

# ANNUAL REVIEW

OF GOVERNMENT CONTRACTING

# 2016

EDITION



**Deltek**®



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# Introduction

Welcome to the *Annual Review of Government Contracting, 2016 Edition*, brought to you by the National Contract Management Association (NCMA) and Deltek. This latest version brings you a collection of the latest data, trends, and analyses in U.S. federal government contracting. New this year is a special section on "state and local government contracting," which will serve as a baseline for analysis in the next annual edition.

NCMA is the world's leading professional resource for those in the fields of contracting and contract management. This report serves as an example of the increased involvement of NCMA in implementing its mission of advancing the ever-growing and dynamic profession of contract management through collaboration with senior acquisition leaders within academia, industry, and the executive and legislative branches of government. Special thanks are due to our partners at Deltek for their support in providing the data for this report.

We trust that by reviewing this annual report, you will better understand and adapt to the ongoing changes occurring within government contracting and our profession, from the strategies and approaches being used to develop, award, and manage government contracts to the trends of who is developing, awarding, and receiving those contracts.



Michael Fischetti  
NCMA Executive Director

## About NCMA



**NCMA**  
NATIONAL CONTRACT MANAGEMENT ASSOCIATION

The National Contract Management Association (NCMA) is the world's leading professional resource for those in the field of contract management. NCMA is a nonprofit organization with over 20,000 members, and is dedicated to the professional growth and educational advancement of procurement and acquisition personnel worldwide. NCMA strives to serve and inform the profession it represents and to offer opportunities for the open exchange of ideas in neutral forums.

NCMA is committed to principled professional conduct and achievement as dictated by our Code of Ethics. The organization understands the challenges our members face and NCMA provides the tools, resources, and leadership opportunities to enhance each member of the profession's performance, career, and accomplishments. Through more than 40 programs and services, NCMA provides value to members.

You are invited to learn more by visiting [www.ncmahq.org](http://www.ncmahq.org).

## About Deltek

**Deltek**<sup>®</sup>

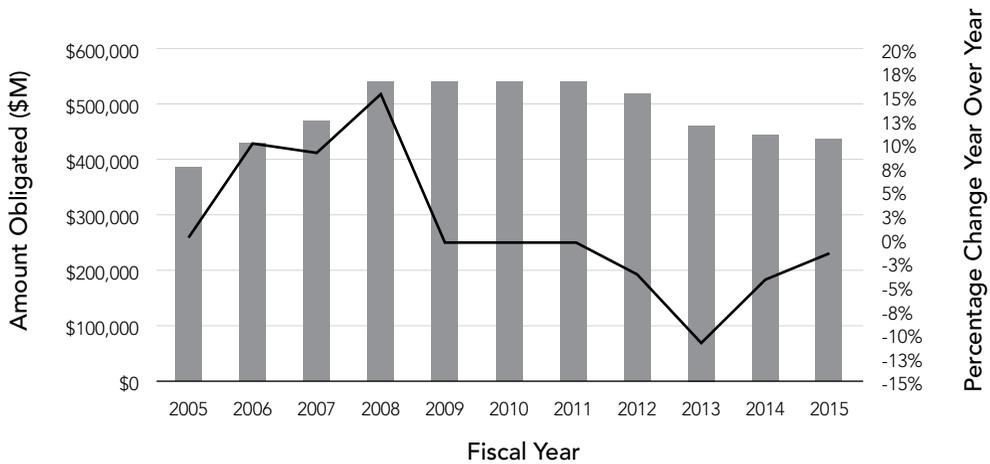
Headquartered in Herndon, Virginia, with over 2,000 employees worldwide, Deltek is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential.

You are invited to learn more by visiting [www.deltek.com](http://www.deltek.com).

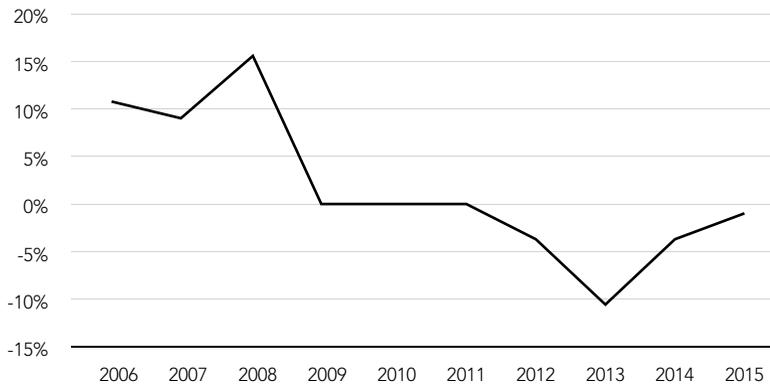
# 10-Year Spending

The federal government has reported decreased spending year over year since fiscal year 2011. Contributing to the decline in spending were reduced budgets, including the implementation of sequestration, and the drawdown of American military presence overseas. While civilian agencies' spending started to rebound in 2013 after sequestration was lifted, defense spending has continued to decline. Fiscal year 2016 appropriations indicate that defense spending should stabilize, as there are increases for both the base defense budget and overseas contingency operations budget for the first time in several years.

## Federal Reported Spending Trends Fiscal Years 2005–2015



## Percentage Change Year Over Year in Total Obligations



Fiscal Year	Amount (\$K)	Amount (\$M)	Total Number of Contract Actions	Percentage Change in Total Obligations
2005	\$391,202,999	\$391,203	2,922,834	--
2006	\$430,646,496	\$430,646	3,797,074	10%
2007	\$469,540,338	\$469,540	4,111,586	9%
2008	\$541,315,500	\$541,316	4,505,154	15%
2009	\$540,806,197	\$540,806	3,496,828	0%
2010	\$540,660,105	\$540,660	3,538,822	0%
2011	\$540,224,644	\$540,225	3,395,511	0%
2012	\$519,378,809	\$519,379	3,116,799	-4%
2013	\$463,586,485	\$463,586	2,505,897	-11%
2014	\$445,993,641	\$445,994	2,515,525	-4%
2015	\$439,639,328	\$439,639	3,856,354	-1%

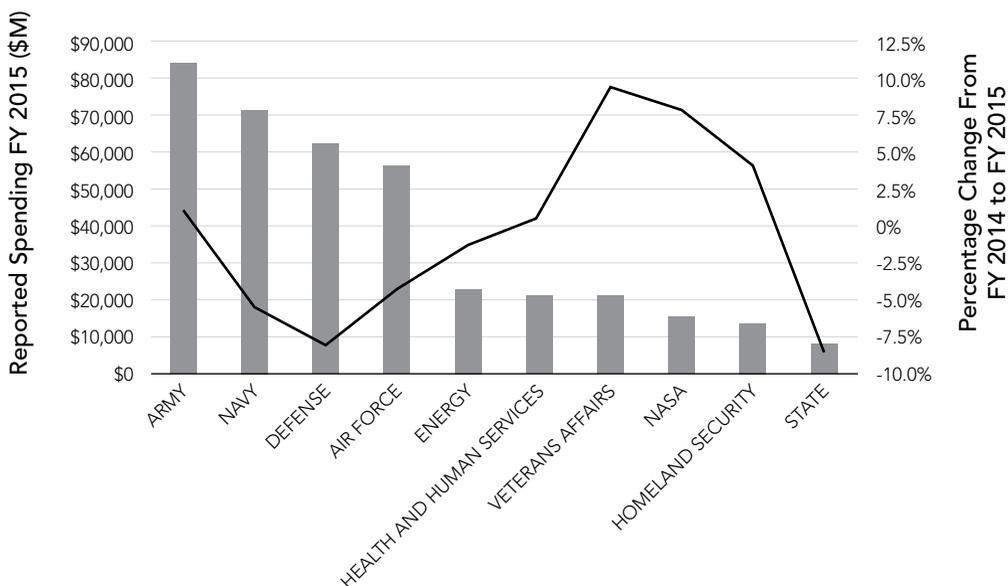
# Fiscal Year 2015 Top 25 Agencies by Reported Spending (with percentage change from previous year)

The top 25 spending agencies account for 99 percent of reported spending in fiscal year 2015.

Despite a four-percent reduction in reported defense-related spending from fiscal year 2014 to 2015, the combined total of Department of Defense spending—Air Force, Army, Navy, and Marine Corps—accounts for more than 60 percent of federal contracting dollars reported in fiscal year 2015. Only the Navy saw a minor increase in spending—1.1 percent. While there were reductions in spending in civilian agencies like State, Education, Labor, and Transportation, the billion dollar-plus increases at three agencies contributed to the overall three-percent increase in spending at the top civilian agencies:

- Veterans Affairs’ \$2 billion increase in medical and scientific equipment spending by the Veterans Health Administration,
- NASA’s significant R&D and IT spending increases at both its Shared Services Center and Institutions and Management Office, and
- USAID’s increases in both professional services and IT spending.

## Top 10 Departments by Fiscal Year 2015 Reported Spending



<b>Department</b>	<b>2014 (\$K)</b>	<b>2015 (\$K)</b>	<b>Percentage Change Year Over Year</b>
NAVY	\$84,044,055	\$84,989,576	1.1%
ARMY	\$75,301,554	\$71,238,686	-5.4%
DEFENSE	\$68,376,087	\$62,935,224	-8.0%
AIR FORCE	\$58,988,258	\$56,495,619	-4.2%
ENERGY	\$23,494,473	\$23,203,227	-1.2%
HEALTH AND HUMAN SERVICES	\$21,850,501	\$21,981,073	0.6%
VETERANS AFFAIRS	\$19,232,302	\$21,117,624	9.8%
NASA	\$14,664,650	\$15,839,109	8.0%
HOMELAND SECURITY	\$13,560,301	\$14,117,529	4.1%
STATE	\$9,123,663	\$8,350,614	-8.5%
JUSTICE	\$6,889,568	\$7,463,120	8.3%
AGRICULTURE	\$5,633,580	\$6,365,272	13.0%
TRANSPORTATION	\$5,957,069	\$5,863,777	-1.6%
TREASURY	\$5,415,140	\$5,507,242	1.7%
AGENCY FOR INTERNATIONAL DEVELOPMENT	\$3,885,837	\$5,029,464	29.4%
COMMERCE	\$4,105,645	\$4,200,987	2.3%
GENERAL SERVICES ADMINISTRATION	\$4,403,374	\$4,136,864	-6.1%
MARINE CORPS	\$4,050,106	\$3,689,487	-8.9%
INTERIOR	\$2,791,301	\$2,872,924	2.9%
EDUCATION	\$2,943,415	\$2,667,572	-9.4%
LABOR	\$2,093,198	\$1,894,967	-9.5%
SOCIAL SECURITY ADMINISTRATION	\$1,717,142	\$1,704,816	-0.7%
ENVIRONMENTAL PROTECTION AGENCY	\$1,441,051	\$1,572,289	9.1%
HOUSING AND URBAN DEVELOPMENT	\$1,245,069	\$1,212,316	-2.6%
OFFICE OF PERSONNEL MANAGEMENT	\$879,944	\$1,062,790	20.8%

# Hot/Cold Markets: Top Five Agencies by Highest Percentage of Growth from Fiscal Year 2014 to 2015, and Top Five Agencies with Biggest Percentage Decrease in Spending from Fiscal Year 2014 to 2015

Thirteen of the top 25 spending agencies saw increases in spending in fiscal year 2015, including double-digit percentage increases at:

- USDA—increased professional services spending by the Animal and Plant Health Inspection Service (APHIS) supporting Storage, Maintenance, and Emergency Response Support Services.
- OPM—increased spending on contracts for completing background investigations of federal employees, and
- USAID—increased spending associated with supply chain management system efforts to support the president’s emergency plan for AIDS relief.

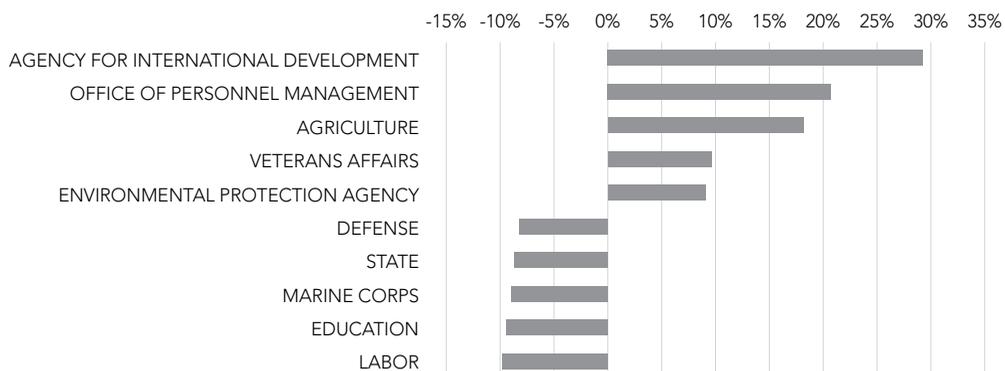
The combined increase in spending of the top five agencies for growth was \$ 4.1 billion.

Agencies that saw eight percent or greater reductions in spending include:

- The Department of Defense,
- The Department of State,
- The U.S. Marine Corps,
- The Department of Education, and
- The Department of Labor.

The combined total of the reductions in spending for the agencies that show the most decline in growth was -\$7.1 billion.

## Hot/Cold Markets: Top 5 and Bottom 5 Departments by Percentage Change Year Over Year



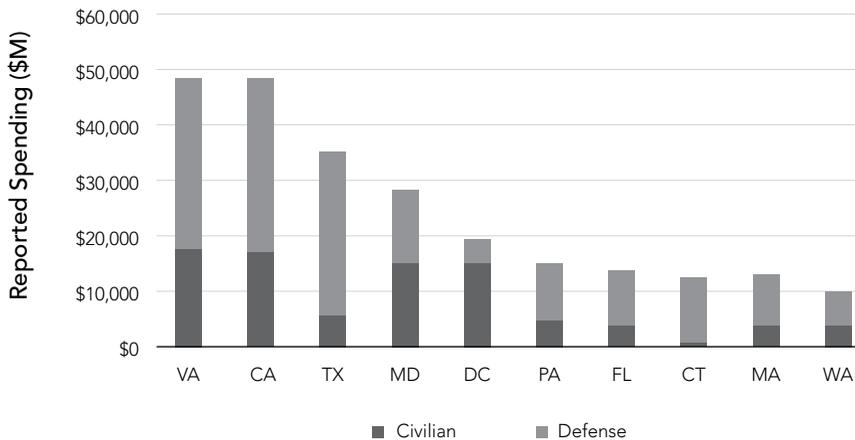
<b>Department</b>	<b>2014 (\$K)</b>	<b>2015 (\$K)</b>	<b>Percentage Change Year Over Year</b>
AGENCY FOR INTERNATIONAL DEVELOPMENT	\$3,885,837	\$5,029,464	29%
OFFICE OF PERSONNEL MANAGEMENT	\$879,944	\$1,062,790	21%
AGRICULTURE	\$5,633,580	\$6,365,272	13%
VETERANS AFFAIRS	\$19,232,302	\$21,117,624	10%
ENVIRONMENTAL PROTECTION AGENCY	\$1,441,051	\$1,572,289	9%
DEFENSE	\$68,376,087	\$62,935,224	-8%
STATE	\$9,123,663	\$8,350,614	-8%
MARINE CORPS	\$4,050,106	\$3,689,487	-9%
EDUCATION	\$2,943,415	\$2,667,572	-9%
LABOR	\$2,093,198	\$1,894,967	-9%

*Based on top 25 spending departments.*

# Fiscal Year 2015 Top States by Total Spend (with percentage change from previous year and break out of civilian and defense spend in each state)

There was not much change in the rankings of states for top spending from fiscal year 2014 to 2015, but what is worth observing is the importance defense spending plays in the composition of the federal spending for each state. Of the top 10 states, defense makes up the majority of spending in all states but two: Maryland and the District of Columbia. Maryland wins the prize for the most equitable distribution between civilian and defense with 53 percent of its \$28.4 billion in fiscal year 2015 federal reported spending associated with civilian agencies.

## Top 10 States for Federal Reported Spending Fiscal Year 2015



State	2015 (\$K)		2014 Versus 2015
	Civilian	Defense	Percentage Change Year Over Year
VA	\$17,622,424	\$30,954,427	-6.65%
CA	\$17,034,065	\$31,295,755	4.85%
XX (Not Reported)	\$18,033,635	\$21,223,933	-0.18%
TX	\$5,643,993	\$29,667,650	19.06%
MD	\$14,949,143	\$13,489,157	1.71%
DC	\$15,111,105	\$4,197,971	1.88%
PA	\$4,587,983	\$10,364,476	-10.31%
FL	\$3,433,093	\$10,187,020	0.23%
CT	\$332,624	\$12,099,072	-9.21%
MA	\$3,834,621	\$9,441,558	5.29%
WA	\$4,178,849	\$5,874,337	-14.89%
AL	\$1,932,311	\$8,415,089	-2.10%
AZ	\$1,339,917	\$7,994,129	-6.25%
NY	\$3,386,937	\$6,020,073	-4.71%
CO	\$4,081,676	\$4,758,584	-10.12%
MO	\$1,891,214	\$6,753,772	-4.57%
GA	\$2,471,328	\$5,249,683	-11.80%
IL	\$3,113,109	\$5,309,814	11.61%
NM	\$4,961,574	\$2,099,926	-5.90%
KY	\$774,990	\$5,886,901	-5.11%
NJ	\$1,287,337	\$5,012,515	-8.32%
TN	\$4,882,486	\$1,503,403	-3.87%
OH	\$1,455,648	\$3,932,647	-14.40%
SC	\$2,561,027	\$2,505,862	-9.59%
MN	\$1,136,897	\$3,571,287	-8.27%
NC	\$2,281,830	\$2,620,092	0.10%
MI	\$1,904,071	\$2,201,190	-13.37%
MS	\$1,481,755	\$2,355,146	3.43%
IN	\$1,080,963	\$2,958,940	15.58%

State	2015 (\$K)		2014 Versus 2015
	Civilian	Defense	Percentage Change Year Over Year
LA	\$903,162	\$1,852,614	-19.29%
OK	\$608,183	\$2,153,802	8.19%
WI	\$818,712	\$2,005,490	27.92%
NV	\$901,200	\$1,548,468	6.93%
ID	\$1,972,423	\$183,470	-8.28%
HI	\$198,283	\$1,782,651	-18.48%
UT	\$788,332	\$1,315,227	-7.95%
KS	\$1,227,651	\$851,233	6.58%
AK	\$458,732	\$1,416,045	-2.58%
IA	\$687,096	\$1,143,991	5.24%
ME	\$97,522	\$1,404,127	-3.75%
NH	\$332,412	\$1,125,654	-3.33%
OR	\$750,846	\$664,448	13.83%
WV	\$1,084,363	\$187,194	-6.97%
NE	\$366,303	\$750,205	-1.26%
AR	\$537,183	\$517,462	-8.69%
RI	\$106,211	\$591,359	-25.06%
GU	\$10,738	\$754,464	2.91%
MT	\$359,511	\$149,667	-7.51%
ND	\$372,094	\$125,627	-7.06%
SD	\$283,802	\$137,370	-30.85%
PR	\$123,578	\$307,013	-10.46%
DE	\$110,028	\$207,479	-38.34%
VT	\$143,349	\$153,385	-1.25%
WY	\$161,603	\$57,114	-22.03%
VI	\$12,782	\$6,247	34.03%
MP	\$8,773	\$11,806	219.59%
AS	\$2,404	\$569	-39.96%

Note: 2014 totals not shown, and were calculated separately.

State	2014	2015	Percentage Change Year Over Year
VA	\$52,035,902	\$48,576,851	-6.6%
CA	\$46,092,296	\$48,329,820	4.9%
XX	\$39,326,571	\$39,257,568	-0.2%
TX	\$29,657,571	\$35,311,643	19.1%
MD	\$27,960,280	\$28,438,300	1.7%
DC	\$18,952,711	\$19,309,076	1.9%
PA	\$16,671,861	\$14,952,459	-10.3%
FL	\$13,588,927	\$13,620,113	0.2%
CT	\$13,693,000	\$12,431,697	-9.2%
MA	\$12,608,853	\$13,276,179	5.3%
WA	\$11,811,935	\$10,053,186	-14.9%
AL	\$10,569,276	\$10,347,400	-2.1%
AZ	\$9,956,843	\$9,334,046	-6.3%
NY	\$9,871,714	\$9,407,011	-4.7%
CO	\$9,836,107	\$8,840,261	-10.1%
MO	\$9,058,868	\$8,644,986	-4.6%
GA	\$8,754,298	\$7,721,012	-11.8%
IL	\$7,546,505	\$8,422,923	11.6%
NM	\$7,503,959	\$7,061,501	-5.9%
KY	\$7,020,722	\$6,661,891	-5.1%
NJ	\$6,871,373	\$6,299,852	-8.3%
TN	\$6,643,178	\$6,385,889	-3.9%
OH	\$6,294,402	\$5,388,295	-14.4%
SC	\$5,604,338	\$5,066,889	-9.6%
MN	\$5,132,650	\$4,708,184	-8.3%
NC	\$4,896,971	\$4,901,921	0.1%
MI	\$4,738,940	\$4,105,261	-13.4%
MS	\$3,709,833	\$3,836,901	3.4%
IN	\$3,495,449	\$4,039,903	15.6%

State	2014	2015	Percentage Change Year Over Year
LA	\$3,414,444	\$2,755,776	-19.3%
OK	\$2,552,795	\$2,761,985	8.2%
WI	\$2,207,747	\$2,824,203	27.9%
NV	\$2,290,948	\$2,449,668	6.9%
ID	\$2,350,483	\$2,155,893	-8.3%
HI	\$2,430,120	\$1,980,933	-18.5%
UT	\$2,285,328	\$2,103,559	-8.0%
KS	\$1,950,567	\$2,078,884	6.6%
AK	\$1,924,480	\$1,874,778	-2.6%
IA	\$1,739,973	\$1,831,087	5.2%
ME	\$1,560,158	\$1,501,649	-3.8%
NH	\$1,508,241	\$1,458,066	-3.3%
OR	\$1,243,366	\$1,415,294	13.8%
WV	\$1,366,843	\$1,271,556	-7.0%
NE	\$1,130,726	\$1,116,508	-1.3%
AR	\$1,154,987	\$1,054,645	-8.7%
RI	\$930,825	\$697,570	-25.1%
GU	\$743,596	\$765,203	2.9%
MT	\$550,528	\$509,179	-7.5%
ND	\$535,506	\$497,721	-7.1%
SD	\$609,035	\$421,172	-30.8%
PR	\$480,918	\$430,592	-10.5%
DE	\$514,938	\$317,507	-38.3%
VT	\$300,480	\$296,734	-1.2%
WY	\$280,523	\$218,716	-22.0%
VI	\$14,198	\$19,029	34.0%
MP	\$6,440	\$20,580	219.6%
AS	\$4,952	\$2,973	-40.0%

# Fiscal Year 2015 Spending in the Top 10 Market Segments—Civilian/Defense Breakout

Spending in the top three markets—i.e., defense and aerospace, professional services, and information technology (IT)—accounts for more than half of the reported spend in fiscal year 2015.

In addition to defense and aerospace, the markets where defense spending accounts for the majority of the total spend include:

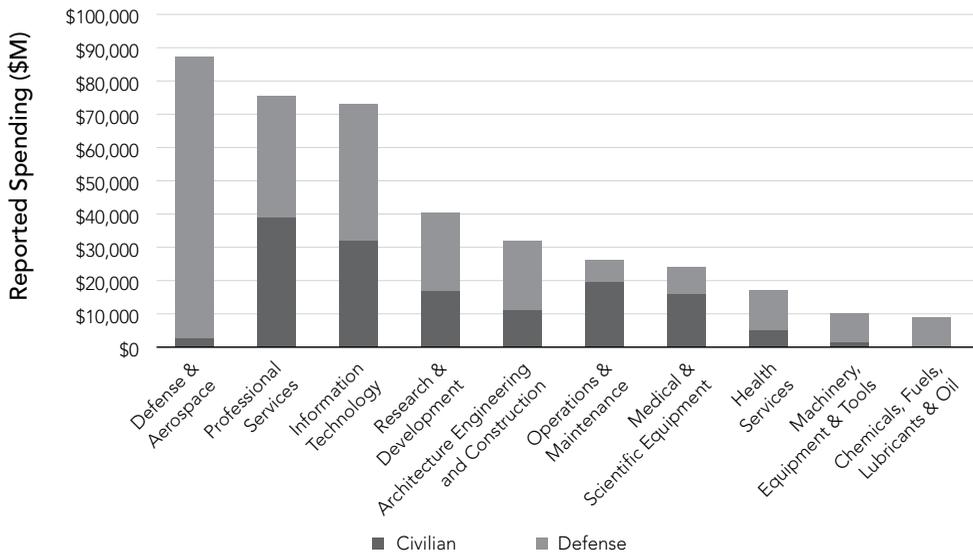
- Architecture;
- Engineering and construction;
- Health services;
- Machinery equipment and tools; and
- Chemicals, fuels, and lubricants.

