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# DigiGov: Local Government tech market landscape

Trends, insights and opportunities

Gus Tugendhat, Founder

23<sup>rd</sup> May 2023

**tussell**<sup>o</sup>

Trusted Insight on Government  
Contracts and Spend



# The market's trusted source of insight

## Corporate clients



BCG

Capita

leidos

accenture



FUJITSU

zoom

airelogic



Jacobs

## Public sector clients



## Media citations



# 267

Press citations in 2022



The Telegraph

The Guardian

Bloomberg

NewStatesman

EveningStandard.

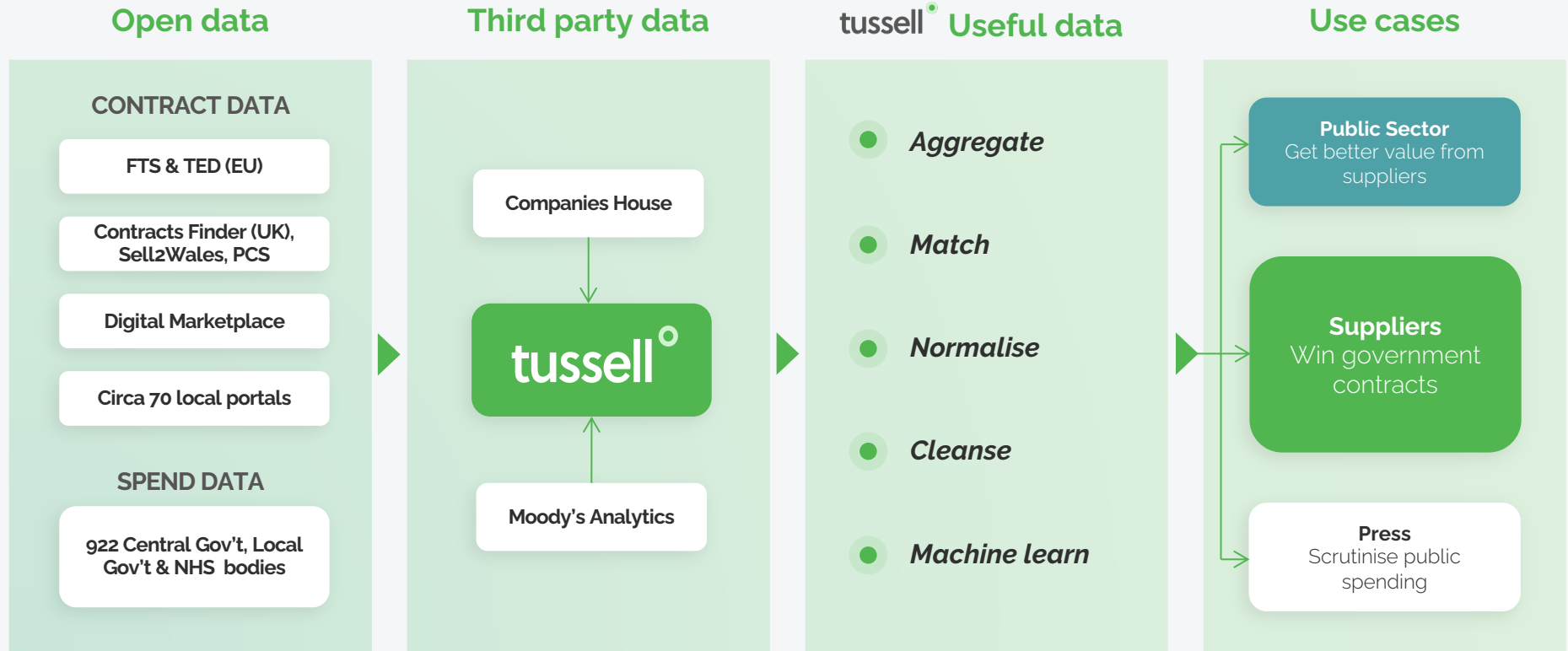


FINANCIAL TIMES

*“Serious-minded  
business  
data provider  
Tussell”*

Matthew Vincent

# We transform open data into useful data



# Agenda

01

Market landscape

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02

Use smart data to  
do more with less

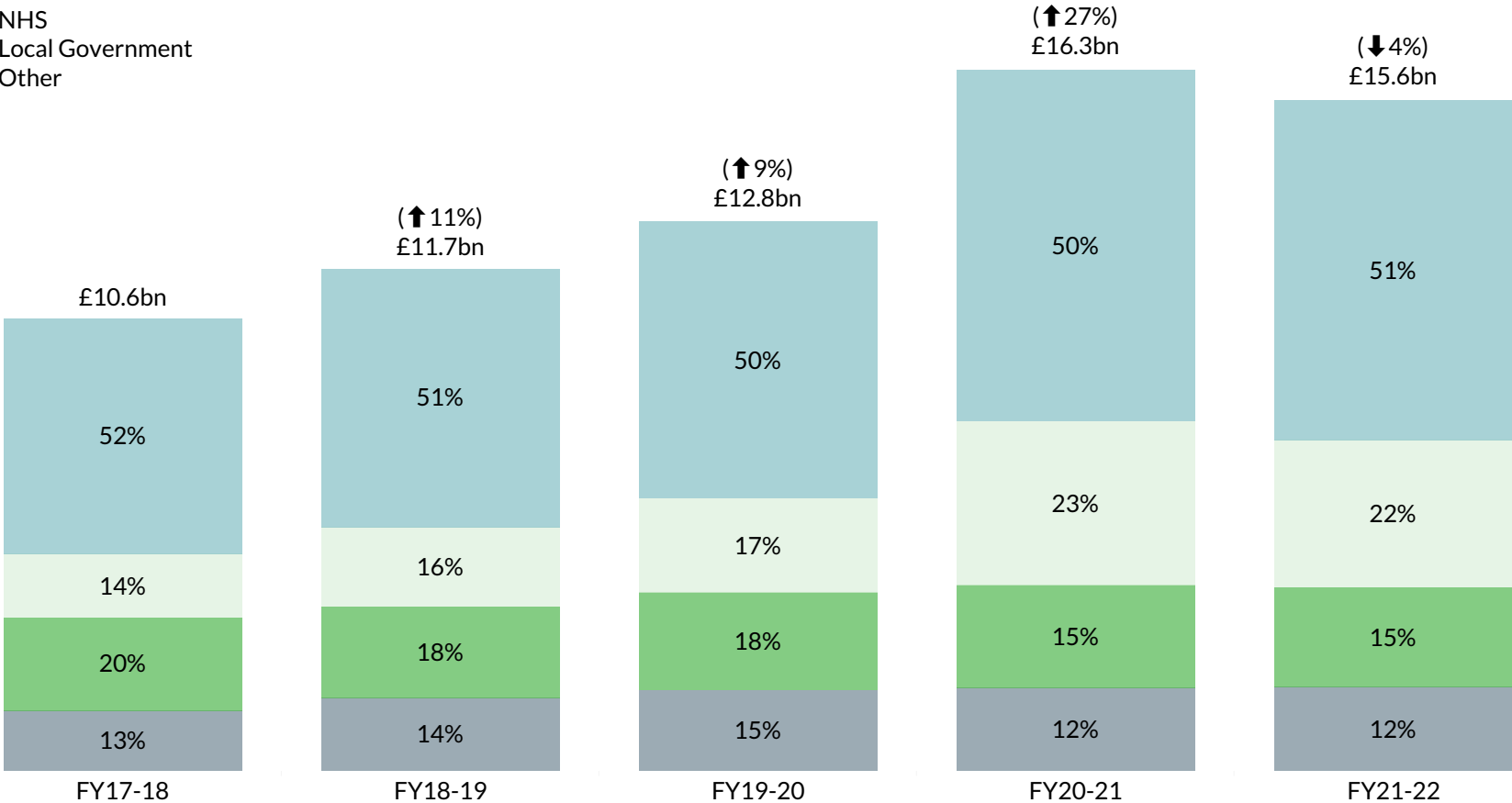
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This report analyses *direct* ICT procurement in England published by the public sector. This includes spending on Telecoms companies such as Virgin Media and BT.

