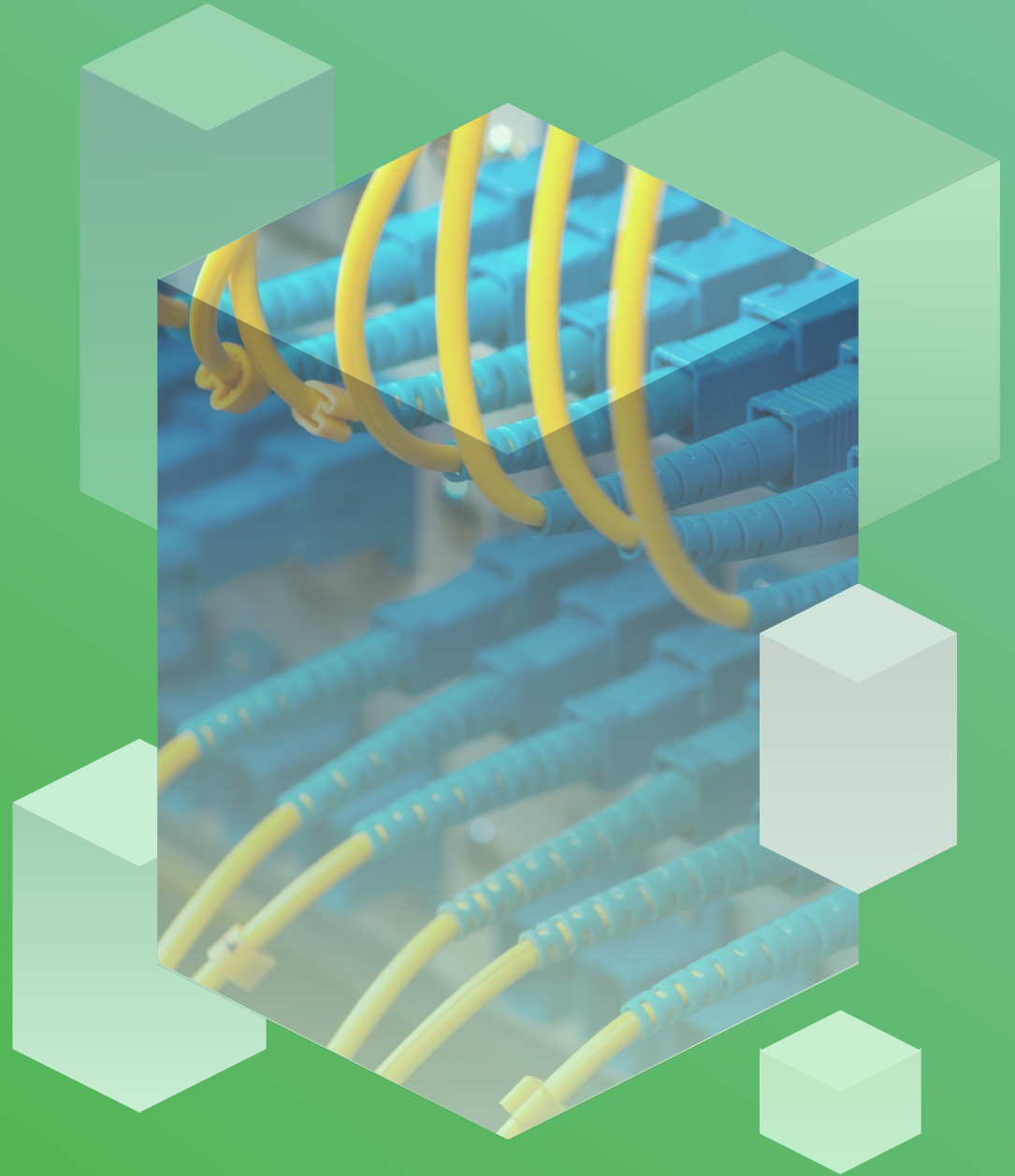

Police Procurement from IT Suppliers

Trends and opportunities

23 June 2022

tussell^o

Trusted Insight on Government
Contracts and Spend