The civilian-majority markets include:

- Operations and maintenance, and
- Medical and scientific equipment.

Spending in professional services and IT appears to be more evenly split between civilian and defense agencies, with slightly more being spent by civilian agencies in professional services, and slightly more by defense in IT.

## Top 10 Industries Fiscal Year 2015 (With Civilian and Defense Breakout)

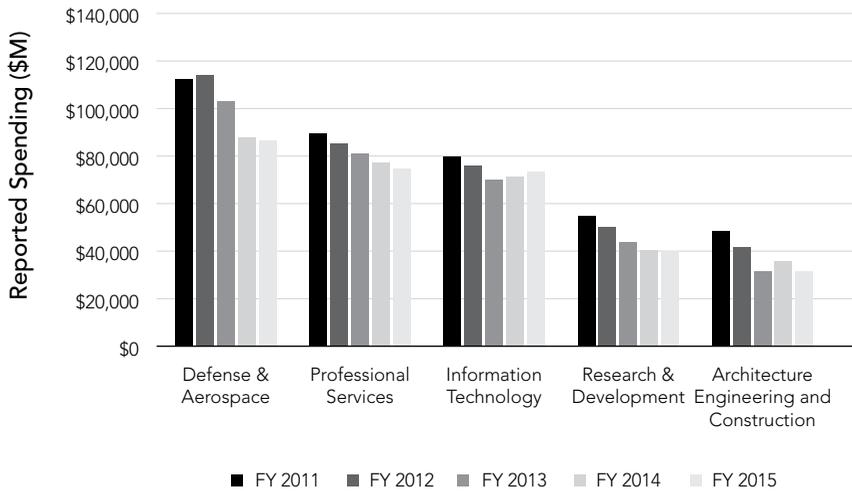


<b>Industry</b>	<b>Civilian</b>	<b>Defense</b>	<b>Fiscal Year 2015 Grand Total (\$K)</b>
Defense & Aerospace	\$2,516,595	\$84,685,803	\$87,202,397
Professional Services	\$38,902,220	\$36,512,791	\$75,415,011
Information Technology	\$31,754,125	\$41,098,033	\$72,852,158
Research & Development	\$16,503,768	\$23,584,829	\$40,088,596
Architecture Engineering and Construction	\$11,773,141	\$19,744,327	\$31,517,467
Operations & Maintenance	\$19,101,234	\$6,723,928	\$25,825,162
Medical & Scientific Equipment	\$16,022,923	\$7,934,854	\$23,957,777
Health Services	\$4,818,844	\$12,671,921	\$17,490,765
Machinery, Equipment & Tools	\$1,232,962	\$9,065,359	\$10,298,321
Chemicals, Fuels, Lubricants & Oil	\$551,690	\$8,792,260	\$9,343,950
Environment & Conservation Services	\$5,234,412	\$2,235,370	\$7,469,781
Electric & Electronic Components & Parts	\$1,457,671	\$5,996,305	\$7,453,976
Other Products & Materials	\$1,418,811	\$4,699,462	\$6,118,273
Ship Building	\$874,912	\$5,234,538	\$6,109,450
Land Vehicles & Equipment	\$1,477,049	\$4,205,272	\$5,682,322
Food & Sanitary Products and Services	\$2,790,881	\$1,801,566	\$4,592,447
Social Services	\$2,505,029	\$100,271	\$2,605,300
Clothing & Textiles	\$322,774	\$1,750,628	\$2,073,402
Engines and Mechanical Equipment	\$85,676	\$1,734,837	\$1,820,513
Furniture & Appliances	\$611,828	\$572,164	\$1,183,992
Purchase or Lease of Facilities & Equipment	\$257,337	\$204,075	\$461,412

# Five-Year Spending Trends Within Top Five Market Segments

Four of the top five federal markets saw declines in spending from fiscal year 2014 to 2015. The exception was IT, where despite significant decreases in spending by the Army and Navy, there was a near two-percent increase in the market. The growth was driven by increases of more than \$400 million in IT spending by Homeland Security, Air Force, and Health and Human Services.

## Top 5 Industry Trends Fiscal Years 2011–2015

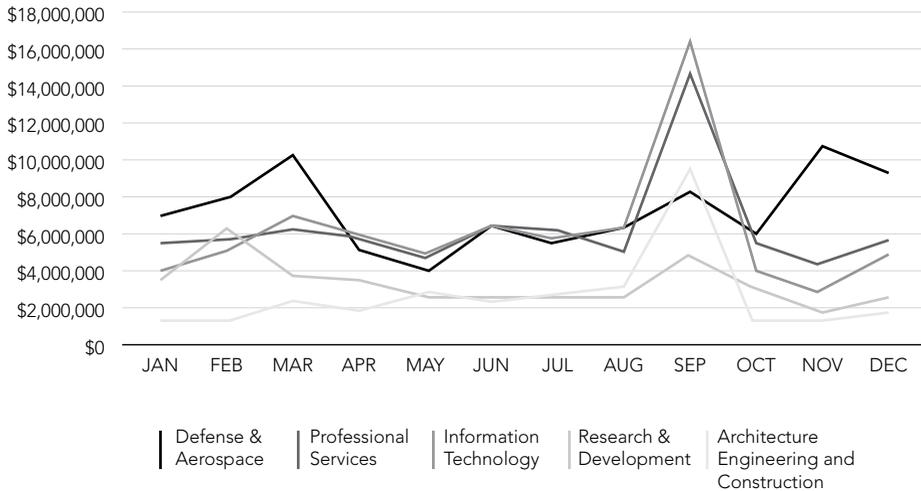


Industry	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
Defense & Aerospace	\$112,720,206	\$114,677,056	\$102,789,276	\$87,918,226	\$87,202,397
Professional Services	\$88,552,013	\$85,054,838	\$80,710,135	\$77,338,428	\$75,415,011
Information Technology	\$79,591,441	\$76,229,732	\$70,290,469	\$71,635,471	\$72,852,158
Research & Development	\$54,974,616	\$50,507,005	\$43,706,337	\$40,490,382	\$40,088,596
Architecture Engineering and Construction	\$48,971,810	\$41,336,803	\$31,456,979	\$34,786,771	\$31,517,467
Operations & Maintenance	\$20,872,876	\$25,435,663	\$25,187,019	\$26,669,509	\$25,825,162
Medical & Scientific Equipment	\$20,039,464	\$19,200,140	\$19,366,571	\$20,497,937	\$23,957,777
Health Services	\$18,208,494	\$17,801,275	\$17,111,910	\$19,177,701	\$17,490,765

<b>Industry</b>	<b>Fiscal Year 2011</b>	<b>Fiscal Year 2012</b>	<b>Fiscal Year 2013</b>	<b>Fiscal Year 2014</b>	<b>Fiscal Year 2015</b>
Machinery, Equipment & Tools	\$11,586,846	\$11,583,796	\$10,301,953	\$9,871,753	\$10,298,321
Chemicals, Fuels, Lubricants & Oil	\$14,622,445	\$22,339,357	\$14,875,777	\$12,942,887	\$9,343,950
Environment & Conservation Services	\$8,832,910	\$7,286,610	\$8,756,163	\$7,373,185	\$7,469,781
Electric & Electronic Components & Parts	\$8,080,669	\$7,888,699	\$7,411,783	\$7,729,424	\$7,453,976
Other Products & Materials	\$9,812,991	\$7,973,482	\$6,989,549	\$6,344,161	\$6,118,273
Ship Building	\$7,240,722	\$6,199,660	\$5,226,242	\$5,783,984	\$6,109,450
Land Vehicles & Equipment	\$9,190,378	\$4,793,492	\$4,001,604	\$3,750,339	\$5,682,322
Food & Sanitary Products and Services	\$11,973,987	\$12,490,022	\$6,945,697	\$5,845,775	\$4,592,447
Social Services	\$2,490,995	\$1,870,817	\$2,582,416	\$2,154,380	\$2,605,300
Clothing & Textiles	\$3,899,912	\$2,657,269	\$2,393,892	\$2,049,168	\$2,073,402
Engines and Mechanical Equipment	\$2,359,487	\$2,003,620	\$1,871,872	\$1,802,325	\$1,820,513
Furniture & Appliances	\$1,943,977	\$1,512,458	\$1,162,493	\$1,276,819	\$1,183,992
Purchase or Lease of Facilities & Equipment	\$3,677,462	\$535,831	\$446,784	\$549,853	\$461,412

# Trend of Seasonality of Buying Across Top Five Market Segments (peak months for spending)

As shown below, different markets have different peaks in spending throughout the year. IT, professional services, and architecture/engineering/construction all saw peaks in 2015 at the close of the fiscal year, while defense and aerospace saw spikes in both the first and second quarters of the fiscal year.



Sum of Total (\$K)	Column Labels					
Row Labels	Defense & Aerospace	Professional Services	Information Technology	Research & Development	Architecture Engineering and Construction	Grand Total
JAN	\$6,908,520	\$5,466,357	\$3,918,571	\$3,660,300	\$1,376,382	\$21,330,129
FEB	\$8,082,228	\$5,763,931	\$4,971,973	\$6,209,441	\$1,261,704	\$26,289,277
MAR	\$10,239,640	\$6,161,421	\$6,957,902	\$3,802,948	\$2,246,592	\$29,408,502
APR	\$5,072,488	\$5,745,300	\$5,903,843	\$3,351,724	\$1,927,885	\$22,001,239
MAY	\$4,166,150	\$4,723,617	\$5,019,068	\$2,654,580	\$2,855,192	\$19,418,607
JUN	\$6,268,533	\$6,319,924	\$6,442,526	\$2,501,387	\$2,431,474	\$23,963,845
JUL	\$5,655,932	\$6,230,275	\$5,642,159	\$2,742,183	\$2,756,968	\$23,027,516
AUG	\$6,323,376	\$4,969,534	\$6,191,935	\$2,746,518	\$3,055,490	\$23,286,854
SEP	\$8,254,523	\$14,758,641	\$16,265,307	\$4,917,589	\$9,425,919	\$53,621,979
OCT	\$6,093,593	\$5,327,366	\$3,856,062	\$3,017,060	\$1,199,637	\$19,493,719
NOV	\$10,820,559	\$4,282,848	\$2,824,001	\$1,755,838	\$1,158,142	\$20,841,387
DEC	\$9,316,857	\$5,715,091	\$4,882,666	\$2,729,029	\$1,822,195	\$24,465,838
Grand Total	\$87,202,397	\$75,464,306	\$72,876,013	\$40,088,596	\$31,517,582	\$307,148,894

<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	9	Environment & Conservation Services	\$1,476,182
2015	7	Electric & Electronic Components & Parts	\$529,944
2015	4	Research & Development	\$3,351,724
2015	9	Information Technology	\$16,265,307
2015	11	Information Technology	\$2,824,001
2015	7	Environment & Conservation Services	\$776,544
2015	2	Land Vehicles & Equipment	\$243,558
2015	10	Ship Building	\$610,568
2015	8	Defense & Aerospace	\$6,323,376
2015	12	Other Products & Materials	\$545,191
2015	12	Medical & Scientific Equipment	\$1,137,602
2015	4	Clothing & Textiles	\$139,695
2015	9	Ship Building	\$774,240
2015	7	Defense & Aerospace	\$5,655,932
2015	3	Chemicals, Fuels, Lubricants & Oil	\$1,107,462
2015	8	Operations & Maintenance	\$981,816
2015	9	Purchase or Lease of Facilities & Equipment	\$35,135
2015	9	Research & Development	\$4,917,589
2015	9	Clothing & Textiles	\$328,392
2015	6	Information Technology	\$6,442,526
2015	5	Electric & Electronic Components & Parts	\$495,899
2015	2	Research & Development	\$6,209,441

<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	3	Environment & Conservation Services	\$559,348
2015	9	Food & Sanitary Products and Services	\$546,397
2015	7	Medical & Scientific Equipment	\$1,603,674
2015	3	Defense & Aerospace	\$10,239,640
2015	7	Furniture & Appliances	\$107,847
2015	10	Professional Services	\$5,327,366
2015	8	Ship Building	\$371,676
2015	4	Operations & Maintenance	\$2,292,594
2015	6	Defense & Aerospace	\$6,268,533
2015	1	Furniture & Appliances	\$44,470
2015	1	Environment & Conservation Services	\$357,595
2015	6	Chemicals, Fuels, Lubricants & Oil	\$801,966
2015	5	Defense & Aerospace	\$4,166,150
2015	3	Health Services	\$3,565,921
2015	9	Medical & Scientific Equipment	\$3,200,884
2015	12	Engines and Mechanical Equipment	\$183,469
2015	5	Chemicals, Fuels, Lubricants & Oil	\$939,307
2015	1	Social Services	\$229,031
2015	7	Professional Services	\$6,230,275
2015	7	Research & Development	\$2,742,183
2015	5	Engines and Mechanical Equipment	\$126,110
2015	2	Ship Building	\$457,094

<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	10	Furniture & Appliances	\$50,689
2015	12	Furniture & Appliances	\$38,272
2015	6	Food & Sanitary Products and Services	\$459,160
2015	10	Information Technology	\$3,856,062
2015	2	Professional Services	\$5,763,931
2015	4	Defense & Aerospace	\$5,072,488
2015	10	Purchase or Lease of Facilities & Equipment	\$31,645
2015	6	Furniture & Appliances	\$77,575
2015	12	Food & Sanitary Products and Services	\$355,975
2015	4	Social Services	\$204,672
2015	2	Electric & Electronic Components & Parts	\$478,972
2015	6	Land Vehicles & Equipment	\$1,010,767
2015	3	Purchase or Lease of Facilities & Equipment	\$43,011
2015	8	Architecture Engineering and Construction	\$3,055,490
2015	8	Environment & Conservation Services	\$959,220
2015	10	Environment & Conservation Services	\$385,241
2015	2	Medical & Scientific Equipment	\$1,289,874
2015	10	Land Vehicles & Equipment	\$387,673
2015	5	Professional Services	\$4,723,617
2015	4	Other Products & Materials	\$548,067

<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	4	Medical & Scientific Equipment	\$2,267,276
2015	8	Information Technology	\$6,191,935
2015	6	Other Products & Materials	\$571,203
2015	12	Operations & Maintenance	\$1,898,599
2015	1	Food & Sanitary Products and Services	\$295,387
2015	8	Clothing & Textiles	\$161,742
2015	8	Medical & Scientific Equipment	\$2,178,811
2015	6	Ship Building	\$416,562
2015	2	Machinery, Equipment & Tools	\$1,485,757
2015	10	Research & Development	\$3,017,060
2015	2	Other Products & Materials	\$286,982
2015	9	Machinery, Equipment & Tools	\$1,371,730
2015	5	Purchase or Lease of Facilities & Equipment	\$19,197
2015	2	Health Services	\$765,454
2015	4	Furniture & Appliances	\$81,436
2015	4	Land Vehicles & Equipment	\$408,360
2015	10	Medical & Scientific Equipment	\$2,621,905
2015	7	Clothing & Textiles	\$280,240
2015	2	Information Technology	\$4,971,973
2015	1	Electric & Electronic Components & Parts	\$427,819
2015	4	Purchase or Lease of Facilities & Equipment	\$35,316
2015	7	Machinery, Equipment & Tools	\$686,987

<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	5	Information Technology	\$5,019,068
2015	9	Defense & Aerospace	\$8,254,523
2015	2	Defense & Aerospace	\$8,082,228
2015	9	Engines and Mechanical Equipment	\$244,379
2015	11	Environment & Conservation Services	\$277,198
2015	11	Ship Building	\$268,311
2015	4	Electric & Electronic Components & Parts	\$458,645
2015	6	Health Services	\$380,802
2015	11	Machinery, Equipment & Tools	\$558,451
2015	1	Purchase or Lease of Facilities & Equipment	\$36,739
2015	6	Medical & Scientific Equipment	\$2,205,827
2015	10	Architecture Engineering and Construction	\$1,199,637
2015	8	Machinery, Equipment & Tools	\$640,765
2015	9	Social Services	\$234,796
2015	5	Land Vehicles & Equipment	\$279,008
2015	1	Information Technology	\$3,918,571
2015	6	Clothing & Textiles	\$180,298
2015	7	Operations & Maintenance	\$1,983,129
2015	10	Social Services	\$173,750
2015	7	Ship Building	\$450,750
2015	11	Research & Development	\$1,755,838
2015	10	Other Products & Materials	\$507,499
2015	4	Information Technology	\$5,903,843
2015	5	Social Services	\$167,795

<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	12	Social Services	\$131,359
2015	11	Purchase or Lease of Facilities & Equipment	\$13,991
2015	10	Operations & Maintenance	\$3,149,501
2015	1	Professional Services	\$5,466,357
2015	3	Operations & Maintenance	\$1,839,996
2015	8	Chemicals, Fuels, Lubricants & Oil	\$551,117
2015	5	Health Services	\$406,833
2015	12	Environment & Conservation Services	\$533,913
2015	3	Professional Services	\$6,161,421
2015	11	Engines and Mechanical Equipment	\$88,033
2015	7	Purchase or Lease of Facilities & Equipment	\$23,699
2015	3	Furniture & Appliances	\$59,689
2015	3	Land Vehicles & Equipment	\$369,771
2015	1	Health Services	\$2,543,934
2015	7	Social Services	\$257,685
2015	8	Social Services	\$108,544
2015	2	Environment & Conservation Services	\$450,883
2015	3	Information Technology	\$6,957,902
2015	11	Operations & Maintenance	\$616,412
2015	10	Clothing & Textiles	\$111,972
2015	12	Purchase or Lease of Facilities & Equipment	\$28,398
2015	11	Professional Services	\$4,282,848
2015	9	Chemicals, Fuels, Lubricants & Oil	\$605,158

<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	8	Furniture & Appliances	\$141,235
2015	7	Other Products & Materials	\$387,191
2015	6	Architecture Engineering and Construction	\$2,431,474
2015	12	Research & Development	\$2,729,029
2015	1	Land Vehicles & Equipment	\$439,373
2015	7	Health Services	\$1,126,070
2015	12	Electric & Electronic Components & Parts	\$581,088
2015	8	Other Products & Materials	\$408,487
2015	2	Purchase or Lease of Facilities & Equipment	\$23,142
2015	1	Operations & Maintenance	\$2,014,291
2015	1	Engines and Mechanical Equipment	\$82,608
2015	2	Clothing & Textiles	\$139,509
2015	1	Chemicals, Fuels, Lubricants & Oil	\$383,018
2015	2	Food & Sanitary Products and Services	\$291,005
2015	10	Chemicals, Fuels, Lubricants & Oil	\$1,198,407
2015	3	Social Services	\$441,205
2015	11	Clothing & Textiles	\$112,058
2015	9	Land Vehicles & Equipment	\$636,727
2015	1	Other Products & Materials	\$292,643
2015	3	Ship Building	\$902,668
2015	7	Architecture Engineering and Construction	\$2,756,968
2015	9	Architecture Engineering and Construction	\$9,425,919

<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	7	Land Vehicles & Equipment	\$623,062
2015	5	Furniture & Appliances	\$54,479
2015	5	Ship Building	\$323,916
2015	12	Defense & Aerospace	\$9,316,857
2015	4	Engines and Mechanical Equipment	\$160,187
2015	5	Architecture Engineering and Construction	\$2,855,192
2015	2	Social Services	\$186,461
2015	5	Other Products & Materials	\$404,842
2015	12	Clothing & Textiles	\$172,499
2015	11	Chemicals, Fuels, Lubricants & Oil	\$898,404
2015	7	Food & Sanitary Products and Services	\$412,306
2015	2	Engines and Mechanical Equipment	\$84,898
2015	12	Health Services	\$1,395,482
2015	12	Chemicals, Fuels, Lubricants & Oil	\$577,557
2015	9	Health Services	\$1,470,838
2015	12	Land Vehicles & Equipment	\$463,653
2015	11	Health Services	\$1,163,023
2015	2	Architecture Engineering and Construction	\$1,261,704
2015	5	Research & Development	\$2,654,580
2015	4	Architecture Engineering and Construction	\$1,927,885
2015	3	Engines and Mechanical Equipment	\$175,636
2015	10	Electric & Electronic Components & Parts	\$496,233

Fiscal Year	Month	Category	Total FY2015 (\$K)
2015	4	Food & Sanitary Products and Services	\$240,960
2015	8	Electric & Electronic Components & Parts	\$661,352
2015	3	Architecture Engineering and Construction	\$2,246,592
2015	9	Furniture & Appliances	\$439,419
2015	1	Medical & Scientific Equipment	\$1,983,894
2015	1	Ship Building	\$223,608
2015	11	Land Vehicles & Equipment	\$168,124
2015	11	Furniture & Appliances	\$27,640
2015	6	Research & Development	\$2,501,387
2015	3	Medical & Scientific Equipment	\$2,640,965
2015	3	Other Products & Materials	\$722,690
2015	6	Professional Services	\$6,319,924
2015	9	Electric & Electronic Components & Parts	\$1,687,641
2015	5	Food & Sanitary Products and Services	\$337,062
2015	4	Professional Services	\$5,745,300
2015	10	Health Services	\$2,756,055
2015	1	Architecture Engineering and Construction	\$1,376,382
2015	3	Food & Sanitary Products and Services	\$284,630
2015	6	Social Services	\$360,584
2015	3	Clothing & Textiles	\$178,280
2015	4	Environment & Conservation Services	\$420,832

Fiscal Year	Month	Category	Total FY2015 (\$K)
2015	12	Information Technology	\$4,882,666
2015	2	Chemicals, Fuels, Lubricants & Oil	\$627,018
2015	4	Ship Building	\$482,457
2015	10	Food & Sanitary Products and Services	\$298,676
2015	11	Electric & Electronic Components & Parts	\$368,620
2015	8	Research & Development	\$2,746,518
2015	4	Machinery, Equipment & Tools	\$581,329
2015	1	Research & Development	\$3,660,300
2015	8	Purchase or Lease of Facilities & Equipment	\$136,730
2015	8	Land Vehicles & Equipment	\$652,255
2015	11	Other Products & Materials	\$361,029
2015	9	Professional Services	\$14,758,641
2015	11	Defense & Aerospace	\$10,820,559
2015	7	Chemicals, Fuels, Lubricants & Oil	\$603,292
2015	1	Clothing & Textiles	\$108,282
2015	9	Operations & Maintenance	\$3,042,620
2015	8	Food & Sanitary Products and Services	\$464,635
2015	7	Information Technology	\$5,642,159
2015	6	Environment & Conservation Services	\$588,553
2015	6	Electric & Electronic Components & Parts	\$612,799
2015	8	Health Services	\$1,178,145
2015	9	Other Products & Materials	\$1,082,500

<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	7	Engines and Mechanical Equipment	\$128,452
2015	2	Operations & Maintenance	\$6,250,372
2015	3	Research & Development	\$3,802,948
2015	2	Furniture & Appliances	\$62,365
2015	12	Architecture Engineering and Construction	\$1,822,195
2015	6	Machinery, Equipment & Tools	\$570,149
2015	5	Machinery, Equipment & Tools	\$660,900
2015	4	Health Services	\$738,209
2015	5	Clothing & Textiles	\$160,436
2015	4	Chemicals, Fuels, Lubricants & Oil	\$1,051,244
2015	11	Social Services	\$109,419
2015	6	Operations & Maintenance	\$833,122
2015	5	Operations & Maintenance	\$922,711
2015	6	Purchase or Lease of Facilities & Equipment	\$34,453
2015	10	Engines and Mechanical Equipment	\$75,846
2015	11	Architecture Engineering and Construction	\$1,158,142
2015	11	Medical & Scientific Equipment	\$1,145,480
2015	1	Machinery, Equipment & Tools	\$716,388
2015	8	Engines and Mechanical Equipment	\$130,874
2015	1	Defense & Aerospace	\$6,908,520
2015	10	Machinery, Equipment & Tools	\$1,599,930

