

WEBINAR 10AM-11AM GMT, 18th February 2026

How to win public sector revenue in 2026

£90B across 7,500+ public sector tech contracts is coming up for renewal.





The single platform to grow your public sector revenue

Trusted by



Aims of the session

- ✓ Provide an analysis of 2025
- ✓ Show a forecast of 2026
- ✓ Equip you with a clear go-to-government strategy to deploy in 2026

Agenda

- **Section 1: Setting the scene in this new era of public sector procurement**
What government shifts changed the game in 2025?
- **Section 2: 2026 forecast and how to build a go-to-government strategy**
There's over £90B across 7,500 tech contracts up for renewal.
- **Section 3: Going from early signal to bid submission**
An end-to-end showcase of a viable go-to-government strategy you can implement now.
- **Q/A with your speakers**
Add your questions to the Slido.

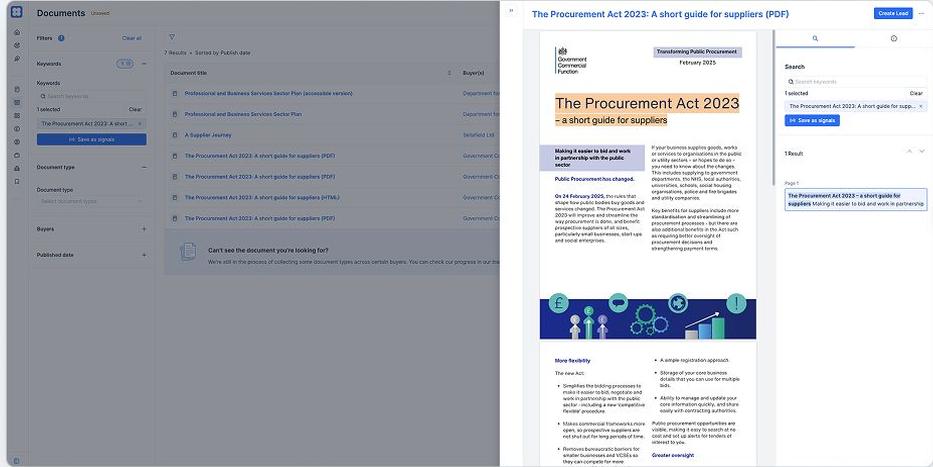
01.

Setting the scene in this new era of public sector procurement

What changed the game in 2025?

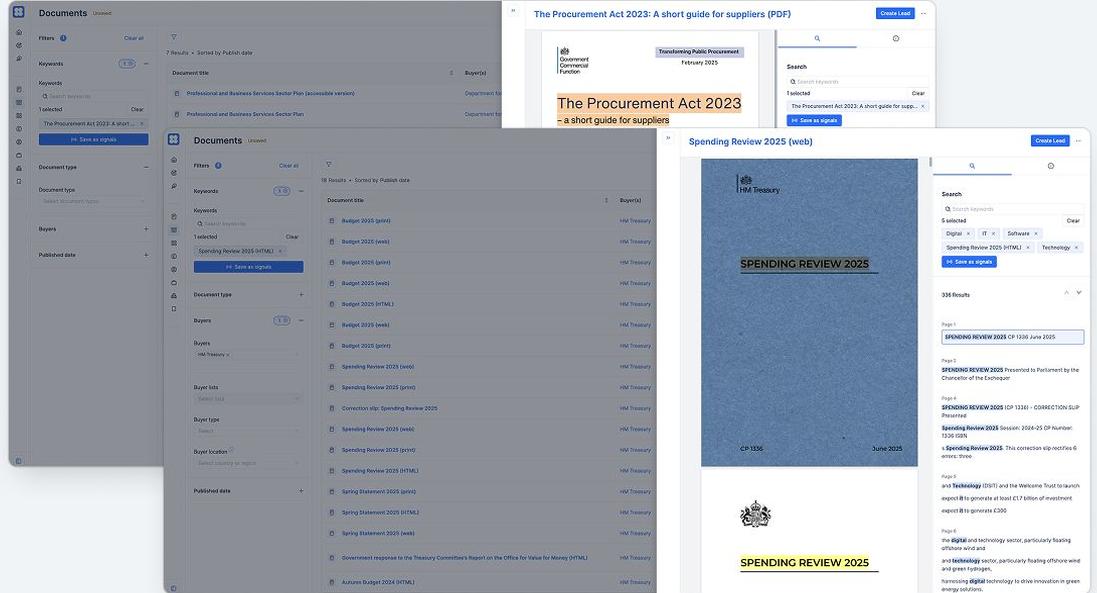
Policy from 2025 changed buyer behaviour

