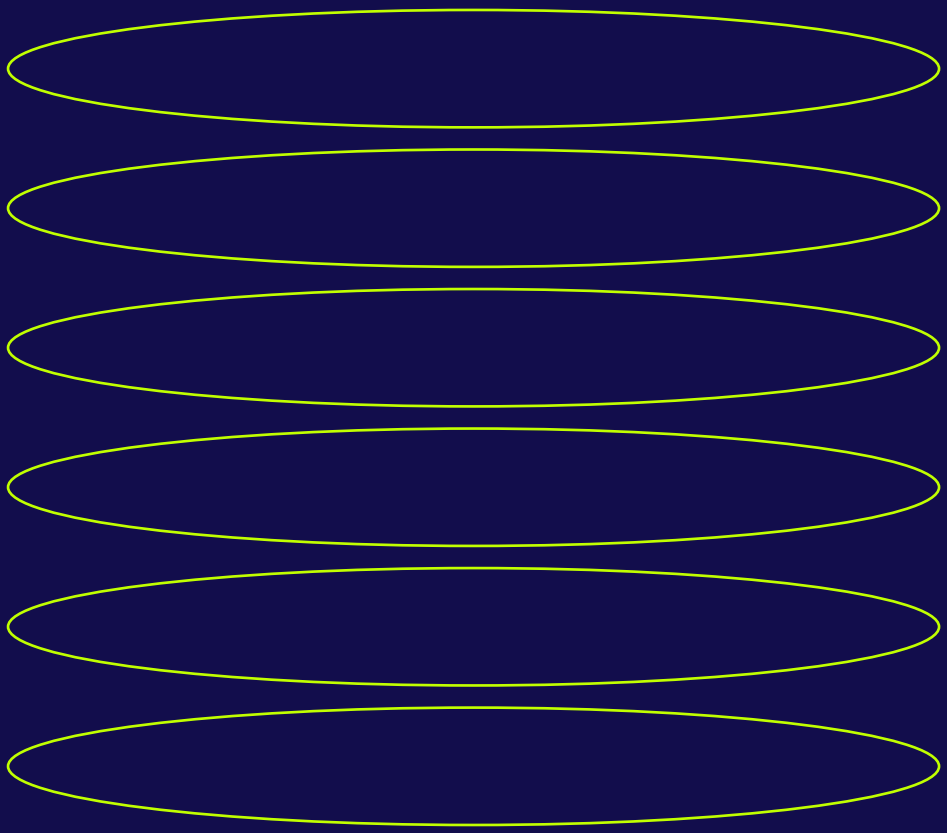
FOTI



# Captured Cloud

## How Buying Foreign Cloud Became Britain's Default, and How to Reset

October 2026

FOTI

## About FOTI

FOTI is a European think tank dedicated to building a prosperous and fair future that harnesses the power of technology.

We help democracies tackle some of the biggest technology challenges of our time. From market concentration and digital sovereignty to platform accountability and industrial policy, we develop practical solutions that strengthen innovation, support challengers and deliver better outcomes for people and societies.

## About the Authors

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## Acknowledgements

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**Captured Cloud: How Buying Foreign Cloud Became Britain's Default, and How to Reset**
October 2026

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# 01 / Introduction

For years, “taking back control” dominated British political debate – how to make the UK more sovereign, and how to limit public funds sent to Brussels. Yet all the while, a deeper loss of control and a more systematic mode of wealth extraction was taking root behind the scenes.

Analysis of government spending on cloud services and hosting reveals that the UK public sector's digital infrastructure has been effectively captured by a handful of foreign tech monopolies. Awarding contracts to these firms has become the unquestioned default, resulting in a structural drain that quietly funnels billions of taxpayer pounds overseas each year.

Over the years, this dependency has made British markets less competitive and created vulnerabilities across critical public services. Perhaps most crucially, it has left the country reliant on a few providers whose infrastructure will act as the railways upon which the AI boom is built.

The government is understandably obsessed with harnessing AI for economic growth. But if the innovations we develop are built entirely on US cloud infrastructure, the benefits will not be felt here. We will fail to capture the true economic value of the AI boom, as billions are extracted overseas in licensing and compute fees, and we will continue to create vulnerabilities in our public services by tying our critical infrastructure to foreign monopolies.

**To truly harness AI for growth, the UK must own the tracks on which AI is run, not just the trains.**

Upon taking office, Andy Burnham promised a "circuit breaker for Britain, resetting how the state operates." Central to this promise was a commitment to back British entrepreneurs through government procurement and to help SMEs scale and stay here, so that Britain can finally overcome its stagnant economy. If Burnham and his team are truly committed to backing British innovation, independence, and growth, they must address our outsized dependence on these US cloud providers.

The most effective way for government to hit reset is to begin moving its own services off these foreign services and toward more sovereign alternatives. Public procurement is a powerful market-shaping tool. By changing how it buys cloud services, this government can help break Britain's reliance on foreign monopolies, support regional technology jobs, fund domestic R&D, and build the sovereign capacity the country needs to benefit from the AI boom.

/ To truly harness AI for growth, the UK must own the tracks on which AI is run, not just the trains.

# 02 / Executive Summary

UK public sector spending on cloud services flows almost exclusively to a handful of foreign providers. This structural dependency extracts billions of taxpayer pounds annually, funnelling public wealth directly out of the UK economy and into Silicon Valley. And this defaulting to foreign monopolies crosses party lines. In fact, the political transition from Conservative to Labour administrations has accelerated, rather than disrupted, this reliance.

## Amazon

Since the 2017/18 fiscal year, Amazon alone has received over £1.57bn of public funds via the government's G-Cloud platform. Between FY 2020/21 – FY 2025/26, our own analysis shows that central government spending on Amazon Web Services surged by 149.6%.

## Microsoft

Microsoft presents an even larger, albeit more opaque, footprint. Driven by central procurement framework agreements, such as the Strategic Partnership Arrangement (SPA24), as much as £9 billion in public funds is projected to be committed to Microsoft products between 2024 and 2029.

## Google

While historically less successful in securing large government contracts, Google's footprint is growing quickly. It secured a £400m sovereign cloud contract in 2025 with the Ministry of Defence (MoD) as part of the Strategic Defence Review, alongside several Memorandums of Understanding (MoUs) across Whitehall.

