

# UK Public Procurement through VCSEs, 2016-2020

Report for the Department for Culture,  
Media and Sport



**tussell**  
government contracts



# Introduction

Tussell has been commissioned by the Office for Civil Society, sitting inside the Department of Culture, Media and Sport, to analyse the scale and proportion of UK public sector procurement conducted through Voluntary and Community organisations and Social Enterprises (VCSEs).

VCSEs are an important part of the UK economy, and play a significant role in the provision of public services. The UK government is committed to delivering social value through its procurement, and increasing opportunities for VCSEs in public procurement is one way it can go about delivering on those promises. To do so, however, it is important to understand in greater detail the role they are currently playing - that is the knowledge gap this report hopes to fill.

This report analyses contracts awarded to VCSEs by the UK public sector and; invoices paid to VCSEs by the UK public sector, covering the four government financial years between April 2016 and March 2020.

It answers questions on the total value and proportion of procurement going through VCSEs, the nature of the VCSE organisations involved, their geographic spread, and the sustainability of the supplier market. It also examines the value and proportion of procurement going through VCSEs in eight specific 'people services' sectors:

- Health and social care
- Legal and advocacy
- Disability
- Support for victims of domestic violence/ sexual abuse
- Employability
- Homelessness support services
- Offender rehabilitation
- Youth services

## Key Findings

- **12,500 VCSEs** were named on either a public sector contract awarded or invoice paid between April 2016 and March 2020
- These VCSEs have been named on have won **7,330 government contracts worth £17bn** - 5% of the total value and volume of contracts awarded
- They have **earned a total of £36bn** - 7% of total identifiable public sector spending with the private sector
- **Local Government awards significantly more contracts to VCSEs** by value and volume than other parts of the public sector - both in proportional and absolute terms
- The **vast majority of identifiable VCSEs active in public procurement (82%) are charities**
- **14% of VCSEs active in public procurement are large** (turnover over £36m), but these organisations earned over a third (37%) of total public sector spending on VCSEs
- **Three quarters of identifiable VCSEs work only with authorities based in a single region**
- **57% of NHS and Local Government spending with VCSEs goes to organisations based in the same region as the authority**. This proportion is highest in London, where 72% of VCSE spending goes to London-based organisations
- **56% of VCSEs named on public sector contracts have won only a single contract** over the four year period
- **Health and social care is by far the biggest sector, with VCSEs winning contracts worth £11.6bn**. However this corresponds to only 24% of the total value of contracts awarded in the sector. VCSEs have won 69% and 66% of the total value of contracts awarded for homelessness services and support for victims of domestic violence and sexual abuse

# Methodology

This report uses Tussell data on UK government contracts and spending to analyse the scale of public procurement by English authorities with Voluntary and Community organisations and Social Enterprises (VCSEs) between April 2016 and March 2020, with a focus on the delivery of various types of people services ('sectors').

This methodology explains the datasets used in the report, how VCSEs are identified and how we have classified contract award notices into particular sectors. A full methodology of the report follows, but below are the key limitations of the report:

## Key Limitations

- We are only able to include contracts that are published by the UK public sector - there may be some authorities that do not comply with their requirements to publish contracts. Similarly we are not able to include 'below threshold' contracts or spending, so some smaller contracts and/or invoices may not be included.
- We are only able to analyse spending on VCSEs where we are able to match a supplier listed in an invoices file to an exact company entity - where we have not been able to do this we may be missing some VCSE spending.
- We are only able to identify social enterprises when they have 'Community Interest Company' or 'CIC' in their name. As there is no database of social enterprises we are unable to programmatically distinguish them from private businesses.
- For sector identification we are also reliant on both our keyword/CPV definitions being sufficient, and authorities describing their procurements clearly, which they do not always do.

# Methodology

## Datasets

The data in this report is drawn from Tussell's database of UK public sector procurement and spending. Two datasets were used in the analysis:

- Spend
- Contracts

**Spend data** refers to the supplier invoices published by around 800 different public sector bodies. The requirement to publish differs slightly between different types of public sector buyer:

- Central Government and NHS bodies must publish all invoices paid over £25,000
- Local Government buyers (including Police & Crime Commissioners) must publish all invoices paid over £500

Tussell then matches these invoices to company datasets, including Companies House and Moody's, in order to identify more information about the suppliers, including location data, organisation type, size and financials. As the information provided by the public sector authorities about the supplier is limited (often just a name is given) we are not able to match all invoices to an organisation. A breakdown of the match proportion is provided below:

- Central Government: 94% of invoices matched by volume, 94% by value
- Local Government: 83% by volume, 90% by value
- NHS: 81% by volume, 94% by value

Charts using spend data in this report will mention 'spend' or 'invoices' in the chart title.

Procurement **contracts data** is drawn from published contract award notices. The report draws on notices published on Contracts Finder, Find A Tender Service, Tenders Electronic Daily (the EU portal) and c. 70 other smaller portals. These award notices go through the same process of supplier matching as invoices, but 100% of all notices are matched to a supplier. Contract award notices also go through a process of 'de-duplication', if they are published into multiple different portals, to ensure we are reporting the true size of the public sector market.

The thresholds for publication into Contracts Finder are below:

- Central Government - contract awards worth over £10,000
- Other public sector - contract awards over £25,000

Publication of contract award notices is good but not complete. It's impossible to say how many are not published. It is known that there are some issues, particularly with the publication of call-offs from frameworks. Unfortunately we are reliant on transparency from the public sector and are only able to report on what is published.

Charts using procurement data in this report will mention 'contract awards' in the chart title.

# Methodology

## Identifying VCSEs

This report analyses the proportion of public sector spending and procurement through Voluntary and Community organisations and Social Enterprises (VCSEs). In order to do this, we need to identify these organisations in the data.

The primary method of identifying VCSEs is through our 'Supplier Type' field, drawn from Moody's after suppliers have been matched. Organisations with the type 'Voluntary organisation', 'Non-profit organisation' or 'Charitable organisation' are marked as VCSEs. Beyond that we also include organisations with a charity number.

Identifying social enterprises is much more difficult. There is no dataset of social enterprises that are active in the UK. We are able to identify Community Interest Companies, as and when they use 'Community Interest Company' or 'CIC' in their registered name. This means we are likely underreporting procurement through social enterprises, an important limitation of the report.

Academic Institutions that are marked as Charitable Organisations or non-Profits are excluded from this analysis.

# Methodology

## Classifying people services sectors

A key element of this report is identifying the scale and proportion of VCSEs in various different people service's sectors. These sectors are quite specific and therefore not pre-categorised in our data, therefore we have had to create bespoke sectors.

Invoice data has very sparse descriptors, and thus it is basically impossible to identify these sectors in the spend data. Therefore all sector based analysis uses contract awards data.

Sectors are defined using a mixture of Common Procurement Vocabulary (CPV) codes and keywords in contract titles and descriptions. CPV codes are a Europe-wide classification system for procurement data. Buyers will tag contract awards with relevant CPV codes when they are published. While notices are generally quite well tagged, it is not always perfect.

Similarly keyword analysis for sectors works quite well, but we are again reliant on buyers using relevant keywords when describing their contracts. Occasionally buyers will publish award notices with limited descriptions e.g. just a internal code as the title, or a description that reads 'Contract Award Notice'.

A simple methodology for each sector is described below. The first page of each sector in the full report also contains a more detailed definition of that sector (e.g. listing keywords used).

Sector	Definition
Health and social care	All contracts marked with the CPV sector 'Health and social services' or 'Community and social services', <i>except those marked with 'hospital' or 'medical equipment' CPV codes</i>
Legal and advocacy	All contracts with legal services CPVs, or that mention advocacy or legal aid in the title / description of the contract.
Disability	All contracts mentioning a list of disability keywords, including policies relating to support for people with disabilities (e.g. PIP, Work and Health Programme), excluding those with irrelevant CPV sectors.
Support for victims of domestic violence/ sexual abuse	All contracts mentioning a list of keywords relating to DV
Employability	All contracts mentioning a list of keywords relating to job support, skills development and employability, in relevant CPV sectors (e.g. business services, education & training etc.)
Homelessness support services	All contracts mentioning keywords related to homelessness and/ or rough sleeping
Offender rehabilitation	All contracts mentioning any of a list of keywords relating to custody, detention and rehabilitation of offenders, excluding those with irrelevant CPVs
Youth services	All contracts mentioning a list of keywords relating to youth clubs and after school support

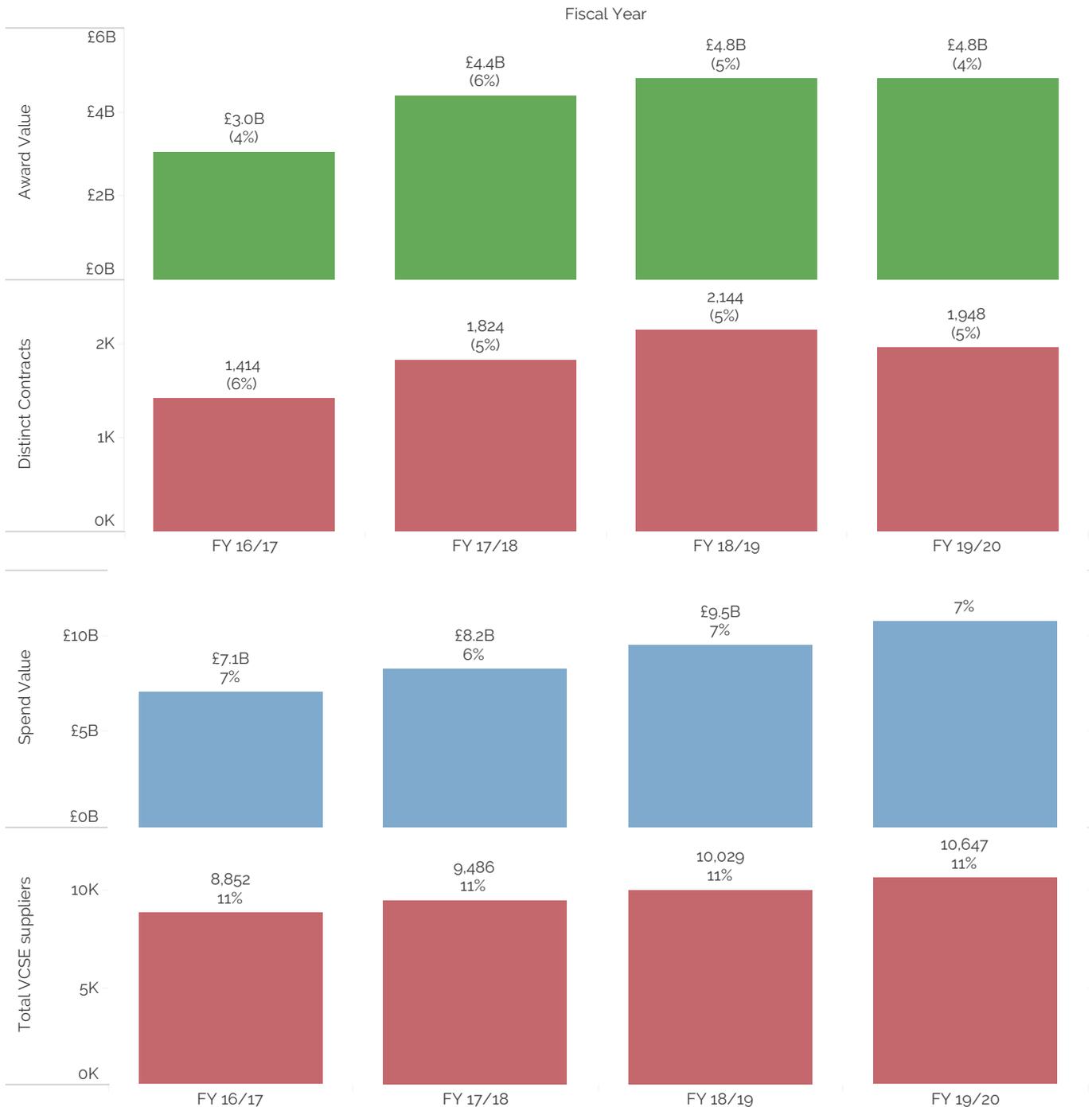
## Overview

Between April 2016 and March 2020, 3,140 VCSEs have been named on 7,330 government contracts, in total worth £17bn.

A further 9,846 VCSEs have been named on public sector invoices (but without any corresponding contracts), leaving a total of 12,986 VCSEs active in the public sector market. These organisations have earned £36bn during this period.

The value of new contracts won by VCSEs in 2019/20 was steady on the previous year, while the total amount of spending increased by £1.3bn.

Overall public sector procurement through VCSEs - value of contracts, volume of contracts, value of invoices paid and total VCSE suppliers, April 2016-March 2020



## Overview

Local Government awards by far the greatest value and volume of contracts to VCSEs annually. They also spend the most with these organisations, both in real and proportional terms - £5.5bn in 2019/20, 10% of total spend with non-government organisations. In 2019/20 the NHS nearly matched the Local Government value of contracts awarded to VCSEs at £2bn.

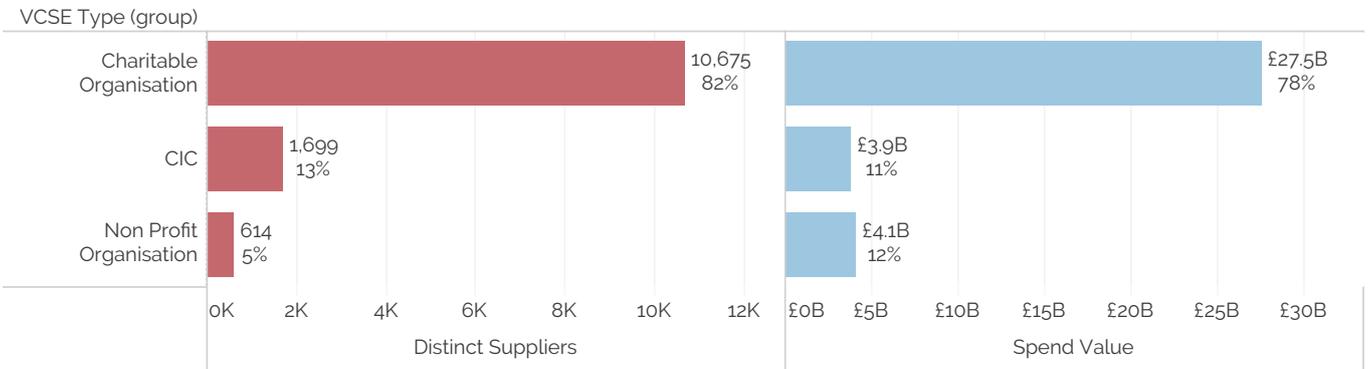
Overall public sector procurement through VCSEs - value of contracts, volume of contracts, value of invoices paid and total VCSE suppliers, by buyer type, April 2016-March 2020



## VCSEs active in the market

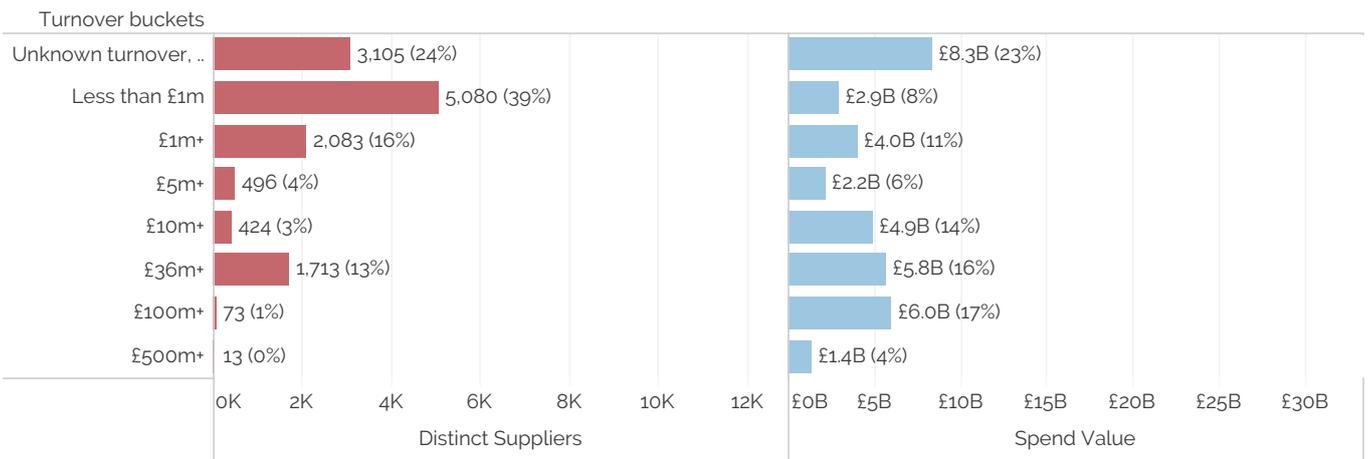
The vast majority of VCSEs that have earned money from the UK public sector since 2016 are charities - 10,680, 82% of the total number of VCSEs. These charities earned just shy of £28bn from the public sector between April 2016 and March 2020. 1,700 identifiable CICs earned money from the UK public sector over this four year period, and 614 non-profits. While the number of non-profits working with the public sector is considerably lower than the number of CICs, they have earned marginally more in total.

Type of VCSE (spend, 2016 - present)



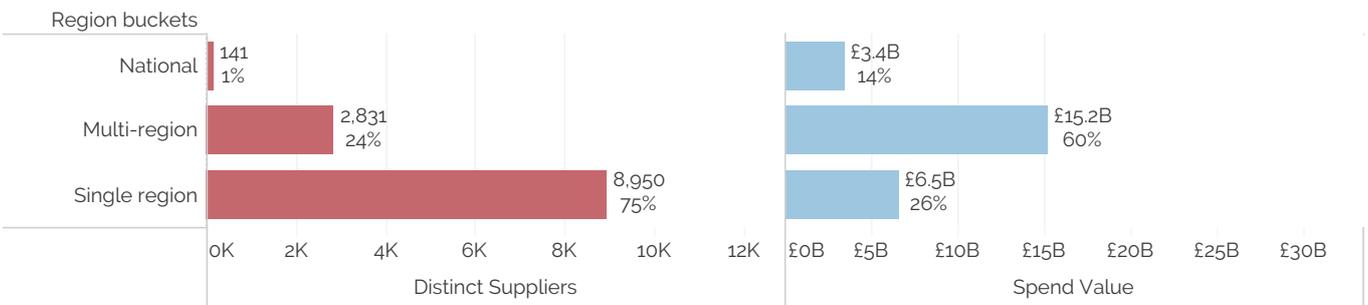
There are 1,800 'large' VCSEs working with the public sector. While these larger VCSEs constitute less than 14% of the total number of organisations, they earned 37% of total public sector spending on VCSEs.

VCSEs working with the public sector by turnover, 2016 - present



Three quarters of VCSEs earn money from Local Government and/or NHS authorities based only in a single region. Only 141 VCSEs earned money from such authorities in all 9 English regions.

VCSEs - number of regions they work in (spend - just local + NHS)

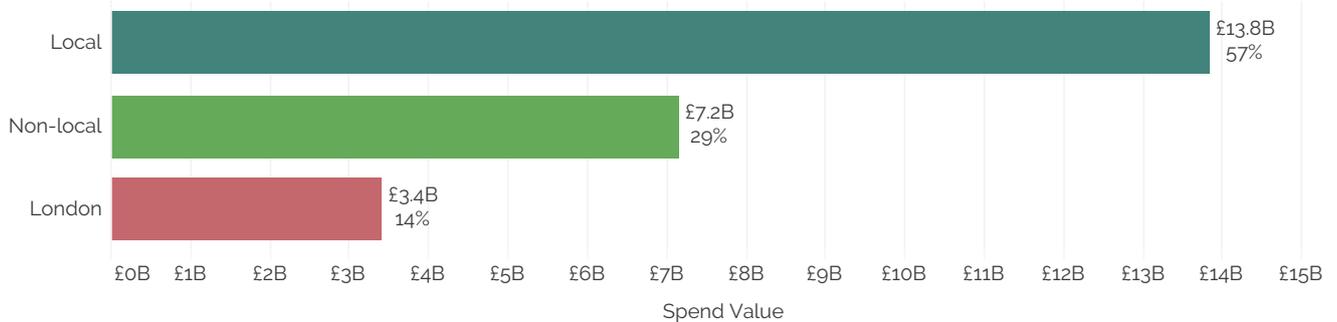


'large' VCSEs are identified either through turnover of over £36m, or, if we do not hold their turnover data, being classified as 'non-SMEs' by Moody's Analytics.