Tussell is the market's trusted source of procurement insight

Corporate clients



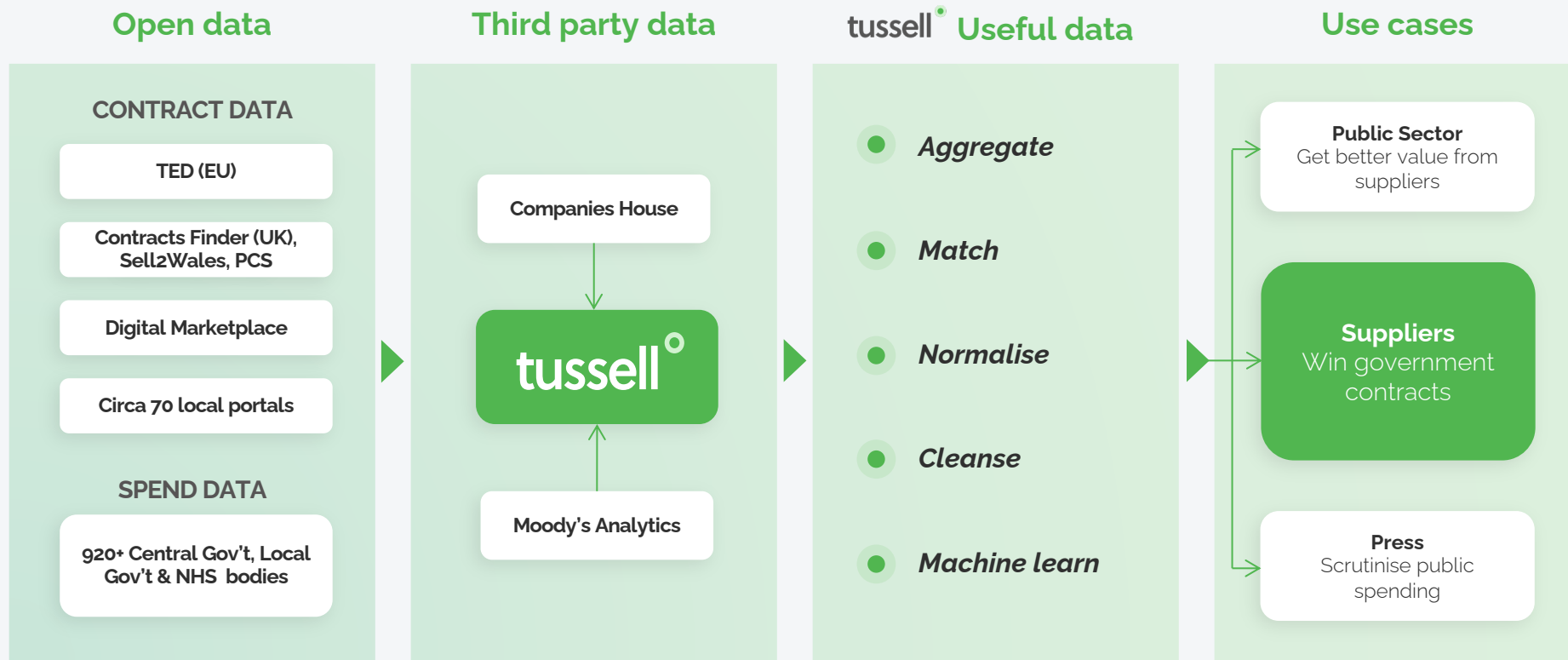
Public sector clients



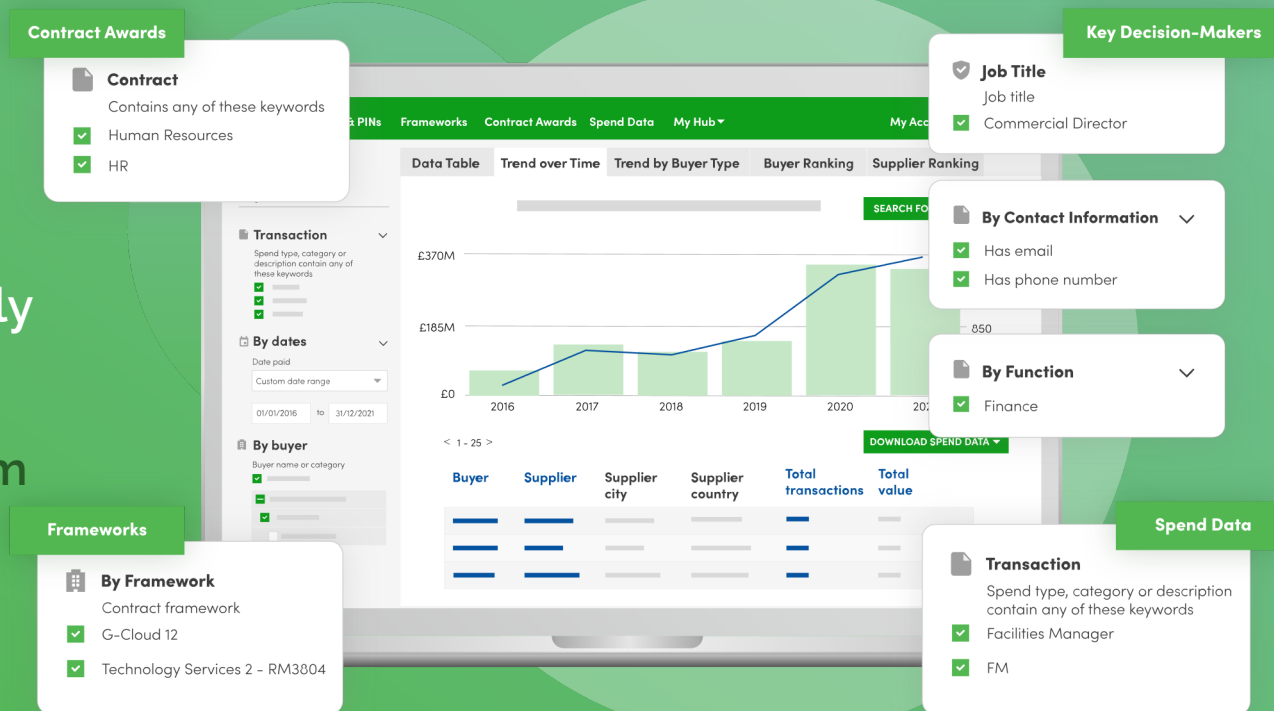
Media citations



