



# Monthly Update on Strategic Suppliers to the UK Government

## September 2017

Data as at: 06 December 2017

"Strategic Suppliers are those suppliers with contracts across a number of Departments whose revenue from Government according to Government data exceeds £100m per annum and/or who are deemed significant suppliers to Government in their sector."

[https://www.gov.uk/government/uploads/system/uploads/attachment\\_data/file/80222/20121108\\_Strategic\\_Supplier\\_Risk\\_Management\\_Policy.pdf](https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/80222/20121108_Strategic_Supplier_Risk_Management_Policy.pdf)

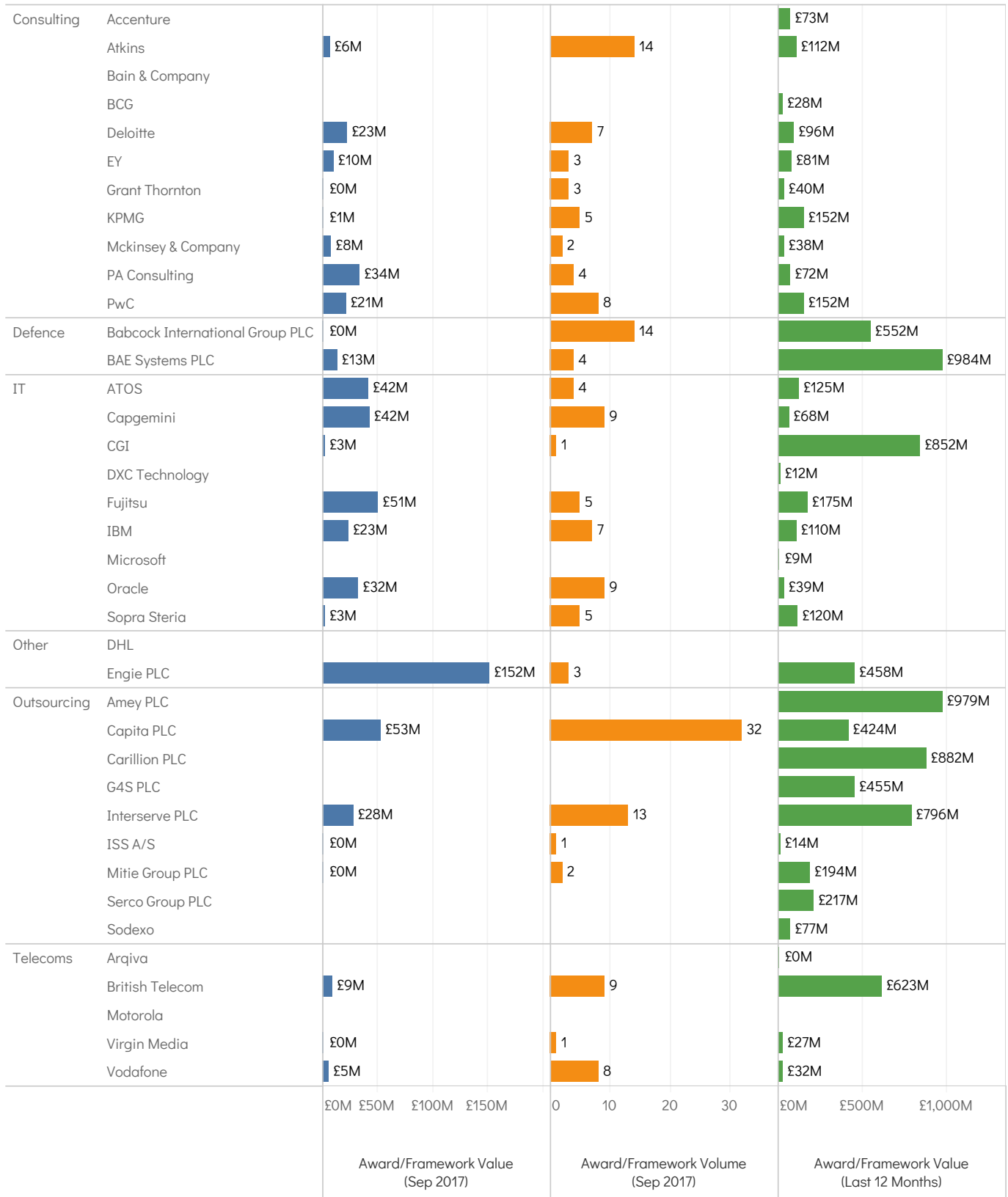
Along with the official Strategic Suppliers as at September 2017, Tussell has included a number of consulting firms that are of general interest.

