What governments buy · issue 1

# What governments buy

1,142 awarded purchases in eleven months touch software, data or cloud in Uruguay. Mostly licenses and upkeep. AI: 5.

**1,142**

**Awarded purchases in scope**

1.7% of 65,476 awarded purchases in the period.

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# Licenses and upkeep, mostly. AI barely shows up.

From the markets we operate in: Uruguay's public purchases, November 2025 to September 2026. 1,142 awarded purchases touch software, data or cloud.

### Awarded purchases in scope

**1,142**

1.7% of 65,476 awarded purchases in the period.

### Public bodies buying

**138**

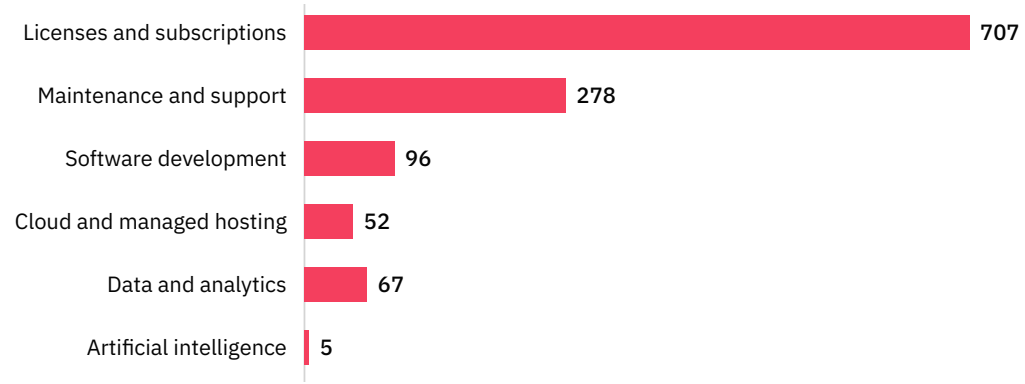
Counted by the name each one uses in the national procurement system.

### Purchases about AI

**5**

Software or services. Another 5 are open or unresolved. Small n.

### Awarded purchases by category (one purchase can be in two)

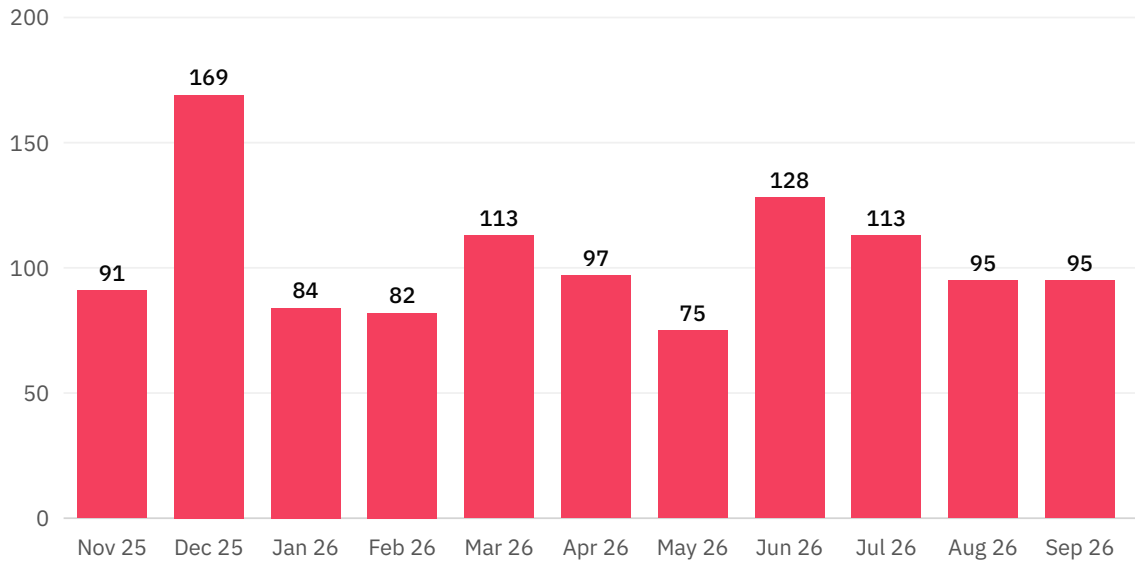


# The money sits in pesos, and in a few contracts

Sum of unit price × quantity on awarded lines, by currency. No exchange rate declared, so nothing is converted.

