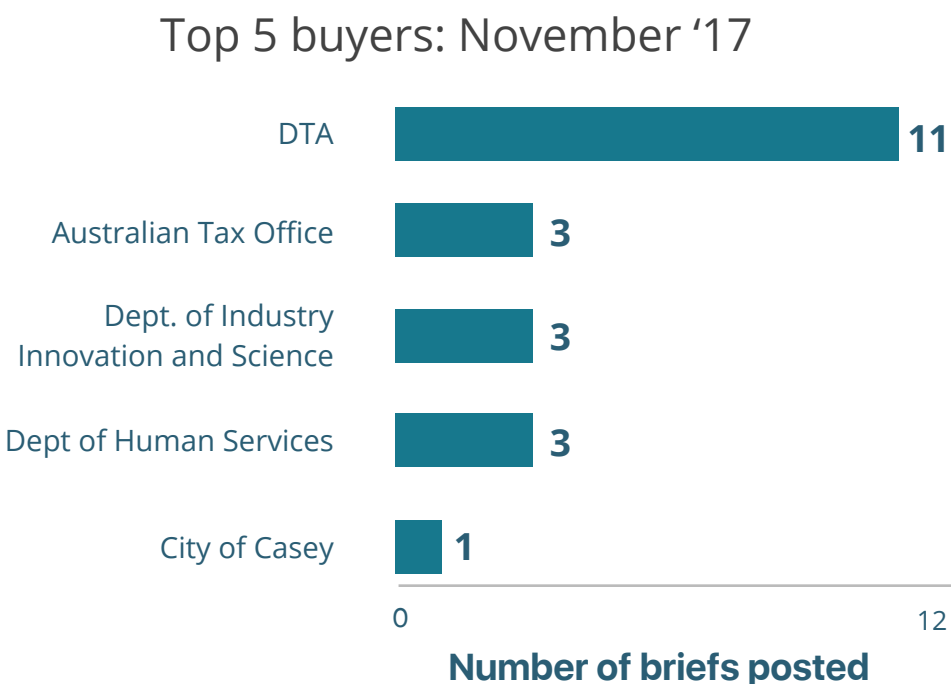
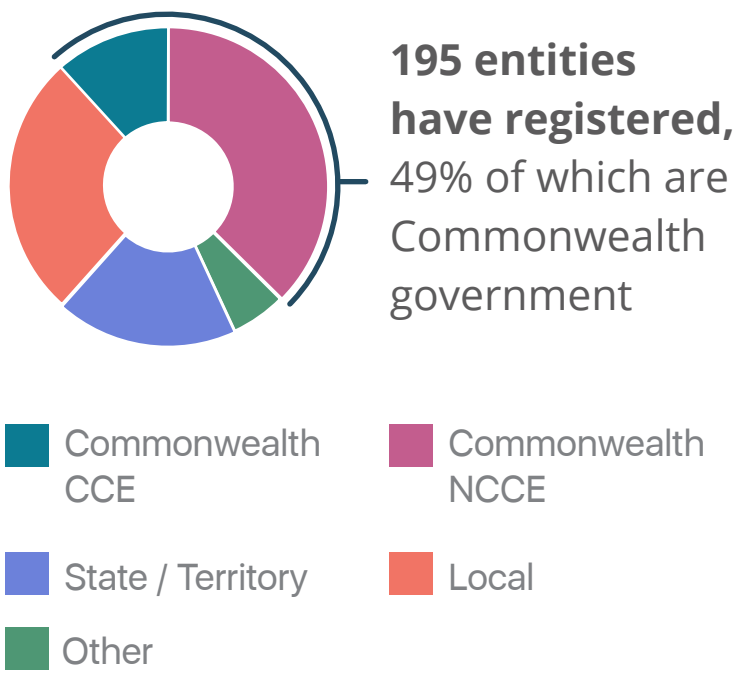