- In 2025, rule changes, transparency increased, and budget pressure for buyers and suppliers all hit at the same time.
 - **Procurement Act.**
 - Spending Review.
 - Autumn Budget.
- Public sector tech procurement didn't stop because of this; procurement took a new shape.



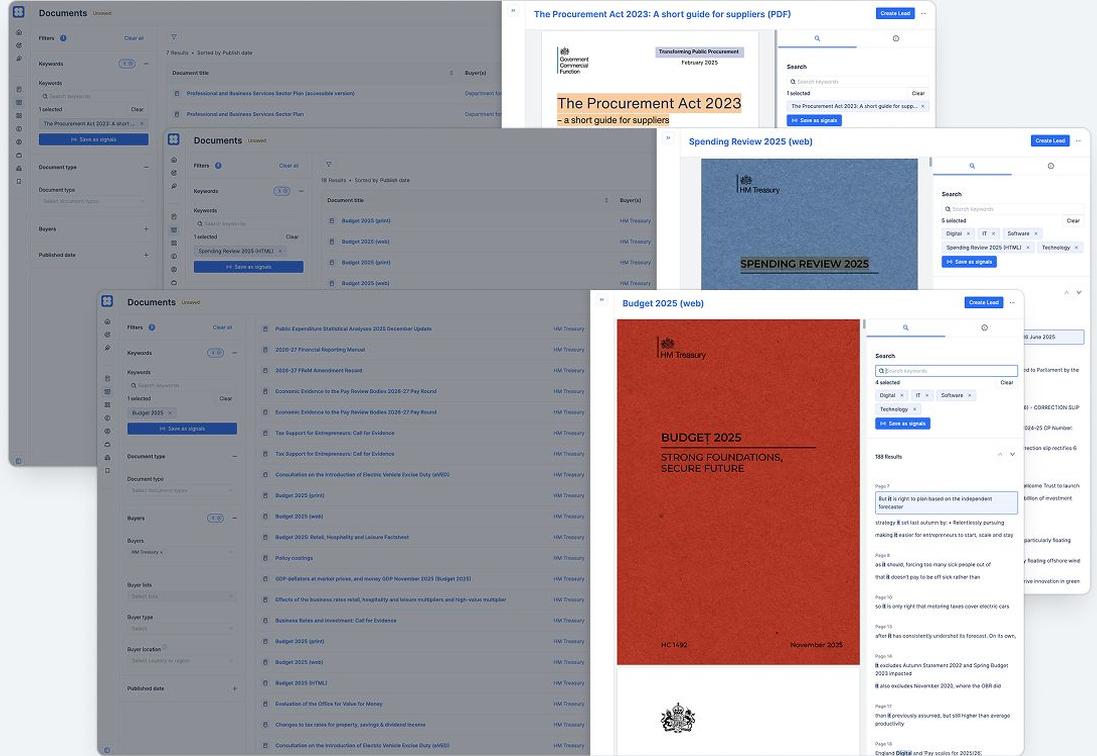
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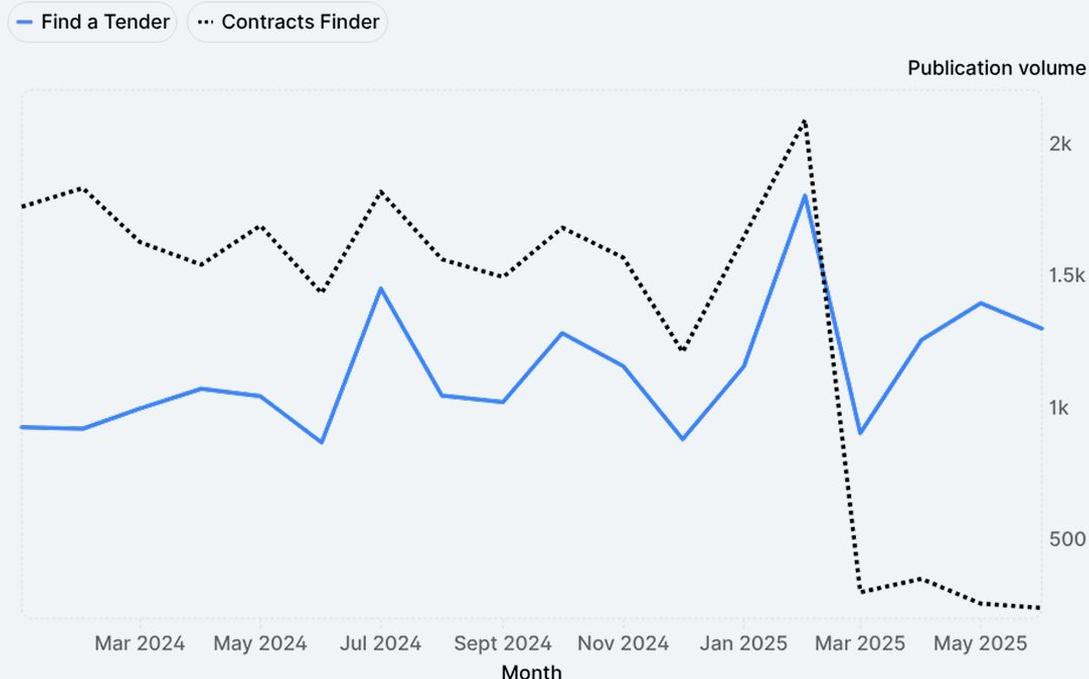
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In 2025 Tender volumes dropped