This analysis includes partly owned entities and joint ventures where a single Strategic Supplier is listed as the award winner.

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## Strategic Suppliers September 2017

In September 2017, the Strategic Suppliers to the UK Government won 173 awards or frameworks with an aggregate value of £561M.



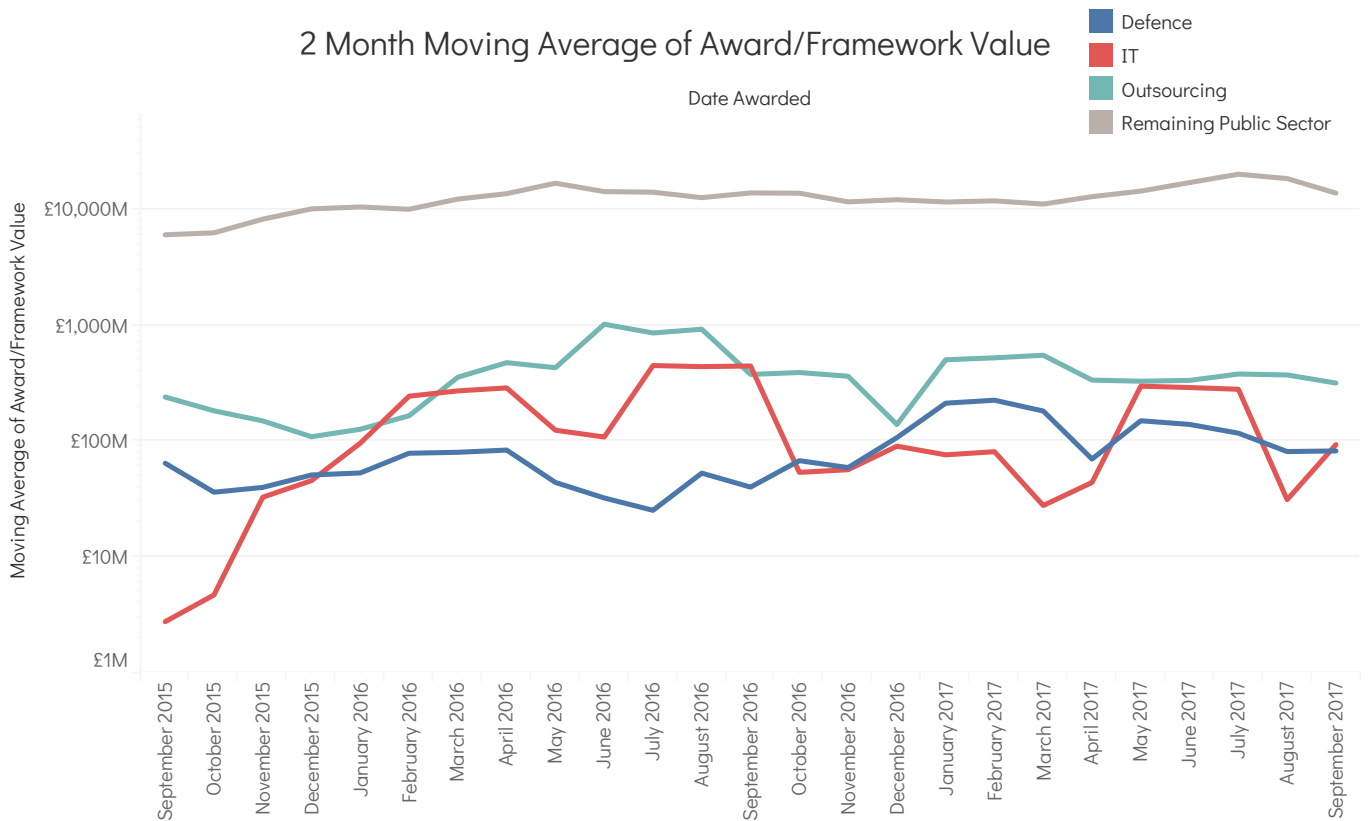
Where PLC is attached to the company name Tussell has included all subsidiaries of that company as of the company's latest financial report

## Top 10 Contracts September 2017

Engie was the top performer in September, driven by a £138M award from County Durham Housing Group for "Stock Investment Programme 2017".