Our research shows that current procurement practices actively subsidise foreign tech monopolies, forcing the UK to rent its core digital infrastructure at inflated rates.

With capable sovereign alternatives now available, the government should leverage its purchasing power to help power domestic markets by establishing clear sovereignty mandates, requiring open architectures, banning anti-competitive data egress fees, and shifting broader AI and digital strategies away from value extraction toward domestic value creation.

# 03 / Methodology

*ARIA, a non-profit research organisation, compiled the government spending data used in this report on behalf of FOTI.*

The analysis drew on multiple sources of public data to analyse the UK government's financial dependence on the US tech sector.

The companies analysed in this report are Microsoft, Google and Amazon, selected either due to their longstanding relationship with the British government or because they received high value contracts under the Starmer government. The primary sources used were government contract data (Contracts Finder & Find a Tender Service), G-Cloud Platform dashboard, and ministerial and agency spend data.

Spending data for local authorities, police spending, and NHS trusts are not included in the analysis, however references to local body contractual relationships or where these are covered by G-Cloud data, are mentioned.

**See the Annex on page 24 for the full methodology.**

# 04 /
# Research Findings

## The Cost of Dependence


## Amazon

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## Microsoft

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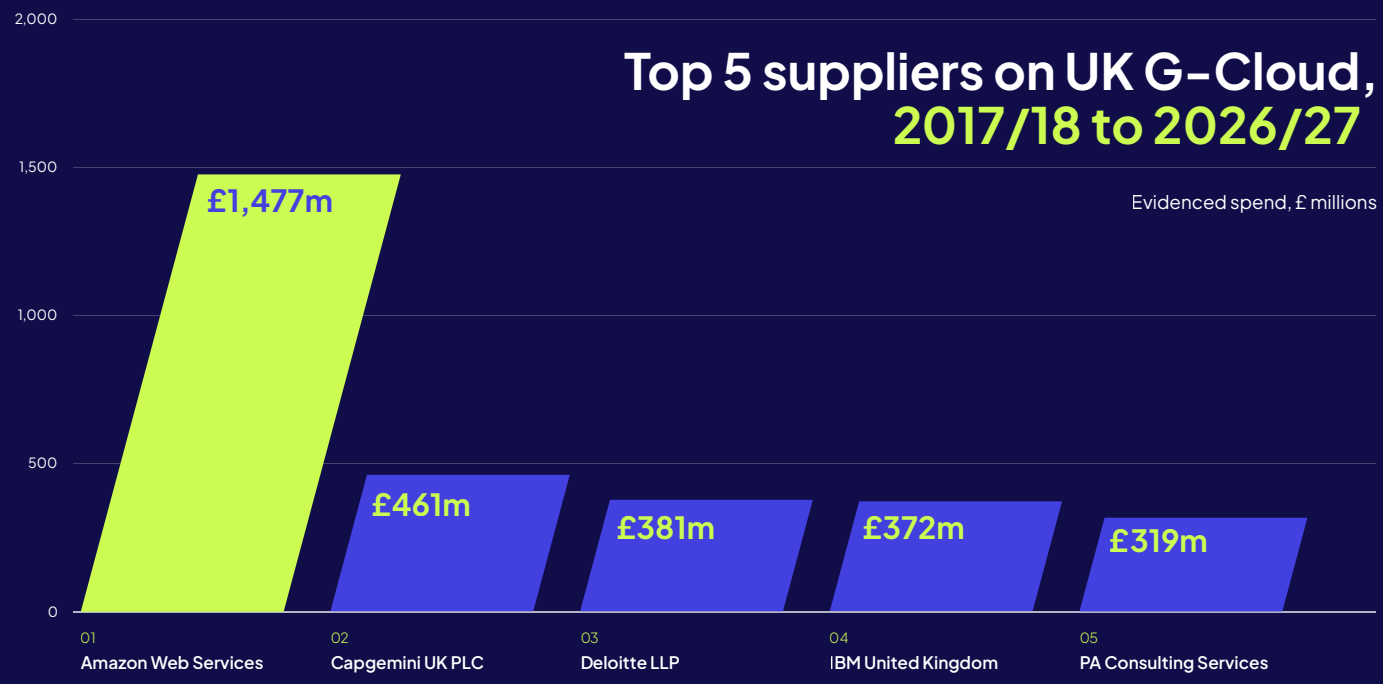
## Amazon

Amazon's core offer to the UK government is cloud infrastructure, provided via its subsidiary Amazon Web Services (AWS).[1] AWS describes this service as "on-demand delivery of IT resources over the Internet with pay-as-you-go pricing, such as computing power, storage, and databases".[2]

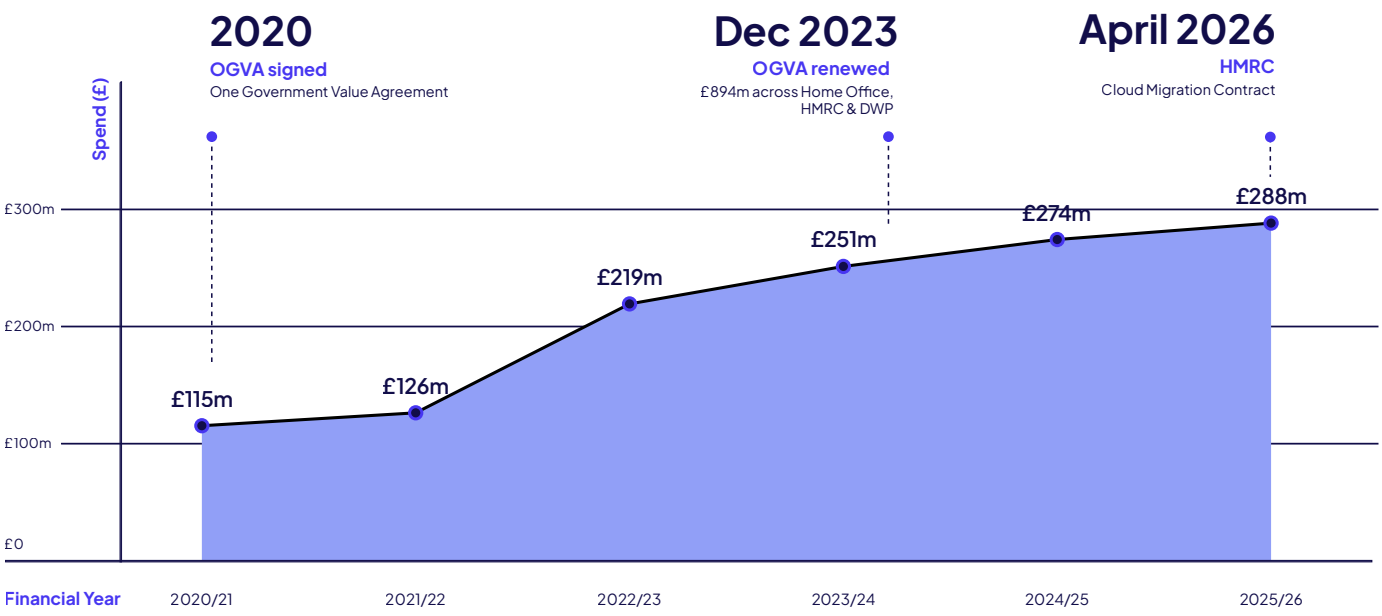
Analysis of spending records across central government departments reveals a total of £1.36bn in direct public expenditure on the company since January 2020. Between FY 2020/21 and FY 2025/2026, spending increased by 149.6%.[3]