We transform open data into useful data



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



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Agenda

01

Market size and
segmentation

02

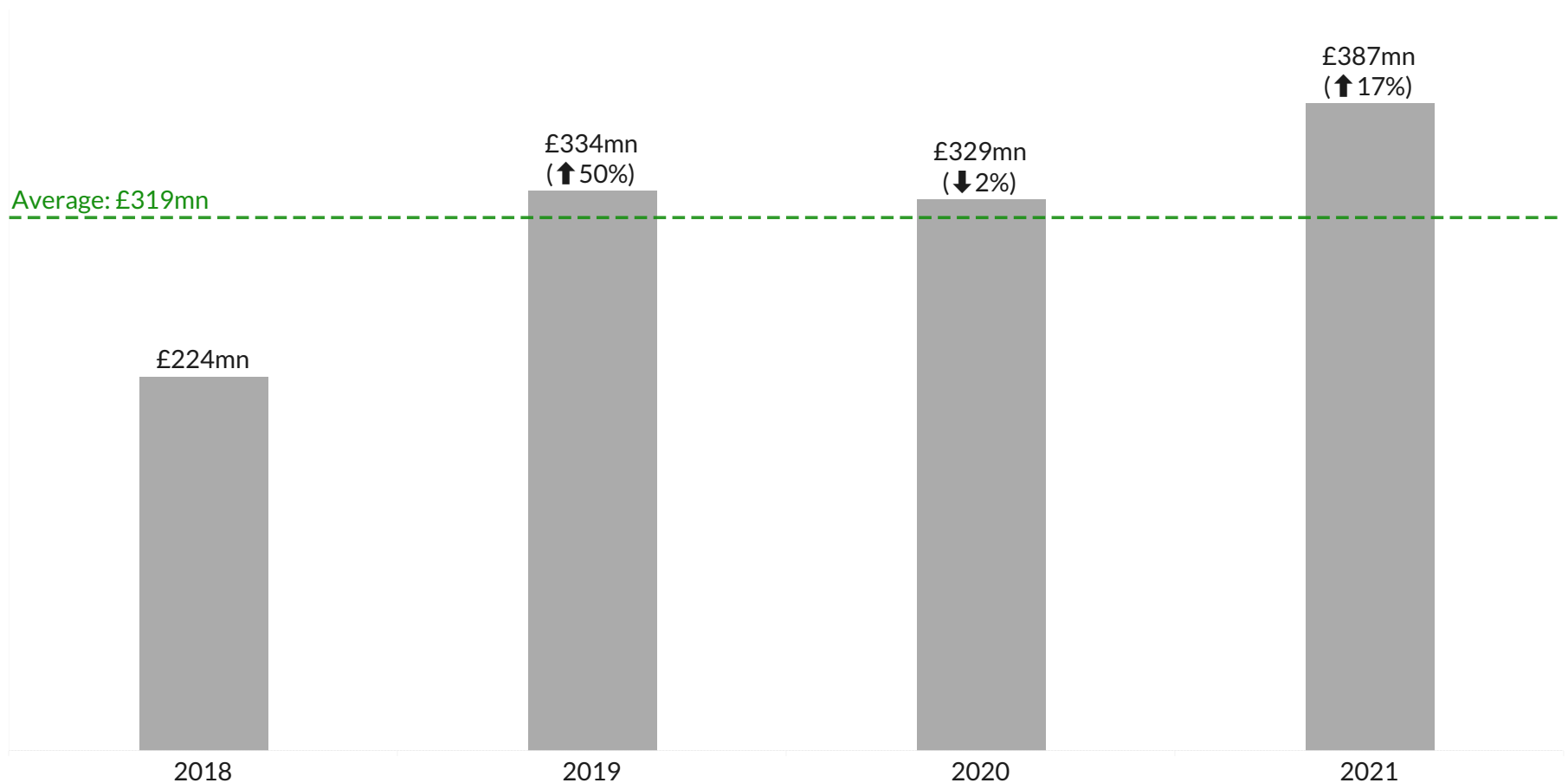