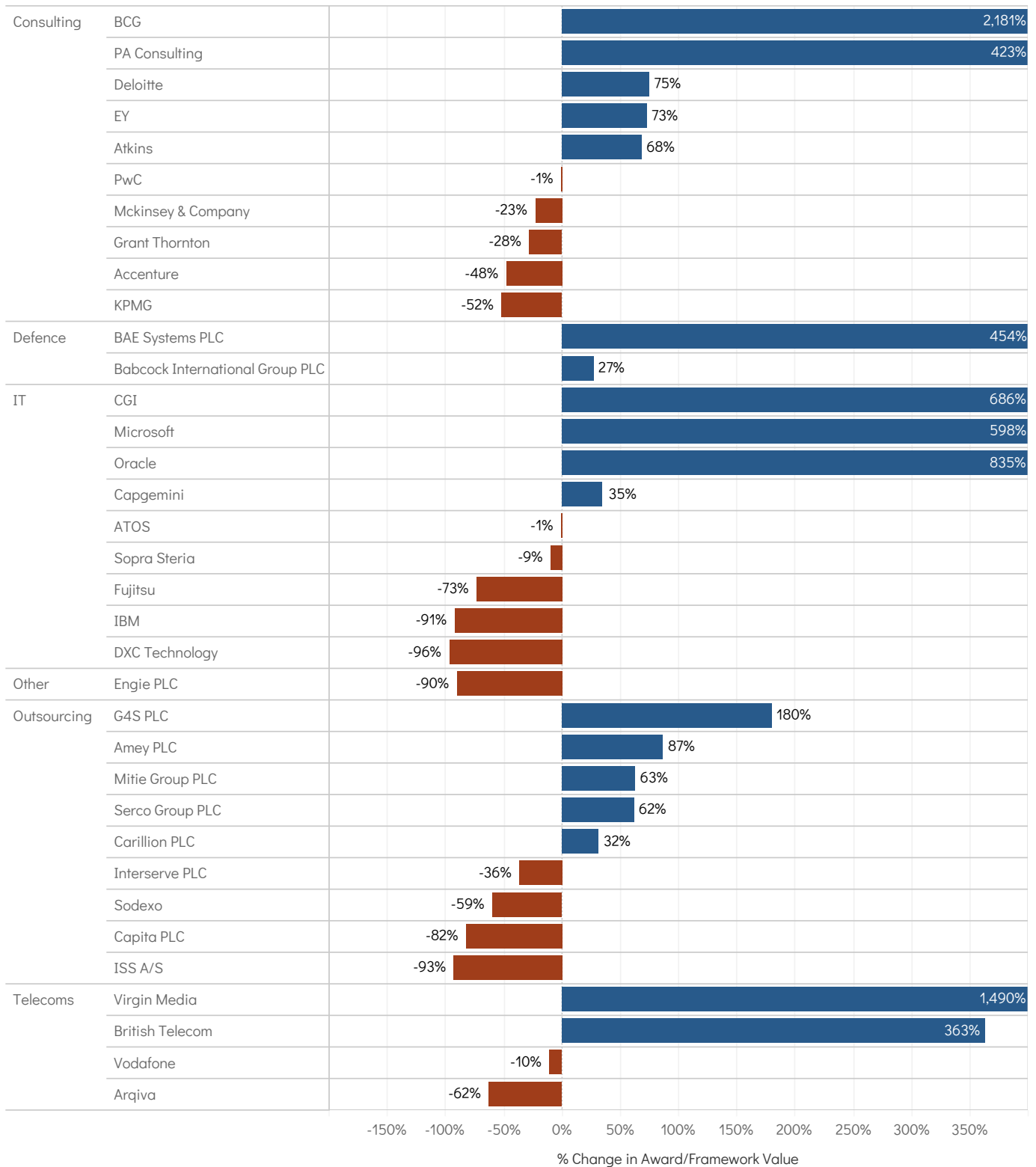
Contracting Authority	Parent	Contract Title	Framework Contract	Award/Framework Value
County Durham Housing Group	Engie	CDHG - Stock Investment Programme 2017	N	£138M
Home Office	ATOS	Contain applications	N	£40M
Crown Commercial Service	Capita PLC	Pension Administrator: Royal Mail Statutory Pension Scheme	N	£31M
Home Office	PA Consulting	Delivery Partner and System Integration	N	£25M
Home Office	Fujitsu	L1 Strategic Service Desk	N	£20M
Home Office	Capgemini	DevOps Tooling Platform (DTP) - EBOS and CTPI	N	£19M
Home Office	Oracle	Oracle Fusion subscription	N	£17M
Manchester City Council	Interserve PLC	TC886 Highways and Infrastructure Construction Works	Y	£15M
Home Office	Capgemini	Business Development Services (BDS)	N	£15M
Home Office	Fujitsu	Warnings Index Central Infrastructure	N	£13M