## Spending with local VCSEs

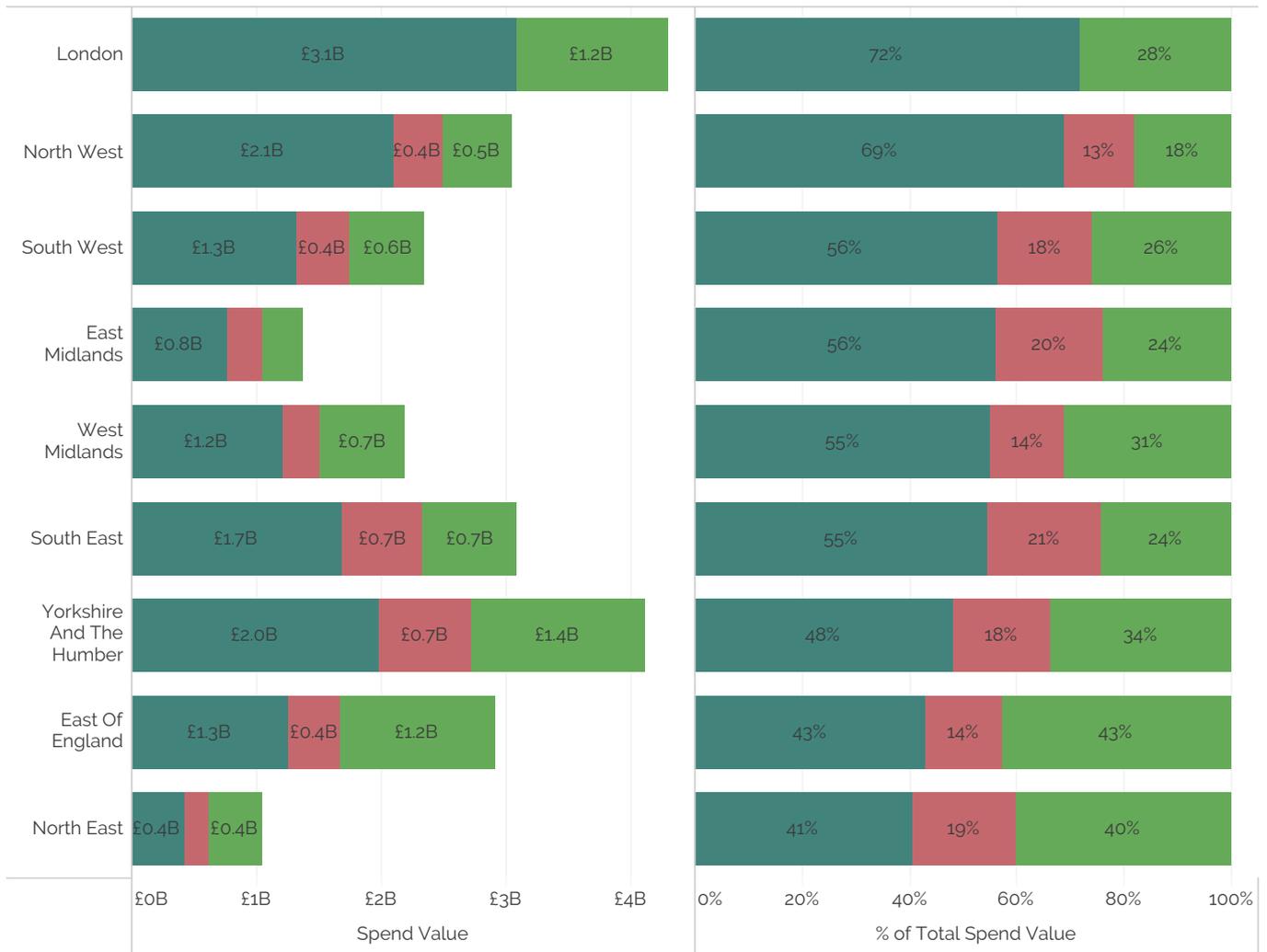
More than half of Local Government and NHS bodies' VCSE spending is with organisations based in the same region as the authority itself. Public sector bodies based in other regions besides London spent 14% of their total VCSE spending with VCSEs based in London.

Proportion of total NHS & Local authority spending with VCSEs based in the same region, 2016-2020



Local authorities and NHS bodies based in London spent 72% of their total VCSE spending with London-based VCSEs. This contrasts to these bodies in the North East, who spent only 41% of total VCSE spending with VCSEs also based in the region, and 59% with organisations based in London or other regions.

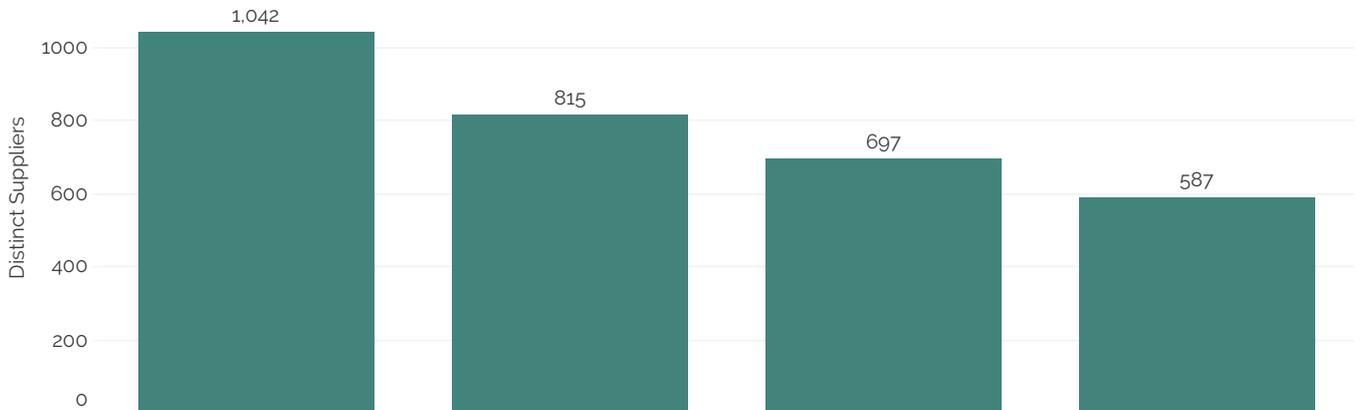
Proportion of total NHS & Local authority spending with VCSEs based in the same region or in London, by region, 2016-2020



# Sustainability

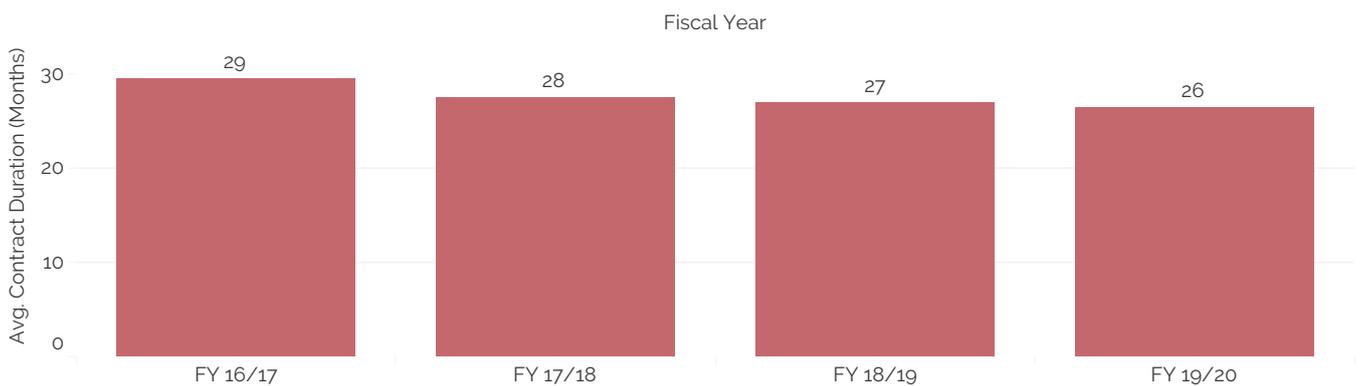
Since 2016, the number of new VCSEs winning their first government contract have been steadily declining. However, it is important to note that this may be more due to the fact that publication of lower value contracts has only been mandated since 2015 - some of the organisations 'winning their first contract' in 2016 may be more that it was the first published contract they were named on, despite having worked with the public sector in the past.

VCSEs - number of VCSEs winning their first government contract between April 2016 and March 2020



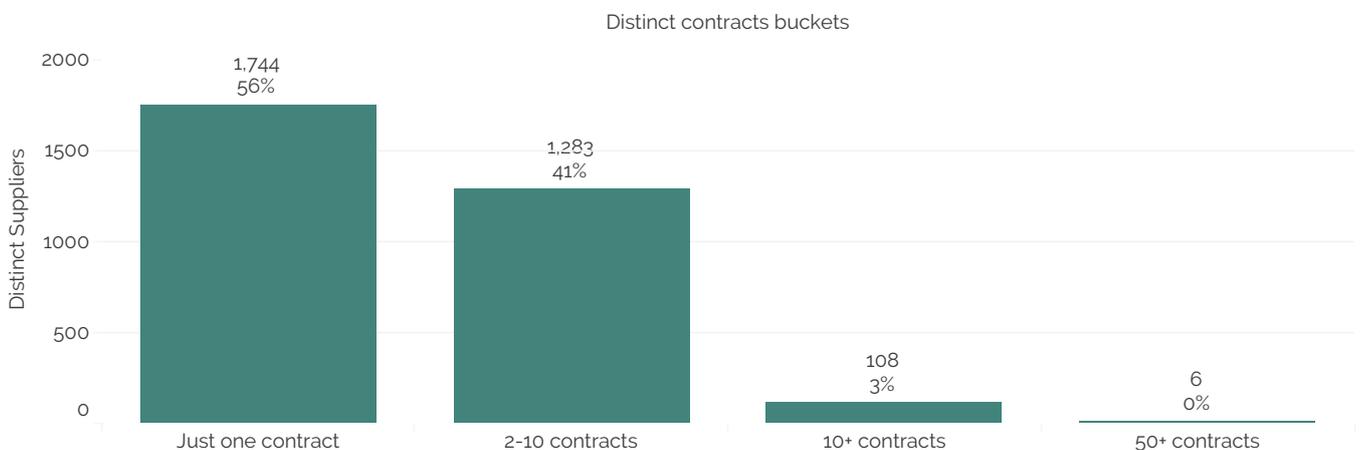
The average duration of contracts awarded to VCSEs has declined by one month per year since 2016/17. As of 2019/20 it is now 26 months.

Average duration of contracts awarded to VCSEs, April 2016 - March 2020



More than half (56%) of the VCSEs named on a published public sector contract since 2016 have won only one contract. A further 41% have been named on 2-10, with a small minority winning more than 10, and only 10 VCSEs winning more than 50 contracts.

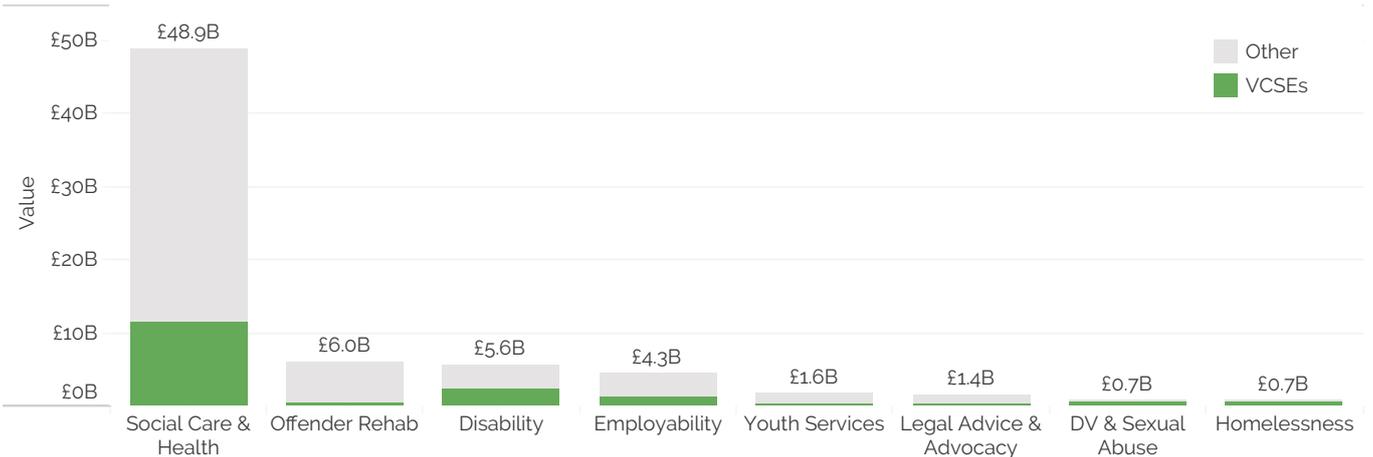
Distribution of VCSEs by number of contracts won between April 2016 and March 2020



## Sector overview

Social Care & Health is by far the largest sector, with the public sector awarding contracts worth £63bn between 2016 and 2020. It is also by far the largest sector for VCSEs winning contracts by total value, at £13.9bn. While this constitutes 23% of the total value awarded in this sector, other sectors see a much higher proportion of the value of contracts awarded to VCSEs. VCSEs have won 72% of the value of contracts relating to support for victims of domestic violence and sexual abuse, and 66% of those relating to homelessness.

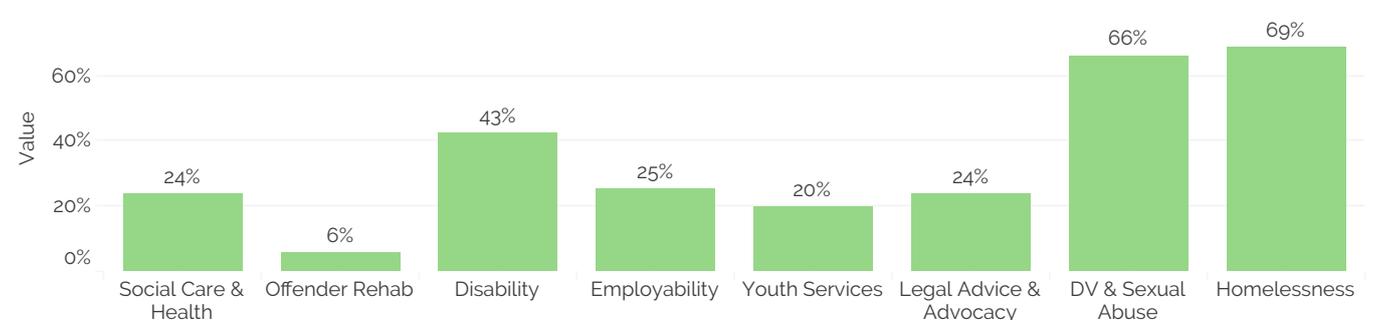
Total value of contracts in people service's sectors awarded, April 2016 - March 2020



Value of contracts won by VCSEs in people services' sectors, April 2016 - March 2020



Proportion of total value of people services sector contracts won by VCSEs, April 2016 - March 2020



## Sector - Health and Social Care

**Definition:** All contracts marked with the CPV sector 'Health and social services' or 'Community and social services', *except those marked with 'hospital' or 'medical equipment' CPV codes.* No keywords used.

## Health & Social Care

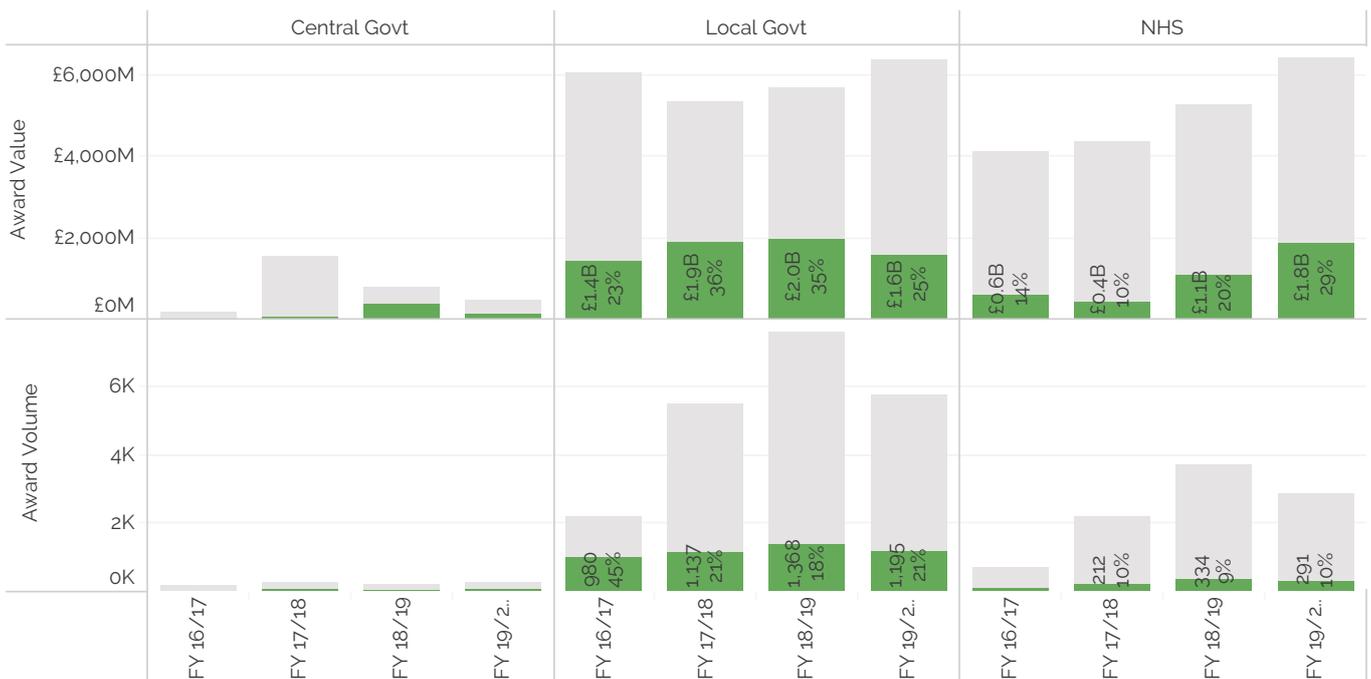
£13.6bn worth of health and social care contracts were awarded in 2019/20, £3.6bn of which were awarded to VCSEs - marginally more than the £3.4bn worth of contracts VCSEs won in the sector the year prior.

Health and social care - Total value and volume of contracts awarded and VCSE proportion - April 2016 to March 2020



Unsurprisingly, Local Government and the NHS award the bulk of health and social care contracts. VCSEs win a higher proportion of these contracts by value than by volume, implying they are winning more valuable contracts in this space than other types of supplier.

