



Department  
for Culture,  
Media & Sport

tussell

# Public Procurement through VCSEs

## **FY19/20 – FY23/24**

Report for the Department for Culture, Media  
and Sport – **produced by Tussell.**



## Introduction

Tussell was commissioned by DCMS to conduct an analysis of the public procurement market with VCSEs covering the period April 2016 - March 2020. This report provides an update to that initial analysis covering the period April 2019 - March 2024.

VCSEs are crucial contributors to the economy, particularly within the public service sector, where they play a transformative role by providing essential services to communities. The UK government is committed to delivering social value through its procurement, recognising that VCSEs bring unique strengths, such as local knowledge, agility and a commitment to social outcomes.

One way that the UK government can deliver on its social value promises, is by increasing opportunities for VCSEs in public procurement. To do so, however, it is important to understand in greater detail the role they are currently playing and how that has changed over time – this report aims to bridge that knowledge gap.

This report analyses contracts awarded to VCSEs by the public sector and invoices paid to VCSEs by the public sector in England, covering five government financial years from April 2019 to March 2024.

It addresses key questions on the total value and share of procurement going directly to VCSEs, what part of the public sector this revenue is coming from, the nature of the VCSE organisations involved, the type of contracts won by VCSEs and a deep dive of eight specific ‘people services’ sectors:

- Health & Social Care
- Legal Advice & Advocacy
- Disability
- Support for Victims of Domestic Violence & Sexual Abuse
- Employability
- Homelessness Support Services
- Offender Rehabilitation
- Youth Services

## Key Findings

*Findings below cover the period April 2019 to March 2024 unless otherwise stated.*

- VCSEs won **17,656 government contracts worth £23.7bn** - 4% of the total value and 6% of the total volume of contracts awarded.
- Of the 2,481 VCSE suppliers that won a government contract in FY23/24, 778 (31% of the total) were winning a contract directly from government for the first time.
- The **median value** of a VCSE contract was **£95,000** in FY23/24, only 13% of VCSE contract awards were £1m or more.
- **Local Government** awards by far the greatest value and volume of contracts to VCSEs than other parts of the public sector – 11,063 contracts worth a combined £11.0bn.
- VCSEs earned a total of **£80.9bn** directly from the public sector - 8% of total public sector spending with private suppliers.
- Spend with VCSEs rose significantly during year 1 of Covid, **up 14% from FY19/20 to FY20/21**. The wider public sector, however, grew at a higher rate – 29%.
- Because of this, **VCSE's share** of the total procurement market fell from **9% to 8%**.
- **30,281 distinct VCSEs** were named on a public sector invoice.
- The vast majority of VCSEs active in public procurement (**80%**) **are charities**.
- The majority (**60%**) of **VCSEs** active in the public procurement market are **SMEs**, yet they earn less of the VCSE market share (27%) compared with larger suppliers.
- Excluding Central Government, more than three quarters (**79%**) of **identifiable VCSEs work with authorities based in a single region**. Those that work in multiple regions, or nationally earn the majority (76%) of VCSE revenue.
- **Frameworks or DPS agreements are a less popular route-to-market for VCSEs** (10% of contracts) than non-VCSEs (28% of contracts).
- **69%** of NHS and Local Government spending with VCSEs goes to organisations based in the same region as the authority (**£38.3bn**). This proportion is highest in London, where 82% of VCSE spending goes to locally based organisations.
- **50%** of VCSEs named on public sector contracts have won only a single contract over the period.
- **Health & Social Care is by far the biggest sector** by absolute value, with VCSEs winning contracts worth **£16.7bn**. VCSEs, however, hold a higher proportion of the total procurement market in four other analysed sectors – including Homelessness Services and Support for Victims of Domestic Abuse & Sexual Violence

## Methodology

This report uses Tussell data on government contracts and spending in England, supplemented by a database of suppliers from Social Enterprise UK (SEUK) to analyse the scale of public procurement by English authorities with Voluntary, Community and Social Enterprise organisations (VCSEs) between April 2019 and March 2024, with a focus on the delivery of various types of people services ('sectors').

This methodology explains the datasets used in the report, the key limitations of the data, how we have identified VCSEs and defined sectors, and how our figures differ to other statistics on the scale of government procurement with VCSEs. We have also outlined any differences to the methodology and results compared with the previous report (published in 2021) and provided a table of definitions.

### Key Limitations

- Tussell data relies on the compliance of the public sector with PCR 2015 transparency regulations. Some authorities do not comply with the requirement to publish contracts or invoices on time, or at all. Further, 'below threshold' contracts and invoices<sup>1</sup> are not required to be published so some smaller contracts and/or invoices may not be included.
- The data published by the public sector relates only to **direct** contracts and invoices with suppliers. This does not include subcontracting or indirect relationships via the supply chain. This is likely to under-represent the total public sector earnings of VCSEs.
- Public sector buyers are not required to publish grant data in their invoices; however, some do by choice. This means that grant money may be included in charts using this dataset.
- VCSEs can be hard to identify, and it is likely that some have been missed from this report. Refer to the *Identifying VCSEs* section of the methodology for more information on the process.
- Sector identification relies on a combination of contract key words and CPV (common procurement vocabulary) codes. Some authorities do not describe their procurements clearly, meaning they may be missed from the sector.
- Transparency regulations for invoice-level spend data do not apply to local authorities and NHS bodies in the devolved administrations, nor to Further & Higher Education bodies and schools across the UK. Therefore, this report is filtered for buyers located in England.

---

<sup>1</sup> Central Government bodies must publish invoices over £25,000 and contracts over £10,000. NHS bodies must publish invoices and contracts over £25,000. Local Government buyers (including Police & Crime Commissioners) must publish all invoices over £500, and contracts over £25,000.

## Methodology

### Datasets

Two datasets from Tussell's database of UK public sector procurement were used in the analysis; Spend and Contracts. Data is accurate as of the date of download: 13<sup>th</sup> August 2024 for spend data, 18<sup>th</sup> September for contracts data.

**Spend data** refers to the supplier invoices published by over 900 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 matches these invoices to company datasets, including Companies House and Moody's to identify more information about the suppliers, including organisation type, location, size and financials. Not all public sector authorities provide sufficient information to match an invoice to a supplier. A breakdown of the match proportion is provided below.

- Central Government: 96% of invoices matched by volume, 98% by value
- Local Government: 90% by volume, 95% by value
- NHS: 83% by volume, 97% by value

Buyers are not required to publish grant payments on their invoices; however, some choose to do so. In FY23/24, around 13% of public sector spend value included invoice descriptions and categories relating to grants. This figure is higher among VCSEs, where 27% of spend with VCSEs in FY23/24 related to grants.

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

**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. The total value awarded for a single contract is allocated only to the year in which it was awarded. 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 the same contract is published on multiple portals, only one record is counted, so as not to amplify the size of the 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

## Methodology

Publication of contract award notices is good but not complete. It is impossible to say how many are not published, but there are known issues around the publication of call-off contracts via frameworks, for example. We are only able to report on contracts that are published openly by the public sector.

**Charts using contracts data in this report will mention 'contract awards' or 'award value' in the chart title.**

Spend data figures are often larger in volume and value than contract data figures because of a few reasons:

- Threshold for Local Authorities (including Police & Crime Commissioners) is lower for invoice data (£500) than contract data (£25,000).
- Call-off contracts via frameworks are often not published as they should be by the public sector.
- Incorrectly scoped contracts, project overspend, and spin-off pieces of work mean that the spend data is higher than the initial contract award value.

An additional dataset was used in this report, a database of VCSE suppliers, provided by Social Enterprise UK. This dataset was matched to companies in our own database via a Companies House number. This allowed for a significant improvement in the identification of VCSEs across both the spend and contracts datasets.

### **Identifying VCSEs**

The primary method of identifying VCSEs is through our 'Supplier Type' field, drawn from Moody's data on suppliers (originally sourced from the 'Company Type' field on Companies House), matched to our database of invoices and contracts. Organisations with the type 'Charitable Organisation' and 'Non Profit Organisation' are marked as VCSEs.

Additionally, Community Interest Companies are identified using a search for suppliers with 'Community Interest Company' or 'CIC' in their registered name.

The Social Enterprise UK database was used to capture Charitable Organisations, Community Benefit Societies and Community Interest Companies that may have been missing from the prior two methods of identification. This database is a list of SEUK members.

Academic Institutions that are registered as Charitable or Non Profit Organisations are excluded from this analysis, as were Academic Institutions provided by SEUK. To exclude Academic Institutions, a combination of key word searching, SIC (Sector Industrial Classification) codes, and manual verification were used.



## Methodology

### Improvements to the data

Since the previous report (published in 2021), improvements have been made in the collection of data and the identification of VCSEs. A large proportion of this improvement can be attributed to a database of VCSE suppliers provided by Social Enterprise UK, commissioned by DCMS. To assist with comparison to the past report, we have included an annex of charts beginning in FY18/19, allowing for 2 years of data comparison.

Using FY19/20 as the comparison year to the previous report, we acknowledge the following differences:

A 21% increase in the **volume of VCSE contracts**. This difference can be attributed to the following:

- 90% due to additional SEUK data
- 10% due to improved internal data coverage

A 17% increase in the **value of VCSE contracts**. This difference can be attributed to the following:

- 70% due to additional SEUK data
- 30% due to improved internal data coverage

A 70% increase in the **volume of VCSE suppliers**. This difference can be attributed to the following:

- 65% due to additional SEUK data
- 35% due to improved internal data coverage & a change in methodology from counting the volume of supplier **groups** to the volume of **individual** suppliers<sup>2</sup>.

A 29% increase in the **spend value invoiced by VCSE suppliers**. This difference can be attributed to the following:

- 94% due to additional SEUK data
- 6% due to improved internal data coverage

Further, since the previous report - Tussell have made improvements in the matching of invoices to company datasets (discussed in the Spend database section). A breakdown of the match proportion is provided below, with percentage point increase from the previous report in brackets.

- Central Government: 96% (+2) of invoices matched by volume, 98% (+4) by value
- Local Government: 90% (+7) by volume, 95% (+5) by value
- NHS: 83% (+2) by volume, 97% (+3) by value

Matching a higher proportion of invoices to an organisation increases the overall coverage of spend data in the public sector.

---

• <sup>2</sup> Multiple different suppliers can sit under one supplier group due to company ownership, so this change in methodology will count the number of individual suppliers, not supplier groups.

## Methodology

### Deviation from NCVO's UK Civil Society Almanac figures

NCVO are a membership community for charities, voluntary organisations and community groups in England. Annually, the NCVO publish the UK Civil Society Almanac, a publication on the state of the voluntary sector. The Almanac figures differ from our own due to a range of differences in methodology: the type and size of VCSEs analysed, the source of data, and the definition of 'earned income' from government.

### Classifying people services sectors

A key aspect of this report is identifying the scale and proportion of VCSEs in various 'people service' sectors. Invoice data has very sparse descriptors, making categorisation difficult. 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 standardised system for categorising goods, works and services in public procurement, and their inclusion is mandatory across the European Union and the UK. When contracts are published, buyers assign the relevant CPV code(s) to the procurement. While these are generally assigned well, they are not always perfect.

Keyword analysis is also used to define sectors, via the contract titles and descriptions. Occasionally, buyers publish contract awards with limited descriptions, meaning a sector cannot be identified using this method.

The majority of public sector VCSE contracts fit within the pre-defined 'people service' sectors. Those that do not, are analysed in a section titled 'No Sector'.

A detailed definition for each people service sector is included within the main text of the report.

### Consolidated buyers and suppliers

Public sector buyers named in this report are shown on a consolidated basis, including their arms-length bodies and executive agencies. The consolidation is based on the government's own classification system available on gov.uk.

Suppliers are also shown on a consolidated basis, including relevant subsidiaries and entities, referred to by their supplier group name.



## Methodology

### Table of definitions

|                              |                                                                                                                                                                                                                                                                                                                                                                                                  |
|------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>VCSE</b>                  | Voluntary, Community and Social Enterprise organisations                                                                                                                                                                                                                                                                                                                                         |
| <b>Spend data</b>            | Invoices published by the public sector, describing the value of direct procurement transactions between the public sector and private suppliers. All references to 'spend' relate to this dataset.                                                                                                                                                                                              |
| <b>Spend value</b>           | The value of direct procurement transactions between the public sector and suppliers, published via invoices.                                                                                                                                                                                                                                                                                    |
| <b>Supplier volume</b>       | The volume of distinct suppliers directly named on public sector invoices.                                                                                                                                                                                                                                                                                                                       |
| <b>Contracts data</b>        | A contract that has been awarded by the public sector to a private supplier. References to 'award' or 'contract' relate to this dataset.                                                                                                                                                                                                                                                         |
| <b>Award value</b>           | The value of contracts awarded by the public sector to suppliers.                                                                                                                                                                                                                                                                                                                                |
| <b>Award volume</b>          | The volume of distinct contracts awarded by the public sector to suppliers.                                                                                                                                                                                                                                                                                                                      |
| <b>SME</b>                   | Small and Medium-sized Enterprises, as defined by the UK Government Commercial Function. To qualify as an SME an enterprise must have: <ul style="list-style-type: none"> <li>a) fewer than 250 staff, and</li> <li>b) less than or equal to £44m in annual turnover or a balance sheet total of less than or equal to £38m.</li> </ul>                                                          |
| <b>Contracting Authority</b> | The public sector body responsible for awarding and managing a public sector contract.                                                                                                                                                                                                                                                                                                           |
| <b>Framework/DPS</b>         | A framework, or a DPS (dynamic purchasing system) is a list of pre-approved suppliers who have been evaluated and selected by the framework provider to provide a predefined set of products and services. This allows the suppliers to bid on specific contracts without having to go through the full procurement process, creating a streamline process for tendering and awarding contracts. |
| <b>FY19/20</b>               | The financial year running from 1 <sup>st</sup> April 2019 to 31 <sup>st</sup> March 2020.                                                                                                                                                                                                                                                                                                       |

## Overview

VCSEs earned a total of £81.0bn<sup>3</sup> directly from the public sector in England from April 2019 to March 2024 - 8% of total identifiable public sector spending with the private sector.

As the wider public sector procurement market expanded by 29% in FY20/21 in response to the Covid pandemic, the VCSE market expanded by 14%. Because of this, the proportion of the public sector procurement market held by VCSEs has slightly declined, from 9% in FY19/20 to 8% in FY23/24.

The value of invoices paid to VCSEs has remained at an elevated level following the increase during year 1 of Covid, reaching £17.6bn in FY23/24. A total of 30,281 VCSE suppliers have been named on public sector invoices over the period, increasing marginally year on year.

Figure A: Public Sector procurement spend with VCSEs and other suppliers

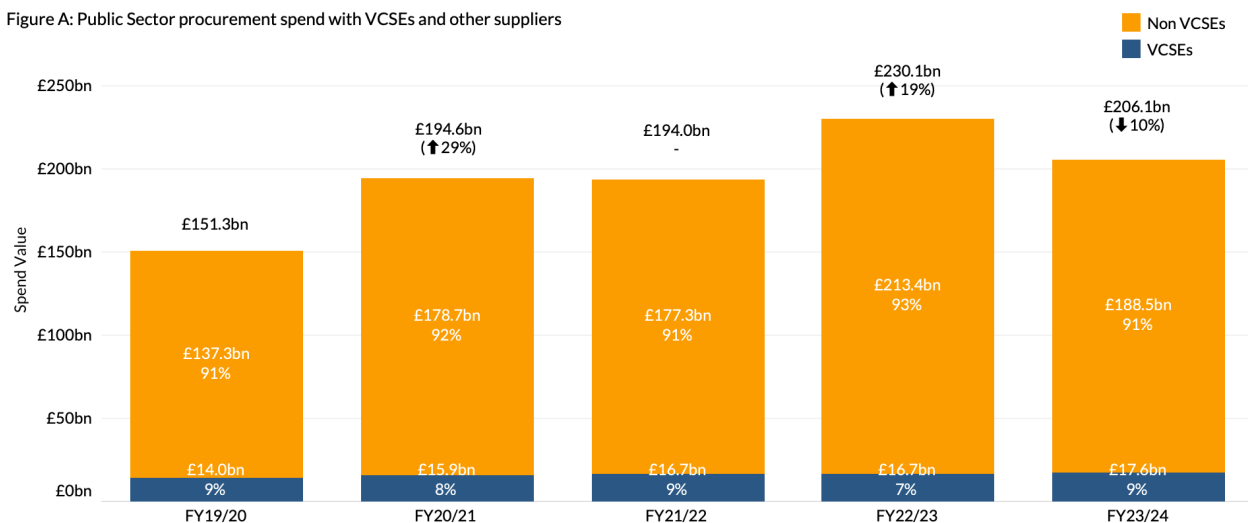


Figure B: Value of invoices paid to VCSEs

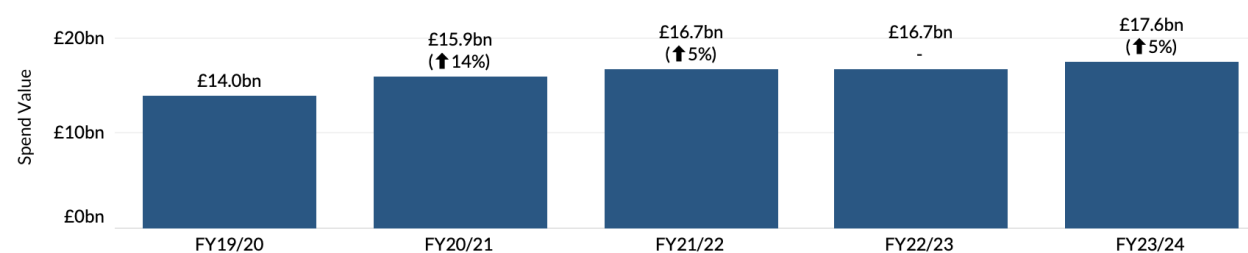
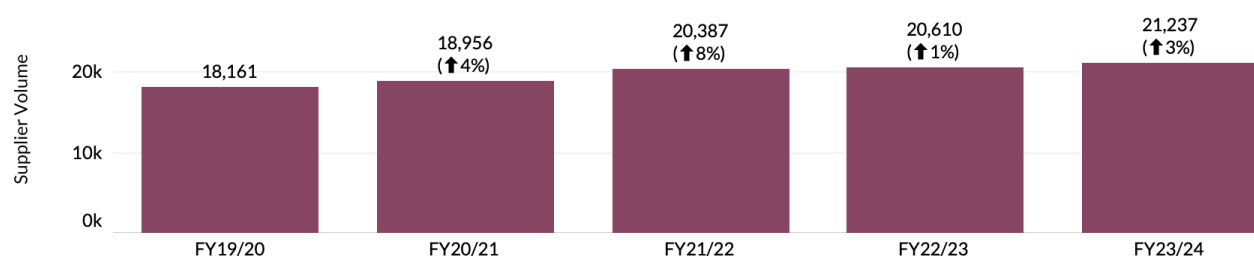


Figure C: Volume of VCSE suppliers invoicing the public sector



<sup>3</sup> Buyers are not required to publish grant payments on their invoices; however, some choose to do so. In FY23/24, around 13% of public sector spend value included invoice descriptions and categories relating to grants. This figure is higher among VCSEs, where 27% of spend with VCSEs in FY23/24 related to grants.

## Overview

Between April 2019 and March 2024, VCSEs won 17,656 contracts, worth a total of £23.7bn from the public sector in England. The total value of VCSE contracts has seen some annual change but remains around an average of £4.7bn per year. See methodology section for differences in datasets.

The total volume of contracts awarded to VCSEs saw a 65% spike in FY21/22, remaining at a heightened level of around 4k contracts per year.

The median value of contract won by a VCSE saw a 41% drop in FY20/21, year 1 of Covid, to £60,000 but has been increasing year on year since.

Figure D: Value of contracts won by VCSEs - April 2019 to March 2024

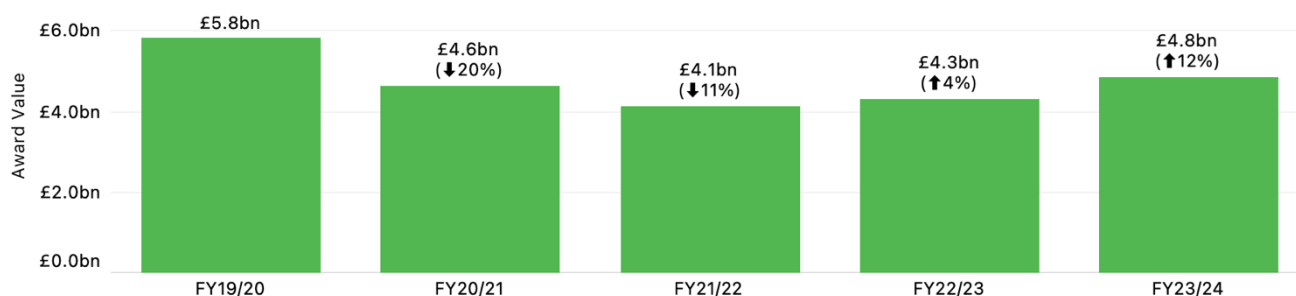


Figure E: Volume of contracts won by VCSEs - April 2019 to March 2024

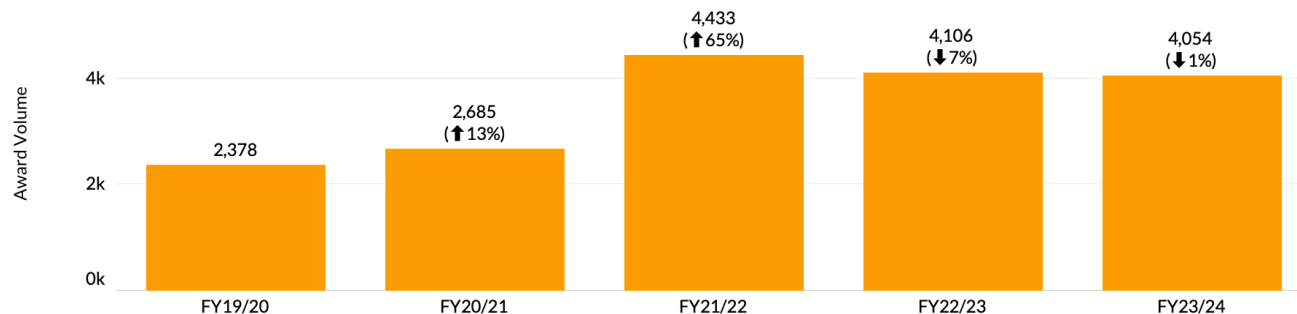


Figure F: Median value of contracts won by VCSEs - April 2019 to March 2024



## Overview

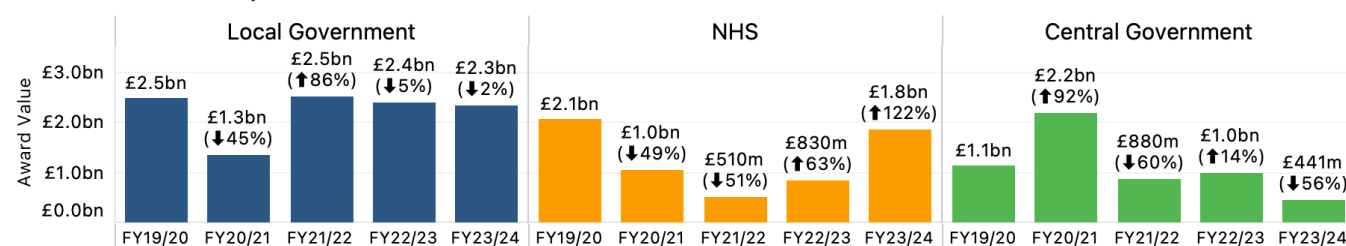
Local Government awards by far the greatest value and volume of contracts to VCSEs annually, awarding more than 5 times the value and almost 4 times the volume compared to Central Government in FY23/24.

Local Government also spend the most with VCSEs, and with a wider range of organisations - £9.5bn in FY23/24, across 18,864 distinct suppliers.