Digital Marketplace insights: November 2017

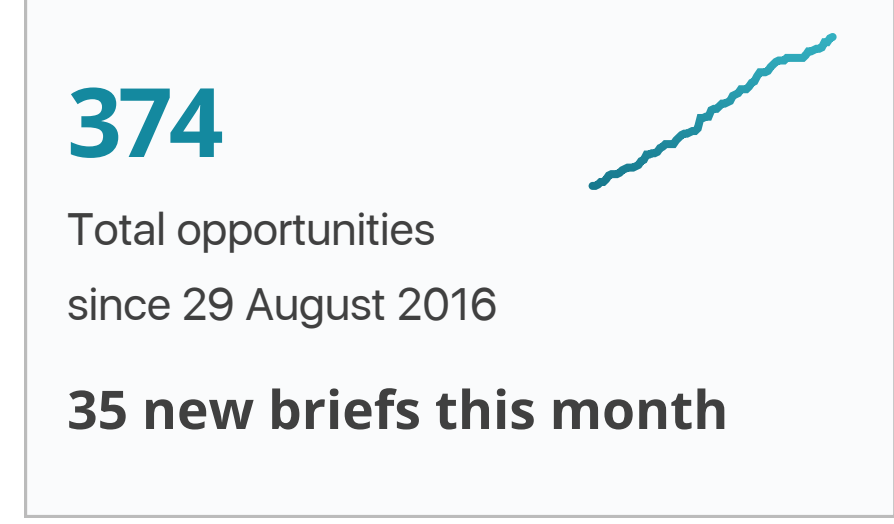
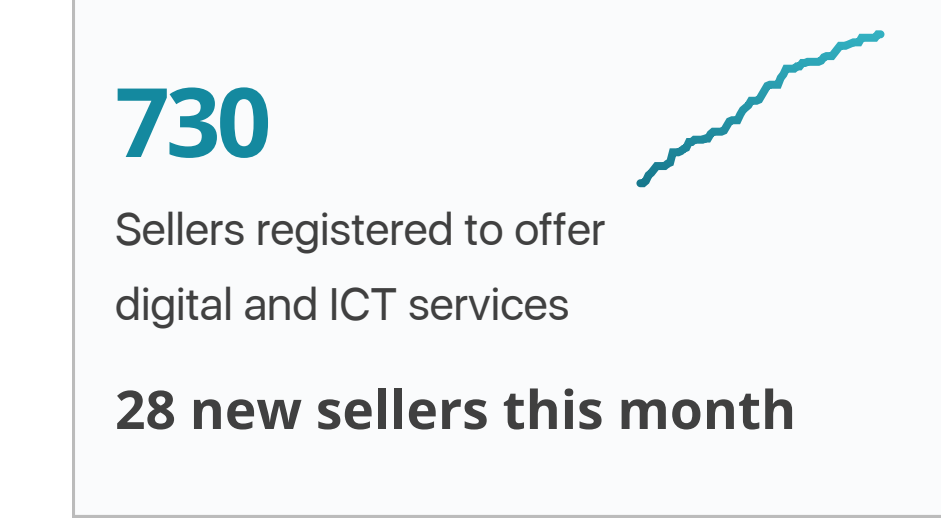
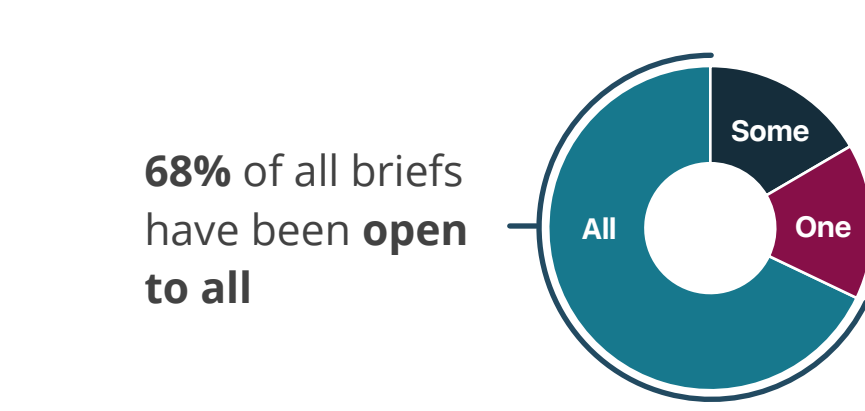
Who are we?

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 governments annual ICT spend** (\$6.2 billion in financial year 2015-16).