- Following the Procurement Act go-live date, open tenders **dropped by 20%**.
- What this means is that live tenders became a worse view of the market.
- If suppliers are relying on these buyer intent signals only, then they are losing out to their competition.

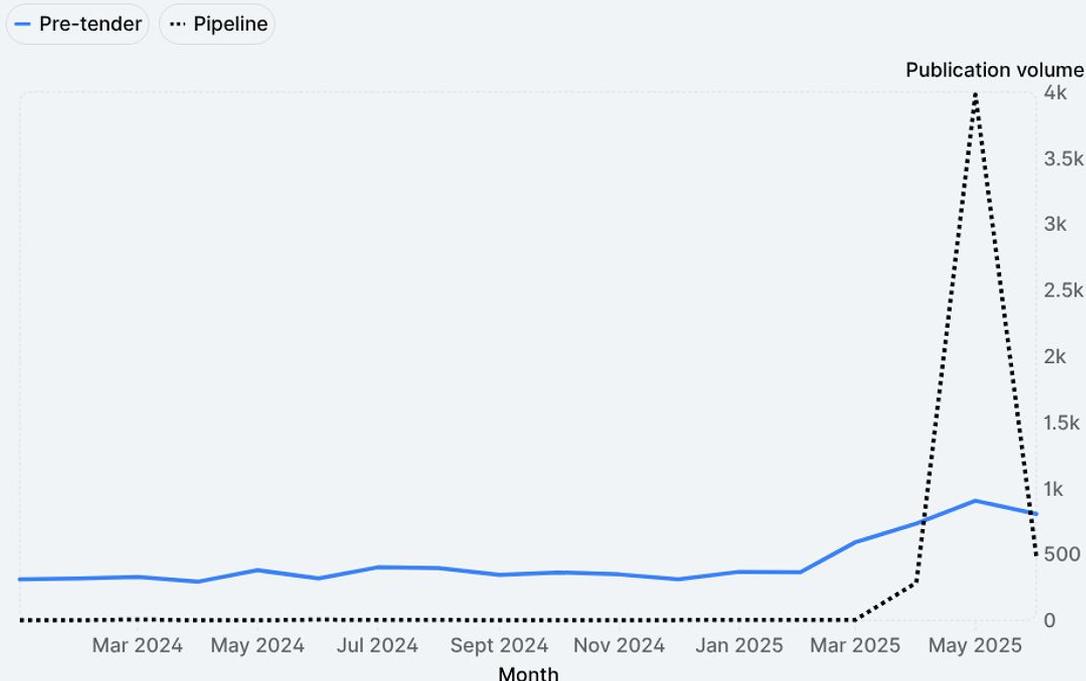
Volume of tenders published by month



In 2025 Early buying signals surged

- We found that pipeline notices **increased by 663%** compared to the same period in 2024. Similarly, **pre-tender notices have increased 3x** in the last year
- The Procurement Act has reduced the volume of open tender, but in turn improved the pre-tender signals.
- So suppliers who have early buying signals baked into their strategy will be ahead of the curve.