Most-used
frameworks

03

Upcoming
opportunities

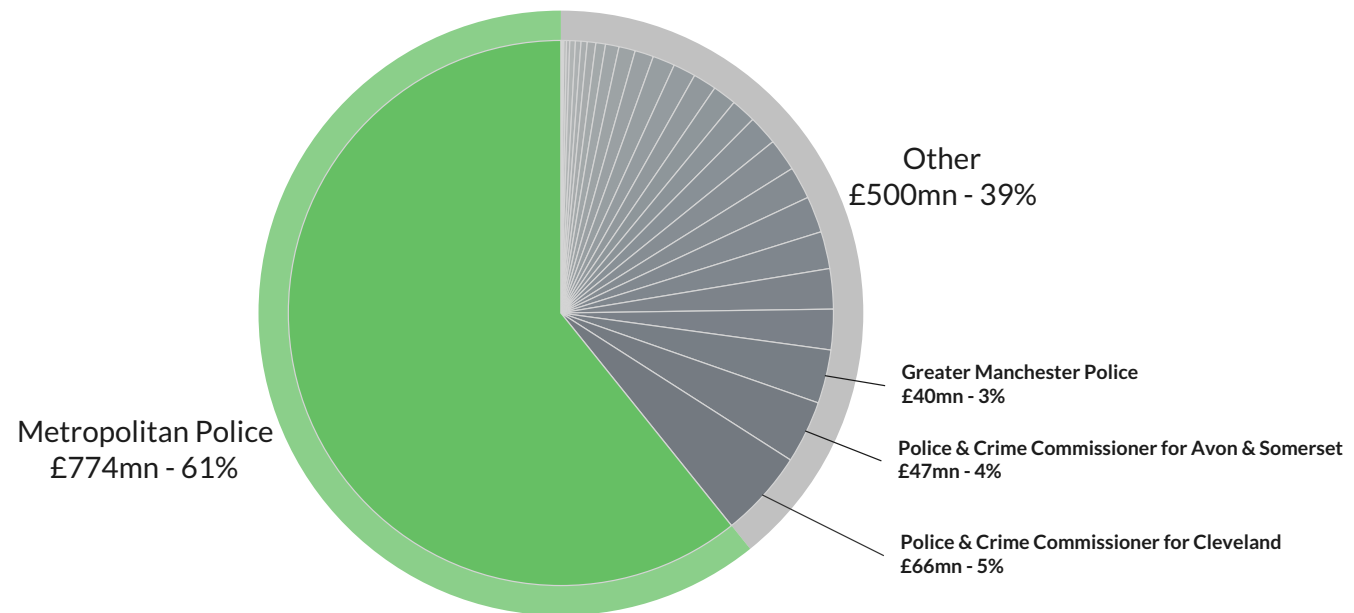
Police IT procurement has grown by 20% per year since 2018 and reached a peak of £387M in 2021