Health and social care - Total value and volume of contracts awarded and VCSE proportion by buyer type - April 2016 to March 2020

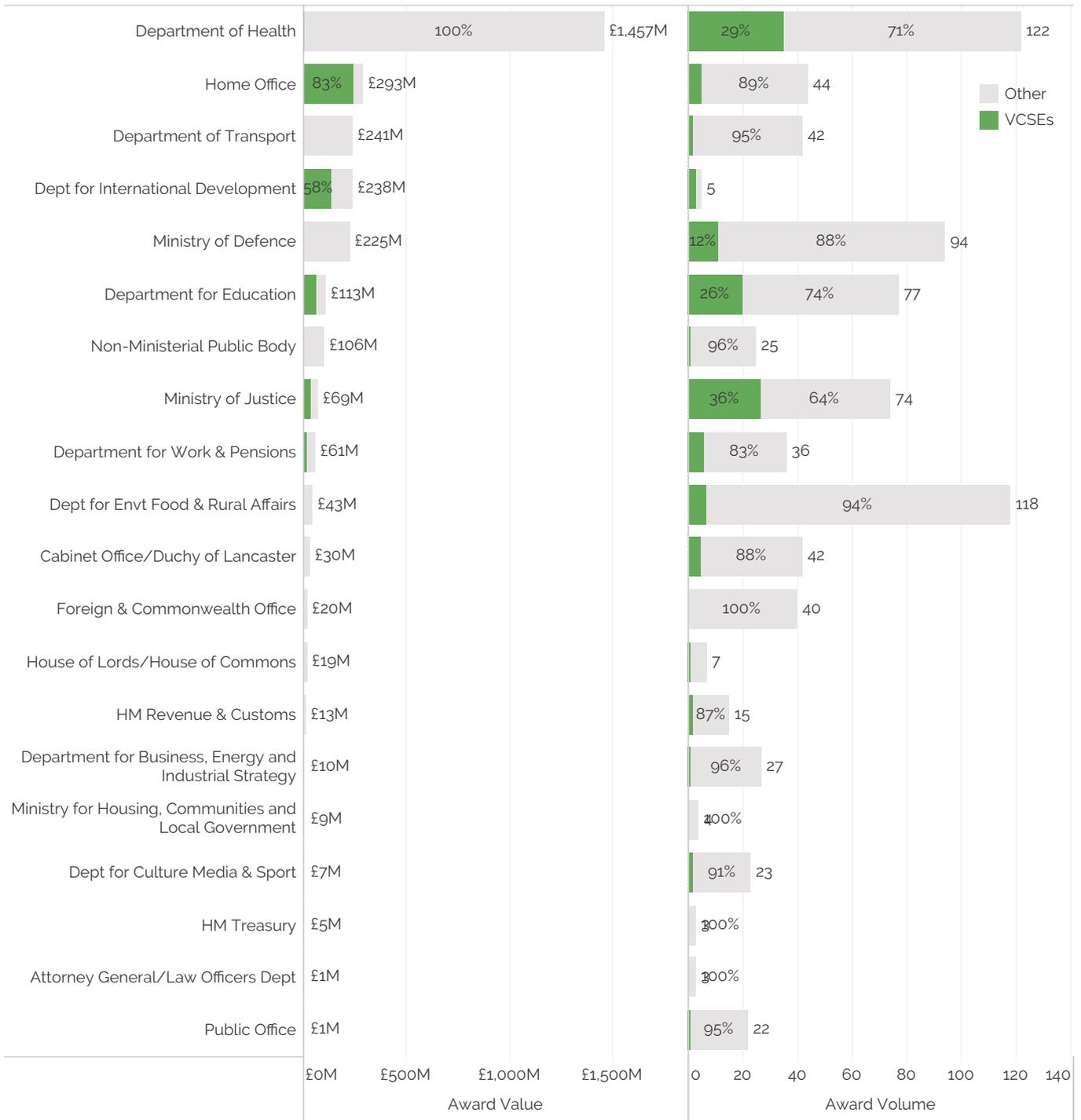


## Health & Social Care

The DHSC has awarded the vast majority of the value of Central Government contracts in this sector, at £2.7bn. While 29% of these contracts by volume have been awarded to VCSEs, these have been very low value - a total of only £5m.

The Home Office in contrast have awarded the majority of their value of contracts in this space to VCSEs, thanks to a £235m contract awarded in 2019 to the Migrant Helpline in relation to support for asylum seekers. DfID has also awarded a significant proportion of the value of its contracts in this sector to VCSEs - £138m, 58% of its total.

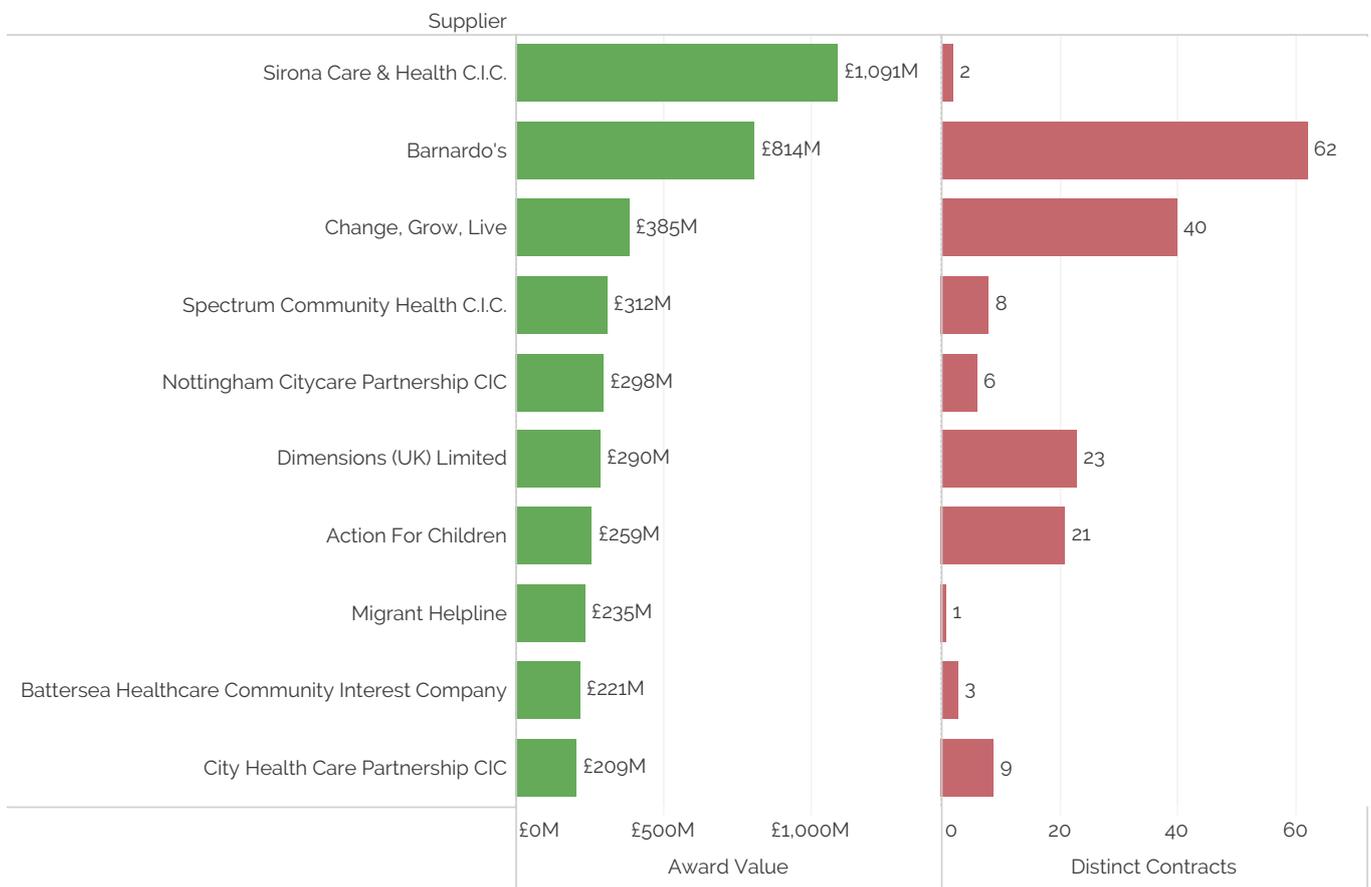
Health and social care - Total value and volume of contracts awarded and VCSE proportion by Central Government department - April 2016 to March 2020



## Health & Social Care

Sirona Care & Health CIC is the biggest VCSE supplier by value in the health and social care sector, primarily thanks to a £1bn, ten year contract with NHS South, Central and West CSU for adult community health services awarded in 2019. Another very large contract awarded to a VCSE in this period is the £704m contract awarded by the Leicestershire City Council to Barnardo's in 2018 for the 'Children's Innovation Partnership'.

Health and social care - Top VCSEs by value of contracts won - April 2016 to March 2020



Health and social care - Largest contracts awarded to VCSEs - April 2016 to March 2020

Contracting Authority	Supplier	VCSE Type (gr..)	Contract Title	Date Awarded	Award Value (£M)
NHS South, Central and West ..	Sirona Care & Health C.I.C.	CIC	Adult Community Health Servi..	03/09/2019	£1,056M
Leicestershire County Council	Barnardo's	Charitable Organisation	Children's Innovation Partnership	06/11/2018	£704M
NHS England - Durham, Darlin..	Spectrum Community Hea..	CIC	Healthcare Provision for North ..	04/09/2019	£240M
Home Office	Migrant Helpline	Charitable Org..	AIRE - Advice Issue Reporting ..	08/01/2019	£235M
NHS Wandsworth CCG	Battersea Healthcare Community Interest Comp..	CIC	Multispecialty Community Provider (MCP).	18/11/2016	£220M
NHS Arden & GEM CSU	Nottingham Citycare Partn..	CIC	The Provision of an Out of Hos..	24/04/2018	£213M
Somerset County Council	Dimensions (UK) Limited	Non Profit Orga..	Somerset Learning Disability S..	05/12/2016	£190M
NHS England - Bristol.Nth So..	Livewell Southwest CIC	CIC	NHS Northern, Eastern and We..	11/12/2018	£183M
NHS Lambeth CCG	Thames Reach Charity	Charitable Organisation	Lambeth Living Well Network Alliance.	10/07/2017	£173M
NHS Great Yarmouth & Waven..	East Coast Community He..	CIC	Adult Community Services and..	21/03/2019	£146M

## Sector - Offender Rehabilitation

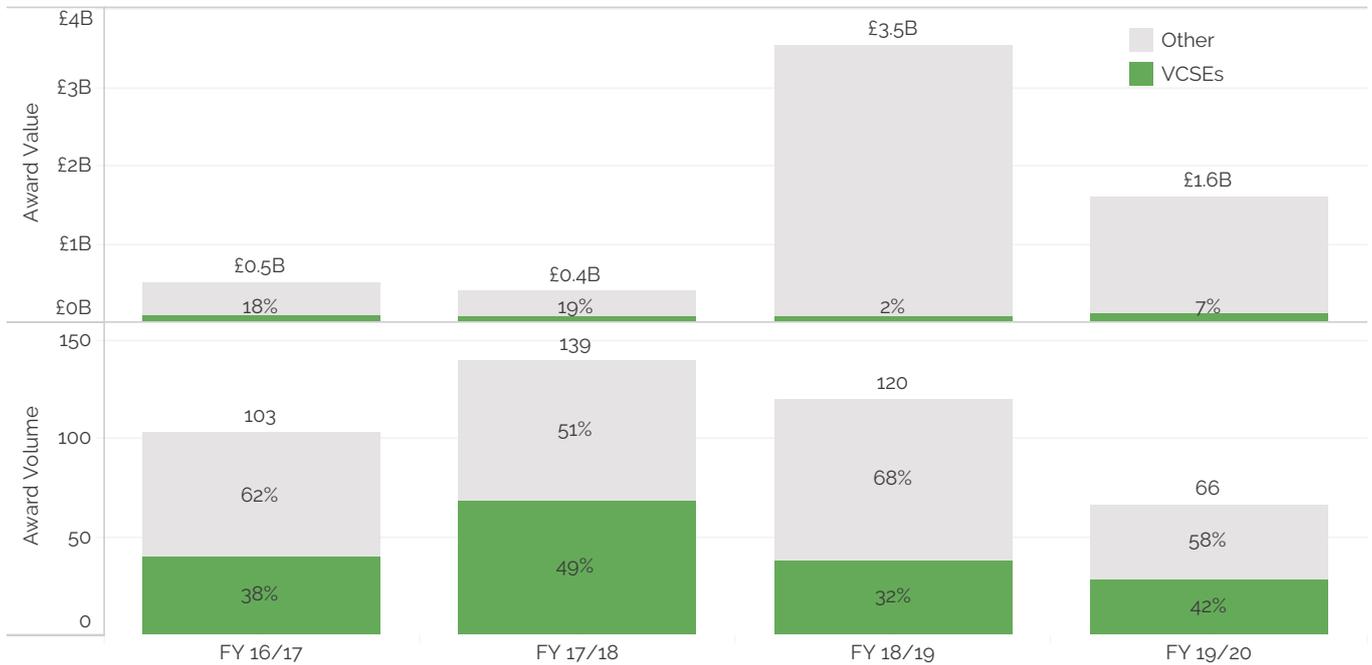
**Definition:** All contracts mentioning keywords listed below. Contracts with irrelevant CPV codes (e.g. food, IT & telecoms, clothing) have been excluded.

**Keywords:** adult custody, adult detention, border agency, border force, care and justice service, criminal justice, custodial detention, custodial service, custodial healthcare, detention accommodation, detention service, electronic monitoring, electronic tag, holding facilities, immigration centre, immigration custody, immigration removal, immigration service, liaison and diversion service, monitor offenders, offender, offender management, offender AND work programme, pre departure accommodation, predeparture accommodation, prison doctor, prison escort, prison guard, prison healthcare, prison monitor, prison officer, prison operator, prison services, prison AND work programme, probation (community) services, reducing reoffending, rehabilitation AND justice, youth custody, youth detention, youth justice

## Offender rehabilitation

The public sector awarded contracts worth £6bn for offender rehabilitation between April 2016 and March 2020. The vast majority of the value of these contracts was awarded to non-VCSE suppliers. VCSEs have won contracts worth only £300m over this four year period.

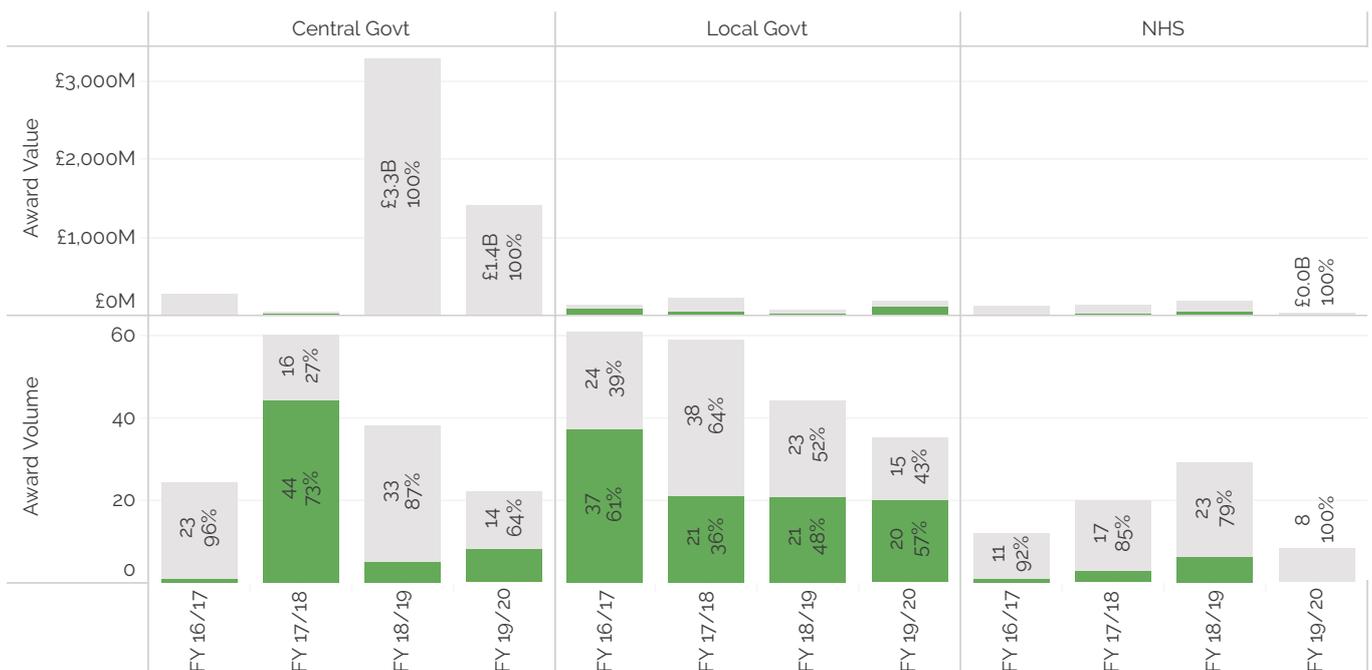
Offender rehabilitation - Total value and volume of contracts awarded and VCSE proportion - April 2016 to March 2020



Central Government has awarded the bulk of the value of contracts in this space - just under £5bn, primarily through the 'Transforming Rehabilitation' programme contracts awarded in 2018/19 and the Prisoner Escort and Custody contracts awarded in 2019/20.

While Local Government awards very low value contracts in this space, 45% of the value has been awarded to VCSEs.

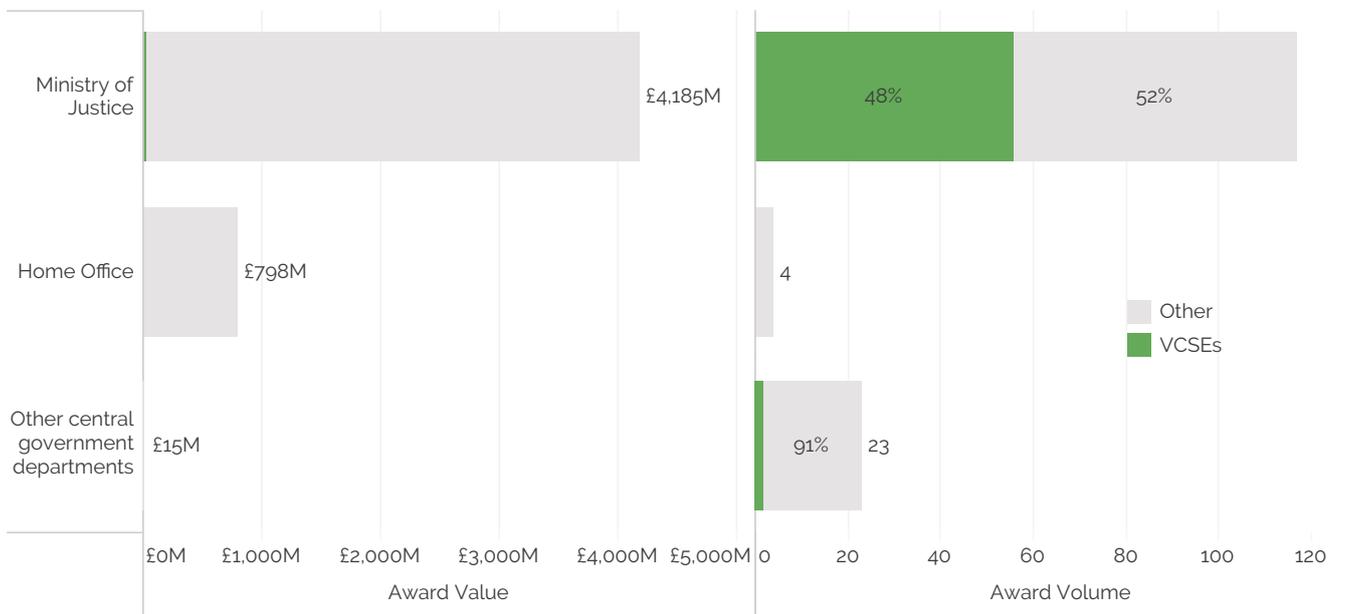
Offender rehabilitation - Total value and volume of contracts awarded and VCSE proportion by buyer type - April 2016 to March 2020



## Offender rehabilitation

The Ministry of Justice has awarded by far the highest value of contracts in this space - over £4bn between April 2016 and March 2020. While the MoJ has awarded a high number of contracts in this sector to VCSEs by volume - 48% - in total these contracts are worth £27m, a tiny proportion of its overall contract value in the sector. The Home Office have awarded four contracts in this space, none to VCSEs.