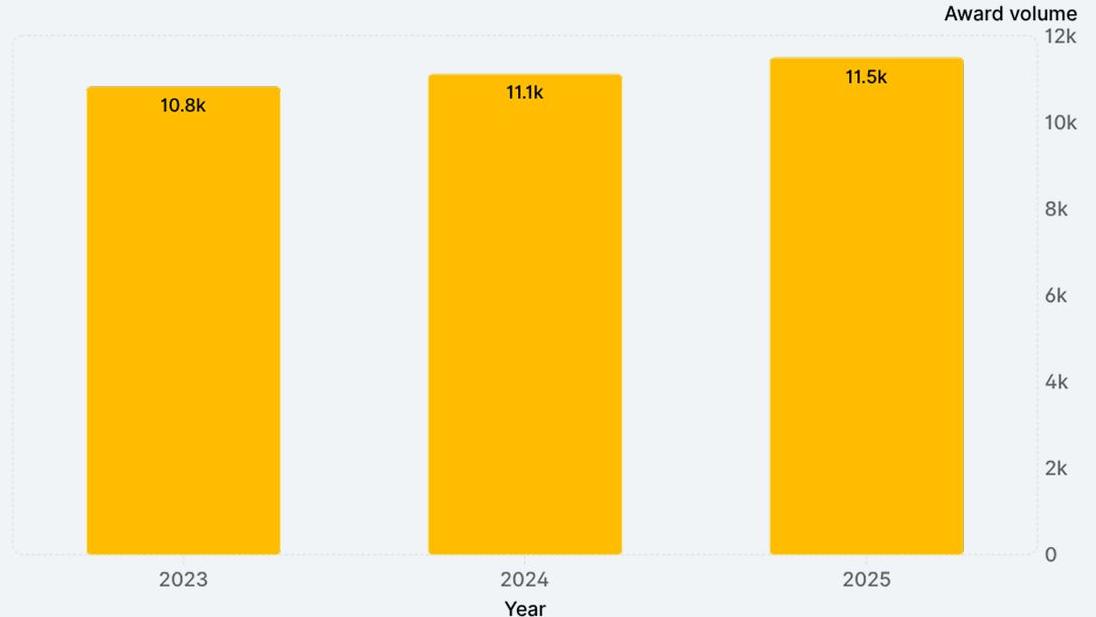
Change in pre-tender and pipeline notices by month



Award volume is growing year over year

- Tech has seen a **3% average growth** in award volume since 2023.
- Tracking contract awards shows where buyers have signed contracts and not just published intent.

Award volume for tech is growing on average 3% year over year



The implication for tech suppliers

1: Government policy has changed the face of procurement and those not adjusting to the new processes and signals will lose out.

2: Waiting for opportunities to go live might have worked in the past, but ambulance chasing post-Procurement Act will limit your success.

3: With open tenders on the decline and pre-tender signals on the up, suppliers that are actively forecasting for the future will be the ones with the defined pipeline.

4: Renewal cycles are the primary battlegrounds for tech suppliers looking to win more business with the government.

