2021

Common Sense

THE COALITION
for Government Procurement

MARKET REPORT

The State of the Federal Market

ACRONYM LIST

AAS Assisted Acquisition Services
BOP Bureau of Prisons
BPA Blanket Purchase Agreement
CDC Centers for Disease Control and Prevention
CMS Centers for Medicare and Medicaid Services
CPI Consumer Price Index
DHA Defense Health Agency
DHS Department of Homeland Security
DLA Defense Logistics Agency
DoC Department of Commerce
DoD Department of Defense
DoI Department of the Interior
DoJ Department of Justice
DoL Department of Labor
DoT Department of Transportation
EPA Environmental Protection Agency
FEMA Federal Emergency Management Agency
FEDSIM Federal Systems Integration and Management Center
FPDS Federal Procurement Data System
FSS Federal Supply Schedule
FY Fiscal Year
GAO Government Accountability Office
GDP Gross Domestic Product
GSA General Services Administration
GWAC Government-wide Acquisition Contract
HCaTS Human Capital and Training Solutions
HHS Department of Health and Human Services
HUD Department of Housing and Urban Development
IDIQ Indefinite Delivery/Indefinite Quantity
MA Multiple Award
MAS Multiple Award Schedule
MSPV Medical/Surgical Prime Vendor
NASA National Aeronautics and Space Administration
NIH National Institutes of Health
OASIS One Acquisition Solution for Integrated Services
OECD Organization for Economic Cooperation and Development
OLM Order Level Materials
PPV Pharmaceutical Prime Vendor
PSS Professional Services Schedule
SA Single Award
SEWP Solutions for Enterprise-wide Procurement
SBA Small Business Administration
SSQ Schedule Sales Query
USAID United States Agency for International Development
USDA Department of Agriculture
VA Department of Veterans Affairs
VISN Veterans Integrated Services Network

June 2022

Members,

The Coalition for Government Procurement consistently looks for ways to best serve our members and advocate for common sense in Government procurement. We are thrilled to provide our members with the 2021 Market Report – a popular members-only resource that takes a deep dive in the Federal marketplace.

We believe that this publication is an essential benefit of Coalition membership, and we encourage members to share your thoughts on future topics for this report!

Without the dedication and support of our member companies, publications such as this one would not be possible.

Sincerely,

Roger Waldron
President

Bill Gormley
Chairman

EXECUTIVE SUMMARY

In 2021, the Federal Government spent more than $631 billion on contracts, a decrease from the previous year. The Government also spent more than $39 billion through the GSA Schedule program, which according to GSA makes the Schedule the largest purchasing program in the world.

HERE ARE SOME OF THE SIGNIFICANT DEVELOPMENTS FROM 2021.

- For the fourth consecutive year, IDIQ contracts account for about half of Federal contract spending. Despite preferences for multiple award contracts like the GWACs and the Schedule, single award, agency-specific IDIQs are still more prevalent than their multiple-award counterparts.
- Spending through the Schedule program increased in 2021, reaching nearly $40 billion in spending. Services accounted for almost 75 percent of Schedule spending.
- In 2021, spending on the GWACs slightly decreased by less than one percent. Notably, this is the first year since 2007 that spending on GWACs has decreased. However, the GWAC market share increased to 3.47 percent.
- There was a total of $53 billion in pandemic-related contract spending in 2021.
- BPA spending continued to increase in 2021. BPAs accounted for over 50 percent of spending on the Schedule.
- Significant increases in Federal healthcare spending continued in 2021, growing 20 percent and climbing to 13 percent of all contract obligations.

NOTES ON THE ANALYSIS

All years are Government Fiscal Years (FY) unless otherwise noted.

- Analysis of the GWACs, includes all GWACs from GSA, NASA, and NIH.
- There are two main sources of data – Contract data from SAM.gov (formerly Federal Procurement Data System or FPDS) and GSA Schedule Sales Query Plus (SSQ+). SAM tracks obligations and data are collected by the Government through contract writing systems and manual entry by agency contracting personnel. SSQ+ tracks spending and is reported by vendors and tied to the Industrial Funding Fee and Transactional Data Reporting. Because of the differences, the two systems will have differences in output. In this analysis, SSQ+ is used, unless data elements are only available through SAM.
- Analyses that take place over multiple years have been adjusted for inflation, using the Consumer Price Index (CPI) calculated by the Bureau of Labor Statistics for October 2021.
- Data sets are available upon request. Please contact Michael Hanafin at MHanafin@thecgp.org