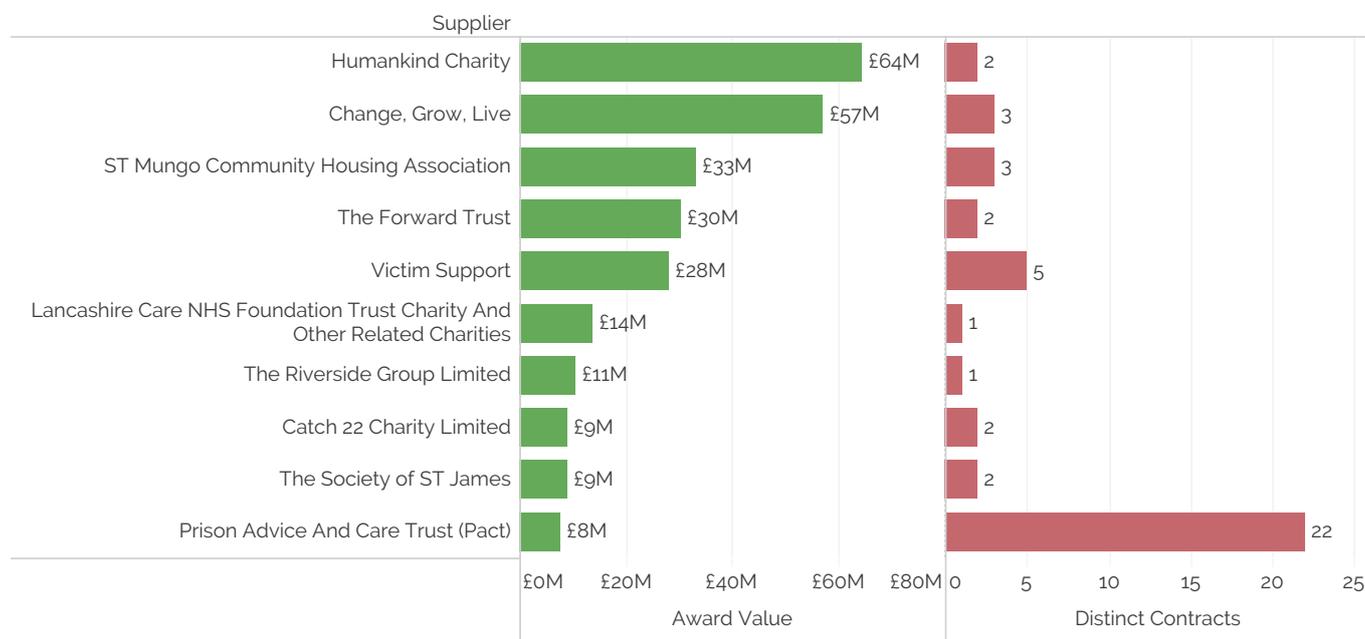
Offender rehabilitation - Total value and volume of contracts awarded and VCSE proportion by Central Government department - April 2016 to March 2020



## Offender rehabilitation

Humankind has won the most valuable contracts of any VCSE in this space - two worth £64m in total. Its £55m contract with Staffordshire County Council is the biggest single contract in this space. The Prison Advice and Care Trust (Pact) has won 22 contracts worth £8m - far more than any other VCSE in this space.

Offender rehabilitation - Top VCSEs by value of contracts won - April 2016 to March 2020



Offender rehabilitation - Largest contracts awarded to VCSEs - April 2016 to March 2020

Contracting Authority	Supplier	VCSE Type (gr..)	Contract Title	Date Awarded	Award Value
Staffordshire County Council	Humankind Charity	Charitable Organisation	Services for People with Drug and Alcohol Problems	23/12/2019	£55M
Gloucestershire County Council	Change, Grow, Live	Charitable Organisation	Gloucestershire Community Drug & Alcohol Recovery Service	01/09/2016	£40M
London Borough of Camden	ST Mungo Community Housing Association	Charitable Organisation	Housing related support for single adults with medium to high level complex needs livin..	23/07/2019	£28M
NHS England - Bristol.Nth Somerset,Somerset & Sth Glos CCG	The Forward Trust	Charitable Organisation	Provision of Integrated Substance Misuse Treatment Service (SMS) to Surrey Prisons..	18/12/2018	£18M
Walsall Metropolitan Borough Council	Change, Grow, Live	Charitable Organisation	WP3526 - Integrated Drug and Alcohol Services - AWARD	15/01/2020	£16M
NHS England	Lancashire Care NHS Foundation Trust Charity And Other Related Charities	Charitable Organisation	Liaison and Diversion Services	02/01/2019	£14M
NHS South, Central and West CSU	The Forward Trust	Charitable Organisation	The Kent County Council. Procurement for the provision of Kent and Medway prison ba..	18/07/2017	£12M
Lancashire Constabulary	Victim Support	Charitable Organisation	A MANAGED SERVICE IN RESPECT OF VICTIM REFERRAL AND ASSESSMENT AND THE P..	08/01/2017	£11M
Wakefield Metropolitan District Council	The Riverside Group Limited	Non Profit Organisation	Housing Related Support - Specialist Pathway - Complex Needs Service	02/10/2017	£11M
South Tyneside Metropolitan Borough Council	Humankind Charity	Charitable Organisation	Integrated Substance Misuse Service for Adults	12/12/2017	£9M

## Sector - Disability

**Definition:** All contracts mentioning a list of disability keywords (as below), including policies relating to support for people with disabilities (e.g. PIP, Work and Health Programme), excluding those with irrelevant CPV sectors (e.g. Construction, Repair & Maintenance).

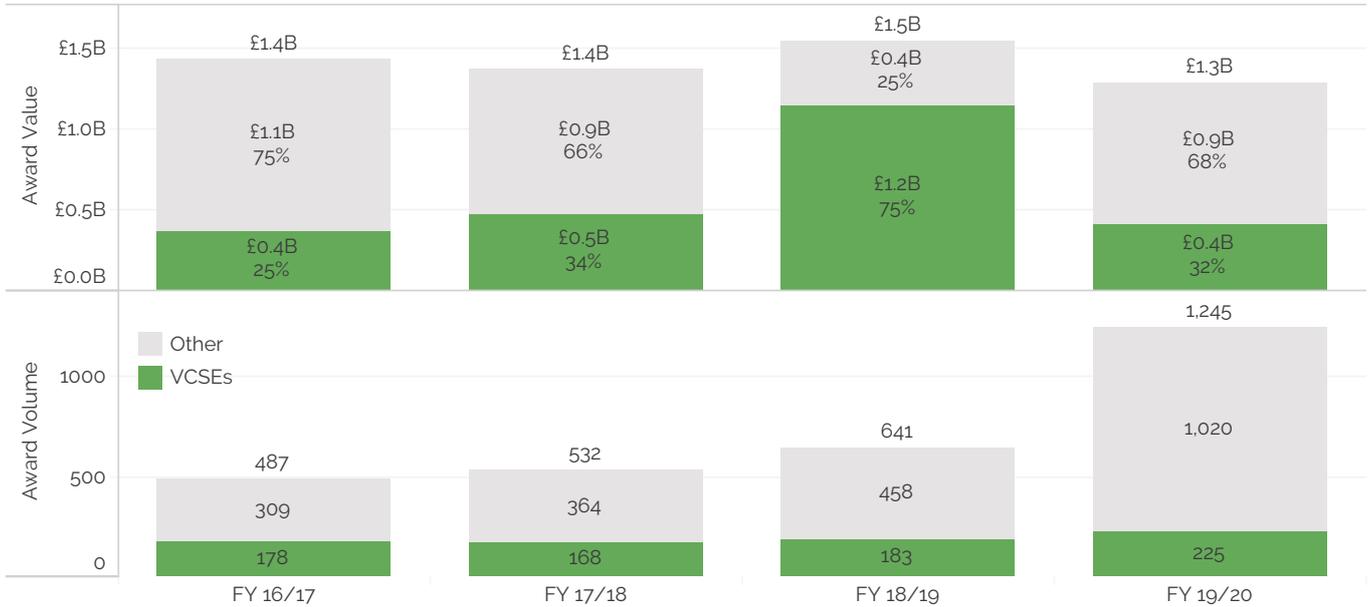
**Keywords:** person with reduced mobility, disabled person, disabled people, disability, learning difficulty, sensory impairments, brain injury, mobility difficulty, deaf, sign language, hard of hearing, blind, partially-sighted, dyslexia, dyspraxia, ADHD, autism, asperger, chronic fatigue, epilepsy, work and health, personal independence payments, PIP, SEND, special educational needs

## Disability

VCSEs have won 43% of the total value of disability-related contracts awarded during this four year period, to a total of £2.4bn. £1.1bn of these contracts were awarded in 2018/19 - 75% of the total that year.

The number of disability services contracts awarded increased significantly in 2019/20 - more than double the number of contracts were awarded than in the year prior. This did not result in a commensurate increase in the number of contracts awarded to VCSEs - the increase was instead driven by an increase in the number of contracts awarded to non-VCSEs suppliers.

Disability - Total value and volume of contracts awarded and VCSE proportion - April 2016 to March 2020



Local Government awards the most contracts in this sector by both value and volume. It also awards a consistently high proportion to VCSEs - usually between 30% and 40% but in 2018/19 this went up to 74% - £88gm worth of contracts in total.

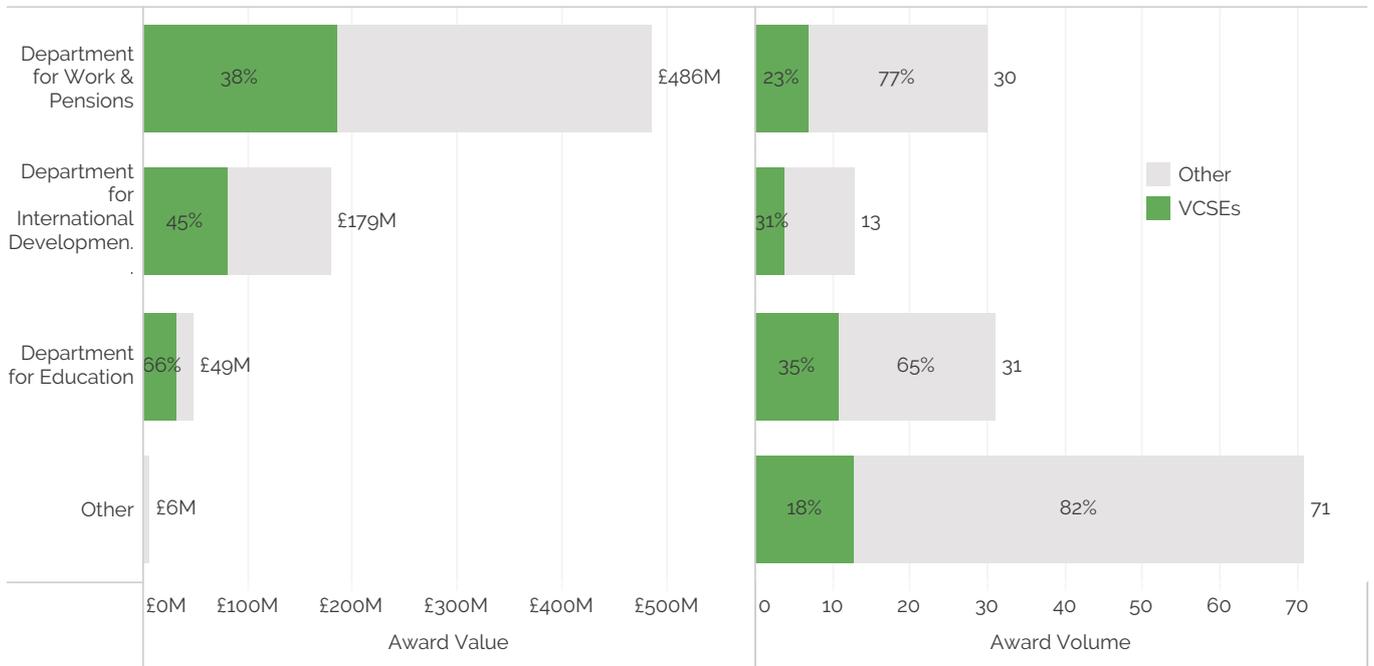
Disability - Total value and volume of contracts awarded and VCSE proportion by buyer type - April 2016 to March 2020



# Disability

All three Central Government departments which have awarded particularly valuable contracts in this sector have also awarded a high proportion to VCSEs - each of the DWP, DfID and DfE awarded over £40m worth of contracts in this space, and between 38% and 66% of that went to VCSEs.

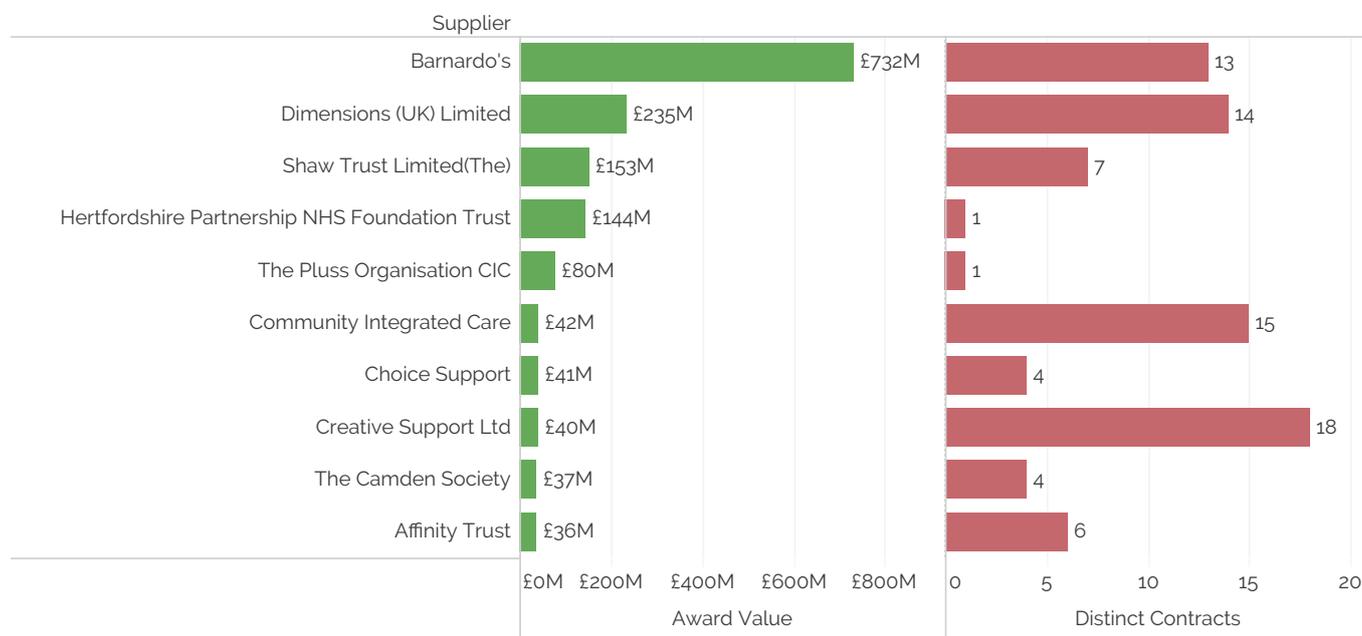
Disability - Total value and volume of contracts awarded and VCSE proportion by Central Government department - April 2016 to March 2020



## Disability

Barnardo's £704m contract for support for children with complex needs including disabilities with Leicestershire County Council makes it the biggest VCSE supplier by value in this sector. Dimensions UK also won a large contract, £190m, in 2016 from Somerset Council Council for the Somerset Learning Disability Social Enterprise.

Disability - Top VCSEs by value of contracts won - April 2016 to March 2020



Disability - Largest contracts awarded to VCSEs - April 2016 to March 2020

Contracting Authority	Supplier	VCSE Type (gr..)	Contract Title	Date Awarded	Award Value
Leicestershire County Council	Barnardo's	Charitable Organisation	Children's Innovation Partnership	06/11/2018	£704M
Somerset County Council	Dimensions (UK) Limited	Non Profit Organisation	Somerset Learning Disability Social Enterprise.	05/12/2016	£190M
Department for Work & Pensions	Shaw Trust Limited(The)	Charitable Organisation	Work and Health Programme	18/09/2017	£80M
	The Pluss Organisation CIC	CIC	Work and Health Programme	18/09/2017	£80M
NHS Castle Point and Rochford CCG	Hertfordshire Partnership NHS Foundation Trust	Charitable Organisation	Specialist Healthcare Services for Adults with Learning Disabilities Pan Essex	20/06/2018	£144M
NHS South, Central and West CSU	Sirona Care & Health C.I.C.	CIC	Provision of Children's Community Health Services within Bristol and South Glouce..	28/02/2017	£35M
Achieving for Children	Action For Children	Charitable Organisation	Overnight Short Breaks For Children and Young People with Disabilities	12/07/2019	£30M
Department for International Development	The Royal Commonwealth Society For The Blind	Charitable Organisation	Disability Inclusive Development Programme (DID)	19/07/2018	£29M
Department for International Development	Sightsavers	Charitable Organisation	DFID 8219 Disability Inclusive Development Programme Contract Award	16/07/2018	£29M
London Borough of Tower Hamlets	The Camden Society	Charitable Organisation	HAC5321 Hotel in the Park	16/01/2019	£29M

## Sector - Employability

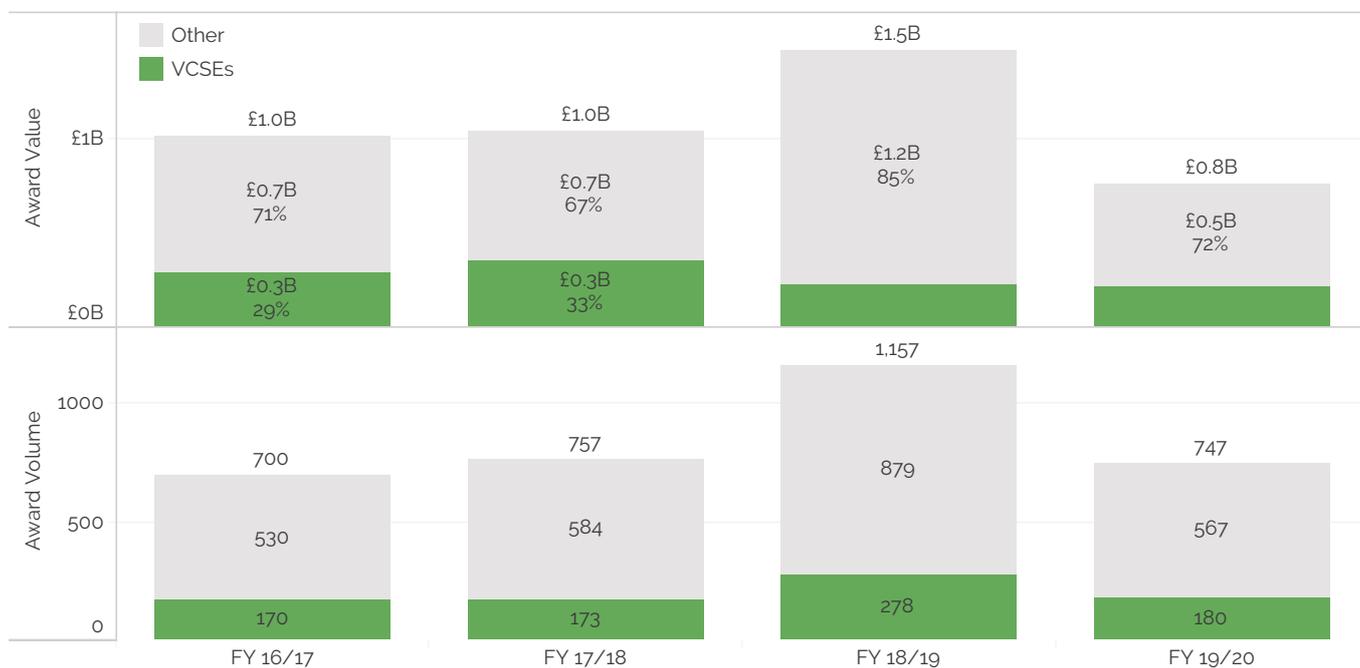
**Definition:** All contracts mentioning a list of keywords relating to job support, skills development and employability, in relevant CPV sectors (e.g. business services, education & training etc.)

