



Crown  
Commercial  
Service

# Software Framework Workshop

June 2025

**Power to your  
procurement**

# Introduction

## Software framework strategy

We are currently reviewing our software framework strategy, and revalidating our routes to market (RtM). We are reviewing the current landscape, and wanting to enhance our software framework offering.

### Session outcomes



To socialise our planned approach with you, our key customer stakeholders



To receive your feedback on our initial thinking for framework scope and design



To better understand your upcoming software procurement strategy and priorities

# Opportunities

To increase competitive tension in the software market

To make best use of opportunities from the new regulations

To simplify CCS software routes to market

To support customer buying strategies, e.g. centralised buying initiatives

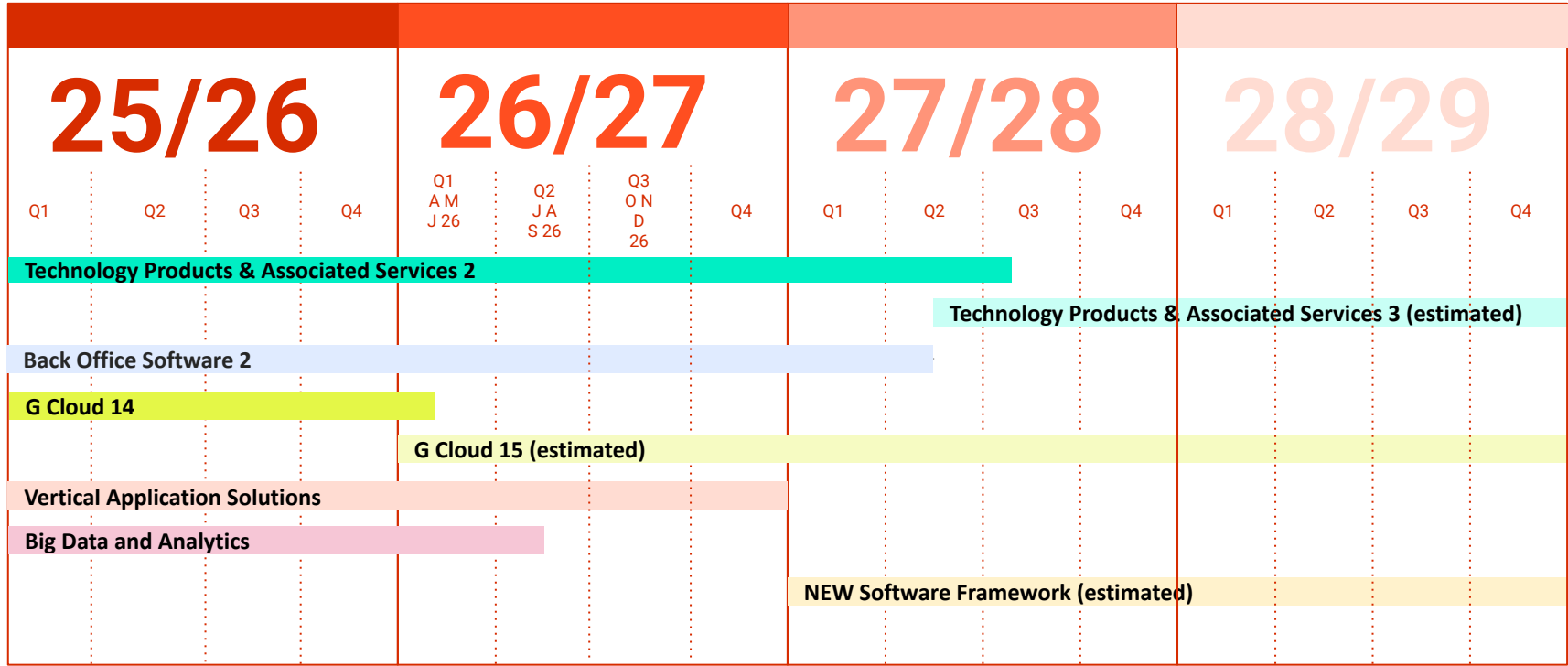
To drive value for public sector buyers, saving taxpayer money

To create opportunities for SMEs and innovation

# CCS Current Software Framework Landscape

Technology Products & Associated Services 2	Lot 3	<b>Software</b> - Commercial off the shelf (COTS), 'as a service', lease, or licence and is generally sourced from resellers	41
Back Office Software 2	Lot 1	<b>Enterprise Software</b> - high-value contracts worth more than £5 million <i>provides a route to market for high value requirements.</i>	30
	Lot 2	<b>Specialist Software Solutions</b> - SME friendly contracts that are worth less than £5 million - <i>recommended for contracts below a total contract value of £5 million (GBP), and has been evaluated at framework level based on bronze level assurance</i>	92
G Cloud 14	Lot 2	<b>Cloud software.</b> Applications that are accessed over the internet and hosted in the cloud	circa 2,500
Vertical Application Solutions	Lot 1	<b>Business Applications</b>	36
	Lot 2	<b>Education, Community Health and Social Care Solutions</b>	31
	Lot 3	<b>Housing, Environmental and Planning Solutions</b>	29
	Lot 4	<b>Citizen Services</b>	9
	Lot 5	<b>Blue Light Solutions</b>	33
Big Data & Analytics	Lot 2	<b>Commercial off-the-shelf (COTS) Software</b>	25

# CCS Current Software Framework Timelines



\*Estimated dates of future agreements have been taken from the [upcoming deals page](#) as of June 2025. See page for most up to date details



# Menti questions..

- How can the CCS software framework landscape change to better suit your buying?
- What factors influence your decision on what framework to use for your software requirements?