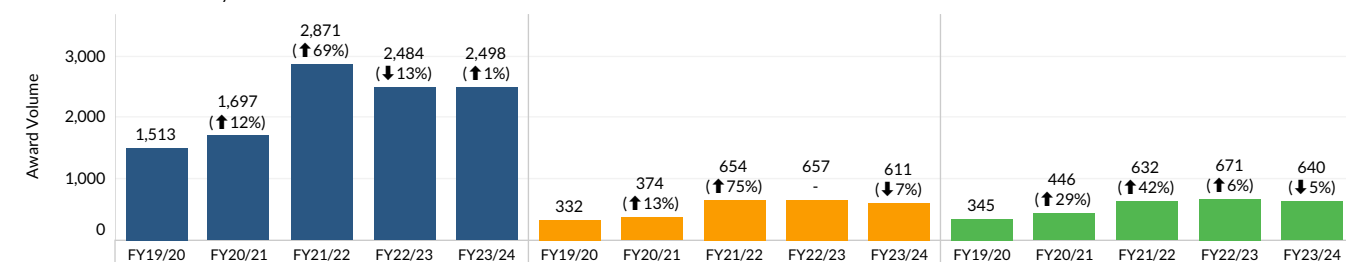
While NHS and Local Government have increased their year on year spend with VCSEs, Central Government have seen a decline over the period, from £4.1bn in FY19/20 to £3.8bn in FY23/24.

Figure G: Overall Public Sector procurement through VCSEs, by buyer type - April 2019 to March 2024

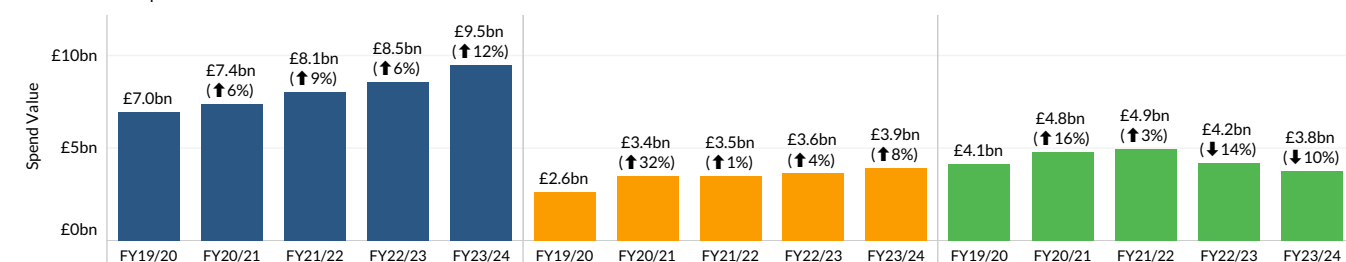
Value of contracts won by VCSEs



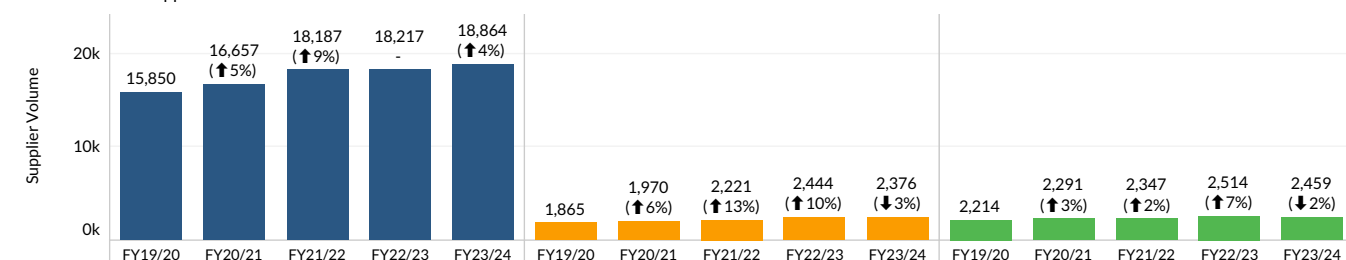
Volume of contracts won by VCSEs



Value of invoices paid to VCSEs



Volume of VCSE suppliers



## Local Government snapshot

Not only do Local Government spend the most in absolute terms with VCSEs, they also spend the most in proportionate terms - 12% of their total procurement spend in FY23/24 (compared with 9% for NHS and 7% for Central Government).

The value of Local Government spend to VCSEs increased over the period, from £7.0bn in FY19/20 up 36% to £9.5bn in FY23/24. This is in line with increases in their total procurement spend, meaning the proportion of spend with VCSEs has remained stable at 12% year on year.

Figure H: Local Government procurement spend with VCSEs and other suppliers

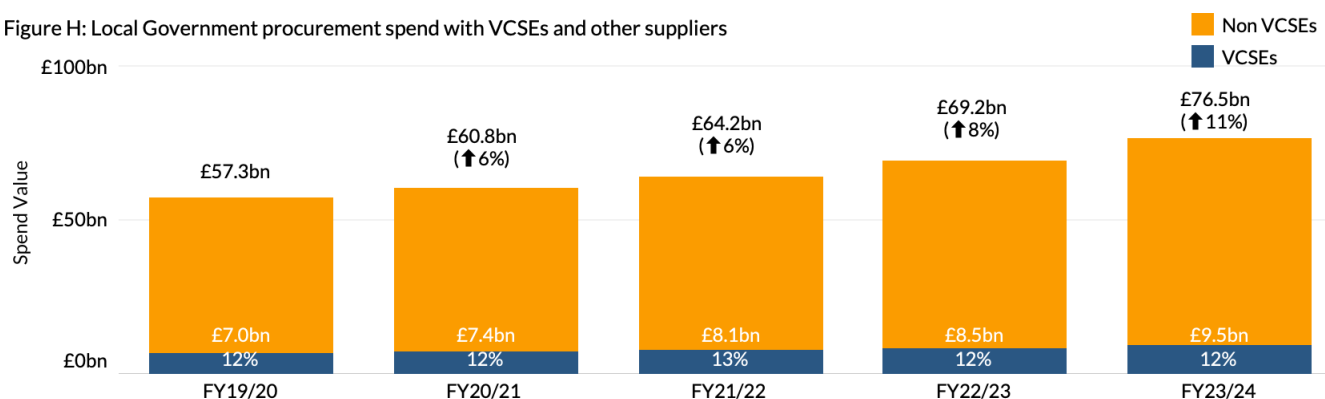
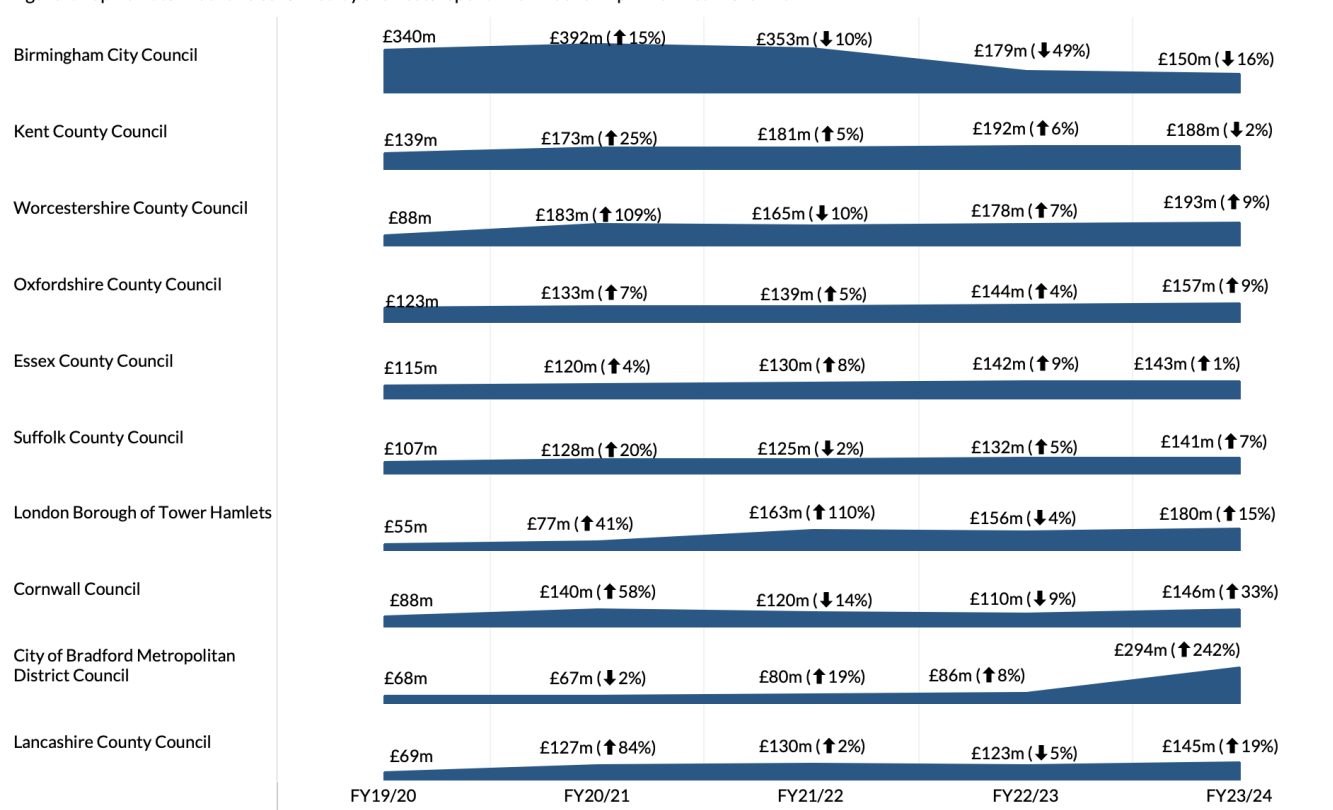


Figure I: Top 10 Local Authorities ranked by their total spend with VCSEs - April 2019 to March 2024



## VCSEs active in the market

The vast majority of VCSEs that earned money from the public sector in England since April 2019 are Charities – 24,195, 80% of the total number of VCSEs. This largely reflects the population of Charities, Community Interest Companies, Community Benefit Societies and Non Profits in England.

These charities earned £59.2bn from the public sector between April 2019 and March 2024, 73% of the VCSE total.

Figure J: Volume of VCSEs, by type of VCSE - April 2019 to March 2024

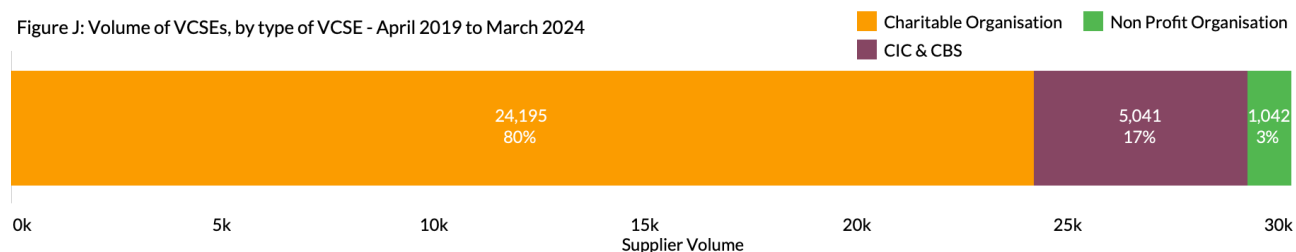
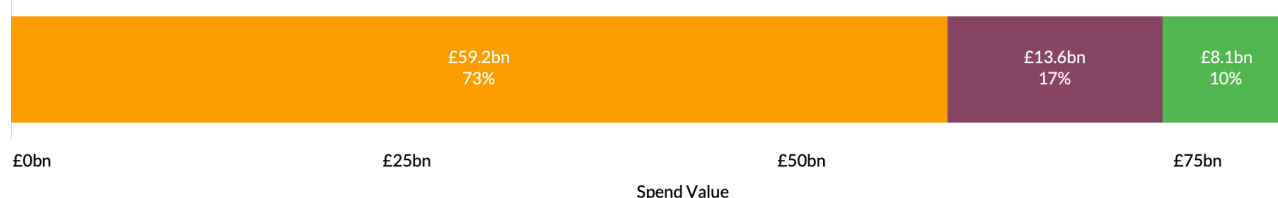


Figure K: Invoices paid to VCSEs, by type of VCSE - April 2019 to March 2024



In FY23/24, the majority (60%) of VCSEs were SMEs (Small and Medium-sized Enterprises)<sup>4</sup>. However, it is the larger VCSEs (Non SMEs) that are making more public sector procurement revenue. While non-SMEs are only 40% of the supplier market, they earn 73% of the total VCSE public sector earnings.

Figure L: Proportion of value of VCSE invoices paid to SMEs and non-SMEs

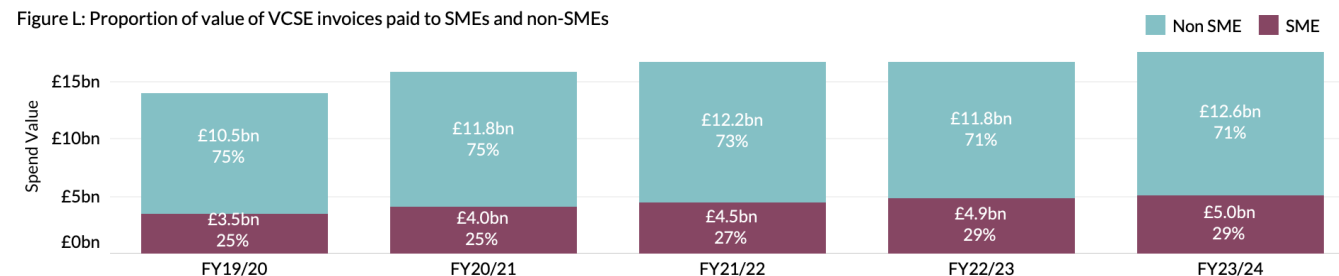
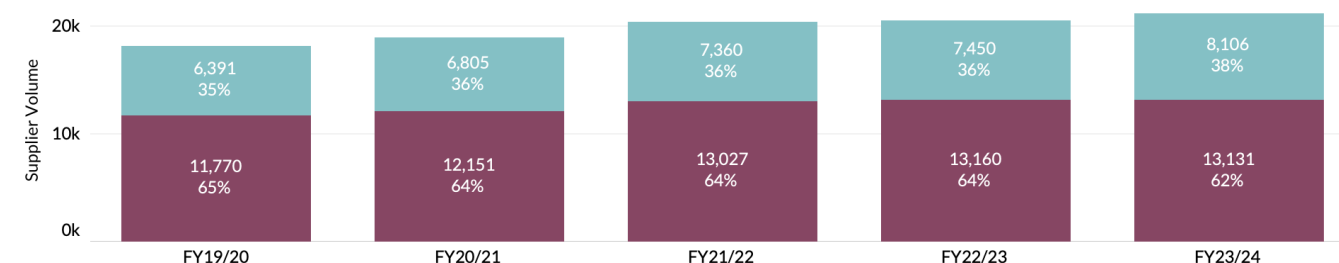


Figure M: Proportion of VCSE suppliers that are SMEs and non-SMEs



<sup>4</sup> Small and Medium-sized Enterprises, as defined by the UK Government Commercial Function. To qualify as an SME an enterprise must have: a) fewer than 250 staff, and b) less than or equal to £44m in annual turnover or a balance sheet total of less than or equal to £38m.

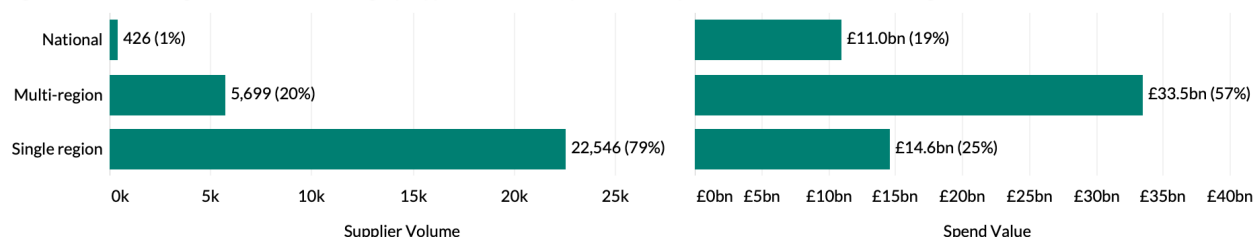


## VCSEs active in the market

Almost 4 out of 5 (79%) VCSEs earn money from contracting authorities based only in a single region (excluding Central Government).

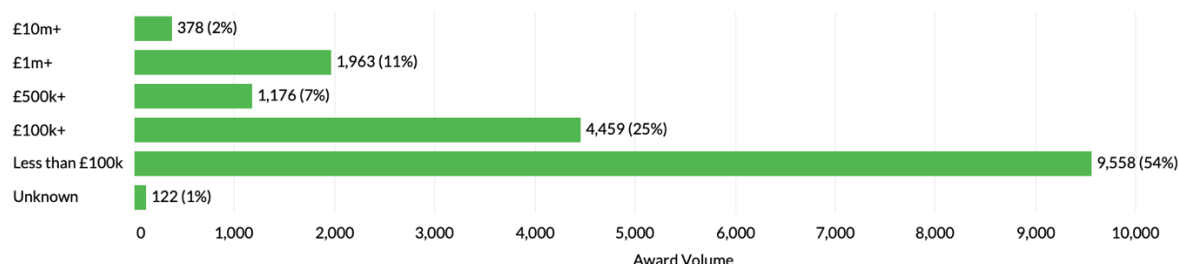
Only 426 VCSEs earned money from authorities in all 9 English regions, this group of suppliers (1% of total VCSEs) earned 19% of the total VCSE revenue over the period, equivalent to £11.0bn.

Figure N: Number of regions VCSEs are invoicing, by supplier volume and spend value - April 2019 - March 2024 (excluding Central Government)



54% of contracts awarded to VCSEs are less than £100k, only 13% of VCSE contracts are £1m or more in value.

Figure O: Value of contracts won by VCSEs, by number of awards - April 2019 to March 2024



Frameworks are not a popular route-to-market with VCSEs. In FY23/24, only 12% of VCSE contracts were awarded via a framework or DPS agreement, compared with 30% for non-VCSEs<sup>5</sup>.

Figure P: VCSEs - Proportion of contract volume awarded to VCSEs via frameworks versus other means - April 2019 to March 2024

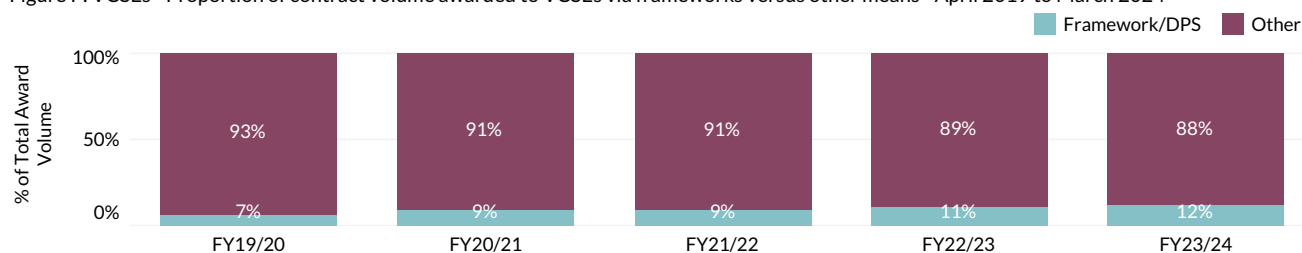
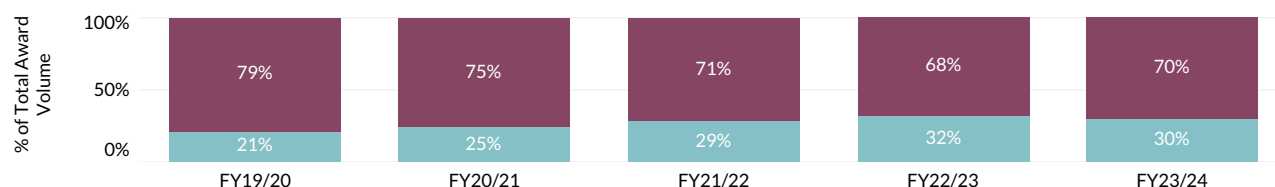


Figure Q: Non VCSEs - Proportion of contracts awarded via a framework or DPS - April 2019 to March 2024

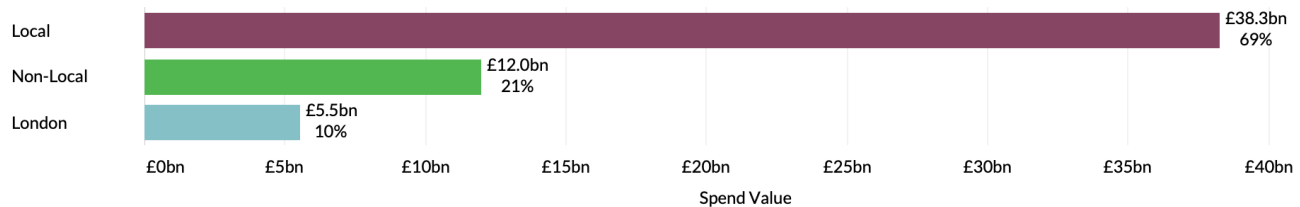


<sup>5</sup> This chart shows the proportion of contract value awarded via **any** government framework or DPS agreement.

## Spending with local VCSEs

More than two thirds (69%) 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 10% of their total VCSE spending with VCSEs based in London.

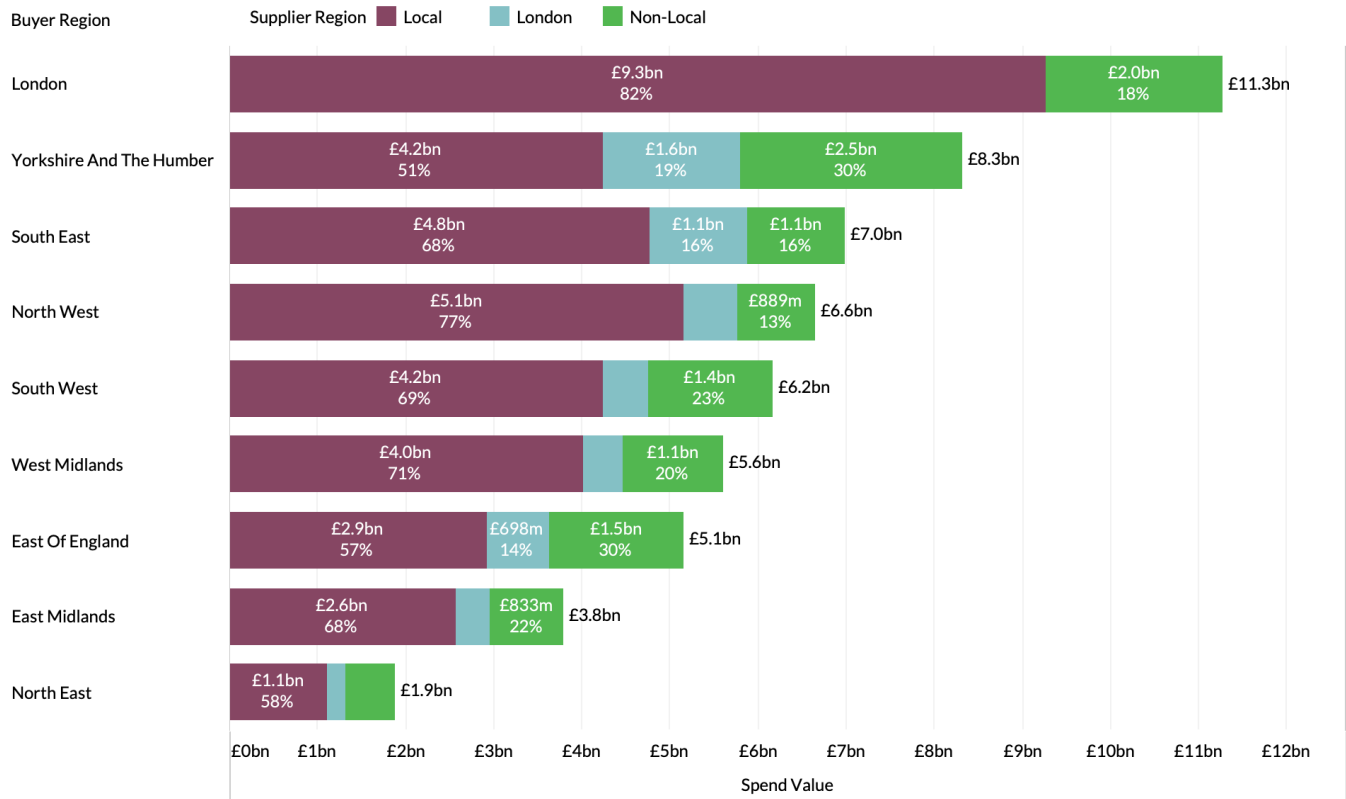
Figure R: Proportion of total Local Government and NHS spending with VCSEs based in same region - April 2019 to March 2024



Local authorities and NHS bodies based in London spent 82% of their total VCSE spending with London-based VCSEs. This contrasts to these bodies in Yorkshire and The Humber, who spent only 51% of total VCSE spending with VCSEs also based in the region, and 49% with organisations based in London or other regions.