**Keywords:** apprenticeship, career advice, careers advice, employability, employment, find-a-job, findajob, jobcentre, job centre, jobmatch, job match, job-match, job skills, retraining, reskilling, re-training, re-skilling, traineeship, traineeships, upskilling, employment training, employment advice, employment support, youth training, vocational, skills training, job training, job search, job hunt, unemploy, work related skills, neet , not in education

# Employability

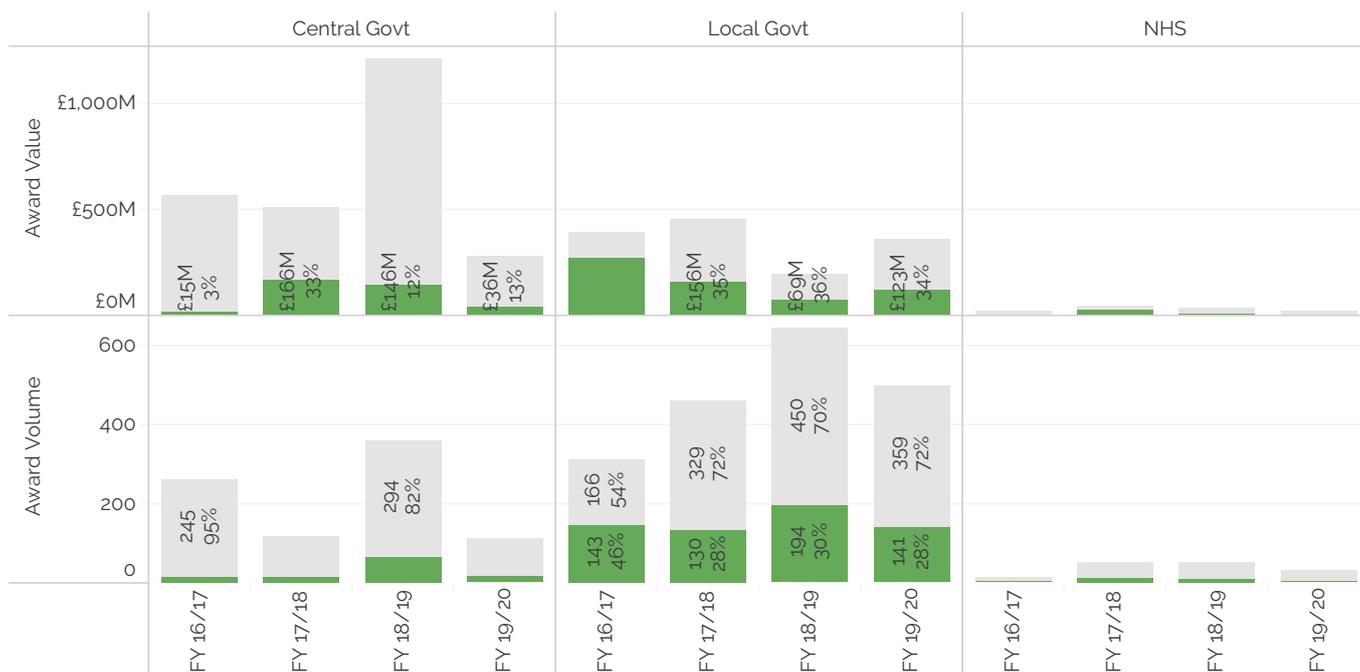
A quarter of the value of employability contracts awarded by the UK public sector during this four year period was awarded to VCSEs (£1.1bn).

Employability - Total value and volume of contracts awarded and VCSE proportion - April 2016 to March 2020



Central and Local Government generally award similar values of contracts in this space, except in 2018/19 when Central Government awarded £1.2bn worth of contracts. Local Government generally awards a higher proportion of both the value and volume of contracts in this space to VCSEs.

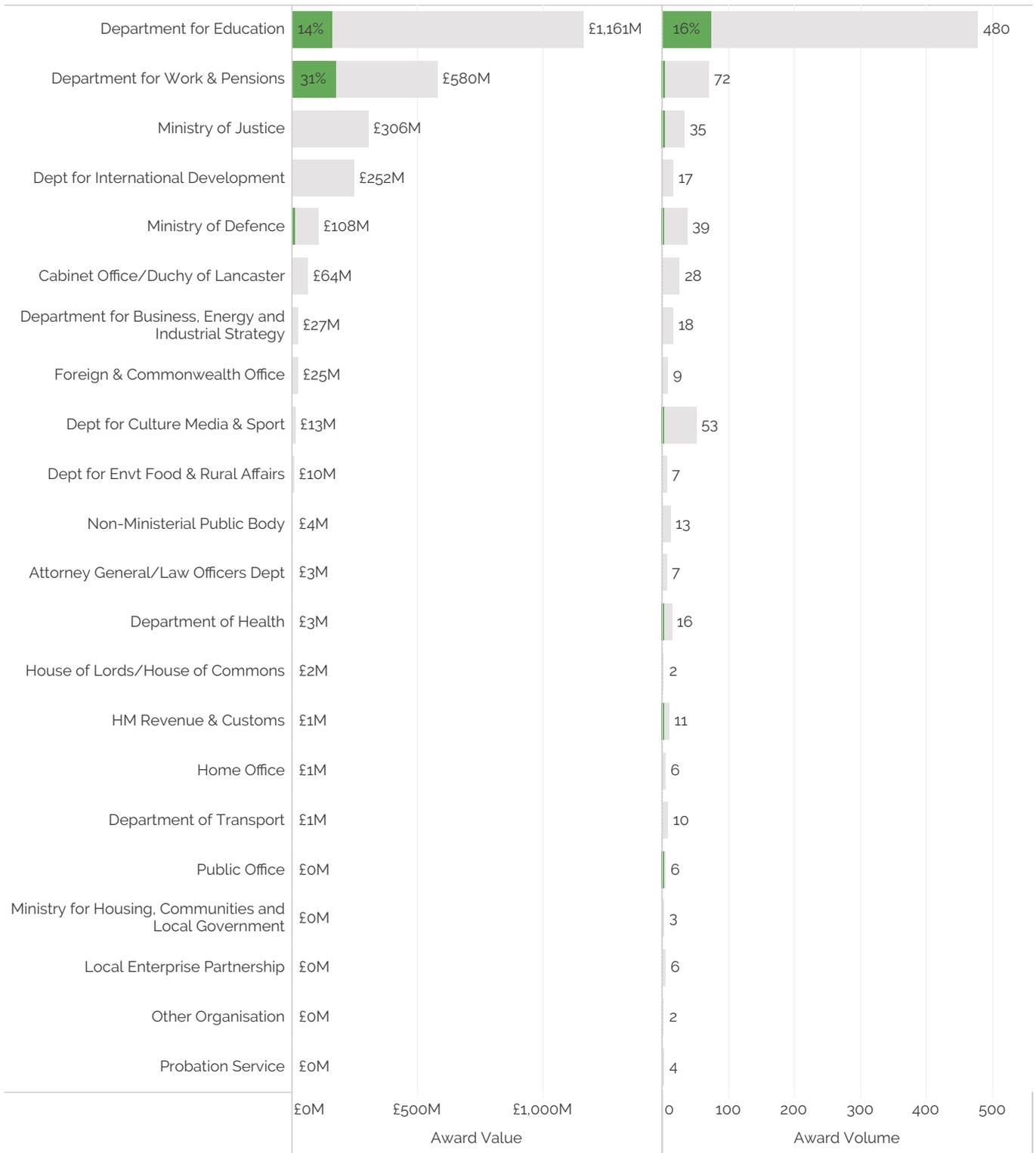
Employability - Total value and volume of contracts awarded and VCSE proportion by buyer type - April 2016 to March 2020



# Employability

The DfE awards by far the highest value and volume of contracts in this space. Only 16% of these contracts (14% by value) have been awarded to VCSEs. The DWP meanwhile, though it has awarded less valuable contracts, has awarded 31% of the total value of these to VCSEs.

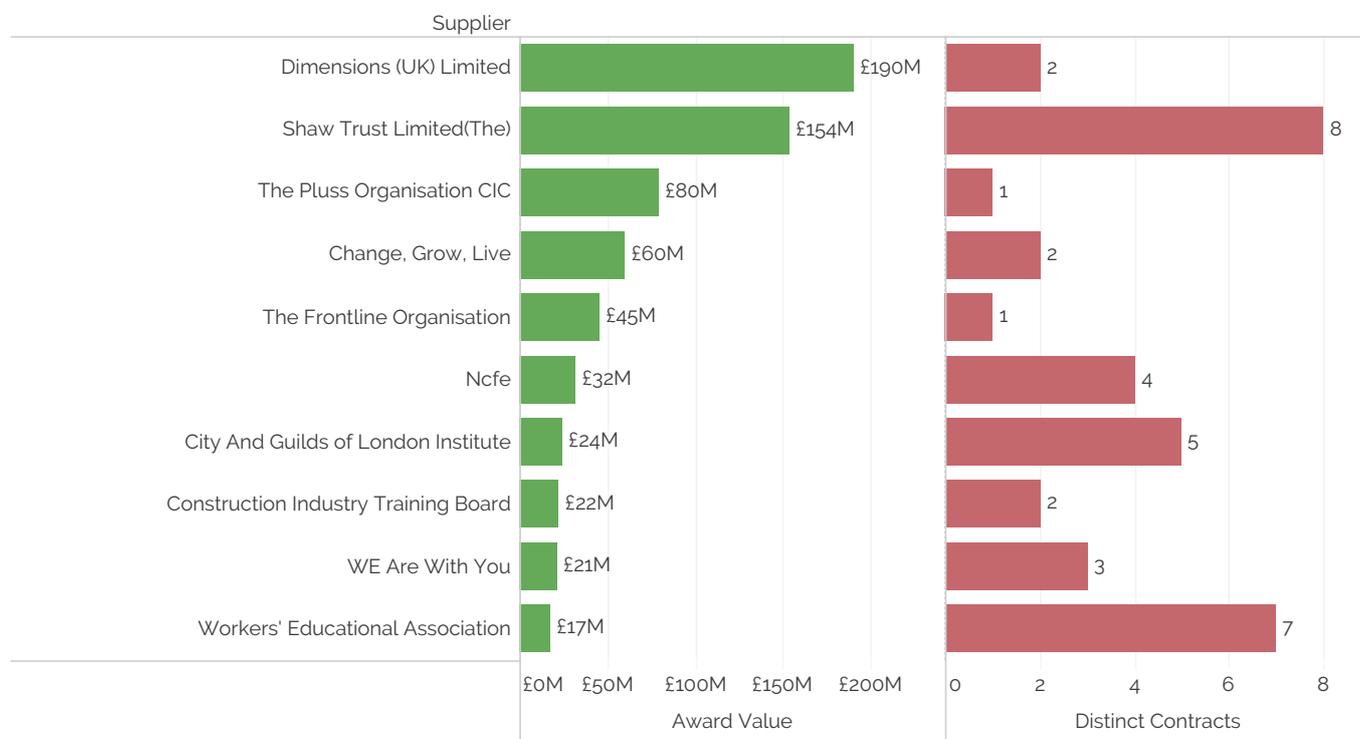
Employability - Total value and volume of contracts awarded and VCSE proportion by Central Government department - April 2016 to March 2020



## Employability

Dimension's £190m contract with Somerset Council, which includes an element of employability support, is the largest contract in this space. The Shaw Trust has won 8 contracts worth £154m in this sector, including a portion of the DWP's Work and Health Programme in 2017.

Employability - Top VCSEs by value of contracts won - April 2016 to March 2020



Employability - Largest contracts awarded to VCSEs - April 2016 to March 2020

Contracting Authority	Supplier	VCSE Type (gr..)	Contract Title	Date Awarded	Award Value
Somerset County Council	Dimensions (UK) Limited	Non Profit Organisation	Somerset Learning Disability Social Enterprise.	05/12/2016	£190M
Department for Work & Pensions	Shaw Trust Limited(The)	Charitable Organisation	Work and Health Programme	18/09/2017	£80M
	The Pluss Organisation CIC	CIC	Work and Health Programme	18/09/2017	£80M
Department for Education	The Frontline Organisation	Charitable Organisation	Employment-based fast-track social work education	30/11/2018	£45M
City of Bradford Metropolitan District Council	Change, Grow, Live	Charitable Organisation	Substance Misuse Recovery Service.	22/05/2017	£30M
City of Bradford Metropolitan District Council	Change, Grow, Live	Charitable Organisation	Substance Misuse Recovery Service	22/05/2017	£30M
London Borough of Ealing	Shaw Trust Limited(The)	Charitable Organisation	West London work and health programme	13/11/2017	£27M
London Borough of Ealing	Shaw Trust Limited(The)	Charitable Organisation	West London Work and Health Programme.	02/11/2017	£25M
Institute for Apprenticeships	Ncfe	Charitable Organisation	T Levels – Wave 2	24/09/2019	£17M
Department for Work & Pensions	Shaw Trust Limited(The)	Charitable Organisation	Intensive Personalised Employment Support (IPES)	06/11/2019	£15M

## Sector - Youth services

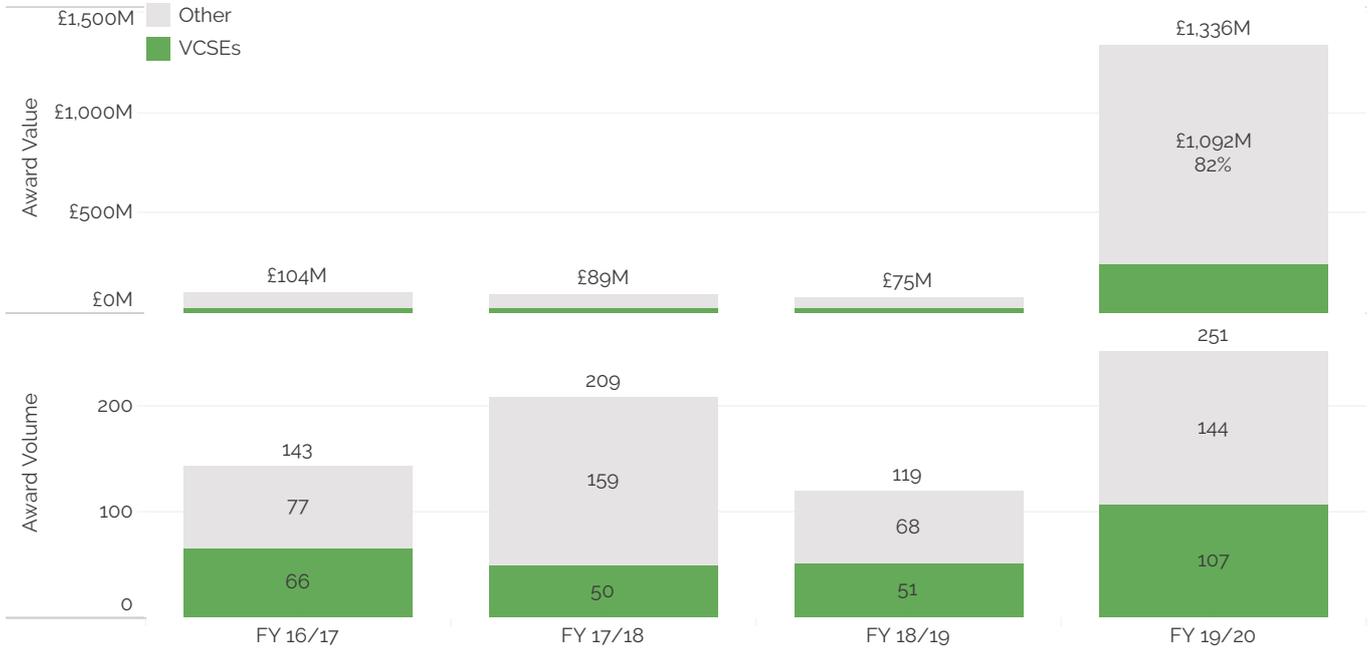
**Definition:** All contracts mentioning a list of keywords relating to youth clubs and after school support

**Keywords:** youth group, youth club, youth zone, outdoor education, youth AND sport, youth AND mental health, youth AND sexual, youth provision, youth service, national citizen service,

## Youth services

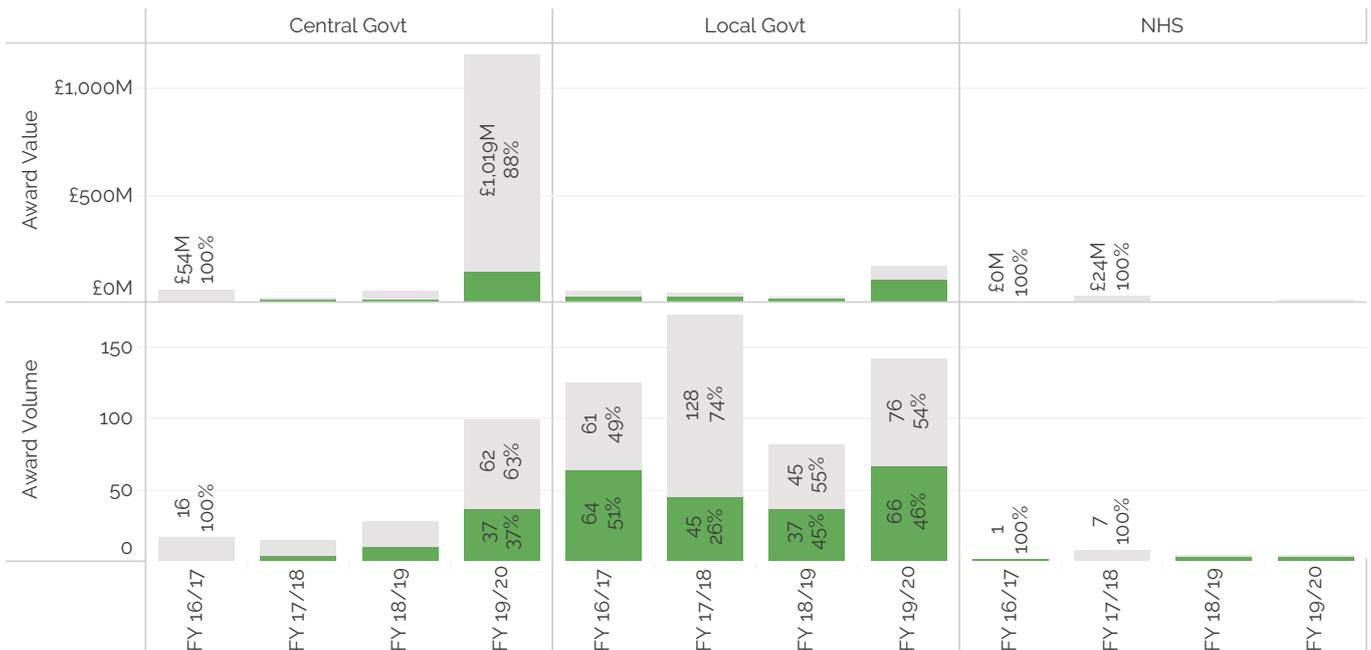
£1.6bn of 'youth services' contracts were awarded by the UK public sector between April 2016 and March 2020. Generally the value of contracts in this sector is low - around £75-£100m per annum. However, in 2019-20 the National Citizen service awarded four large contracts collectively worth £1.1bn, significantly increasing the value of contracts awarded in this sector.

Youth services - Total value and volume of contracts awarded and VCSE proportion - April 2016 to March 2020



These contracts also mean that Central Government is the largest purchaser of these services. Local Government generally procures a much larger number of contracts in this sector by volume, and awards many of these, both by value and volume, to VCSEs.