Police public sector IT spending, 2018 - 2021



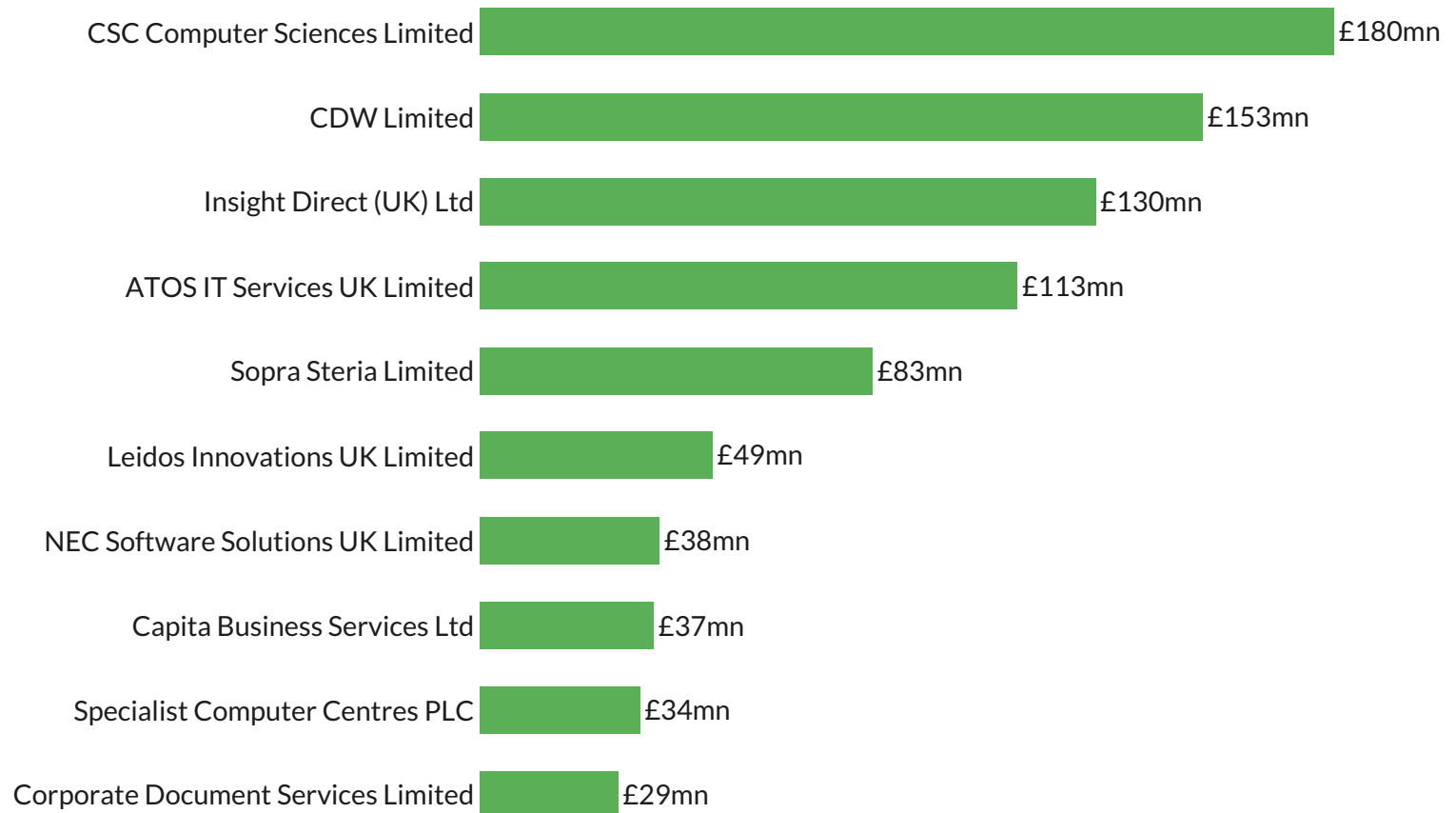
Out of IT spend of £1.3Bn since 2018, Met Police accounted for 61% of the total

Police public sector IT spending, by Metropolitan Police and other police bodies, 2018 - 2021