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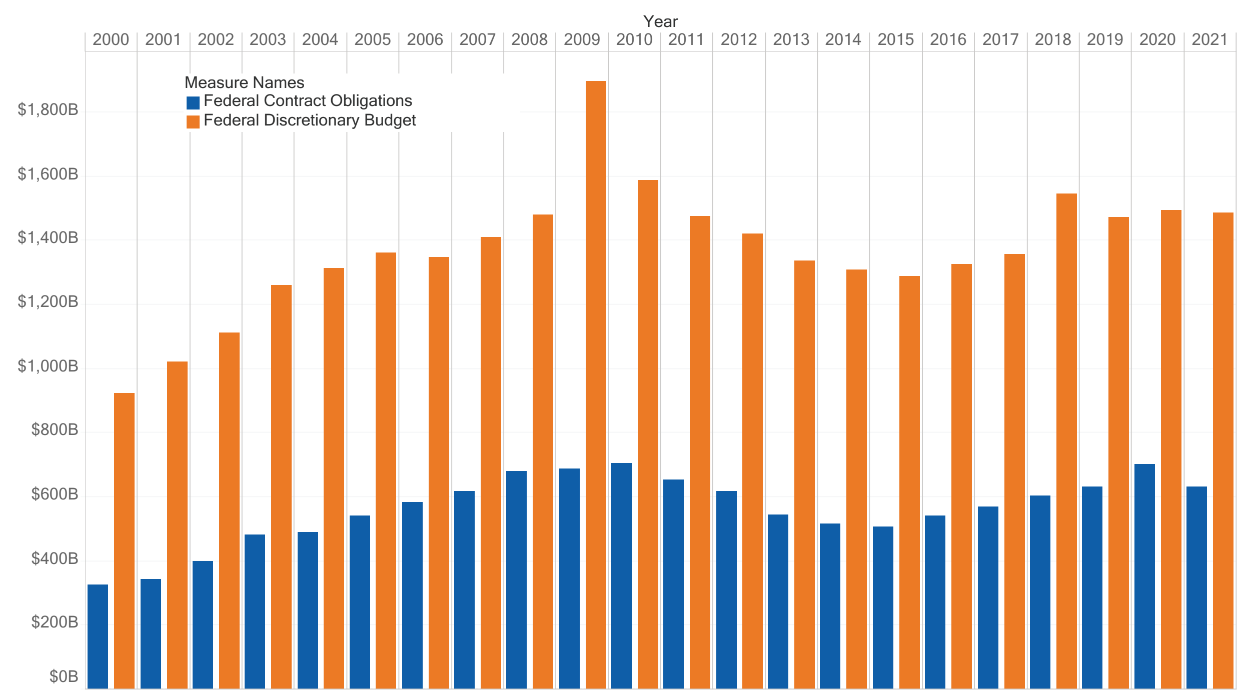
THE BIG PICTURE

FEDERAL CONTRACT OBLIGATIONS



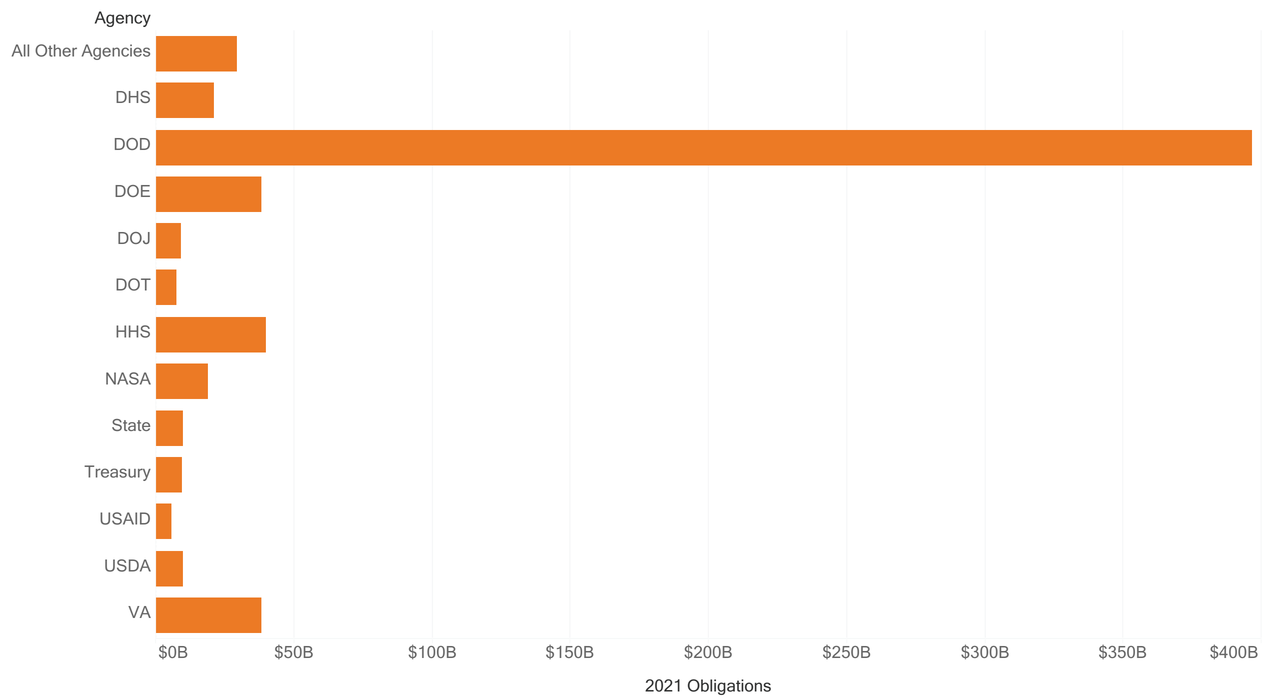
OBSERVATIONS

- This graph shows total Federal contract obligations (adjusted for inflation) and the total value of the Discretionary Budget (also adjusted for inflation). The Discretionary Budget does not include spending on mandatory items such as Social Security, Medicare, and Medicaid.
- Total Federal contract spending decreased by 10 percent in 2021. This is the largest decrease in total Federal contract spending since 2013. The percentage of the Federal Discretionary Budget spent on contracts also decreased in 2021.
- Federal contracting accounted for 2.75 percent of US GDP in 2021. GDP is the measure of size of output in an economy. In other words, Federal Government contracting accounted for about 3 percent of the US economy in 2021.