Local Government and NHS buyers in these two regions spent the most in absolute terms with VCSE suppliers, £11.1bn and £8.3bn respectively.

Figure S: Proportion of total Local Government and NHS spending with VCSEs based in the same region or in London - April 2019 to March 2024



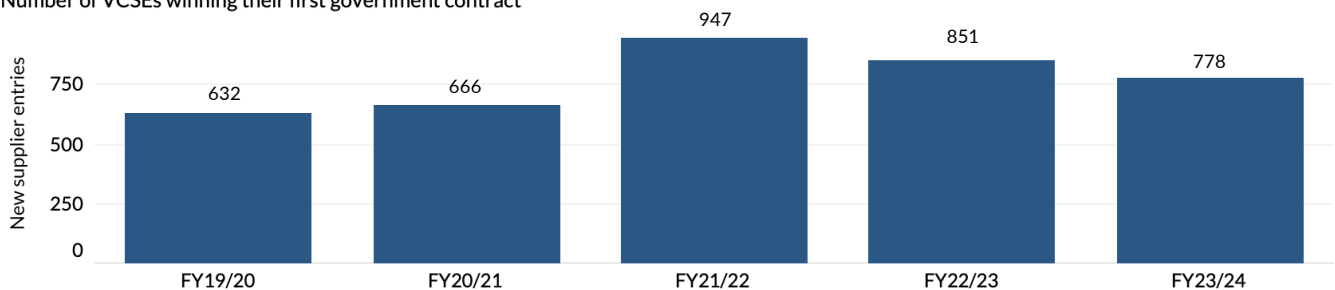
## Sustainability

Of the 2,481 VCSE suppliers that won a government contract in FY23/24, 778 (31% of the total) were winning a contract directly from government for the first time.

In FY21/22, the number of new VCSEs winning their first government contract increased by 42%. This is the same year that overall VCSE contract volume increased by 65%, indicating that while new VCSEs saw a spike, the majority of the increase went to VCSEs already active in the market.

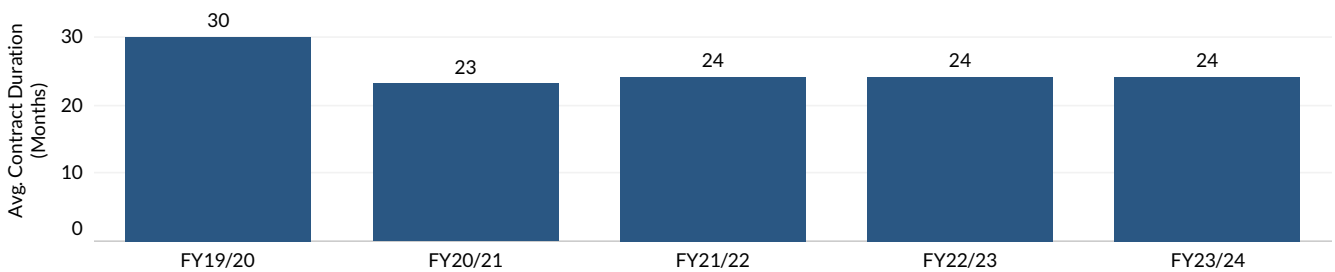
Since then, there has been a steady decline in VCSEs winning their first contract - but not to pre-FY21/22 volumes.

Number of VCSEs winning their first government contract



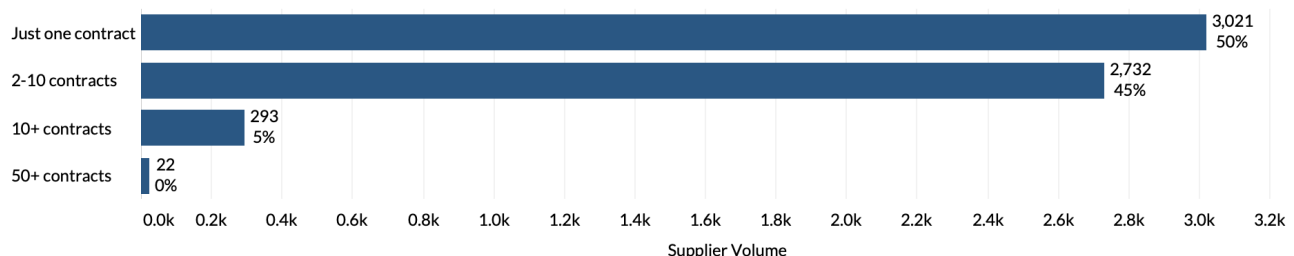
The average duration of contracts awarded to VCSEs has declined since FY19/20, but since then, has remained around 24 months.

Figure U: Average duration (months) of contracts awarded to VCSEs



Half of the VCSEs named on a public sector contract since FY19/20 have won only one contract. A further 45% have been named on 2-10, with a small minority winning more than 10, and only 22 VCSEs winning more than 50 contracts.

Figure V: Distribution of VCSEs by number of contracts won between April 2019 to March 2024



## Sector overview

For the following Sector analysis, only contract award data is used. This is because invoice data has very sparse descriptors, and thus it is basically impossible to identify these sectors in the spend data.

Health & Social Care is by far the largest people service sector, with the public sector awarding contracts worth £73.5bn between FY19/20 and FY23/24.

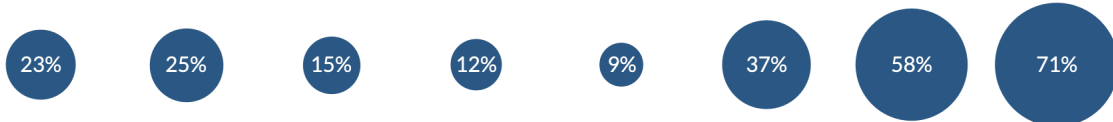
Health & Social Care is also by far the largest people service sector among VCSEs, with a total value of £16.7bn contracts awarded to VCSEs over the period, almost 10 times larger than the next biggest sector, Disability.

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 71% of the value of contracts relating to support for victims of domestic violence and sexual abuse, and 58% of those relating to homelessness.

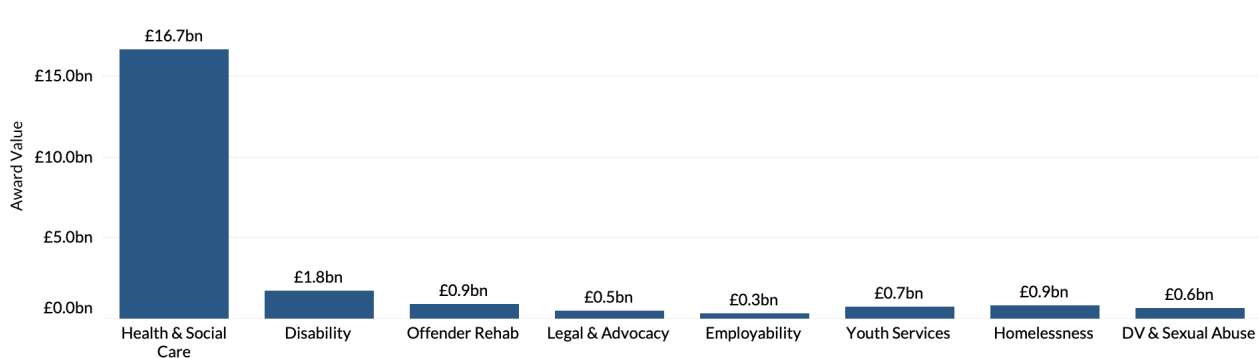
Figure W: Total value of contracts awarded in people service sectors between April 2019 and March 2024



Figure X: Proportion of total value of people service sector contracts won by VCSEs from April 2019 to March 2024



Value of contracts won by VCSEs in people services sectors from April 2019 to March 2024



## **Sector 1 – Health & 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.*

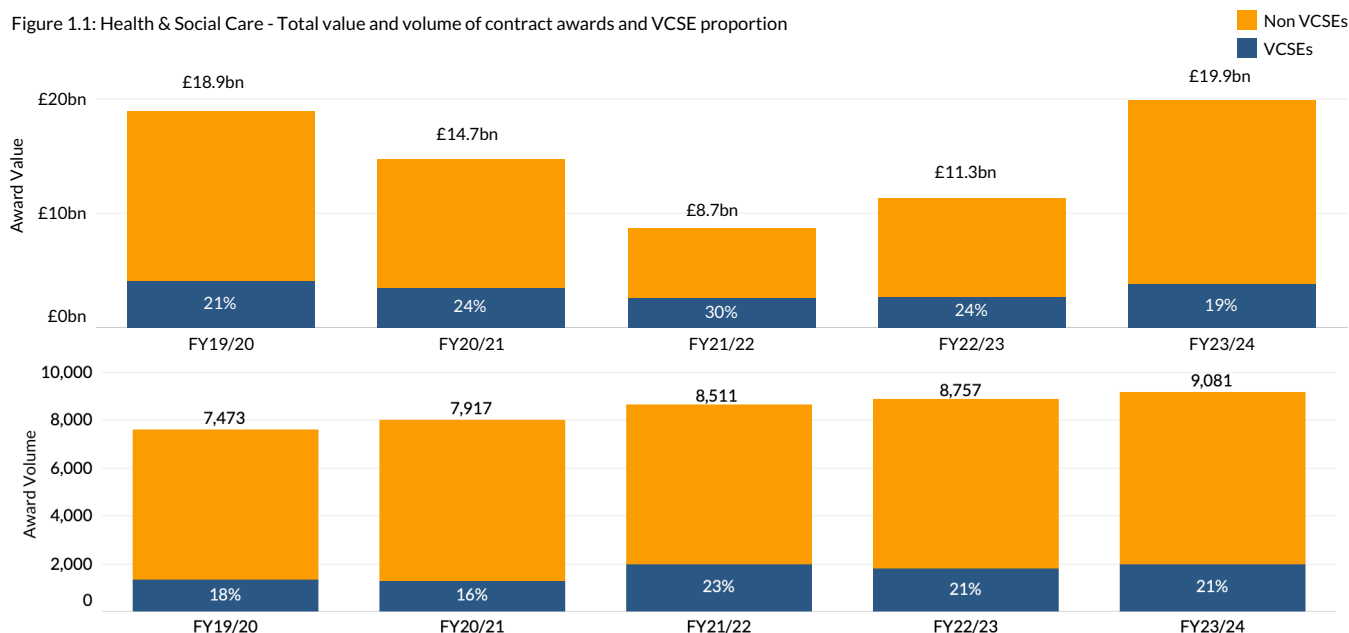
**Keywords used:** home care, health care

## Health & Social Care

£19.9bn worth of Health & Social Care contracts were awarded in FY23/24, across 9,081 contracts.

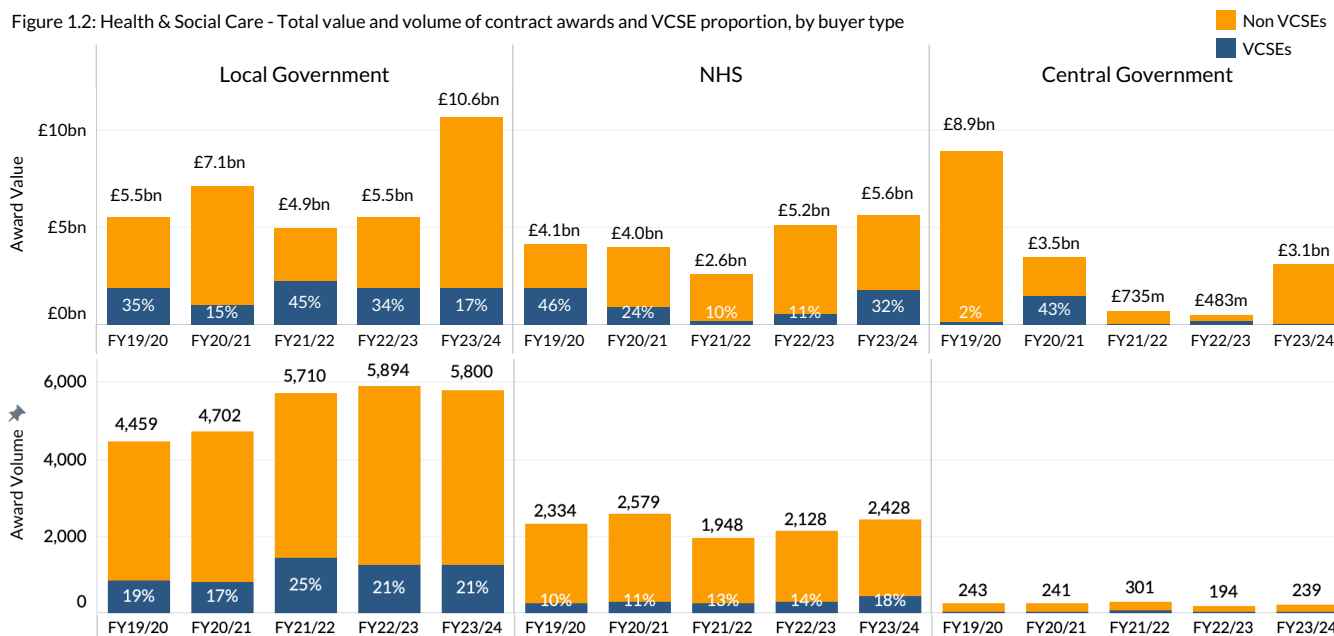
19% of this value went to VCSEs, equivalent to £3.8bn. While this is proportionately less than the prior 2 years, it is more in absolute terms, up from £2.7bn in FY22/23.

Figure 1.1: Health & Social Care - Total value and volume of contract awards and VCSE proportion



Local Government and the NHS award the bulk of Health & Social Care contracts. Typically, 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 suppliers.

Figure 1.2: Health & Social Care - Total value and volume of contract awards and VCSE proportion, by buyer type



## Health & Social Care – Central Government

Among the Central Government departments, DHSC awarded the highest value and volume of contracts to VCSEs in this sector, at £1.8bn across 231 contracts from FY19/20 to FY23/24.

However, as a proportion of total Health & Social Care contracts, DHSC only awarded 25% of the total value, and 23% of the total volume directly to VCSEs. An increase in the proportion of contract value awarded to VCSEs in this department would make a significant difference to VCSE revenue in this sector.

Figure 1.3: Health & Social Care - Total volume and value of contracts awarded to VCSEs and VCSE proportion, by Central Government department - April 2019 to March 2024

| Central Gov't Department | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|--------------------------|-------------------|------------------------------|------------------|-----------------------------|
| DHSC                     | 231               | 23%                          | £1.8bn           | 25%                         |
| Home Office              | 19                | 20%                          | £306m            | 61%                         |
| DWP                      | 12                | 30%                          | £185m            | 6%                          |
| FCDO                     | 4                 | 7%                           | £121m            | 62%                         |
| MOJ                      | 31                | 29%                          | £79m             | 26%                         |
| DfE                      | 29                | 23%                          | £64m             | 37%                         |
| MOD                      | 25                | 21%                          | £39m             | 23%                         |
| Defra                    | 5                 | 6%                           | £28m             | 12%                         |
| MHCLG                    | 4                 | 20%                          | £1m              | 8%                          |
| Cabinet Office           | 9                 | 33%                          | £1m              | 12%                         |
| DfT                      | 21                | 23%                          | £840k            | 5%                          |
| HMRC                     | 4                 | 31%                          | £502k            | 9%                          |
| DCMS                     | 5                 | 14%                          | £311k            | 11%                         |
| DSIT                     | 5                 | 9%                           | £290k            | 5%                          |
| HMT                      | 1                 | 6%                           | £105k            | 3%                          |
| DBT                      | 2                 | 7%                           | £104k            | 4%                          |
| BEIS                     | 2                 | 13%                          | £64k             | 0%                          |

## Health & Social Care – Local Government

Local Government award a large value of contracts per year with Health & Social Care VCSEs. Aside from a dip in FY20/21, the value has remained at £1.9bn or higher per year.

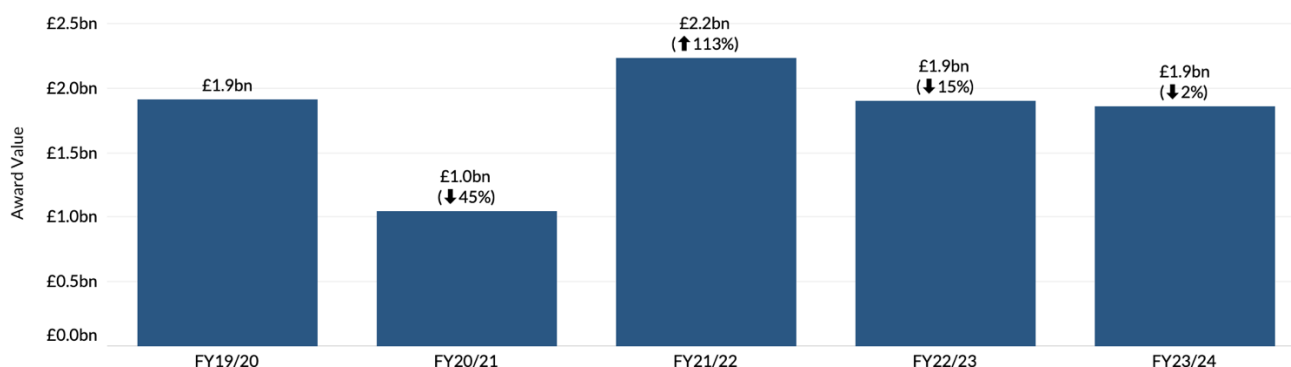
Nottinghamshire County Council awarded both a high absolute value of contracts, and a high proportion of contracts directly to VCSEs in this sector - £512m, 55% of their total Health & Social Care contract value. However, they awarded a lower proportion of their total contract volume to VCSEs, 29%. This indicates a higher average contract value for VCSEs.

The same can be said for numerous Local Authorities in this list, suggesting that this sector has a higher-than-average contract value for VCSEs.

Figure 1.4: Health & Social Care - Total volume and value of contracts awarded to VCSEs and VCSE proportion of the top 10 Local Authorities by VCSE contract value - April 2019 to March 2024

| Contracting Authority           | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|---------------------------------|-------------------|------------------------------|------------------|-----------------------------|
| Nottinghamshire County Council  | 149               | 29%                          | £512m            | 55%                         |
| Hampshire County Council        | 71                | 41%                          | £372m            | 8%                          |
| Leeds City Council              | 195               | 57%                          | £333m            | 80%                         |
| London Borough of Bromley       | 34                | 46%                          | £273m            | 81%                         |
| Kirklees Council                | 73                | 55%                          | £271m            | 50%                         |
| Staffordshire County Council    | 42                | 28%                          | £189m            | 23%                         |
| Royal Borough of Greenwich      | 77                | 59%                          | £172m            | 84%                         |
| Oxfordshire County Council      | 32                | 57%                          | £157m            | 20%                         |
| Sheffield City Council          | 64                | 66%                          | £154m            | 78%                         |
| Westmorland and Furness Council | 71                | 1%                           | £151m            | 76%                         |

Figure 1.5: Health & Social Care - Value of Local Government contracts awarded to VCSEs - April 2019 to March 2024





## Health & Social Care

Global Access Diagnostics were the largest VCSE supplier by value in the Health & Social Care sector, winning a single £1.2bn contract in 2021 to manufacture Lateral Flow Antigen tests in response to the Covid pandemic. GADx became a social enterprise in 2021, now led by a group of philanthropic stakeholders.

Community Integrated Care won a high volume of contracts in this sector - 102 contracts from April 2019 to March 2024. Their contracts ranged from care home services to supported living services.

Figure 1.6: Health & Social Care - Top VCSEs by value of contracts won - April 2019 to March 2024

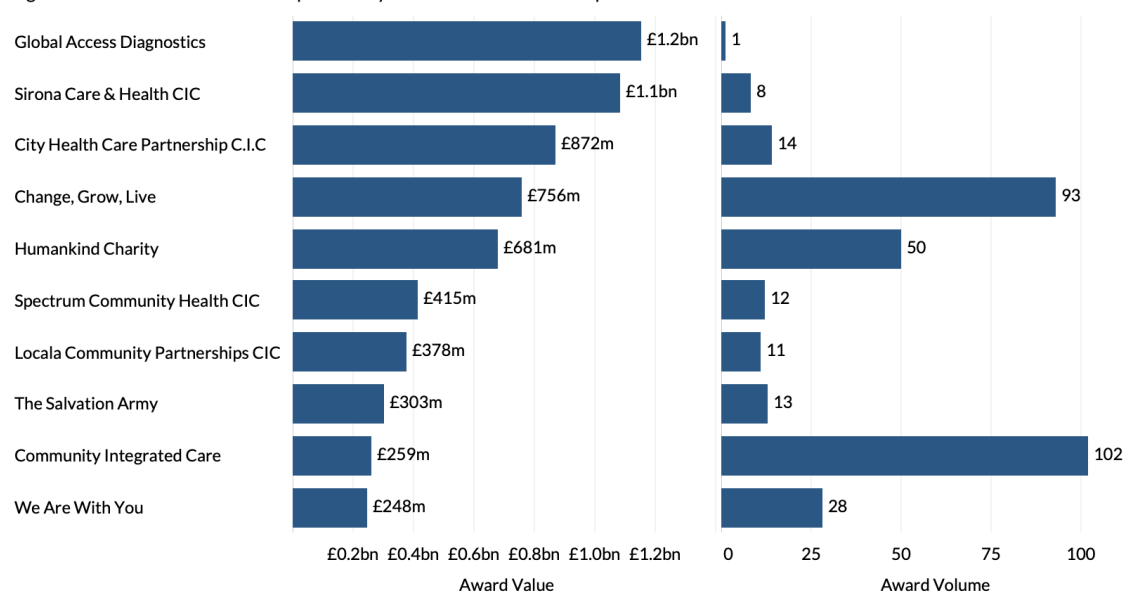


Figure 1.7: Health & Social Care – Largest contracts awarded to VCSEs – April 2019 to March 2024

| Contract title                                                                           | Date awarded | Contracting authority              | Supplier                             | VCSE type | Award value |
|------------------------------------------------------------------------------------------|--------------|------------------------------------|--------------------------------------|-----------|-------------|
| Lateral Flow Antigen tests for Sars-Covid-2                                              | 15/02/2021   | DHSC                               | Global Access Diagnostics Ltd        | Charities | £1.2bn      |
| Adult Community Health Services in the Bristol, North Somerset and South Gloucestershire | 3/9/19       | NHS South Central and West CSU     | Sirona Care & Health CIC             | CIC       | £1.1bn      |
| Community Services                                                                       | 13/03/2024   | NHS Humber and North Yorkshire ICB | City Health Care Partnership CIC     | CIC       | £841m       |
| 2020 Modern Slavery Victim Care Contract                                                 | 29/06/2020   | Home Office                        | The Salvation Army                   | Charities | £281m       |
| Kirklees Community Services                                                              | 31/10/2023   | NHS West Yorkshire ICB             | Locala Community Partnerships C.I.C. | CIC       | £266m       |

## **Sector 2 – Offender Rehabilitation**

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

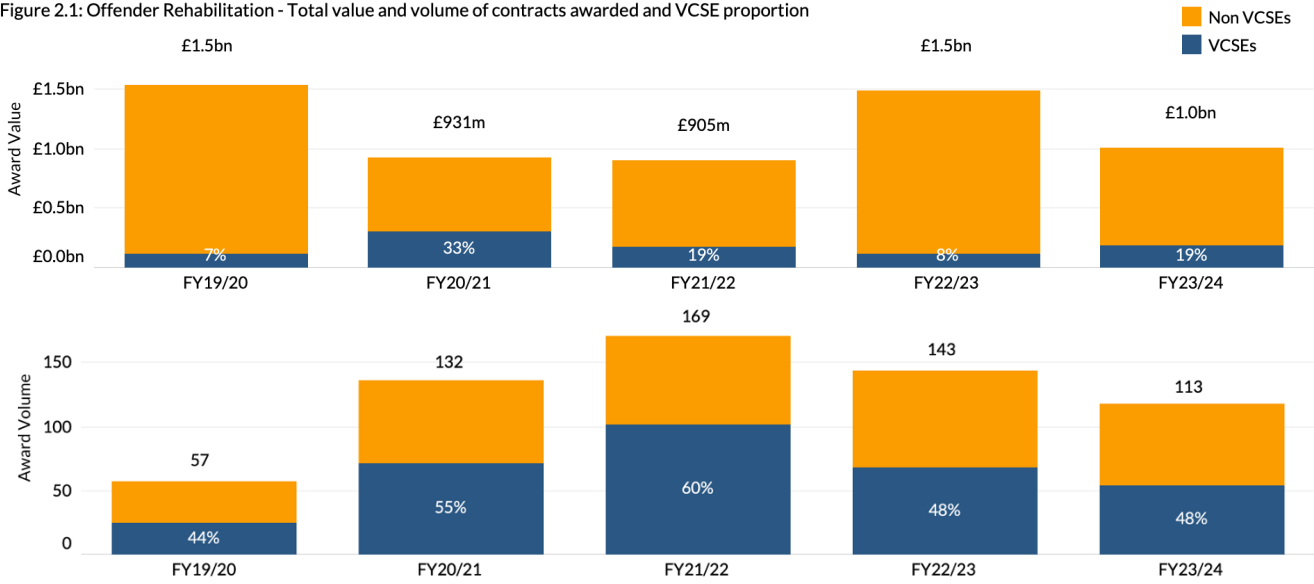
**Keywords:** adult custody, adult detention, care and justice service, criminal justice, custodial detention, custodial service, custodial healthcare, detention accommodation, detention service, electronic monitoring, holding facilities, immigration centre, immigration custody, immigration removal, immigration service, liaison and diversion service, offender accommodation, offender management, offender AND work programme, pre departure accommodation, predeparture accommodation, 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, rehabilitative services, youth custody, youth detention, youth justice

## Offender Rehabilitation

In FY23/24, £1.0bn of Offender Rehabilitation contracts were awarded by the public sector, across 113 awards.