Since 2018, the top 10 IT suppliers took in 66% of the total spend

Largest IT suppliers by public sector revenue from UK Police bodies, 2018 - 2021



In 2021, average direct IT spending with SMEs was 14%, dragged down by London

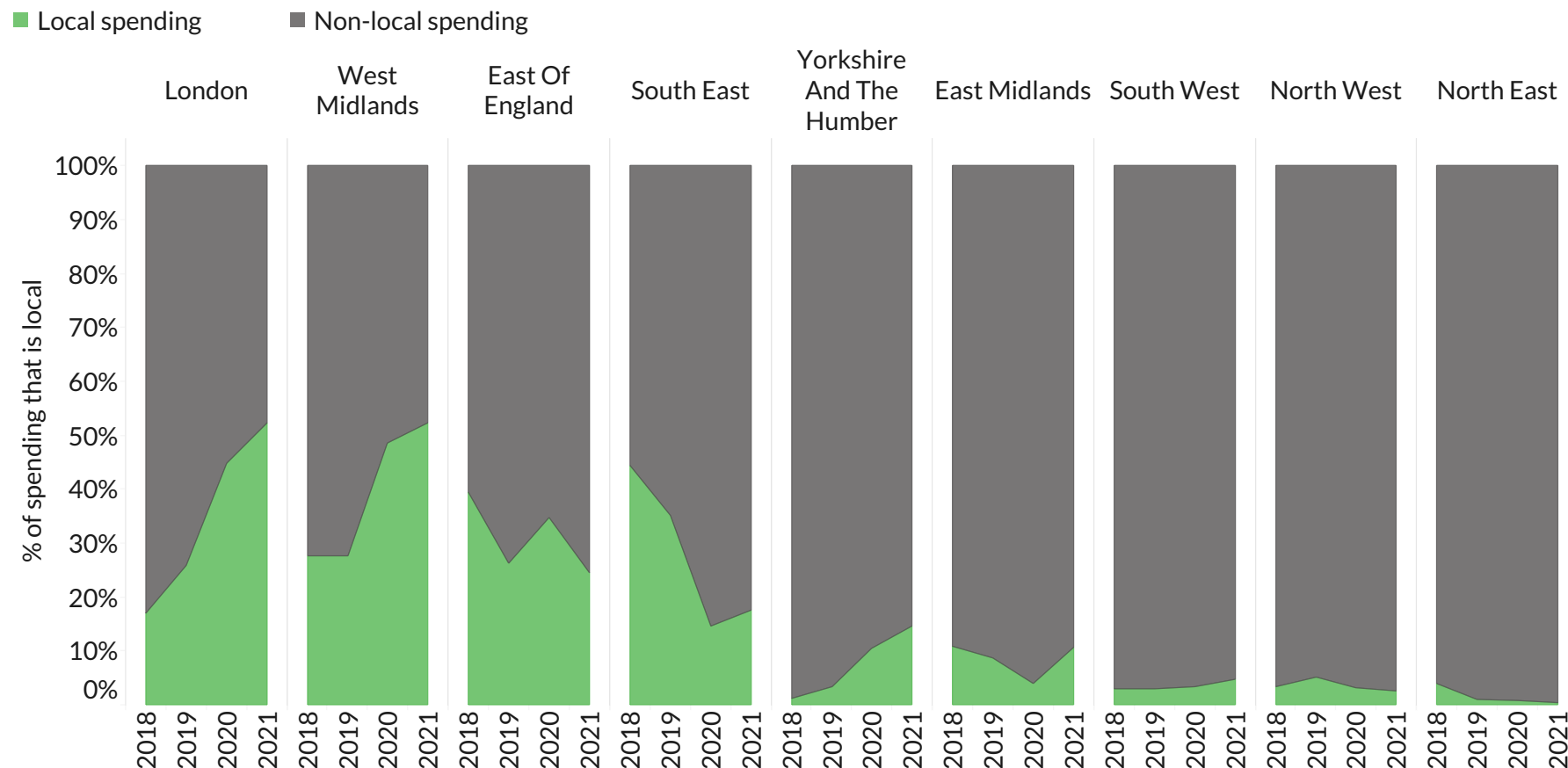
SME IT spending by Policing bodies, by region, 2018 - 2021

■ SME ■ Other



In 2021, average direct IT spending with local suppliers was 41%, driven up by London