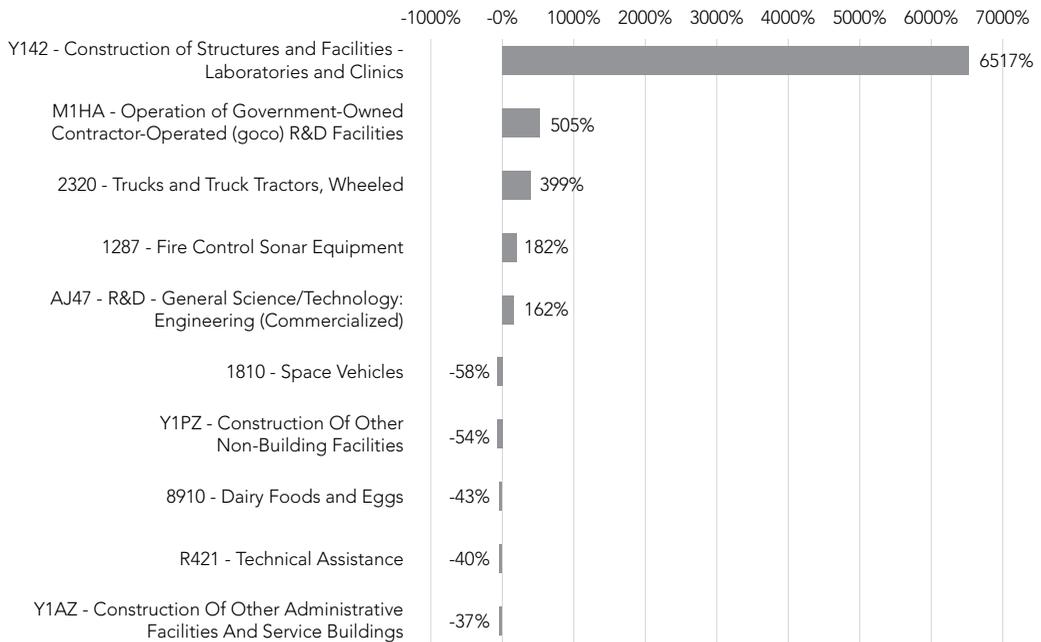
<b>Fiscal Year</b>	<b>Month</b>	<b>Category</b>	<b>Total FY2015 (\$K)</b>
2015	3	Machinery, Equipment & Tools	\$695,870
2015	5	Medical & Scientific Equipment	\$1,681,591
2015	6	Engines and Mechanical Equipment	\$340,021
2015	10	Defense & Aerospace	\$6,093,593
2015	8	Professional Services	\$4,969,534
2015	12	Machinery, Equipment & Tools	\$730,344
2015	5	Environment & Conservation Services	\$686,321
2015	3	Electric & Electronic Components & Parts	\$654,995
2015	12	Professional Services	\$5,715,091
2015	12	Ship Building	\$827,602
2015	11	Food & Sanitary Products and Services	\$606,252

# Hot/Cold Markets: Top Five PSCs for Percentage Growth and Decline From Fiscal Year 2014 to Fiscal Year 2015

There were several standouts in growth and decline in spending across product and service codes (PSCs), with more than \$500 million in reported spending in fiscal year 2015, including the \$1.7 billion increase in spending by the Army for PSC 2320 (“Truck and Truck Tractors, Wheeled”) and Homeland Security’s \$858 million investment under PSC Y142 (“Construction of Structures and Facilities—Laboratories and Clinics for the National Bio and Agro-Defense Facility (NBAF)”).

The biggest decline in spending was reported for PSC 1810 (“Space Vehicles”), and was associated with the Air Force Space Command’s contract for Global Positioning System Block IIIA. (The contract for the next phase of the program was anticipated to be awarded in May 2016.)

## Hot and Cold Markets by PSC for Fiscal Year 2015 vs. Fiscal Year 2014 Percentage Change Year Over Year

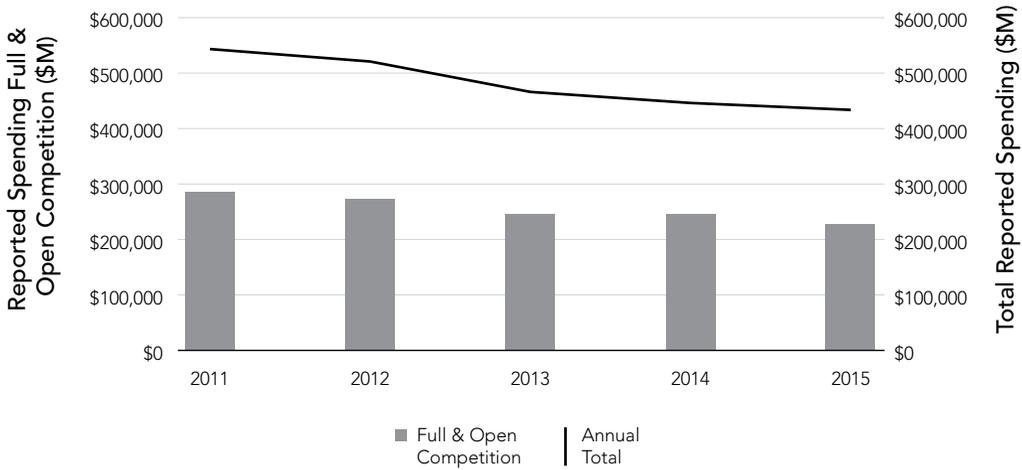


<b>PSC</b>	<b>Description</b>	<b>Fiscal Year 2014 Total (\$K)</b>	<b>Fiscal Year 2015 (\$K)</b>	<b>Percentage Change Year Over Year</b>
Y142	"Construction of Structures and Facilities—Laboratories and Clinics"	\$13,160	\$870,799	6,517%
M1HA	"Operation Of Government-Owned Contractor-Operated (GOCO) R&D Facilities"	\$190,513	\$1,153,052	505%
2320	"Trucks and Truck Tractors, Wheeled"	\$450,778	\$2,247,321	399%
1287	"Fire Control Sonar Equipment"	\$212,309	\$598,080	182%
AJ47	"R&D—General Science/ Technology: Engineering (Commercialized)"	\$287,068	\$751,793	162%
1810	"Space Vehicles"	\$1,904,424	\$794,048	-58%
Y1PZ	"Construction Of Other Non-Building Facilities"	\$1,719,392	\$785,980	-54%
8910	"Dairy Foods and Eggs"	\$2,129,704	\$1,207,762	-43%
R421	"Technical Assistance"	\$1,036,086	\$617,973	-40%
Y1AZ	"Construction Of Other Administrative Facilities And Service Buildings"	\$2,179,505	\$1,382,143	-37%

# Five-Year Trend of Dollars Awarded Via Competitive Procurements

There has not been a significant change in the percentage of the contracting dollars that were awarded via competitive procurement over the past five years. While the total amount of contracting dollars has decreased in line with reduced spending by the government, the amount reported as full and open competition dollars comprised between 53 and 55 percent of total spend.

## Trend of Reported Spending via Competitive Procurement



	2011	2012	2013	2014	2015
Full & Open Competition	\$287,245,155	\$275,003,399	\$247,724,223	\$244,027,481	\$233,929,280
Annual Total	\$540,224,644	\$519,380,607	\$463,586,485	\$446,041,870	\$439,639,328

<b>Sum of Total (\$K)</b>	<b>Column Labels</b>					
<b>Row Labels</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>Grand Total</b>
Full and Open Competition	\$287,245,155	\$275,003,399	\$247,724,223	\$244,027,481	\$233,929,280	\$1,287,929,538
Not Competed	\$141,923,686	\$134,585,131	\$123,292,422	\$108,446,640	\$111,096,935	\$619,344,813
Full and Open Competition after exclusion of sources	\$55,162,091	\$53,333,726	\$48,000,375	\$50,499,601	\$50,082,411	\$257,078,204
Not Available for Competition	\$28,927,420	\$33,918,251	\$23,137,775	\$21,173,703	\$22,718,882	\$129,876,031
Competed under SAP	\$11,118,328	\$11,280,709	\$13,120,268	\$13,894,492	\$14,569,257	\$63,983,054
Not Competed under SAP	\$4,372,629	\$3,775,908	\$4,220,831	\$5,191,186	\$5,605,327	\$23,165,881
Competitive Delivery Order	\$7,897,399	\$5,123,581	\$3,171,898	\$2,187,184	\$1,129,869	\$19,509,930
Follow On to Competed Action	\$1,417,078	\$883,362	\$221,191	\$223,722	\$227,918	\$2,973,271
Not Reported	\$1,178,984	\$783,982	\$440,855	\$155,344	\$210,539	\$2,769,705
Non-Competitive Delivery Order	\$981,874	\$692,558	\$256,647	\$242,518	\$68,912	\$2,242,509
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<b>Grand Total</b>	<b>\$540,224,644</b>	<b>\$519,380,607</b>	<b>\$463,586,485</b>	<b>\$446,041,870</b>	<b>\$439,639,328</b>	<b>\$2,408,872,935</b>

<b>Fiscal Year</b>	<b>Description</b>	<b>Total (\$K)</b>
2013	Not Competed under SAP	\$4,220,831
2011	Non-Competitive Delivery Order	\$981,874.30
2015	Competed under SAP	\$14,569,257
2013	Competed under SAP	\$13,120,268
2015	Not Competed under SAP	\$5,605,327
2012	Competed under SAP	\$11,280,709
2012	Not Available for Competition	\$33,918,251
2015	Follow On to Completed Action	\$227,917.80
2011	Not Reported	\$1,178,984
2013	Follow On to Completed Action	\$221,191.10
2012	Non-Competitive Delivery Order	\$692,557.60
2013	Non-Competitive Delivery Order	\$256,646.90
2013	Not Available for Competition	\$23,137,775
2013	Full and Open Competition	\$247,724,222.80
2012	Full and Open Competition after exclusion of sources	\$53,333,726
2012	Full and Open Competition	\$275,003,398.55
2014	Follow On to Completed Action	\$223,721.80
2015	Full and Open Competition	\$233,929,280.01
2014	Full and Open Competition	\$244,027,481.33
2011	Not Available for Competition	\$28,927,420
2012	Not Competed	\$134,585,131.09
2015	Competitive Delivery Order	\$1,129,869
2015	Not Competed	\$111,096,935.05
2014	Non-Competitive Delivery Order	\$242,518.20
2015	Non-Competitive Delivery Order	\$68,911.81

<b>Fiscal Year</b>	<b>Description</b>	<b>Total (\$K)</b>
2013	Not Reported	\$440,854.70
2014	Not Available for Competition	\$21,173,703
2012	Not Reported	\$783,982.40
2013	Competitive Delivery Order	\$3,171,898
2011	Not Competed under SAP	\$4,372,629
2011	Competitive Delivery Order	\$7,897,399
2015	Not Available for Competition	\$22,718,882
2014	Not Competed under SAP	\$5,191,186
2012	Follow On to Completed Action	\$883,362.50
2014	Not Reported	\$155,344.40
2015	Not Reported	\$210,539
2011	Competed under SAP	\$11,118,328
2012	Competitive Delivery Order	\$5,123,581
2013	Full and Open Competition after exclusion of sources	\$48,000,375
2013	Not Competed	\$123,292,421.77
2012	Not Competed under SAP	\$3,775,908
2014	Competed under SAP	\$13,894,492
2014	Full and Open Competition after exclusion of sources	\$50,499,601
2015	Full and Open Competition after exclusion of sources	\$50,082,411
2011	Not Competed	\$141,923,685.64
2014	Competitive Delivery Order	\$2,187,184
2011	Follow On to Completed Action	\$1,417,078
2011	Full and Open Competition	\$287,245,155.44
2011	Full and Open Competition after exclusion of sources	\$55,162,091
2014	Not Competed	\$108,446,639.50

# Five-Year Trend of Spend by Contract Type

Firm-fixed-price contracts have consistently comprised at least half of the contracting dollars for the past five years, with the peak at 53 percent in fiscal year 2015. Use of cost-plus-fixed-fee contracts increased 5.4 percent from fiscal year 2011, with 18 percent of the contracting dollars in fiscal year 2015. Use of fixed-price-incentive-fee contracts in fiscal year 2015 also increased slightly from fiscal year 2011. Of all the contract types, cost plus incentive fee and fixed price with economic price adjustment saw the biggest reductions in use since fiscal year 2011, with about two-percent reductions for each; combined, the two contract types accounted for seven percent of the contracting dollars for fiscal year 2015.

Contract Type	Fiscal Year 2011	2011 Percentage of Total	Fiscal Year 2012	2012 Percentage of Total	Fiscal Year 2013	2013 Percentage of Total	Fiscal Year 2014	2014 Percentage of Total	Fiscal Year 2015	2015 Percentage of Total	From 2011 to 2015 Percentage of Total Change
Firm Fixed Price	\$281,034,790	52.02%	\$272,503,510	52.5%	\$232,562,791	50.2%	\$232,368,891	52.1%		53.3%	1.26%
Cost Plus Fixed Fee	\$68,218,595	12.63%	\$75,590,735	14.6%	\$72,849,357	15.7%	\$79,821,424	17.9%		18.0%	5.4%
Cost Plus Award Fee	\$55,474,340	10.27%	\$47,724,797	9.2%	\$43,954,253	9.5%	\$39,294,462	8.8%		8.7%	-1.57%
Fixed Price Incentive	\$27,160,186	5.03%	\$27,624,758	5.3%	\$37,083,559	8.0%	\$28,007,136	6.3%		6.3%	1.24%
Cost Plus Incentive Fee	\$34,063,618	6.31%	\$25,516,454	4.9%	\$23,073,749	5.0%	\$19,815,491	4.4%		4.2%	-2.11%
Fixed Price with Economic Price Adjustment	\$26,123,693	4.84%	\$30,998,490	6.0%	\$22,086,916	4.8%	\$16,370,316	3.7%		2.8%	-2.06%
Time and Materials	\$18,933,177	3.50%	\$16,002,863	3.1%	\$12,695,868	2.7%	\$12,122,158	2.7%		2.7%	-0.82%
Cost No Fee	\$10,555,203	1.95%	\$9,390,397	1.8%	\$7,611,183	1.6%	\$8,462,401	1.9%		1.7%	-0.23%
Labor Hours	\$6,973,219	1.29%	\$7,030,948	1.4%	\$5,786,902	1.2%	\$5,980,705	1.3%		1.5%	0.16%
Fixed Price Award Fee	\$2,919,729	0.54%	\$1,814,998	0.3%	\$1,710,999	0.4%	\$952,345	0.2%		0.3%	-0.24%
Combination (This applies to Awards only. Applies to Awards where two or more of the above apply)	\$4,312,584	0.80%	\$1,141,934	0.2%	\$515,493	0.1%	\$162,226	0.0%	\$209,322	0.0%	-0.75%
Fixed Price Level of Effort	\$891,766	0.17%	\$1,361,890	0.3%	\$1,574,474	0.3%	\$1,185,772	0.3%		0.3%	0.11%
Not Reported	\$1,076,597	0.20%	\$856,218	0.2%	\$773,826	0.2%	\$634,709	0.1%	\$795,903	0.2%	-0.02%
Fixed Price Redetermination	\$842,540	0.16%	\$825,769	0.2%	\$715,748	0.2%	\$358,800	0.1%	\$196,646	0.0%	-0.11%
Cost Sharing	\$424,218	0.08%	\$658,219	0.1%	\$416,847	0.1%	\$370,100	0.1%	\$293,511	0.1%	-0.01%
Other (This applies to Awards only. Applies to Awards where none of the above apply)	\$605,445	0.11%	\$267,431	0.1%	\$103,252	0.0%	\$88,552	0.0%	\$11,226	0.0%	-0.11%
Order Dependent (This applies to IDVs only. IDV allows pricing arrangement to be determined separately for each order)	\$614,925	0.11%	\$71,197	0.0%	\$71,267	0.0%	\$46,384	0.0%	\$85,416	0.0%	-0.09%
Yearly Total (\$K)	\$540,224,644		\$519,380,607		\$463,586,485		\$446,041,870				

Reported in \$K.

Fiscal Year	Contract Type	Total (\$K)
2011	Fixed Price with Economic Price Adjustment	\$26,123,693
2011	Order Dependent (This applies to IDVs only. IDV allows pricing arrangement to be determined separately for each order)	\$614,925.10
2012	Cost Sharing	\$658,218.50
2014	Order Dependent (This applies to IDVs only. IDV allows pricing arrangement to be determined separately for each order)	\$46,383.62
2013	Cost No Fee	\$7,611,183
2012	Cost Plus Incentive Fee	\$25,516,454
2014	Fixed Price with Economic Price Adjustment	\$16,370,316
2015	Cost No Fee	\$7,599,525
2011	Fixed Price Level of Effort	\$891,765.80
2011	Cost Sharing	\$424,217.90
2011	Time and Materials	\$18,933,177
2014	Fixed Price Level of Effort	\$1,185,772
2014	Fixed Price Redetermination	\$358,799.60
2015	Fixed Price Redetermination	\$196,646.10
2011	Cost Plus Incentive Fee	\$34,063,618
2013	Firm Fixed Price	\$232,562,791.33
2012	Fixed Price with Economic Price Adjustment	\$30,998,490
2011	Fixed Price Award Fee	\$2,919,729
2013	Fixed Price with Economic Price Adjustment	\$22,086,916
2012	Not Reported	\$856,217.60
2014	Cost Plus Award Fee	\$39,294,462
2015	Fixed Price Level of Effort	\$1,224,790
2014	Labor Hours	\$5,980,705
2011	Cost Plus Award Fee	\$55,474,360
2012	Cost Plus Fixed Fee	\$75,590,735
2013	Labor Hours	\$5,786,902
2014	Not Reported	\$634,708.60
2015	Not Reported	\$795,902.60
2012	Other (This applies to Awards only. Applies to Awards where none of the above apply)	\$267,431.40
2014	Cost Plus Incentive Fee	\$19,815,491
2015	Cost Plus Incentive Fee	\$18,462,017
2011	Firm Fixed Price	\$ 281,034,789.94
2015	Other (This applies to Awards only. Applies to Awards where none of the above apply)	\$11,226.24

Fiscal Year	Contract Type	Total (\$K)
2012	Combination (This applies to Awards only. Applies to Awards where two or more of the above apply)	\$1,141,934
2013	Fixed Price Incentive	\$37,083,559
2013	Fixed Price Level of Effort	\$1,574,474
2012	Labor Hours	\$7,030,948
2013	Not Reported	\$773,825.50
2011	Cost No Fee	\$10,555,203
2015	Cost Plus Award Fee	\$38,250,369
2014	Fixed Price Incentive	\$28,007,136
2015	Fixed Price Incentive	\$27,566,141
2014	Other (This applies to Awards only. Applies to Awards where none of the above apply)	\$88,551.98
2011	Combination (This applies to Awards only. Applies to Awards where two or more of the above apply)	\$4,312,584
2014	Cost Sharing	\$370,099.90
2012	Fixed Price Redetermination	\$825,769.20
2013	Time and Materials	\$12,695,868
2014	Cost No Fee	\$8,462,401
2011	Fixed Price Incentive	\$27,160,186
2015	Labor Hours	\$6,386,309
2013	Order Dependent (This applies to IDVs only. IDV allows pricing arrangement to be determined separately for each order)	\$71,266.80
2014	Combination (This applies to Awards only. Applies to Awards where two or more of the above apply)	\$162,226
2012	Cost Plus Award Fee	\$47,724,797
2014	Cost Plus Fixed Fee	\$79,821,424
2013	Fixed Price Award Fee	\$1,710,999
2011	Labor Hours	\$6,973,219
2013	Other (This applies to Awards only. Applies to Awards where none of the above apply)	\$103,252.20
2015	Combination (This applies to Awards only. Applies to Awards where two or more of the above apply)	\$209,322
2013	Cost Plus Award Fee	\$43,954,253
2015	Cost Plus Fixed Fee	\$79,054,160
2012	Fixed Price Award Fee	\$1,814,998
2011	Fixed Price Redetermination	\$842,540.40

<b>Fiscal Year</b>	<b>Contract Type</b>	<b>Total (\$K)</b>
2012	Cost No Fee	\$9,390,397
2013	Cost Plus Incentive Fee	\$23,073,749
2012	Fixed Price Incentive	\$27,624,758
2012	Fixed Price Level of Effort	\$1,361,890
2015	Fixed Price with Economic Price Adjustment	\$12,185,480
2011	Cost Plus Fixed Fee	\$68,218,595
2014	Firm Fixed Price	\$232,368,890.76
2015	Firm Fixed Price	\$234,237,646.93
2013	Fixed Price Redetermination	\$715,748.30
2011	Other (This applies to Awards only. Applies to Awards where none of the above apply)	\$605,444.70
2012	Time and Materials	\$16,002,863
2015	Cost Sharing	\$293,511.40
2014	Fixed Price Award Fee	\$952,345.30
2015	Fixed Price Award Fee	\$1,299,322
2011	Not Reported	\$1,076,597
2012	Order Dependent (This applies to IDVs only. IDV allows pricing arrangement to be determined separately for each order)	\$71,196.60
2013	Combination (This applies to Awards only. Applies to Awards where two or more of the above apply)	\$515,493.50
2013	Cost Plus Fixed Fee	\$72,849,357
2013	Cost Sharing	\$416,846.60
2012	Firm Fixed Price	\$272,503,510.28
2015	Order Dependent (This applies to IDVs only. IDV allows pricing arrangement to be determined separately for each order)	\$85,415.81
2014	Time and Materials	\$12,122,158
2015	Time and Materials	\$11,781,544

# Trends in the Numbers of Bid Protests Filed\*

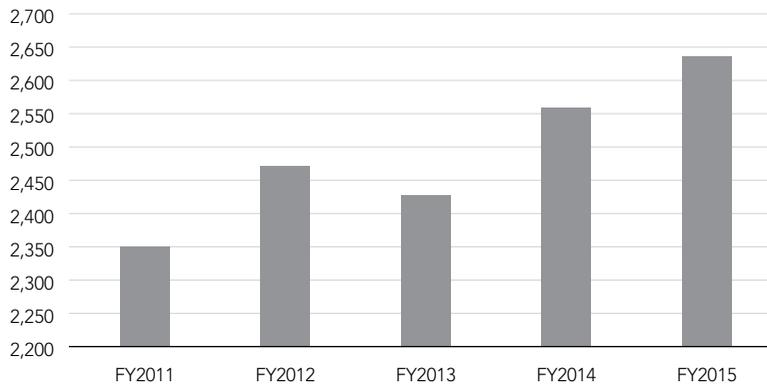
The number of protests filed annually with the Government Accountability Office (GAO) continued to rise in fiscal year 2015, with GAO sustaining 12 percent of protests filed. GAO reported that among the reasons it sustained protests during the 2015 fiscal year, the most prevalent included the following:

- Unreasonable cost or price evaluation,
- Unreasonable past performance evaluation,
- Failure to follow evaluation criteria,
- Inadequate documentation of the record, and
- Unreasonable technical evaluation.\*

It is no surprise that the number of protests continue to increase as the amount of available federal contracting dollars declines each year.