£0M    £100M    £200M  
 Award/Framework Value



## % Change in Award/Framework Value (12 Months to Sep 2017 vs 12 Months to Sep 2016)

PA Consulting moved up into second place in the Consulting category following a £25M award from the Home Office for "Delivery Partner and System Integration". This is the largest award issued to PA Consulting in our database (June 2013 - present).



The axis above at limited to 400%

## Top 10 Ministerial Departments (Last 24 Months)

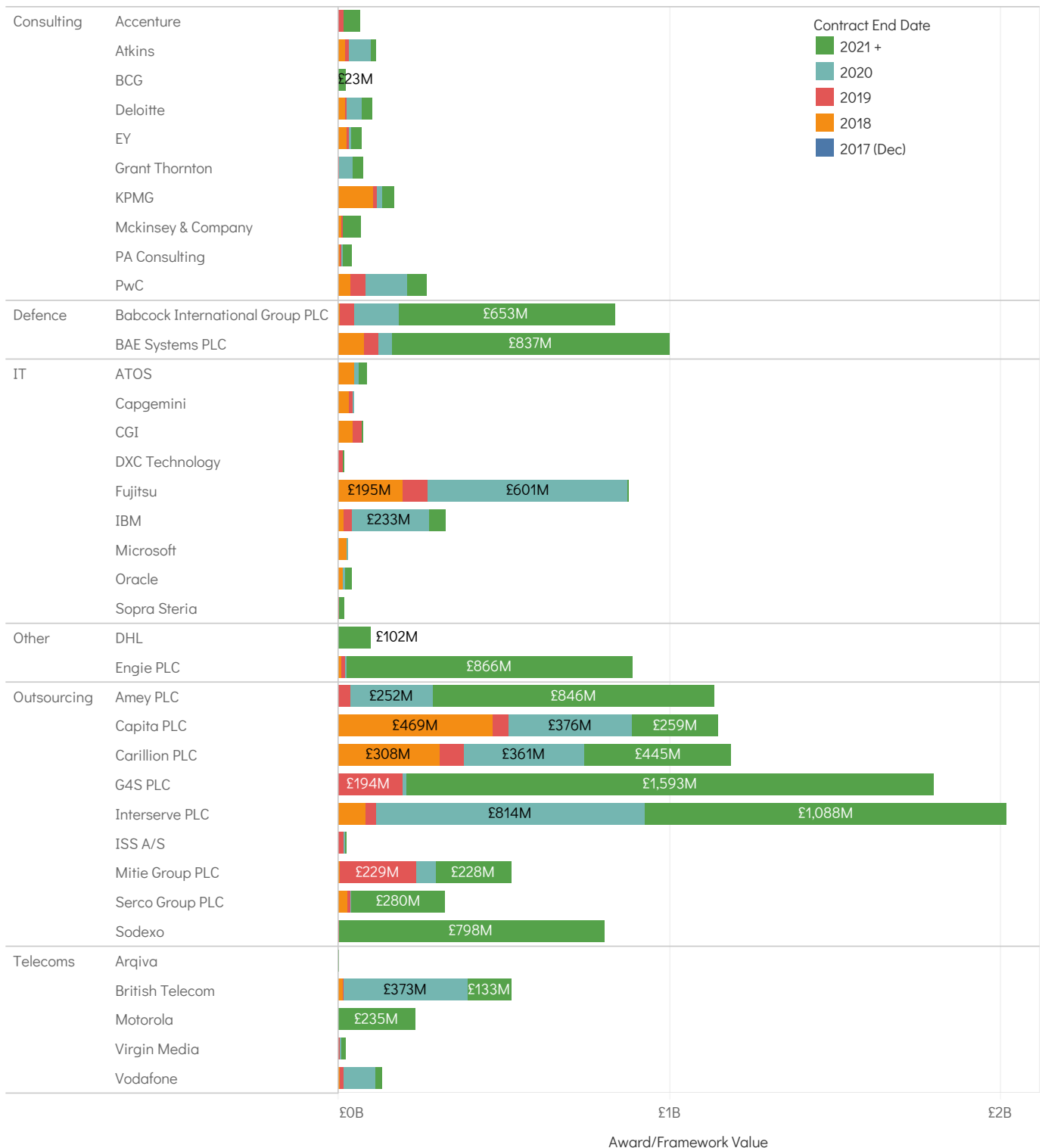
In the Consulting category, KPMG continues to be the leading supplier to the MoD, winning £90M or 78% of available award/framework value issued in the last 24 months.