Since the creation of the G-Cloud framework, Amazon Web Services EMEA has been by far the platform's largest vendor, receiving roughly 6.9% of the total platform spend – exceeding the second largest supplier – Capgemini – by more than £1 billion.[4]

**The state has not just bought a service, it has locked the most sensitive data of the British public inside a vault that charges the taxpayer to stay, and charges even more to leave.**



## AWS spend by financial year (£), full years only




Source: Analysis of all central government spending returns on items over £25k+, 2020–Present.
OGVA: pricing agreement between AWS and the Crown Commercial Service.
Event markers are placed at their approximate month.

This expenditure is largely driven by three departments: His Majesty's Revenue and Customs (HMRC), the Department for Work and Pensions (DWP), and the Home Office.[5]

In 2023, these three departments alone awarded Amazon three, three-year contracts worth a combined £894m as part of the One Government Value Agreement (OGVA).[6] This trend continued under Keir Starmer's leadership, with AWS securing multiple new central government agreements,[7] including a 10-year £472.8m contract in 2026 to support HMRC migrating "from traditional data centres to cloud-based infrastructure".[8]

The significance of this reliance cannot be overstated. By migrating the core infrastructure of HMRC, DWP, and the Home Office to AWS, the government has effectively outsourced the mechanisms of tax collection, welfare distribution, and border control to a single foreign corporation. And once in, it is very hard to leave. Now that large citizen datasets have been moved into Amazon's ecosystem, moving them to a new competitor will cost the government hugely in egress fees.[9] The state has not just bought a service, it has locked the most sensitive data of the British public inside a vault that charges the taxpayer to stay, and charges even more to leave.

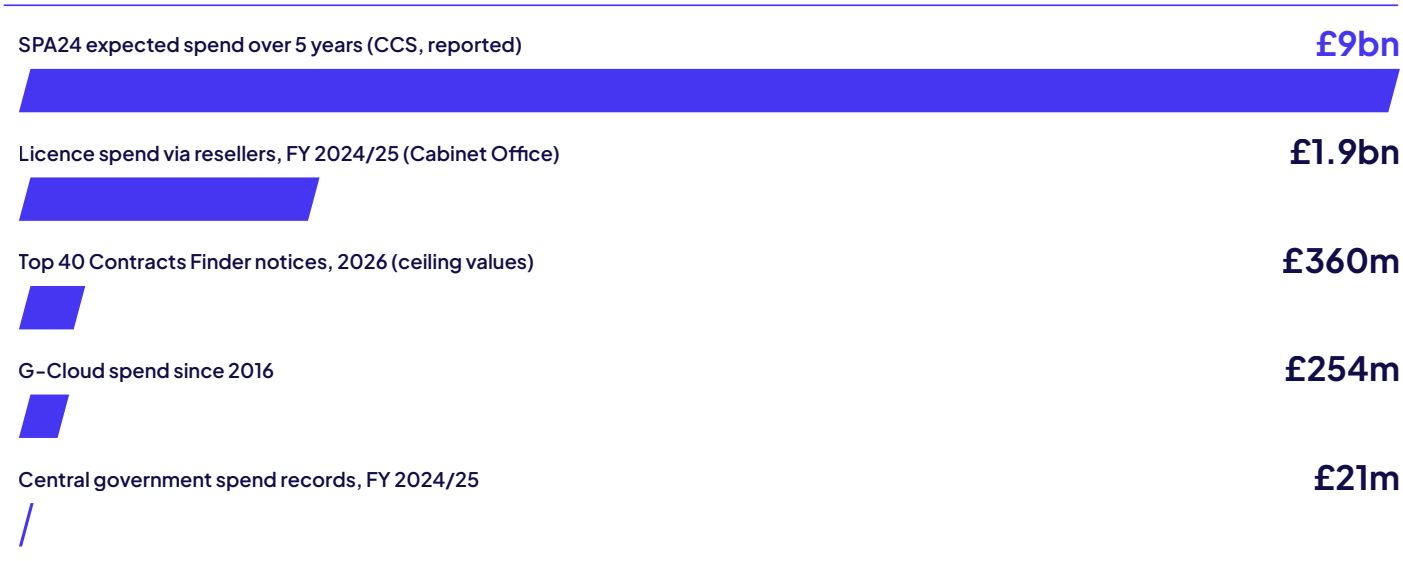
## Microsoft

Microsoft represents an even larger, albeit far more opaque financial footprint within the state, because most government departments depend on the Microsoft cloud services suite. The company's core products for the UK government span its entire software and infrastructure ecosystem, including Microsoft 365, the Azure cloud platform, Business Applications, and its AI tool Microsoft 365 Copilot.[10]