Local spending by Policing bodies, by region, 2018 - 2021



In 2021, growth was driven by increased volume as well as higher pricing

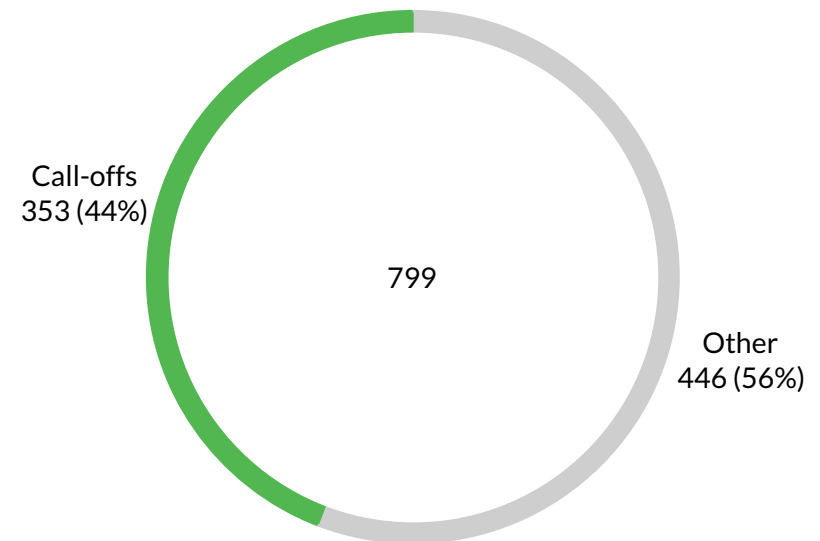
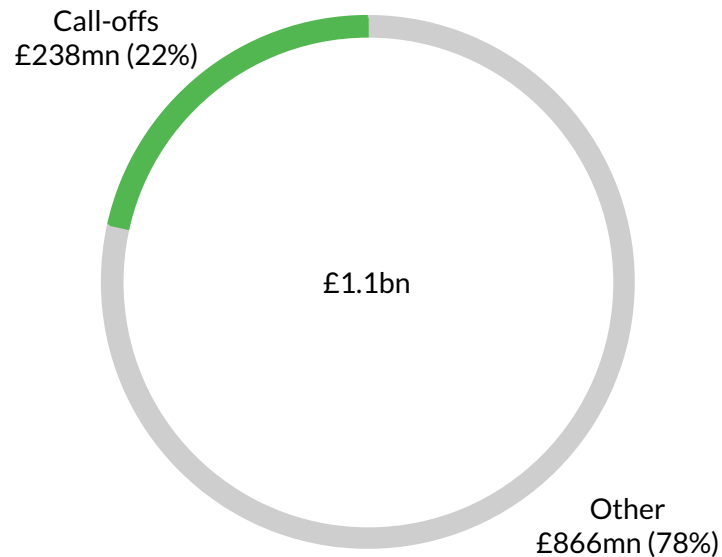
Median award value and contract award volume of IT awards from Police bodies, 2018 - 2021



Since 2018, framework call-offs account for 22% of Policing IT contracts by value and 44% by volume

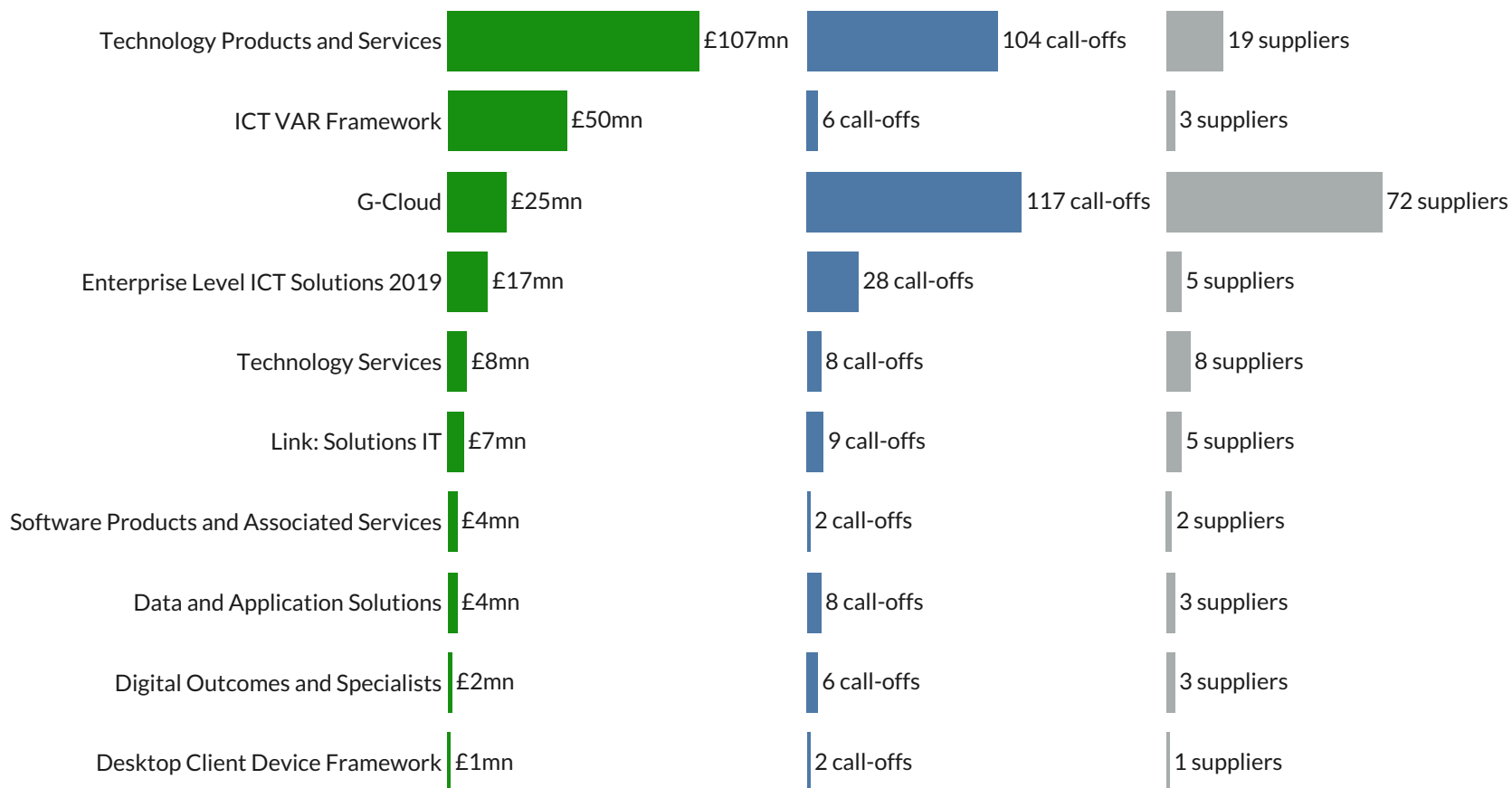
Value and volume of call-offs as a proportion of total IT awards by Policing bodies, 2018 - 2021