Source: System for Award Management, Bureau of Economic Analysis, Bureau of Labor Statistics CPI, President's Budgets

Year	Inflation-Adjusted Federal Contract Obligations	Growth	Inflation-Adjusted Federal Discretionary Budget	Growth	Percent of Budget to Contracting
2000	$326,533,568,268	5.69%	$922,812,319,401	-2.92%	35.38%
2001	$343,200,073,185	5.10%	$1,021,270,130,118	10.67%	33.61%
2002	$400,369,377,668	16.66%	$1,113,577,358,011	9.04%	35.95%
2003	$481,218,170,865	20.19%	$1,258,164,583,585	12.98%	38.25%
2004	$490,000,079,130	1.82%	$1,312,259,171,880	4.30%	37.34%
2005	$539,700,099,530	10.14%	$1,362,586,630,986	3.84%	39.61%
2006	$582,604,891,915	7.95%	$1,347,477,235,781	-1.11%	43.24%
2007	$617,867,373,736	6.05%	$1,410,794,657,681	4.70%	43.80%
2008	$679,115,111,292	9.91%	$1,479,041,986,260	4.84%	45.92%
2009	$686,616,845,032	1.10%	$1,895,081,003,755	28.13%	36.23%
2010	$704,494,962,063	2.60%	$1,587,628,507,409	-16.22%	44.37%
2011	$652,613,234,127	-7.36%	$1,475,850,885,896	-7.04%	44.22%
2012	$617,340,857,811	-5.40%	$1,419,678,450,349	-3.81%	43.48%
2013	$542,900,505,891	-12.06%	$1,335,790,554,348	-5.91%	40.64%
2014	$514,231,026,117	-5.28%	$1,306,487,071,306	-2.19%	39.36%
2015	$507,463,944,015	-1.32%	$1,287,327,739,940	-1.47%	39.42%
2016	$539,987,108,089	6.41%	$1,325,611,244,263	2.97%	40.73%
2017	$567,526,069,153	5.10%	$1,355,871,745,206	2.28%	41.86%
2018	$603,502,919,576	6.34%	$1,546,101,129,342	14.03%	39.03%
2019	$630,422,696,943	4.46%	$1,470,637,875,712	-4.88%	42.87%
2020	$701,356,536,620	11.25%	$1,494,033,609,536	1.59%	46.94%
2021	$631,984,191,306.74	-10%	$1,485,000,000,000	-0.60%	42.56%