Since 2020, central government has entered into several overarching framework agreements to integrate Microsoft products across the public sector. In 2021, the government's Crown Commercial Service established the Digital Transformation Arrangement (DTA). This was a three-year deal offering discounted access to Microsoft services.[11] This was subsequently replaced by the longer, more comprehensive Strategic Partnership Arrangement (SPA24) in 2024.[12] While neither central agreement had a hard spending cap at signing, a Cabinet Office minister confirmed in 2025 that as much as £9 billion of public money is expected to be spent on Microsoft products by 2030.[13]

Despite this extraordinary outlay, it is surprisingly difficult to track and assess government spend on Microsoft products. While public sector bodies hold some direct contracts with Microsoft, most high-value agreements are routed through third-party resellers, which are intermediaries that license Microsoft products on the government's behalf.[14]

## How much UK public sector Microsoft spend the public record can see




Bars are to scale. Figures measure different things: a five year forecast, one year of actual spend, contract ceiling values, and cumulative actual spend. Sources: The Register (Aug 2025) reporting CCS; Cabinet Office written answer (16 July 2025); Contracts Finder; G-Cloud spend data; departmental spend records.

This dynamic obscures the true scale of state spending on Microsoft – making it difficult for even the government itself to track or audit.[15] For example, in 2026, the 40 largest contracts related to Microsoft products were all provided by third-party resellers[16] representing a total combined ceiling value of £359.9m.[17] Direct departmental spending records show just £21 million paid directly to Microsoft in FY 2024/25, while the G-Cloud platform records a mere £254 million in cumulative spend since 2016.[18]

Because official tracking mechanisms capture only a small fraction of actual reseller volume, published figures significantly understate the state's true financial commitment to Microsoft.

And the cost of this reliance goes far beyond the money. Microsoft 365 has become the daily operating system for much of the public sector – with thousands of civil servants trained on and entirely reliant on Teams, Word, Outlook, Copilot, and more to function. By embedding their tools into the daily habits of public servants, Microsoft has ensured that the British state remains completely dependent on a foreign monopoly just to draft a policy, message a colleague, or send an email. Switching will require not only expensive egress fees, but an entirely new mode of operating for the government's workforce.

**Despite this extraordinary outlay, it is surprisingly difficult to track and assess government spend on Microsoft products.**

# Google

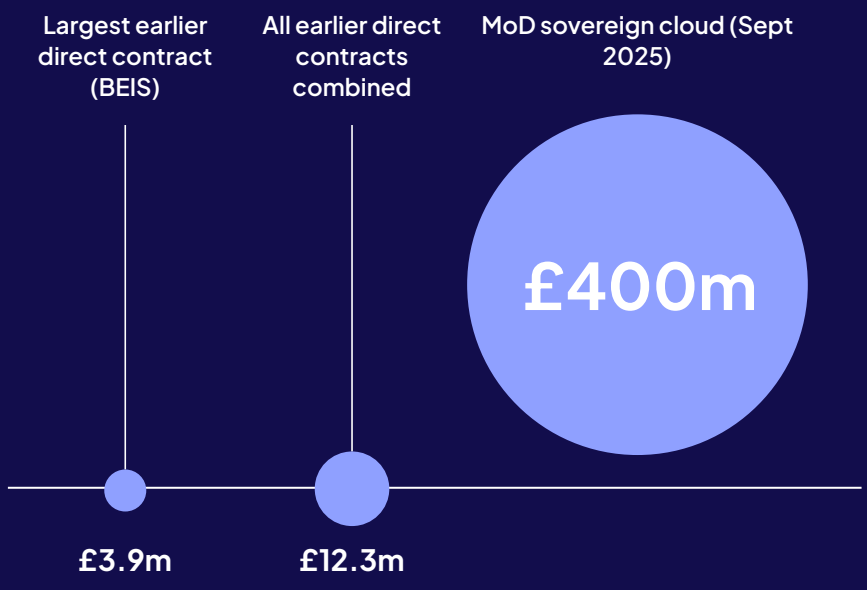
Historically, Google has had a far smaller footprint in UK public sector procurement than its peers. In fact, until the Starmer government, Google had not won a major public procurement contract in the UK.[19] The company's core offering to the UK government is provided through its subsidiary, Google Cloud EMEA Limited, primarily delivering cloud computing services.[20]

Over the five years preceding the Starmer government, the largest direct contracts between Google and the UK government were relatively small in value and spread across just three bodies: the Office for National Statistics, the Department for Business, Energy & Industrial Strategy, and the Department for Culture, Media and Sport.[21] Central government spending records indicate that Google received only £5.7 million in direct spend[22] while the government's total G-Cloud spend on Google amounted to just under £10 million between 2020 and 2026.[23] This historically small financial footprint meant that, unlike Amazon or Microsoft, Google has not been considered a strategic supplier by the Government Commercial Agency.[24]

However, this position shifted in 2025 when Google secured a £400m sovereign cloud contract with the MoD as part of the Starmer government's Strategic Defence Review.[25] This contract, which was not published on Contracts Finder or FTS, is one of the largest single commitments awarded to a US tech firm in recent years, and elevated Google into a central role within the UK's national security infrastructure.

## Google's MoD Contract vs All Pre-2025 Direct UK Government Contracts

(Contracts Finder Notices)




Circle areas are to scale. Source: Analysis of Google award contracts identified on Contracts Finder (data compiled August 2026) compared with announced value of Google's MoD Sovereign Cloud contract.

This major contract coincided with a second, broad agreement announced between Google and the UK government. The initiative pledged to "upskill 100,000 civil servants in digital and AI by 2030" and proposed "the potential development of a single platform to monitor and respond to cybersecurity issues across the UK government".[26] Crucially, no financial figure was attached to this partnership upon its announcement, and it remains unclear how, or if, this wide-ranging agreement has been operationalised by the new Burnham administration.

Google's offer to upskill civil servants functions as a potent mechanism for future reliance and lock-in. By training the next generation of the public sector workforce exclusively on Google's proprietary tools and cloud architecture, the government ensures that future procurement decisions will default to Google's ecosystem, further cementing the UK's reliance on digital infrastructure it does not own.

**Google's offer to upskill civil servants functions as a potent mechanism for future reliance and lock-in.**

# 05 / Analysis

## How Did We Get Here?

The UK public sector's systemic dependence on Amazon, Microsoft, and Google is not just a collection of isolated procurement decisions, it is the product of a long-standing attempt to weave US tech monopolies into the core operations of the British state.