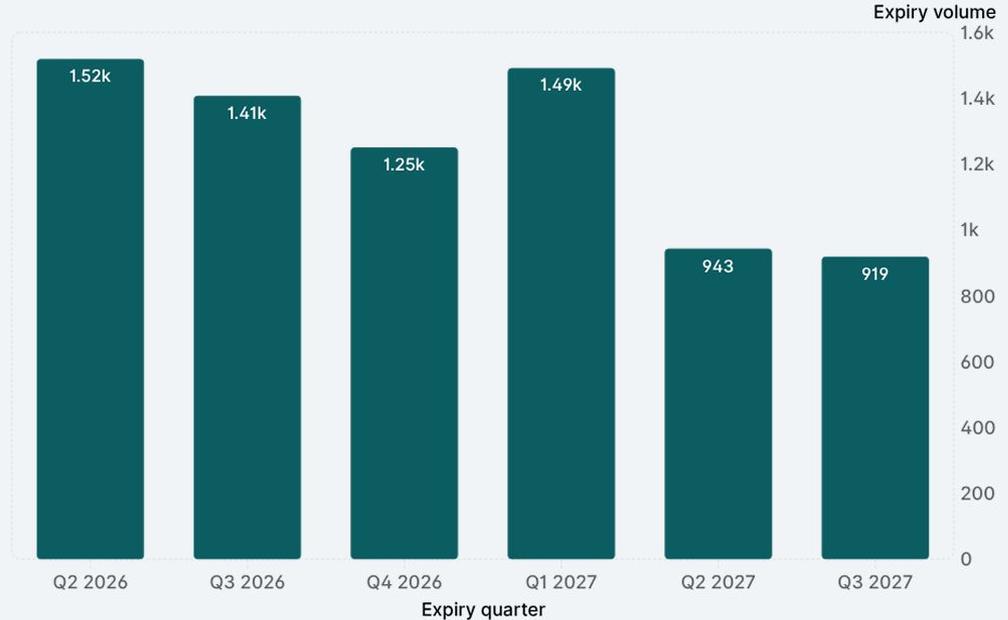
02.

2026 forecast and how to build a go-to-government strategy

There's over £90B across 7,500 tech contracts up for renewal.

Get your timing right

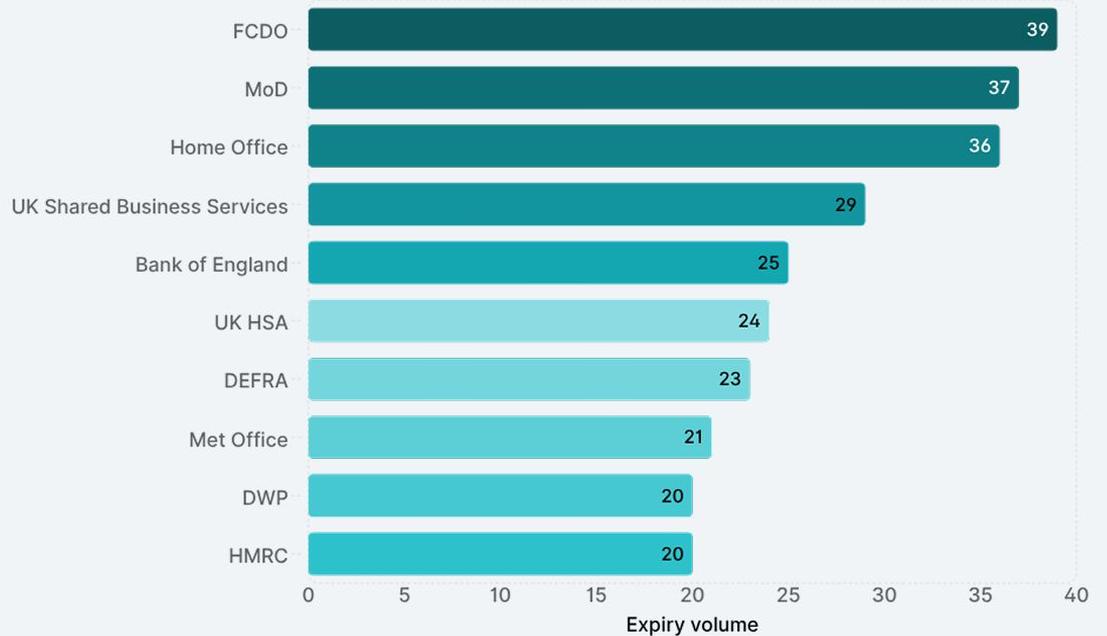
Q2 2026 and Q1 2027 showcase two opportunity waves