19% of this value went to VCSEs, equivalent to £188m. This is greater in absolute and proportionate terms than the prior two years.

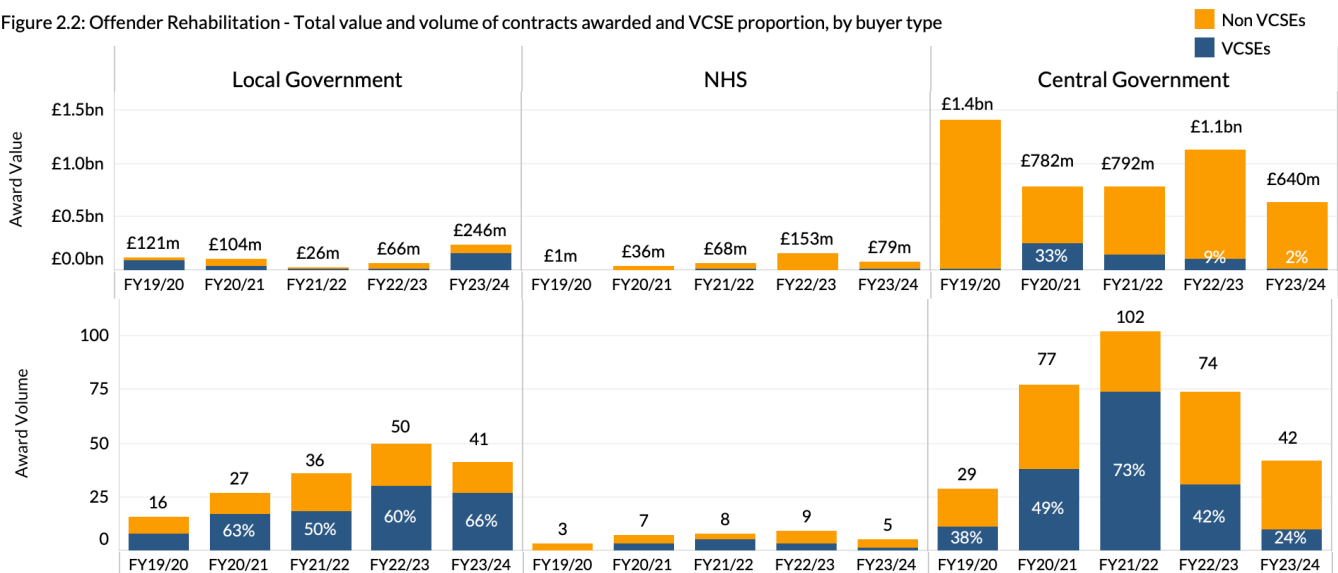
Figure 2.1: Offender Rehabilitation - Total value and volume of contracts awarded and VCSE proportion



Central Government awarded the most contracts in this sector by both volume and value - with the majority awarded by MOJ.

On average, VCSEs made up 51% of the volume of Central Government Offender Rehabilitation contracts, but only 11% of the value - indicating a lower average contract value for VCSEs.

Figure 2.2: Offender Rehabilitation - Total value and volume of contracts awarded and VCSE proportion, by buyer type



## Offender Rehabilitation – Central Government

MOJ awarded the highest value and volume of contracts to VCSEs in this sector, £521m across 161 contracts. However, this was only 12% of their total contract value. A small increase in this proportion would have a significant impact on VCSE revenue in this sector.

DHSC awarded 45% of their Offender Rehabilitation contracts to VCSEs over the period, but only 4% of their total value, indicating a much lower average contract value for VCSEs than other suppliers.

Figure 2.3: Offender Rehabilitation - Total volume and value of contracts awarded to VCSEs and VCSE proportion, by Central Government department - April 2019 to March 2024

| Central Gov't Department | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|--------------------------|-------------------|------------------------------|------------------|-----------------------------|
| MOJ                      | 161               | 55%                          | £521m            | 12%                         |
| DHSC                     | 5                 | 45%                          | £8m              | 4%                          |
| FCDO                     | 1                 | 25%                          | £379k            | 4%                          |
| Home Office              | 2                 | 14%                          | £188k            | 0.2%                        |
| HMRC                     | 1                 | 50%                          | £100k            | 43%                         |
| DCMS                     | 2                 | 67%                          | £55k             | 79%                         |

## Offender Rehabilitation – Local Government

The value of Offender Rehabilitation contracts awarded by Local Government declined year on year from FY19/20 to FY22/23, until a 1043% spike in FY23/24. This was caused by a single £103m contract for adult substance misuse services awarded by Sheffield City Council to Humankind Charity.

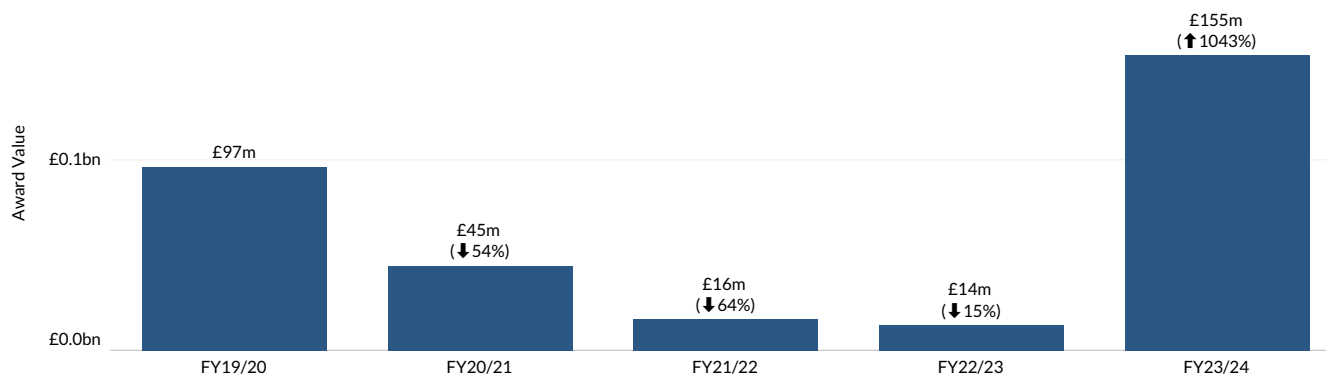
Due to this contract, Sheffield County Council awarded the highest value of contracts among Local Authorities in this sector, and a high proportion of total contracts to VCSEs - 93%.

Many of the Local Authorities in this sector awarded a high proportion of their value and volume of contracts to VCSEs, indicating an active effort to incorporate VCSEs into elements of wider contracts.

Figure 2.4: Offender Rehabilitation - Total volume and value of contracts awarded to VCSEs and VCSE proportion of the top 10 Local Authorities by VCSE contract value - April 2019 to March 2024

| Contracting Authority                 | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|---------------------------------------|-------------------|------------------------------|------------------|-----------------------------|
| Sheffield City Council                | 13                | 93%                          | £106m            | 100%                        |
| Staffordshire County Council          | 1                 | 100%                         | £55m             | 100%                        |
| Dorset Council                        | 2                 | 67%                          | £24m             | 99%                         |
| Walsall Council                       | 3                 | 100%                         | £17m             | 100%                        |
| Royal Borough of Kensington & Chelsea | 1                 | 100%                         | £16m             | 50%                         |
| Lancashire County Council             | 4                 | 100%                         | £16m             | 100%                        |
| London Borough of Camden              | 1                 | 100%                         | £14m             | 100%                        |
| Westminster City Council              | 1                 | 100%                         | £13m             | 29%                         |
| Nottingham City Council               | 3                 | 75%                          | £7m              | 59%                         |
| Cheshire East Council                 | 2                 | 100%                         | £7m              | 100%                        |

Figure 2.5: Offender Rehabilitation - Value of Local Government contracts awarded to VCSEs - April 2019 to March 2024



## Offender Rehabilitation

Humankind Charity won the largest value of Offender Rehabilitation contracts over the period, £183m across 5 contracts. Of these contracts, 3 were in the top 5 highest value in the sector - all for substance misuse services.

The highest value contract in this sector references a collection of call-offs awarded via the MOJ's probation services dynamic framework, £112m of which were awarded to 17 charitable organisations.

Figure 2.6: Offender Rehabilitation - Top VCSEs by value of contracts won - April 2019 to March 2024

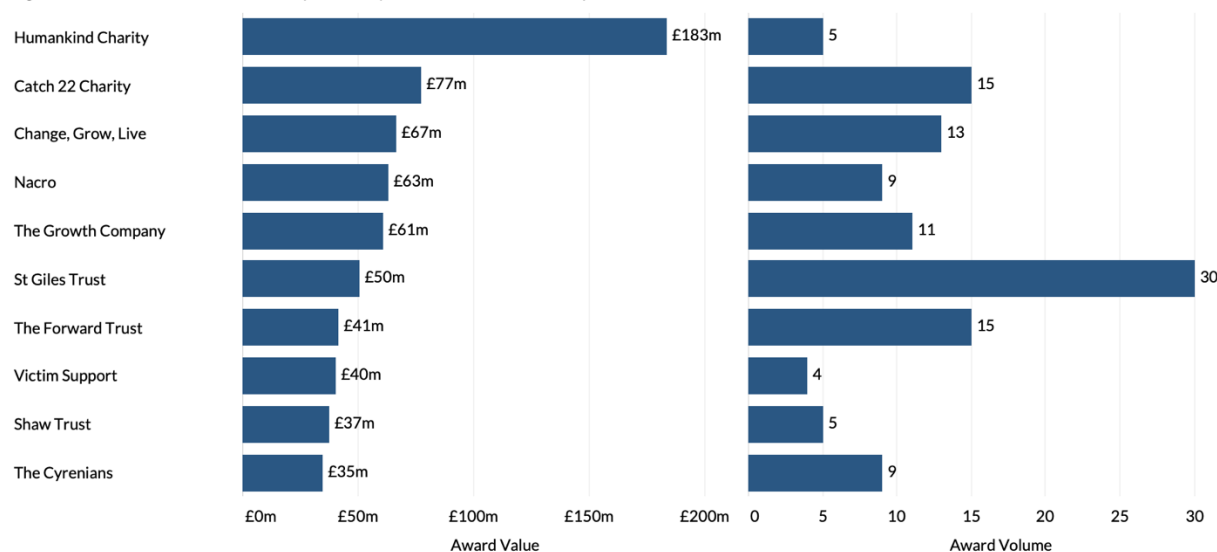


Figure 2.7: Offender Rehabilitation – Largest contracts awarded to VCSEs – April 2019 to March 2024

| Contract title                                                     | Date awarded | Contracting authority | Supplier                                              | VCSE type | Award value |
|--------------------------------------------------------------------|--------------|-----------------------|-------------------------------------------------------|-----------|-------------|
| Probation Services Dynamic Framework – Day 1 Services              | 15/12/2020   | Ministry of Justice   | Catch 22 Charity                                      | Charities | £32m        |
|                                                                    |              |                       | The Cyrenians                                         | Charities | £17m        |
|                                                                    |              |                       | Nacro                                                 | Charities | £14m        |
|                                                                    |              |                       | The Forward Trust                                     | Charities | £14m        |
|                                                                    |              |                       | Advance Advocacy And Non-Violence Community Education | Charities | £6m         |
|                                                                    |              |                       | Together Women Projects (Yorkshire And Humberside)    | Charities | £6m         |
|                                                                    |              |                       | PSS (UK)                                              | Charities | £4m         |
|                                                                    |              |                       | The Nelson Trust                                      | Charities | £4m         |
|                                                                    |              |                       | Nottingham Women's Centre                             | Charities | £2m         |
|                                                                    |              |                       | Lancashire Women                                      | Charities | £2m         |
|                                                                    |              |                       | The Women's Centre Cornwall                           | Charities | £2m         |
|                                                                    |              |                       | Womens Work (Derbyshire) Limited                      | Charities | £2m         |
|                                                                    |              |                       | Foundation                                            | Charities | £2m         |
|                                                                    |              |                       | Brighton Women's Centre                               | Charities | £2m         |
|                                                                    |              |                       | Willowdene Rehabilitation Limited                     | Charities | £1m         |
| Adult Substance Misuse Service - Sheffield                         | 7/4/23       | Sheffield CC          | Humankind Charity                                     | Charities | £103m       |
| Services for People with Drug and Alcohol Problems                 | 23/12/2019   | Staffordshire CC      | Humankind Charity                                     | Charities | £55m        |
| Community Accommodation Service                                    | 11/02/2022   | Ministry of Justice   | Nacro                                                 | Charities | £35m        |
| Integrated All Age Substance Misuse Treatment and Recovery Service | 18/07/2023   | Dorset Council        | Humankind Charity                                     | Charities | £23m        |

## **Sector 3 – 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).

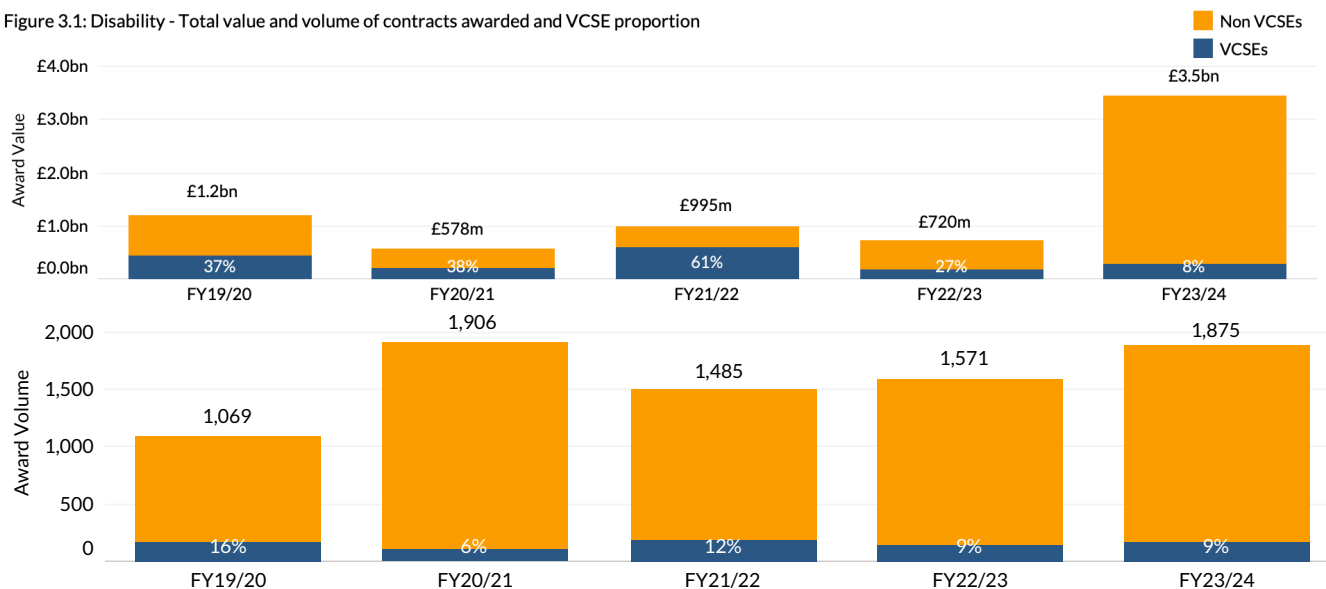
**Keywords:** person with reduced mobility, disabled person, disabled people, disability, disabilities, learning difficulty, sensory impairments, brain injury, mobility difficulty, deaf, sign language, hard of hearing, blind, partially-sighted, dyslexia, dyspraxia, ADHD, autism, asperger, chronic fatigue,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

## Disability

£3.5bn worth of Disability contracts were awarded in FY23/24, across 1,875 contracts. Of this value, 8% went directly to VCSEs, equivalent to £291m. In proportionate terms, this has decreased versus the prior years, but in absolute terms, the value of Disability contracts to VCSEs increased from £191m in FY22/23 to £291m in FY23/24.

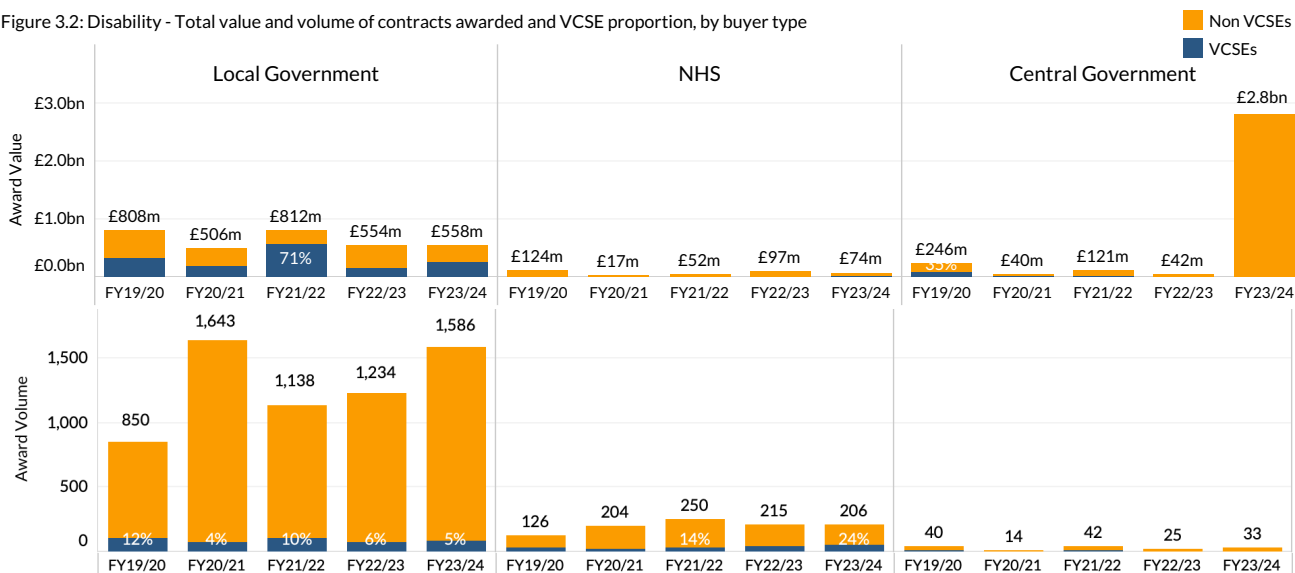
Most of this VCSE value comes from Local Government buyers.

Figure 3.1: Disability - Total value and volume of contracts awarded and VCSE proportion



Local Government awards the most contracts in this sector by both value and volume. The spike in Central Government value in FY23/24 is due to a £2.8bn contract awarded by the Department for Work and Pensions for a Functional Assessment service. This contract went to 4 non-VCSE suppliers: Ingeus, Maximus, Serco and Capita.

Figure 3.2: Disability - Total value and volume of contracts awarded and VCSE proportion, by buyer type





## Disability – Central Government

Among the Central Government departments, DWP awarded the highest value of contracts to VCSE suppliers in this sector, worth £61m across 8 contracts during the period. This made up 19% of DWP's contract volume in the Disability sector and 2% of their value, suggesting a lower than average contract value for this sector.

DHSC awarded a higher volume of contracts to VCSEs in this sector, 33 contracts worth £12m, making up 23% of the total volume of contracts they awarded in this sector.

HMRC and Defra awarded just 3 contracts collectively in this sector but all of those went to VCSEs.

Figure 3.3: Disability - Total volume and value of contracts awarded to VCSEs and VCSE proportion, by Central Government department - April 2019 to March 2024

| Central Gov't Department | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|--------------------------|-------------------|------------------------------|------------------|-----------------------------|
| DWP                      | 8                 | 19%                          | £61m             | 2%                          |
| FCDO                     | 4                 | 18%                          | £37m             | 23%                         |
| DfE                      | 9                 | 50%                          | £30m             | 32%                         |
| DHSC                     | 33                | 42%                          | £12m             | 23%                         |
| DfT                      | 6                 | 32%                          | £311k            | 13%                         |
| HMRC                     | 1                 | 100%                         | £280k            | 100%                        |
| Cabinet Office           | 5                 | 42%                          | £246k            | 1%                          |
| DSIT                     | 1                 | 20%                          | £156k            | 18%                         |
| DCMS                     | 1                 | 8%                           | £18k             | 2%                          |
| Defra                    | 2                 | 100%                         | £16k             | 100%                        |

## Disability – Local Government

Local Government award value in the Disability sector has fluctuated year on year, as is common with contract data which can be influenced by a few high value contracts. A handful of high value supported living and accommodation contracts caused a particular peak in FY21/22.

Hampshire County Council awarded the highest value and volume of VCSE contracts in this sector - £280m making up 72% of their total sector contract value and 17 contracts making up 61% of their total sector contract volume.

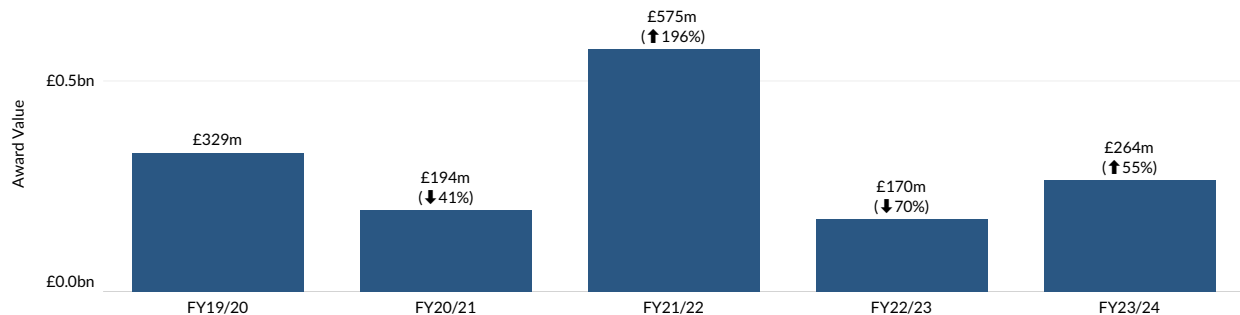
A high volume of Local Government contracts in this sector were awarded to both VCSEs and non-VCSEs.

Figure 3.4: Disability - Total volume and value of contracts awarded to VCSEs and VCSE proportion of the top 10 Local Authorities by VCSE contract value - April 2019 to March 2024

| Contracting Authority                       | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|---------------------------------------------|-------------------|------------------------------|------------------|-----------------------------|
| Hampshire County Council                    | 17                | 61%                          | £280m            | 72%                         |
| London Borough of Bromley                   | 2                 | 40%                          | £165m            | 75%                         |
| Barnsley Metropolitan Borough Council       | 11                | 79%                          | £114m            | 61%                         |
| Oxfordshire County Council                  | 10                | 91%                          | £102m            | 81%                         |
| Warwickshire County Council                 | 6                 | 67%                          | £78m             | 93%                         |
| London Borough of Brent*                    | 2                 | 100%                         | £61m             | 90%                         |
| Wakefield Metropolitan District Council     | 5                 | 63%                          | £56m             | 50%                         |
| East Sussex County Council                  | 4                 | 50%                          | £43m             | 96%                         |
| Calderdale Metropolitan Borough Council     | 8                 | 89%                          | £42m             | 33%                         |
| South Tyneside Metropolitan Borough Council | 5                 | 29%                          | £42m             | 37%                         |

\* Where a single contract is awarded to both VCSE and other suppliers, it is defined as a 'VCSE' contract in award volume, but the value is split as per the contract award details.