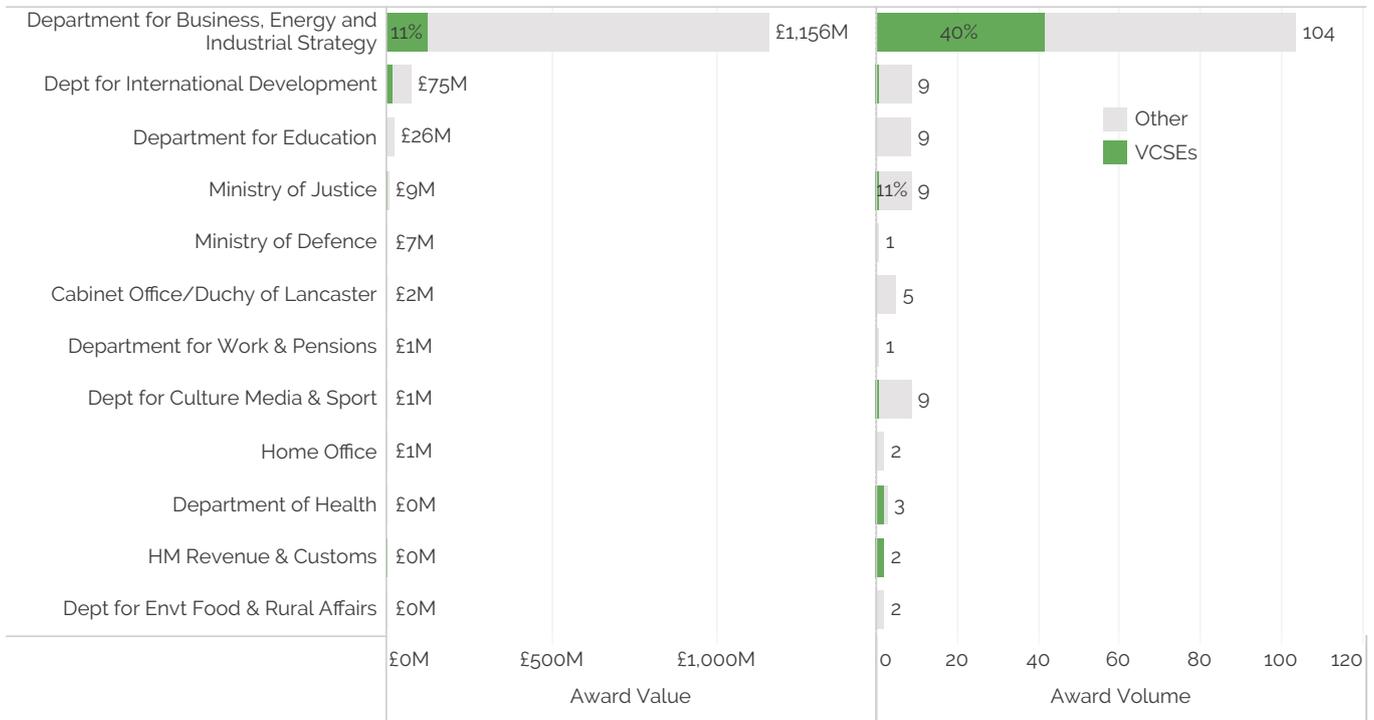
Youth services - Total value and volume of contracts awarded and VCSE proportion by buyer type - April 2016 to March 2020



# Youth services

BEIS, who oversees the National Citizen Service, is by far the biggest Central Government purchaser of youth-related services. 42 of its 104 contracts, worth a total of £126m, have been awarded to VCSEs.

Youth services - Total value and volume of contracts awarded and VCSE proportion by Central Government department - April 2016 to March 2020

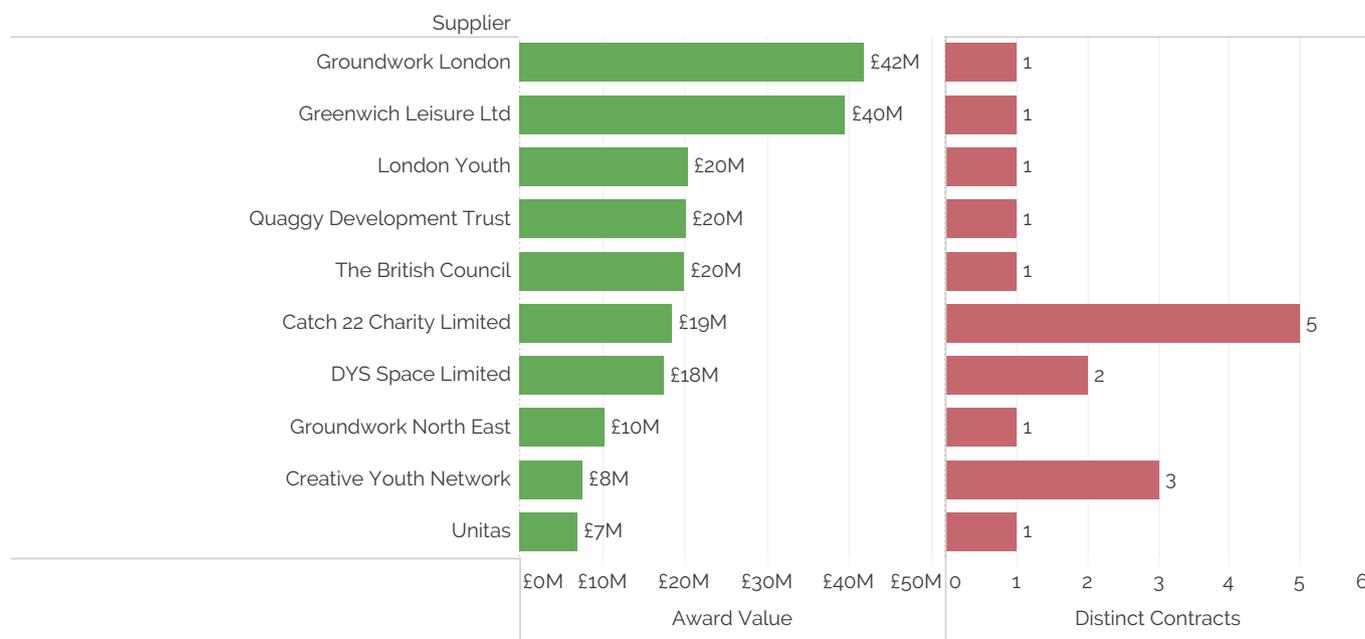


## Youth services

Charities involved in the delivery of NCS are amongst the largest VCSE suppliers of youth services to the public sector, including Groundwork, London Youth and Catch 22.

Greenwich Leisure's £40m contract with the London Royal Borough of Greenwich from 2019 for the Start Well project is the single largest non-Central Government contract awarded in this sector. Quaggy Development Trust was also involved in the same project, propelling both organisations into the top VCSEs by award value in this sector.

Youth services - Top VCSEs by value of contracts won - April 2016 to March 2020



Youth services - Largest contracts awarded to VCSEs - April 2016 to March 2020

Contracting Authority	Supplier	VCSE Type (gr..)	Contract Title	Date Awarded	Award Value
National Citizens Service	Groundwork London	Charitable Organisation	NCS Recommissioning Programme – Delivery Partner	28/08/2019	£42M
	London Youth	Charitable Organisation	NCS Recommissioning Programme – Delivery Partner	28/08/2019	£20M
	Catch 22 Charity Limited	Charitable Organisation	NCS Recommissioning Programme – Delivery Partner	28/08/2019	£13M
	Groundwork North East	Charitable Organisation	NCS Recommissioning Programme – Delivery Partner	28/08/2019	£10M
	South West Lakes Trust	Charitable Organisation	NCS Recommissioning Programme – Delivery Partner	28/08/2019	£7M
London Royal Borough of Greenwich	Greenwich Leisure Ltd	Non Profit Organisation	Start Well Greenwich – Children and Young People's ..	14/11/2019	£40M
	Quaggy Development Trust	Charitable Organisation	Start Well Greenwich – Children and Young People's ..	14/11/2019	£20M
Department for International Development	The British Council	Charitable Organisation	DFID 8256 AAWAZ II Pakistan - Inclusion, Accountability and R..	02/05/2019	£20M
Devon County Council	DYS Space Limited	Charitable Organisation	CP1731-19 – Devon Youth Services	20/12/2019	£12M
Ministry of Justice	Unitas	Charitable Organisation	YJB Workforce Development Training Provider	02/01/2018	£7M

## Sector - Legal advice & advocacy

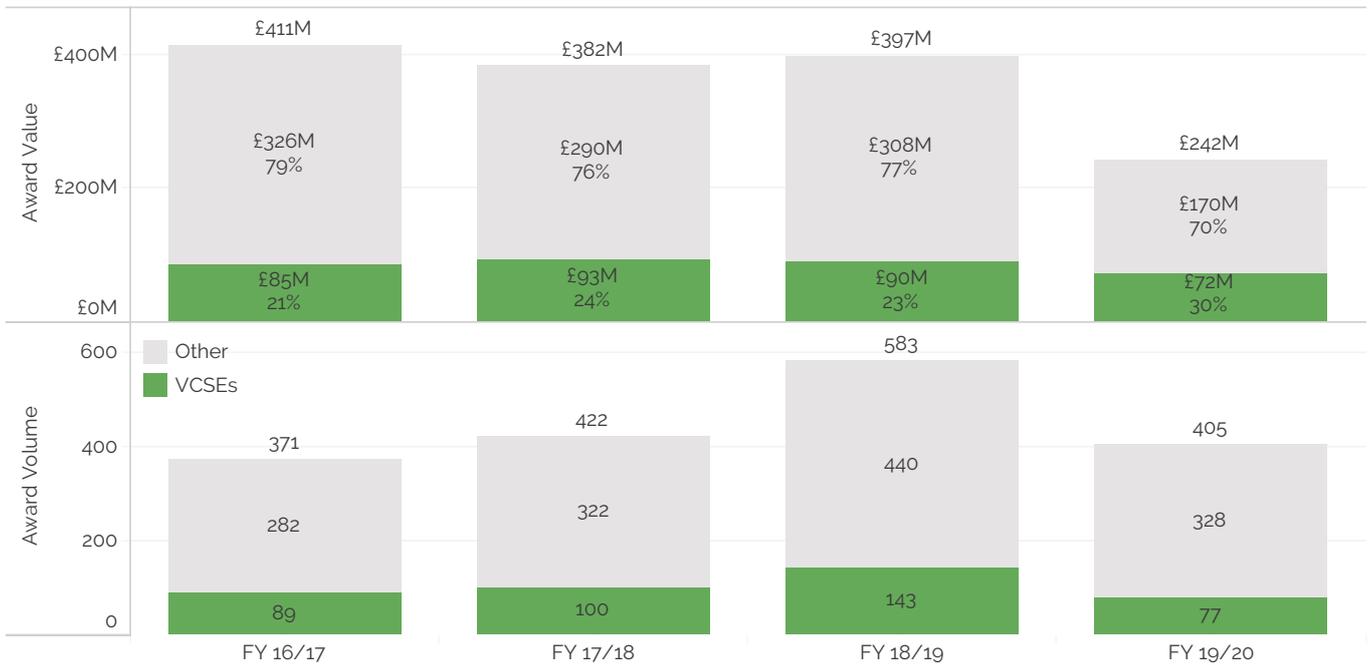
**Definition:** All contracts with legal services CPVs, or that mention advocacy or legal aid in the title / description of the contract.

**Keywords:** advocacy, legal aid

## Legal advice and advocacy

VCSEs have won a quarter of the value of contracts awarded in the legal advice & advocacy sector, to a total of £300m. The value and proportion of contracts won by VCSEs has been fairly stable throughout the four year period.

Legal advice and advocacy - Total value and volume of contracts awarded and VCSE proportion - April 2016 to March 2020



Local Government awards a significant proportion of its legal contracts to VCSEs - consistently more than 60% by value. Central Government awards very few contracts in this space, both by value and volume, to VCSEs. This is likely reflecting the different nature of the legal advice needed by Central Government as compared to Local Government.

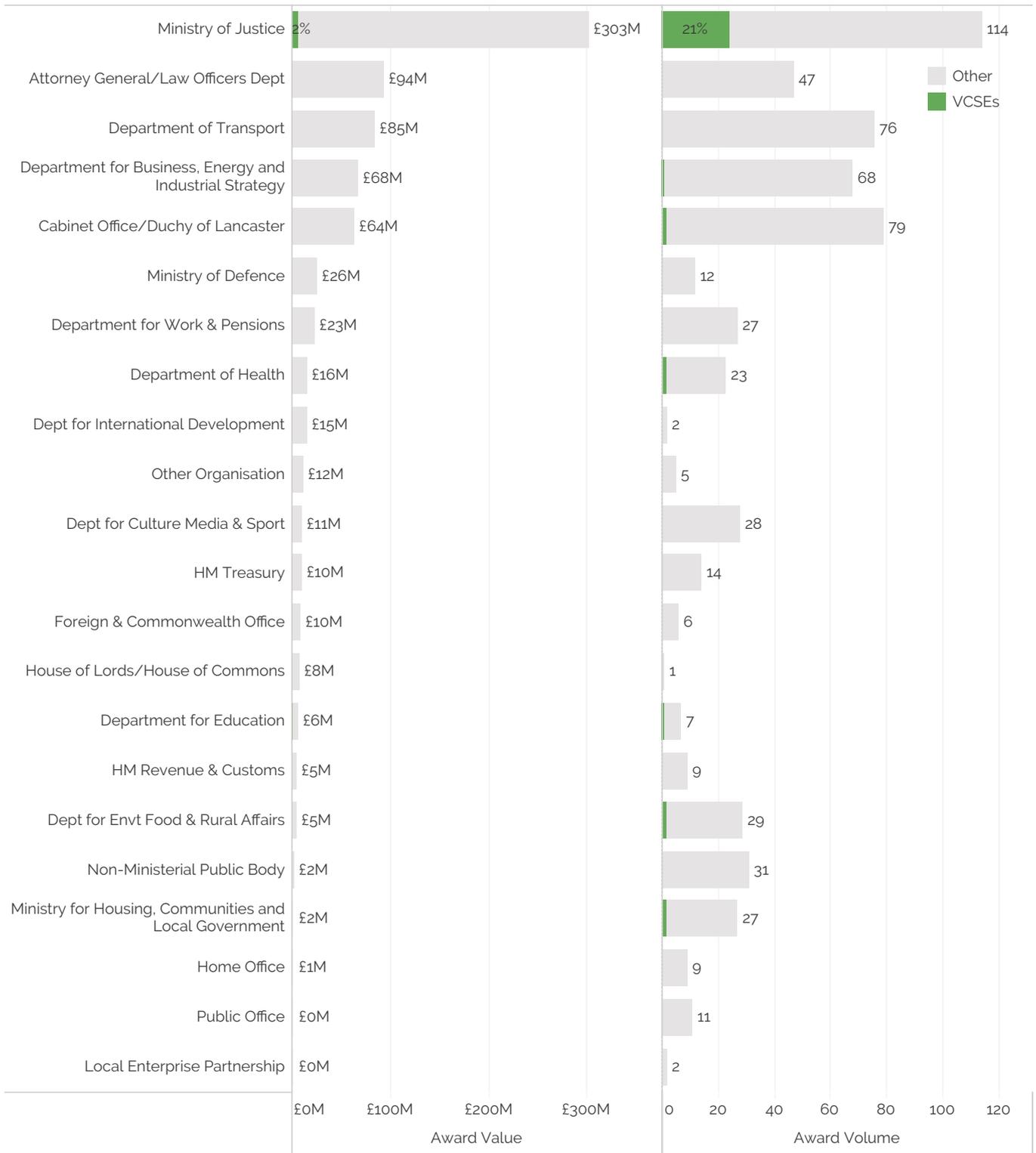
Legal advice and advocacy - Total value and volume of contracts awarded and VCSE proportion by buyer type - April 2016 to March 2020



## Legal advice and advocacy

The MoJ awards the highest value legal contracts in Central Government. It has awarded 24 of these contracts (21% of the total volume) to VCSEs, worth £7m - 2% of the total by value.

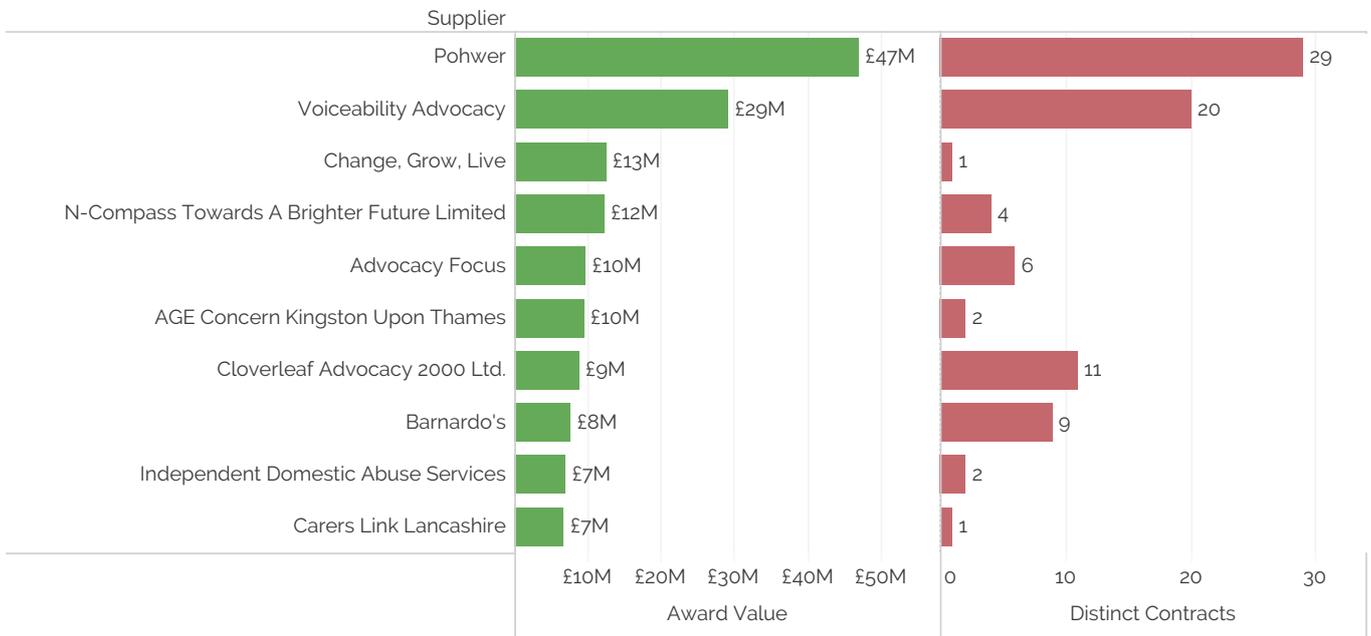
Legal advice and advocacy - Total value and volume of contracts awarded and VCSE proportion by Central Government department - April 2016 to March 2020



## Legal advice and advocacy

Pohwer has won the most contracts in this space by both volume and value. Its largest contracts are a £13m deal with Nottinghamshire County Council and an £8m deal with the London Borough of Southwark.

