

# Market Capacity Survey

December 2023

## OVERVIEW

The London Anchor Institutions' Network is London's first ever city-wide initiative, convened by the Mayor of London, that commits institutions to work together, using their procurement, recruitment and estate management capacity for social and economic benefit.

At the end of 2023, members of the core LAIN team conducted a survey of small business membership organisations to

support delivery around one of our key ambitions: to purchase more goods and services from London's small and diverse-led businesses.

This survey looks to provide more information to our Procurement & Commercial colleagues around the ability of various membership bodies to respond to purchase categories we regularly utilize, which are most appropriate for smaller businesses.

**TABLE 1: TABLE OF RESPONSES PER ORGANISATION SURVEYED**

Organisation	London Chamber of Commerce and Industry	MSDUK	Supply Change	Black Equity Organisation	Federation of Small Businesses
Membership size	8,000	260	150	50	150,000
No. members SMEs or smaller	Majority	241 Micro - 183 Small - 48 SME - 10	100	50 Micro - 50	148,500
No. members London-based	8,000	126	30-40	Majority	8,000
Professional Services	5	4	5	5	4
Hard Facilities management	5	4	5	5	3
Soft Facilities management	5	5	5	5	3
HR, Recruitment	5	4	5	5	4
Fleet	5	2	3	5	3
Construction	5	2	5	5	3
Street furniture	5	1	3	5	2

**RANKING**

1 = lowest alignment with membership, and lowest confidence in members being relevant to selected purchase categories

5 = highest alignment with membership, highest confidence in members being relevant to selected purchase categories

## TABLE 1: KEY INSIGHTS

- All 5 respondents indicated **confidence** and/or **high confidence** in the ability of their members to fulfil contract opportunities in professional services and soft facilities management, HR and recruitment, representing a substantial pool of London-based micro, small and medium businesses (MSMEs)
- Respondents indicated **moderate** to **high confidence** in ability of their members to fulfil contract opportunities in **hard facilities management and construction**
- Fleet and street furniture remain purchase categories with mixed levels of confidence per organisation
- Further training in public sector procurement would be valuable to members of the Black Equity Organisation and Federation of Small Business, to ensure greater confidence in pursuing contract opportunities with large organisations like us

## DEFINITIONS

### Business size

- Micro business: <10 employees and turnover <£1.7m per year
- Small business: <50 employees and turnover <£8.8m per year
- SME: <250 employees and turnover <£44m per year

### Soft facilities management

Includes services such as cleaning, catering, security, pest control, grounds maintenance

### Professional Services

Includes services such as training, language services, marketing and advertising, surveying and data collection, computer modelling, grant management services and environmental assessments.

## CONTACT INFORMATION

Contact details for organisations:

### **London Chamber of Commerce and Industry**

[membersupport@londonchamber.co.uk](mailto:membersupport@londonchamber.co.uk)

### **MSDUK**

[diversity@msduk.org.uk](mailto:diversity@msduk.org.uk)

### **Supply Chain**

[hello@supplychange.co.uk](mailto:hello@supplychange.co.uk)

### **Black Equity Organisation**

[info@blackequityorg.com](mailto:info@blackequityorg.com)

### **Federation of Small Businesses**

[matthew.jaffa@fsb.org.uk](mailto:matthew.jaffa@fsb.org.uk)

For more information, or an accessible format of this document, contact:

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