Figure 3.5: Disability - Value of Local Government contracts awarded to VCSEs - April 2019 to March 2024



## Disability

Community Integrated Care won the highest value of Disability contracts among VCSEs, awarded £166m across 30 contracts.

The largest VCSE contract in this sector was awarded by Hampshire County Council to 6 VCSE suppliers for the provision of younger adults' supported services over 5 years, worth £205m. All 5 of the top VCSE contracts were awarded by Local Authorities.

As seen across almost all of people services sectors, many of the high value VCSE contracts were awarded to multiple VCSEs.

Figure 3.6: Disability - Top VCSEs by value of contracts won - April 2019 to March 2024

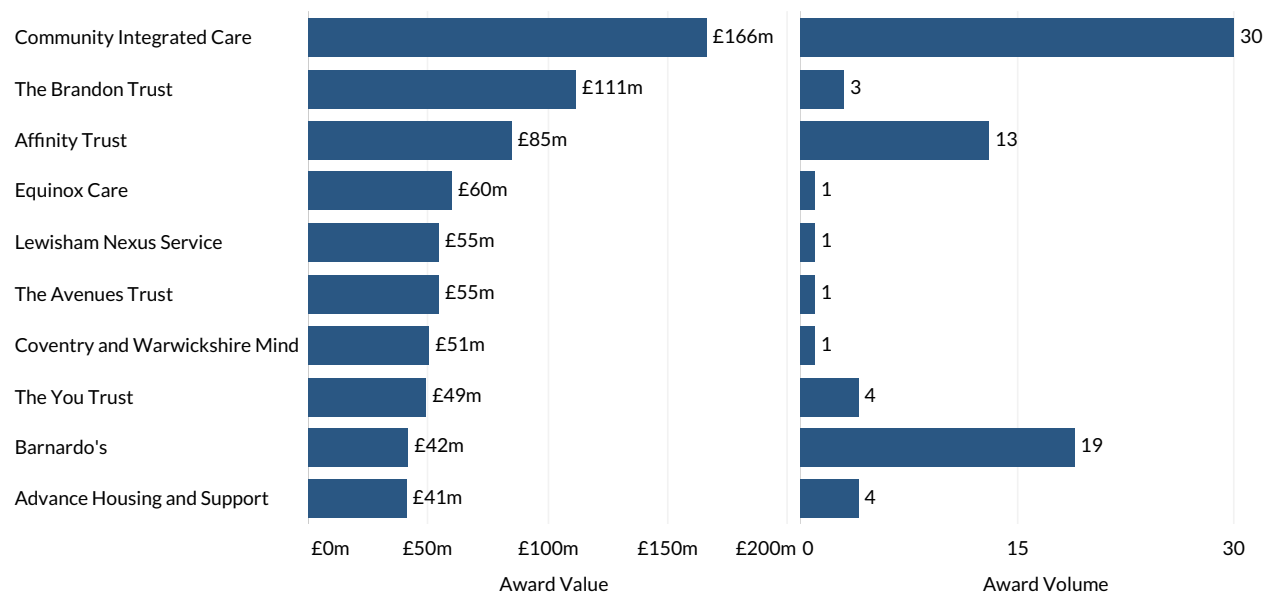


Figure 3.7: Disability – Largest contracts awarded to VCSEs – April 2019 to March 2024

| Contract title                          | Date awarded | Contracting authority                 | Supplier                    | VCSE type | Award value |
|-----------------------------------------|--------------|---------------------------------------|-----------------------------|-----------|-------------|
| Younger Adults' Supported Accommodation | 10/12/21     | Hampshire CC                          | The Brandon Trust           | Charities | £34m        |
|                                         |              |                                       | Advance Housing and Support | NPO       | £34m        |
|                                         |              |                                       | Andover And District Mencap | Charities | £34m        |
|                                         |              |                                       | Autism Hampshire            | Charities | £34m        |
|                                         |              |                                       | Community Integrated Care   | Charities | £34m        |
|                                         |              |                                       | The You Trust               | Charities | £34m        |
| Supported Living Services in Bromley    | 8/11/21      | London Borough of Bromley             | The Brandon Trust           | Charities | £55m        |
|                                         |              |                                       | Lewisham Nexus Service      | Charities | £55m        |
|                                         |              |                                       | The Avenues Trust Group     | Charities | £55m        |
| Short Breaks Play and Leisure Service   | 28/02/2020   | Barnsley Metropolitan Borough Council | Barnardo's                  | Charities | £24m        |
|                                         |              |                                       | Barnsley FC Community Trust | Charities | £24m        |
|                                         |              |                                       | YMCA Barnsley               | Charities | £24m        |
| Supported Living Services               | 30/05/2021   | London Borough of Brent               | Equinox Care                | Charities | £60m        |
| Keyworker Services                      | 16/01/2023   | Warwickshire CC                       | The Brandon Trust           | Charities | £51m        |

## **Sector 4 – 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.)

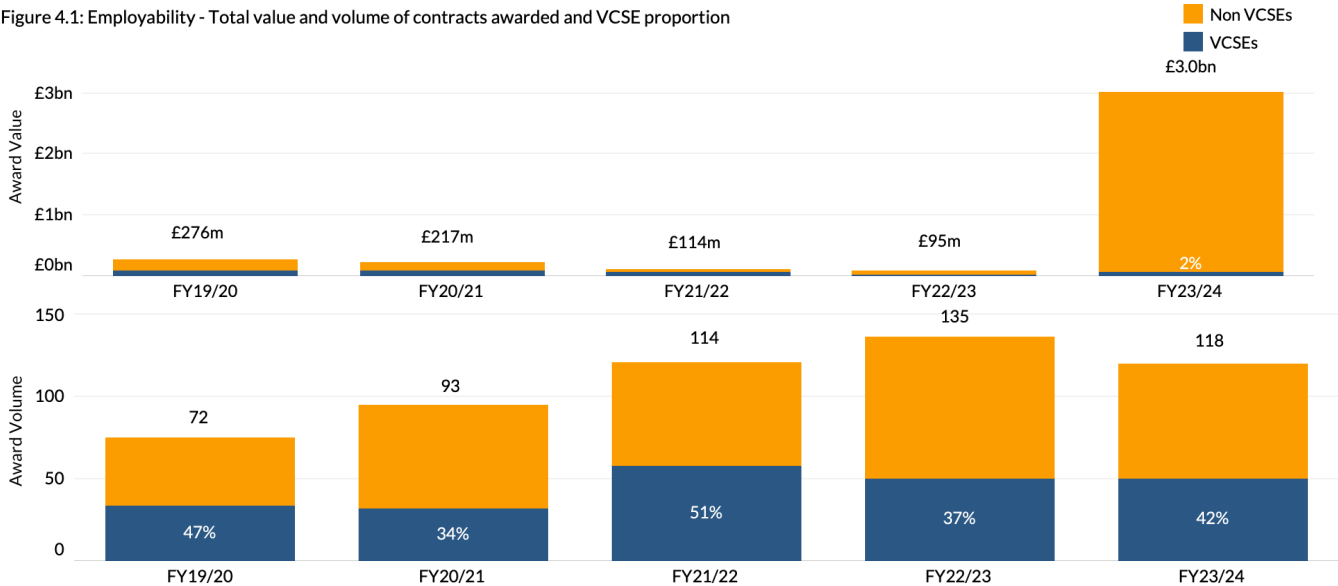
**Keywords:** apprenticeship, career advice, careers advice, employability, employment, find-a-job, findajob, jobs, jobcentre, job centre, jobmatch, job match, job-match, job skills, retraining, reskilling, re-training, re-skilling, traineeship, traineeships, upskilling, employment training, employment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

## Employability

£3.0bn worth of Employability contracts were awarded in FY23/24, across 118 contracts. Only 2% of this value went to VCSEs, a much smaller proportion compared to previous years, where the average proportion to VCSEs was 33%. This is due to a large £2.8bn contract awarded to non-VCSEs for a Functional Assessment service.

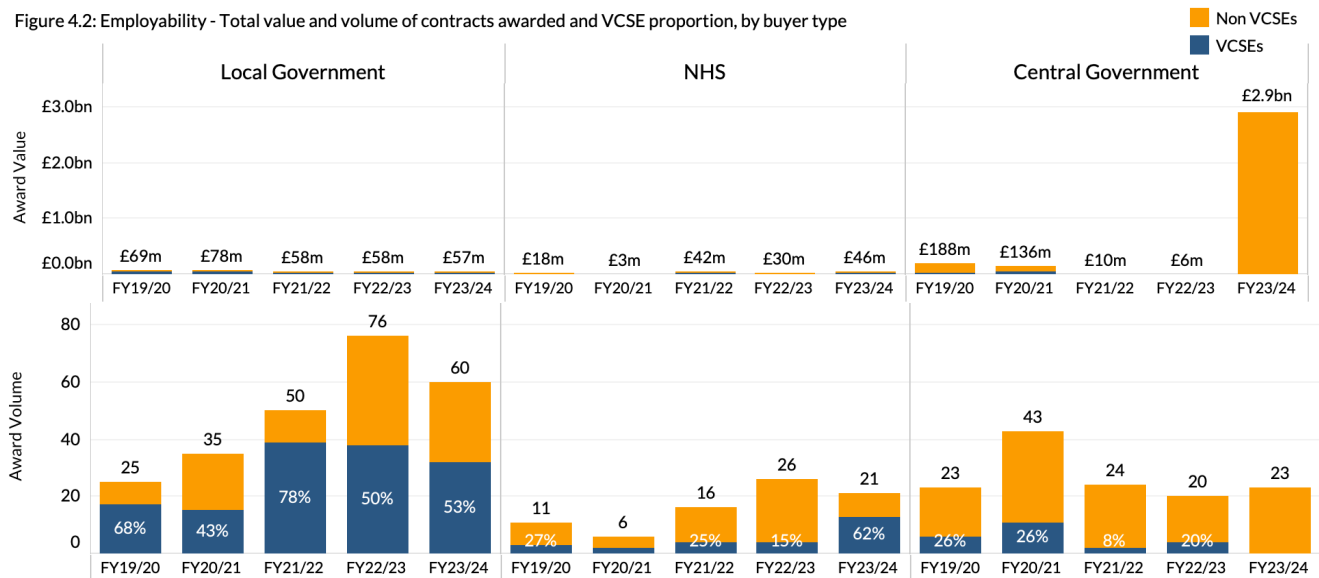
However, in absolute terms, the value of Employability contracts awarded to VCSEs increased, from £28m in FY22/23 to £67m in FY23/24.

Figure 4.1: Employability - Total value and volume of contracts awarded and VCSE proportion



Local Government awards the highest volume of contracts in this sector, but the highest value over the period comes from Central Government. This is due to the £2.8bn contract awarded in FY22/23 by DWP for a Functional Assessment service.

Figure 4.2: Employability - Total value and volume of contracts awarded and VCSE proportion, by buyer type



## Employability – Central Government

MOJ awarded the highest value of awards to VCSEs in the Employability sector - £42m from FY19/20 to FY23/24 (37% of their total sector value). For DWP, whilst they awarded a similar value of £27m to VCSEs in this sector, it made up significantly less of their total sector award value (1%).

DHSC and DfE awarded the highest volume of contracts to VCSEs among Central Government departments in this sector, at 7 contracts each. DfE also awarded the highest proportion of contract volume and value to VCSEs, showing an effort to work directly with VCSEs in this sector.

Figure 4.3: Employability - Total volume and value of contracts awarded to VCSEs and VCSE proportion, by Central Government department - April 2019 to March 2024

| Central Gov't Department | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|--------------------------|-------------------|------------------------------|------------------|-----------------------------|
| MOJ                      | 9                 | 33%                          | £42m             | 37%                         |
| DWP                      | 5                 | 25%                          | £27m             | 1%                          |
| DHSC                     | 7                 | 20%                          | £10m             | 29%                         |
| DfE                      | 7                 | 29%                          | £5m              | 30%                         |
| HMRC                     | 1                 | 14%                          | £185k            | 17%                         |
| Defra                    | 1                 | 20%                          | £92k             | 21%                         |

## Employability – Local Government

In FY23/24, Local Government awarded £41m of Employability contracts to VCSEs.

London Borough of Ealing awarded the highest value of contracts to VCSEs in this sector over the period - £23m making up 100% of their total sector contract value.

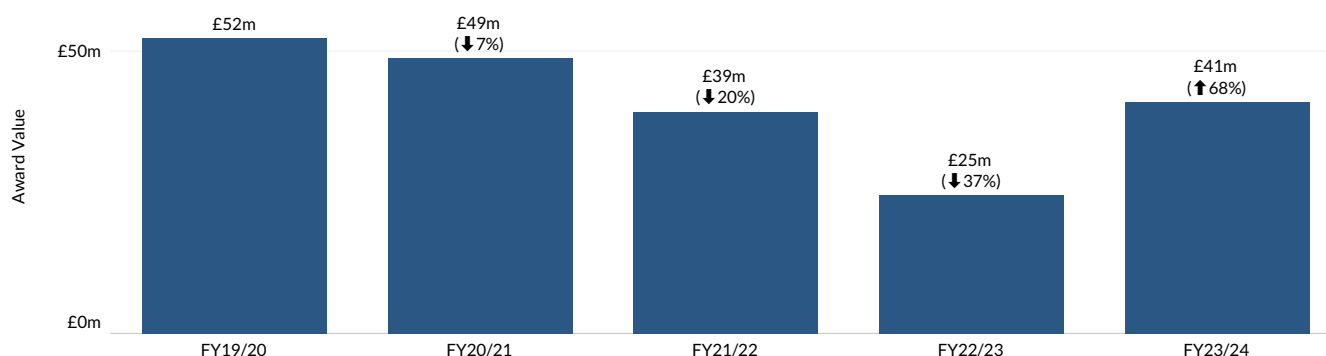
North Somerset Council, West Sussex County Council and London Borough of Tower Hamlets also saw 100% of their contract value and volume in this sector go to VCSEs, across the 3 contracts they collectively awarded.

Figure 4.4: Employability - Total volume and value of contracts awarded to VCSEs and VCSE proportion of the top 10 Local Authorities by VCSE contract value - April 2019 to March 2024

| Contracting Authority                   | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|-----------------------------------------|-------------------|------------------------------|------------------|-----------------------------|
| London Borough of Ealing                | 1                 | 100%                         | £23m             | 100%                        |
| Durham County Council                   | 5                 | 63%                          | £17m             | 99%                         |
| Royal Borough of Kensington & Chelsea   | 3                 | 75%                          | £17m             | 42%                         |
| Hampshire County Council                | 5                 | 83%                          | £10m             | 46%                         |
| North Somerset Council                  | 1                 | 100%                         | £10m             | 100%                        |
| London Borough of Brent                 | 2                 | 33%                          | £8m              | 57%                         |
| Stockport Metropolitan Borough Council* | 2                 | 100%                         | £7m              | 42%                         |
| West Sussex County Council              | 1                 | 100%                         | £7m              | 100%                        |
| Peterborough City Council               | 1                 | 25%                          | £7m              | 75%                         |
| London Borough of Tower Hamlets         | 1                 | 100%                         | £6m              | 100%                        |

\* Where a single contract is awarded to both VCSE and other suppliers, it is defined as a 'VCSE' contract in award volume, but the value is split as per the contract award details.

Figure 4.5: Employability - Value of Local Government contracts awarded to VCSEs - April 2019 to March 2024



## Employability

Change, Grow, Live won the highest value of contracts among VCSEs in the Employability sector, having been awarded £42m across 4 contracts.

Two of their contracts were also among the highest value contracts awarded in this sector - both were for drugs and alcohol treatment services, awarded by London Borough of Ealing and Royal Borough of Kensington & Chelsea.

Figure 4.6: Employability - Top VCSEs by value of contracts won - April 2019 to March 2024

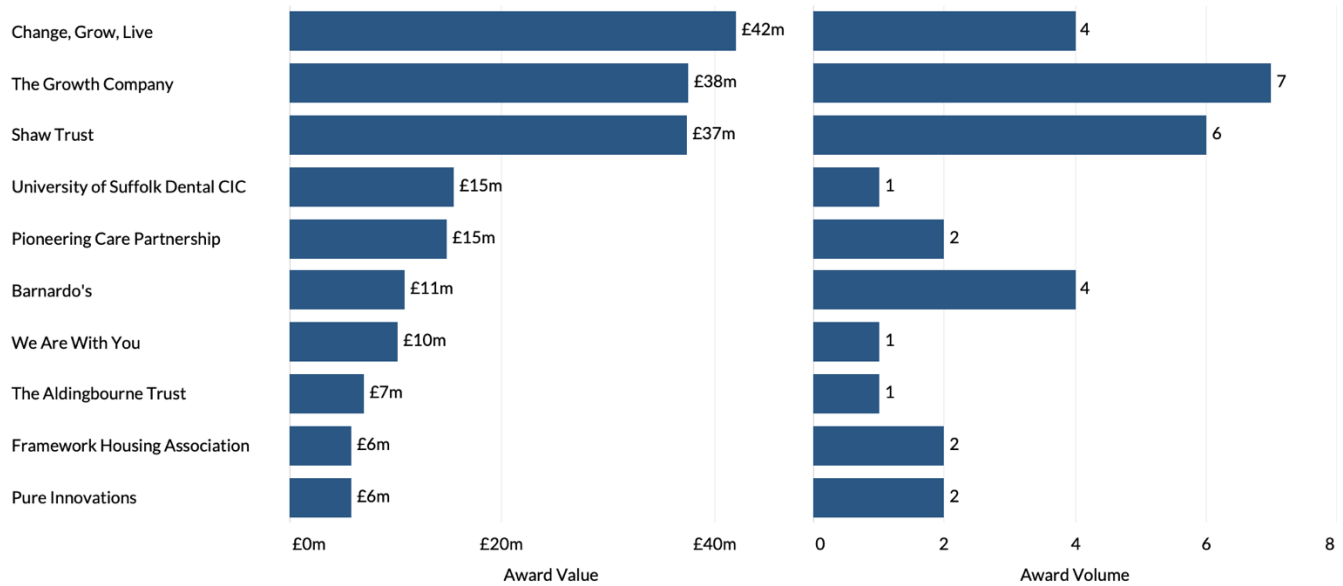


Figure 4.7: Employability – Largest contracts awarded to VCSEs – April 2019 to March 2024

| Contract title                                                                | Date awarded | Contracting authority                 | Supplier                         | VCSE type | Award value |
|-------------------------------------------------------------------------------|--------------|---------------------------------------|----------------------------------|-----------|-------------|
| Ealing's Drug and Alcohol Treatment Service for Adults and Young People       | 1/4/20       | London Borough of Ealing              | Change, Grow, Live               | Charities | £23m        |
| Core Drugs and Alcohol Treatment Service                                      | 2/3/21       | Royal Borough of Kensington & Chelsea | Change, Grow, Live               | Charities | £16m        |
| NHS Primary Care Dentistry supporting Dental Workforce Training and Education | 12/4/23      | NHS Suffolk and North East Essex ICB  | UNIVERSITY OF SUFFOLK DENTAL CIC | CIC       | £15m        |
| County Durham Adult Wellbeing Services                                        | 13/12/2023   | Durham CC                             | Pioneering Care Partnership      | Charities | £14m        |
| Adult Community Based Drug & Alcohol Treatment Service                        | 7/1/20       | North Somerset Council                | We Are With You                  | Charities | £10m        |

6

<sup>6</sup> These contracts are in the employability sector due to the keyword "employability" appearing in the description.



## **Sector 5 – Youth Services**

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

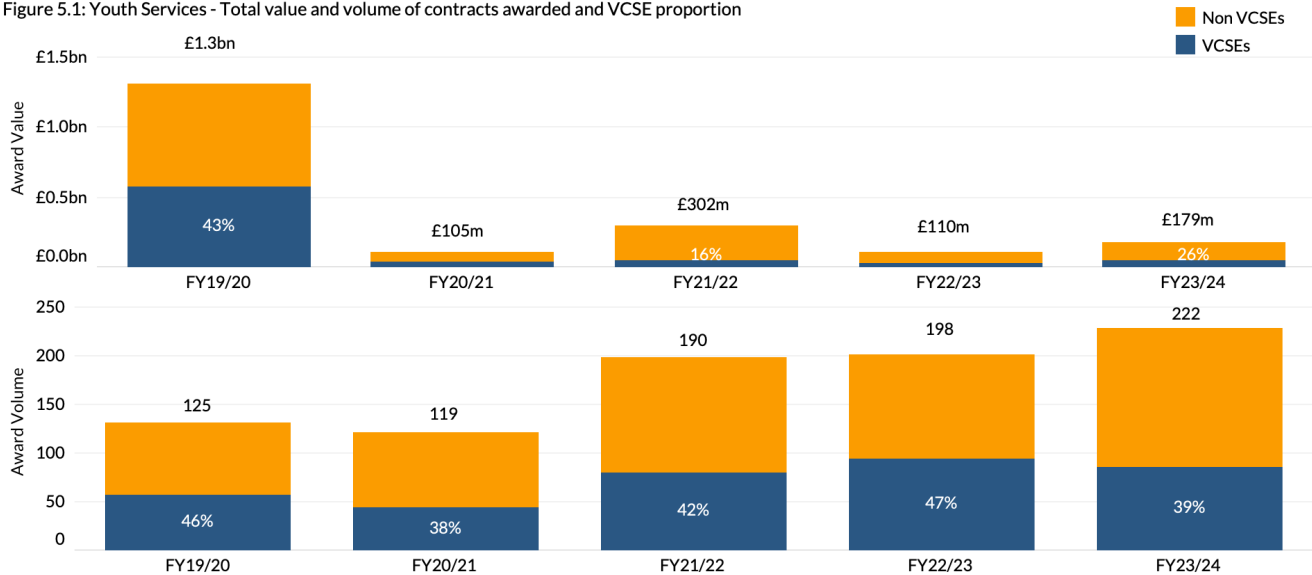
**Keywords:** after school club, after-school club, youth, youth club, youth zone, outdoor education, youth AND sport, youth AND mental health, youth AND sexual, youth AND sport, youth provision, youth service, national citizen service, NCS

## Youth Services

£179m worth of Youth Services contracts were awarded across 222 contracts in FY23/24.

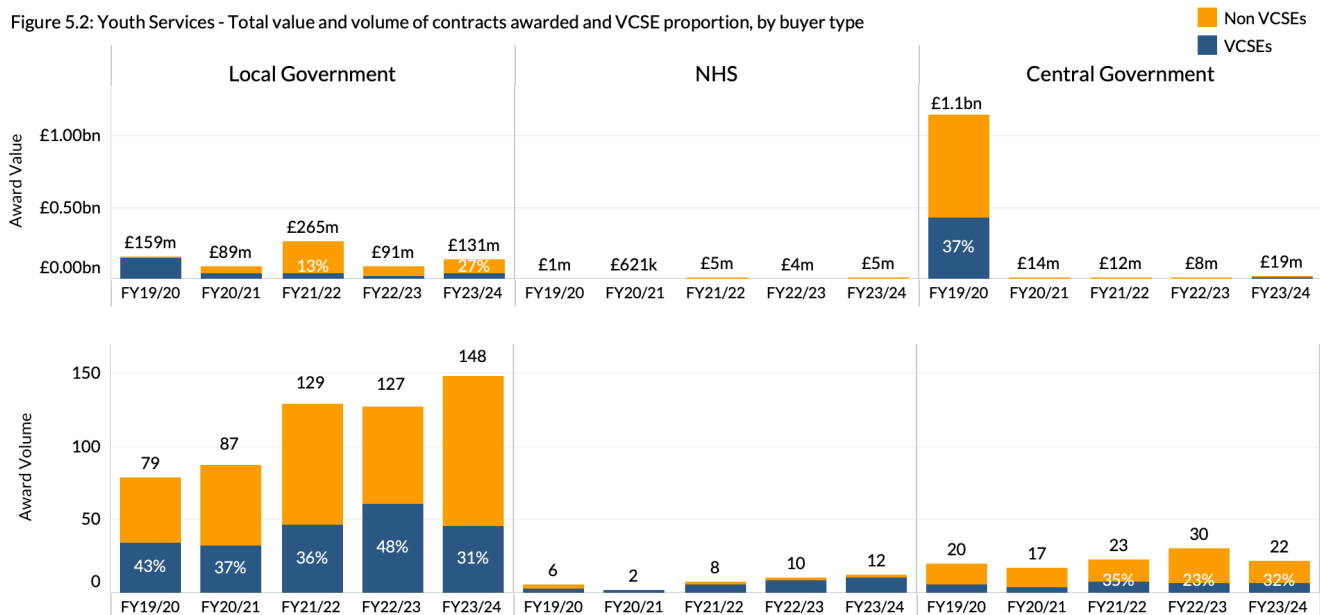
In FY19/20, the National Citizen Service awarded four high value contracts collectively worth £1.1bn, causing a spike in the value of contracts awarded in this sector. Since then, the average contract value per year has been more stable. On the other hand, the volume of Youth Service contracts has seen a steady increase since FY20/21, an 87% increase in total over 3 years.