\*Source: GAO, Deltek

## Trend of Protest Cases Filed with GAO



Source: GAO

	Fiscal Year 2010	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
Cases Filed	2,299	2,353	2,475	2,429	2,561	2,639

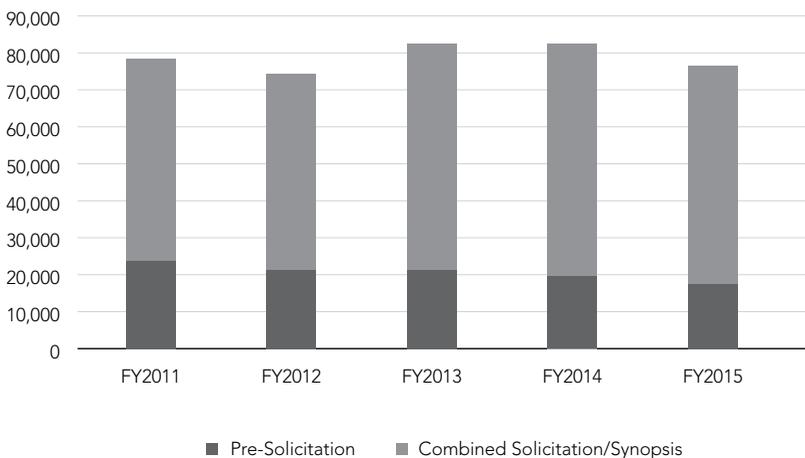
GAO Report: [www.gao.gov/products/GAO-16-270SP](http://www.gao.gov/products/GAO-16-270SP)

# Five-Year Trends in Bids Posted on FedBizOpps\*

There has been a 28-percent decrease in the number of pre-solicitation notices posted on FBO.gov since fiscal year 2011, while there has been a nine-percent increase in the number of combined solicitation/synopsis notices posted for that same time period. There was a drop off in both types of postings from fiscal year 2014 to 2015, resulting in the lowest combined total since fiscal year 2013, which reflects trends in contract consolidation and shifts to using contract vehicles.

\*Source: FBO.gov; Deltek Pre-Solicitation and Combined Solicitation/Synopsis Opportunity/Procurement Types were used.

## Bid Notices Posted to FBO.gov

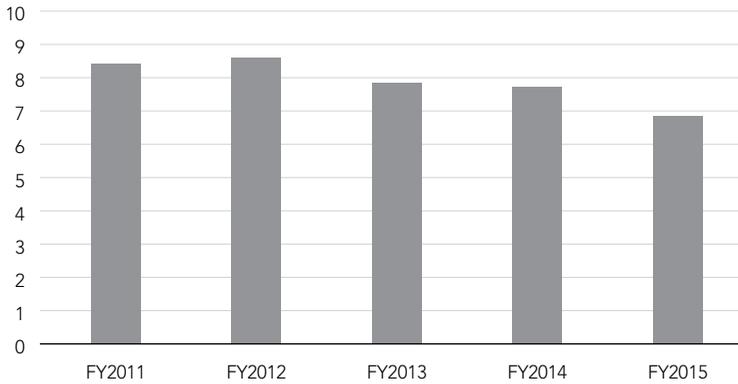


	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015	Percentage Change From Fiscal Year 2011 and Fiscal Year 2015	Percentage Change From Fiscal Year 2014 and Fiscal Year 2015
Pre-Solicitation	23,800	20,759	21,504	19,381	17,163	-28%	-11%
Combined Solicitation/Synopsis	55,012	53,782	61,606	63,265	59,822	9%	-5%
Totals	78,812	74,541	83,110	82,646	76,985	-2%	-7%

# Trend in Average Number of Bids Received Per Award

The average number of bids received per contract award has decreased each year since fiscal year 2011. The shrinking of the federal competitive landscape may be driving the decline.

## Trend in Average Number of Bids Received Per Contract Award Fiscal Years 2011–2015

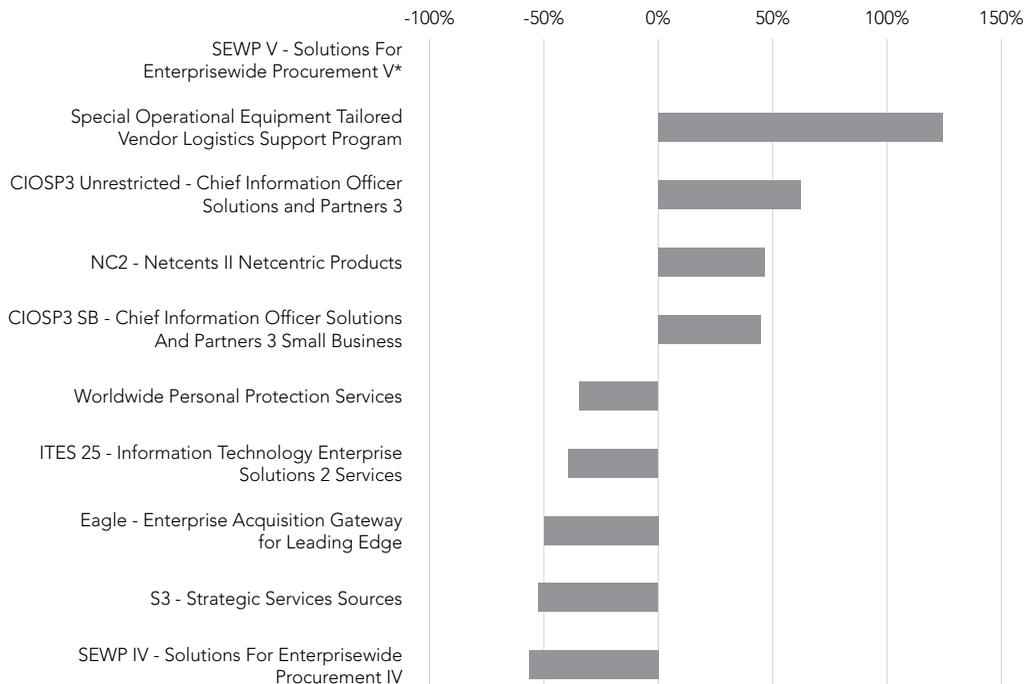


Fiscal Year	Number of Bids Received
2011	8.44
2012	8.68
2013	7.91
2014	7.81
2015	6.93

# Growth/Decline: Top Five IDIQ Contract Vehicles by Percentage of Growth From Fiscal Year 2014 to Fiscal Year 2015, and the Top Task Order Contracts with the Biggest Percentage of Reduced Spending

Four of the five fastest growing indefinite delivery/indefinite quantity (IDIQ) contract vehicles are IT-centric, reflecting the growth trend in IT spending observed in fiscal year 2015. SEWP V is a follow-on governmentwide acquisition contract (GWAC) that was awarded in April 2015, and then ramped up quickly, with more than \$1.3 billion in obligations in fiscal year 2015. There were also IT multiple award contracts (MACs) and GWACs in the top programs for reduced spending percentages, like EAGLE, SEWP IV, and ITES 2S, but these represent programs that are winding down as the follow-on programs are ramping up or currently in the procurement process.

## Growth/Decline: GSA Schedules, GWACs, and MACs by Percentage Change in Reported Spending, Fiscal Year 2014 to 2015



\* SEWP V was awarded in April 2015 and had more than \$1.3 billion in reported obligations for fiscal year 2015.

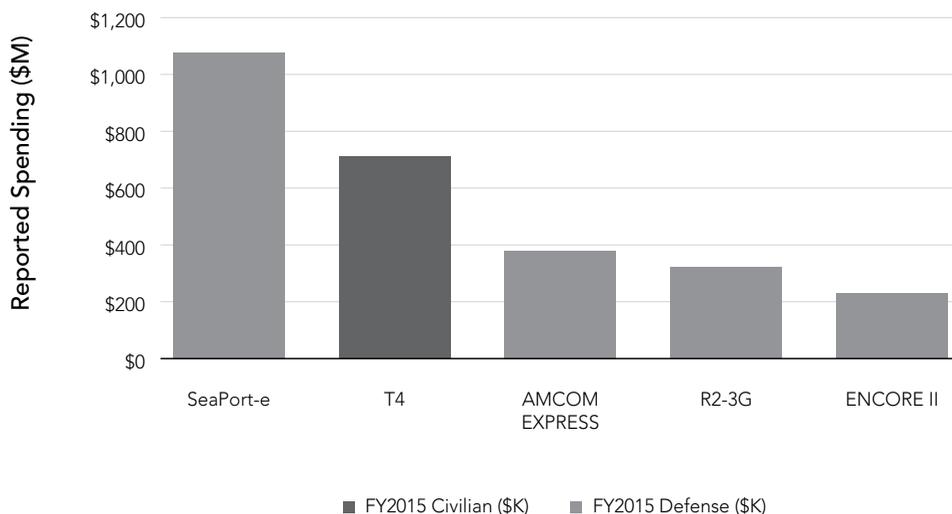
	<b>Percentage Change from Fiscal Year 2014 to 2015</b>
SEWP IV - SOLUTIONS FOR ENTERPRISEWIDE PROCUREMENT IV	-56.3%
S3 - STRATEGIC SERVICES SOURCING	-52.5%
EAGLE - ENTERPRISE ACQUISITION GATEWAY FOR LEADING EDGE	-50.2%
ITES 2S - INFORMATION TECHNOLOGY ENTERPRISE SOLUTIONS 2 SERVICES	-38.9%
WORLDWIDE PERSONAL PROTECTION SERVICES	-34.2%
CIOSP3 SB - CHIEF INFORMATION OFFICER SOLUTIONS AND PARTNERS 3 SMALL BUSINESS	45.5%
NC2 - NETCENTS II NETCENTRIC PRODUCTS	47.1%
CIOSP3 UNRESTRICTED - CHIEF INFORMATION OFFICER SOLUTIONS AND PARTNERS 3 UNRESTRICTED	63.4%
SPECIAL OPERATIONAL EQUIPMENT TAILORED VENDOR LOGISTICS SUPPORT PROGRAM	125.7%
SEWP V - SOLUTIONS FOR ENTERPRISEWIDE PROCUREMENT V*	

\* SEWP V was awarded in April 2015 and had more than \$1.3 billion in reported obligations for fiscal year 2015.

# Fiscal Year 2015 Top Task Order Contracts (Non-Schedule/non-GWAC by Reported Spending on Tasks Awarded in 2015) (showing civilian and defense obligations)

Factoring out the GWACs and the General Services Administration (GSA) Schedules, the top five agency-specific MACs—four being used by the Department of Defense—accounted for just under \$2 billion in reported spending on tasks awarded in fiscal year 2015.

## Top Five Agency Specific MACs, By Reported Spending on Tasks Awarded in Fiscal Year 2015

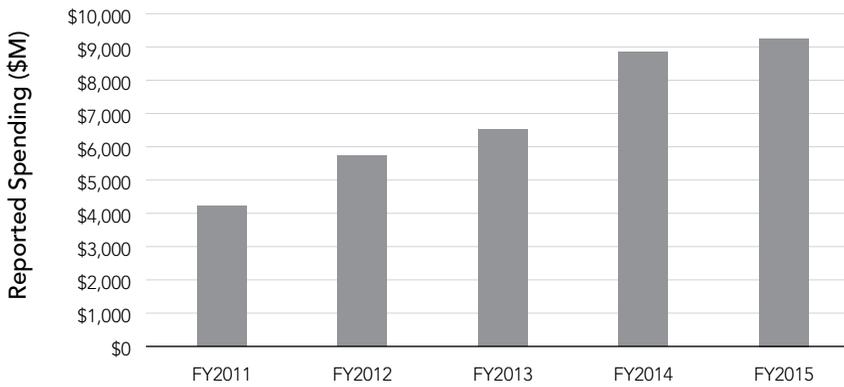


Contract Vehicle	Fiscal Year 2015 Civilian (\$K)	Fiscal Year 2015 Defense (\$K)	Total
SeaPort-e (Engineering Technical and Support Services for Naval Warfare Center and Other NAVSEA Field Sites)		\$1,079,247	\$1,079,247
T4 (Transformation Twenty One Total Technology Program)	\$717,918		\$717,918
R2-3G (Rapid Response 3rd Generation)		\$374,005	\$374,005
AMCOM EXPRESS (AMCOM Expedited Professional and Engineering Support Services 2004 Umbrella)		\$317,927	\$317,927
ENCORE II (ENCORE II Information Technology Solutions)		\$223,247	\$223,247

# Five-Year Trend for GWAC Obligations

The use of GWACs for IT-related purchasing has continued to increase every year, with more than \$9.2 billion in reported spending in fiscal year 2015. GWAC spending accounted for 13 percent of the total fiscal year 2015 IT spending—an increase of eight percent from fiscal year 2011.

## GWAC Reported Spending Trend



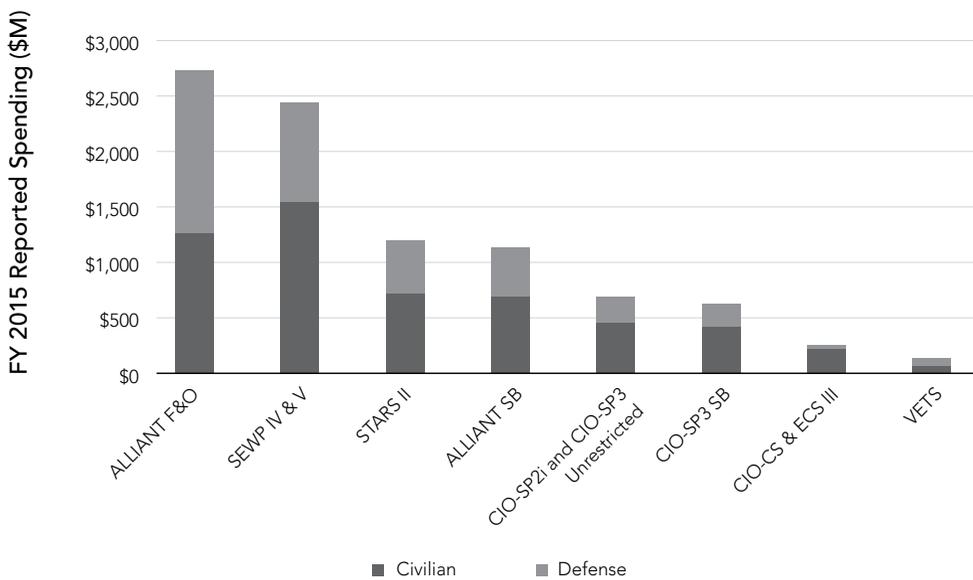
	<b>Fiscal Year 2011</b>	<b>Fiscal Year 2012</b>	<b>Fiscal Year 2013</b>	<b>Fiscal Year 2014</b>	<b>Fiscal Year 2015</b>
All GWACS (\$K)	\$4,147,054	\$5,665,579	\$6,520,470	\$8,837,483	\$9,237,090

<b>GWAC</b>	<b>FY2011 (\$K)</b>	<b>FY2012 (\$K)</b>	<b>FY2013 (\$K)</b>	<b>FY2014 (\$K)</b>	<b>FY2015 (\$K)</b>	<b>Grand Total (\$K)</b>
ALLIANT (Alliant Full and Open)	\$1,063,417	\$1,701,168	\$1,873,902	\$2,670,125	\$2,728,755	
ALLIANT SB (Alliant Small Business)	\$305,467	\$605,599	\$768,708	\$1,036,131	\$1,131,537	
CIO-CS (Chief Information Officer Commodity Solutions)					\$97,221	\$97,221
CIO-SP2i (Chief Information Officer Solutions and Partner 2 Innovations)	\$364,673	\$346,151	\$257,342	\$234,231	\$56,214	
CIO-SP3 SB (Chief Information Officer Solutions and Partners 3 Small Business)		\$18,679	\$149,749	\$461,406	\$671,546	
CIO-SP3 UNRESTRICTED (Chief Information Officer Solutions and Partners 3 Unrestricted)		\$38,600	\$127,895	\$388,008	\$634,137	
ECS III (NIH Electronic Commodities Store III)	\$118,840	\$371,091	\$352,557	\$260,147	\$142,927	
SEWP IV (Solutions for Enterprisewide Procurement IV)	\$1,904,239	\$2,001,848	\$2,170,130	\$2,576,359	\$1,126,186	
SEWP V (Solutions for Enterprisewide Procurement V)					\$1,329,824	
STARS II (Streamlined Technology Acquisition Resources for Services II)	\$19,255	\$309,169	\$616,346	\$1,065,865	\$1,194,425	
VETS (Veterans Technology Services)	\$371,164	\$273,272	\$203,840	\$145,210	\$124,319	
<b>Grand Total (\$K)</b>	<b>\$4,147,054</b>	<b>\$5,665,579</b>	<b>\$6,520,470</b>	<b>\$8,837,483</b>	<b>\$9,237,090</b>	

# Fiscal Year 2015 Reported Spend of All GWACs (showing civilian and defense obligations)

Alliant Full and Open has the most even split for spending in fiscal year 2015, with 46 percent associated with civilian agencies and 54 percent with defense. The split for spending across all the GWACs shows that, in total, civilian agencies spent more in fiscal year 2015, with 60 percent of the total—\$5.5 billion.

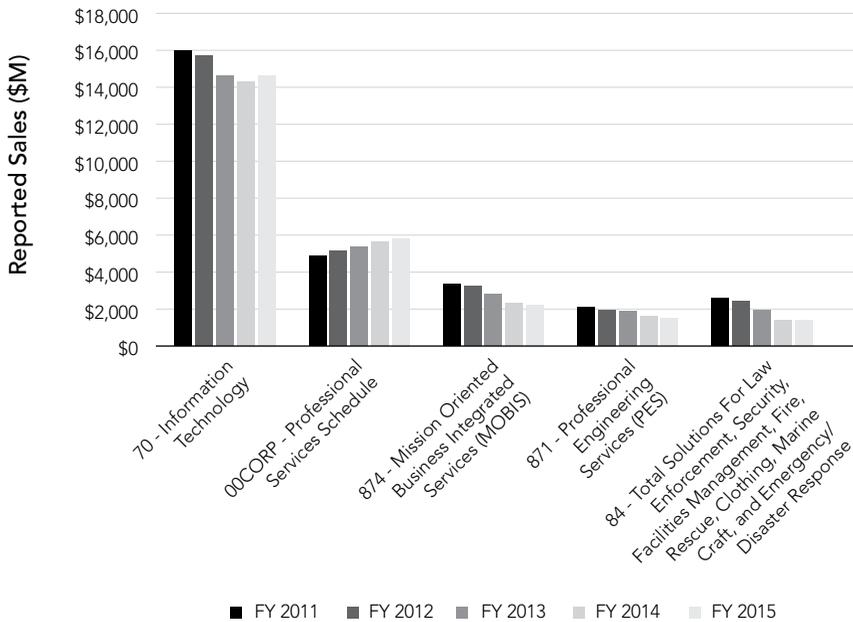
## GWAC Reported Spending Fiscal Year 2015



<b>Program</b>	<b>Civilian Fiscal Year 2015 Total (\$K)</b>	<b>Defense Fiscal Year 2015 Total (\$K)</b>	<b>Fiscal Year 2015 Grand Total (\$K)</b>
ALLIANT (Alliant Full and Open)	\$1,256,442	\$1,472,313	\$2,728,755
ALLIANT SB (Alliant Small Business)	\$683,745	\$447,792	\$1,131,537
CIO-CS (Chief Information Officer Commodity Solutions)	\$84,440	\$12,782	\$97,221
CIO-SP2i (Chief Information Officer Solutions and Partner 2 Innovations)	\$49,840	\$6,374	\$56,214
CIO-SP3 SB (Chief Information Officer Solutions and Partners 3 Small Business)	\$544,338	\$127,208	\$671,546
CIO-SP3 UNRESTRICTED (Chief Information Officer Solutions and Partners 3 Unrestricted)	\$408,270	\$225,867	\$634,137
ECS III (NIH Electronic Commodities Store III)	\$133,914	\$9,013	\$142,927
SEWP IV (Solutions for Enterprisewide Procurement IV)	\$744,884	\$381,302	\$1,126,186
SEWP V (Solutions for Enterprisewide Procurement V)	\$796,445	\$533,378	\$1,329,824
STARS II (Streamlined Technology Acquisition Resources for Services II)	\$731,143	\$463,281	\$1,194,425
VETS (Veterans Technology Services)	\$71,488	\$52,830	\$124,319
<b>Grand Total</b>	<b>\$5,504,949</b>	<b>\$3,732,141</b>	<b>\$9,237,090</b>

# Five-Year Trend for GSA Schedule Sales\*

After three years of declining sales on GSA Schedules, fiscal year 2015 sales totaled \$33 billion and were essentially flat, with a minor increase of \$24 million. The five-year total for GSA Schedule reported sales was \$178 billion.

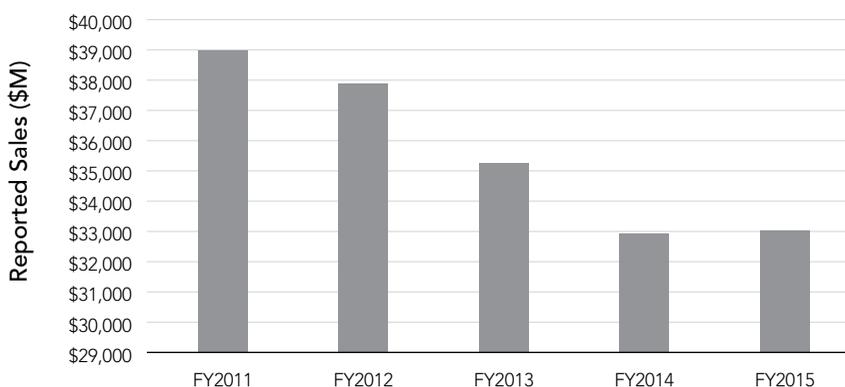


\*Source: GSA Schedule Sales Query (SSQ)

# Fiscal Year 2015 Top GSA Schedule Contracts\*

Schedule 70 is by far the most utilized GSA Schedule with \$14.6 billion in reported sales for fiscal year 2015—more than double the next most utilized vehicle, 00CORP, which had sales of \$5.9 billion. Both Schedules increased sales in fiscal year 2015; it was the first year for increased sales on Schedule 70 after three years of decline. Because MOBIS and PES have been consolidated under 00CORP, we can anticipate that sales will continue to climb or shift on to that Schedule.