A combination of dynamics – bipartisan purchasing habits, strategic partnership agreements, and a revolving door between Whitehall and Silicon Valley – have allowed Britain to quietly enter this state of entrenched dependency. This unchecked reliance has produced dangerous consequences, creating national security vulnerabilities across critical infrastructure and distorting digital markets to suppress domestic competition.

# Defaulting to US Firms is a Cross-Party Habit

The transition from Conservative to Labour administrations has completely failed to disrupt our reliance on US tech monopolies. Across the three companies profiled in this report, data shows that public spending and the value of awarded contracts have surged over the past five years.[27]

Government spending on AWS demonstrates a steady upward trajectory across both G-Cloud and direct procurement.[28] The Starmer government not only maintained the high baseline established by previous governments (who implemented the One Government Value Agreement) but registered a slight increase as cloud migration deepened.

Data for Microsoft and Google reflect similar upward trajectories. The value of the Starmer government's £400 million Google MoD contract dwarfs any direct contract awarded to the company under the previous administrations,[29] while Microsoft's projected £9 billion deal across the public sector for 2024–2029 far exceeds historical agreements.

# Strategic Partnerships and MoUs Further Bias the Market

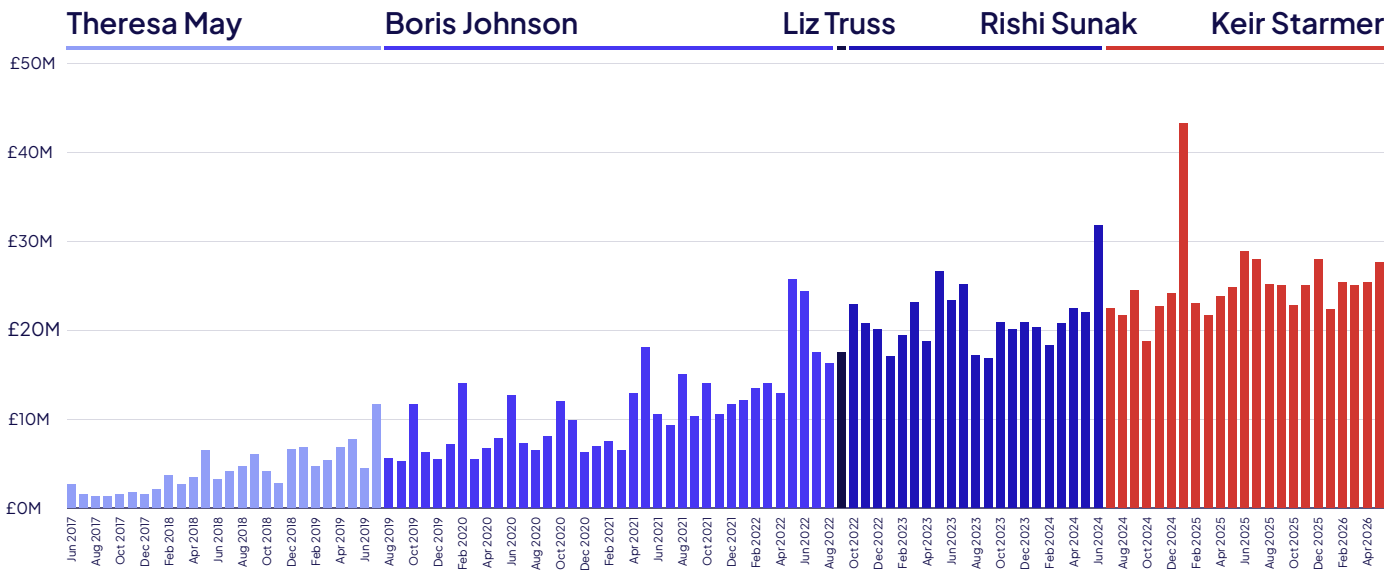
The hyperscalers do not operate as ordinary vendors. Because of their immense scale and monopoly power, these firms can afford to offer the government 'free' services, discounts, and civil service training programmes, which are bundled into overarching agreements and MoUs that bypass standard procurement processes and evade any public scrutiny.

These agreements, however appealing to a cash-strapped government, are not free. They grant monopoly firms privileged access to government, embed their services deeply within the civil service's daily operations, and help to ensure the government has little to no financial or operational incentive to leave these providers. For example, of the Government Commercial Agency's (GCA) 36 strategic suppliers, major US tech companies dominate the digital tier (including Microsoft, AWS, Oracle, and IBM). Not a single British software or cloud company is listed.[30]

This ingratiation extends far beyond discounted services – into public sector skills, regional development, and civil service training.[31] The 2020 One Government Value Agreement (OGVA) included commitments from Amazon to train over 6,000 civil servants in cloud computing,[32] while Google's 2025 agreement pledged to upskill 100,000 civil servants in digital and AI tools.[33] The Starmer-era 'Strategic Partnership Arrangement' (SPA24) went further, embedding Microsoft's new AI products directly into the public sector ecosystem.[34]

While dressed up as UK capability building, these initiatives serve a deliberate purpose: they train the future public sector workforce exclusively on proprietary, US-owned architectures. Once local authorities and public systems are built entirely around these ecosystems, parting ways with them becomes operationally prohibitive, ensuring the British state remains locked into renting foreign tracks as the AI boom accelerates.

## AWS G-Cloud monthly spend, coloured by administration




Worse, these deals are shielded from public scrutiny, leaving the government embarrassingly ignorant of its own expenditure. A government spokesperson admitted in 2025 that public spend on Microsoft software licences via resellers reached £1.9 billion[35] – a figure provided by Microsoft themselves, because payment data is not tracked centrally. When pressed for departmental breakdowns, the GCA refused to provide them, citing commercial sensitivity.[36] Given the total annual public sector IT spend in 2025 was £26bn,[37] this means roughly £1 in every £14 of government tech spend was funnelled into Microsoft licences alone.[38]

This culture of backroom deals and opaque reseller networks goes against public will. Polling shows 69% of voters support requiring all government technology contracts to go through open, competitive tendering rather than informal agreements - a demand supported across all political parties.[39] A clear cross-party majority supported publishing a public register of all government tech contracts to end this opacity.[40]

**69%**

of voters support requiring all government technology contracts to go through open, competitive tendering rather than informal agreements

# The Revolving Door Cements Incumbents as Go-Tos

This institutional capture is cemented by a highly active revolving door between government leadership and US hyperscalers. In recent years, senior political figures and civil servants have routinely moved into executive roles across US tech and AI firms.