FEDERAL CONTRACT OBLIGATIONS BY AGENCY



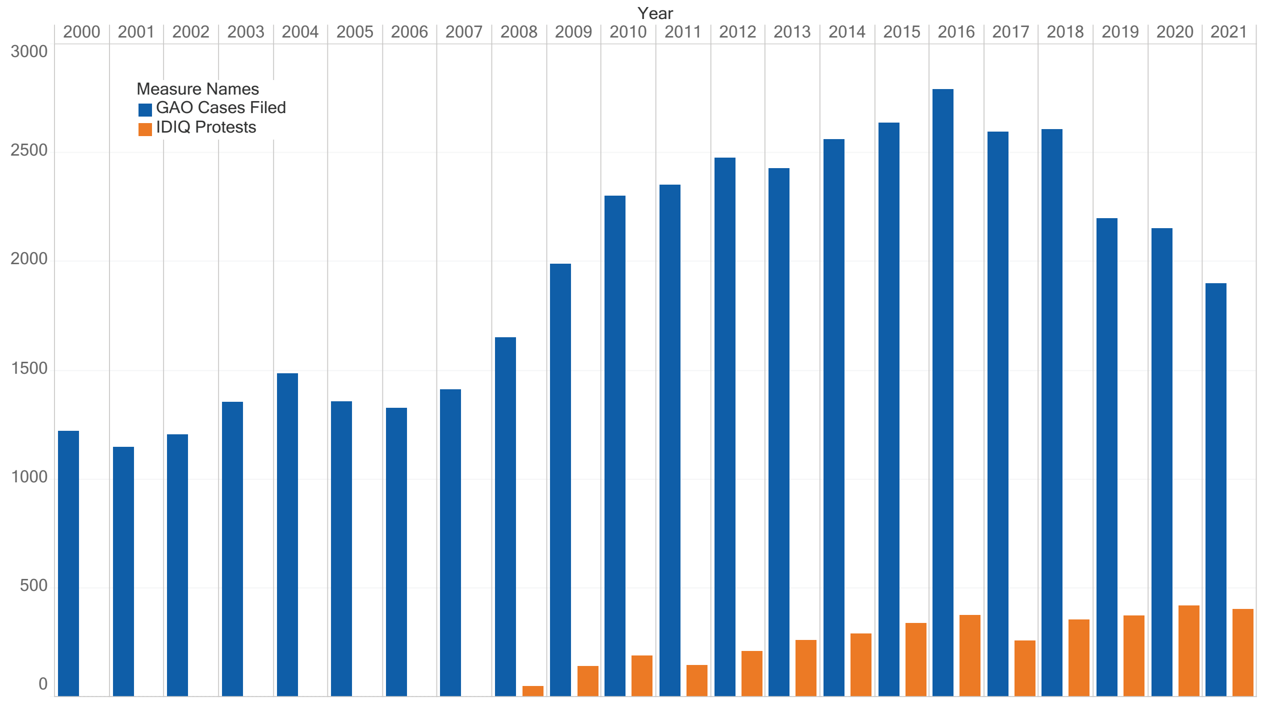
OBSERVATIONS

- In 2021, DoD was the largest source of contracting spending, accounting for 63 percent of all Government contract spending.
- Treasury saw the largest growth in contract spending, increasing over 40 percent in 2021.
- Due to their complex missions, NASA and Energy spend about 80 percent of their budgets through contracts for goods and services like satellites, the operation of National Labs, and research and development.
- The table provides spending information for the Army, Navy, Air Force, and DLA, in addition to the topline DoD spending, to give readers a deeper understanding of the market. The spending for DoD includes the spending from the military services and other DoD agencies.

Source: System for Award Management, President's Budget

Agency	2021 Obligations	Percent of Budget to Contracting	Growth
Defense, Department of	$396,605,833,723.52	56.36%	-8.11%
Navy, Department of	$117,313,762,582.24		-24.55%
Army, Department of	$106,970,693,164.47		4.37%
Air Force, Department of	$84,013,850,600.32		0.07%
Defense Logistics Agency	$35,501,791,316.01		-0.29%
Health and Human Services, Department of	$40,037,906,171.67	36.94%	-2.83%
Veterans Affairs, Department of	$38,308,463,510.80	36.62%	3.46%
Energy, Department of	$38,289,644,163.74	91.60%	7.48%
Homeland Security, Department of	$21,063,861,626.20	38.37%	-1.95%
National Aeronautics and Space Administration	$18,982,038,373.40	81.47%	2.53%
State, Department of	$9,892,481,895.92	27.35%	4.53%
Agriculture, Department of	$9,739,833,591.64	40.75%	-7.85%
Treasury, Department of	$9,454,851,143.91	70.04%	45.36%
Justice, Department of	$9,226,612,868.75	27.54%	11.15%
Transportation, Department of	$7,530,394,339.42	33.62%	1.52%
Agency for International Development	$5,599,118,494.82	27.35%	-9.79%
All Other Agencies	$29,461,575,240.65		
Total	**$631,984,191,306.74**		

