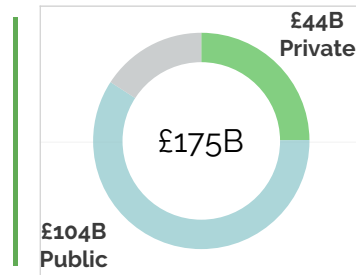


The **£12bn** NHS marketplace

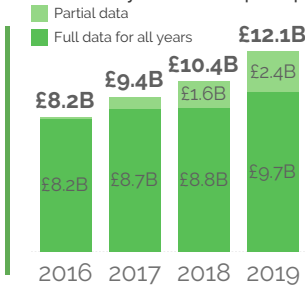
Last year suppliers earned £12bn from NHS trusts - read on for insights into our healthcare system's top suppliers

1) The data in this report comes from Tussell Insight, our unique public sector market intelligence platform. On top of our existing coverage of Central and Local Government, we have recently added...

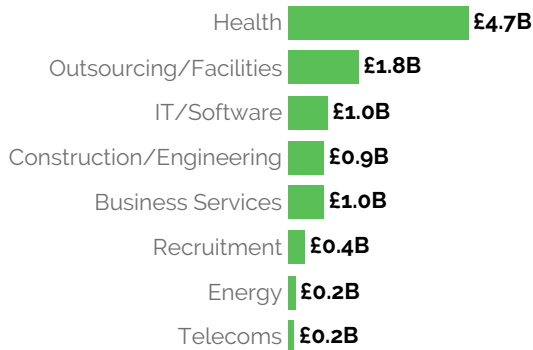
6.4m transactions, from **178** NHS trusts, worth **£175bn**



2) **£44bn of these invoices are payments made to suppliers** since 2016, for all sorts of procurement including medicine, health services, hospital services and IT, while the rest were intra-public sector or to unidentified organisations.



3) This is a fast-growing marketplace - invoices paid to private suppliers have been increasing in value significantly, even accounting for improving transparency. The 138 trusts for which we have full four years of data **spent £1.5bn more with their suppliers in 2019 than they did in 2016.**

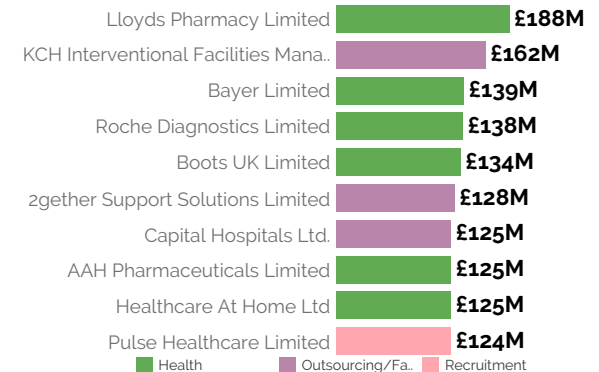


4) Unsurprisingly, **healthcare firms account for the largest amount of spend, earning nearly £5bn** from NHS trusts last year. Outsourcing/facilities firms and IT companies also earned £1bn+ in 2019

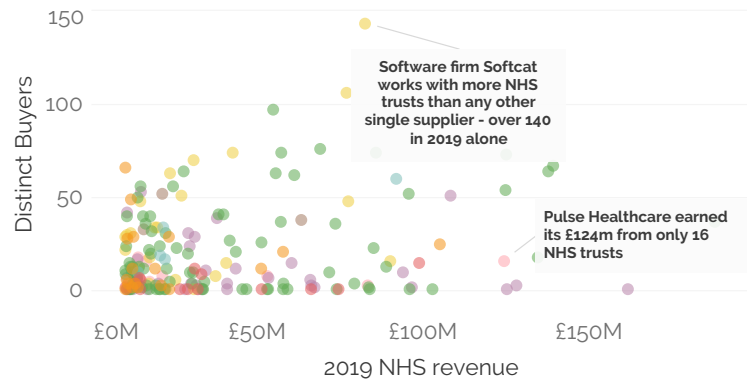
5) **Lloyd's Pharmacy earned more than any other firm from the NHS last year.**

Three facilities management firms - publicly owned KCH Interventional FM and 2gether Support Solutions, and Skanska-led Capital Hospitals, also make the top ten list.

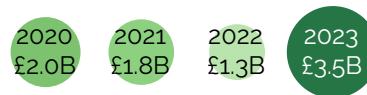
Pulse Healthcare, a staffing agency, is the only recruitment firm to make the top ten suppliers list, earning £124m in 2019.



6) **183 companies earned £10m or more from NHS trusts last year.** On average, each of these firms worked with 20 trusts



7) **£3.2bn worth of NHS contracts are due to roll off between now and the end of 2021**, including a £600m pharmaceuticals contract, £83m worth of construction contracts and £50m worth of IT contracts.



All the data used in this report, and much more, is available to query in Tussell Insight, our online public sector market intelligence platform. Book a demo now at www.tussell.com