Former Prime Minister Rishi Sunak recently joined both Microsoft and Anthropic (which has received billions in investment from Microsoft) as a consultant advisor,[41] while his Chief of Staff, Lord Liam Booth-Smith, joined Anthropic as External Affairs lead for EMEA.[42] Matt Clifford, who authored the UK's AI strategy also recently joined Anthropic,[43] while former Chancellor George Osborne was appointed to lead OpenAI's government relations programme 'OpenAI for Countries'.[44] Microsoft and Amazon are large investors in OpenAI, and Microsoft remains its primary cloud partner.

Senior members of the civil service have also been hired by the hyperscalers in recent years.[45] AWS has recruited multiple former senior digital leaders to senior positions at its public sector practice,[46] including Liam Maxwell, the former National Technology Adviser, and Alex Holmes, a previous head of spending controls at the Cabinet Office.

Tech executives have also been appointed to prominent roles in the UK Government. Under Keir Starmer former Google UK Executive, Matt Brittin, was appointed Director General of the BBC,[47] a Microsoft executive was selected to lead the Government's Industrial Strategy Advisory Council,[48] and former Amazon UK Chief, Doug Gurr was made the head of the UK's competition regulator, the Competition and Markets Authority (CMA).[49] Jade Leung, formerly of OpenAI, was appointed as the Prime Minister's AI Adviser and has recently moved to become Vice Chair of the UK AI Security Institute.[50]

When the very individuals tasked with regulating digital markets and designing procurement policy transition seamlessly into executive roles at US tech monopolies, the government loses its independent perspective. This revolving door creates an echo chamber at the heart of Whitehall. It ensures that signing billion-pound contracts with American hyperscalers is always viewed as the 'safe' default, while backing sovereign British capability is treated as a risk. The result is a system that regulates and procures in favour of the incumbents.

# 06 / Reasons to Reset

The Burnham administration is currently devising a ten-year plan to reform public utilities, revive the economy, and end the age of unchecked wealth extraction. As they map out where technology sits within this vision, they must recognise that cloud infrastructure is the foundational public utility of the 21st century. Treating it as an off-the-shelf commodity to be rented from foreign monopolies actively undermines the government's mandate for growth. If this administration wants to deliver a genuine "circuit breaker" for Britain, it must confront the severe consequences of our current procurement default.

## 01
## It drains value from Britain.

Our analysis of just a fraction of procurement spend shows that default spending on hyperscalers funnels at least £2.2bn of taxpayer money annually to Silicon Valley[51] – though the true figure is certainly far higher. These extraordinary payments yield almost no return on investment or industrial capacity in Britain, leaving the state paying retail rent on utilities it could own and profit from.

## 02
## It leaves our most critical infrastructure vulnerable to interference or kill switch.

Surrendering a majority of digital infrastructure to a handful of providers creates serious security and resilience risks. A large majority of government services and Critical National Infrastructure (CNI) - such as public utilities, the energy grid, NHS trusts, police forces and more rely on foreign platforms for core services. As recent events prove, this centralisation leaves essential services exposed to single points of failure, global outages, third-country legal overreach (such as the US CLOUD Act), and service disruption.

## 03
## It hurts British business.

Anti-competitive behaviours from incumbents such as setting high data egress fees and restrictive software licensing lock public bodies into the hyperscalers, making it near impossible for British alternatives to compete.

## 04
## And it will leave us weaker in the AI era.

We cannot build "Sovereign AI" on rented tracks. By sourcing almost all public compute from a handful of foreign tech giants, Britain is failing to own the infrastructure required to meet the demands of the AI boom. This ensures that the vast majority of the economic value created by public sector AI adoption will be immediately extracted overseas.

# 07 / How to Reset

To deliver good growth in every postcode and back British entrepreneurs, the state must shift from being a passive consumer to a strategic investor.

This is what a circuit breaker looks like in practice. The government must actively intervene to de-rig digital markets, build domestic capacity, and retain wealth within British communities across three connected fronts: demand, supply, and competition.

If the government fears a backlash from pivoting away from US tech giants, the data suggests exactly the opposite. 72% of UK voters support giving British tech firms preference in public procurement.[52] The Burnham administration has the political mandate to act – it just needs the clarity and decisiveness to do so.

**72%** of UK voters support giving British tech firms preference in public procurement

# A Three-Pronged Strategy

Target Demand, Supply and Competition

## 01 Demand Side

The government must use its massive purchasing power to stop public procurement defaulting to foreign tech monopolies. It must also use its regulatory weight to ensure operators of essential infrastructure – across energy, water, transport, finance, and healthcare – are legally prohibited from concentrating their critical digital dependencies within a single foreign jurisdiction or a single company.

**IMMEDIATE ACTION**

The Government should establish a continuous statutory duty to map digital dependencies across all public bodies and Critical National Infrastructure (CNI), backed by enforceable supply-chain transparency. Using this data, they should enforce a strict, independently verified statutory definition of 'sovereign and open providers' that guarantees true operational autonomy and immunity from extraterritorial laws. By tying this standard to a decisive procurement mandate, i.e. reserving a fixed percentage of public spend for certified sovereign services, the Government can actively scale the domestic market. As part of any procurement agreement, the government should set strict market concentration caps and mandate exit clauses, so that our most critical systems are never again permanently locked into a single foreign ecosystem.

## 02 Supply Side

In order to be able to use its purchasing and regulatory power to shape the market, we need viable alternatives to direct public funds toward. In the UK, this means that sovereign cloud and compute providers must be supported to start and scale rapidly.