## Total GSA Schedule Reported Sales

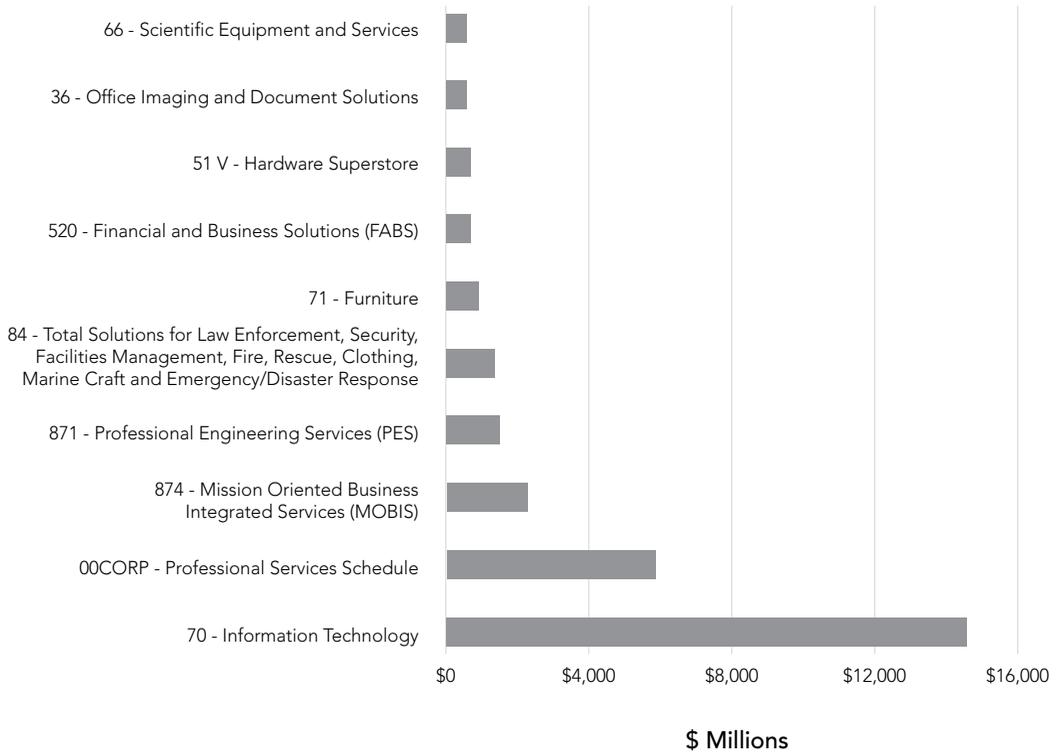


\*Source: GSA Schedule Sales Query (SSQ)

Schedule	Fiscal Year 2015
70 ("Information Technology")	\$14,591,998,879
00CORP ("Professional Services Schedule")	\$5,869,952,394
874 ("Mission Oriented Business Integrated Services" (MOBIS))	\$2,288,798,075
871 ("Professional Engineering Services" (PES))	\$1,550,580,933
84 ("Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft and Emergency/Disaster Response")	\$1,380,071,745
71 ("Furniture")	\$895,631,449
520 ("Financial and Business Solutions" (FABS))	\$694,887,380
51 V ("Hardware Superstore")	\$659,481,363
36 ("Office Imaging and Document Solutions")	\$636,265,498
66 ("Scientific Equipment and Services")	\$619,911,195
75	\$518,403,586
03FAC	\$515,915,929
48	\$488,829,373
56	\$275,900,983
738 X	\$273,369,508

<b>Schedule</b>	<b>Fiscal Year 2015</b>
599	\$220,845,387
23 V	\$193,309,793
73	\$180,798,038
899	\$155,691,692
78	\$152,946,384
874 V	\$142,790,740
736	\$122,901,084
58 I	\$101,336,613
76	\$99,855,141
541	\$82,808,068
81 I B	\$79,681,359
72	\$34,694,912
67	\$33,235,767
71 II K	\$22,747,419
738 II	\$17,124,578
751	\$1,502,428
71 II H	\$324,575

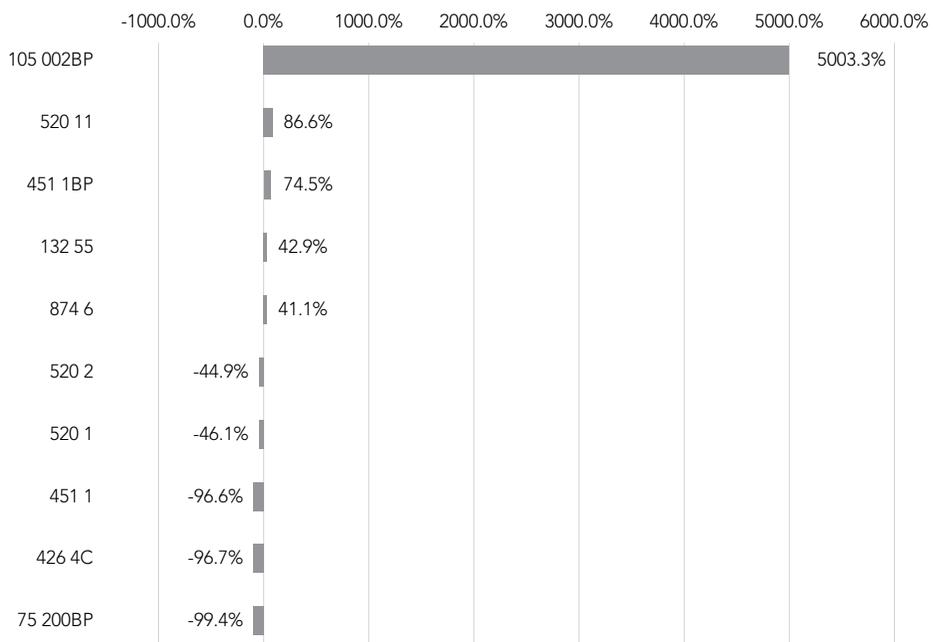
## Growth/Decline: GSA Schedules, GWACs, and MACs by Percentage Change in Reported Spending, Fiscal Year 2014 to 2015



# Hot/Cold Markets: Top Five SINs by Percentage of Growth From Fiscal Year 2014 to Fiscal Year 2015, and the Top SINs With Biggest Percentage of Reduced Spending

The biggest growth was in Special Item Number (SIN) 105 002BP (“Hardware Store, Home Improvement Center”), or MRO—Catalog under Schedule 51 V (“Hardware Superstore”). It is worth noting the growth on the two SINs—i.e., 520 11 (FABS) and 874 6 (MOBIS)—that have been consolidated under 00CORP (“Professional Services Schedule”).

## Hot/Cold Markets: Top SINs by Percentage Change in Reported Spending Fiscal Year 2014 to 2015



Source: GSA Schedule Sales Query (SSQ)

SIN	Percentage Change—Fiscal Year 2014 to 2015
105 002BP	5003.3%
520 11	86.8%
451 1BP	74.5%
132 55	42.9%
874 6	41.1%
520 2	-44.9%
520 1	-46.1%
451 1	-96.6%
426 4C	-96.7%
75 200BP	-99.4%

<b>SIN</b>	<b>Total—Fiscal Year 2014 (Real \$)</b>	<b>Total—Fiscal Year 2015 (Real \$)</b>	<b>Percentage Change</b>	<b>Percentage Change Year Over Year</b>
75 200BP	\$141,290,398.00	\$809,894	-99.43%	\$142,100,292
426 4C	\$132,102,371.00	\$4,356,537	-96.70%	\$136,458,908
451 1	\$149,577,830.00	\$5,159,939	-96.55%	\$154,737,769
520 1	\$71,489,869.00	\$38,503,079	-46.14%	\$109,992,948
520 2	\$71,218,265.00	\$39,265,119	-44.87%	\$110,483,384
105 001	\$89,005,664.00	\$56,718,373	-36.28%	\$145,724,037
58 6	\$78,337,017.00	\$50,779,201	-35.18%	\$129,116,218
599 5	\$100,554,999.00	\$69,420,504	-30.96%	\$169,975,503
874 501	\$264,596,491.00	\$189,122,986	-28.52%	\$453,719,477
617 2	\$60,797,573.00	\$47,454,500	-21.95%	\$108,252,073
871 1	\$411,043,615.00	\$325,417,838	-20.83%	\$736,461,453
246 52	\$145,563,306.00	\$116,493,764	-19.97%	\$262,057,070
871 5	\$155,218,520.00	\$125,715,599	-19.01%	\$280,934,119
874 507	\$138,166,609.00	\$112,561,882	-18.53%	\$250,728,491
260 01	\$69,436,599.00	\$56,939,043	-18.00%	\$126,375,642
132 34	\$1,069,599,099.00	\$904,187,686	-15.46%	\$1,973,786,785
132 12	\$327,292,171.00	\$278,971,503	-14.76%	\$606,263,674
105 002	\$332,140,789.00	\$285,386,837	-14.08%	\$617,527,626
C874 501	\$71,182,167.00	\$61,638,109	-13.41%	\$132,820,276
246 54	\$464,421,029.00	\$405,937,692	-12.59%	\$870,358,721
132 54	\$333,648,667.00	\$291,996,483	-12.48%	\$625,645,150
899 1	\$281,498,381.00	\$247,104,610	-12.22%	\$528,602,991
711 1	\$166,723,487.00	\$146,379,433	-12.20%	\$313,102,920
51 57	\$135,608,091.00	\$120,046,093	-11.48%	\$255,654,184
132 34STLOC	\$65,500,474.00	\$58,172,672	-11.19%	\$123,673,146
595 27	\$56,019,560.00	\$50,172,780	-10.44%	\$106,192,340
132 62	\$61,630,979.00	\$55,878,492	-9.33%	\$117,509,471
874 4	\$432,400,199.00	\$392,482,307	-9.23%	\$824,882,506
132 33STLOC	\$100,580,137.00	\$91,709,942	-8.82%	\$192,290,079
C874 7	\$76,440,906.00	\$69,886,783	-8.57%	\$146,327,689
520 7	\$363,238,615.00	\$334,269,392	-7.98%	\$697,508,007
520 4	\$1,097,409,675.00	\$1,015,268,193	-7.49%	\$2,112,677,868
733 3	\$183,456,832.00	\$172,263,151	-6.10%	\$355,719,983
520 5	\$86,992,739.00	\$81,730,030	-6.05%	\$168,722,769
871 6	\$824,050,911.00	\$777,436,163	-5.66%	\$1,601,487,074
71 1	\$127,362,007.00	\$120,532,437	-5.36%	\$247,894,444
871 3	\$658,706,695.00	\$623,807,583	-5.30%	\$1,282,514,278
871 2	\$200,742,186.00	\$190,263,225	-5.22%	\$391,005,411
132 50	\$72,970,144.00	\$70,913,380	-2.82%	\$143,883,524
811 002	\$265,972,020.00	\$259,413,854	-2.47%	\$525,385,874
541 1000	\$84,025,807.00	\$82,176,611	-2.20%	\$166,202,418

<b>SIN</b>	<b>Total—Fiscal Year 2014 (Real \$)</b>	<b>Total—Fiscal Year 2015 (Real \$)</b>	<b>Percentage Change</b>	<b>Percentage Change Year Over Year</b>
C132 51	\$106,319,164.00	\$104,570,977	-1.64%	\$210,890,141
711 2	\$54,701,634.00	\$53,995,370	-1.29%	\$108,697,004
760 2	\$64,782,773.00	\$64,037,643	-1.15%	\$128,820,416
132 51	\$6,668,684,650.00	\$6,782,002,841	1.70%	\$13,450,687,491
871 7	\$80,738,048.00	\$82,777,141	2.53%	\$163,515,189
132 33	\$2,573,317,012.00	\$2,664,275,288	3.53%	\$5,237,592,300
132 53STLOC	\$269,490,561.00	\$281,280,156	4.37%	\$550,770,717
132 8STLOC	\$70,576,770.00	\$74,145,418	5.06%	\$144,722,188
132 53	\$464,265,724.00	\$490,001,795	5.54%	\$954,267,519
75 200	\$400,431,372.00	\$422,757,648	5.58%	\$823,189,020
874 1	\$2,675,438,082.00	\$2,847,556,506	6.43%	\$5,522,994,588
71 204	\$101,452,587.00	\$108,196,344	6.65%	\$209,648,931
132 51STLOC	\$176,180,654.00	\$188,098,292	6.76%	\$364,278,946
51 504	\$53,586,135.00	\$58,017,602	8.27%	\$111,603,737
541 5	\$112,451,141.00	\$121,813,330	8.33%	\$234,264,471
105 003	\$89,258,699.00	\$99,291,374	11.24%	\$188,550,073
C874 1	\$212,477,346.00	\$237,249,976	11.66%	\$449,727,322
132 52	\$244,871,794.00	\$274,223,066	11.99%	\$519,094,860
711 18	\$121,967,110.00	\$137,496,116	12.73%	\$259,463,226
246 1000	\$56,423,507.00	\$63,772,138	13.02%	\$120,195,645
874 7	\$615,788,670.00	\$705,156,000	14.51%	\$1,320,944,670
520 13	\$193,787,659.00	\$223,340,092	15.25%	\$417,127,751
871 4	\$232,399,991.00	\$268,892,434	15.70%	\$501,292,425
595 21	\$119,744,924.00	\$141,480,690	18.15%	\$261,225,614
874 9	\$90,434,356.00	\$108,087,729	19.52%	\$198,522,085
736 1	\$64,168,054.00	\$78,365,485	22.13%	\$142,533,539
132 8	\$1,071,517,882.00	\$1,309,636,068	22.22%	\$2,381,153,950
599 3	\$99,995,454.00	\$129,341,844	29.35%	\$229,337,298
132 32	\$371,781,691.00	\$493,061,482	32.62%	\$864,843,173
653 1	\$71,721,184.00	\$99,664,646	38.96%	\$171,385,830
451 2BP	\$63,976,690.00	\$89,913,794	40.54%	\$153,890,484
874 6	\$114,649,368.00	\$161,760,536	41.09%	\$276,409,904
132 55	\$68,171,303.00	\$97,417,026	42.90%	\$165,588,329
451 1BP	\$75,032,412.00	\$130,941,787	74.51%	\$205,974,199
520 11	\$92,175,260.00	\$172,173,733	86.79%	\$264,348,993
105 002BP	\$1,983,133.00	\$101,205,033	5003.29%	\$103,188,166

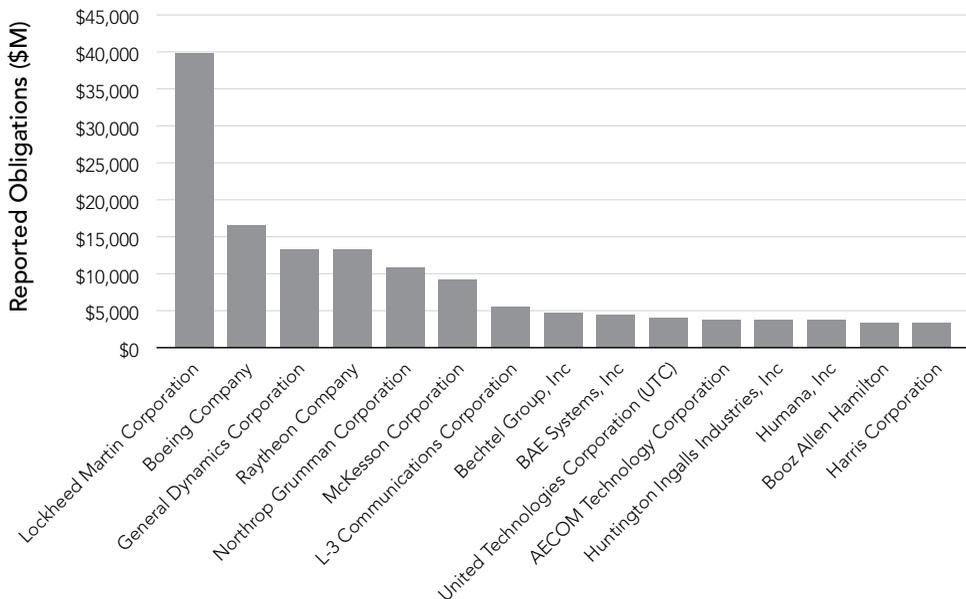
# Top 15 Large Business Primes (By Fiscal Year 2015 Reported Obligations)

Eight of the top 15 contractors saw increased prime obligations from fiscal year 2014 to fiscal year 2015, including four that had double-digit percentage increases:

- McKesson Corporation (47 percent),
- UTC (24 percent),
- Bechtel (13 percent), and
- Lockheed Martin (11 percent).

McKesson saw a \$2.3 billion increase on its pharmaceuticals contract with the Department of Veterans Affairs, as well as an increase on its Department of Defense “Pharm Gen III” contract. Much of UTC’s increased obligations can be tied to its contract to provide F135 engines for F-35 *Lightning II* aircraft. Bechtel saw increased obligations on contracts supporting the Bettis and Knolls Atomic Power Laboratories. Like UTC, Lockheed Martin saw a significant increase in obligations on its contract for the F-35 *Lightning II* aircraft.

## Top 15 Prime Contractors Fiscal Year 2015



<b>Large Business</b>	<b>Fiscal Year 2015 Obligations (\$K)</b>
Lockheed Martin Corporation	\$39,761,686
Boeing Company	\$16,535,492
General Dynamics Corporation	\$13,277,908
Raytheon Company	\$13,253,236
Northrop Grumman Corporation	\$10,871,024
McKesson Corporation	\$9,167,341
L-3 Communications Corporation	\$5,540,130
Bechtel Group Inc.	\$4,645,069
BAE Systems Inc.	\$4,241,248
United Technologies Corporation (UTC)	\$3,928,091
AECOM Technology Corporation	\$3,900,358
Huntington Ingalls Industries Inc.	\$3,597,136
Humana Inc.	\$3,553,858
Booz Allen Hamilton	\$3,515,478
Harris Corporation	\$3,452,147
Health Net Inc.	\$3,020,382
Science Applications International Corporation (SAIC)	\$2,978,161
Unitedhealth Group	\$2,902,342
Computer Sciences Corporation (CSC)	\$2,755,742
Leidos Inc.	\$2,620,433
General Atomics Technologies Corporation	\$2,368,111
Hewlett-Packard Company (HP)	\$2,353,376
Battelle Memorial Institute	\$2,157,954
Orbital ATK Inc.	\$2,135,854
United Launch Alliance	\$2,101,574
Los Alamos National Security LLC	\$2,101,200
Bell Boeing Joint Program	\$2,043,327

<b>Large Business</b>	<b>Fiscal Year 2015 Obligations (\$K)</b>
CACI International Inc.	\$2,021,604
Amerisourcebergen Corporation	\$1,898,507
California Institute Of Technology	\$1,865,990
Honeywell International	\$1,792,362
General Electric Company Inc.	\$1,711,485
Textron Inc.	\$1,674,773
Dyncorp International LLC	\$1,673,431
Consolidated Nuclear Security LLC	\$1,649,049
Lawrence Livermore National Security LLC	\$1,479,338
Jacobs Engineering Group Inc.	\$1,478,190
Schering Corporation	\$1,428,794
Oshkosh Corporation	\$1,414,104
Accenture PLC	\$1,403,965
UT-Battelle	\$1,382,351
Mitre Corporation	\$1,378,009
Johns Hopkins University	\$1,365,313
Cardinal Health Inc.	\$1,326,207
Deloitte LLP	\$1,303,055
Pacific Architects And Engineers Inc. (PAE)	\$1,236,063
IBM Corporation	\$1,148,397
Engility Corporation	\$1,129,866
CSRA Inc.	\$1,112,045
University Of California	\$1,045,963

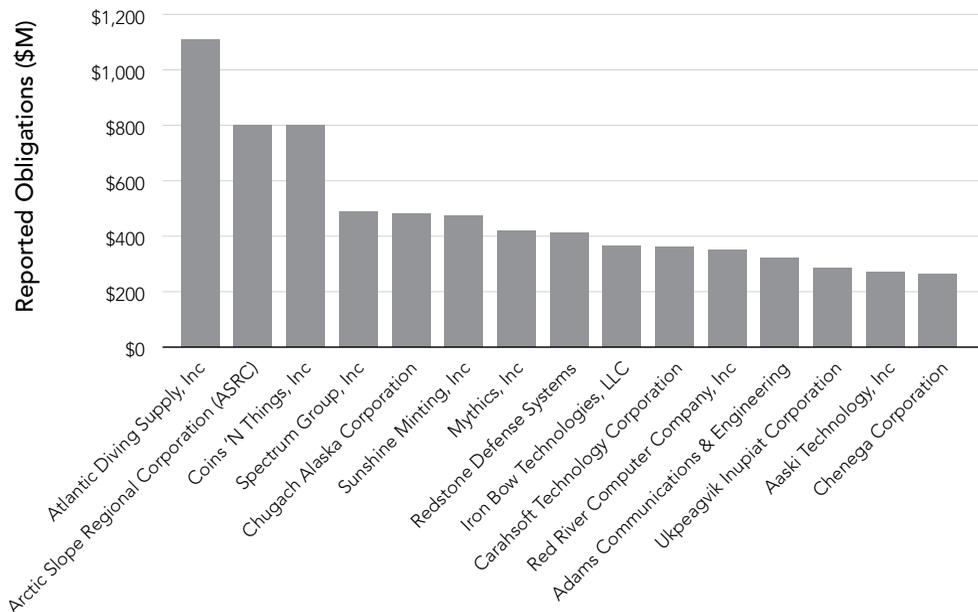
# Top 15 Small Business Primes (By Fiscal Year 2015 Reported Obligations)

Eleven of the top 15 small business contractors saw increased prime obligations from fiscal year 2014 to fiscal year 2015, including nine that had double-digit percentage increases. Four small business primes saw greater than 30-percent increases:

- Adams Communication & Engineering Technology, Inc. (ACET) (84 percent),
- Aaski Technology Inc. (52 percent),
- Carahsoft Technology Corporation (36 percent), and
- Ukpeagvik Inupiat Corporation (34 percent).

The U.S. Army's Rapid Response 3rd Generation (R23G) contract was a major factor for growth for both ACET and Aaski Technology. ACET's R23G obligations more than doubled from fiscal year 2014 to fiscal year 2015, while Aaski Technology's increased by more than 50 percent. The biggest increase in obligations from fiscal year 2014 to fiscal year 2015 for Carahsoft was under its blanket purchase agreement that supports the Department of Defense Enterprise Software Initiative (ESI). Ukpeagvik Inupiat Corporation saw a majority of increased obligations as a result of two U.S. Army contracts awarded in fiscal year 2015 and increased obligations on its SeaPort-e contract.

## Top 15 Small Business Prime Contractors Fiscal Year 2015



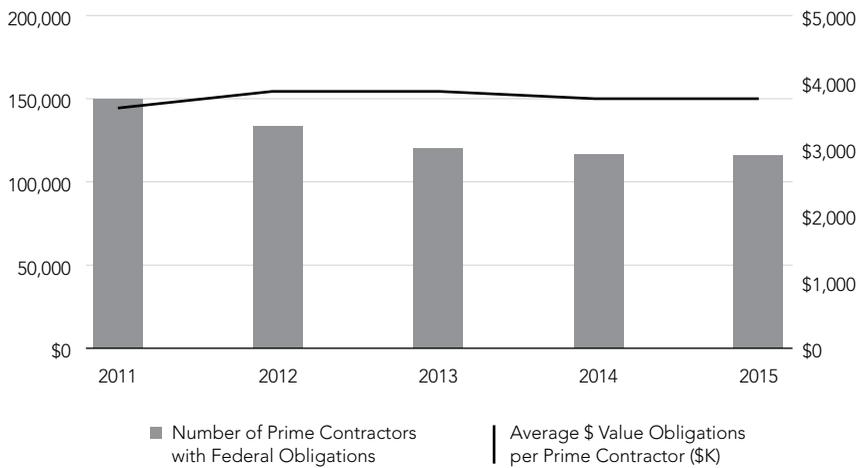
<b>Small Business</b>	<b>Fiscal Year 2015 Obligations (\$K)</b>
Atlantic Diving Supply Inc.	\$1,112,403
Arctic Slope Regional Corporation (ASRC)	\$799,748
Coins 'N Things Inc.	\$797,899
Spectrum Group Inc.	\$487,414
Chugach Alaska Corporation	\$481,679
Sunshine Minting Inc.	\$477,744
Mythics Inc.	\$417,257
Redstone Defense Systems	\$409,267
Iron Bow Technologies LLC	\$363,342
Carahsoft Technology Corporation	\$357,592
Red River Computer Company Inc.	\$347,773
Adams Communication & Engineering Technology Inc.	\$320,630
Ukpeagvik Inupiat Corporation	\$282,334
Aaski Technology Inc.	\$270,563
Chenega Corporation	\$263,265
Bristol Bay Native Corporation	\$251,526
Torch Technologies Inc.	\$230,215
Undisclosed Foreign Contractors	\$228,159
Intuitive Research And Technology Corporation	\$227,419
Patriot Contract Services LLC	\$211,826
Actionet Inc.	\$208,844
FCN Inc.	\$200,970
Olgoonik Corporation	\$193,010
Goldbelt Inc.	\$192,646
Thundercat Technology LLC	\$192,207
Four LLC	\$190,254
Alvarez & Associates LLC	\$189,508
Immixgroup Inc.	\$189,108

<b>Small Business</b>	<b>Fiscal Year 2015 Obligations (\$K)</b>
Afognak Native Corporation	\$187,113
Federal Resources Supply Company	\$180,341
Affigent LLC	\$177,458
Sterling Computers Corporation	\$176,439
Countertrade Products Inc.	\$176,368
Digital Management Inc.	\$170,371
Microtechnologies LLC	\$169,095
Lockheed Martin Corporation	\$163,145
Science And Engineering Services Inc.	\$162,504
Loyal Source Government Services LLC	\$161,524
Four Points Technology LLC	\$160,255
Blue Tech Inc.	\$158,631
Supplycore Inc.	\$157,567
Colsa Corporation	\$154,608
By Light Professional IT Services Inc.	\$145,463
Identity Theft Guard Solutions LLC	\$135,859
Ahtna Inc.	\$129,908
Placid Refining Company LLC	\$127,836
Intelligent Decisions Inc.	\$126,200
NCS Technologies Inc.	\$125,308
Refinery Associates Of Texas	\$122,088
Chickasaw Nation Industries Inc.	\$120,737

# Five-Year Trend of Number of Contractors With Federal Obligations

The competition in the federal market is tighter than ever, with nearly a quarter fewer federal contractors with obligations in fiscal year 2015 than in fiscal year 2011. Declining contract spending has driven companies out of the market. Mergers and acquisitions activity and contract consolidation due to expanded use of indefinite delivery/indefinite quantity contracts has pruned the prime contractor playing field. Mergers and acquisitions activity in 2015 took the form of combinations and spinoffs, like CSRA and Salient-CRGT, as well as straightforward purchases like ECS Federal's acquisition of System Planning Corp. and Information Systems Worldwide Corp.