Engie has failed to win an award of £1M or more from the top 10 Ministerial Departments in the last 24 months.

		Contracting Authority									
		Cabinet Office	Department for Education	Department for Environment, Food & Rural Affairs	Department for International Development	Department for Transport	Department for Work & Pensions	Department of Health	Home Office	Ministry of Defence	Ministry of Justice
Consulting	Accenture								£20M	£0M	£0M
	Atkins		£1M			£10M			£4M	£4M	
	BCG		£0M								
	Deloitte	£9M	£2M						£16M	£2M	£9M
	EY	£1M		£1M	£15M	£6M		£20M			£4M
	Grant Thornton				£1M						
	KPMG	£150M			£30M	£1M	£0M		£0M	£90M	£3M
	Mckinsey & Company				£44M					£8M	
	PA Consulting	£0M						£0M	£26M	£1M	£1M
	PwC	£18M		£1M	£54M				£2M	£9M	£31M
Defence	Babcock International Group..	£0M	£3M	£0M			£0M			£800M	
	BAE Systems PLC		£6M						£34M	£1,070M	
IT	ATOS			£22M	£8M				£44M	£1M	£0M
	Capgemini				£4M		£3M		£53M		£8M
	CGI								£0M	£28M	
	DXC Technology									£1M	
	Fujitsu						£40M		£51M	£3M	
	IBM						£0M		£27M	£29M	£0M
	Microsoft		£1M				£1M	£1M	£1M		
	Oracle						£0M		£31M	£1M	£0M
	Sopra Steria								£3M		£136M
Other	Engie PLC					£0M					
Outsourcing	Amey PLC	£15M				£7M					£60M
	Capita PLC	£62M	£15M	£2M			£4M	£0M	£0M	£22M	
	Carillion PLC					£11M				£403M	
	G4S PLC		£3M		£5M		£452M				£45M
	Interserve PLC			£5M		£19M		£667M		£4M	£17M
	Serco Group PLC						£22M			£0M	
	Sodexo						£61M			£180M	£2M
Telecoms	British Telecom	£0M					£95M		£1M		£6M
	Motorola								£235M		
	Vodafone								£38M	£0M	£0M
Grand Total		£255M	£32M	£31M	£160M	£54M	£680M	£688M	£585M	£2,656M	£323M

## Strategic Suppliers - Contract Expiry Schedule

£1.6Bn of award/framework value is due to expire in 2018 (unless they are rolled automatically). Fujitsu is the most vulnerable in its category with £195M due to expire. This accounts for 58% of award/framework value due to expire in the IT category in 2018.



This analysis excludes a £4Bn framework from Genesis Housing Association to Engie for "supply of non half hourly electricity, half hourly electricity and natural gas" that expires in 2020