# Wider public sector ICT spend grew sharply during the pandemic and has remained at that high level – the “new normal?”

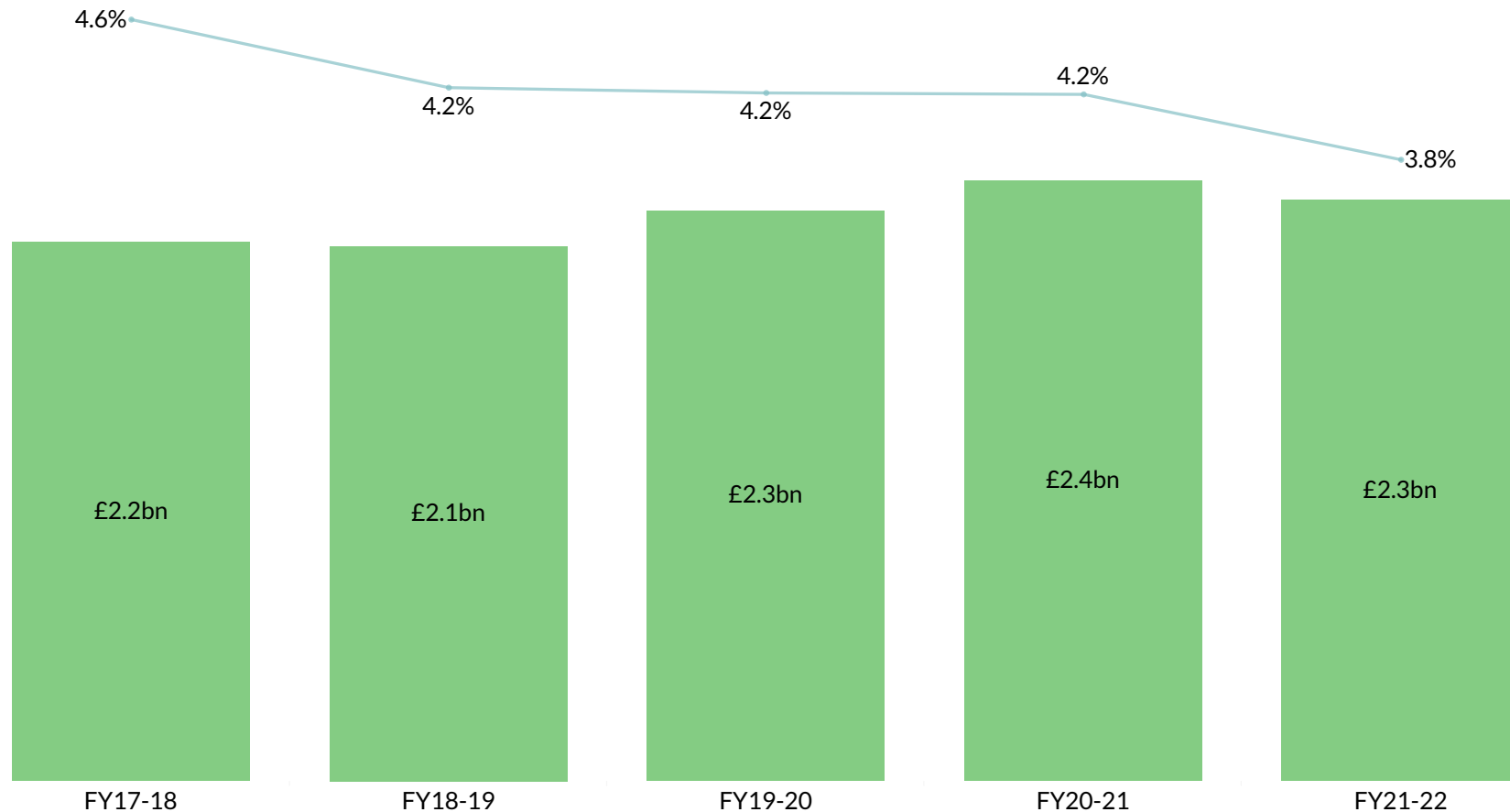
Direct ICT procurement spend in England, by buyer type and year

