

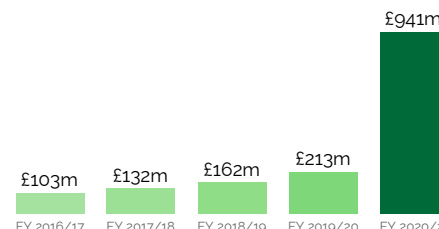
# Tech200 Analysis

The Tussell Tech200 lists the top 200 fastest growing tech companies in the UK private sector, based on their public sector income. This factsheet looks at 7 areas of interest delving into the relationship between these 200 companies and the public sector,

## How were these companies identified?

We identified the fastest growing technology firms in the public sector using our market intelligence platform. We calculated the percentage growth in public spend with these firms between FY 2019/20 and FY 2020/21. Several criteria were used to identify as many technology firms as possible, and all entrants have been manually checked to validate their relevance.

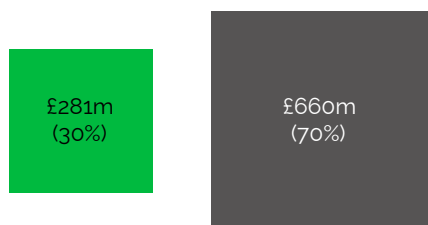
**1) Nearly £1bn in procurement spending with fastest 200 growing tech firms** - The total value of spending procurement of suppliers on the Tech200 list was **£941m** in FY 2020/21.



**2) Explosive growth** - within the last two financial years, Tech200 procurement more than quadrupled.

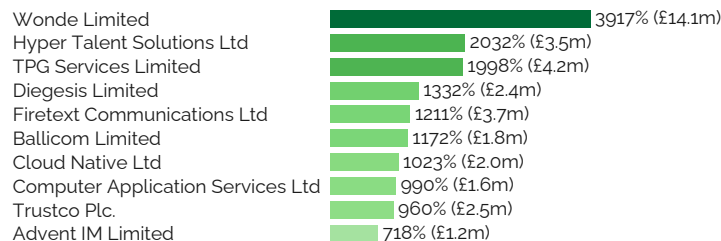
## 3) Just under a third of Tech200 procurement went to SMEs

In FY 2020/21, SMEs received over £280m in procurement from various public sector buyers.



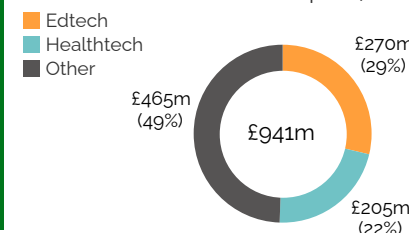
## 4) Top Tech200 SMEs by growth

The most notable SMEs for growth all specialise in different areas of tech. Wonde specialises in edtech, Hyper Talent in cloud and digital services, Diegesis in system intergrations, and Firetext for telecoms and SMS messaging.



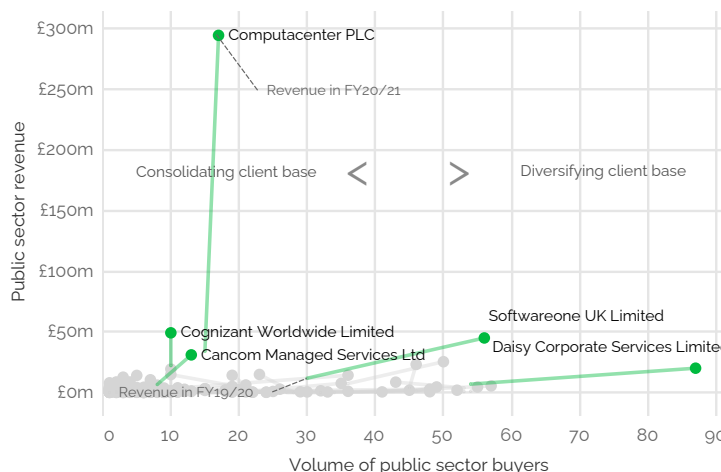
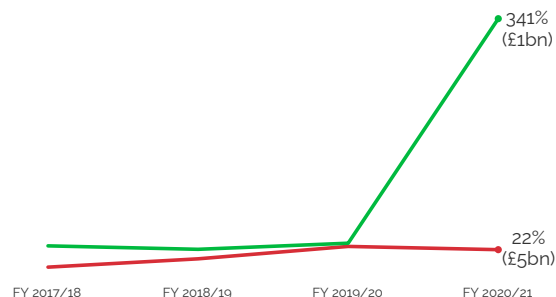
## 5) EdTech and HealthTech accounted for half of Tech200 public sector revenue in FY 2020/21

The DfE accounts for 99% of edtech spending, while Oxford University Hosp. NHS Foundation Trust, and DHSC made up 1/4 of healthtech.



## 6) Tech200 suppliers grew 10x faster than industry leaders

Tech200 suppliers grew over 340% in the last financial year, **15x** greater than the **10 largest tech suppliers**. However, in absolute terms, the **10 largest tech suppliers** had **5x** greater growth.



## 7) Large Tech200 suppliers have diversified their client base

The most prominent suppliers who diversified their client base were also larger spenders. This could suggest that large suppliers who have established relationships with multiple public sector bodies are able to increase their client base much easier than smaller suppliers and SMEs.