## Number of Contractors With Federal Obligations



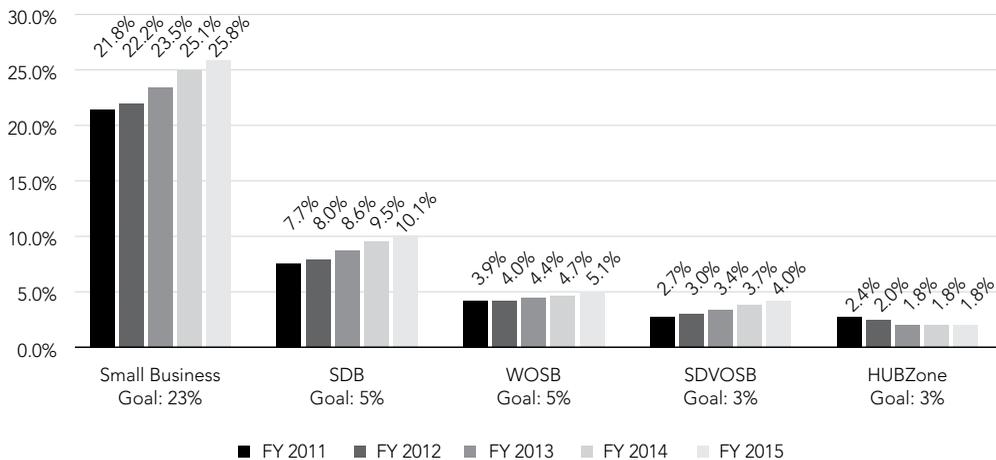
<b>Fiscal Year</b>	<b>Number of Prime Contractors with Federal Obligations</b>	<b>Total Federal Spend (\$K)</b>	<b>Average Dollar Value Of Obligations Per Prime Contractor (\$K)</b>
2011	150,348	\$540,224,644	\$3,593
2012	134,246	\$519,378,809	\$3,869
2013	119,520	\$463,586,485	\$3,879
2014	117,487	\$445,993,641	\$3,796
2015	115,864	\$439,639,328	\$3,794

# Five-Year Trend of Small Business Spending by Set-Aside Status (Including Governmentwide Goal Achievement)

The U.S. federal government has focused on increasing spending with small businesses, and this is reflected in the governmentwide small business goal achievement over the past few years. Fiscal year 2015\* will be the third year in a row that the government is anticipated to have met or exceeded the 23-percent goal for small business spending, and it is anticipated to be the first year that the women-owned small business (WOSB) goal has been met/exceeded.

\*2015 data is not certified by the Small Business Administration (the official numbers are typically released in early summer), but is published on [smallbusinessdashboard.gov](http://smallbusinessdashboard.gov).

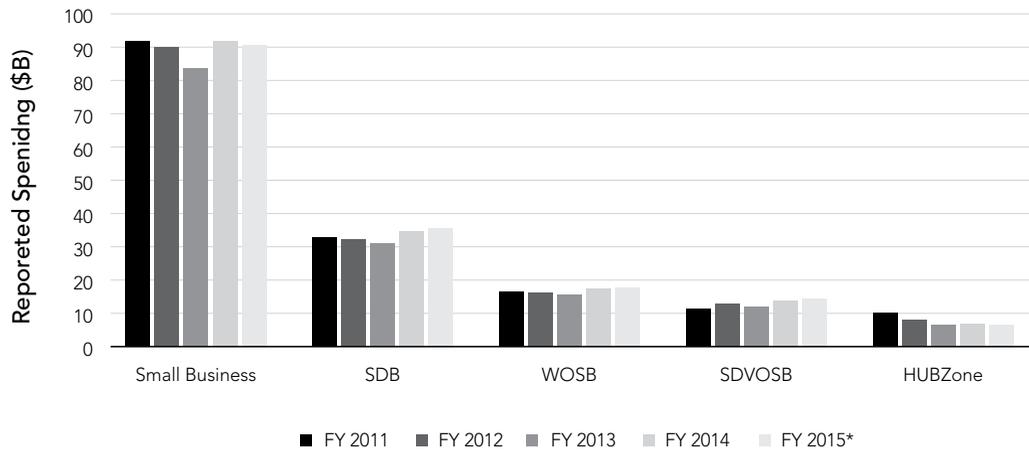
## Federal Small Business Goal Achievement Fiscal Years 2011-2015\*\*



\*\*Source: SBA and \*Small Business Dashboard

Small Business Category	Federal Small Business Goal Achievement				
	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015*
Small Business Goal: 23%	21.75%	22.21%	23.47%	25.06%	25.81%
Small Disadvantaged Business (SDB) Goal: 5%	7.70%	7.98%	8.59%	9.50%	10.07%
Women-Owned Small Business (WOSB) Goal: 5%	3.91%	4.00%	4.35%	4.70%	5.05%
Service-Disabled Veteran-Owned Small Business (SDVOSB) Goal: 3%	2.68%	3.03%	3.39%	3.66%	3.98%
Historically Underutilized Business Zone (HUBZone) Goal: 3%	2.40%	2.01%	1.75%	1.83%	1.83%

## Small Business Spending



\*Source: SBA and \*Small Business Dashboard

Small Business Category	Small Business Spending (\$B)				
	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015*
Small Business	92	90	83.8	92	90.8
SDB	32.6	32.3	30.7	34.9	35.4
WOSB	16.6	16.2	15.5	17.3	17.8
SDVOSB	11.3	12.3	12.1	13.5	14
HUBZone	9.9	8.1	6.3	6.7	6.4

# 10-Year Trend in Number of Active 1102, 1105, and 1106s (Contracting Professionals) (Including Comparison of Defense\* vs. Civilian)

Over the past decade, the peak year for total employment of GS-1102, GS-1105, and GS-1106 employees was fiscal year 2011, with a total of just under 42,000 representing about two percent of the federal workforce. In fiscal year 2015, the pool of employees was about two percent smaller, 41,000 employees, with the biggest reduction (490 employees) occurring in the 1105 series. The count of GS-1102s in fiscal year 2015 was essentially the same as in the peak year.

In terms of composition, GS-1105s and GS-1106s comprised 15.4 percent of the total of the three series in fiscal year 2006, but that percentage fell to 10.5 percent in fiscal year 2015, indicating increased reliance on the GS-1102 employees for contracting requirements.

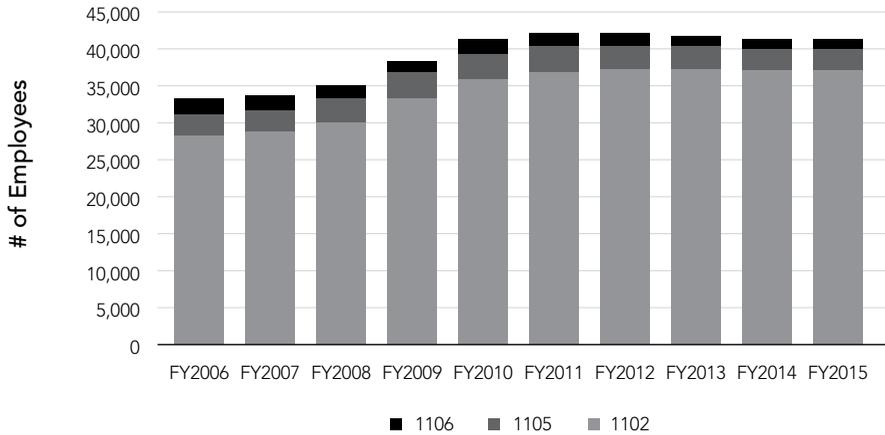
\*Includes civil servants, but not members of the uniformed service or contract personnel, as they are not part of the Office of Personnel Management's employment reporting.

<b>Total Federal Employees (1102, 1105, 1106) Fiscal Years 2006–2015</b>										
	<b>Fiscal Year 2006</b>	<b>Fiscal Year 2007</b>	<b>Fiscal Year 2008</b>	<b>Fiscal Year 2009</b>	<b>Fiscal Year 2010</b>	<b>Fiscal Year 2011</b>	<b>Fiscal Year 2012</b>	<b>Fiscal Year 2013</b>	<b>Fiscal Year 2014</b>	<b>Fiscal Year 2015</b>
<b>1102</b>										
Air Force	5,030	4,826	4,780	5,339	5,731	5,821	5,665	5,742	5,840	5,944
Army	5,538	5,680	5,998	6,678	7,180	7,324	7,270	6,797	6,362	6,160
Defense	4,784	4,950	5,282	5,838	6,487	6,623	6,887	7,152	7,129	7,197
Navy	3,635	3,723	3,884	4,276	4,653	4,666	4,538	4,431	4,475	4,799
Total Defense	18,987	19,179	19,944	22,131	24,051	24,434	24,360	24,122	23,806	24,100
Total Civilian	9,109	9,428	9,984	11,024	11,804	12,407	12,768	12,987	13,073	12,750
Total Federal	28,096	28,607	29,928	33,155	35,855	36,841	37,128	37,109	36,879	36,850
<b>1105</b>										
Air Force	135	123	119	134	125	110	94	90	75	73
Army	286	309	304	315	313	304	286	264	236	264
Defense	32	42	42	199	222	235	313	316	334	377
Navy	510	524	537	560	554	525	505	485	476	468
Total Defense	963	998	1,002	1,208	1,214	1,174	1,198	1,155	1,121	1,182
Total Civilian	2,079	2,123	2,192	2,302	2,313	2,278	2,043	1,951	1,868	1,776
Total Federal	3,042	3,121	3,194	3,510	3,527	3,452	3,241	3,106	2,989	2,958

<b>Total Federal Employees (1102, 1105, 1106) Fiscal Years 2006–2015</b>										
	<b>Fiscal Year 2006</b>	<b>Fiscal Year 2007</b>	<b>Fiscal Year 2008</b>	<b>Fiscal Year 2009</b>	<b>Fiscal Year 2010</b>	<b>Fiscal Year 2011</b>	<b>Fiscal Year 2012</b>	<b>Fiscal Year 2013</b>	<b>Fiscal Year 2014</b>	<b>Fiscal Year 2015</b>
<b>1106</b>										
Air Force	291	259	226	216	201	195	166	164	168	157
Army	307	267	258	260	258	235	221	199	176	156
Defense	746	677	606	521	498	470	435	447	390	370
Navy	160	148	149	162	177	185	186	157	147	131
Total Defense	1,504	1,351	1,239	1,159	1,134	1,085	1,008	967	881	814
Total Civilian	569	548	544	544	547	585	561	479	639	560
Total Federal	2,073	1,899	1,783	1,703	1,681	1,670	1,569	1,446	1,520	1,374

Source: Office of Personnel Management (OPM), FedScope, Deltek

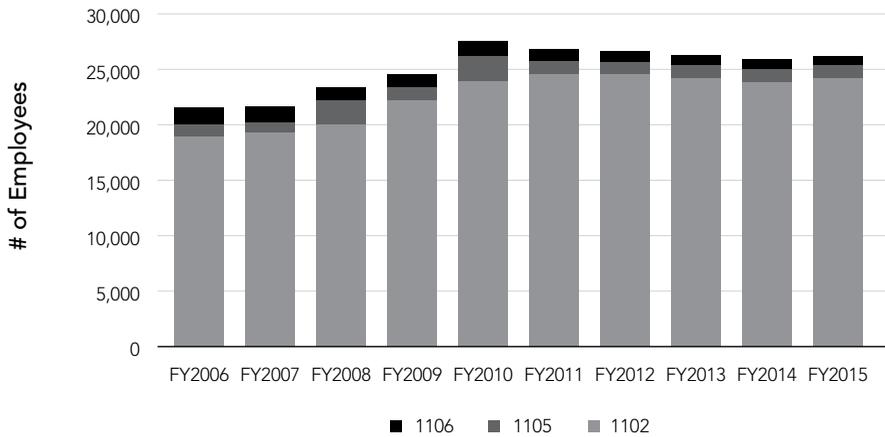
## Total (1102, 1105, 1106) Federal Employees



Source: OPM, FedScope, FPDS, Deltek

Total Federal										
	Fiscal Year 2006	Fiscal Year 2007	Fiscal Year 2008	Fiscal Year 2009	Fiscal Year 2010	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
1102	28,096	28,607	29,928	33,155	35,855	36,841	37,128	37,109	36,879	36,850
1105	3,042	3,121	3,194	3,510	3,527	3,452	3,241	3,106	2,989	2,958
1106	2,073	1,899	1,783	1,703	1,681	1,670	1,569	1,446	1,520	1,374

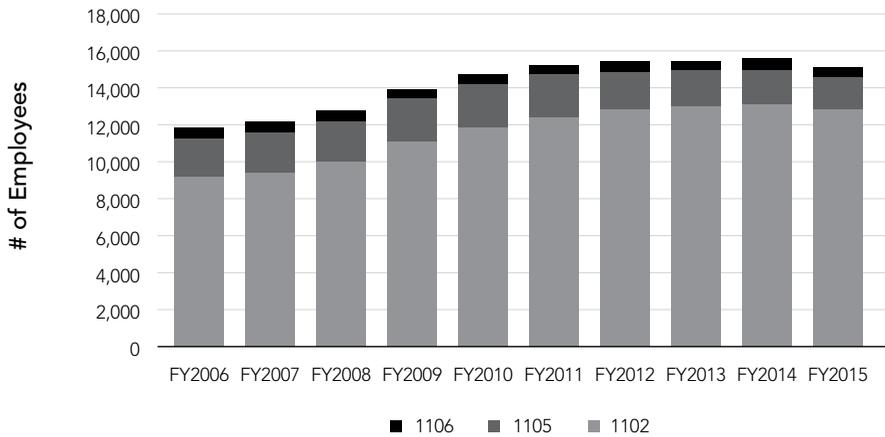
## Total (1102, 1105, 1106) Defense Employees



Source: OPM, FedScope, FPDS, Deltek

Total Defense										
	Fiscal Year 2006	Fiscal Year 2007	Fiscal Year 2008	Fiscal Year 2009	Fiscal Year 2010	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
1102	18,987	19,179	19,944	22,131	24,051	24,434	24,360	24,122	23,806	24,100
1105	963	998	1,002	1,208	1,214	1,174	1,198	1,155	1,121	1,182
1106	1,504	1,351	1,239	1,159	1,134	1,085	1,008	967	881	814

## Total (1102, 1105, 1106) Civilian Employees



Source: OPM, FedScope, FPDS, Deltek

Total Civilian										
	Fiscal Year 2006	Fiscal Year 2007	Fiscal Year 2008	Fiscal Year 2009	Fiscal Year 2010	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
1102	9,109	9,428	9,984	11,024	11,804	12,407	12,768	12,987	13,073	12,750
1105	2,079	2,123	2,192	2,302	2,313	2,278	2,043	1,951	1,868	1,776
1106	569	548	544	544	547	585	561	479	639	560

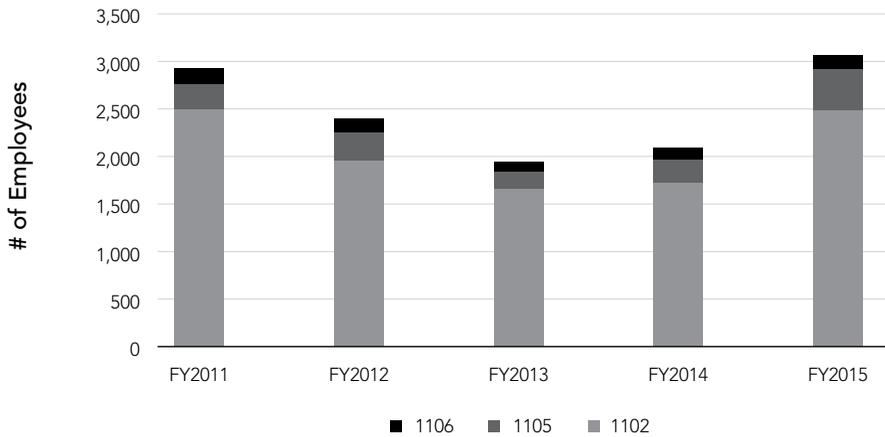
# Five-Year Trend in 1102, 1105, and 1106 Hires

The previous data set showed there was a decrease in the total number of GS-1105s and GS-1106s over the last decade, and that is reflected in the hiring trends of the past five years. In 2013, agencies were facing the introduction of the sequester, as well as possible furloughs, to save money. As a result, many agencies were not hiring in fiscal year 2013. This is reflected in hiring numbers for the series. Note that there has been a rebound in hiring, particularly in fiscal year 2015, when more than 1,100 contracting professionals were hired—most notably more than 800 GS-1102s.

<b>Total Federal New Hires (1102, 1105, 1106) Fiscal Years 2010–2015</b>					
	<b>Fiscal Year 2011</b>	<b>Fiscal Year 2012</b>	<b>Fiscal Year 2013</b>	<b>Fiscal Year 2014</b>	<b>Fiscal Year 2015</b>
<b>1102</b>					
Air Force	434	264	300	347	503
Army	527	307	234	203	310
Defense	424	494	464	336	539
Navy	213	167	135	215	429
Total Defense New Hires	1,598	1,232	1,133	1,101	1,781
Total Civilian New Hires	894	730	532	621	702
Total New Hires	2,492	1,962	1,665	1,722	2,483
<b>1105</b>					
Air Force	15	15	9	10	14
Army	19	7	6	4	35
Defense	17	91	18	45	125
Navy	43	47	27	46	62
Total Defense New Hires	94	160	60	105	236
Total Civilian New Hires	178	137	120	143	194
Total New Hires	272	297	180	248	430
<b>1106</b>					
Air Force	11	10	6	13	12
Army	23	11	8	14	15
Defense	20	19	35	16	30
Navy	26	29	10	17	16
Total Defense New Hires	80	69	59	60	73
Total Civilian New Hires	91	85	49	62	84
Total New Hires	171	154	108	122	157

Source: OPM, FedScope, Deltek

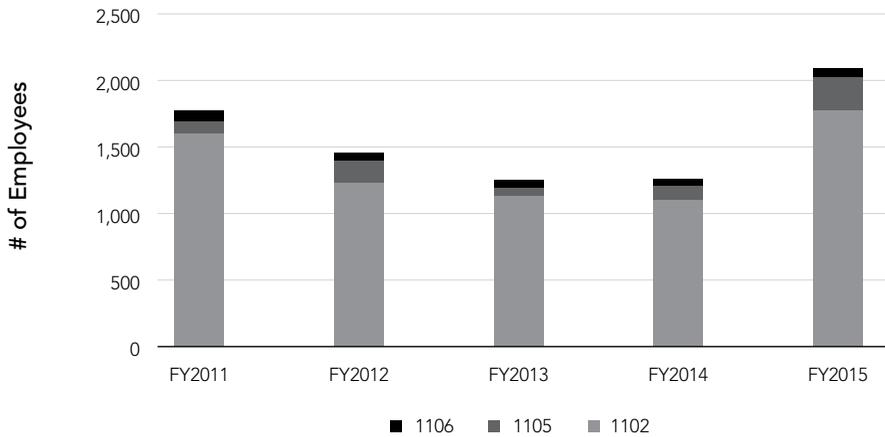
## Total (1102, 1105, 1106) Federal New Hires



Source: OPM, FedScope, FPDS, Deltek

Total Federal New Hires					
	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
1102	2,492	1,962	1,665	1,722	2,483
1105	272	297	180	248	430
1106	171	154	108	122	157

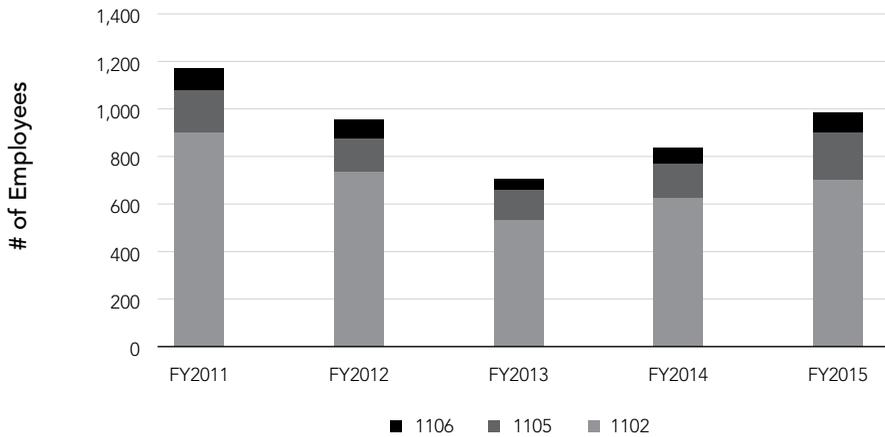
## Total (1102, 1105, 1106) Defense New Hires



Source: OPM, FedScope, FPDS, Deltek

Total Defense New Hires					
	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
1102	1,598	1,232	1,133	1,101	1,781
1105	94	160	60	105	236
1106	80	69	59	60	73

## Total (1102, 1105, 1106) Civilian New Hires



Source: OPM, FedScope, FPDS, Deltek

Total Civilian New Hires					
	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
1102	894	730	532	621	702
1105	178	137	120	143	194
1106	91	85	49	62	84

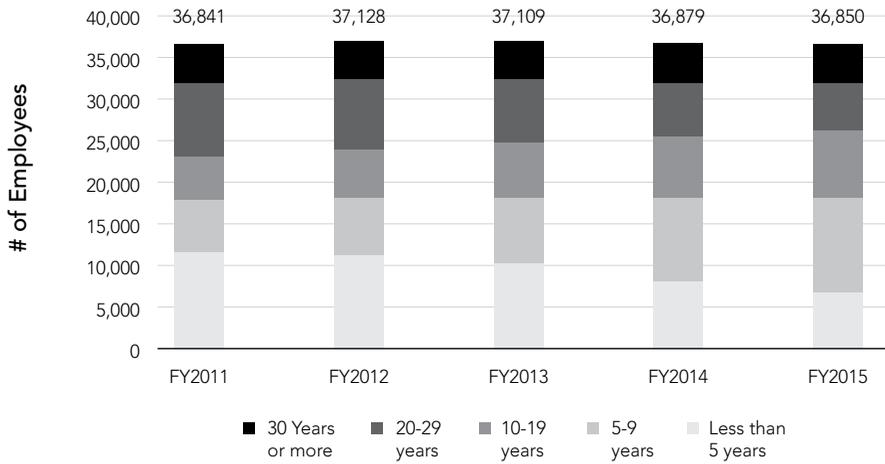
# Length of Service of 1102s

Over the past five years, the ratio of GS-1102s with the longest tenure, 30 or more years, has remained stable at about 13 percent. What has changed more significantly is the number of GS-1102s with less than one year of service. In fiscal year 2011, almost a third of GS-1102s had less than a year. In 2015, less than 20 percent had less than a year of service. In 2015, the majority of GS-1102s have 5–9 years of service.

Length of Service of 1102s*					
Years of Service	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
Less than 1 year	1,582	1,164	969	986	1,433
1–2 years	6,161	4,556	3,057	2,350	1,997
3–4 years	3,590	5,440	6,335	4,821	3,297
Less than 5 years	11,333	11,160	10,361	8,157	6,727
5–9 years	6,302	6,859	7,835	9,893	11,316
10–14 years	3,201	3,960	4,566	5,183	5,718
15–19 years	2,179	2,081	2,110	2,266	2,526
10–19 years	5,380	6,041	6,676	7,449	8,244
20–24 years	3,873	3,348	2,946	2,284	2,034
25–29 years	5,094	4,986	4,707	4,325	3,569
20–29 years	8,967	8,334	7,653	6,609	5,603
30–34 years	3,303	3,216	3,016	3,193	3,362
35 years or more	1,556	1,518	1,568	1,578	1,598
30 years or more	4,859	4,734	4,584	4,771	4,960
Total	36,841	37,128	37,109	36,879	36,850

\*As of September 2015. Source: OPM, FedScope, and Deltek.