- Central Government
- NHS
- Local Government
- Other



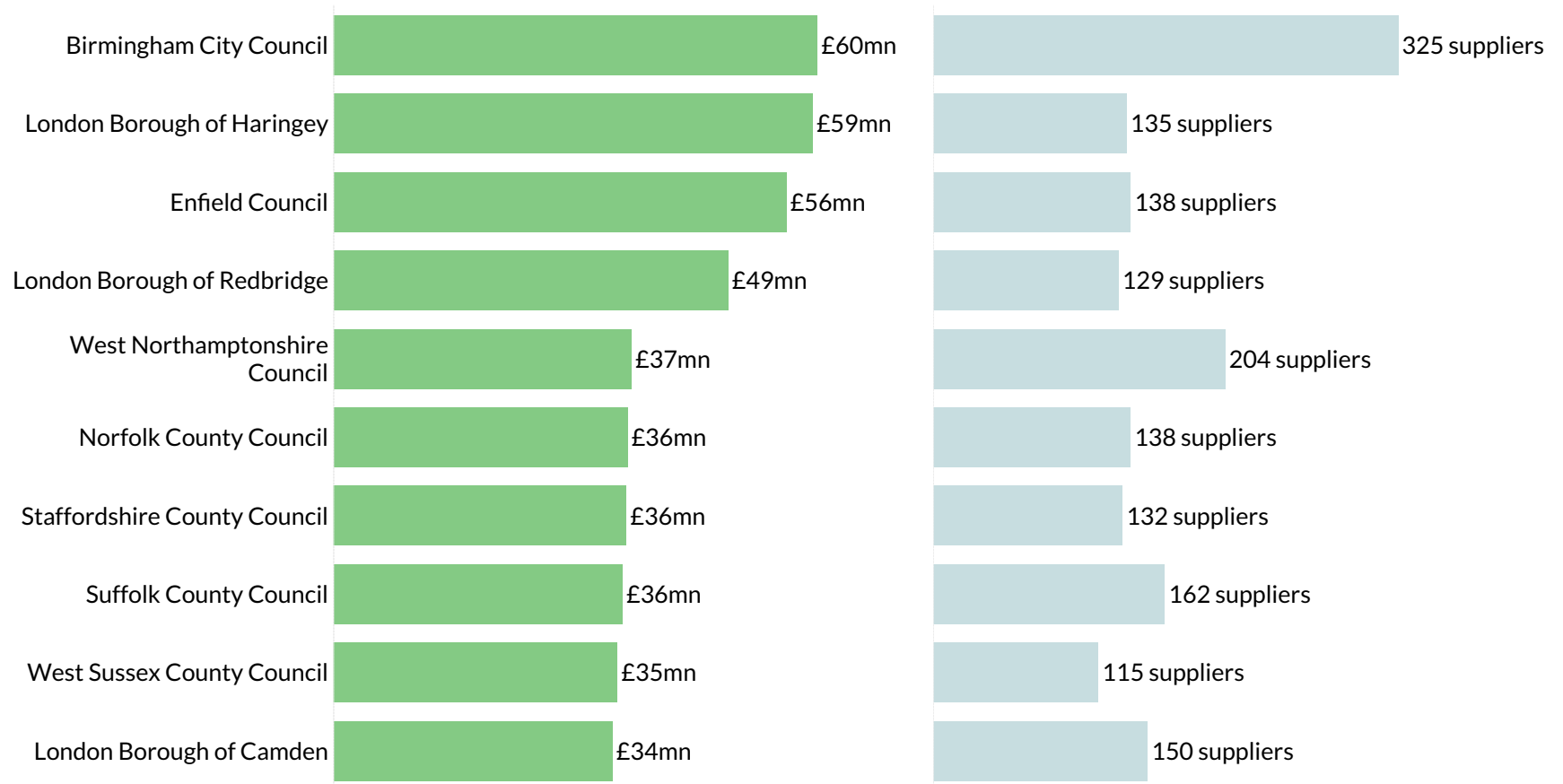
# Local Govt ICT spend is a large and stable market accounting for about 4% of its total third-party procurement budget