Legal advice and advocacy - Top VCSEs by value of contracts won - April 2016 to March 2020



Legal advice and advocacy - Largest contracts awarded to VCSEs - April 2016 to March 2020

Contracting Authority	Supplier	VCSE Type (gr..)	Contract Title	Date Awarded	Award Value
Solihull Metropolitan Borough Council	Age Uk Solihull	Charitable Organisation	SOL — Community Wellbeing Services	18/12/2018	£6M
Lancashire County Council	Carers Link Lancashire	Charitable Organisation	Carers Assessment and Support Service, Advocacy Hub and Carers Advocacy	29/05/2019	£7M
	N-Compass Towards A Brighter Future Limited	Charitable Organisation	Carers Assessment and Support Service, Advocacy Hub and Carers Advocacy	29/05/2019	£7M
Warwickshire County Council	Change, Grow, Live	Charitable Organisation	COV - Adult Drugs and Alcohol Services in Coventry - AWARD	30/05/2017	£13M
Nottinghamshire County Council	Pohwer	Charitable Organisation	Advocacy Services in Nottinghamshire and Nottingham	01/07/2016	£13M
London Borough of Southwark	Pohwer	Charitable Organisation	Independent Health Complaints Advocacy Service Framework.	03/03/2017	£8M
Cambridgeshire County Council	Voiceability Advocacy	Charitable Organisation	Independent Advocacy Services in Cambridgeshire and Peterborough	27/07/2016	£7M
Leeds City Council	Advonet	Charitable Organisation	The Provision of Advocacy Support and Services	21/02/2018	£6M
Surrey County Council	Action For Carers (Surrey)	Charitable Organisation	County Wide Carers Support Services	01/08/2017	£6M
Hampshire County Council	Voiceability Advocacy	Charitable Organisation	AS14333 Hampshire and Southampton Advocacy Services	31/01/2020	£5M

## Sector - Support for victims of domestic abuse and sexual violence

**Definition:** All contracts mentioning a list of keywords relating to domestic abuse and sexual violence

**Keywords:** sexual abuse, domestic abuse, sexual AND harassment, domestic AND harassment, rape, sexual violence, domestic violence

## Support for victims of domestic abuse and sexual violence

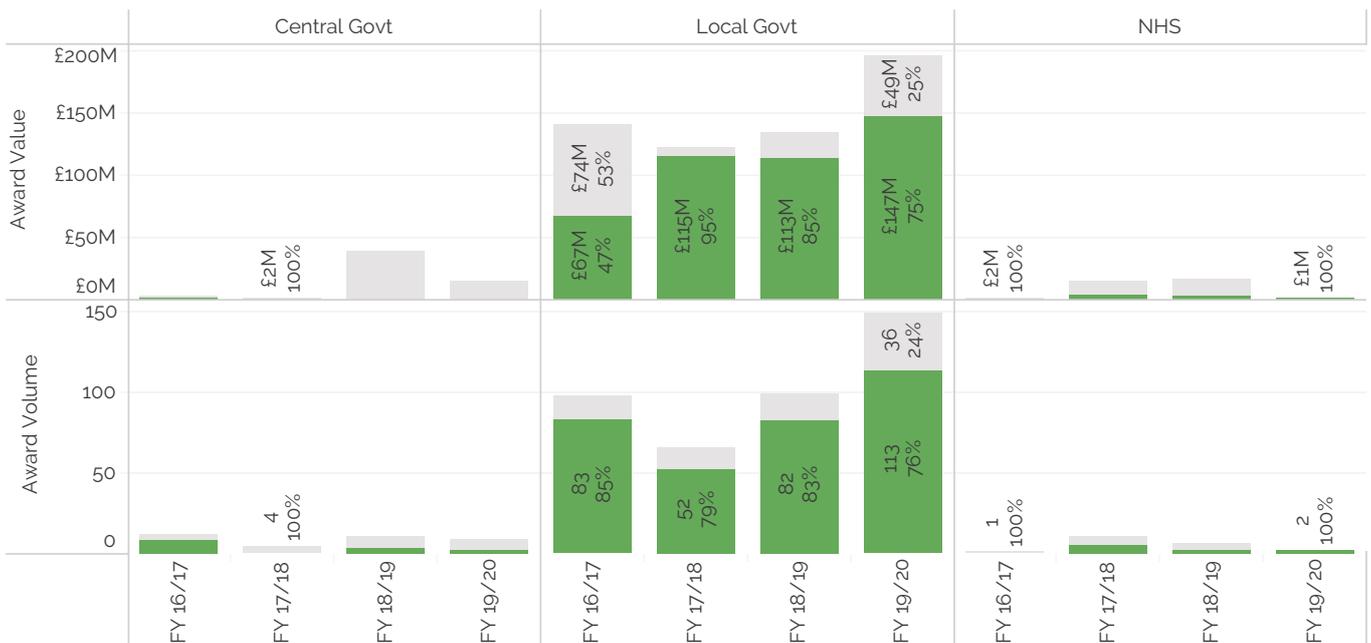
Of the £700m worth of contracts awarded for support for victims of domestic violence and sexual abuse, 66% (£455m) was awarded to VCSEs. These organisations also consistently win the majority of contracts by volume in this sector.

Support for victims of domestic abuse and sexual violence - Total value and volume of contracts awarded and VCSE proportion - April 2016 to March 2020



The vast majority of contracts in this sector are awarded by Local Government buyers, who since 2017/18 have always awarded more than 75% of the contracts by value to VCSEs.

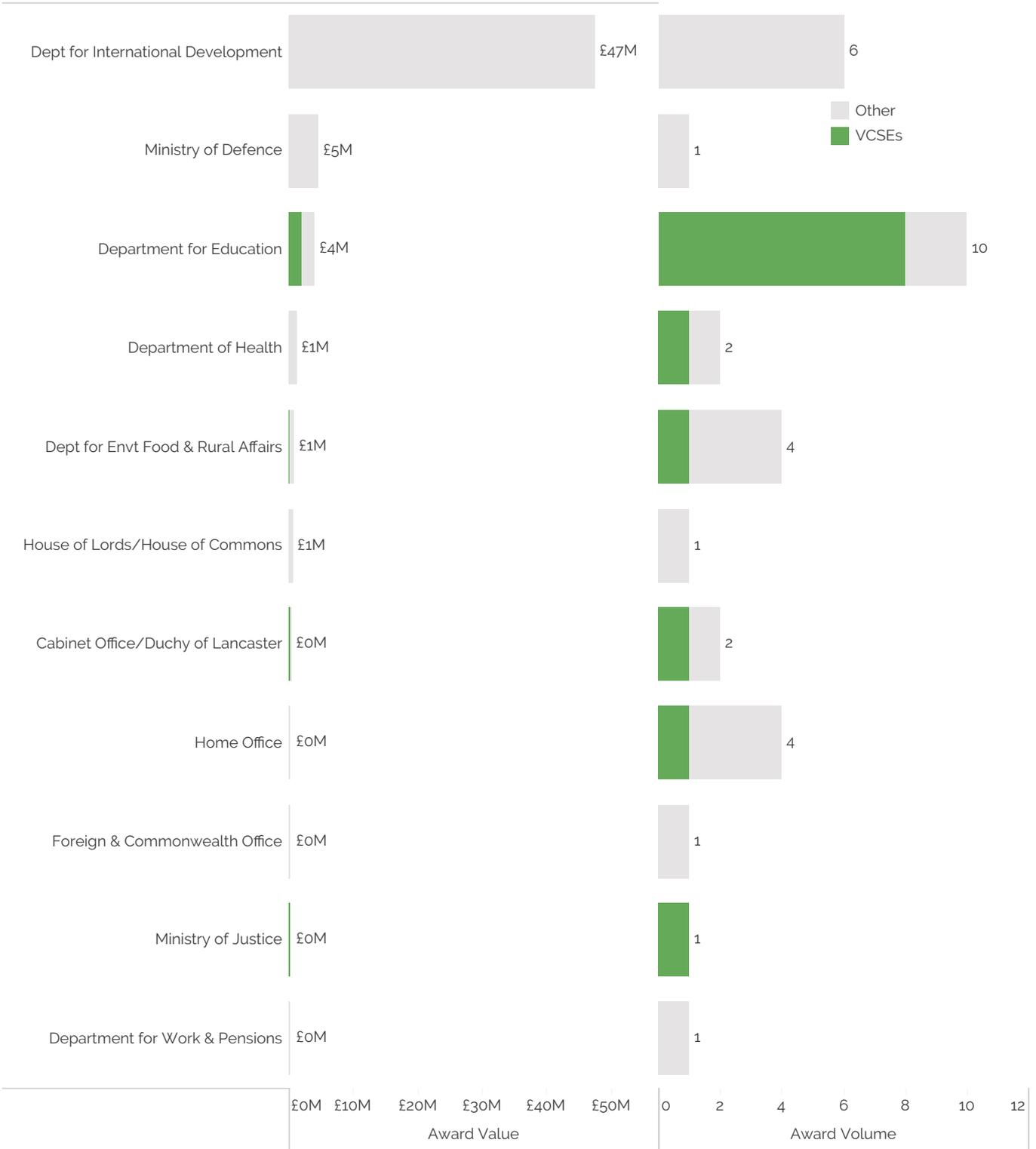
Support for victims of domestic abuse and sexual violence - Total value and volume of contracts awarded and VCSE proportion by buyer type - April 2016 to March 2020



## Support for victims of domestic abuse and sexual violence

Central Government does not award many contracts in this sector. When they do, the majority of the value has been awarded to non-VCSEs. DFID is the biggest Central Government buyer in this sector by value, and of the 6 contracts it has awarded, worth £47m, none have been awarded to VCSEs.

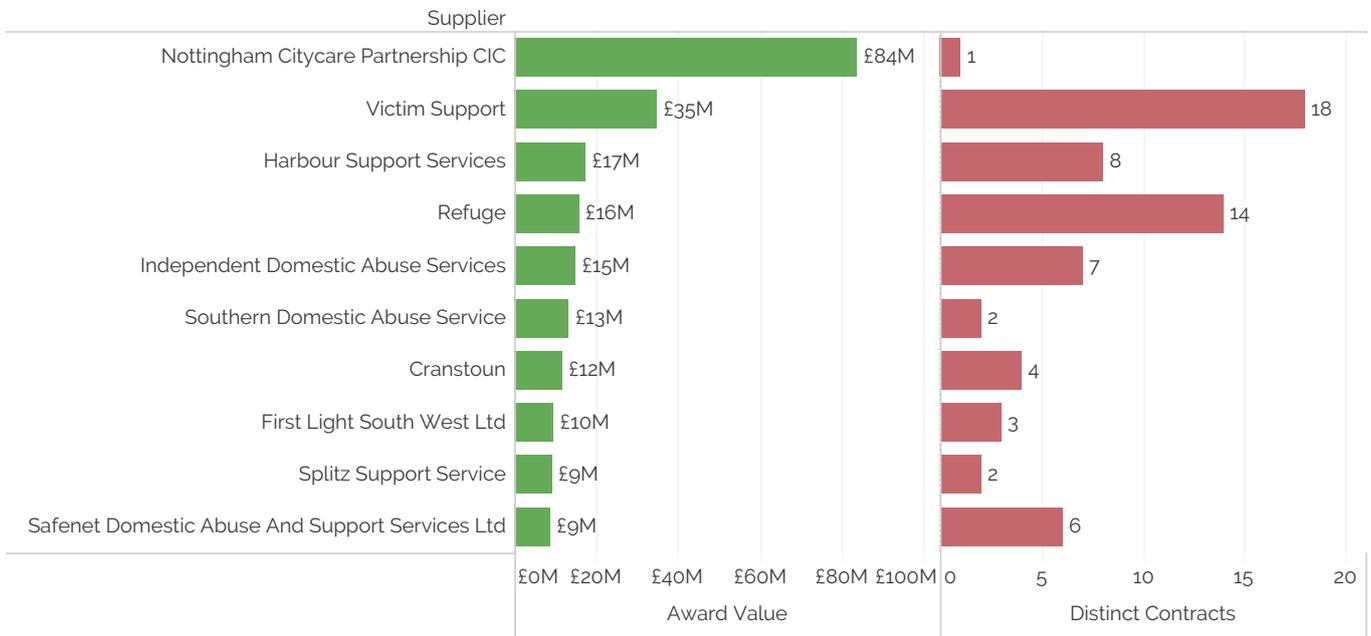
Support for victims of domestic abuse and sexual violence - Total value and volume of contracts awarded and VCSE proportion by Central Government department - April 2016 to March 2020



## Support for victims of domestic abuse and sexual violence

Nottingham Citycare Partnership's £84m contract with Nottingham City Council, which includes an element of 'domestic violence training', is the largest single contract in this sector, also making it the biggest VCSE by contract value. Other VCSEs including Victim Support and Refuge have won many more contracts in the sector - 18 and 14 respectively.

Support for victims of domestic abuse and sexual violence - Top VCSEs by value of contracts won - April 2016 to March 2020



Support for victims of domestic abuse and sexual violence - Largest contracts awarded to VCSEs - April 2016 to March 2020

Contracting Authority	Supplier	VCSE Type (gr..)	Contract Title	Date Awarded	Award Value
Nottingham City Council	Nottingham Citycare Partnership CIC	CIC	CPU 2008 - Giving Nottingham Children the Best Start in Life Service	09/01/2018	£84M
Birmingham City Council	Cranstoun	Charitable Organisation	Vulnerable Adults Housing and Well-being Support Service	10/10/2019	£6M
Hampshire County Council	Southern Domestic Abuse Service	Charitable Organisation	Domestic Abuse Victim and Perpetrator Services	14/01/2019	£11M
	The Hampton Trust (Hampshire & The Isle of Wight)	Charitable Organisation	Domestic Abuse Victim and Perpetrator Services	14/01/2019	£5M
Durham County Council	Harbour Support Services	Charitable Organisation	County-wide Domestic Abuse Service.	18/07/2016	£13M
Lancashire Constabulary	Victim Support	Charitable Organisation	A MANAGED SERVICE IN RESPECT OF VICTIM REFERRAL AND ASSESSMENT AND THE P..	08/01/2017	£11M
Yorkshire & Humber Police Procurement	Victim Support	Charitable Organisation	West Yorkshire Independent Sexual Violence Advisor Service	03/04/2019	£8M
Police & Crime Commissioner for Hertfordshire	Cambridgeshire And Peterborough Rape Crisis Partnership (Caprcp)	Charitable Organisation	SARS & SVSS	16/12/2019	£8M
Devon County Council	Splitz Support Service	Charitable Organisation	CP1458-17 Complex Lives Responding to Domestic and Sexual Violence and Abuse	15/01/2018	£7M
Lancashire County Council	Safenet Domestic Abuse And Support Services Ltd	Charitable Organisation	LPS CARE - Refuge services for people fleeing domestic abuse - RFQ 15227703	05/07/2019	£7M

£100M  
Award Value

## Sector - Homelessness support services

**Definition:** All contracts mentioning homelessness and/or rough sleeping

**Keywords:** homelessness, rough sleeping

# Homelessness support services

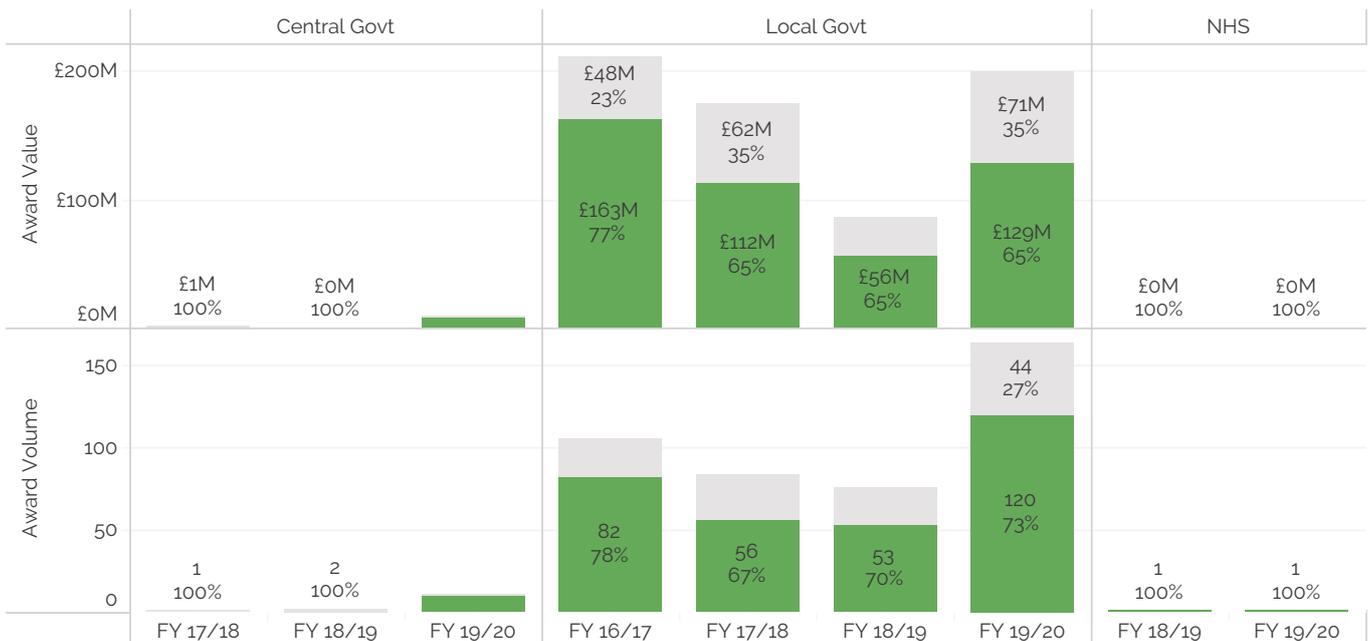
Homelessness support services is another sector in which VCSE suppliers are the most prominent, winning contracts worth £500m - 69% of the total.

Homelessness support services - Total value and volume of contracts awarded and VCSE proportion - April 2016 to March 2020



Again Local Government buyers are the major procurers of homelessness support contracts, and have never awarded less than 65% of the total value or volume of contracts in this sector to VCSEs.

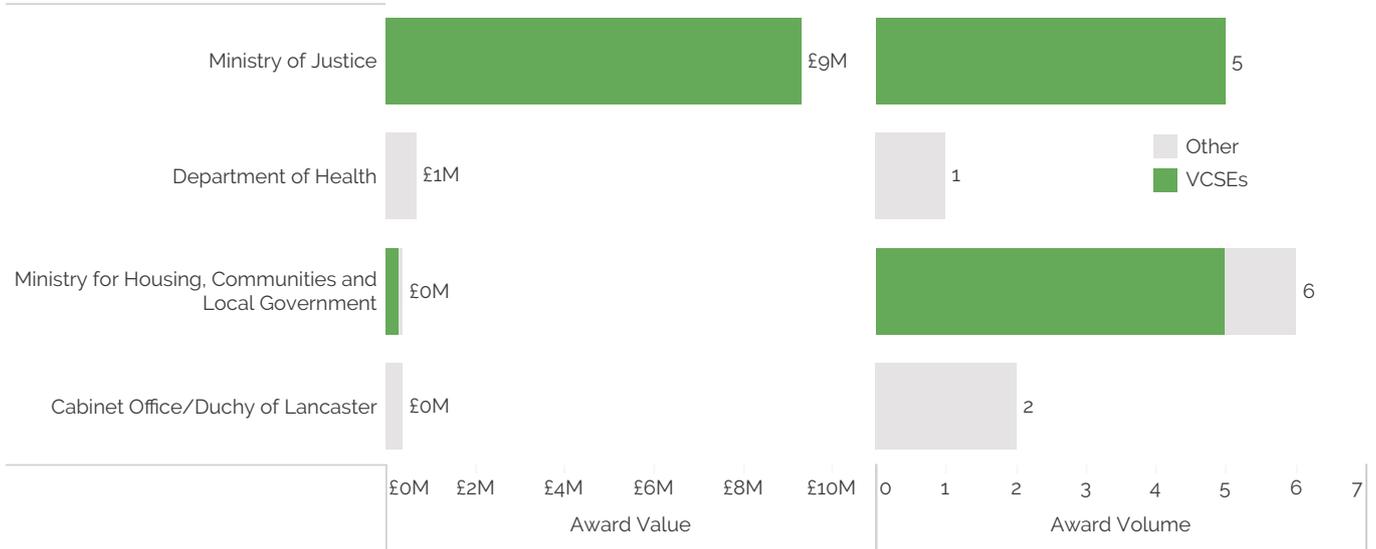
Homelessness support services - Total value and volume of contracts awarded and VCSE proportion by buyer type - April 2016 to March 2020



## Homelessness support services

Though Central Government departments are much less active in this sector, the few contracts they have awarded have also mostly gone to VCSEs, including 100% of the 5 contracts worth £9m awarded by the Ministry of Justice.