GAO AND COFC BID PROTESTS



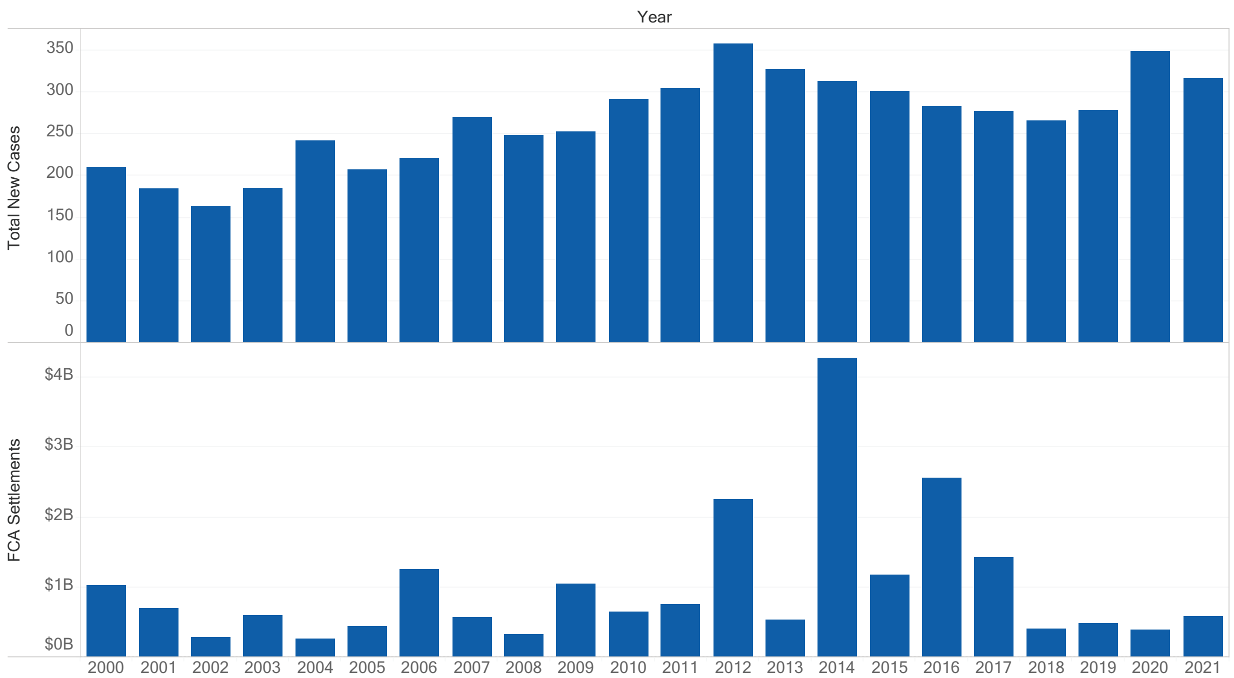
OBSERVATIONS

- The graph shows the total number of cases filed with GAO during each fiscal year. The "effectiveness rate," a measure developed by GAO, shows the number of cases where the protest was sustained, or the agency assumed voluntary corrective action. The "IDIQ Protests" measure shows the number of protests that were attributed to GAO's authority to hear protests of task/delivery orders, which was first authorized in 2008. The "percent of contract actions protested" measure shows the total number of protests filed as a percentage of the total number of contract actions in a fiscal year. The "COFC protests" measure shows the number of contracts cases filed with the Court of Federal Claims in a fiscal year. The 2021 data has not yet been released.
- The total number of bid protests declined in 2021 by 11.7 percent. The effectiveness rate for GAO protests also decreased to 48 percent.
- IDIQ protests at GAO decreased by 11.8. IDIQ protests accounted for 21 percent of all GAO protests in 2020.
- The percentage of contract actions protested in 2021 decreased to 0.030 percent, which is lower than any of the past 21 fiscal years. The year with the highest percentage of protest actions (not shown in the table) was 1995 at 0.47 percent.

Source: System for Award Management, GAO Annual Report to Congress, Court of Federal Claims Statistics

Year	GAO Cases Filed	Effectiveness Rate	IDIQ Protests	Percent Actions	COFC Protests
2000	1220			0.205%	N/A
2001	1146	33%		0.178%	N/A
2002	1204	33%		0.145%	N/A
2003	1352	33%		0.114%	N/A
2004	1485	34%		0.074%	N/A
2005	1356	37%		0.046%	N/A
2006	1326	39%		0.035%	N/A
2007	1411	38%		0.034%	N/A
2008	1652	42%	49	0.037%	N/A
2009	1989	45%	139	0.057%	N/A
2010	2299	42%	189	0.065%	N/A
2011	2353	42%	147	0.069%	N/A
2012	2475	42%	209	0.079%	243
2013	2429	43%	259	0.097%	597
2014	2561	43%	292	0.101%	228
2015	2639	45%	335	0.060%	252
2016	2789	46%	375	0.058%	269
2017	2596	47%	256	0.053%	276
2018	2607	44%	356	0.046%	316
2019	2198	44%	373	0.034%	269
2020	2149	51%	417	0.034%	232
2021	1897	48%	401	0.030%	N/A

FALSE CLAIMS ACT CASES



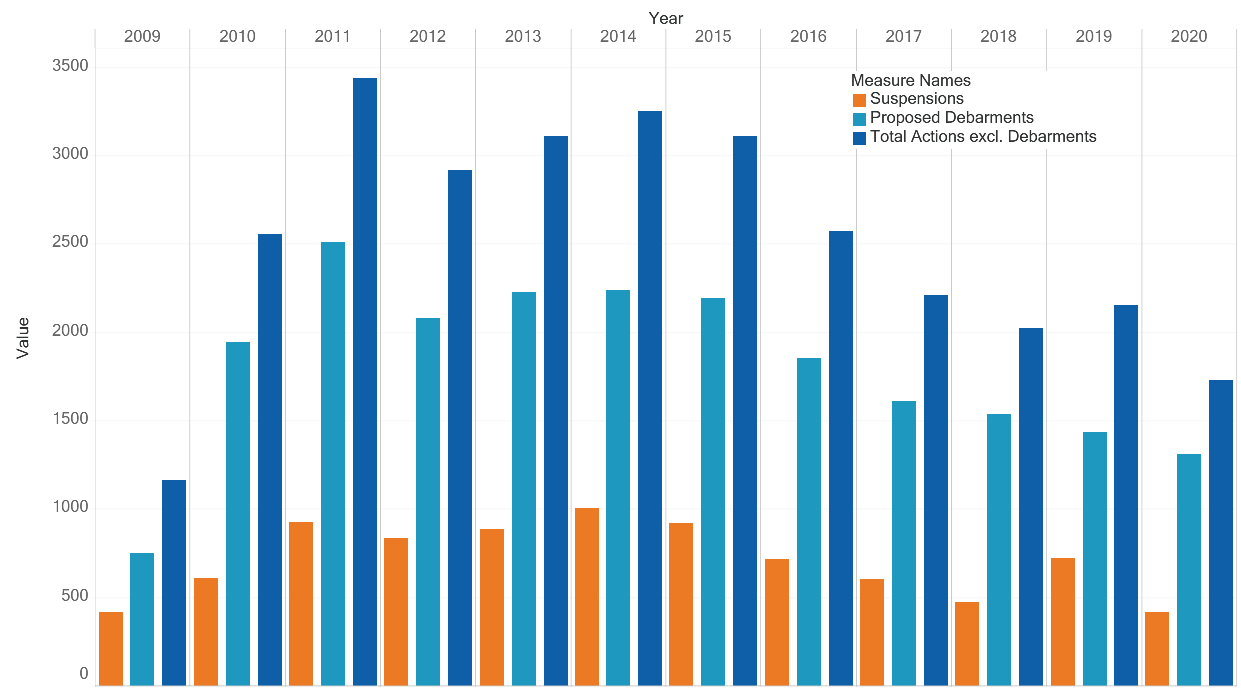
OBSERVATIONS

- This graph shows the number of new False Claims Act (FCA) cases (both Qui Tam and non-Qui Tam) in a given fiscal year, and the value of FCA settlements. These data exclude FCA cases related to the Department of Health and Human Services, which include Medicare and Medicaid fraud and are not as relevant to Government contractors.
- The number of Qui Tam cases almost always exceeds the number of non-Qui Tam cases. The total number of new FCA cases (and the number of Qui Tam cases) decreased in 2021.
- The average size of FCA settlements is about $966 million per year, and the value of annual settlements has fallen below the average for the period of 2018 through 2021. The decline in FCA settlements could be attributed to new legal interpretations of the FCA (such as Escobar) and new policies at DoJ.
- Total settlements increased about 49 percent from 2020 to 2021.
- The relator's share of FCA settlements decreased about 20 percent in 2021.