English Local Government direct ICT procurement spend and proportion of total procurement spend



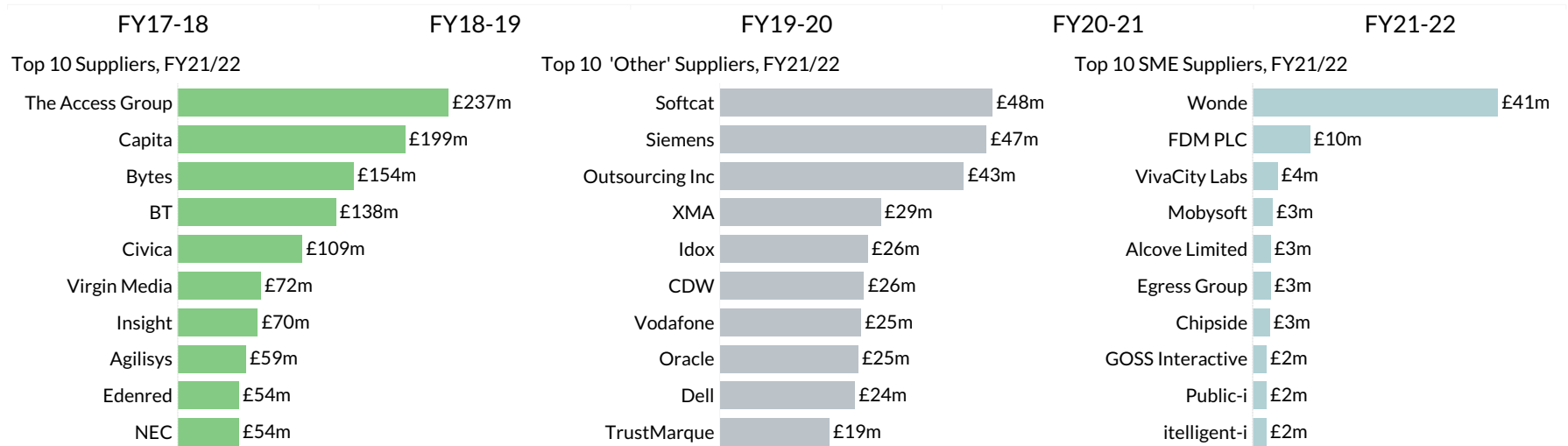
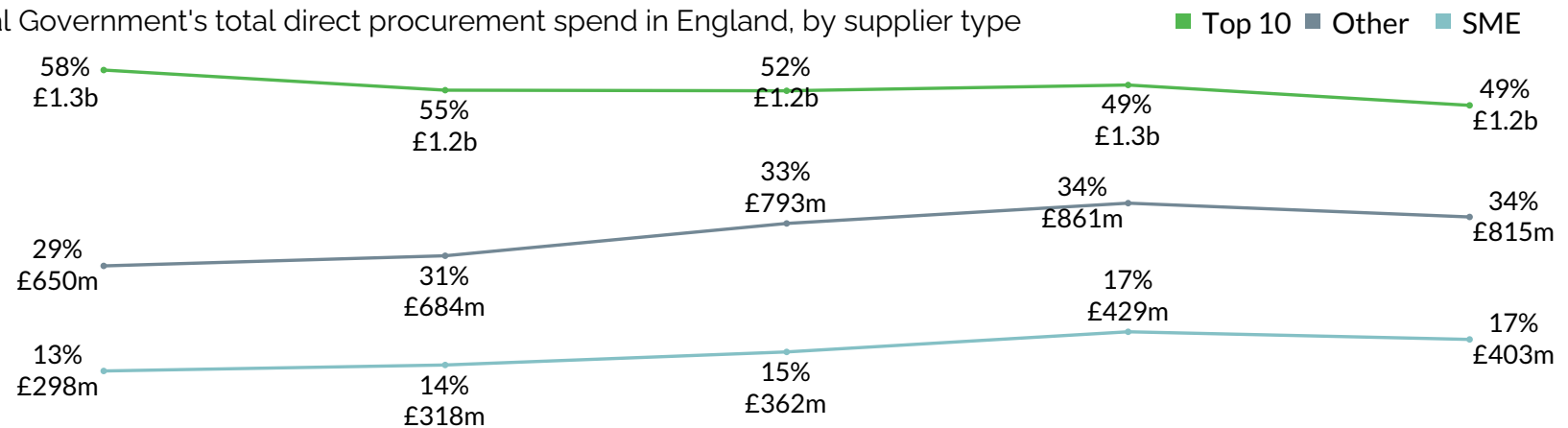
# The top 10 Local Authorities purchased from almost 900 distinct ICT suppliers in FY21/22