Figure 5.1: Youth Services - Total value and volume of contracts awarded and VCSE proportion



Aside from NCS related spike in FY19/20, Local Government consistently awarded the highest value and volume of contracts in this sector.

Figure 5.2: Youth Services - Total value and volume of contracts awarded and VCSE proportion, by buyer type



## Youth Services – Central Government

Among the Central Government departments, DCMS awarded the highest value and volume of contracts to VCSEs in the Youth Services sector - £415m across 16 contracts from FY19/20 to FY23/24. This is largely due to a high value NCS contract awarded in FY19/20.

DHSC awarded 15 contracts worth £7m to VCSEs in the Youth Services sector over the period, this was 75% of their total contract volume and 74% of the value. This shows a strong preference in procuring from VCSEs for Youth Services.

Figure 5.3: Youth Services - Total volume and value of contracts awarded to VCSEs and VCSE proportion, by Central Government department - April 2019 to March 2024

| Central Gov't Department | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|--------------------------|-------------------|------------------------------|------------------|-----------------------------|
| DCMS                     | 16                | 31%                          | £415m            | 36%                         |
| FCDO                     | 4                 | 40%                          | £14m             | 97%                         |
| DHSC                     | 15                | 75%                          | £7m              | 74%                         |
| MOJ                      | 11                | 12%                          | £1m              | 4%                          |
| MOD                      | 1                 | 33%                          | £625k            | 59%                         |
| DSIT*                    | 2                 | 100%                         | £270k            | 49%                         |
| Home Office              | 1                 | 100%                         | £201k            | 100%                        |
| HMRC                     | 1                 | 100%                         | £100k            | 100%                        |
| Defra                    | 1                 | 14%                          | £57k             | 13%                         |
| DfE                      | 1                 | 13%                          | £24k             | 1%                          |

\* Where a single contract is awarded to both VCSE and other suppliers, it is defined as a 'VCSE' contract in award volume, but the value is split as per the contract award details.

## Youth Services – Local Government

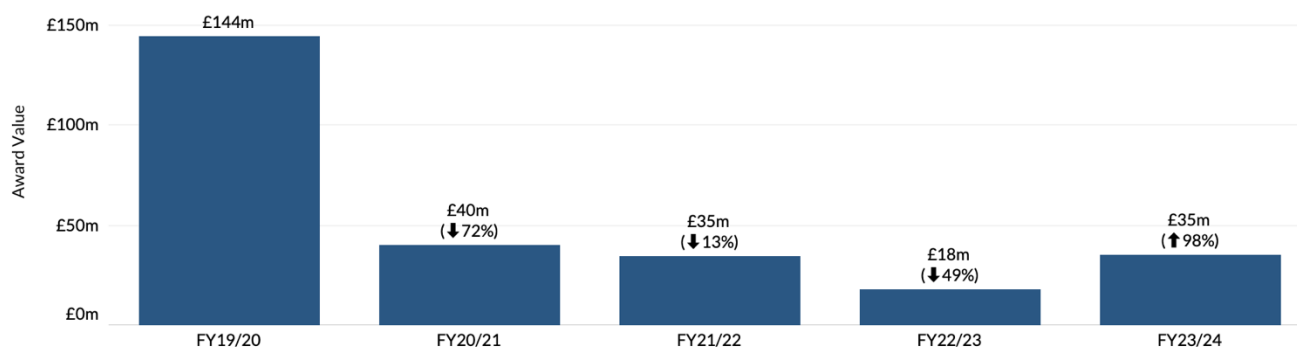
The Royal Borough of Greenwich awarded a £91m contract in FY19/20 for Children and Young People Wellbeing Services to 3 VCSE suppliers. This single contract caused a spike in this sector's Local Government VCSE contract value in FY19/20.

The proportion of Youth Services contract value awarded to VCSEs is high among Local Authorities, larger than the proportion of total contract volume. This suggests that VCSEs in the sector are winning higher value contracts than non-VCSEs.

Figure 5.4: Youth Services - Total volume and value of contracts awarded to VCSEs and VCSE proportion of the top 10 Local Authorities by VCSE contract value - April 2019 to March 2024

| Contracting Authority                 | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|---------------------------------------|-------------------|------------------------------|------------------|-----------------------------|
| Royal Borough of Greenwich            | 1                 | 20%                          | £91m             | 98%                         |
| Devon County Council                  | 1                 | 20%                          | £12m             | 58%                         |
| Nottinghamshire County Council        | 3                 | 30%                          | £9m              | 93%                         |
| London Borough of Islington           | 3                 | 75%                          | £8m              | 99%                         |
| London Borough of Camden              | 1                 | 33%                          | £8m              | 31%                         |
| Salford City Council                  | 1                 | 25%                          | £6m              | 49%                         |
| Greater Manchester Combined Authority | 3                 | 60%                          | £5m              | 34%                         |
| West Midlands Combined Authority      | 1                 | 100%                         | £5m              | 100%                        |
| Gloucestershire County Council        | 1                 | 25%                          | £5m              | 34%                         |
| London Borough of Tower Hamlets       | 5                 | 71%                          | £4m              | 70%                         |

Figure 5.5: Youth Services - Value of Local Government contracts awarded to VCSEs - April 2019 to March 2024



## Youth Services

The Football League Trust won the highest value of contracts among VCSEs in the Youth Services sector, £169m across just 2 contracts. Both of these contracts were awarded by the National Citizen Service, an arms-length-body of DCMS.

NCS awarded the highest value contract in this sector, £414m to a total of 16 different VCSEs.

Figure 5.6: Youth Services - Top VCSEs by value of contracts won - April 2019 to March 2024

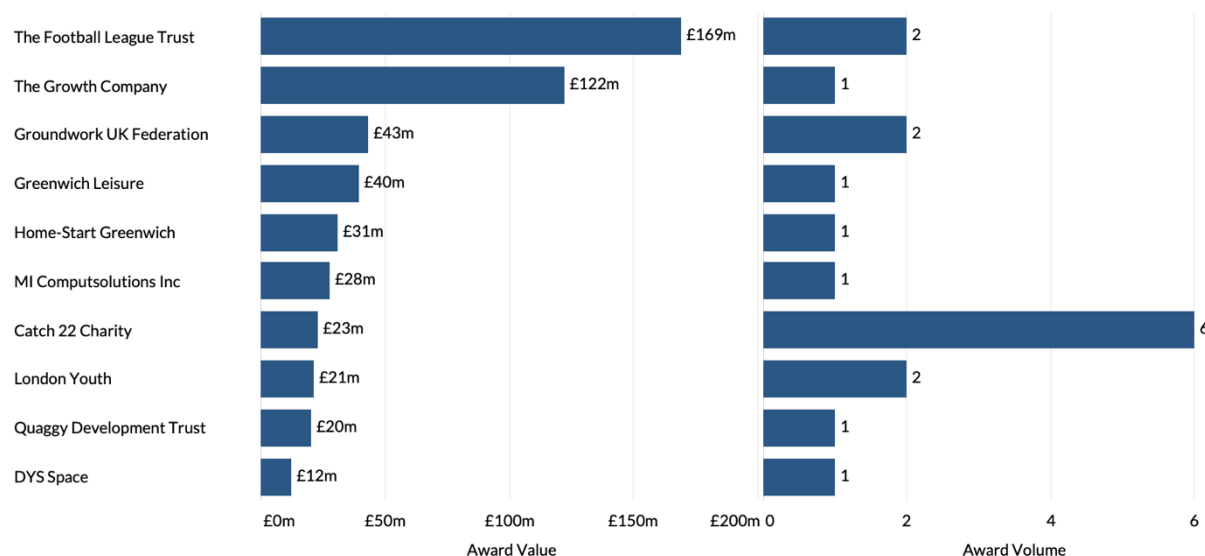


Figure 5.7: Youth Services – Largest contracts awarded to VCSEs – April 2019 to March 2024

| Contract title                                             | Date awarded | Contracting authority      | Supplier                                        | VCSE type | Award value |
|------------------------------------------------------------|--------------|----------------------------|-------------------------------------------------|-----------|-------------|
| 6NCS Recommissioning Programme: Management Partner         | 28/08/2019   | National Citizens Service  | The Growth Company                              | NPO       | £122m       |
|                                                            |              |                            | The Football League Trust                       | Charities | £89m        |
| NCS Recommissioning Programme — Delivery Partner           | 28/08/2019   | National Citizens Service  | The Football League Trust                       | Charities | £80m        |
|                                                            |              |                            | Groundwork London                               | Charities | £42m        |
|                                                            |              |                            | Catch 22 Charity                                | Charities | £13m        |
|                                                            |              |                            | Groundwork North East                           | Charities | £10m        |
|                                                            |              |                            | London Youth                                    | Charities | £20m        |
|                                                            |              |                            | South West Lakes Trust                          | Charities | £7m         |
|                                                            |              |                            | Headliners (UK)                                 | Charities | £5m         |
|                                                            |              |                            | Jewish Lads' & Girls' Brigade                   | Charities | £6m         |
|                                                            |              |                            | BF Adventure                                    | Charities | £3m         |
|                                                            |              |                            | Flying Futures C.I.C                            | CIC       | £6m         |
|                                                            |              |                            | Plymouth Argyle Football In The Community Trust | Charities | £3m         |
|                                                            |              |                            | Young People Cornwall                           | Charities | £3m         |
| Start Well Greenwich - Children & Young People's Wellbeing | 14/11/2019   | Royal Borough of Greenwich | Safer Communities                               | Charities | £3m         |
|                                                            |              |                            | Inspira Cumbria                                 | Charities | £3m         |
|                                                            |              |                            | Home-Start Greenwich                            | Charities | £31m        |
|                                                            |              |                            | Quaggy Development Trust                        | Charities | £20m        |
| The Mayor's European Social Fund (ESF) 2019-2023 Programme | 24/04/2020   | Greater London Authority   | Greenwich Leisure                               | NPO       | £40m        |
|                                                            |              |                            | Groundwork London                               | Charities | £2m         |
|                                                            |              |                            | MI Computsolutions Inc                          | Charities | £28m        |
|                                                            |              |                            | City Gateway                                    | Charities | £3m         |
|                                                            |              |                            | 15billionebp                                    | Charities | £400k       |
| Devon Youth Services                                       | 20/12/2019   | Devon CC                   | Education Development Trust                     | Charities | £800k       |
|                                                            |              |                            | DYS Space                                       | Charities | £12m        |

## **Sector 6 – Legal Advice & Advocacy**

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

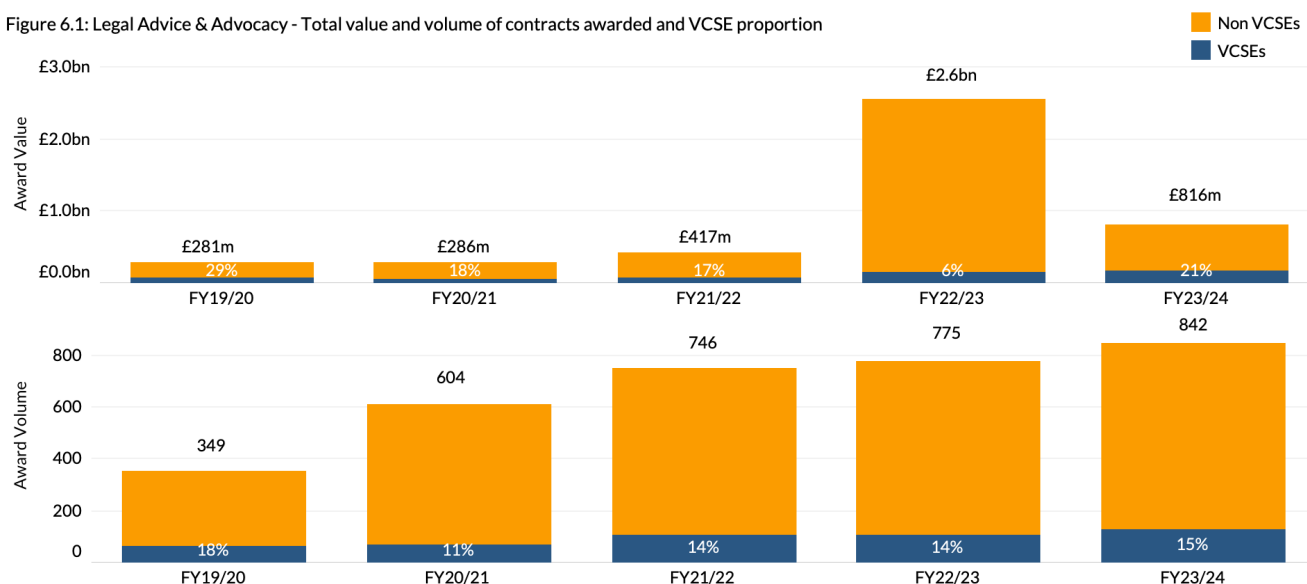
**Keywords:** advocacy, legal aid, legal service

## Legal Advice & Advocacy

From FY19/20 to FY23/24, £4.4bn of contracts were awarded in the Legal Advice & Advocacy sector. 12% of this value, (£533m) went directly to VCSE suppliers.

Whilst the proportion of award value to VCSEs has increased from 6% in FY22/23 to 21% in FY23/24, the absolute value to VCSEs has remained relatively stable.

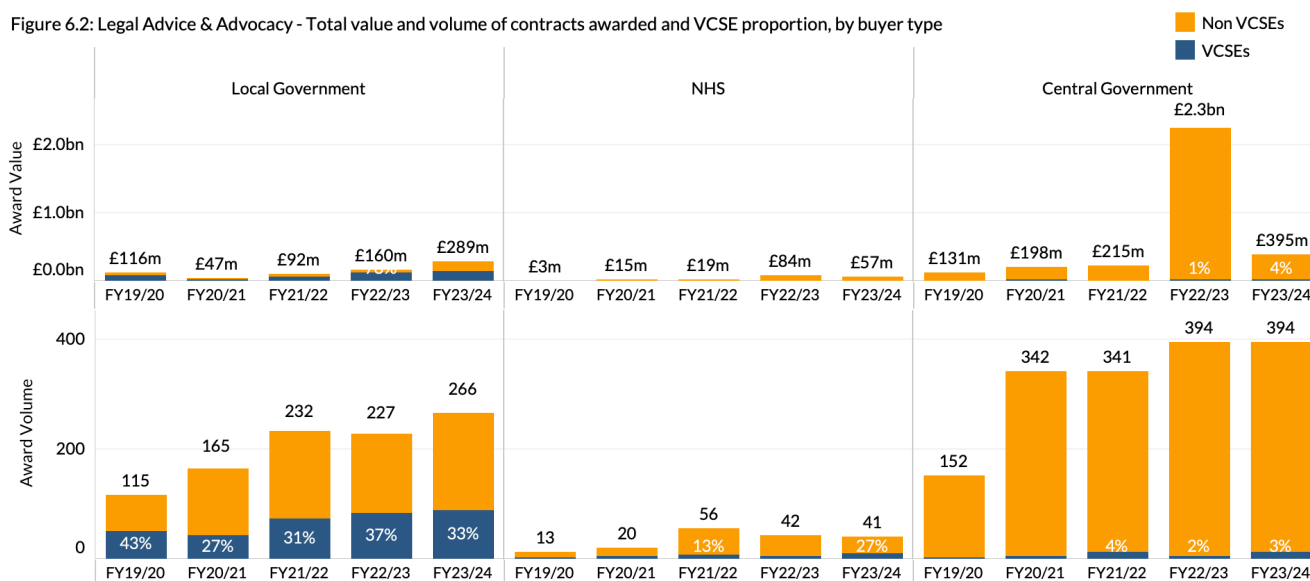
Figure 6.1: Legal Advice & Advocacy - Total value and volume of contracts awarded and VCSE proportion



Aside from a Central Government spike in FY22/23 for a single, £1.8bn contract for Criminal Legal Aid Services, Central and Local Government award a similar value and volume of contracts in this sector.

Local Government, however, award a much higher proportion of contract value and volume to VCSEs.

Figure 6.2: Legal Advice & Advocacy - Total value and volume of contracts awarded and VCSE proportion, by buyer type



## Legal Advice & Advocacy – Central Government

Amongst Central Government, the proportion of contract value and volume awarded to VCSEs in the Legal Advice & Advocacy sector is lower than in other people services sectors.

MOJ awarded the highest value of contracts to VCSEs in this sector, at £46m across 17 contracts from FY19/20 to FY23/24. However, this was still only 16% of their total contract volume, and 2% of their total contract value in the sector.

DHSC awarded a higher proportion of their contract value to VCSEs - 24 contracts (8% of sector volume) worth £9m (9% of sector value).

Figure 6.3: Legal Advice & Advocacy - Total volume and value of contracts awarded to VCSEs and VCSE proportion, by Central Government department - April 2019 to March 2024

| Central Gov't Department | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|--------------------------|-------------------|------------------------------|------------------|-----------------------------|
| MOJ                      | 17                | 16%                          | £46m             | 2%                          |
| DHSC                     | 24                | 8%                           | £9m              | 9%                          |
| DfE                      | 2                 | 4%                           | £1m              | 1%                          |
| DfT                      | 5                 | 2%                           | £611k            | 0%                          |
| Defra                    | 4                 | 4%                           | £435k            | 1%                          |
| HMT                      | 2                 | 2%                           | £230k            | 0%                          |
| DSIT                     | 2                 | 3%                           | £112k            | 1%                          |
| HMRC                     | 1                 | 5%                           | £105k            | 1%                          |
| Home Office              | 2                 | 4%                           | £92k             | 0%                          |
| MOD                      | 1                 | 1%                           | £54k             | 0%                          |
| DCMS                     | 1                 | 1%                           | £45k             | 0%                          |
| MHCLG                    | 2                 | 3%                           | £28k             | 0%                          |



## Legal Advice & Advocacy – Local Government

Since FY20/21, Local Government awarded a greater value of contracts to VCSEs in this sector per year, reaching £153m in FY23/24 from £31m in FY20/21.

Lancashire County Council awarded the highest value of legal contracts to VCSE suppliers, worth £43m across 6 contracts - these contracts made up 97% of their total contract value in this sector.

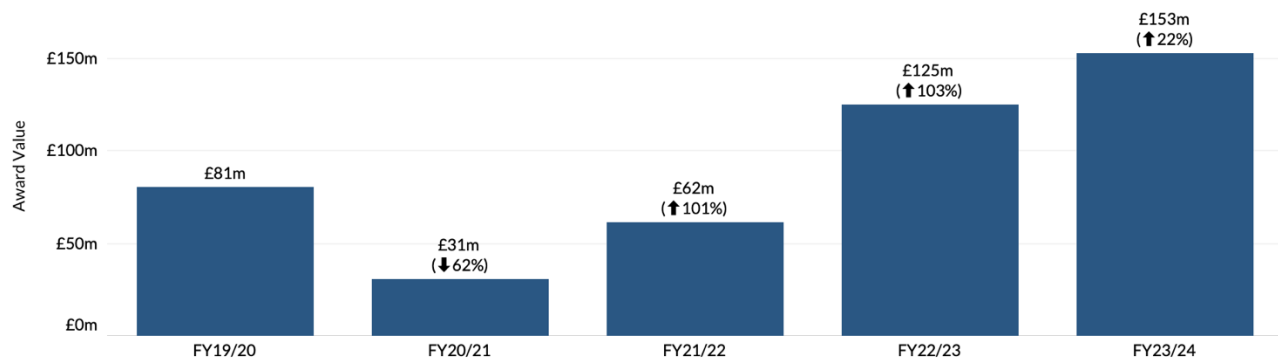
Both Hampshire County Council and Warwickshire County Council awarded 100% of their contract value and volume in the Legal Advice & Advocacy sector to VCSEs - £29m across 5 contracts.

Figure 6.4: Legal Advice & Advocacy - Total volume and value of contracts awarded to VCSEs and VCSE proportion of the top 10 Local Authorities by VCSE contract value - April 2019 to March 2024

| Contracting Authority        | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|------------------------------|-------------------|------------------------------|------------------|-----------------------------|
| Lancashire County Council    | 6                 | 86%                          | £43m             | 97%                         |
| Birmingham City Council      | 3                 | 25%                          | £25m             | 78%                         |
| Kirklees Council             | 3                 | 15%                          | £23m             | 99%                         |
| Hertfordshire County Council | 3                 | 75%                          | £19m             | 98%                         |
| Warwickshire County Council  | 1                 | 100%                         | £17m             | 100%                        |
| Hampshire County Council     | 4                 | 100%                         | £12m             | 100%                        |
| Derbyshire City Council      | 2                 | 50%                          | £11m             | 99%                         |
| Durham County Council        | 8                 | 80%                          | £10m             | 96%                         |
| Leeds City Council           | 7                 | 29%                          | £9m              | 80%                         |
| Kent County Council*         | 5                 | 100%                         | £9m              | 57%                         |

\* Where a single contract is awarded to both VCSE and other suppliers, it is defined as a 'VCSE' contract in award volume, but the value is split as per the contract award details.

Figure 6.5: Legal Advice & Advocacy - Value of Local Government contracts awarded to VCSEs - April 2019 to March 2024



## Legal Advice & Advocacy

POhWER won the highest value of contracts among VCSEs in the Legal Advice & Advocacy sector, winning 48 contracts worth £50m over the period - the largest of their contracts was awarded by Birmingham City Council for the provision of advocacy services, worth £10m.

The highest value contract in this sector was awarded to Victim Support by the MOJ in FY22/23, for the provision of a Homicide Service (£22m).