## Breakout 1 - Priorities and strategic direction

- What are your priorities when buying software?

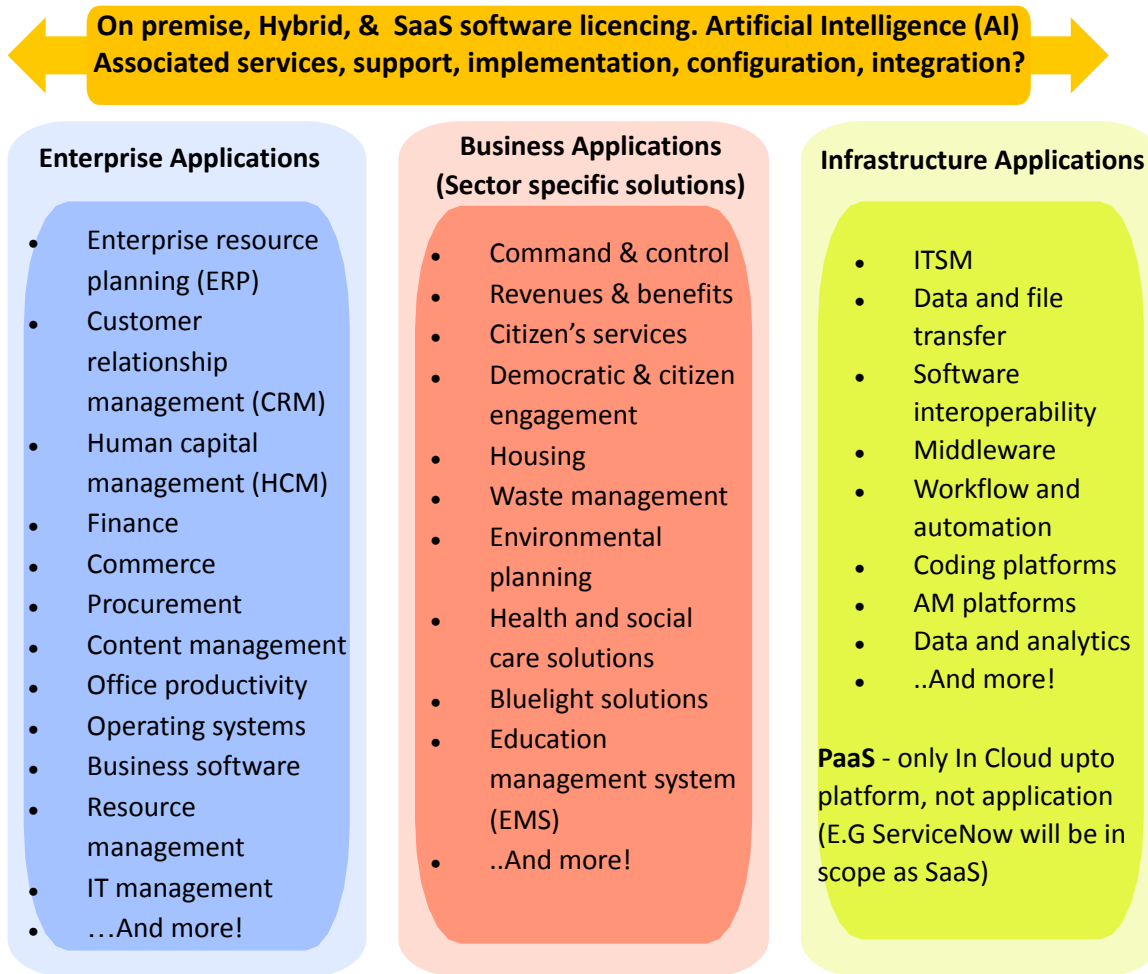
Consider...

- a. Value for money
  - b. Product / Vendor
  - c. Favourable T&Cs
  - d. Ease of contracting
  - e. Time frame / Speed of contracting
- 
- For a new software framework, what do you classify as..
    - a. Must have
    - b. Should have
    - c. Could have

# Product scope

## OUT OF SCOPE

1. IaaS, PaaS, XaaS
2. Software integrated / purchased alongside hardware requirements
3. Professional services purchased without a core software requirement





## Breakout Session 2 - Product scope

- What are your first thoughts about the product scope? Would this scope suit your
- software buying?
- How should AI be incorporated in the scope to support your buying?

# Next steps

01



## Customer stakeholder engagement

1. Focused 1 2 1 sessions
2. Follow up engagement survey
3. Understanding your pipeline - SaaS and AI requirements

02



## Software commercial community

1. Monthly sessions and updates. Next session to discuss Lot structure
2. Hardware category (TePAS) engagement kick off summer 2025 (estimated)

03



## Market engagement

1. Supplier market engagement sessions (first session July)
2. Follow up focused workshops for Vendors, Resellers, SMEs

04



## Key milestones

1. Future briefing to be presented in September 2025 (estimated)
2. Final business case March 2026 (estimated)

# Thank you for joining!

[info@crowncommercial.gov.uk](mailto:info@crowncommercial.gov.uk)

0345 410 2222

[www.crowncommercial.gov.uk](http://www.crowncommercial.gov.uk)

 [@gov\\_procurement](https://twitter.com/gov_procurement)

 [Crown Commercial Service](https://www.linkedin.com/company/crown-commercial-service)



Crown  
Commercial  
Service