Understand the buyers in the market

Central government dominates Q2 contract expiries

Public sector buyer



Know the supplier landscape

Resellers dominate Q2 expirations

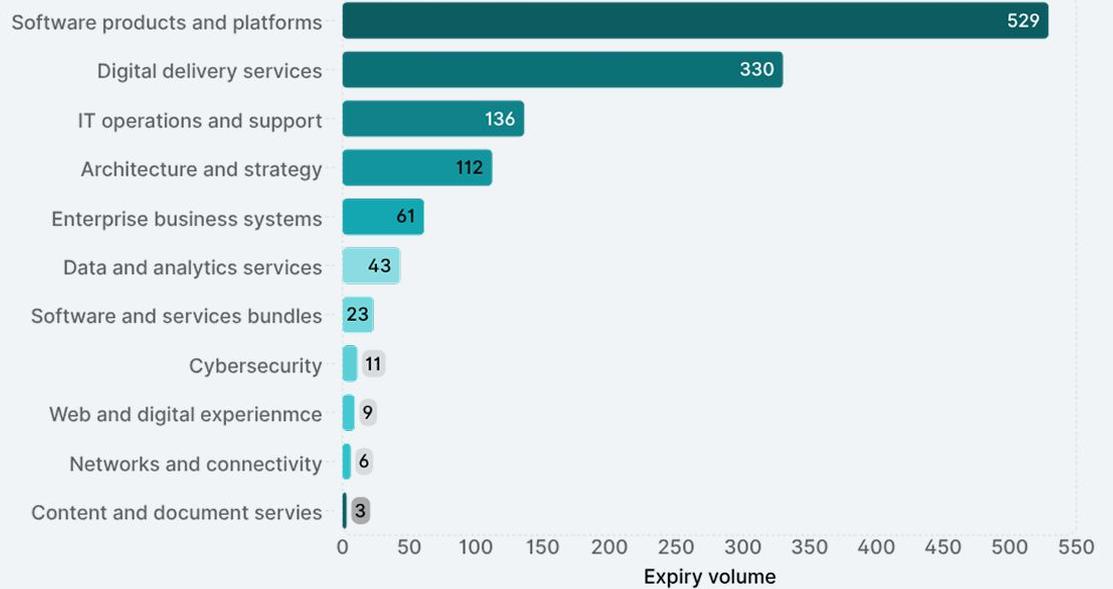


Product categories up for renewal

How technology opportunities break down in Q2

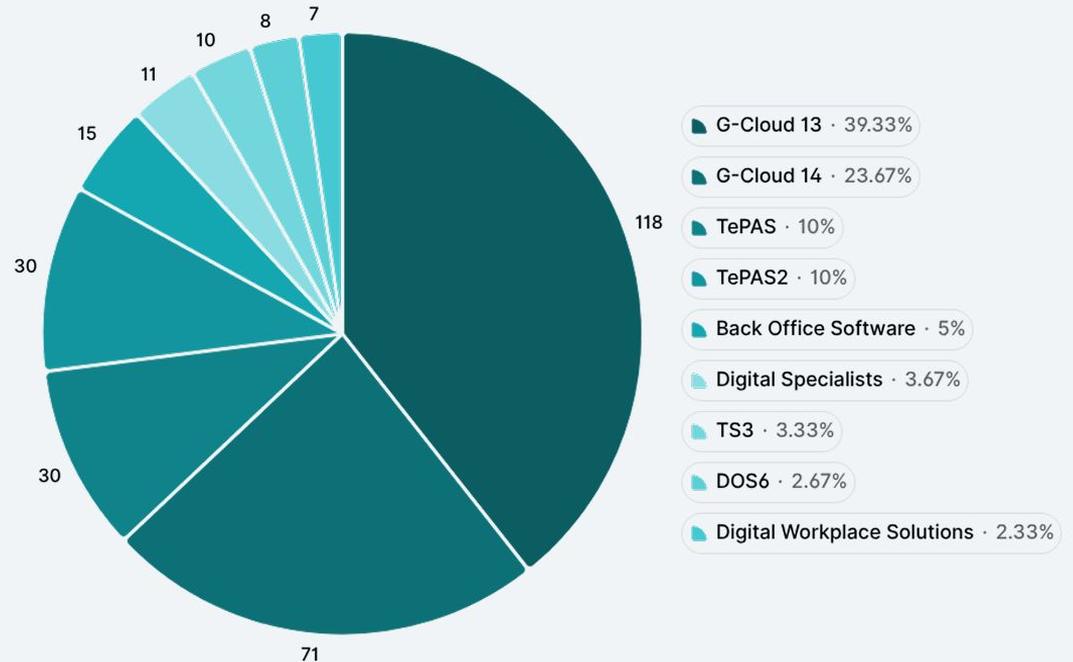
Award volume

CPV category



Choosing the right route to market

G-Cloud is the dominant framework for technology contracts



Contract call-outs

Awarded contract • Expiring in 4 months

RES/IT Microsoft (DTA) Volume Licensing agreements for Bristol City Council ✓ 1 Create Lead