Top 10 Local Authorities in England by direct ICT spend in FY21/22, and their volume of ICT supplier relationships



# ICT spend directly with SMEs has been rising, but there is room for improvement

Local Government's total direct procurement spend in England, by supplier type



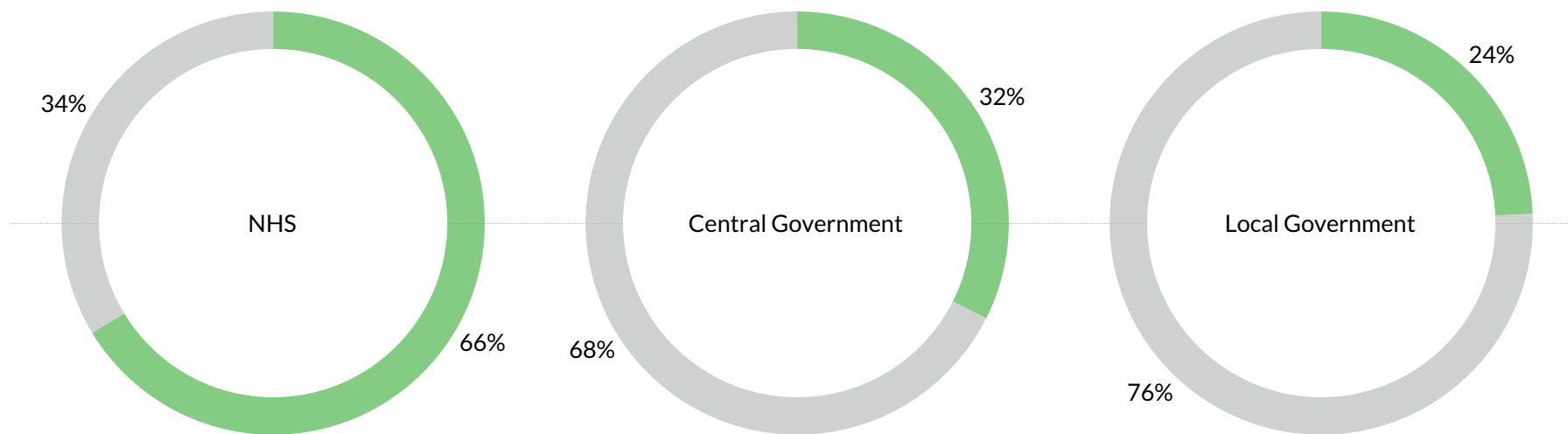


# Local Authorities are doing less ICT procurement through frameworks than other parts of government

Value of call-offs as a proportion of total ICT contracts awarded by Buyer Types in England, 2022

Awarded via a framework?