## Length of Service for 1102s as of September 2015



Source: OPM, FedScope, Deltek

Length of Service for 1102s as of September 2015					
	Fiscal Year 2011	Fiscal Year 2012	Fiscal Year 2013	Fiscal Year 2014	Fiscal Year 2015
Less than 5 years	11,333	11,160	10,361	8,157	6,727
5–9 years	6,302	6,859	7,835	9,893	11,316
10–19 years	5,380	6,041	6,676	7,449	8,244
20–29 years	8,967	8,334	7,653	6,609	5,603
30 years or more	4,859	4,734	4,584	4,771	4,960

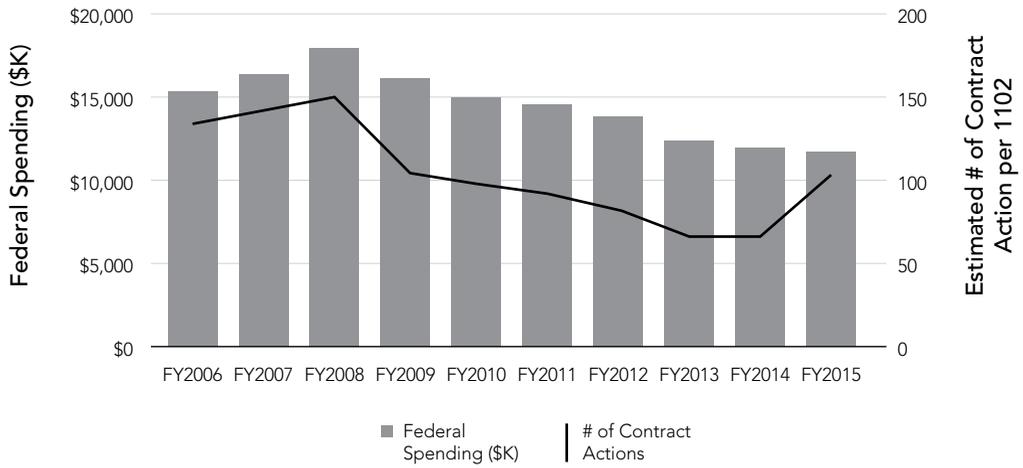
# 10-Year Trend of Average Number of Reported Spend and Contract Actions Per 1102

The 30-percent increase in the total number of GS-1102s since 2006, compared with the decline in federal spending since that time, has resulted in a 22-percent reduction in the estimated federal contract spending and a 23-percent reduction in estimated number of contract actions per GS-1102 employee. What is interesting to note is the notable uptick in estimated number of contract actions per GS-1102 employee in fiscal year 2015, after five years of decline.

<b>Estimated Spending and Number of Contract Actions for 1102s (As of September 2015)</b>					
	<b>Fiscal Year 2006</b>	<b>Fiscal Year 2007</b>	<b>Fiscal Year 2008</b>	<b>Fiscal Year 2009</b>	<b>Fiscal Year 2010</b>
Total Federal Spending (\$K)	\$430,646,496	\$469,540,338	\$541,315,500	\$540,806,197	\$540,660,105
Estimated total Federal Spending (\$K) by 1102s	\$15,328	\$16,413	\$18,087	\$16,311	\$15,079
Total # of Federal Contract Actions	3,797,074	4,111,586	4,505,154	3,496,828	3,538,822
Estimated Number of Contract Actions by 1102s	135	144	151	105	99
	<b>Fiscal Year 2011</b>	<b>Fiscal Year 2012</b>	<b>Fiscal Year 2013</b>	<b>Fiscal Year 2014</b>	<b>Fiscal Year 2015</b>
Total Federal Spending (\$K)	\$540,224,644	\$519,378,809	\$463,586,485	\$445,993,641	\$439,639,328
Estimated total Federal Spending (\$K) by 1102s	\$14,664	\$13,989	\$12,493	\$12,093	\$11,931
Total # of Federal Contract Actions	3,395,511	3,116,799	2,505,897	2,515,525	3,856,354
Estimated Number of Contract Actions by 1102s	92	84	68	68	105

Source: OPM, FedScope, and Deltek

## Estimated Federal Spending and Number of Contracts per 1102

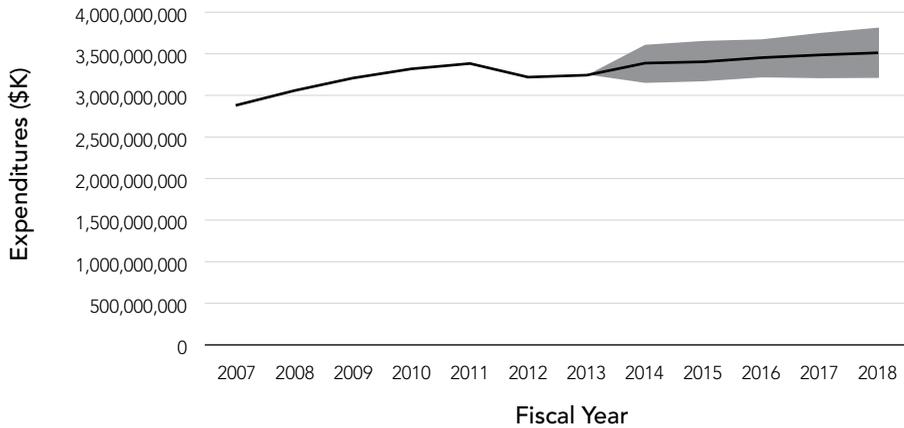


Source: OPM, FedScope, FPDS, Deltek

Estimated Federal Spending and Number of Contract Actions Per 1102			
Year	Number of 1102s	Federal Spending (\$K)	Number of Contract Actions
Fiscal Year 2006	28,096	\$15,328	135
Fiscal Year 2007	28,607	\$16,413	144
Fiscal Year 2008	29,928	\$18,087	151
Fiscal Year 2009	33,155	\$16,311	105
Fiscal Year 2010	35,855	\$15,079	99
Fiscal Year 2011	36,841	\$14,664	92
Fiscal Year 2012	37,128	\$13,989	84
Fiscal Year 2013	37,109	\$12,493	68
Fiscal Year 2014	36,879	\$12,093	68
Fiscal Year 2015	36,850	\$11,931	105

# State and Local Government— 10-Year State and Local Spending Trend

## Total SLED Expenditures with Projection

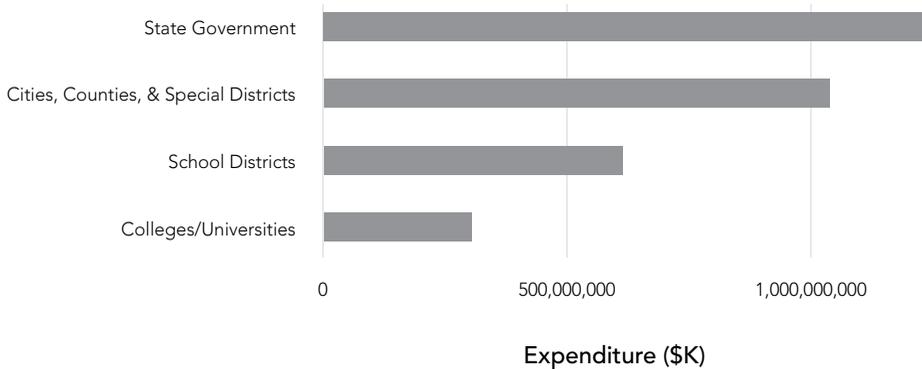


	2007	2008	2009	2010	2011	2012
Actual	2,872,105,722	3,048,478,828	3,199,219,646	3,326,539,730	3,374,404,730	3,210,516,916

	2013	2014	2015	2016	2017	2018
Actual	3,251,133,720					
Estimate		3,378,656,490	3,411,468,499	3,444,599,164	3,478,051,579	3,511,828,869
Lower Prediction Interval for Expenditures		3,150,020,529	3,169,216,308	3,216,393,799	3,206,184,017	3,209,978,454
Upper Prediction Interval for Expenditures		3,607,292,451	3,653,720,691	3,672,804,530	3,749,919,141	3,813,679,284

# State and Local Government— 10-Year State and Local Spending by Government Type

Total SLED Expenditures by Government Type (2015 Estimated)

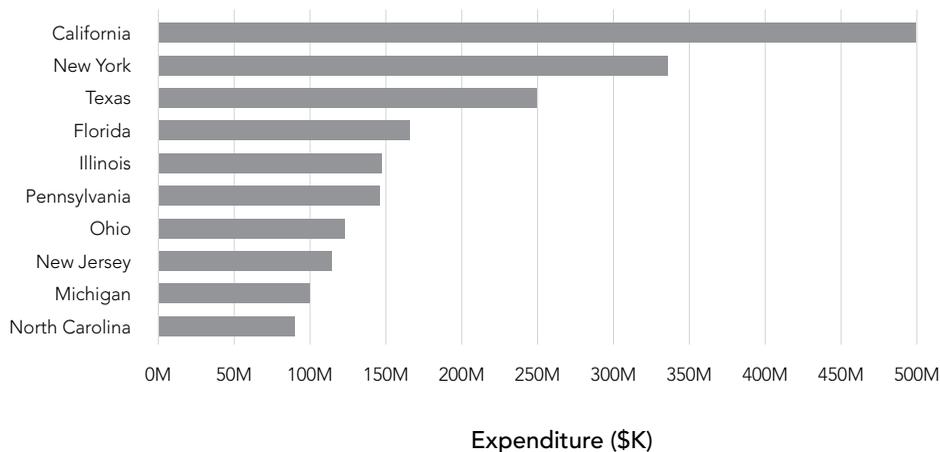


Profile Type (group)	Forecast Indicator	2007	2008	2009	2010	2011	2012
Colleges/Universities	Actual	245,969,725	258,565,746	278,445,129	290,981,404	306,706,403	316,055,712
Indep. School Districts	Actual	582,261,306	616,621,734	626,170,104	623,595,522	617,180,534	614,480,023
Cities, Counties, & Spec. Districts	Actual	923,189,858	982,097,642	1,030,300,772	1,039,522,064	1,038,539,844	1,051,089,069
State	Actual	1,120,684,833	1,191,193,706	1,264,303,641	1,372,440,740	1,411,977,949	1,228,892,112

Profile Type (group)	Forecast Indicator	2013	2014	2015	2016	2017
Colleges/Universities	Estimate	304,598,573	304,598,573	304,598,573	304,598,573	304,598,573
Indep. School Districts	Estimate	612,162,167	612,162,167	612,162,167	612,162,167	612,162,167
Cities, Counties, & Spec. Districts	Estimate	1,040,156,719	1,040,156,719	1,040,156,719	1,040,156,719	1,040,156,719
State	Estimate	1,237,155,730	1,237,155,730	1,237,155,730	1,237,155,730	1,237,155,730

# State and Local Government— 10-Year State and Local Spending by State

Total SLED Expenditures by Top 10 States (2015 Estimated)



Forecast Indicator: ACTUAL							
State	2007	2008	2009	2010	2011	2012	2013
California	437,748,671	466,457,957	481,899,986	489,993,922	512,720,067	458,815,953	470,387,329
New York	281,719,001	296,036,571	312,601,909	330,439,704	335,384,677	306,888,410	315,589,652
Texas	178,119,123	195,574,202	209,927,176	220,585,194	224,216,522	225,439,851	231,439,447
Florida	153,336,459	163,093,307	164,330,797	168,085,447	167,770,336	156,532,893	156,581,767
Pennsylvania	118,010,626	124,844,782	131,398,037	141,719,629	143,839,174	135,854,878	135,126,450
Illinois	114,645,226	120,551,348	130,253,280	137,822,870	137,355,672	134,392,593	138,979,915
Ohio	109,429,776	111,327,090	116,597,533	121,639,534	123,771,615	115,191,775	115,863,873
New Jersey	98,294,679	103,345,867	107,031,465	114,438,654	113,546,180	104,302,472	102,107,012
Michigan	90,073,286	92,895,530	97,184,315	101,162,219	99,448,201	92,641,178	94,085,692
North Carolina	71,231,602	75,482,366	80,717,133	83,175,025	83,958,980	83,899,034	84,797,853
Georgia	75,428,638	79,819,493	78,485,537	79,961,919	79,406,857	78,216,739	77,646,351
Massachusetts	70,686,216	74,564,068	76,933,215	79,611,682	80,834,683	79,755,770	79,153,726
Washington	64,554,008	68,344,278	74,008,885	76,976,189	77,410,260	75,465,659	76,529,294
Virginia	62,378,750	66,572,580	69,655,052	71,388,090	73,483,067	71,764,588	73,667,448
Maryland	51,202,055	54,796,729	58,417,781	60,510,480	61,049,051	63,101,449	61,991,237
Minnesota	50,641,070	53,658,773	57,382,032	59,520,866	59,271,331	56,801,060	57,274,754
Wisconsin	50,547,503	53,020,375	57,064,039	60,092,787	61,105,506	55,701,919	55,468,236
Arizona	51,732,797	56,789,024	58,074,821	57,037,140	55,735,836	50,936,283	52,904,332
Tennessee	51,090,956	51,087,571	54,184,263	54,929,212	57,341,260	55,638,648	55,113,080
Indiana	50,453,947	52,492,605	54,011,186	55,652,499	55,672,543	54,069,079	54,118,562
Colorado	43,158,562	46,199,032	48,194,334	50,798,340	52,041,732	51,111,823	53,032,252

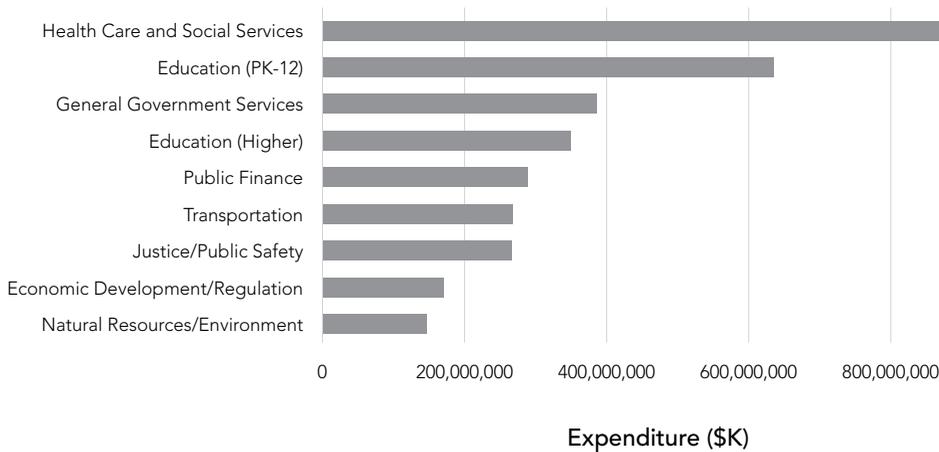
Missouri	42,176,717	44,742,718	48,302,683	50,379,376	50,305,194	51,599,563	52,095,357
Louisiana	42,192,942	48,369,945	49,792,182	50,686,359	50,856,698	48,080,825	48,625,102
South Carolina	37,632,076	41,272,371	43,312,719	44,323,649	44,236,083	41,437,695	42,632,601
Alabama	37,576,636	39,215,130	42,067,064	43,323,546	43,367,983	42,729,066	43,581,255
Oregon	34,534,501	37,178,982	39,967,434	42,303,079	43,030,569	41,671,024	41,713,223
Connecticut	33,806,872	36,795,165	39,513,121	41,355,593	42,473,609	42,241,973	42,765,573
Kentucky	32,804,806	35,595,909	37,272,954	40,127,283	40,729,795	40,574,174	39,601,631
Iowa	26,268,638	27,750,172	30,467,466	31,808,664	33,121,671	33,386,572	32,839,420
Oklahoma	26,882,133	28,533,736	30,578,572	32,027,157	32,206,968	32,273,585	32,778,017
Mississippi	27,220,293	27,271,981	28,576,459	29,673,641	29,967,727	28,682,269	28,697,794
Kansas	22,626,098	24,581,621	26,688,556	27,409,328	27,400,315	27,078,982	27,137,758
Utah	20,717,640	23,041,055	24,907,590	25,801,682	25,977,633	26,318,128	26,598,063
Arkansas	20,647,055	21,596,430	22,314,646	24,488,070	25,281,239	25,516,274	25,564,293
Nevada	21,429,931	22,757,312	23,813,281	25,155,737	24,798,830	23,016,033	22,290,017
New Mexico	19,924,239	21,182,441	23,173,092	23,864,780	23,885,579	21,758,757	22,127,496
Nebraska	17,423,545	18,129,368	19,286,488	19,869,115	19,951,858	20,225,024	20,677,579
West Virginia	13,032,714	13,571,436	14,605,483	15,959,168	16,697,922	16,317,512	16,050,037
Hawaii	12,702,280	13,666,277	14,657,242	14,911,928	15,042,928	15,204,177	14,958,517
Alaska	12,177,365	13,508,268	14,797,906	14,778,907	14,972,821	14,696,774	15,500,047
District of Columbia	11,869,830	13,777,613	13,147,877	14,345,184	14,563,963	12,818,759	14,467,140
Maine	12,094,770	12,454,552	13,034,256	13,225,207	13,557,068	13,461,004	12,640,821
Idaho	10,145,860	10,957,439	11,754,269	12,152,044	12,327,577	11,499,807	11,861,123
New Hampshire	9,998,870	10,519,712	10,981,508	11,855,079	12,045,205	11,499,493	11,417,945
Rhode Island	10,149,979	10,639,392	10,771,786	11,441,080	11,512,199	11,316,933	11,399,127
Delaware	8,803,050	9,089,031	9,357,801	9,555,956	9,726,591	10,209,155	10,417,986
Montana	7,709,170	8,498,920	8,840,755	9,717,566	9,799,642	9,485,848	9,419,016
Wyoming	7,440,679	8,207,664	9,069,669	9,310,857	9,148,918	8,656,648	8,748,083
North Dakota	5,592,994	6,089,867	6,635,862	7,221,011	7,769,310	8,112,047	8,293,682
Vermont	6,235,215	6,533,842	6,580,085	6,971,938	7,153,214	7,127,516	7,267,200
South Dakota	5,805,873	5,996,931	6,598,064	6,955,344	7,132,071	6,999,245	7,109,555

State	Forecast Indicator: ESTIMATE				
	2,014	2,015	2016	2017	2018
California	495,166,236	497,831,607	500,511,324	503,205,466	505,914,110
New York	330,887,837	333,866,352	336,871,678	339,904,057	342,963,732
Texas	241,246,277	248,532,276	256,038,322	263,771,062	271,737,343
Florida	164,272,857	164,382,182	164,491,580	164,601,050	164,710,594
Pennsylvania	143,322,409	145,169,093	147,039,571	148,934,150	150,853,141
Illinois	143,070,415	145,767,340	148,515,102	151,314,661	154,166,992
Ohio	121,242,299	122,032,535	122,827,923	123,628,494	124,434,284
New Jersey	110,257,939	110,807,670	111,360,141	111,915,368	112,473,362
Michigan	98,248,025	98,524,048	98,800,848	99,078,425	99,356,782
North Carolina	87,598,091	89,180,733	90,791,969	92,432,315	94,102,297

	<b>Forecast Indicator: ESTIMATE</b>				
<b>State</b>	<b>2,014</b>	<b>2,015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
Georgia	79,397,619	79,423,310	79,449,011	79,474,719	79,500,436
Massachusetts	81,899,301	82,742,212	83,593,798	84,454,149	85,323,355
Washington	79,319,357	80,447,935	81,592,570	82,753,491	83,930,930
Virginia	75,452,568	76,669,253	77,905,558	79,161,798	80,438,295
Maryland	64,931,305	66,416,571	67,935,812	69,489,804	71,079,343
Minnesota	59,765,784	60,294,268	60,827,425	61,365,296	61,907,924
Wisconsin	59,584,449	60,111,096	60,642,397	61,178,395	61,719,130
Arizona	55,142,534	54,842,786	54,544,667	54,248,169	53,953,283
Tennessee	56,939,758	57,485,114	58,035,694	58,591,547	59,152,724
Indiana	55,772,252	56,073,554	56,376,484	56,681,051	56,987,262
Colorado	54,655,883	56,049,147	57,477,928	58,943,131	60,445,684
Missouri	54,176,258	55,651,034	57,165,956	58,722,117	60,320,639
Louisiana	51,055,265	51,327,954	51,602,099	51,877,709	52,154,791
South Carolina	44,284,073	44,521,507	44,760,214	45,000,201	45,241,475
Alabama	44,588,001	45,166,136	45,751,766	46,344,991	46,945,907
Oregon	43,956,291	44,686,633	45,429,109	46,183,921	46,951,275
Connecticut	44,774,269	45,951,657	47,160,005	48,400,129	49,672,862
Kentucky	41,932,596	42,720,213	43,522,623	44,340,104	45,172,941
Iowa	34,922,092	36,057,367	37,229,548	38,439,835	39,689,467
Oklahoma	34,025,884	34,880,850	35,757,298	36,655,768	37,576,814
Mississippi	29,698,714	29,887,669	30,077,826	30,269,193	30,461,777
Kansas	28,332,452	28,722,575	29,118,070	29,519,011	29,925,472
Utah	27,693,938	28,330,471	28,981,634	29,647,764	30,329,205
Arkansas	26,903,736	27,782,696	28,690,373	29,627,704	30,595,658
Nevada	24,236,131	24,349,215	24,462,826	24,576,967	24,691,641
New Mexico	23,552,434	23,707,670	23,863,928	24,021,217	24,179,542
Nebraska	21,203,030	21,665,908	22,138,892	22,622,201	23,116,061
West Virginia	17,199,428	17,791,176	18,403,283	19,036,450	19,691,401
Hawaii	15,597,349	15,814,663	16,035,005	16,258,416	16,484,941
Alaska	15,708,067	15,979,861	16,256,357	16,537,637	16,823,784
District of Columbia	14,435,692	14,546,685	14,658,532	14,771,239	14,884,812
Maine	13,448,786	13,545,143	13,642,191	13,739,935	13,838,379
Idaho	12,354,736	12,484,347	12,615,318	12,747,663	12,881,396
New Hampshire	12,044,809	12,203,073	12,363,417	12,525,867	12,690,452
Rhode Island	11,702,198	11,842,113	11,983,702	12,126,983	12,271,978
Delaware	10,626,203	10,881,636	11,143,209	11,411,069	11,685,369
Montana	9,997,261	10,174,659	10,355,204	10,538,954	10,725,964
Wyoming	9,301,404	9,384,820	9,468,984	9,553,903	9,639,583
North Dakota	8,907,977	9,409,475	9,939,207	10,498,761	11,089,816
Vermont	7,459,536	7,616,645	7,777,063	7,940,860	8,108,107
South Dakota	7,451,670	7,670,003	7,894,733	8,126,048	8,364,140

# State and Local Government— 10-Year State and Local Spending by Vertical

**Total SLED Expenditures by Vertical (2015 Estimated)**

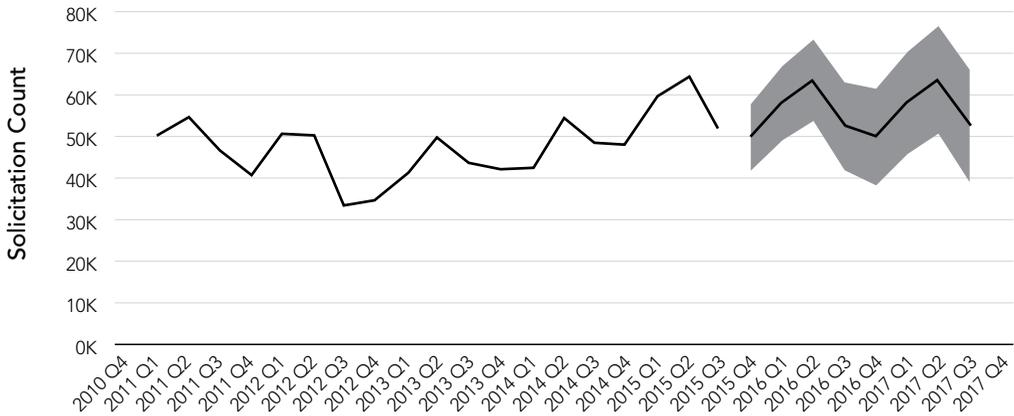


Vertical (group)		Forecast Indicator: ACTUAL						
		2007	2008	2009	2010	2011	2012	2013
Economic Development/Regulation	Expenditures	296,086,928	309,701,219	323,508,534	322,412,500	324,101,740	170,937,750	177,362,236
Education (Higher)	Expenditures	245,969,725	258,565,746	278,445,129	290,981,404	306,706,403	316,055,712	321,260,562
Education (PK-12)	Expenditures	593,662,252	628,621,807	639,146,772	636,414,902	629,836,435	625,939,754	616,990,981
General Government Services	Expenditures	191,646,543	202,390,578	204,824,355	201,225,332	200,344,696	317,359,695	317,885,309
Health Care & Social Services	Expenditures	763,413,591	815,426,729	885,457,650	989,732,367	1,016,640,458	892,493,647	903,984,327
Justice/Public Safety	Expenditures	232,549,912	246,796,305	257,243,910	257,056,409	258,243,050	255,249,963	260,711,319
Natural Resources/Environment	Expenditures	138,565,445	145,471,461	151,532,221	148,663,628	148,260,952	142,524,883	144,813,558
Public Finance	Expenditures	165,980,854	179,188,712	188,473,925	202,259,487	217,116,656	238,584,101	255,307,410
Transportation	Expenditures	244,230,472	262,316,271	270,587,150	277,793,701	273,154,340	251,371,411	252,818,018

