

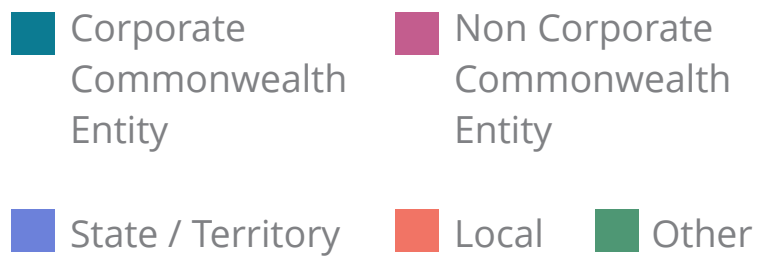
Digital Marketplace insights: October 2018

Who are we?

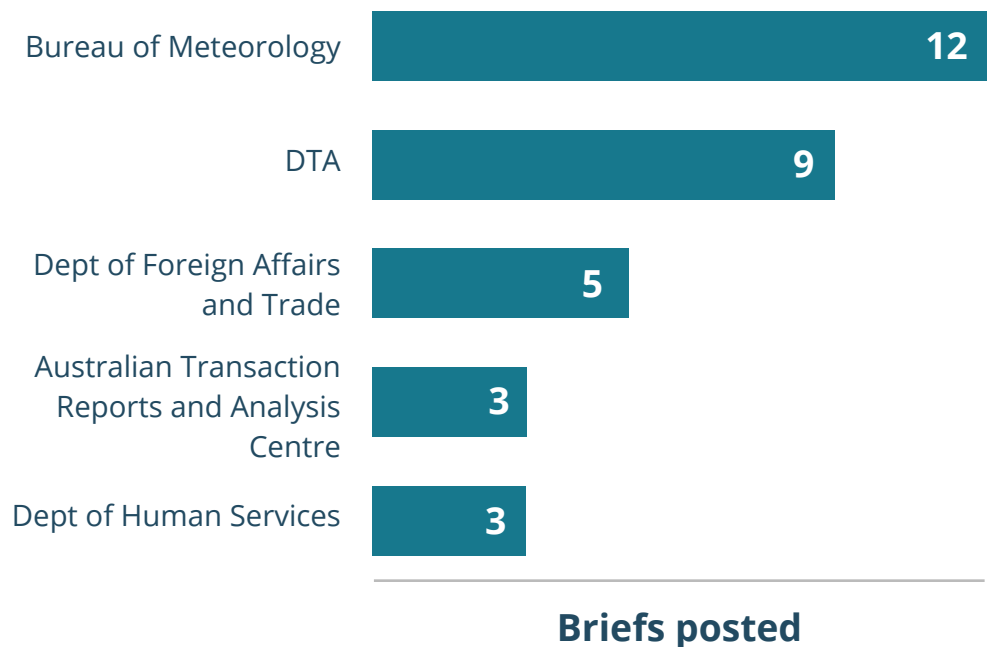
The Digital Marketplace is a simple and fast way to buy and sell with government. **It breaks down the barriers of entry for SMEs** (a small to medium enterprise with less than 200 employees) and makes it **easier to compete for the Australian Government's annual ICT spend.**



266 entities have registered, 48% of which are Commonwealth government

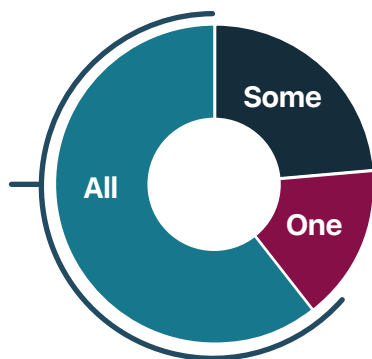


Top 5 buyers: October '18



How are we encouraging competition?

61% of all briefs have been **open to all**



Outcome

65% of briefs have been for **digital specialists**



72%

Of the **dollar value** contracted through the Marketplace since 29 August 2016 has been **awarded to SMEs***