■ Yes ■ No



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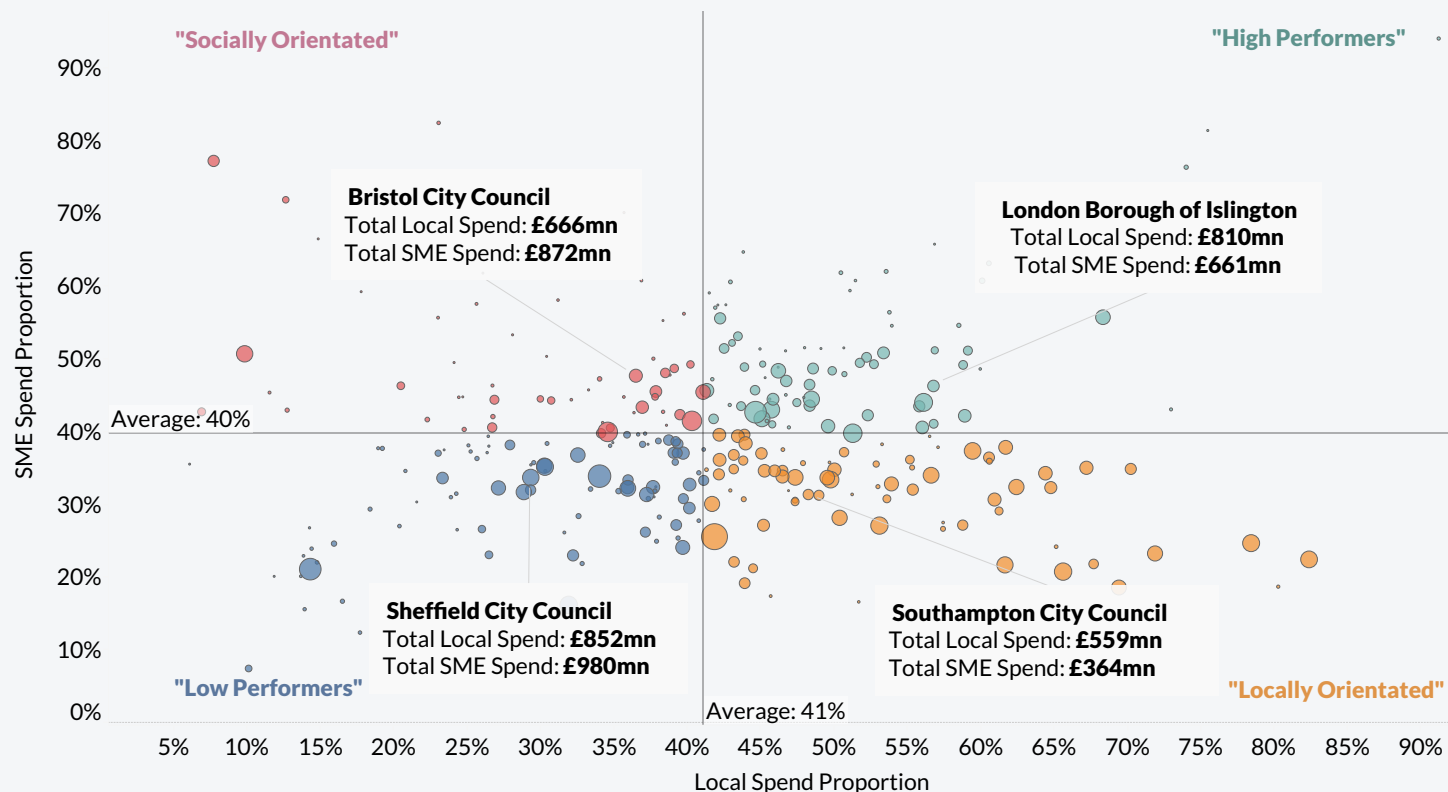
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# #1

How good are you at “spending small” and spending locally vs your peers?

