



Major UK Consultancy Suppliers

2018 in Review

Data as at: 07 January 2019

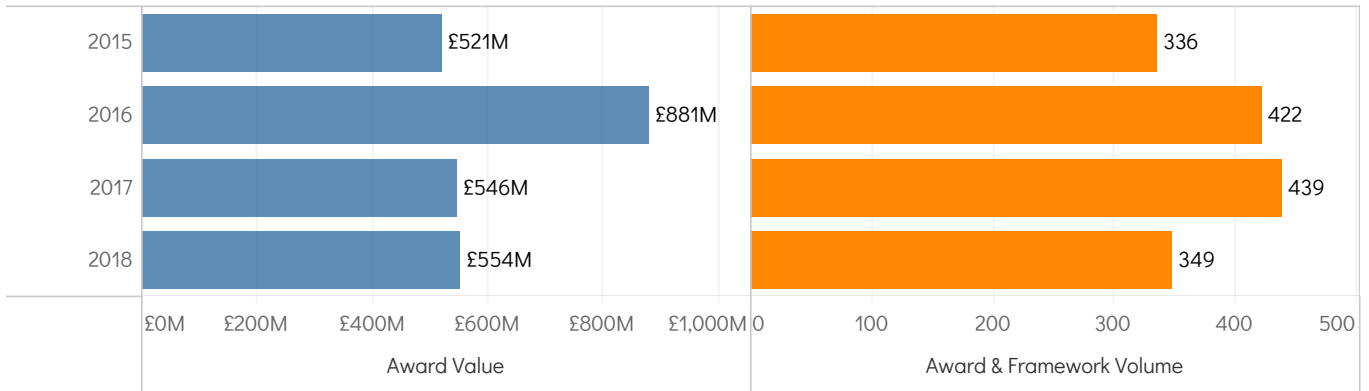
(Accenture, Bain & Company, Boston Consulting Group, Deloitte, Ernst & Young, KPMG, McKinsey & Company, Mott MacDonald, PA Consulting, PwC)

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Major Consulting Firms - Overview

In 2018, the major consultancy firms won £554m worth of awards across the wider public sector - just a 1.46% increase on 2017. By volume, 2018 saw a decrease of over 20% on 2017's figures. Together, this indicates that in 2018 the average value of contracts awarded to these firms increased by £0.35m.

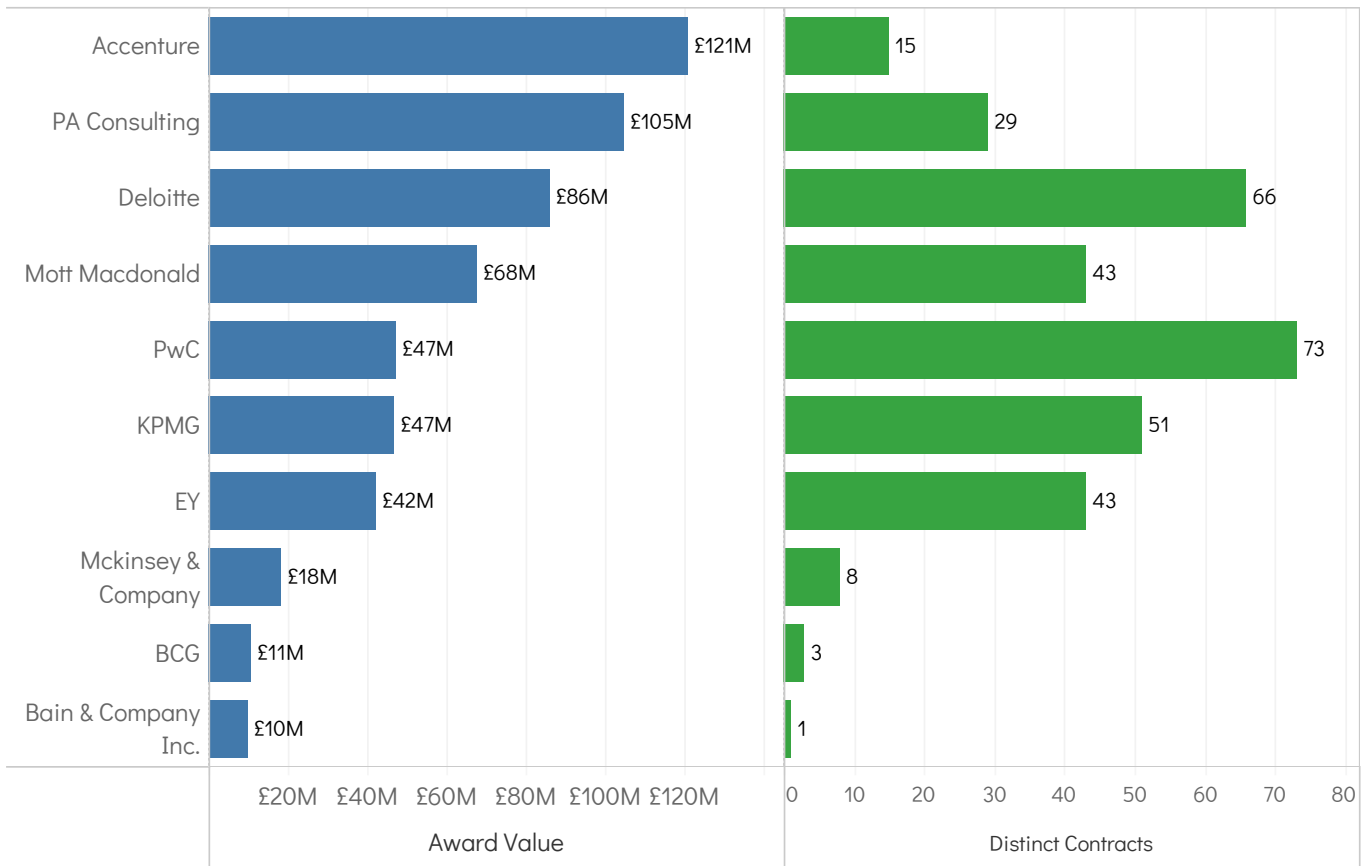
Year-by-Year Overview



Contract Awards in 2018

Only two firms, Accenture and PA Consulting, were awarded contracts totalling over £100m in 2018. Accenture was the most successful of the major consulting firms with £121m across 15 awards. In comparison, PwC have been awarded the highest volume of contracts, 73, but at an average award value of £640k compared to Accenture's £8m.