\$299.49M

Contracted through the Marketplace since 29 August 2016*

\$41.46M this month

1055

Sellers registered to offer digital and ICT services

45 new sellers this month

1090

Total opportunities since 29 August 2016

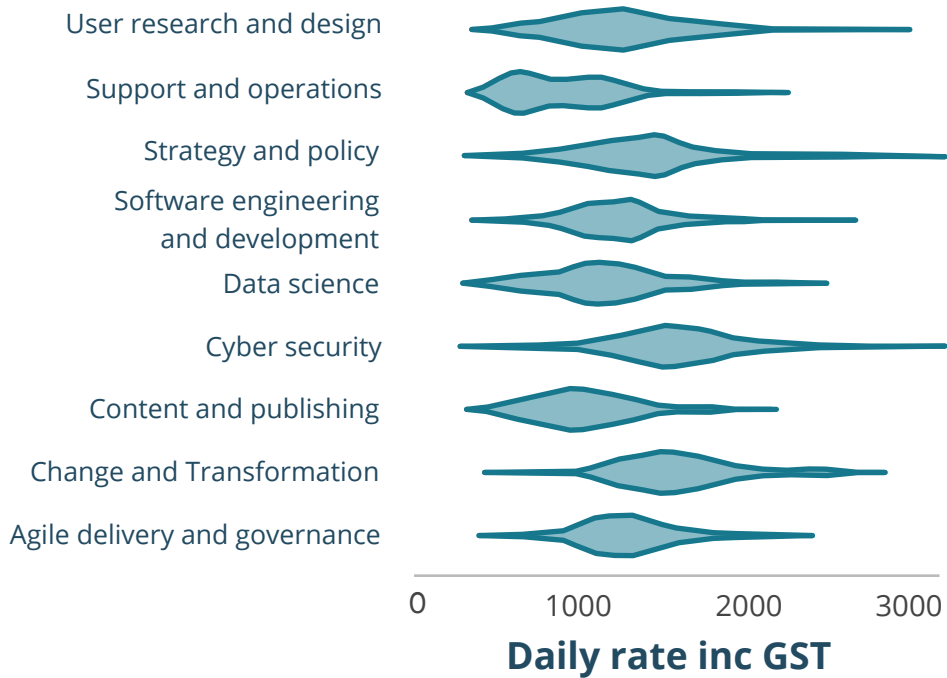
65 new briefs this month

How does the Marketplace break down procurement?