## Benchmark the social value of your procurement

Proportion of Local Government's direct ICT procurement spend with SMEs and locally-based suppliers, FY17/18 - FY21/22



# #2

## Diversify your supply chain by identifying pre-qualified suppliers


Quickly identify pre-qualified SMEs, non-profits and local suppliers to bring into your supply chain

Supplier is SME?  
 Yes  
 No  
 Include all

Supplier category  
 IT and Digital

Supplier location  
 Region: West Midlands

Date paid  
Last 12 months



	Total Invoice value ↓	Total Invoices
Automation Logic Ltd	£12M	102
P.C.T.I. Solutions Limited	£11.4M	71
Certes Computing Limited	£9.49M	414
EGRESS LIMITED	£4.22M	104
Ballicom Limited	£3.36M	252
PORTALPLANQUEST LIMITED	£3.35M	1.82K

# #3

Generate a list of all the LAs likely to (re)procure cyber security services in the next 12 months

## Spot opportunities for joint procurement

Find a Sector Search in Tussell



Buyer name or category

Local Government

4) Cybersecurity (Contract Awards Expiring Contracts, Tenders, Frameworks)

Contract end date

Next 12 months



	Total contract award value ↓	Total contract awards
City of London Corporation	£28M	1
Cheshire East Council	£3.07M	1
London Royal Borough of Greenwich	£2.11M	1
Liverpool City Council	£1.42M	7
Sefton Metropolitan Borough Council	£1.19M	3

# #4

Before negotiating with your suppliers, see how much clout you have with them based on revenue

## Understand your leverage in supplier negotiations

### Digital Care Partnership - AWARD

Suffolk County Council - Ipswich, East Of England, United Kingdom →

Supplier name

Alcove Limited

Award value

£15.3M



# #5

## Know your category inside-out with good quality decision-support

Buyer name or category  
 Local Government

Buyer location  
 Region: North West

Supplier category  
 IT and Digital

Supplier location  
 Region: North West

Date paid  
Last 12 months



### Top Buyers

	Total Invoice value ↓
Liverpool City Council	£12M
Manchester City Council	£11.4M
Cumbria County Council	£8.44M
Bolton Metropolitan Borough Council	£7.83M
Rochdale Metropolitan Borough Council	£7.16M

### Top Suppliers

	Total Invoice value ↓
Heywood Limited	£3.49M
Mobysoft Limited	£2.96M
Bibliotheca Limited	£2.86M
Public Consulting Group UK Limited	£2.78M
Probrand Limited	£1.63M

## Harnessing decision-support in your procurement will:

**1**

**Save you time**

**2**

**Save you resources**

**3**

**Save you money**



# tussell

All the data in this report comes directly from Tussell's online market intelligence platform

#### Contract Awards

- Contract
  - Contains any of these keywords
  - Human Resources
  - HR

#### Key Decision-Makers

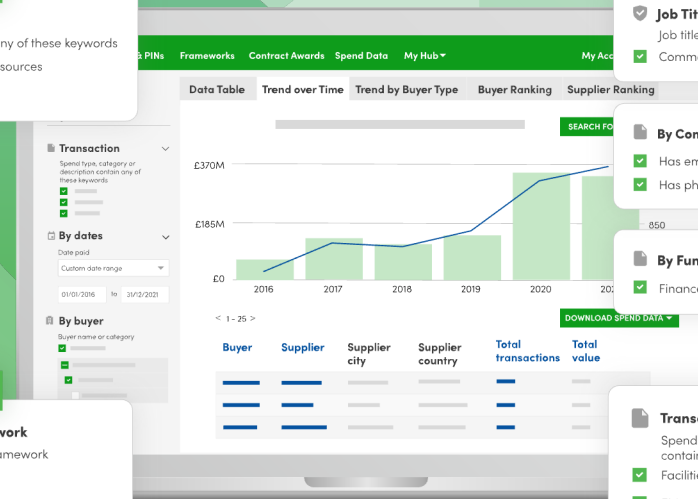
- Job Title
  - Job title
  - Commercial Director

#### Frameworks

- By Framework
  - Contract framework
  - G-Cloud 12
  - Technology Services 2 - RM3004

#### Spend Data

- Transaction
  - Spend type, category or description contain any of these keywords
  - Facilities Manager
  - FM



To learn more and see it in action visit [tussell.com](https://tussell.com)