Source: Department of Justice, Fraud Statistics Overview

Year	New Qui Tam Cases	New Non-Qui Tam	Total New Cases	Inflation-Adjusted Settlements	Growth of Settlements	Inflation-Adjusted Relator Share
2000	151	59	210	$1,019,481,918	165.82%	$108,348,933
2001	133	51	184	$702,323,428	-31.11%	$108,818,592
2002	125	39	164	$284,699,334	-59.46%	$17,706,858
2003	119	66	185	$594,559,007	108.84%	$79,868,449
2004	159	83	242	$253,810,873	-57.31%	$21,758,464
2005	136	71	207	$435,051,966	71.41%	$65,849,363
2006	169	52	221	$1,260,570,912	189.75%	$79,173,776
2007	166	104	270	$565,323,074	-55.15%	$50,932,967
2008	148	100	248	$317,423,102	-43.85%	$21,900,023
2009	154	98	252	$1,053,845,827	232.00%	$120,902,354
2010	191	101	292	$642,522,917	-39.03%	$88,988,779
2011	217	87	304	$752,406,908	17.10%	$124,846,067
2012	238	120	358	$2,250,468,652	199.10%	$186,859,274
2013	253	74	327	$528,484,565	-76.52%	$70,027,663
2014	245	68	313	$4,278,043,384	709.49%	$366,500,418
2015	213	88	301	$1,179,776,242	-72.42%	$89,065,771
2016	204	79	283	$2,557,736,147	116.80%	$79,007,828
2017	186	91	277	$1,423,642,706	-44.34%	$133,461,281
2018	201	64	265	$400,211,029	-71.89%	$38,467,257
2019	188	91	279	$479,627,151	19.84%	$29,657,405
2020	216	133	349	$391,824,577	-18.31%	$50,278,238
2021	210	106	316	$583,574,392	48.94%	$40,366,661

SUSPENSION AND DEBARMENT



OBSERVATIONS

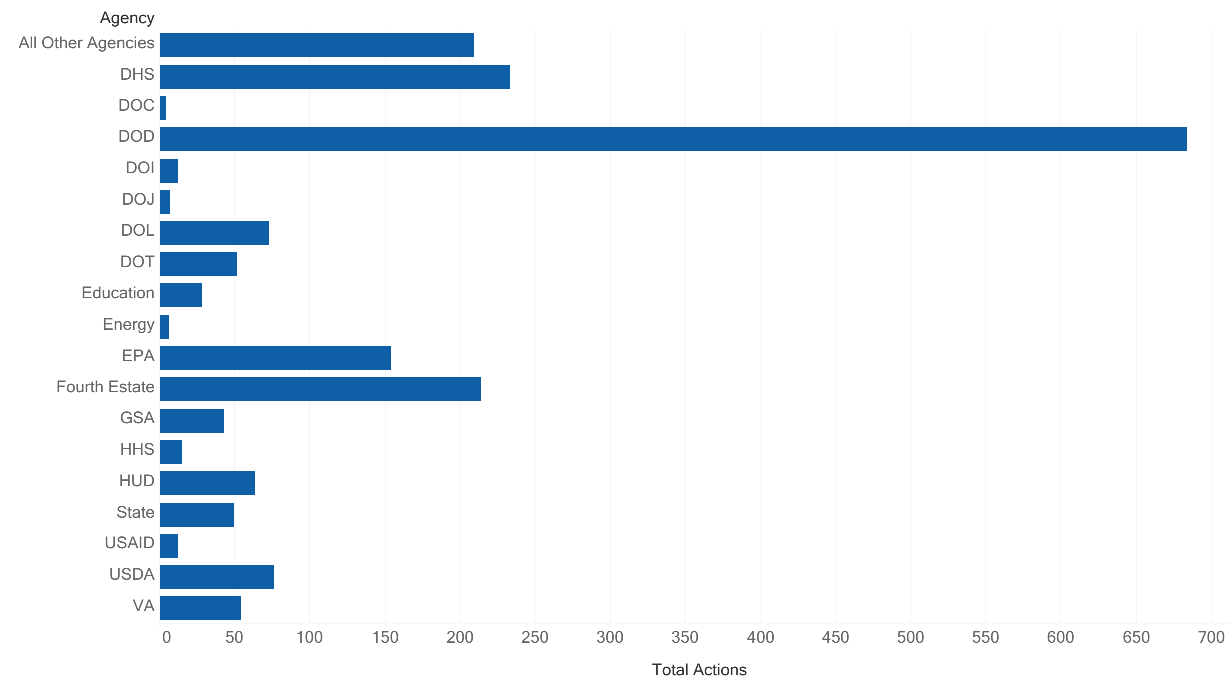
- This data is released annually by the Interagency Suspension and Debarment Committee (ISDC). The measure "Total actions" is the sum of suspensions and proposed debarments. Debarments are excluded from total actions to prevent double counting.
- Data is not available before 2009, and 2020 data was released in the Spring of 2022. 2021 data should be released next year.
- The total actions decreased in 2020 by nearly 20 percent.
- The ISDC attributed the decrease in suspensions and proposed debarments in 2020 to delays in mail service, travel restrictions, and postponements in court proceedings as a result of the COVID-19 pandemic.

