UK SMEs Risk Missing Out on Billions in Contracts

Monday 3 August, 2026

UK SMEs risk losing billions in government and corporate contracts because they cannot evidence responsible business practices.

Small businesses could gain access to billions of pounds in government contracts over the next three years, but many risk being left behind because they cannot clearly evidence that they operate responsibly.

Frustratingly, most of them already do. The Cabinet Office wants 30 per cent of government procurement spending to go directly to SMEs by 2027/28, an opportunity expected to be worth more than £7.4 billion a year, while larger corporations are increasingly demanding the same evidence from the smaller businesses in their supply chains.

For many SMEs, trying to understand what is required and how to prove it has become a minefield of confusion, cost and frustration. Business owners do not want to become compliance experts. They want to get on with running and growing their business.

The UK SME Responsible Business Association (UKRBA) was created to remove that burden.

Kevin Turner, Founder and Chief Executive of UKRBA, said:

“Too many SMEs are leaving money on the table as procurement increasingly demands evidence, not good intentions. Most SMEs are already doing many of the right things. They support their communities, look after their employees and try to operate responsibly. The problem is that they are not always recording it or presenting it in a way that buyers want to recognise and verify.”

“We saw businesses wasting time and money. So, we fixed the problem. UKRBA does the work for them, leaving business owners free to get on with running and growing their business.”

“Good intentions do not win contracts. Evidence does.”

UKRBA.org helps SMEs put the evidence in place through documented policies, verification, accreditation, ESG and CSR reporting, social impact measurement and ongoing support.

Each accredited member also helps fund 24 meals every month through The Felix Project for people facing food poverty in the UK, turning responsible business commitments into a direct and measurable social impact.

The service gives smaller businesses a practical way to meet growing procurement expectations without hiring consultants, building an internal compliance team or trying to piece everything together themselves.

For more information, visit www.ukrba.org.

ENDS

Notes to Editors

Key facts and sources

- Procurement Policy Note 001 (Cabinet Office, February 2025) requires all central government departments, executive agencies and non-departmental public bodies to set three-year targets for direct spend with SMEs and publish results annually. The Cabinet Office SME Action Plan 2025–2028 targets 30% of procurement expenditure with SMEs by the end of 2027/28.
- Social value carries a mandatory minimum 10% weighting in central government tender evaluation (PPN 06/20), with suppliers assessed against the updated Social Value Model (PPN 002) since October 2025.

About UKRBA

Media:



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The UK SME Responsible Business Association (UKRBA) is a national membership organisation helping small and medium-sized businesses evidence responsible business practices, offering a practical framework covering documented policies, verification and accreditation, ESG and CSR reporting, and social impact measurement. It is supported by a network of Regional Directors across the UK. Founded in [year] by Kevin Turner, [one line of relevant background].

Media Contact

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Kevin Turner is available for interview and comment on SME procurement, social value and responsible business. Photography available on request.

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