

# Management Consultancy - Public Sector Framework Agreements

May 2019



# Overview

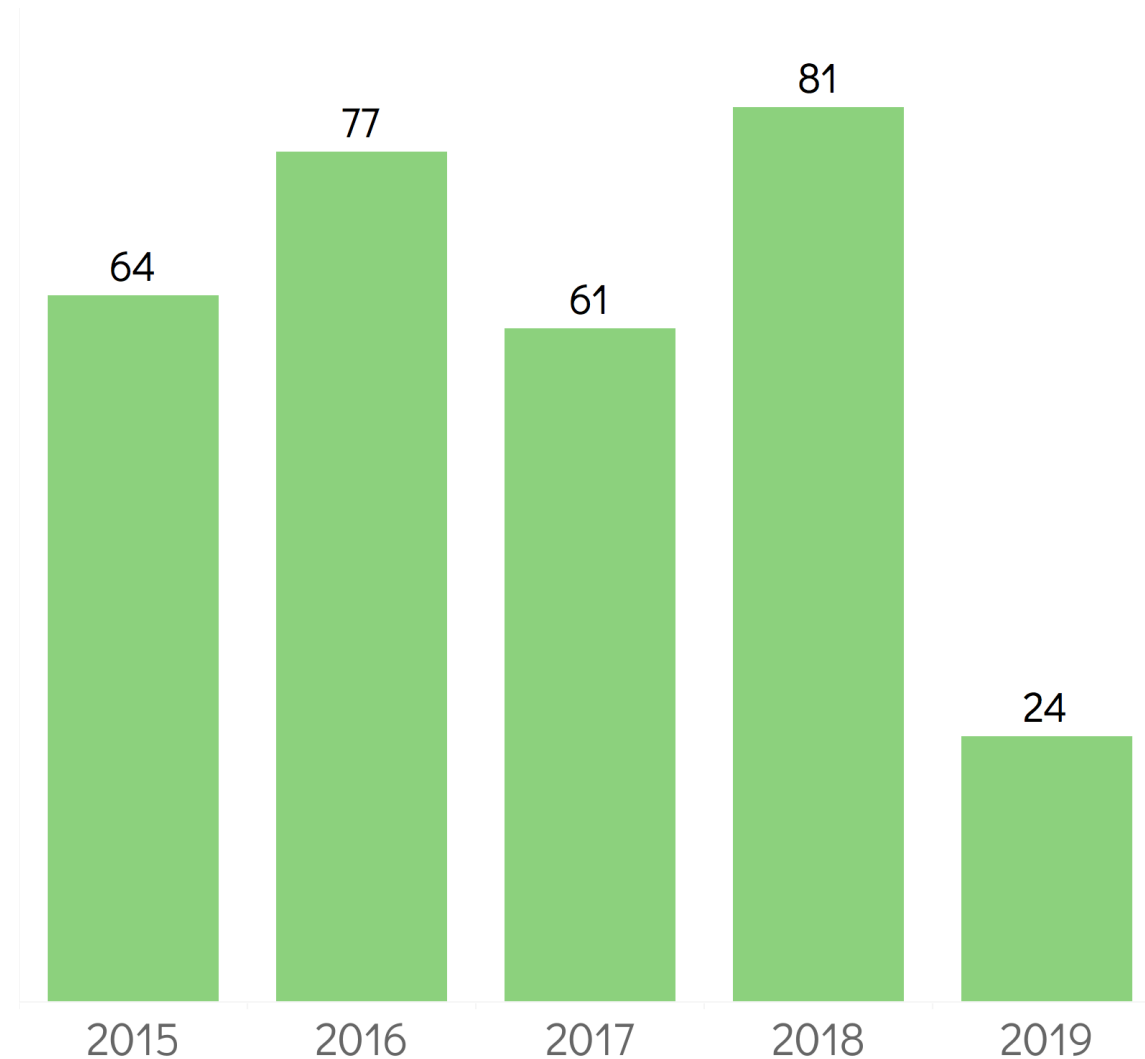
The public sector makes extensive use of advice from consulting firms - now more than ever. Much of this work is awarded through frameworks - essentially preferred supplier lists. In fact, the public sector has created more than 300 frameworks for consultancy services since 2015, of which more than 50 are currently live. Many suppliers - even some of the biggest global consulting firms - are missing out on new business because they are not named on many frameworks. With 11 of these expiring before the end of 2019, winning a place on the next iteration would expand your addressable market.