Source: Interagency Suspension and Debarment Committee Annual Reports to Congress

Year	Suspensions	Proposed Debarments	Debarments	Total Actions	Growth
2009	417	750	669	1,167	
2010	612	1,945	1,651	2,557	119.11%
2011	928	2,512	2,398	3,440	34.53%
2012	836	2,081	1,722	2,917	-15.20%
2013	887	2,229	1,696	3,116	6.82%
2014	1,009	2,241	1,929	3,250	4.30%
2015	918	2,196	1,876	3,114	-4.18%
2016	718	1,855	1,676	2,573	-17.37%
2017	604	1,613	1,423	2,217	-13.84%
2018	480	1,542	1,334	2,022	-8.80%
2019	722	1,437	1,199	2,159	6.78%
2020	415	1,317	1,256	1,732	-19.78%

CONTRACT COMPLIANCE

SUSPENSION AND DEBARMENT BY AGENCY



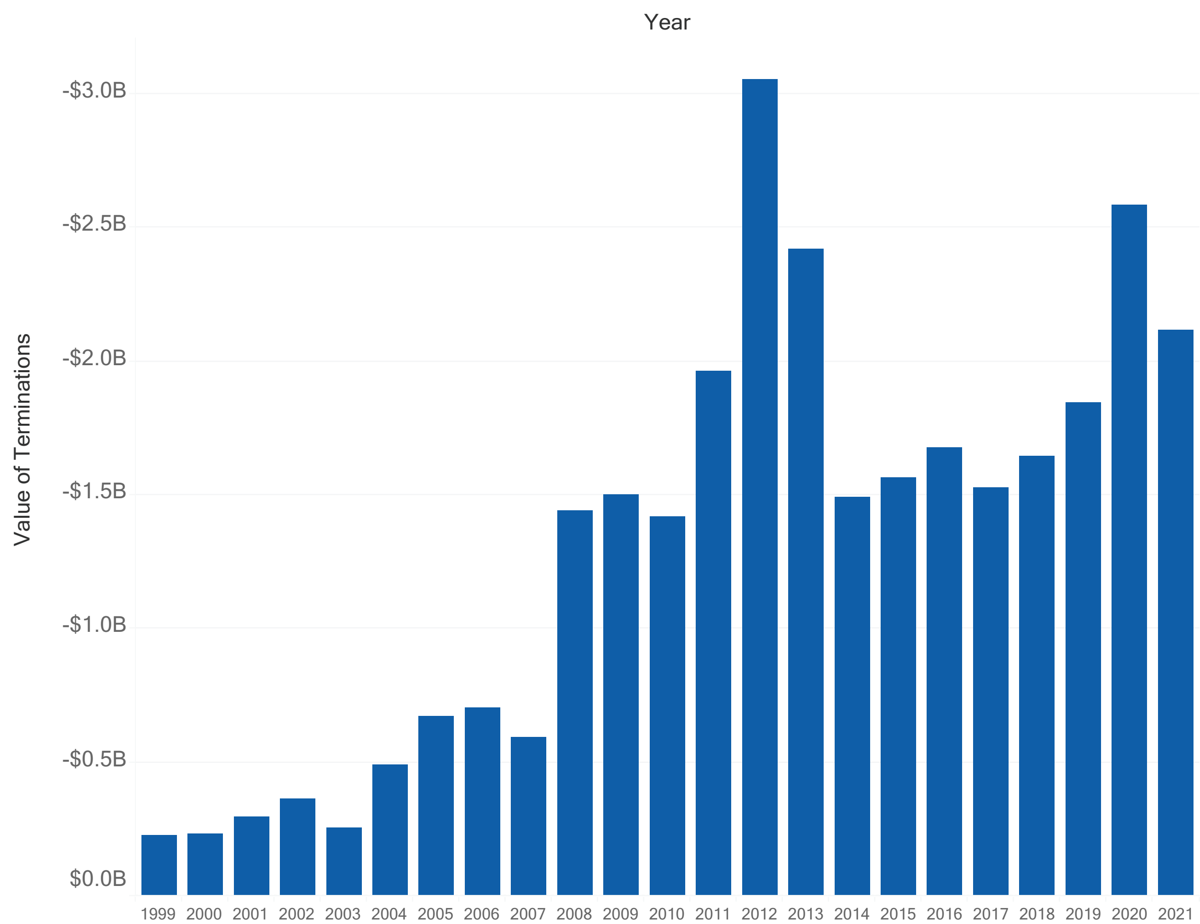
OBSERVATIONS

- The measure of total actions is again the sum of suspensions and proposed debarments. Debarments are excluded to prevent double counting.
- DoD accounted for approximately 40 percent of total actions.
- The ISDC reported that the governmentwide use of alternatives to suspension and debarment surpassed the average for the past 12 years in 2020.
- According to the ISDC, Fourth Estate refers to other DoD subcomponents, including, but not limited to, the Defense Logistics Agency, the Defense Health Agency, and the Defense Advanced Research Projects Agency.