| Category | Purchases | Bodies | UYU | USD | Largest contract (UYU share) |
|---|---|---|---|---|---|
| Licenses and subscriptions | 707 | 124 | 154.2M | 21,918,789 | 29% (267 contracts) |
| Maintenance and support | 278 | 72 | 1,293.1M | 13,399,865 | 63% (190 contracts) |
| Software development | 96 | 43 | 259.3M | 994,554 | 20% (79 contracts) |
| Cloud and managed hosting | 52 | 27 | 109.9M | 752,592 | 19% (40 contracts) |
| Data and analytics | 67 | 40 | 8.7M | 625,324 | 35% (50 contracts) |
| Artificial intelligence | 5 | 5 | 1.9M | 807 | 37% (4 contracts) |

**Awarded purchases in scope, by month of award**




**One contract is most of the maintenance money**

A single award for the national livestock information system (Ministry of Agriculture) is 63% of the UYU maintenance total. Read the totals as a map, not a market size.

# Who buys, who wins, at what rate

Many small purchases from many bodies; a handful of resellers win the most.

**Bodies with the most purchases in scope**

| Body (name as in the system) | Purchases |
|---|---|
| Dirección General de Secretaría (the name repeats across ministries) | 103 |
| Administración Nacional de Usinas y Trasmisiones Eléctricas | 50 |
| Administración de las Obras Sanitarias del Estado | 45 |
| Administración Nacional de Telecomunicaciones | 44 |
| Secretaría del Ministerio del Interior | 38 |
| Poder Judicial | 37 |
| Presidencia de la República | 29 |
| Oficinas Centrales y Escuelas Dependientes de Rectorado | 28 |

**Companies awarded in the most purchases (only entities registered as companies)**

| Company | Purchases | UYU awarded |
|---|---|---|
| ARNALDO C CASTRO S A | 66 | 51.2M |
| A T S.A.S | 43 | 2.0M |
| CMD LINE S.R.L. | 40 | 3.4M |
| FLUSOR S.A. | 37 | 2.4M |
| CADE LTDA | 36 | 2.8M |

**Hourly rates, UYU, awarded lines of 10+ hours**

| Service | n | Median | p25–p75 | Min–max |
|---|---|---|---|---|
| Software development | 26 | 2,091 | 1,538–2,631 | 885–3,596 |
| Software advisory | 8 | 2,405 | 2,129–3,071 | 1,910–4,451 |

> **No typical license price**
> The generic "software license" item, in USD (n=214), runs from a median of 732 to a 75th percentile of 2,988: it bundles everything from one seat to an enterprise agreement. Not a benchmark.

# AI, one by one

5 awarded purchases in eleven months, 5 more still open. Consulting, a course, a module, a subscription.

| Body | What | Awarded | Amount |
|---|---|---|---|
| Judiciary | Consulting to train AI models | Nov 25 | UYU 548K |
| Land-use directorate | Two annual subscriptions: PDF suite with AI assistant | Dec 25 | USD 807 |
| Energy and water regulator | Diagnostic for adopting data science and AI (phase 1) | Jan 26 | UYU 700K |
| Technical university | Training course: Power BI with AI | Aug 26 | UYU 114K |
| National water utility | Development of an AI module | Sep 26 | UYU 535K |

**Still open or without a published result**

A chatbot platform (a departmental government), an AI solution for customs, an AI/ML solution for the e-government agency, a bias audit and a program coordinator (technical university). Hardware for AI (servers, laptops, robots) is left out on purpose.

# Method and sources

Where each figure comes from.

- Source: ARCE (Uruguay public procurement), own analysis.
- Universe: 65,476 purchases with at least one active award dated 2025-11-01 to 2026-09-30.
- A purchase counts in a category if an awarded line matches the category terms, or if its title or description (first 300 characters) does; once per category. Hardware words exclude the data and AI categories when matched by text.
- Money: price × quantity per awarded line, summed by currency, never converted. Rates: lines with price above zero, hour unit, 10 or more hours; median and 25th/75th percentiles.
- Companies are named only if the registered name carries a corporate form.
- It can be repeated monthly or quarterly with the same rule and a new window.



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