■ Call-offs ■ Other



Policing has called-off more than £225m of contract value through the 10 most used frameworks

Largest frameworks by value of IT call-offs awarded by Police bodies, 2018 - 2021



£233m of live IT contracts in Policing come up for renewal in the next 2 years – are you ready?

IT awards from Police bodies, expiring Q3 2022 - Q2 2024

	2022		2023		2024				Grand Total
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	
Thames Valley Police	£0.4mn		£0.2mn	£0.6mn	£48.0mn	£0.1mn	£10.0mn	£0.3mn	£59mn
South West Police Procurement			£2.1mn	£45.5mn					£48mn
Norfolk Constabulary	£0.1mn	£0.1mn	£1.0mn	£0.2mn			£33.5mn	£0.1mn	£35mn
South Yorkshire Police	£0.1mn		£0.2mn		£0.4mn			£12.0mn	£13mn
West Mercia Police	£0.1mn	£0.2mn		£0.2mn		£4.6mn	£5.5mn	£0.5mn	£11mn
North Yorkshire Police	£5.2mn	£0.6mn	£0.7mn	£0.0mn	£1.2mn	£1.4mn	£1.2mn	£0.2mn	£10mn
Other	£5.5mn	£2.8mn	£7.3mn	£13.6mn	£10.5mn	£5.0mn	£11.6mn	£0.6mn	£57mn
Grand Total	£11mn	£4mn	£11mn	£60mn	£60mn	£11mn	£62mn	£14mn	£233mn

Key findings

A circa £400M
market in 2021

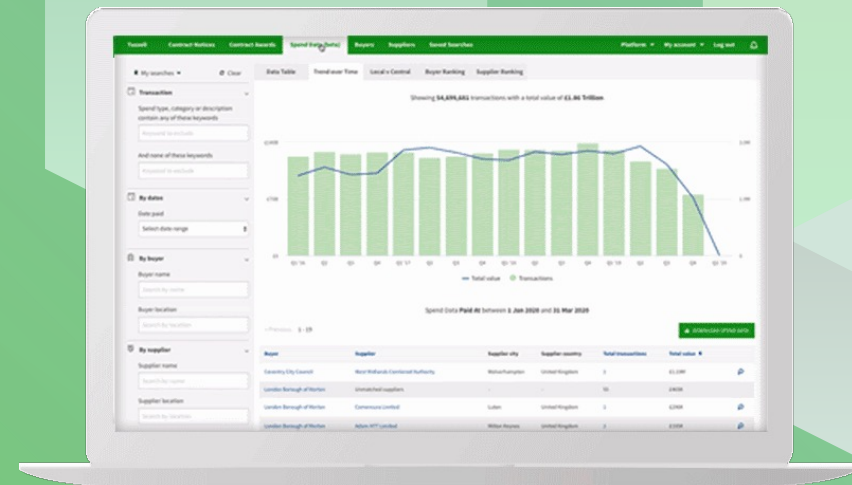
65% growth in
contract
volume last
year

£230M of live IT
contracts
rolling off in the
next two years

Are you positioned to win?

tussell^o

All the data in this report came directly from Tussell Insight, our online market intelligence platform



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