Figure 6.6: Legal Advice & Advocacy - Top VCSEs by value of contracts won - April 2019 to March 2024

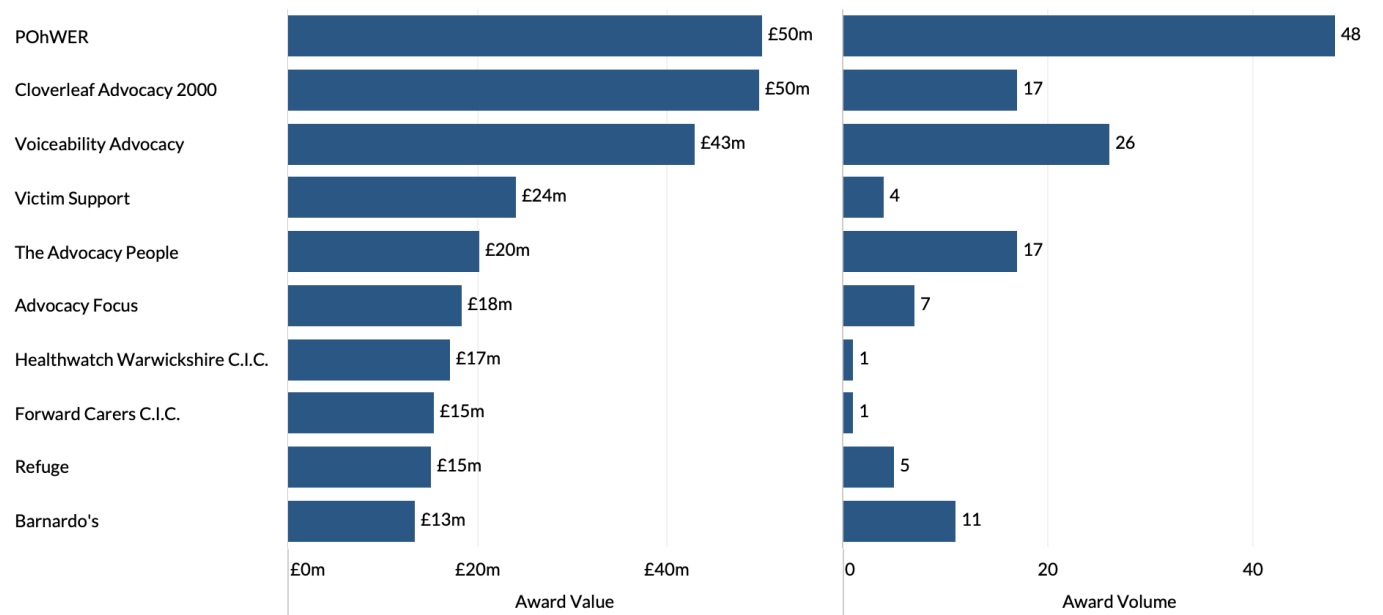


Figure 6.7: Legal Advice & Advocacy – Largest contracts awarded to VCSEs – April 2019 to March 2024

| Contract title                                                          | Date awarded | Contracting authority | Supplier                                    | VCSE type | Award value |
|-------------------------------------------------------------------------|--------------|-----------------------|---------------------------------------------|-----------|-------------|
| Homicide Service                                                        | 28/03/2023   | Ministry of Justice   | Victim Support                              | Charities | £22m        |
| Kirklees Advocacy Hub                                                   | 3/7/23       | Kirklees Council      | Cloverleaf Advocacy 2000 Ltd.               | Charities | £22m        |
| Carers Assessment and Support Service, Advocacy Hub and Carers Advocacy | 29/05/2019   | Lancashire CC         | N-Compass Towards A Brighter Future Limited | Charities | £7m         |
|                                                                         |              |                       | Advocacy Focus                              | Charities | £4m         |
|                                                                         |              |                       | Carers Link Lancashire                      | Charities | £7m         |
|                                                                         |              |                       | Cloverleaf Advocacy 2000 Ltd.               | Charities | £298k       |
| Local Healthwatch Services within Warwickshire                          | 4/8/23       | Warwickshire CC       | HEALTHWATCH WARWICKSHIRE C.I.C.             | CIC       | £17m        |
| Provision of services for high-risk victims of domestic abuse           | 13/04/2022   | Hertfordshire CC      | Refuge                                      | Charities | £8m         |
|                                                                         |              |                       | Safer Places                                | Charities | £8m         |

## **Sector 7 – Support for Victims of Domestic Abuse & Sexual Violence**

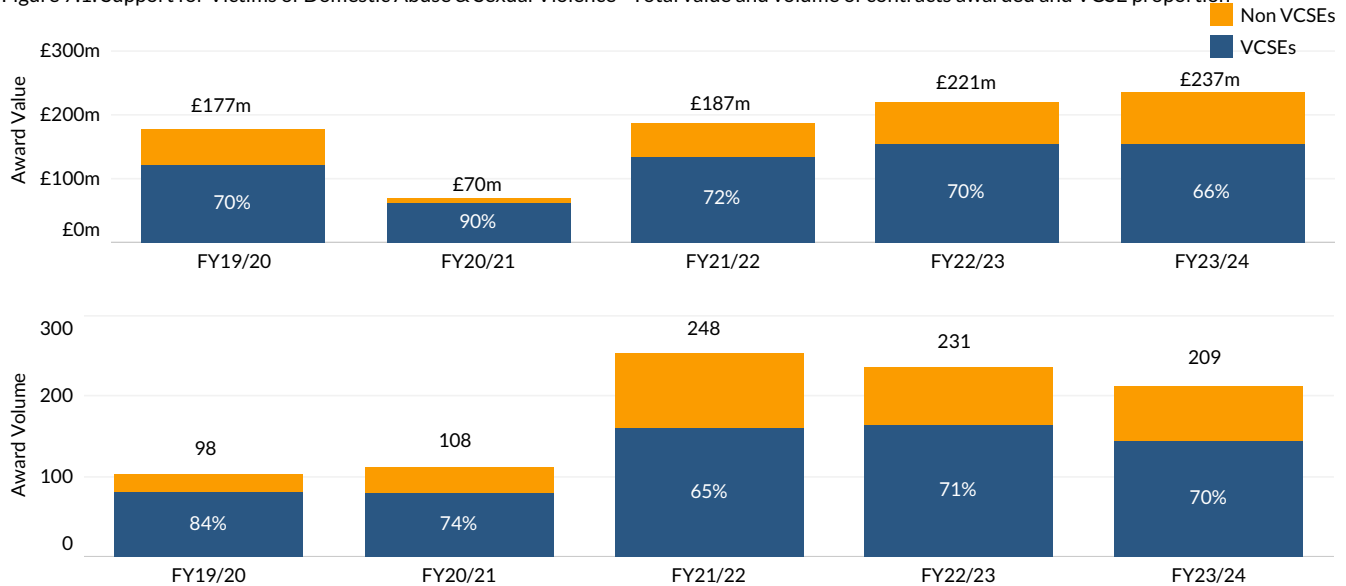
**Definition:** All contracts mentioning a list of keywords relating to domestic abuse and sexual violence

**Keywords:** sexual abuse, domestic abuse, sexual AND harassment, domestic AND harassment, rape, sexual violence, domestic violence, violence against women, civil protection order

## Support for Victims of Domestic Abuse & Sexual Violence

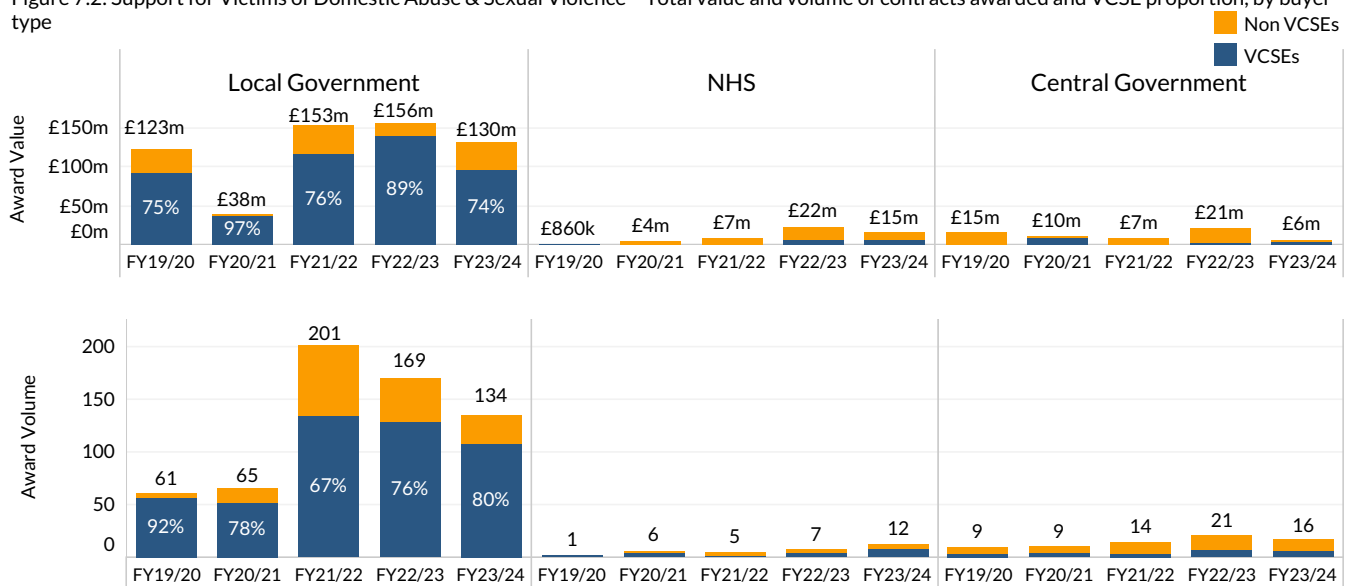
In the Support for Victims of Domestic Abuse & Sexual Violence sector, VCSE suppliers consistently won more of the contract value (71%) and volume (71%) than non-VCSEs.

Figure 7.1: Support for Victims of Domestic Abuse & Sexual Violence - Total value and volume of contracts awarded and VCSE proportion



An overwhelming majority of the contracts in the sector were awarded by Local Government. Since FY19/20, they have consistently awarded more than 74% of the sector's contract value to VCSEs.

Figure 7.2: Support for Victims of Domestic Abuse & Sexual Violence - Total value and volume of contracts awarded and VCSE proportion, by buyer type



## Support for Victims of Domestic Abuse & Sexual Violence – Central Government

DfE awarded the highest value of contracts to VCSEs among Central Government departments in this sector, at £10m across 4 contracts. This made up 44% of DfE's contract volume in the sector and 98% of their total contract value in this sector.

MOJ awarded a higher volume of contracts to VCSEs in this sector - 6 contracts worth £1m in total.

Figure 7.3: Support for Victims of Domestic Abuse & Sexual Violence - Total volume and value of contracts awarded to VCSEs and VCSE proportion, by Central Government department - April 2019 to March 2024

| Central Gov't Department | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|--------------------------|-------------------|------------------------------|------------------|-----------------------------|
| DfE                      | 4                 | 44%                          | £10m             | 98%                         |
| DHSC                     | 3                 | 75%                          | £2m              | 30%                         |
| MOJ                      | 6                 | 40%                          | £1m              | 19%                         |
| Cabinet Office           | 1                 | 50%                          | £1m              | 59%                         |
| MOD                      | 5                 | 71%                          | £448k            | 8%                          |
| Home Office              | 5                 | 29%                          | £422k            | 9%                          |
| DfT                      | 1                 | 33%                          | £224k            | 42%                         |
| AGO                      | 1                 | 50%                          | £82k             | 15%                         |
| BEIS                     | 1                 | 100%                         | £10k             | 100%                        |

## Support for Victims of Domestic Abuse & Sexual Violence – Local Government

Local Government award a high value of contracts to VCSEs in this sector, with FY22/23 seeing the highest value of these contracts (£139m).

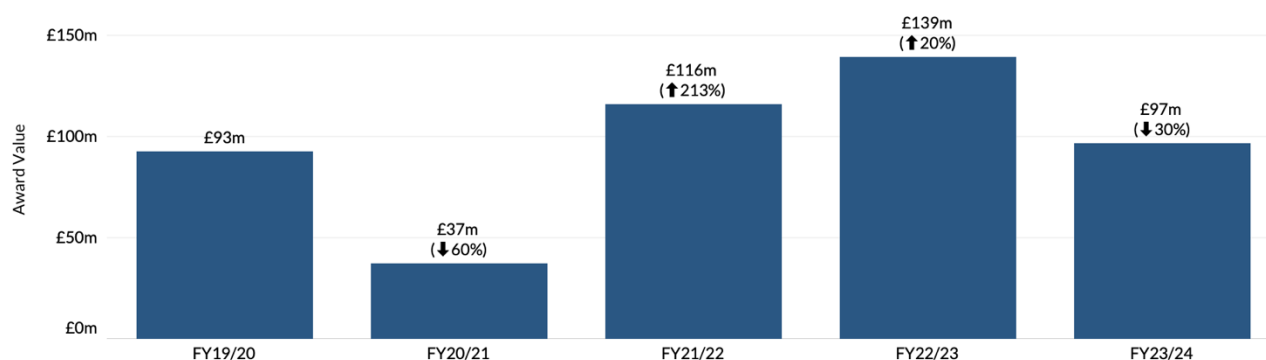
Nottinghamshire County Council awarded both a high absolute value of contracts, and a high proportion of contracts directly to VCSEs in this sector - £32m, 99% of their total sector contract value. They also awarded a high proportion of their total contract volume to VCSEs, 98%.

The same can be said for numerous Local Authorities in this list, suggesting there is a high dependency on VCSE suppliers for contracts in this sector.

Figure 7.4: Support for Victims of Domestic Abuse & Sexual Violence - Total volume and value of contracts awarded to VCSEs and VCSE proportion of the top 10 Local Authorities by VCSE contract value - April 2019 to March 2024

| Contracting Authority                 | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|---------------------------------------|-------------------|------------------------------|------------------|-----------------------------|
| Nottinghamshire County Council        | 50                | 98%                          | £32m             | 99%                         |
| Torbay Council                        | 14                | 67%                          | £30m             | 99%                         |
| Sheffield City Council                | 8                 | 80%                          | £22m             | 99%                         |
| Birmingham City Council               | 3                 | 33%                          | £21m             | 44%                         |
| East Sussex County Council            | 2                 | 100%                         | £19m             | 100%                        |
| Derbyshire County Council             | 4                 | 80%                          | £18m             | 41%                         |
| Redcar & Cleveland Council            | 9                 | 82%                          | £18m             | 100%                        |
| Hertfordshire County Council          | 2                 | 100%                         | £18m             | 100%                        |
| Cornwall Council                      | 28                | 53%                          | £17m             | 96%                         |
| Barnsley Metropolitan Borough Council | 9                 | 75%                          | £17m             | 98%                         |

Figure 7.5: Support for Victims of Domestic Abuse & Sexual Violence - Value of Local Government contracts awarded to VCSEs - April 2019 to March 2024



## Support for Victims of Domestic Abuse & Sexual Violence

Victim Support won the largest value of contracts among VCSEs in this sector, winning £43m of contracts over the period. Their highest value contract (£17m) was awarded by the Police & Crime Commissioner for Staffordshire, for Domestic Abuse Services.

The highest value contract awarded over the period in this sector was a £21m contract for Vulnerable Adults Housing and Wellbeing Support Services that went to 11 VCSEs from Birmingham City Council.

Figure 7.6: Support for Victims of Domestic Abuse & Sexual Violence - Top VCSEs by value of contracts won - April 2019 to March 2024

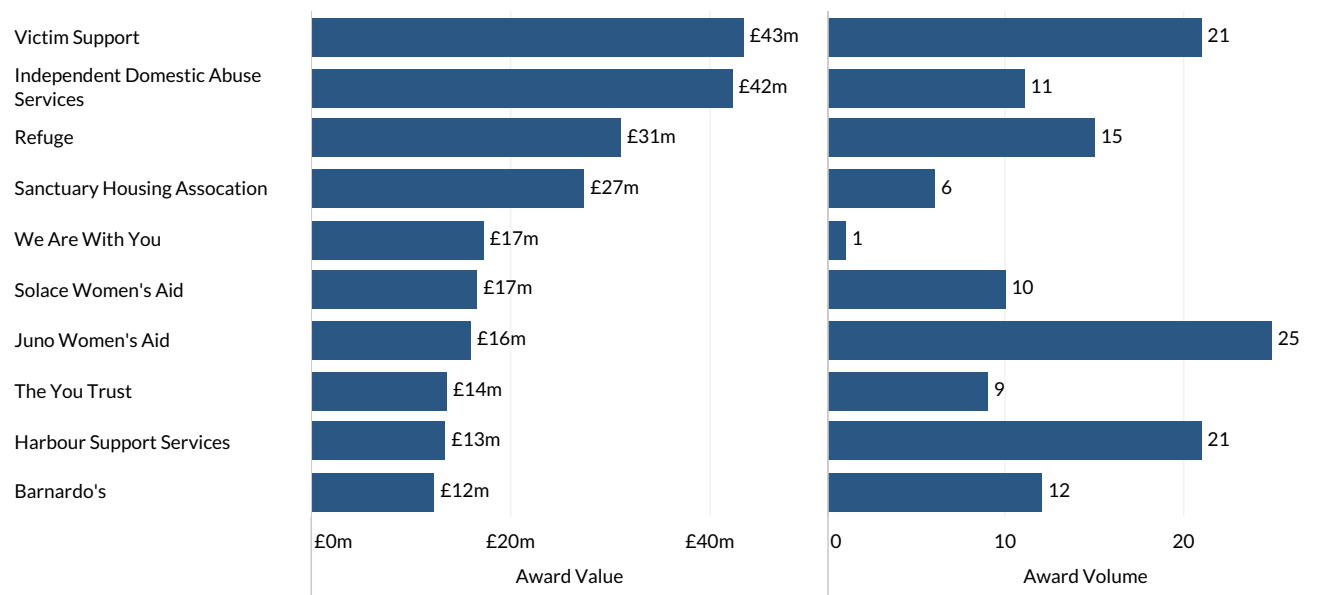


Figure 7.7: Support for victims of domestic abuse & sexual violence – Largest contracts awarded to VCSEs – April 2019 to March 2024

| Contract title                                          | Date awarded | Contracting authority                         | Supplier                                           | VCSE type | Award value |
|---------------------------------------------------------|--------------|-----------------------------------------------|----------------------------------------------------|-----------|-------------|
| Vulnerable Adults Housing and Wellbeing Support Service | 10/10/19     | Birmingham CC                                 | Cranstoun                                          | Charities | £6m         |
|                                                         |              |                                               | Spring Housing Association                         | Charities | £3m         |
|                                                         |              |                                               | Birmingham & Solihull Women's Aid                  | Charities | £2m         |
|                                                         |              |                                               | Trident Reach The People Charity                   | Charities | £2m         |
|                                                         |              |                                               | The Salvation Army                                 | Charities | £2m         |
|                                                         |              |                                               | Nacro                                              | Charities | £2m         |
|                                                         |              |                                               | Sifa Fireside                                      | Charities | £1m         |
|                                                         |              |                                               | Birmingham Crisis Centre                           | Charities | £951k       |
|                                                         |              |                                               | Sanctuary Housing Association                      | NPO       | £465k       |
|                                                         |              |                                               | Heart of England Young Men's Christian Association | Charities | £314k       |
|                                                         |              |                                               | Gilgal, Birmingham                                 | Charities | £278k       |
| Integrated Domestic Abuse and Substance Misuse Model    | 25/01/2022   | Redcar & Cleveland Council                    | We Are With You                                    | Charities | £17m        |
| Domestic Abuse Services                                 | 16/08/2023   | Police & Crime Commissioner for Staffordshire | Victim Support                                     | Charities | £17m        |
| Services for high-risk victims of domestic abuse        | 13/04/2022   | Hertfordshire CC                              | Refuge                                             | Charities | £8m         |
|                                                         |              |                                               | Safer Places                                       | Charities | £8m         |
| Domestic Abuse Support Services                         | 1/3/24       | North Yorkshire Police                        | Foundation                                         | Charities | £8m         |
|                                                         |              |                                               | Independent Domestic Abuse Services                | Charities | £8m         |

## **Sector 8 – Homelessness Support Services**

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

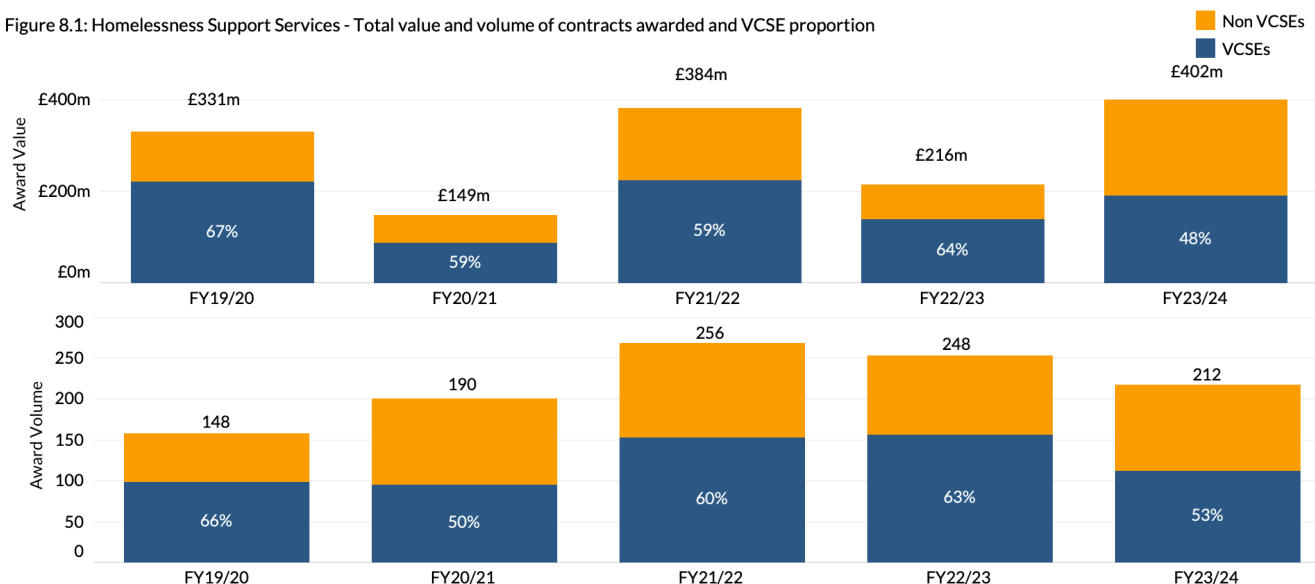
**Keywords:** homeless, rough sleeping, refugee AND homeless, displace AND home



## Homelessness Support Services

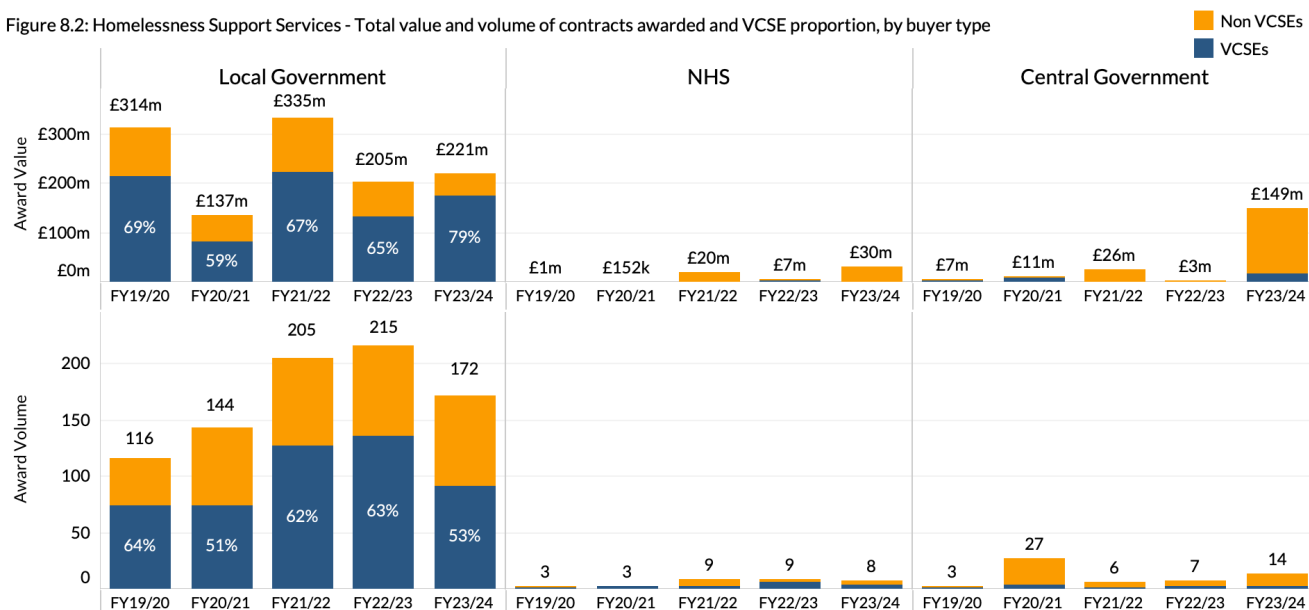
Homelessness Support Services is another sector largely serviced by VCSE suppliers, making up 58% of the total contract value (£866m) and 58% of the contract volume awarded (616) in this sector between FY19/20 and FY23/24.

Figure 8.1: Homelessness Support Services - Total value and volume of contracts awarded and VCSE proportion



Local Government awarded the highest value and volume of contracts in this sector and have a high reliance on VCSE suppliers. Over the period, 68% of their total sector contract value went directly to VCSEs.

Figure 8.2: Homelessness Support Services - Total value and volume of contracts awarded and VCSE proportion, by buyer type



## Homelessness Support Services – Central Government

Only 4 Central Government departments awarded Homelessness Support Services contracts to VCSEs from FY19/20 to FY23/24.

MHCLG awarded the highest value of contracts to VCSEs in this sector, at £16m across 4 contracts.

MOJ awarded a higher volume of contracts to VCSEs in this market, with 6 contracts making up £8m.

Figure 8.3: Homelessness Support Services - Total volume and value of contracts awarded to VCSEs and VCSE proportion, by Central Government department - April 2019 to March 2024

| Central Gov't Department | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|--------------------------|-------------------|------------------------------|------------------|-----------------------------|
| MHCLG                    | 4                 | 44%                          | £16m             | 50%                         |
| MOJ                      | 6                 | 14%                          | £8m              | 5%                          |
| DfE                      | 1                 | 100%                         | £7m              | 100%                        |
| DHSC                     | 4                 | 33%                          | £1m              | 8%                          |

## Homelessness Support Services – Local Government

Local Government VCSE contract value in the Homelessness Support Services sector fluctuated year on year, with the highest value awarded in FY21/22 at £208m (up 173% from the previous year). Compared to Central Government, they have consistently awarded a higher value of contracts in this sector.

Nottinghamshire County Council awarded 2 contracts to both VCSEs and non-VCSEs in this sector, but the VCSEs won a slightly lower proportion of the total contract's values (49%).