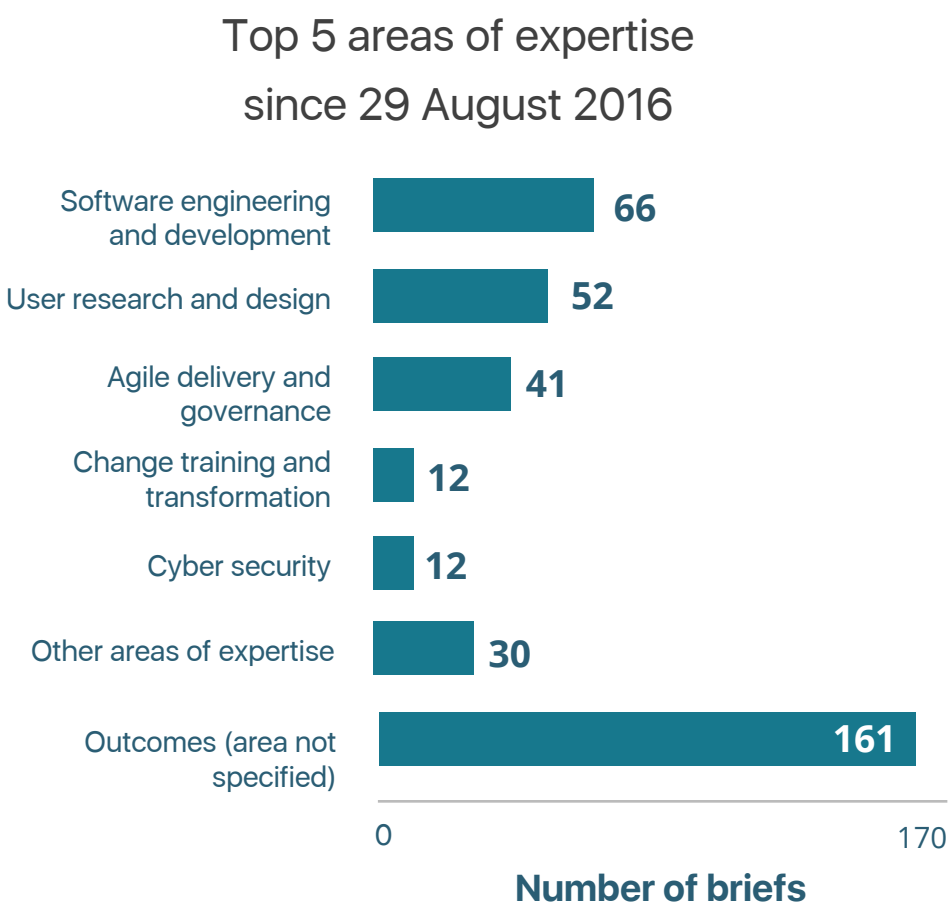
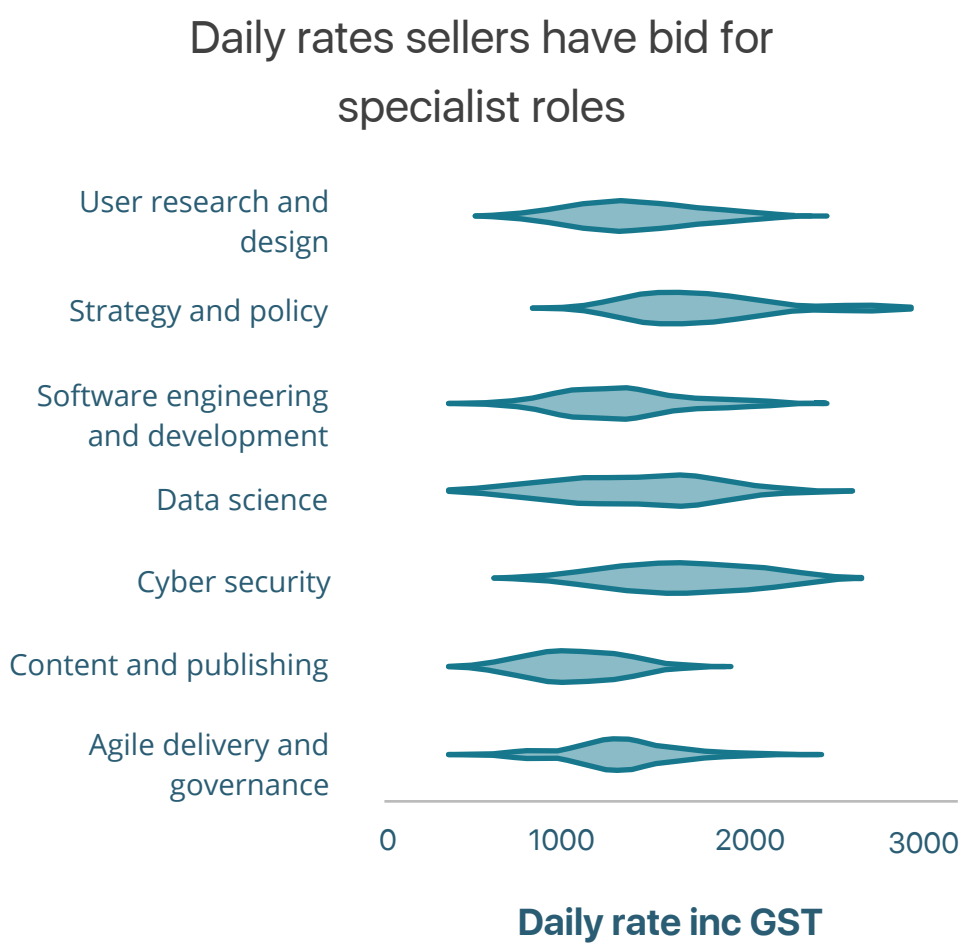
Who is buying?