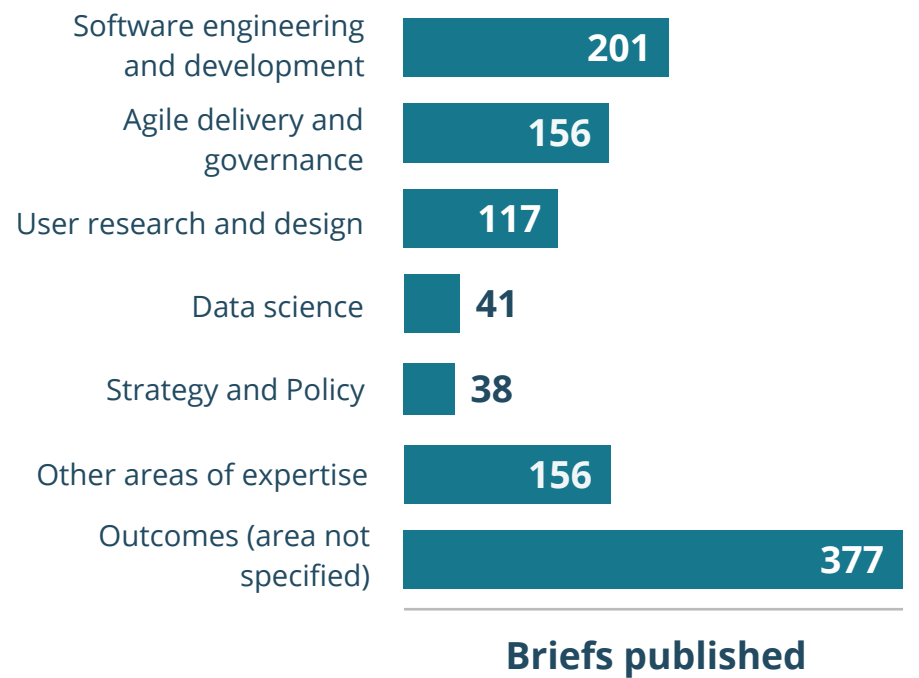
Briefs by phase



Daily rates sellers have bid for specialist roles

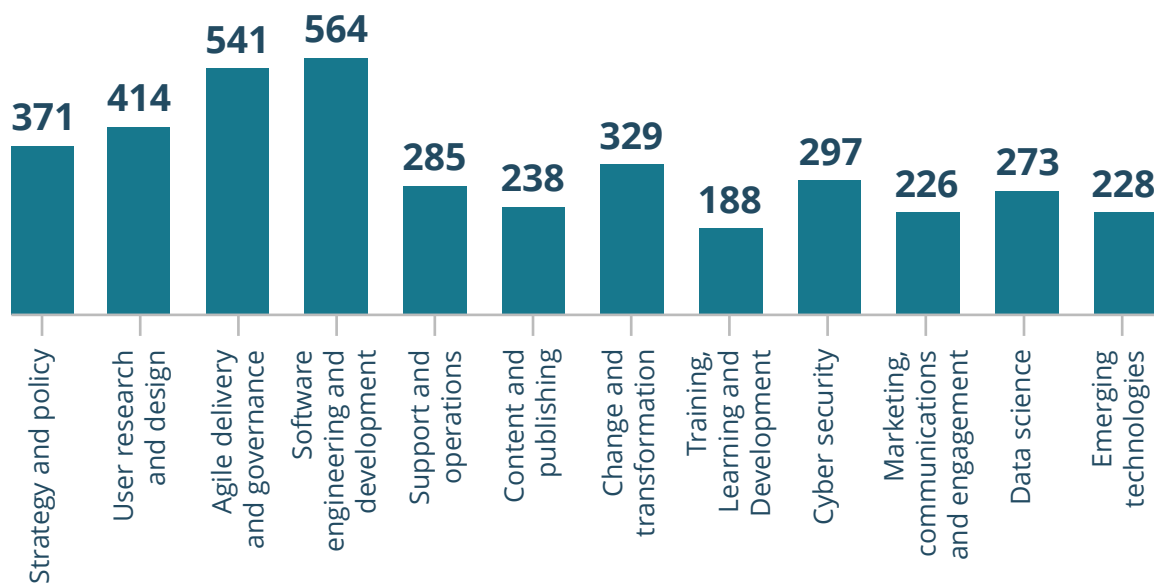


Top 5 areas of expertise since 29 August 2016

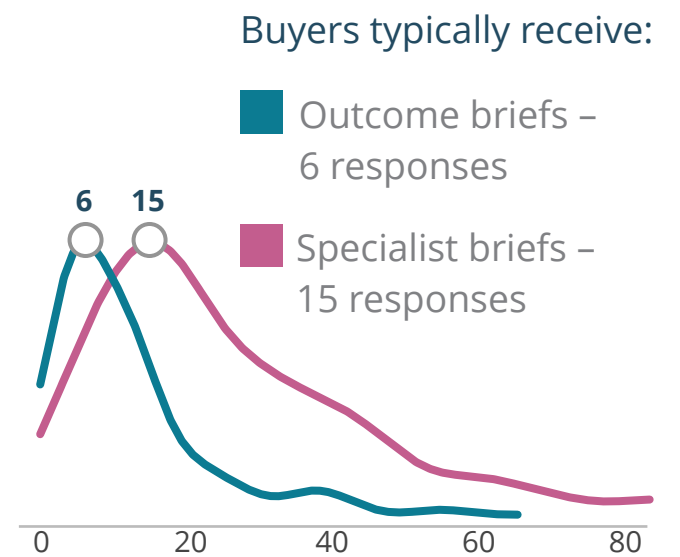


How active is the Marketplace?

Number of sellers per area of expertise



Number of responses per brief

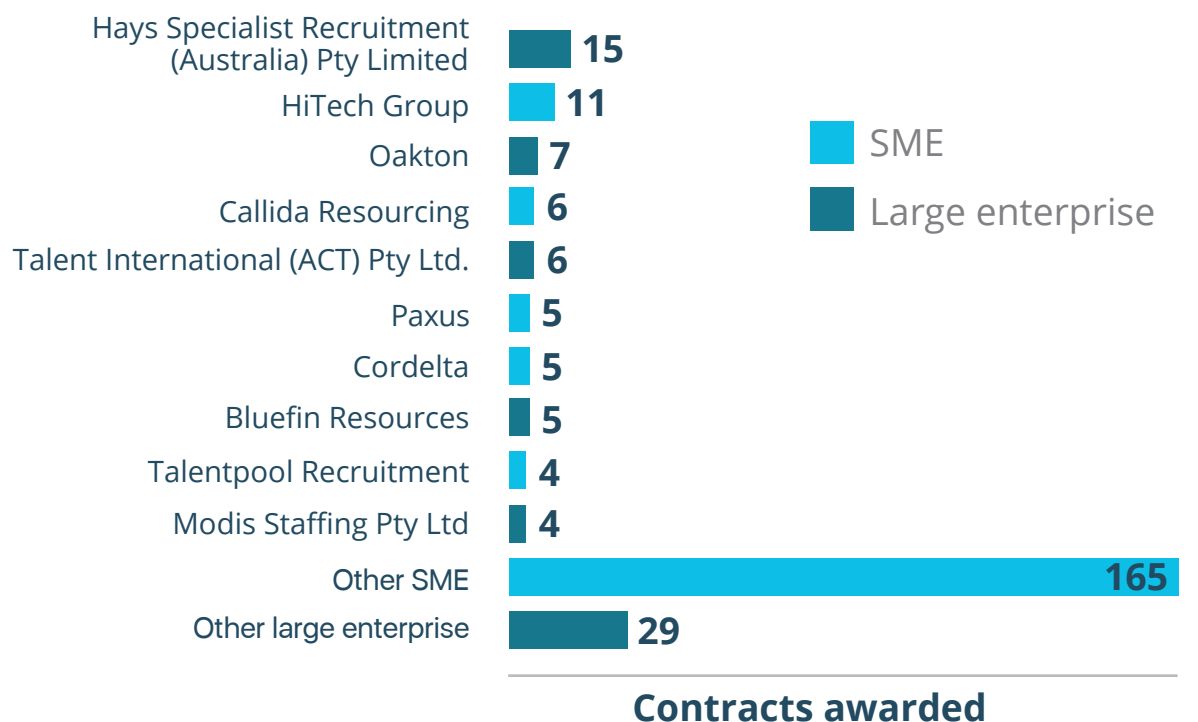


Who is winning the work?

80%
Contracts have been awarded by volume to SME sellers this month*

64
Briefs have been contracted this month*

Top 10 sellers awarded contracts this financial year *



* Contract information is sourced from Austender. It excludes contracts awarded by entities that don't report through Austender and contracts under \$10,000. Contracts may take up to 42 days to be published.