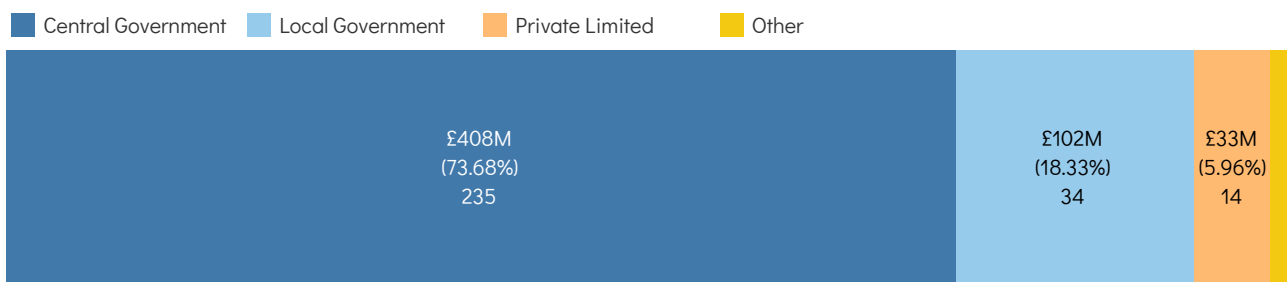
Company Breakdown (Awards)



Buyers

Central Government was by far the dominant buyer-type procuring the services of the major consultancy firms in 2018. By total award value, £408m is four times that of the next highest buyer type - Local Government. Similarly, by volume it awarded more than six-times as many contracts as any other buyer-type.

Top Buyer Types 2018








Of these Central Government bodies, the Cabinet Office/Crown Commercial Service was the top buyer in 2018, awarding contracts worth £119m. It was also the most prolific buyer and, notably, the only Central Government authority to award contracts to each of the 'Big Four' firms.

Top Central Government Buyers in 2018 by Award Value


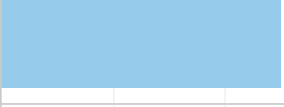
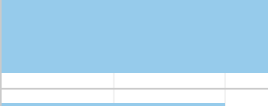
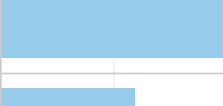

	Cabinet Office/Crown Commercial Service	Department for International Development	Home Office	Student Loans Company Ltd	Foreign & Commonwealth Office	Highways England	Department for Education	Office of Water Services (OFWAT)	Ministry of Defence	Other	Grand Total
Accenture	£11M 6		£31M 6	£40M 2	£31M 2					£1M 4	£114M 20
Mott Macdonald	£5M 2	£54M 6				£2M 11	£4M 1	£0M 2		£3M 15	£67M 37
KPMG	£1M 1	£37M 2					£0M 1	£0M 1		£3M 14	£41M 19
Deloitte	£17M 17	£2M 1					£6M 2	£0M 2	£3M 5	£12M 27	£40M 54
PwC	£23M 23	£2M 1		£0M 1		£2M 4		£8M 6		£2M 19	£37M 54
PA Consulting	£16M 7		£10M 3					£5M 5	£5M 10		£36M 25
EY	£21M 14		£3M 1			£7M 3				£4M 9	£34M 27
Mckinsey & Company	£5M 3	£10M 1								£3M 3	£18M 7
BCG	£10M 2										£10M 2
Bain & Company Inc.	£10M 1										£10M 1
Grand Total	£119M 76	£105M 11	£44M 10	£40M 3	£31M 2	£10M 18	£10M 4	£9M 11	£8M 10	£32M 101	£408M 246

Highest Value Awards & Frameworks in 2018

Top Awards

Contract Title	Contracting Authority	Date Awarded	Supplier Consultancy		
Hampshire Technology Enabled Care Partnership	Hampshire County Council	25/11/2018	PA Consulting		£67M
QA & Core Systems ADM Partner	Student Loans Company Ltd	03/04/2018	Accenture		£40M
DFID 8195 Design and Implement Accountability in Tanzania (AcT2) Programme - Contract	Department for International Development	31/01/2018	KPMG		£36M
Implementation partner for Atlas Programme	Foreign & Commonwealth Office	20/09/2018	Accenture		£31M
Girls – Participatory Approaches for Student Success (G-PASS) Programme in Ghana	Department for International Development	22/05/2018	Mott Macdonald		£25M

Top Frameworks

Contract Title	Contracting Authority	Date Awarded	Max. Supplier Award Count		
Management Consultancy Phase 2 Award Notice	Crown Commercial Service	31/01/2018	124		1,260,000,000
Management Consultancy Framework 2 (MCF2) - Phase 2	Crown Commercial Service	28/08/2018	44		1,250,000,000
Digital Outcomes and Specialist 3	Crown Commercial Service	28/09/2018	2,947		1,199,779,052
Construction Consultancy Services 2	NHS Shared Business Services	01/04/2018	217		999,999,996
G-Cloud 10	Crown Commercial Service	01/07/2018	3,477		600,000,010