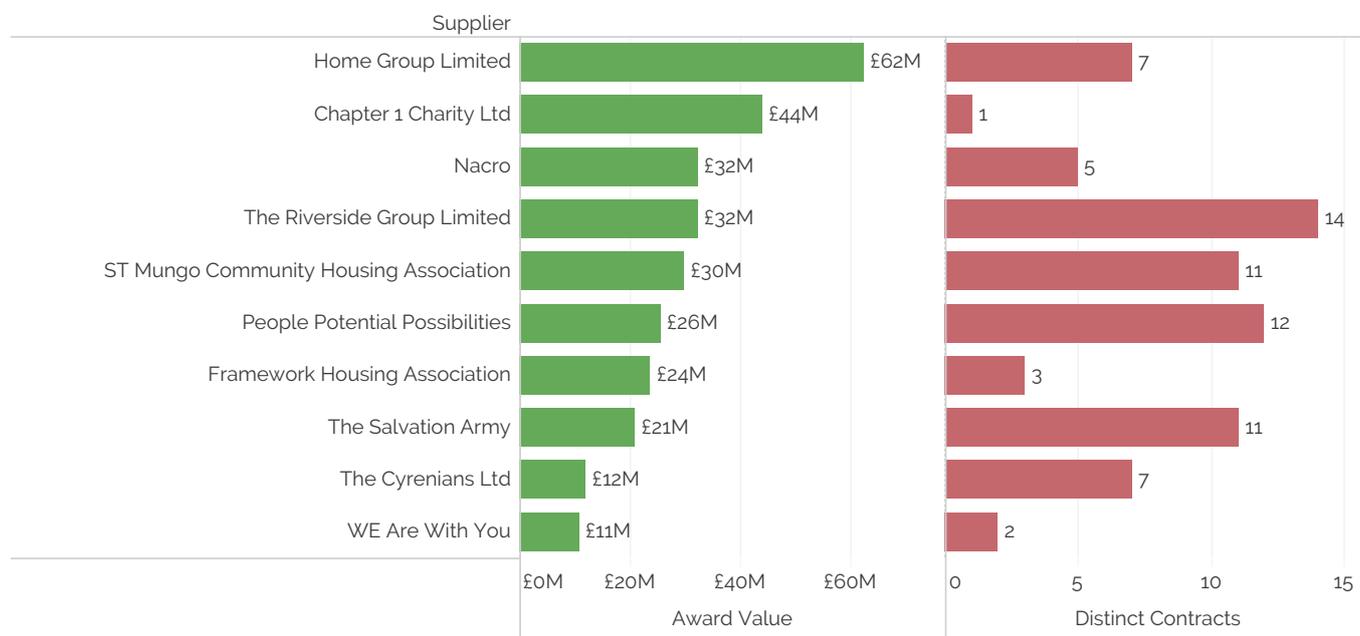
Homelessness support services - Total value and volume of contracts awarded and VCSE proportion by Central Government department - April 2016 to March 2020



## Homelessness support services

Home Group Limited, a social enterprise and charity, has won 7 contracts worth £62m in this sector, making it the biggest VCSE supplier. Its biggest contract is part of an £88m deal between Warwickshire County Council, Home Group and Chapter 1 Charity for accommodation and housing support for young people, awarded back in 2016.

Homelessness support services - Top VCSEs by value of contracts won - April 2016 to March 2020



Homelessness support services - Largest contracts awarded to VCSEs - April 2016 to March 2020

Contracting Authority	Supplier	VCSE Type (gr..)	Contract Title	Date Awarded	Award Value
Warwickshire County Council	Home Group Limited	Non Profit Organisation	Lot 1 - Accommodation Based Housing Related Support for Young People Aged 16 – 25 Ye..	25/04/2016	£44M
	Chapter 1 Charity Ltd	Charitable Organisation	Lot 1 - Accommodation Based Housing Related Support for Young People Aged 16 – 25 Ye..	25/04/2016	£44M
Nottingham City Council	Nacro	Charitable Organisation	CPU2115 SHORT TERM SUPPORTED ACCOMMODATION SERVICES ..	11/04/2018	£12M
	Framework Housing Association	Charitable Organisation	CPU2115 SHORT TERM SUPPORTED ACCOMMODATION SERVICES ..	11/04/2018	£12M
Southampton City Council	Home Group Limited	Non Profit Organisation	Housing Related Support Services.	01/09/2017	£7M
Essex County Council	Nacro	Charitable Organisation	Housing Related Support 16+	04/05/2017	£13M
Wakefield Metropolitan District Council	The Riverside Group Limited	Non Profit Organisation	Housing Related Support - Specialist Pathway - Complex Needs Service	02/10/2017	£11M
North Somerset Council	WE Are With You	Charitable Organisation	Adult Community Based Drug & Alcohol Treatment Service	07/01/2020	£10M
Nottingham City Council	Framework Housing Association	Charitable Organisation	CPU2961 Independent Living Support (Homelessness Prevention) Service	29/03/2018	£10M
London Borough of Haringey	The Riverside Group Limited	Non Profit Organisation	The Provision of Housing Related Floating Support Services	08/10/2019	£8M

£50M  
Award Value

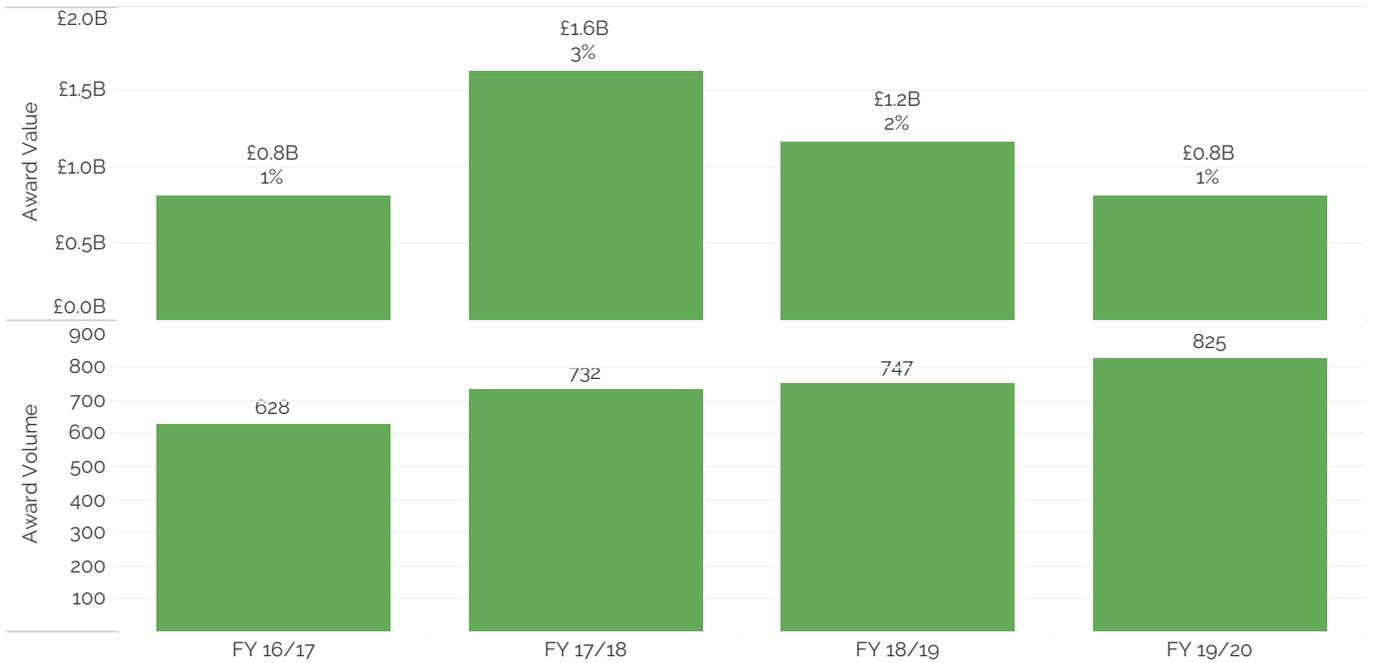
## VCSEs contracts - no people services sector

**Definition:** While the majority of VCSE contracts fit into one of the pre-defined 'people services' sectors, not all contracts do. In order to provide full disclosure on VCSE activity in public sector procurement, this final section looks at contracts awarded to VCSEs that do not fit any of the definitions for the sectors in the previous section.

## No sector

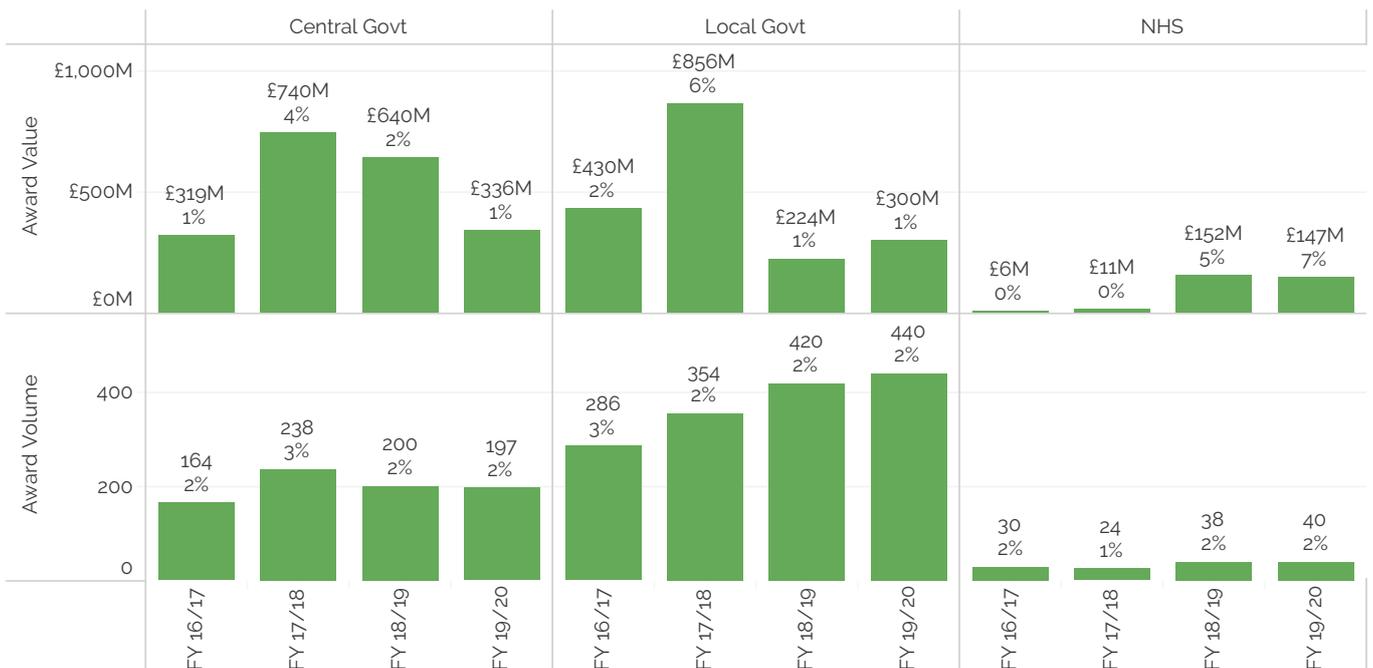
VCSEs have won a further 3,000 contracts worth £4.4bn which do not fit any of the definitions of people services sectors in the previous sections of the report. This is a very small minority of the total value and volume of other contracts awarded by the public sector - VCSEs are much more prominent in the delivery of the people services s..

No sector - Total value and volume of contracts awarded and VCSE proportion - April 2016 to March 2020



Both Central and Local Government have awarded VCSEs contracts for services that do not fit the previous sectors.

No sector - Total value and volume of contracts awarded and VCSE proportion by buyer type - April 2016 to March 2020



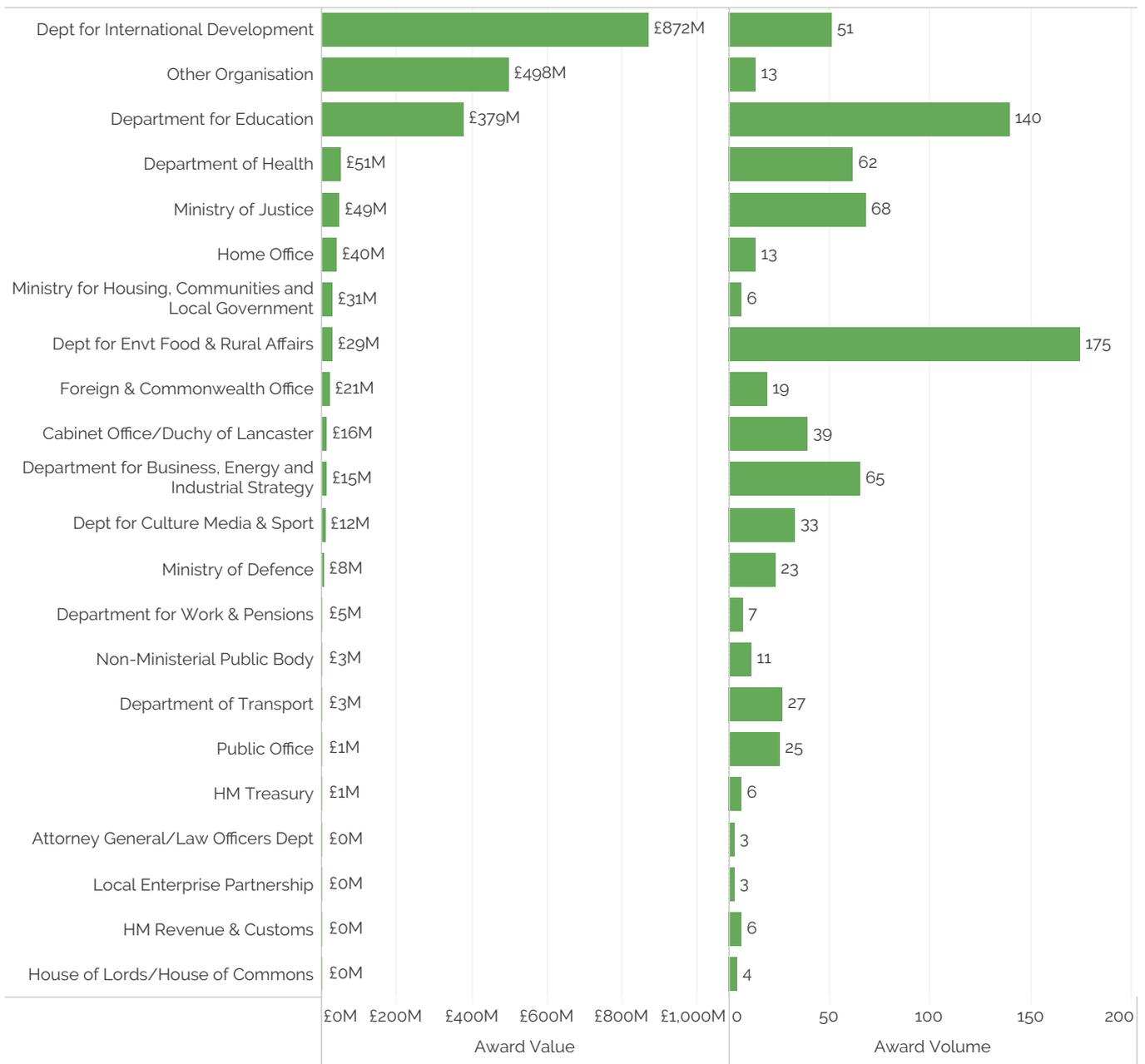
## No sector

DfID and the DfE have both awarded significant valuable contracts to VCSEs that are not captured by the previous sectors. For DfID that is primarily the delivery of international aid services, and for the DfE this is primarily teacher training contracts.

Other Central Government organisations - primarily the London Legacy Development Corporation - have also awarded valuable contracts to VCSEs.

DEFRA has awarded 175 contracts to VCSEs not captured by the previous definitions, though these have a fairly low total value of £29m.

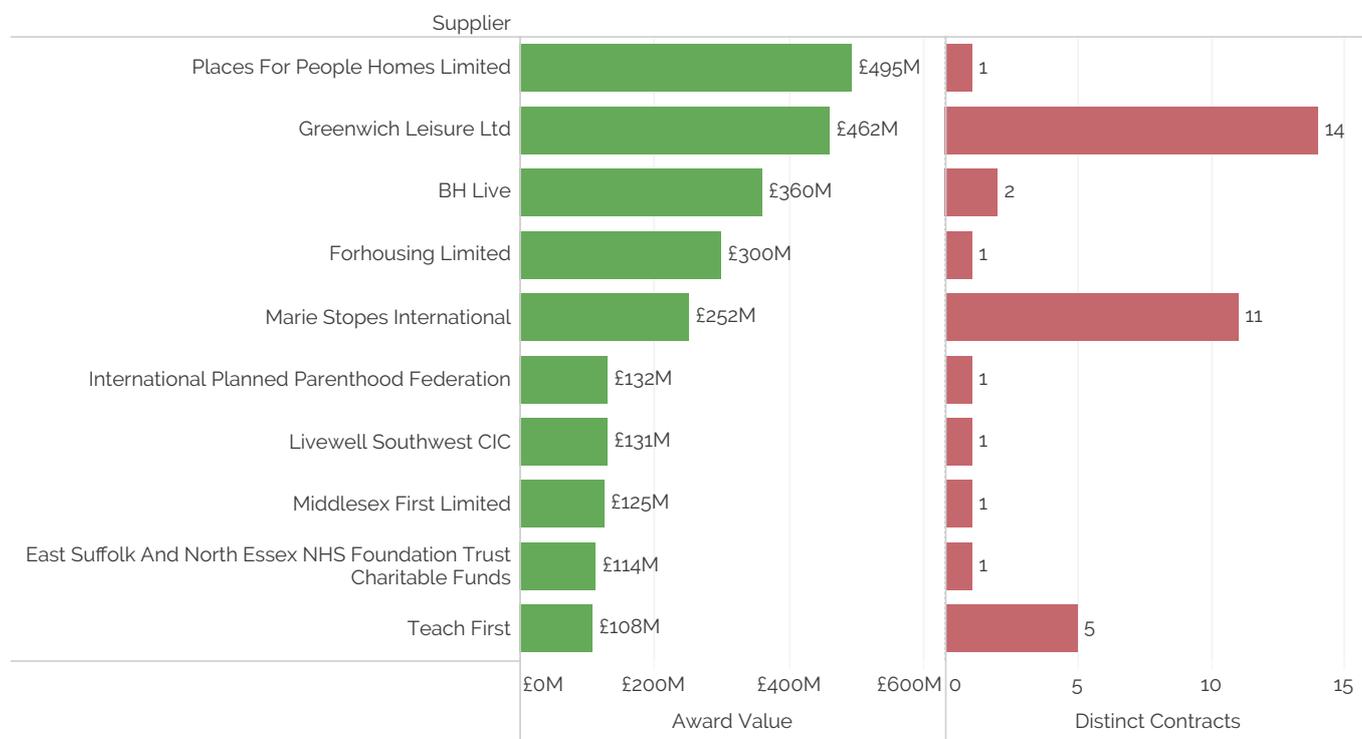
No sector - Total value and volume of contracts awarded and VCSE proportion by Central Government department - April 2016 to March 2020



## No sector

The top VCSEs winning contracts that don't fit in previous sectors are housing associations, leisure organisations and international charities. This is also reflected in the largest contracts that do not fit into any of the previous sectors.

No sector - Top VCSEs by value of contracts won - April 2016 to March 2020



No sector - Largest contracts awarded to VCSEs - April 2016 to March 2020

Contracting Authority	Supplier	VCSE Type (gr..)	Contract Title	Date Awarded	Award Value
London Legacy Development Corporation	Places For People Homes Limited	Non Profit Organisation	Legacy communities scheme - Sweetwater and East Wick	15/12/2017	£495M
Cheshire West and Chester Council	Forhousing Limited	Non Profit Organisation	Housing Management Service	07/02/2017	£300M
London Borough of Croydon	BH Live	Charitable Organisation	Fairfield Halls Operator	11/04/2017	£180M
London Borough of Croydon	BH Live	Charitable Organisation	Fairfield Hall Operator Contract	11/04/2017	£180M
London Borough of Croydon	Greenwich Leisure Ltd	Non Profit Organisation	Sport, Physical Activity and Leisure Services - Leisure Oper..	01/03/2018	£160M
Department for International Development	International Planned Parenthood Federation	Non Profit Organisation	DFID 8341 Women's Integrated Sexual Health (Lot 2) Contract ..	06/09/2018	£132M
NHS Devon CCG	Livewell Southwest CIC	CIC	Community Health and Well-being Services for Childre..	23/05/2019	£131M
Middlesex University	Middlesex First Limited	Non Profit Organisation	Platt Hall and Writtle House Re-development	19/12/2018	£125M
London Borough of Camden	Greenwich Leisure Ltd	Non Profit Organisation	Leisure Management Contract	01/02/2020	£120M
NHS Ipswich and East Suffolk CCG	East Suffolk And North Essex NHS Foundation Tru..	Charitable Organisation	Primary Care Pathology Service	13/03/2019	£114M

£0M £1,000M  
Award Value