Vertical (group)	Forecast Indicator: ESTIMATE					
		2014	2015	2016	2017	2018
Economic Development/ Regulation	Expenditures	182,871,679	171,308,085	160,475,697	150,328,277	140,822,513
	Lower Prediction Interval for Expenditures	124,454,860	112,220,832	103,692,439	89,277,094	78,429,584
	Upper Prediction Interval for Expenditures	241,288,497	230,395,338	217,258,955	211,379,461	203,215,442
Education (Higher)	Expenditures	337,075,552	349,931,837	363,278,469	377,134,151	391,518,297
	Lower Prediction Interval for Expenditures	311,062,152	320,215,201	330,640,599	336,439,618	343,588,529
	Upper Prediction Interval for Expenditures	363,088,953	379,648,473	395,916,340	417,828,684	439,448,066
Education (PK-12)	Expenditures	634,605,830	634,979,034	635,352,456	635,726,098	636,099,960
	Lower Prediction Interval for Expenditures	610,320,108	609,467,740	611,661,364	607,808,176	605,527,671
	Upper Prediction Interval for Expenditures	658,891,553	660,490,327	659,043,548	663,644,021	666,672,249
General Government Services	Expenditures	347,949,868	384,549,865	424,999,726	469,704,410	519,111,469
	Lower Prediction Interval for Expenditures	261,119,210	280,826,384	307,584,299	320,091,076	338,453,104
	Upper Prediction Interval for Expenditures	434,780,527	488,273,346	542,415,154	619,317,743	699,769,835
Health Care & Social Services	Expenditures	988,175,355	1,004,072,504	1,020,225,396	1,036,638,145	1,053,314,933
	Lower Prediction Interval for Expenditures	860,184,660	867,303,389	894,778,422	890,199,813	894,061,968
	Upper Prediction Interval for Expenditures	1,116,166,050	1,140,841,619	1,145,672,369	1,183,076,477	1,212,567,897
Justice/Public Safety	Expenditures	263,678,913	265,607,728	267,550,651	269,507,787	271,479,240
	Lower Prediction Interval for Expenditures	250,884,876	251,996,766	254,052,919	252,908,794	252,385,338
	Upper Prediction Interval for Expenditures	276,472,950	279,218,689	281,048,383	286,106,781	290,573,142
Natural Resources/ Environment	Expenditures	148,008,509	147,938,472	147,868,469	147,798,498	147,728,561
	Lower Prediction Interval for Expenditures	141,023,243	140,609,246	141,028,018	139,716,384	138,843,130
	Upper Prediction Interval for Expenditures	154,993,775	155,267,699	154,708,919	155,880,613	156,613,992
Public Finance	Expenditures	268,678,101	286,133,885	304,723,757	324,521,397	345,605,272
	Lower Prediction Interval for Expenditures	240,545,320	253,143,814	267,373,450	276,722,118	287,660,196
	Upper Prediction Interval for Expenditures	296,810,882	319,123,956	342,074,064	372,320,675	403,550,348
Transportation	Expenditures	268,059,524	268,179,881	268,300,292	268,420,758	268,541,277
	Lower Prediction Interval for Expenditures	248,032,185	247,053,448	249,368,603	246,759,923	245,516,050
	Upper Prediction Interval for Expenditures	288,086,863	289,306,315	287,231,982	290,081,592	291,566,504

# State and Local Government— Five-Year Solicitation Overall Trend With Seasonality

Solicitations by Quarter with Seasonality & Projection



<b>Forecast Indicator</b>		<b>2011 Q1</b>	<b>2011 Q2</b>	<b>2011 Q3</b>	<b>2011 Q4</b>	<b>2012 Q1</b>	<b>2012 Q2</b>	<b>2012 Q3</b>	<b>2012 Q4</b>
Actual	Total Bids	50,267	54,799	46,707	40,925	50,669	50,528	33,334	34,659
Estimate	Lower Prediction Interval for Total Bids								
Estimate	Total Bids								
Estimate	Upper Prediction Interval for Total Bids								

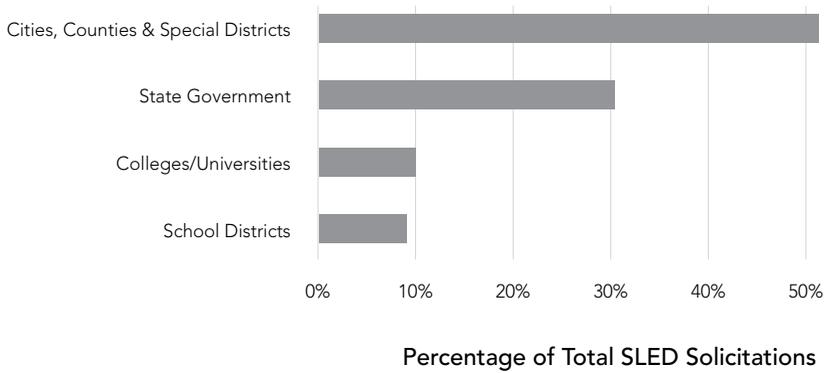
<b>Forecast Indicator</b>		<b>2013 Q1</b>	<b>2013 Q2</b>	<b>2013 Q3</b>	<b>2013 Q4</b>	<b>2014 Q1</b>	<b>2014 Q2</b>	<b>2014 Q3</b>	<b>2014 Q4</b>
Actual	Total Bids	41,523	49,969	43,995	42,085	42,680	54,563	48,495	48,162
Estimate	Lower Prediction Interval for Total Bids								
Estimate	Total Bids								
Estimate	Upper Prediction Interval for Total Bids								

<b>Forecast Indicator</b>		<b>2015 Q1</b>	<b>2015 Q2</b>	<b>2015 Q3</b>	<b>2015 Q4</b>	<b>2016 Q1</b>	<b>2016 Q2</b>	<b>2016 Q3</b>	<b>2016 Q4</b>
Actual	Total Bids	60,184	64,622	52,206					
Estimate	Lower Prediction Interval for Total Bids				41,922	49,243	53,966	42,031	38,364
Estimate	Total Bids				49,955	58,224	63,805	52,658	50,055
Estimate	Upper Prediction Interval for Total Bids				57,988	67,206	73,644	63,285	61,746

<b>Forecast Indicator</b>		<b>2017 Q1</b>	<b>2017 Q2</b>	<b>2017 Q3</b>
Actual	Total Bids			
Estimate	Lower Prediction Interval for Total Bids	45,963	50,907	39,154
Estimate	Total Bids	58,325	63,905	52,758
Estimate	Upper Prediction Interval for Total Bids	70,686	76,903	66,363

# State and Local Government— 2015 Solicitations by Government Type

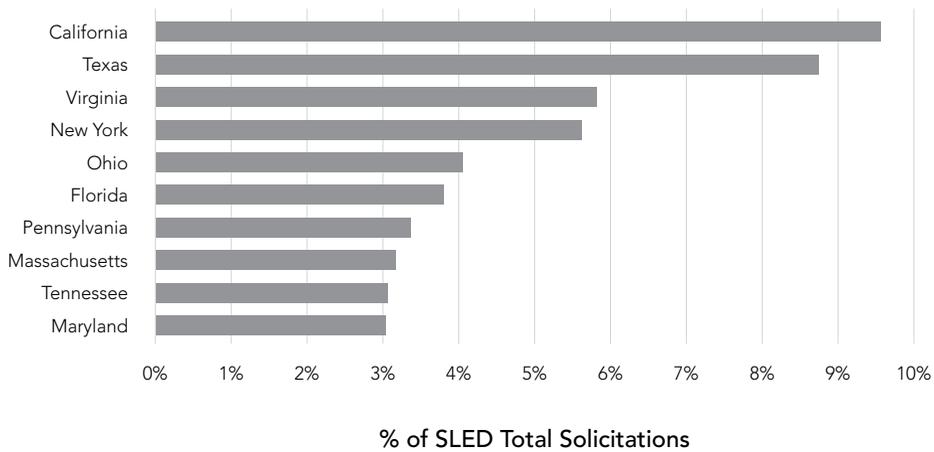
Total SLED Solicitations by Government Type (2015)



	<b>Percentage of Total Solicitations</b>	<b>Number of Solicitations</b>
Cities, Counties, and Special Districts	50.86%	121,990
State Government	30.01%	71,977
Colleges/Universities	10.09%	24,204
School Districts	9.03%	21,663

# State and Local Government— 2015 Solicitations by State

Total SLED Expenditures by Top 10 States (2015 Estimated)

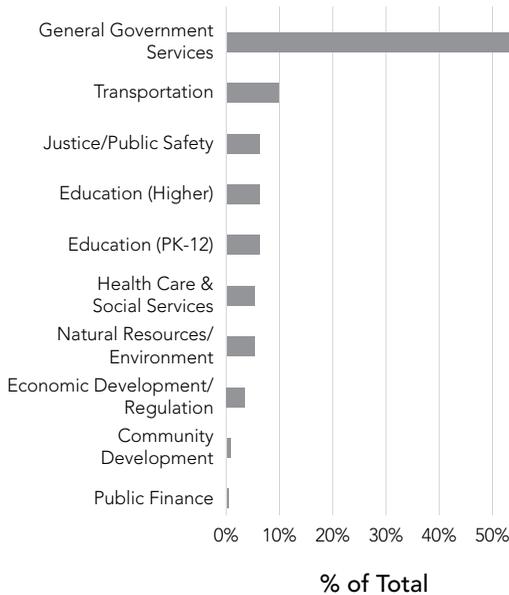


	<b>Percentage of Total Solicitations</b>	<b>Number of Solicitations</b>
CALIFORNIA	9.56%	22,933
TEXAS	8.74%	20,973
VIRGINIA	5.81%	13,927
NEW YORK	5.59%	13,410
OHIO	4.04%	9,700
FLORIDA	3.80%	9,112
PENNSYLVANIA	3.35%	8,038
MASSACHUSETTS	3.16%	7,586
TENNESSEE	3.03%	7,276
MARYLAND	3.02%	7,250
GEORGIA	3.00%	7,193
NORTH CAROLINA	2.93%	7,019
NEW JERSEY	2.65%	6,359
WASHINGTON	2.57%	6,177
MICHIGAN	2.54%	6,100
ILLINOIS	2.27%	5,440
SOUTH CAROLINA	1.92%	4,613
COLORADO	1.84%	4,413
LOUISIANA	1.72%	4,121

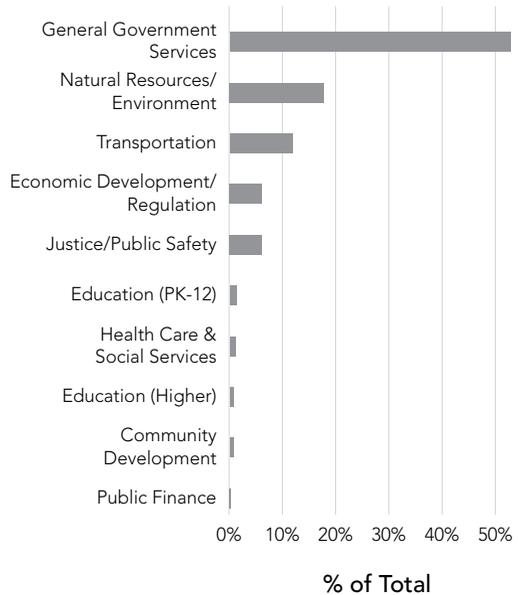
	<b>Percentage of Total Solicitations</b>	<b>Number of Solicitations</b>
MISSOURI	1.70%	4,079
CONNECTICUT	1.67%	3,996
MINNESOTA	1.60%	3,835
OREGON	1.59%	3,809
IOWA	1.42%	3,410
ARIZONA	1.31%	3,141
WISCONSIN	1.28%	3,081
ALABAMA	1.25%	2,992
UTAH	1.24%	2,967
KENTUCKY	1.18%	2,823
HAWAII	1.13%	2,706
MISSISSIPPI	1.13%	2,706
RHODE ISLAND	0.96%	2,303
OKLAHOMA	0.91%	2,188
KANSAS	0.87%	2,091
ALASKA	0.83%	1,998
MAINE	0.81%	1,952
WEST VIRGINIA	0.77%	1,840
DISTRICT OF COLUMBIA	0.74%	1,780
NEW MEXICO	0.65%	1,548
ARKANSAS	0.64%	1,547
NEW HAMPSHIRE	0.59%	1,419
NEBRASKA	0.56%	1,344
IDAHO	0.51%	1,231
INDIANA	0.47%	1,122
VERMONT	0.45%	1,076
NORTH DAKOTA	0.43%	1,031
NEVADA	0.43%	1,030
DELAWARE	0.39%	936
MONTANA	0.35%	846
WYOMING	0.32%	767
SOUTH DAKOTA	0.25%	611
GUAM	0.02%	56
PUERTO RICO	0.00%	2

# State and Local Government— 2015 Solicitations by Vertical (2015 and Beyond: Pre-Solicitation Leads by Vertical)

**Total SLED Solicitations  
by Vertical (2015)**



**Total SLED Pre-Solicitation Leads  
(Potential Solicitations)  
by Vertical 2016-2028**

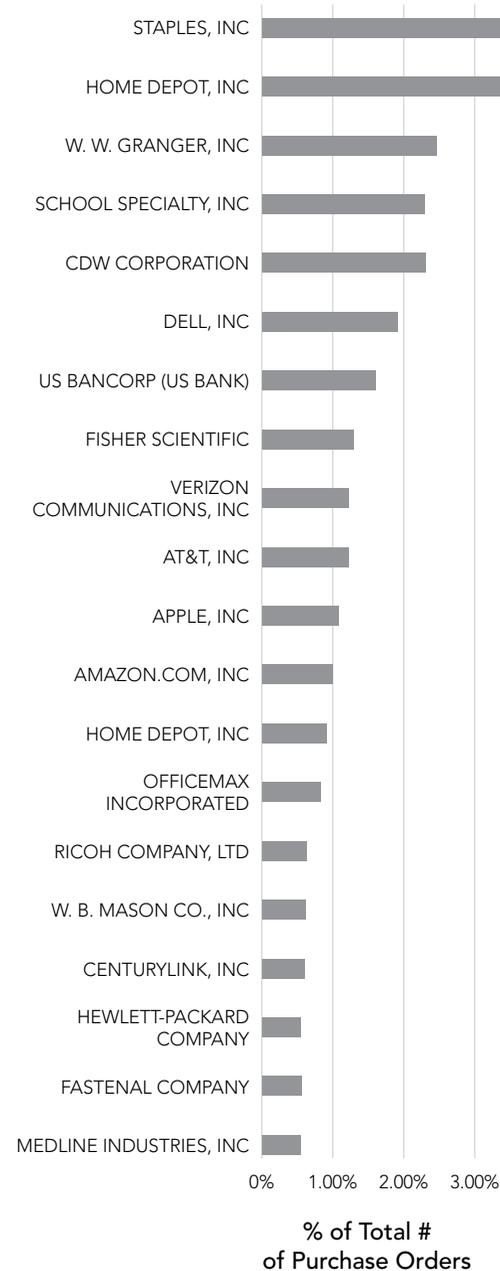


2015 Solicitations	
General Government Services	55.20%
Transportation	10.00%
Justice/Public Safety	6.40%
Education (Higher)	6.40%
Education (Primary/Secondary)	6.00%
Health Care & Social Services	5.60%
Natural Resources/Environment	5.50%
Economic Development/Regulation	3.60%
Community Development	0.90%
Public Finance	0.40%

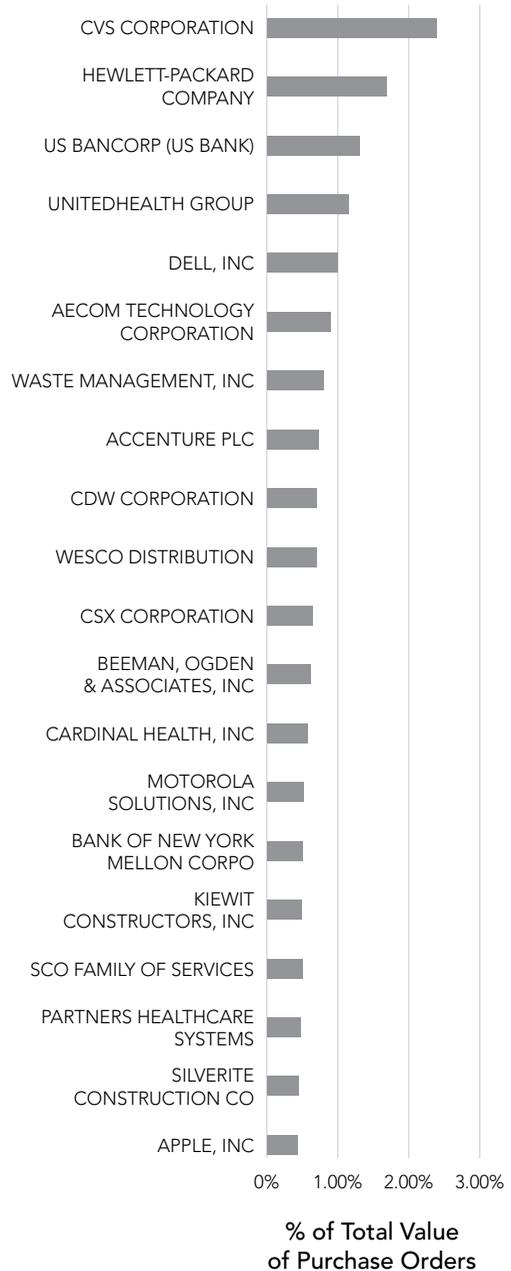
2016 & Beyond Pre-Solicitations	
General Government Services	52.63%
Natural Resources/Environment	17.90%
Transportation	12.10%
Economic Development/Regulation	6.53%
Justice/Public Safety	6.05%
Education (Primary/Secondary)	1.56%
Health Care & Social Services	1.26%
Education (Higher)	1.13%
Community Development	0.69%
Public Finance	0.14%

# State and Local Government— Top 20 Vendors by Number and Value of Purchase Orders for 2015

**Top SLED Vendors by # of Purchase Orders (2015)**



**Top SLED Vendors by Value of Purchase Orders (2015)**

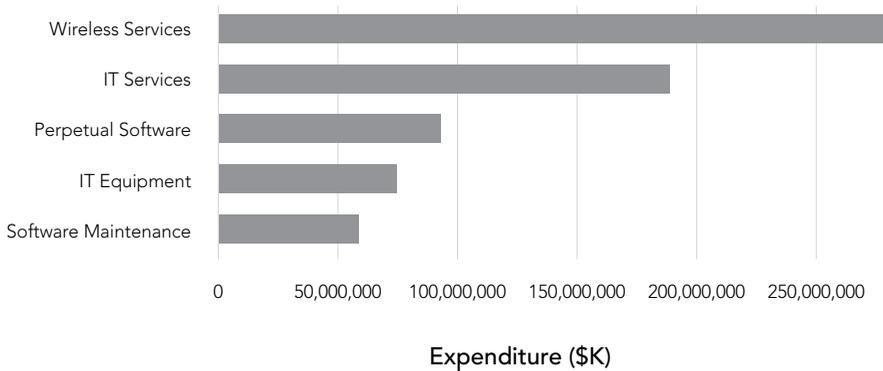


<b>Vendor Name</b>	<b>Percentage Total by Value of Purchase Orders</b>
CVS CORPORATION	2.39%
HEWLETT-PACKARD COMPANY	1.66%
US BANCORP (US BANK)	1.30%
UNITEDHEALTH GROUP	1.14%
DELL INC	0.99%
AECOM TECHNOLOGY CORPORATION	0.90%
WASTE MANAGEMENT, INC	0.77%
ACCENTURE PLC	0.72%
CDW CORPORATION	0.70%
WESCO DISTRIBUTION	0.66%
CSX CORPORATION	0.65%
BEEMAN, OGDEN & ASSOCIATES INC	0.62%
CARDINAL HEALTH, INC.	0.55%
MOTOROLA SOLUTIONS, INC	0.53%
BANK OF NEW YORK MELLON CORPORATION	0.51%
KIEWIT CONSTRUCTORS INC.	0.49%
SCO FAMILY OF SERVICES	0.49%
PARTNERS HEALTHCARE SYSTEMS	0.48%
SILVERITE CONSTRUCTION CO.	0.44%
APPLE, INC	0.42%

<b>Vendor Name</b>	<b>% of Total by # of Purchase Orders</b>
STAPLES, INC.	4.04%
OFFICE DEPOT INC	3.65%
W. W. GRAINGER, INC.	2.38%
SCHOOL SPECIALTY, INC.	2.25%
CDW CORPORATION	2.24%
DELL INC	1.88%
US BANCORP (US BANK)	1.57%
FISHER SCIENTIFIC	1.26%
VERIZON COMMUNICATIONS INC	1.22%
AT&T, INC.	1.20%
APPLE, INC	1.08%
AMAZON.COM, INC	0.98%
HOME DEPOT INC, THE	0.90%
OFFICEMAX INCORPORATED	0.85%
RICOH COMPANY, LTD	0.64%
W. B. MASON CO., INC.	0.61%
CENTURYLINK, INC.	0.58%
HEWLETT-PACKARD COMPANY	0.57%
FASTENAL COMPANY	0.57%
MEDLINE INDUSTRIES, INC.	0.54%

# State and Local Government— GSA Schedule 70 Distribution for 2015 (By SIN)

Total SLED Purchasing from Federal GSA Schedule 70 by SIN (2015)



GSA SIN	Date	Expenditure
Wireless Services	7/1/2008	130949965
Wireless Services	7/1/2009	164310638
Wireless Services	7/1/2010	188415385
Wireless Services	7/1/2011	205835592
Wireless Services	7/1/2012	224617358
Wireless Services	7/1/2013	262459270
Wireless Services	7/1/2014	269490561
Wireless Services	7/1/2015	281280156
IT Services	7/1/2008	59123299
IT Services	7/1/2009	92998123
IT Services	7/1/2010	73154670
IT Services	7/1/2011	135897641
IT Services	7/1/2012	130732682
IT Services	7/1/2013	227546257
IT Services	7/1/2014	176044964
IT Services	7/1/2015	188176776

<b>GSA SIN</b>	<b>Date</b>	<b>Expenditure</b>
Perpetual Software	7/1/2008	86752854
Perpetual Software	7/1/2009	94988927
Perpetual Software	7/1/2010	97367128
Perpetual Software	7/1/2011	121494367
Perpetual Software	7/1/2012	105045997
Perpetual Software	7/1/2013	93491094
Perpetual Software	7/1/2014	100563057
Perpetual Software	7/1/2015	91709942
IT Equipment	7/1/2008	64037209
IT Equipment	7/1/2009	52110209
IT Equipment	7/1/2010	46705225
IT Equipment	7/1/2011	46072392
IT Equipment	7/1/2012	51794081
IT Equipment	7/1/2013	66395403
IT Equipment	7/1/2014	69958831
IT Equipment	7/1/2015	74047893
Software Maintenance	7/1/2008	80173252
Software Maintenance	7/1/2009	91450937
Software Maintenance	7/1/2010	96504067
Software Maintenance	7/1/2011	131776651
Software Maintenance	7/1/2012	56542896
Software Maintenance	7/1/2013	60653036
Software Maintenance	7/1/2014	65500474
Software Maintenance	7/1/2015	58177872