**IMMEDIATE ACTION**

To ensure public procurement can actually be directed toward viable domestic alternatives, the Government must transform its supply-side interventions from 'vendor-neutral' policies - which implicitly subsidise foreign monopolies due to their size - into targeted engines for UK growth. State-backed compute capacity building should be conditioned on providers meeting strict "sovereign and open" criteria and any advantages – such as fast-tracked planning consent and priority grid connections for data centres – should be reserved for recognised sovereign providers as well. In doing so, the UK can rapidly scale a more resilient domestic cloud ecosystem that meets public demand and keeps value - and data - on our shores.

## 03 Competition Side

Supply and demand measures will not be effective unless the market is intentionally made more competitive. The scale of the current cloud market monopolisation between AWS and Microsoft is so severe[53] that even Google, a $4.25 trillion tech giant, is struggling to force its way in.[54] If Google needs regulatory intervention to break these monopolies, British SME providers stand no chance without state action.

**IMMEDIATE ACTION**

To break the dominance of foreign hyperscalers, the Government should issue a new strategic steer directing the CMA to prioritise domestic growth, innovation, and structural resilience in digital markets. This will require enforcing the Digital Markets, Competition and Consumers Act (DMCCA) with real teeth – starting immediately with the cloud sector. Action should dismantle barriers to switching, such as hefty data egress fees and lock-in, to enable domestic providers to compete on a more level playing field.

# ANNEX:
## FULL METHODOLOGY

### 1. Government contract data: Contracts Finder, and Find a Tender Service

Contracts Finder - https://www.gov.uk/contracts-finder - hosts contracts in England worth over £12,000 (including VAT) with the government and its agencies.

Find a Tender Service - https://www.find-tender.service.gov.uk/Search - hosts above and below threshold notices for the UK, though prior to February 2025 the site only hosted contracts worth over £139,688 including VAT.

### 2. G-Cloud Platform

Since 2012, the UK government has run the 'G-Cloud purchasing agreement', an online catalogue of IT services[55] open for purchase by central government, agencies and the wider public sector. The offerings are updated every few years. The current G-Cloud framework is G-Cloud 14.[56]

The UK government maintains a live dashboard of all public spending on its G-Cloud framework. The dashboard is based on invoiced sales figures provided by suppliers.[57]

While G-Cloud spend reflects only a fraction of government spending on IT, this report has used the data in this dashboard to track trends on the spending of each company over time.

### 3. Ministerial and Agency Spending data

Since 2010, the UK Government ministries, agencies and local bodies have published monthly spending returns of items over £25,000.[58]

This report analyses a tranche of these spending receipts, looking at all central government ministries and agencies since January 2020.

Data was cleaned in Python, to generate consistent data for analysis. Expenditure lines relating to Amazon, Google and Microsoft were isolated through fuzzy matching. A low Levenshtein distance cut-off (0.8) was applied to allow for some false positives, which were subsequently removed from the final analysis in manual review.

Though data has been cleaned, it is important to note that the underlying data has inconsistent reporting with records showing spending items above and below the £25k threshold, reporting of credits and redacted items. Major spend in reporting was also bundled in transfers to sub-entities (NHS spend is reported as transfers to hospitals/trusts).

Final analysis should be treated as identifying a potential low floor of spending.