## Key Findings

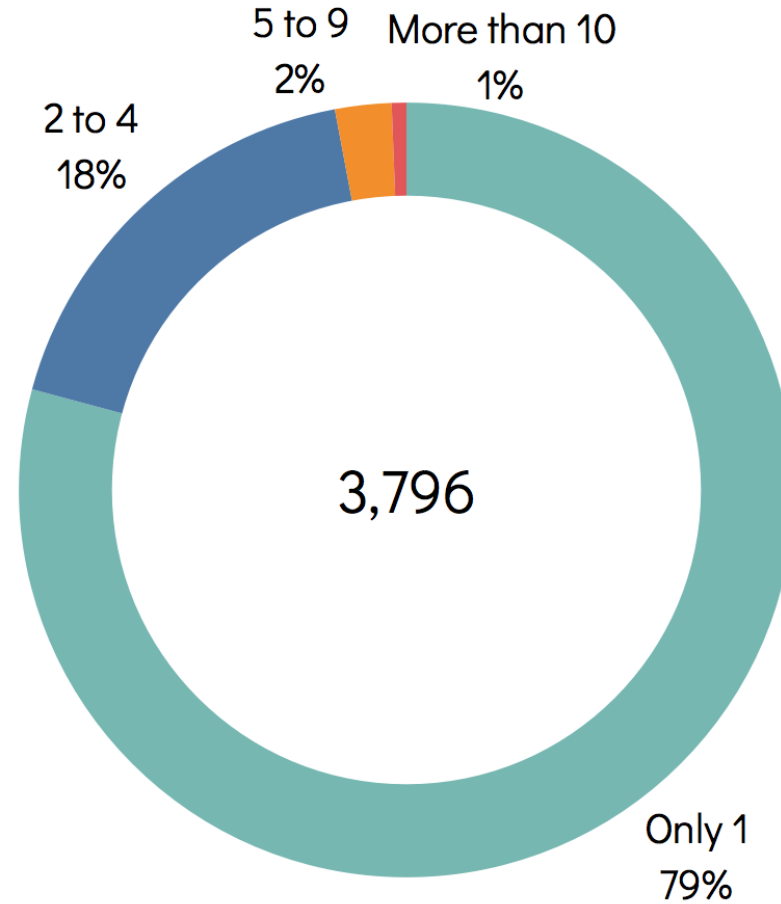
- Number of management consulting frameworks created since 2015: **307**
- Number of public sector buyers involved: **150**
- Number of suppliers named on only one framework: **80%**

With such a complex patchwork of frameworks that companies need to be listed on to address the whole market, it can be difficult to understand how to target these opportunities with limited resources. Tussell's online platform of contract data and spend analysis allows you to understand this market as never before. Use that insight to plan your growth strategy and enhance your public sector business development. Use Tussell to identify the frameworks you've missed and plan your campaign for getting on the next iteration.

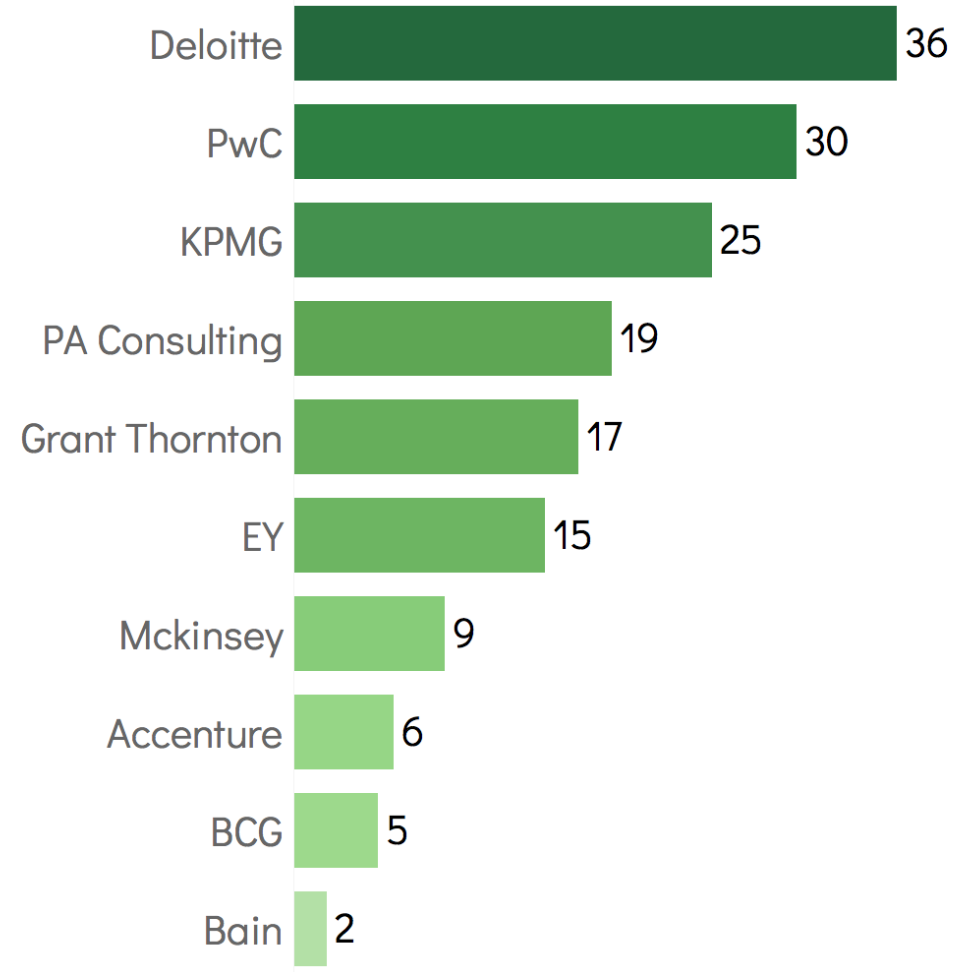
**Over 300 management consulting frameworks have been created since 2015 by the public sector – including 24 in 2019 alone**



**Four-fifths of consulting firms are named on only one consulting framework - and thus locked out of hundreds of public sector consulting opportunities.**



**PwC and Deloitte are both named on 30 or more currently live consulting frameworks - these two firms also won the highest value public sector contracts of any consulting firms in 2018**



# Conclusion

The key takeaway from this analysis is that maximising your addressable market really is a good way to win more business. The first step is being named on more frameworks.

We've identified 11 management consultancy frameworks expiring before the end of 2019. Being named on the next iterations of these is essential to growing your profile in the public sector.

You can use Tussell to:

- Identify **management consultancy framework agreements you've been missing** out on
- See which **contracts your competitors are on**
- Build a **pipeline of consulting frameworks** expiring within 12 months
- Access the **buyer's contact details** so you can make initial contact
- Get the most strategic view of the management consulting market available, including **size, growth, top buyers and key competitors**

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