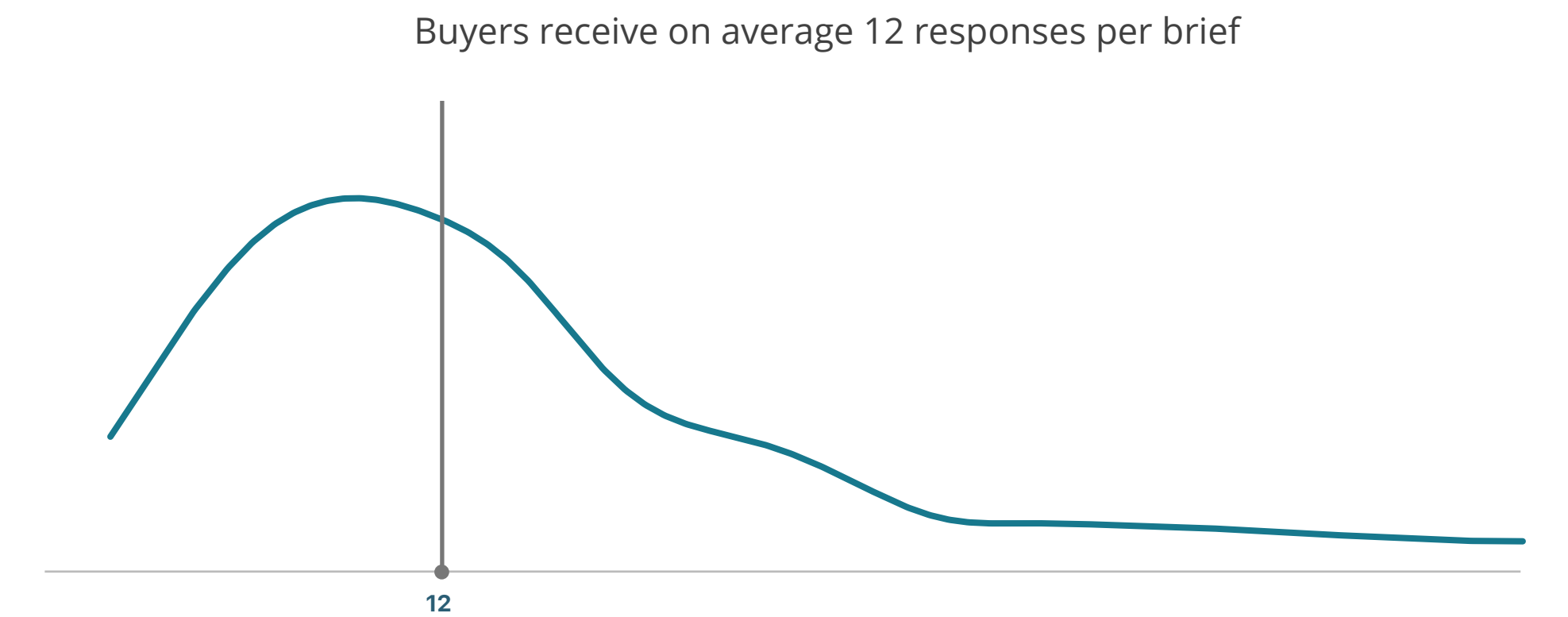
How are we encouraging competition?