# Endnotes


1. Based on analysis of UK spending data, see also: AWS in the UK Public Sector
2. AWS: What is Cloud Computing
3. Based on analysis of Central Government spending returns by financial and annual year, available upon request ; Spending figures broadly reflect the government's own G-Cloud dashboard, which reports that since the 2017/18 financial year, the public sector has collectively purchased £1.57bn of Amazon's products ; G-Cloud and DOS Sales G-Cloud dashboard slide 2 of 4 - AWS EMEA spend 1.477b, Amazon Kuiper spend 4.3m, AWS Inc spend 92.87m
4. The top five suppliers on G-Cloud dashboard as of Sept 2026 were: AWS: 1.477b, Capgemini: 461m, Deloitte: 381m, IBM: 372m, and PA Consulting: 319m. Total G-Cloud spend is recorded as 21.48bn, 1.477b is 6.9% of 21.48.
5. Based on analysis of Central Government spending returns by financial and annual year, available upon request
6. AWS secures £894m in cloud spend across three contracts with UK government on same day | Computer Weekly ; AWS wins £94m contract with UK Gov's DWP - DCD
7. Based on analysis of UK contract data drawn from Contracts Finder, available upon request
8. AWS win 10 year HMRC cloud infrastructure deal | UKAuthority ; HMRC hands £473M Fujitsu migration deal to AWS after competition melts away
9. Ofcom (2023). Cloud services market study - Final report. October 5, 2023. The report concludes that egress fees charged by hyperscalers like AWS act as a significant barrier to switching providers or adopting multi-cloud strategies, heavily contributing to vendor lock-in.
10. Based on analysis of Microsoft contract data, available upon request, and description of services offered to UK Government in latest partnership agreement: Microsoft and UK Government sign five-year agreement, offering access to world-leading value for UK public sector and supporting new era of digital transformation - Source EMEA
11. Crown Commercial Service announces a 3 year Memorandum of Understanding (MoU) with Microsoft UK - GCA ; UK government signs new three-year Memorandum of Understanding with Microsoft
12. Crown Commercial Service announces a new Memorandum of Understanding with Microsoft UK, replacing the Digital Transformation Arrangement 21 (DTA21)
13. Faced with £40B budget hole, UK public sector commits £9B to Microsoft ; Written questions submitted by Sarah Edwards - MPs and Lords ; Government Departments: Microsoft: 16 Jul 2025: Hansard Written Answers - TheyWorkForYou
14. Based on analysis of Microsoft contracts available on Search results - Contracts Finder. Search 'Microsoft', selecting 'Awarded Contract' and filtering by 'latest publication date'.
15. A spokesperson for the government has stated that Microsoft spend data is not held centrally, see: Government Departments: Microsoft: 16 Jul 2025: Hansard Written Answers - TheyWorkForYou
16. Search results - Contracts Finder Search 'Microsoft', selecting 'Awarded Contract' and filtering by 'latest publication date'.
17. Top 40 highest value contracts (analysed 24th August) containing a reference to Microsoft products in contract description, underlying data analysis available upon request
18. G-Cloud and DOS Sales Slide 2 of 4, supplier 'Microsoft Limited' ; based on analysis of central government spending data, available upon request
19. Based on analysis of Google contracts available on Contracts Finder: Contracts Finder. Search 'Google', select 'Awarded Contract' and filter by 'latest publication date' and removing all non-Google related contract winners.
20. Based on analysis of Google contract data.
21. See earlier footnote for comparison. The specific contracts include: 2024 Cloud services for DCMS (£3.8m) ; 2021 Cloud Services for DCMS (£1.8m) ; 2023 Cloud Platform for BEIS (£3.9m)
22. Based on analysis of government spending data.
23. G-Cloud and DOS Sales Slide 2 of 4, combined sum of 'Google Ireland Ltd' and 'Google Cloud EMEA Limited'
24. Crown Representatives and strategic suppliers - GOV.UK
25. Google Cloud Awarded Landmark Sovereign Cloud Contract with UK Ministry of Defence ; Since the announcement of this contract Google has also received a contract worth up to £19.5m with the MoD related to cloud services, Contracts Finder
26. New Google partnership will help rid taxpayer of 'ball and chain' legacy tech and aim to upskill 100,000 civil servants in tech and AI - GOV.UK
27. AWS spending has risen dramatically, Google cloud contracts have risen in value, and public sector Microsoft spend appears to have also risen.
28. Based on analysis of G-Cloud data G-Cloud and DOS Sales. PM terms of office drawn from: Prime Ministers House of Commons Research Briefing, Richard Kelly
29. Based on a comparison of the stated value of the MoD contract and any direct contract awarded to Google on Contracts Finder, not including framework agreements where the value cannot be determined.
30. Crown Representatives and strategic suppliers - GOV.UK. The list covers all strategic suppliers and contains no British software or cloud providers. BT, which does provide some cloud services to the UK Government, is listed as a strategic supplier but is a telecoms, not a cloud company. dated July 2026.
31. Example MoUs include AWS's One Government Value Agreement, and Microsoft's Digital Transformation Arrangement and Strategic Partnership Arrangement 24. Both Microsoft and Amazon are also considered strategic suppliers and thus entitled to regular meetings with a Crown Representative representing the entire government. See: Crown Representatives and strategic suppliers - GOV.UK
32. One Government Value Agreement: Accelerating cloud adoption and innovation across UK government | AWS Public Sector Blog
33. New Google partnership will help rid taxpayer of 'ball and chain' legacy tech and aim to upskill 100,000 civil servants in tech and AI - GOV.UK
34. Microsoft and UK Government sign five-year agreement, offering access to world-leading value for UK public sector and supporting new era of digital transformation - Source EMEA ; While the impact of these agreements on total public spend on Microsoft is difficult to track via public spending data, figures quoted in the press suggest an astronomical rise in the past five years. The Guardian claimed that the UK public sector had spent as little as £200m on Microsoft Office between 2010 and 2014. See: UK government plans switch from Microsoft Office to open source. According to analysis from a former government official, between 2021 to 2023 alone annual public sector spending on the company may have risen by as much as £800m. See: UK government's M365 use under scrutiny after Microsoft's 'no guarantee of sovereignty' disclosure | Computer Weekly .
35. Written questions submitted by Sarah Edwards - MPs and Lords ; Government Departments: Microsoft: 16 Jul 2025: Hansard Written Answers - TheyWorkForYou
36. In response to an FOI (available upon request), the Government Commercial Agency refused to provide a breakdown of the data by department, or the exact nature of the data provided by Microsoft, explaining that "releasing detailed expenditure data would provide competitors with commercially sensitive insights into a supplier's pricing structures and market share. This would distort the "level playing field," weakening the competitive position of incumbent suppliers and compromising the GCA's ability to secure value for money in future competitive tenders".
37. DSIT: State of digital government review 2025
38. This does not cover Microsoft's other products and services.
39. FocalData polling for FOTI, October 2026.
40. FocalData polling for FOTI, October 2026.
41. Rishi Sunak takes advisory roles with Microsoft and AI firm Anthropic, Guardian ; Rishi Sunak takes advisory roles with Microsoft and AI firm Anthropic, BBC News
42. Advice Letter: Liam Booth-Smith, External Affairs, Anthropic PBC - GOV.UK
43. Committee Chair comments on Matt Clifford joining Anthropic
44. Former chancellor George Osborne joins OpenAI - BBC News ; George Osborne joins OpenAI: ex-chancellor adds tech post to his CV, Guardian
45. Public officials joining tech firms raise fears of unregulated 'revolving door', Tortoise
46. Another Whitehall digital chief leaves public sector for AWS ; Yet another UK.gov figure joins Amazon Web Services payroll, The Register
47. Matt Brittin appointed new BBC Director-General
48. Dame Clare Barclay DBE - GOV.UK
49. Doug Gurr confirmed as the new Chair of the CMA - GOV.UK ; At a public event for private equity executives last year, former Chancellor Rachel Reeves reportedly told the audience that the government had appointed Gurr after complaints about the CMA from tech executives. See: Rachel Reeves tells private equity bosses she plans to shut down more regulators. While Gurr has recused himself from cases related to Amazon, critics have raised concerns of a conflict of interest, given Amazon UK's expansion of cloud services occurred under his tenure. See: Inside ex-Amazon Exec's Appointment to UK Competition Watchdog | TechPolicy.Press
50. Appointment of Jade Leung as the Prime Minister's AI adviser - GOV.UK ; Dr Jade Leung appointed Vice-Chair of the AI Security Institute and Security Advisor to the AI Taskforce - GOV.UK
51. A government spokesperson revealed that for the financial year 24/25 the public sector spent £1.9bn on Microsoft office products via resellers. Meanwhile the Government's G-Cloud platform shows that the public sector spent £300m on AWS cloud services for the same financial year. Taken together they provide a rough floor figure of £2.2bn for that financial year, which does not take into account spend on other Microsoft, or Amazon services.
52. FocalData polling for FOTI, October 2026.
53. Ofcom - Cloud services market study 2023
54. Microsoft and Google in war of words following launch of anti-competitive cloud coalition | Computer Weekly
55. "Cloud-based computing services, including hosting, software, cloud support, and many off-the-shelf, pay-as-you-go cloud solutions"
56. G-Cloud 14 - GCA
57. Digital Marketplace sales - GOV.UK
58. UK Government Guidance for Public Spending, p3

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