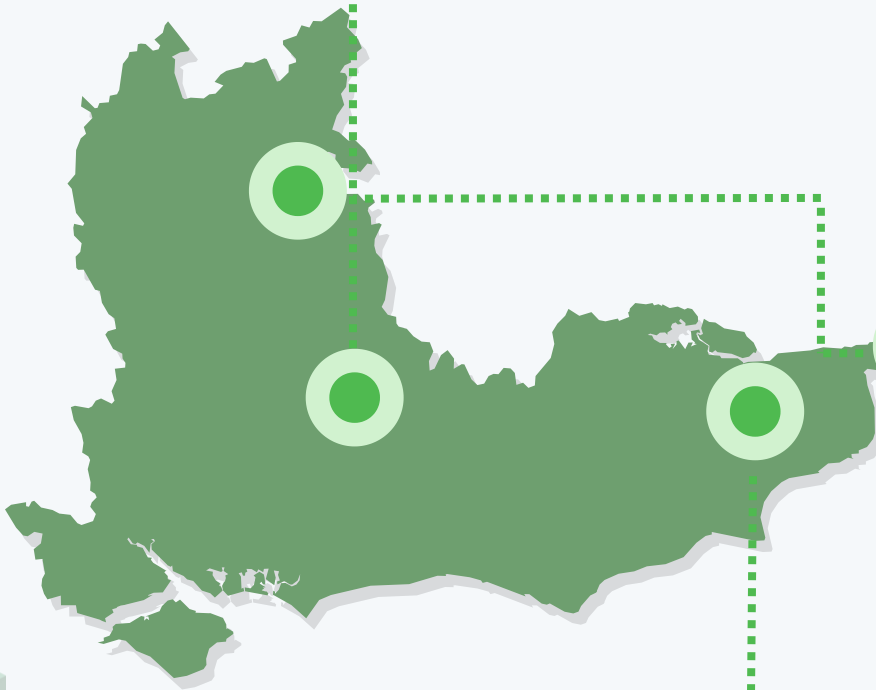
[West Wharf Works at the Port of Plymouth](#), Associated British Ports

TMS deliver a range of civil engineering services including civil and marine construction, flood defences, harbours, inland waterways & plant hire.

Did you know ...

Data from [Tussell & LocalGov's 2023 Local Government Procurement Index](#) shows that 37.9% of direct procurement spending by South West-based local authorities went to SMEs in 2022.

South East



Windsor Telecom

Location: Camberley

Public earnings (H2 2023): £87.4k

Largest contract award by value (H2 2023):

[Provision of Mobile Voice and Data Services](#), Hertfordshire County Council

Windsor Telecom provide a range of telecommunications services spanning phone solutions, connectivity, IT services and customer contact.



Stoic Roofing & Construction

Location: Olney

Public earnings (H2 2023): £1.79mn

Largest contract award by value (H2 2023):

[Pitched and Flat Roofing - Programmed Works](#), Citizen Housing Group

Stoic Roofing & Construction is a specialist refurbishment construction contractor. They are industry experts in numerous roofing systems.



Carers First

Location: Strood

Public earnings (H2 2023): £1.88mn

Largest contract award by value (H2 2023):

[Essex Carers Core Offer of Support](#), Essex County Council

Carers first is a charity that works with unpaid carers to provide support at every stage of the caring journey.

Did you know ...

Data from Tussell & LocalGov's 2023 Local Government Procurement Index shows that 36.4% of direct procurement spending by South East-based local authorities went to SMEs in 2022.

East of England



The Matthew Project

Location: Norwich

Public earnings (H2 2023): £4.8mn

Largest contract award by value (H2 2023):

[Children and Young People's Drug and Alcohol Service](#), Norfolk County Council

The Matthew Project empowers people to overcome issues with drugs, alcohol, and mental health across the East of England.



DAC Planning

Location: Colchester

Public earnings (H2 2023): £78.8k

Largest contract award by value (H2 2023):

[Contract Administration and Management Software Analysis](#), Westminster City Council

DAC Planning provides dedicated support to local authorities and local communities in planning for a sustainable future.