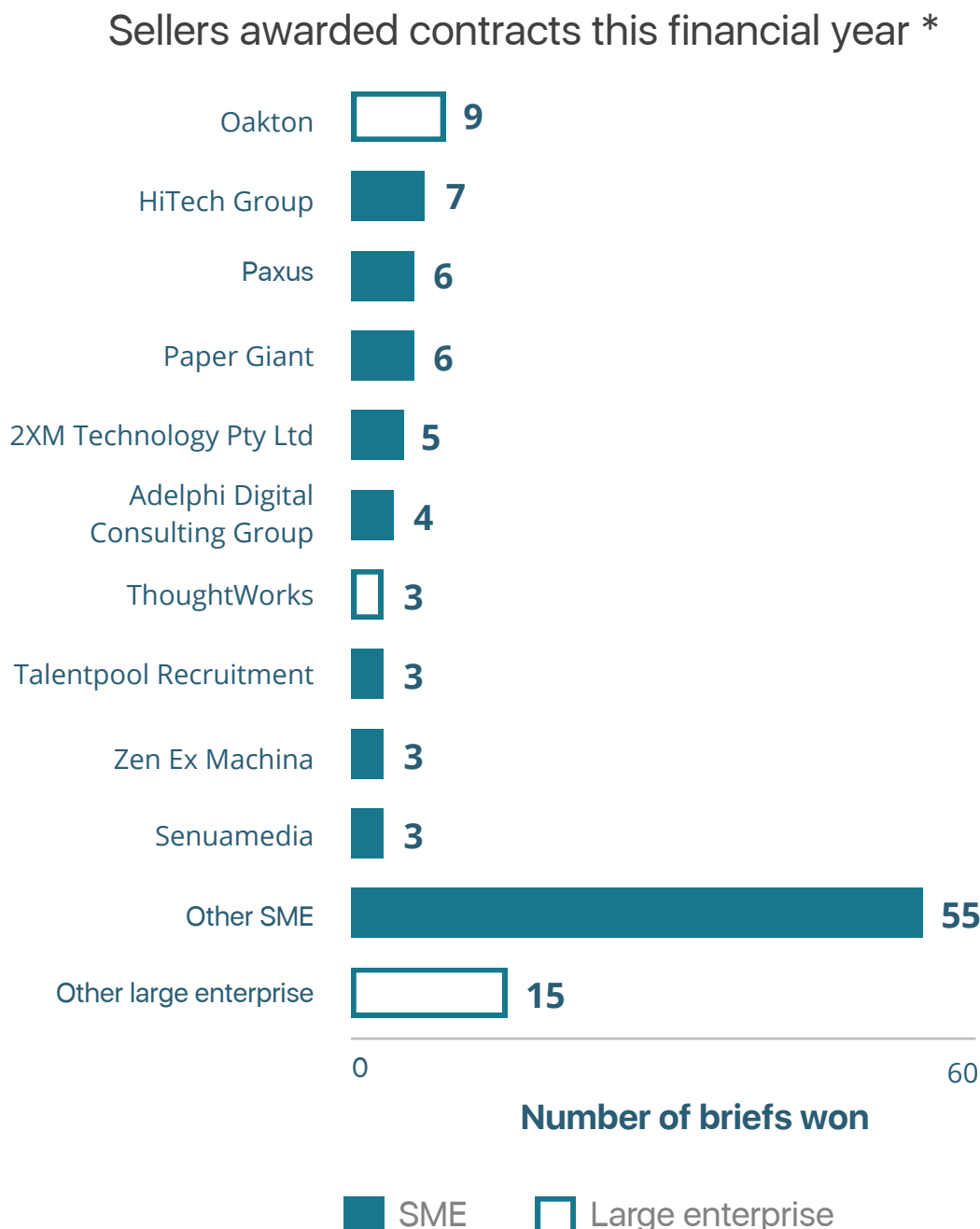
How does the Marketplace break down procurement?



How active is the Marketplace?



Who is winning the work?



70% Contracts have been awarded by volume to SME sellers this month*

19 Briefs have been contracted this month*

* 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.