Your AI summary
Get the key highlights from this notice

- PRODUCT / SERVICE**
Microsoft software licenses and related services procurement.
- CONTRACT STRUCTURE**
Value and duration of the contract are not provided. Null.
- TECH STACK MENTIONED**
Microsoft software licenses.
- ORGANISATIONS MENTIONED**
Crown Commercial Services.

Description

Provision of Microsoft software licenses and related services. Procurement process was undertaken by Crown Commercial Services under Technology Products and Associated Services framework agreement (RM6068) Lot 3: Software and Associated Services.

Timeline

Pre-tender	Not identified
Tender	Not identified
Awarded contract	RES/IT Microsoft (DTA) Volume Licensing agreements for Bristol City C... (Current page)
Published	19 Jun 2023
Start	30 Jun 2023
Expiry	30 Jun 2026 in 4 months

Contracts

Contract
RES/IT Microsoft (DTA) Volume Licensing agreements for Bristol City Council

Details

Signal score **0**

Buyer(s) **Bristol City Council**

Supplier(s) **Phoenix Software Limited**

Contract value **£7,000M**

Framework **Technology Products & Associated Services**
This notice is a call-off from a framework

Sources <https://www.contractsfinder.servic...>

Procurement contact

Name **Geraint Harris**

Email geraint.harris@bristol.gov.uk

Telephone **--**

Address **PO Box 3176, BS3 9FS Bristol, United Kingdom**

Website <https://www.bristol.gov.uk/>

[Find decision maker](#)

Comments

Contract call-outs

Awarded contract • Expiring in 2 months

Capability Delivery Partner - User Centred Design ✓ 1 Create Lead

Description

Provision of a capability delivery partner to support the delivery of the GOV-UK One Login digital identity solution

Timeline

Pre-tender	Not identified
Tender	Not identified
Awarded contract	Capability Delivery Partner - User Centred Design (Current page)
Published	10 May 2024
Start	09 Apr 2024
Expiry	09 Apr 2026 in 2 months

Contracts

Contract

Capability Delivery Partner - User Centred Design

Suppliers	PA Consulting Services Ltd
Value	£19,000,000
Start	09 Apr 2024
End	09 Apr 2026

Lot Details

No lots associated with this notice

CPV codes

72000000 - IT services: consulting, software development, internet and support

Details

Signal score **0**

Buyer(s) **Government Digital Service**

Supplier(s) **PA Consulting Services Ltd**

Contract value **£19.00M**

Sources <https://www.contractsfinder.servic...>

Procurement contact

Name **Harry Webb**

Email harry.webb@digital.cabinet-office.gov.uk

Telephone --

Address **United Kingdom**

Website --

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Comments

No comments yet.

Contract call-outs

Awarded contract • Expiring in 2 months

Network Infrastructure Support Contract for 102 Design ✓ 1 Create Lead

Description

102 Design Network Infrastructure Support Services

Timeline

Pre-tender	Not identified
Tender	Not identified
Awarded contract	Network Infrastructure Support Contract for 102 Design (Current page)
Published	21 May 2025
Start	30 Apr 2025
Expiry	30 Apr 2026 in 2 months

Contracts

Contract	Network Infrastructure Support Contract for 102 Design
Suppliers	Nurved Consulting Ltd
Value	£32,794,677
Start	30 Apr 2025
End	30 Apr 2026

Lot Details

No lots associated with this notice

CPV codes

72267100 - Maintenance of information technology software

Details

Signal score **0**

Buyer(s) [Ministry of Justice](#)

Supplier(s) [Nurved Consulting Ltd](#)