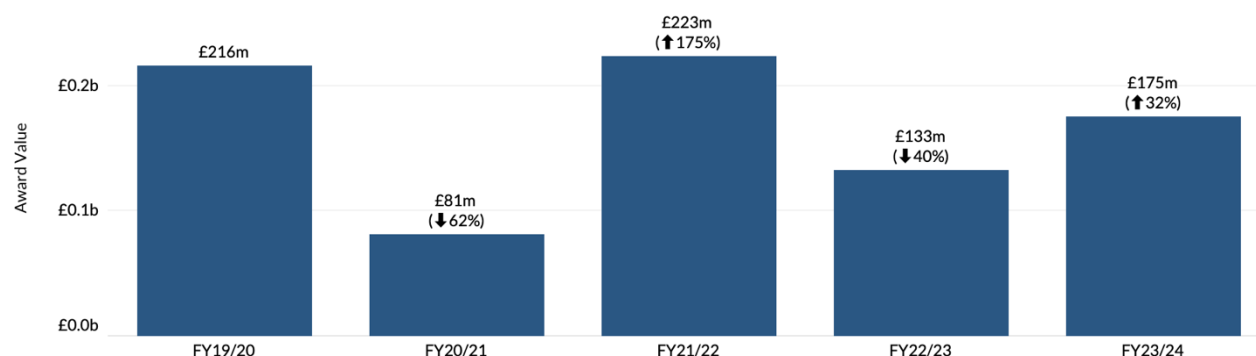
Overall, Local Authorities are relying heavily on VCSEs for Homelessness Support Services.

Figure 8.4: Homelessness Support Services - Total volume and value of contracts awarded to VCSEs and VCSE proportion of the top 10 Local Authorities by VCSE contract value - April 2019 to March 2024

| Contracting Authority            | VCSE Award Volume | VCSE Award Volume % of total | VCSE Award Value | VCSE Award Value % of total |
|----------------------------------|-------------------|------------------------------|------------------|-----------------------------|
| Nottinghamshire County Council*  | 2                 | 100%                         | £47m             | 49%                         |
| Oxfordshire County Council       | 3                 | 75%                          | £33m             | 62%                         |
| Somerset Council                 | 10                | 50%                          | £31m             | 99%                         |
| Coventry City Council*           | 5                 | 100%                         | £30m             | 55%                         |
| London Borough of Southwark      | 8                 | 50%                          | £28m             | 99%                         |
| Newcastle upon Tyne City Council | 6                 | 100%                         | £25m             | 100%                        |
| Dorset Council                   | 4                 | 80%                          | £25m             | 99%                         |
| Torbay Council                   | 10                | 71%                          | £25m             | 97%                         |
| London Borough of Camden         | 3                 | 38%                          | £23m             | 71%                         |
| Birmingham City Council          | 14                | 56%                          | £23m             | 44%                         |

\* Where a single contract is awarded to both VCSE and other suppliers, it is defined as a 'VCSE' contract in award volume, but the value is split as per the contract award details.

Figure 8.5: Homelessness Support Services - Value of Local Government contracts awarded to VCSEs - April 2019 to March 2024



## Homelessness Support Services

St Mungo Community Housing Association won the largest value of Homelessness Support Services contracts among VCSEs, £54m across 29 contracts. Sanctuary Housing Association was a close second, awarding 15 contracts worth a total £38m.

The largest contract by value in this sector (£34m) was awarded to Workshop and Retford Housing Project by Nottinghamshire Council for Young people supported accommodation and tenancy support.

Figure 8.6: Homelessness Support Services - Top VCSEs by value of contracts won - April 2019 to March 2024

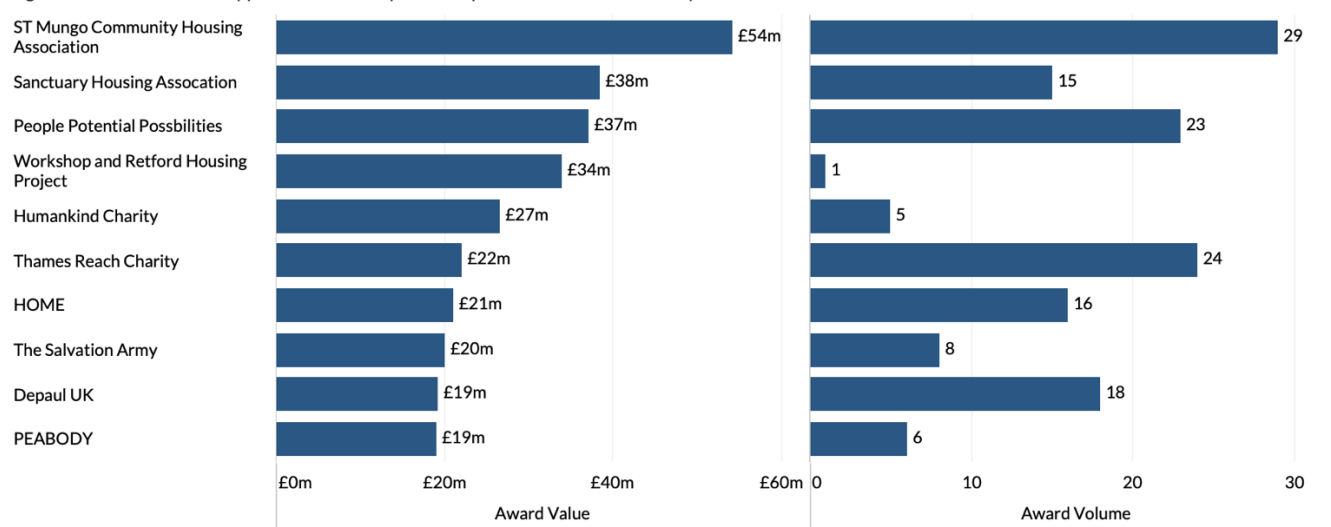


Figure 8.7: Homelessness Support Services – Largest contracts awarded to VCSEs – April 2019 to March 2024

| Contract title                                          | Date awarded | Contracting authority | Supplier                                      | VCSE type | Award value |
|---------------------------------------------------------|--------------|-----------------------|-----------------------------------------------|-----------|-------------|
| Young people supported accommodation & tenancy support  | 15/02/2022   | Nottinghamshire CC    | Workshop and Retford Housing Project          | Charities | £34m        |
| Oxfordshire's Homelessness Alliance                     | 1/10/21      | Oxfordshire CC        | A2Dominion Housing Group                      | NPO       | £5m         |
|                                                         |              |                       | Aspire Oxfordshire Community Enterprise       | Charities | £5m         |
|                                                         |              |                       | Connection Support                            | Charities | £5m         |
|                                                         |              |                       | Elmore Community Services                     | Charities | £5m         |
|                                                         |              |                       | Homeless Oxfordshire                          | Charities | £5m         |
|                                                         |              |                       | St Mungo Community Housing Association        | NPO       | £5m         |
| Housing Related Support and Accommodation for 16-25     | 24/01/2024   | Somerset Council      | YMCA Brunel Group                             | Charities | £15m        |
|                                                         |              |                       | YMCA Dulverton Group                          | Charities | £15m        |
| All Age Substance Misuse Treatment & Recovery Service   | 18/07/2023   | Dorset Council        | Humankind Charity                             | Charities | £23m        |
| Vulnerable Adults Housing and Wellbeing Support Service | 10/10/19     | Birmingham CC         | Cranstoun                                     | Charities | £6m         |
|                                                         |              |                       | Spring Housing Association                    | Charities | £3m         |
|                                                         |              |                       | Birmingham & Solihull Women's Aid             | Charities | £2m         |
|                                                         |              |                       | Trident Reach The People Charity              | Charities | £2m         |
|                                                         |              |                       | The Salvation Army                            | Charities | £2m         |
|                                                         |              |                       | Nacro                                         | Charities | £2m         |
|                                                         |              |                       | Sifa Fireside                                 | Charities | £1m         |
|                                                         |              |                       | Birmingham Crisis Centre                      | Charities | £951k       |
|                                                         |              |                       | Sanctuary Housing Association                 | NPO       | £465k       |
|                                                         |              |                       | Heart of England Young Men's Christian Assoc. | Charities | £314k       |
|                                                         |              |                       | Gilgal, Birmingham                            | Charities | £278k       |

## **Sector 9 – 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

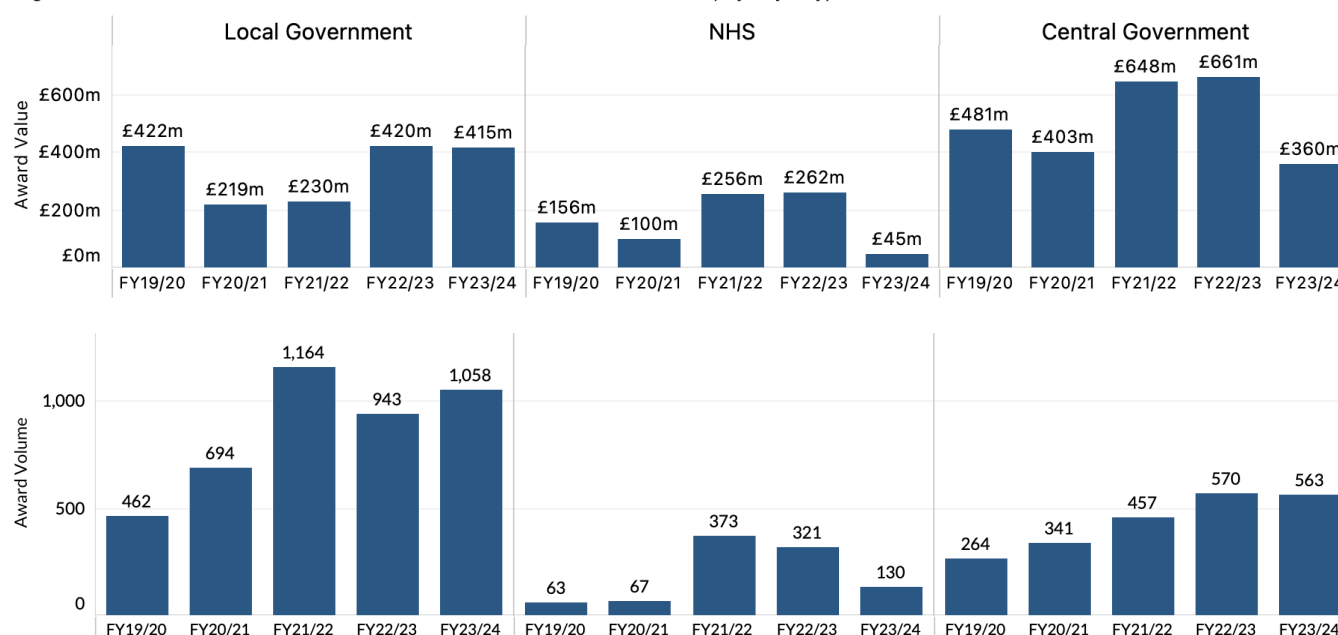
VCSEs have won a further 8,415 contracts worth £5.6bn which do not fit any of the definitions of people services sectors in the previous sections of the report. This is a very small minority of the total value and volume of other contracts awarded by the public sector - VCSEs are much more prominent in the delivery of the people services sector.

Figure 9.1: No sector - Total value and volume of contracts awarded to VCSEs



Central Government typically awarded a higher value of contracts that did not fit previous sectors, but Local Government awarded a higher volume of contracts that did not fit previous sectors.

Figure 9.2: No sector - Total value and volume of contracts awarded to VCSEs, by buyer type



## No sector – Central Government

DHSC and DfE have both awarded valuable contracts to VCSEs that are not captured by the previous sectors. For DHSC, that is primarily the delivery of clinical audit services, and for DfE, this is due to a range of contracts for school facilities and development programme services.

Other Central Government organisations - such as FCDO, MHCLG and MOJ - have also awarded valuable contracts to VCSEs.

DHSC awarded a high volume of contracts to VCSEs not captured by the previous definitions, with a total of 836 contracts. The second highest volume awarded to VCSEs was by the MOJ at 463 contracts, almost half of DHSC's volume.

Figure 9.3: No sector - Total volume and value of contracts awarded to VCSEs, by Central Government department - April 2019 to March 2024

| Central Gov't Department | VCSE Award Volume | VCSE Award Value |
|--------------------------|-------------------|------------------|
| DfE                      | 238               | £1.1bn           |
| DHSC                     | 836               | £687m            |
| FCDO                     | 55                | £326m            |
| MHCLG                    | 57                | £232m            |
| MOJ                      | 463               | £160m            |
| Defra                    | 321               | £111m            |
| DfT                      | 157               | £77m             |
| Home Office              | 38                | £77m             |
| MOD                      | 119               | £40m             |
| BEIS                     | 47                | £39m             |
| Cabinet Office           | 44                | £33m             |
| DBT                      | 107               | £31m             |
| DSIT                     | 210               | £29m             |
| DCMS                     | 115               | £16m             |
| DESNZ                    | 22                | £14m             |
| DWP                      | 40                | £13m             |
| HMRC                     | 25                | £8m              |
| AGO                      | 6                 | £2m              |
| HMT                      | 11                | £1m              |

## No sector – Local Government

The top 10 Local Government authorities that did not fit into previous sectors awarded a total of £680m to VCSEs across 531 contracts.

London Borough of Camden awarded a £120m contract to Greenwich Leisure for the provision of leisure centre management.

Bristol City Council awarded a large volume of contracts to VCSEs that didn't fit into previous sectors - 173 contracts over the period.

Figure 9.4: No sector - Total volume and value of contracts awarded to VCSEs, by the top 10 Local Authorities by VCSE contract value - April 2019 to March 2024

| Contracting Authority                 | VCSE Award Volume | VCSE Award Value |
|---------------------------------------|-------------------|------------------|
| London Borough of Camden              | 6                 | £122m            |
| Cornwall Council                      | 113               | £114m            |
| East Sussex County Council            | 38                | £75m             |
| Hampshire County Council              | 28                | £74m             |
| Shropshire Council                    | 5                 | £68m             |
| Leeds City Council                    | 102               | £58m             |
| Greater Manchester Combined Authority | 38                | £52m             |
| Barnsley Metropolitan Borough Council | 26                | £44m             |
| Bristol City Council                  | 173               | £40m             |
| Watford Borough Council               | 2                 | £33m             |



## No sector

The top VCSEs winning contracts that did not fit in previous sectors include a lot of leisure and wellbeing services. This is also reflected in the largest contracts that do not fit into any of the previous sectors.

National Centre for Social Research won a high volume of 107 contracts in the last 5 years, the largest of which was a £26m contract for the provision of an English housing survey and other associated services.

Figure 9.5: No sector - Top VCSEs by value of contracts won - April 2019 to March 2024

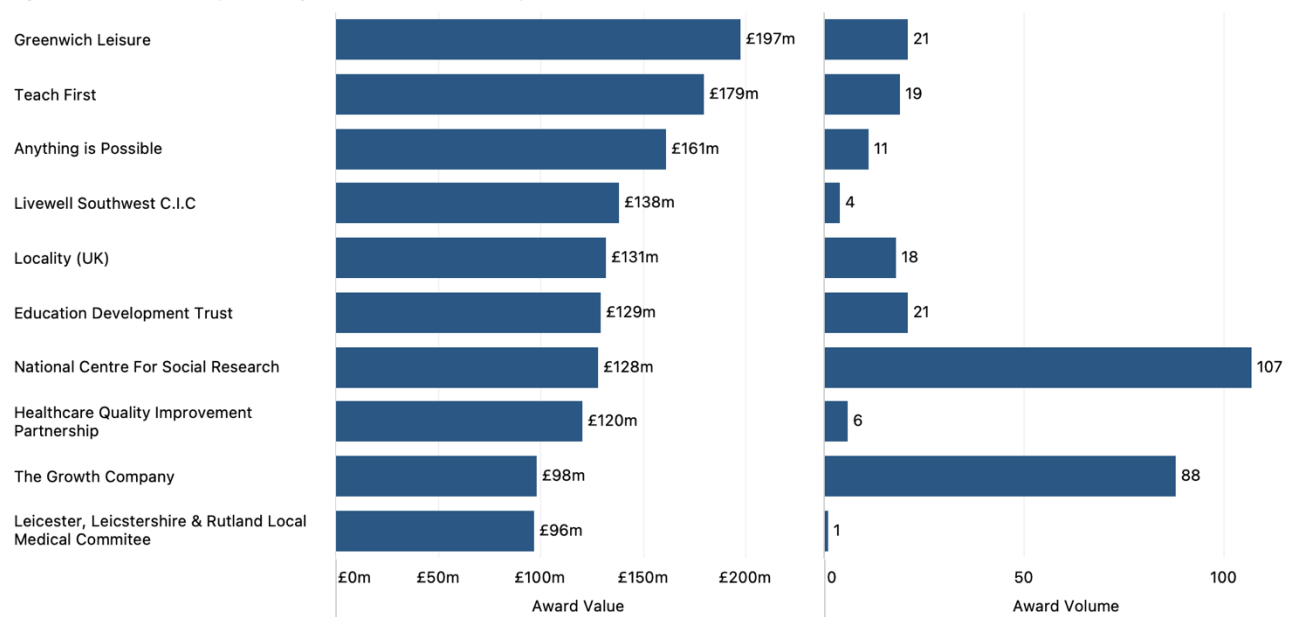


Figure 9.6: No sector – Largest contracts awarded to VCSEs – April 2019 to March 2024

| Contract title                                                                  | Date awarded | Contracting authority          | Supplier                                   | VCSE type | Award value |
|---------------------------------------------------------------------------------|--------------|--------------------------------|--------------------------------------------|-----------|-------------|
| Media Campaign Planning                                                         | 6/9/2021     | London Metropolitan University | Anything is Possible                       | Charities | £150m       |
| Community Health and Well-being Services for Children and Young People in Devon | 23/05/2019   | NHS Devon ICB                  | Livewell Southwest CIC                     | CIC       | £131m       |
| Leisure Management Contract                                                     | 1/2/2020     | London Borough of Camden       | Greenwich Leisure                          | NPO       | £120m       |
| National Clinical Audit and Patient Outcome Programme                           | 19/01/2023   | NHS England                    | Healthcare Quality Improvement Partnership | Charities | £120m       |
| High Potential ITT and Leadership Development Programme 2022/23                 | 04/05/2021   | Department for Education       | Teach First                                | Charities | £113m       |

## Appendix

This appendix of charts allows for an extra year of comparison to the previous report, published in 2021.

Both FY18/19 and FY19/20 can be used to assess the increase in values and volumes compared with the previous report.

Figure A: Public Sector procurement spend with VCSEs and other suppliers

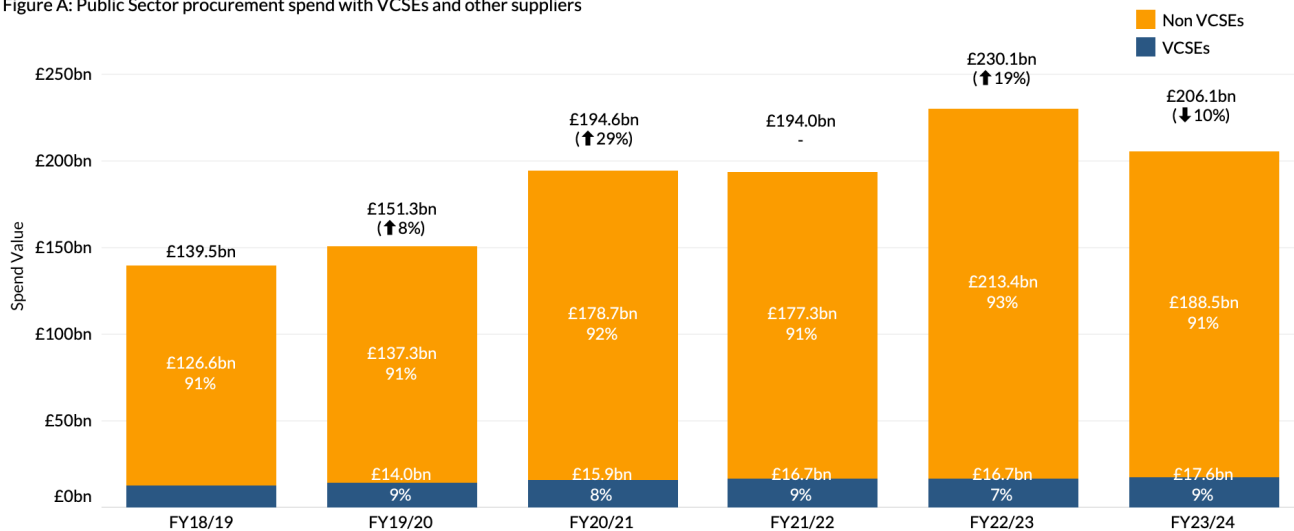


Figure B: Value of invoices paid to VCSEs

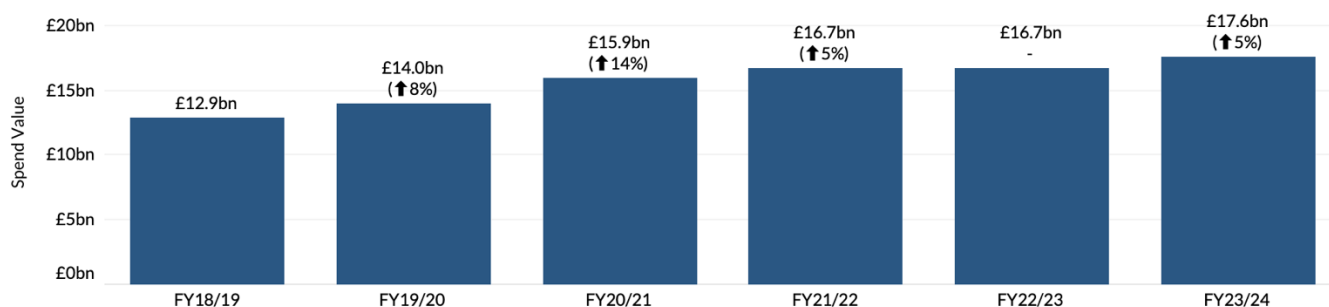


Figure C: Volume of VCSE suppliers invoicing the public sector

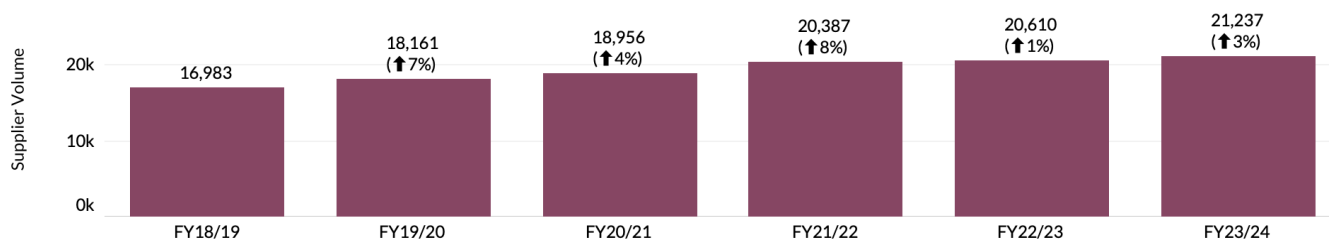


Figure D: Value of contracts won by VCSEs - April 2019 to March 2024

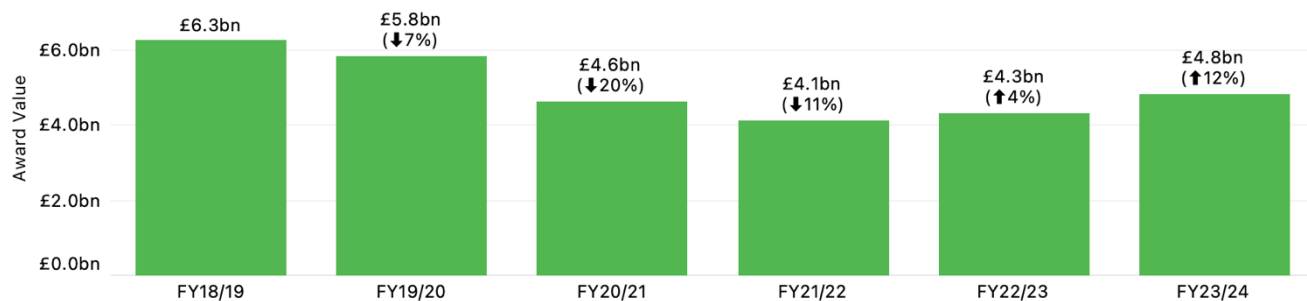


Figure E: Volume of contracts won by VCSEs - April 2019 to March 2024