Autism Bedfordshire

Location: Bedford

Public earnings (H2 2023): £105k

Largest contract award by value (H2 2023):

[Key Workers Service in Bedfordshire, Luton and Milton Keynes](#), NHS Bedfordshire, Luton and Milton Keynes ICB

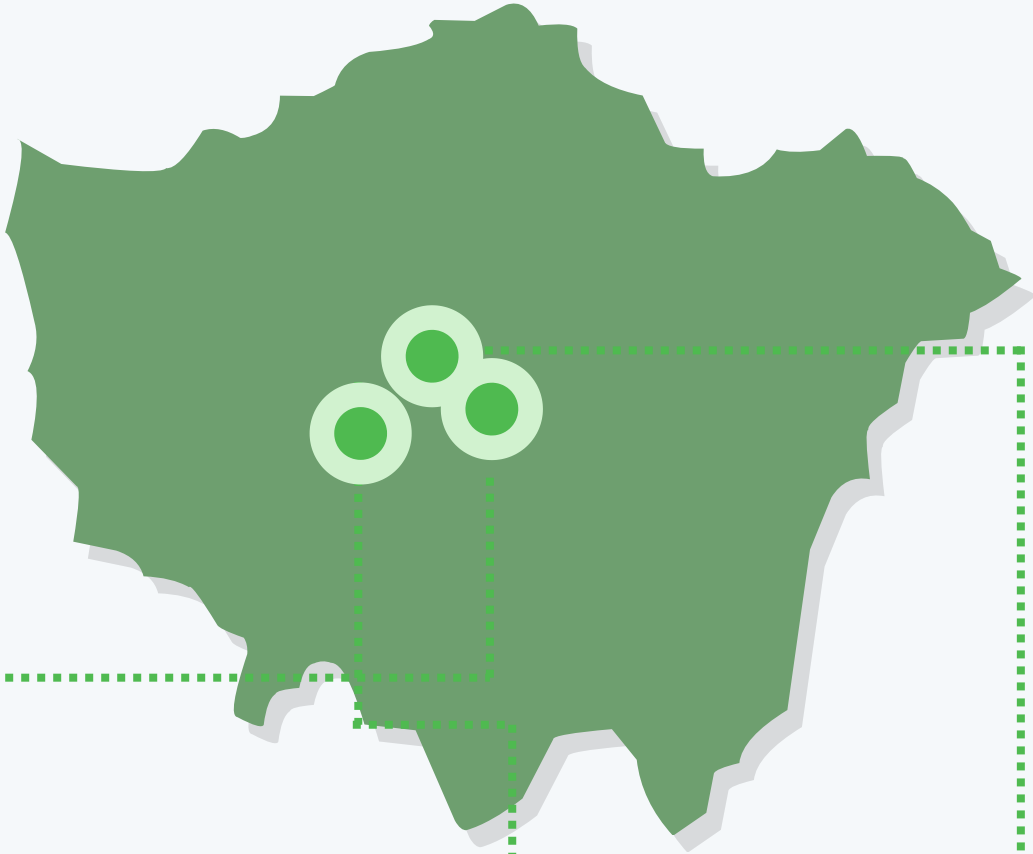
Autism Bedfordshire are an independent charity dedicated to improving the lives of autistic people and their families across Bedfordshire and the surrounding area.



Did you know ...

Data from [Tussell & LocalGov's 2023 Local Government Procurement Index](#) shows that 36.7% of direct procurement spending by East of England-based local authorities went to SMEs in 2022.

London



Centre for Homelessness Impact

Location: Westminster

Public earnings (H2 2023): £133k

Largest contract award by value (H2 2023):

[Evaluation of Homelessness and Rough Sleeping Services](#), DLUHC

The Centre for Homelessness Impact exists to improve the lives of people experiencing homelessness through better use of data and evidence.



Cycling Instructor

Location: Fulham

Public earnings (H2 2023): £373k

Largest contract award by value (H2 2023):

[Secondary School Cycle Training](#), London Borough of Hammersmith and Fulham

Cycling Instructor has been providing cycling lessons for Councils in London since 2007. They are an accredited provider of Bikeability in England.



Treework Environmental Practice

Location: Marylebone

Public earnings (H2 2023): £129.2k

Largest contract award by value (H2 2023):

[Annual Tree Inspection Services](#), Dudley Metropolitan Borough Council

Treework Environmental Practice provide tree surveys and management. They also provide legal, consultancy, testing and assessment services.

Did you know ...

Data from Tussell & LocalGov's [2023 Local Government Procurement Index](#) shows that 34.9% of direct procurement spending by London-based local authorities went to SMEs in 2022.

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](#).