Contract value **£32.79M**

Framework **G-Cloud 14**
This notice is a call-off from a framework

Sources <https://www.contractsfinder.servic...>

Procurement contact

Name --

Email Rachael.kourellas@justice.gov.uk

Telephone --

Address 5 Wellington Place, LS1 4AP Leeds, United Kingdom

Website <https://ministryofjusticecommercial.bra vosolution.co.uk>

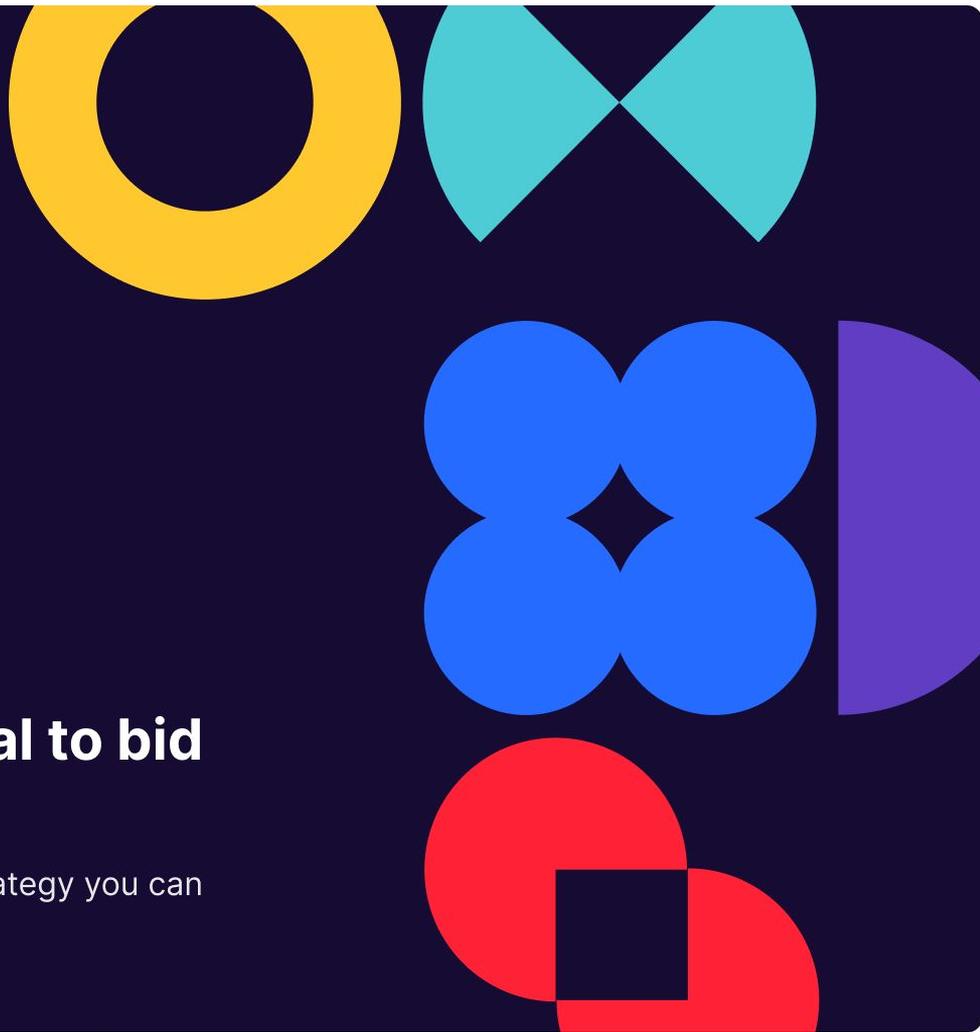
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Comments

03.

Going from early buying signal to bid submission

An end-to-end showcase of a go-to-government strategy you can implement now.



Go from disjointed tools...

Strategy
consultants

Market
intelligence

Framework
monitoring

Sales
enablement

Tender & contract
trackers

Bid & proposal
solutions

 GlobalData.

 BIP
SOLUTIONS

tussell

 framespan

 zoominfo

 Excel
 Google Sheets

 contracts
advance

AutogenAI

 respons
forms

...to a single source of truth.

 stotles

the single place to grow your public sector business.



Create
clear strategy



Build
earlier pipeline



Track
relevant tenders



Draft
winning bids



Thank you for joining.