Source: Interagency Suspension and Debarment Committee Annual Reports to Congress

Agency	Suspensions	Proposed Debarments	Debarments	Total Actions
Defense, Department of	137	547	484	684
Navy, Department of	58	167	142	225
Army, Department of	15	139	109	154
Air Force, Department of	34	57	55	91
Fourth Estate	30	184	178	214
Labor, Department of	9	64	92	73
Environmental Protection Agency	66	88	98	154
Homeland Security, Department of	2	231	215	233
General Services Administration	15	28	60	43
Housing and Urban Development, Department of	23	41	33	64
Transportation, Department of	26	26	18	52
State, Department of	15	35	39	50
Veterans Affairs, Department of	21	33	52	54
Agriculture, Department of	27	49	39	76
Education, Department of	7	21	14	28
Interior, Department of	3	9	17	12
All Other Agencies	64	145	95	209
Total	**415**	**1,317**	**1,256**	**1,732**

CONTRACT TERMINATIONS



OBSERVATIONS

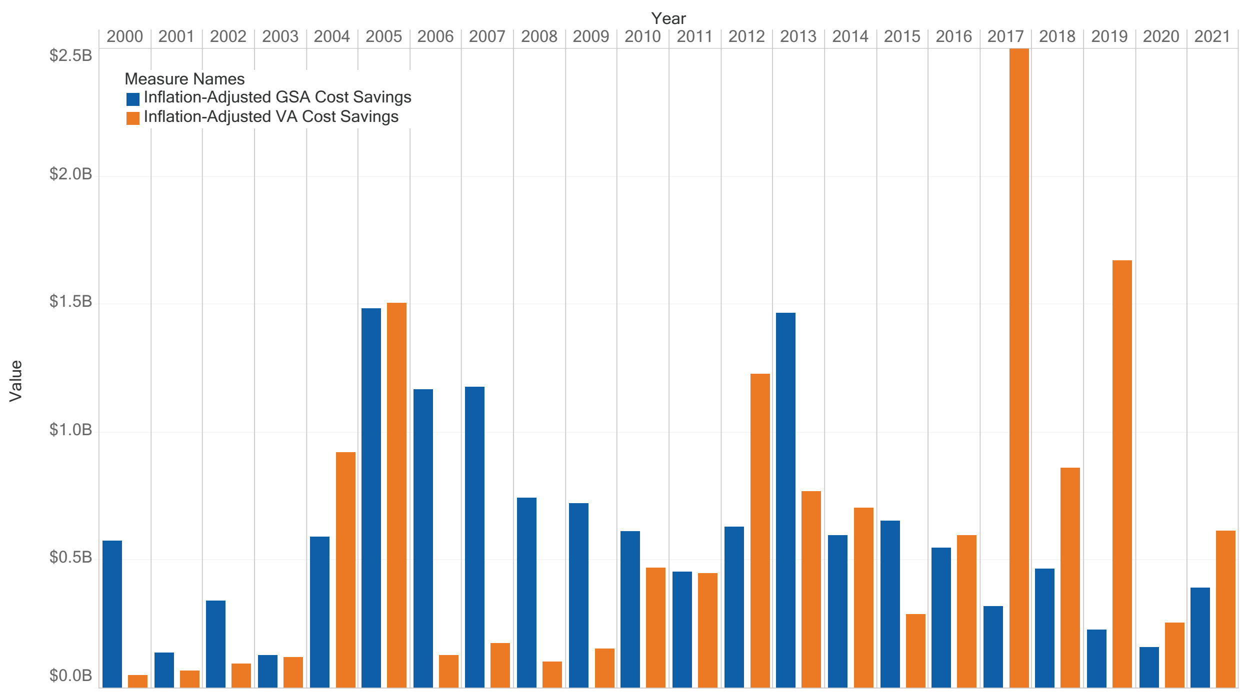
- This graph shows the value of "de-obligations" after the Government terminated contracts. The graph includes terminations for cause, convenience, and default. Terminations for cause were not regularly tracked until 2011.
- In 2021, 98 percent of terminations were terminations for convenience.
- The number of contract terminations and the related "de-obligations" increased significantly in 2020 with a more than 170 percent increase in the number of terminations. The increased activity could be connected to the COVID-19 pandemic. In 2021, the number of total terminations increased by about 4 percent, however, de-obligations decreased by 18 percent.

Source: System for Award Management

Year	Total Terminations	Inflation-Adjusted De-Obligations	Growth	Percent Convenience
2000	707	-$365,501,446	3.96%	84.16%
2001	999	-$453,539,212	24.09%	84.38%
2002	1,269	-$546,804,715	20.56%	88.97%
2003	2,012	-$376,192,800	-31.20%	91.25%
2004	6,803	-$708,148,072	88.24%	93.81%
2005	9,471	-$927,022,232	30.91%	91.99%
2006	16,462	-$946,566,349	2.11%	90.47%
2007	18,652	-$777,961,981	-17.81%	92.44%
2008	16,648	-$1,806,639,640	132.23%	93.90%
2009	16,388	-$1,905,246,383	5.46%	94.12%
2010	17,282	-$1,781,341,945	-6.50%	95.18%
2011	15,559	-$2,373,509,905	33.24%	94.26%
2012	18,220	-$3,620,937,353	52.56%	95.69%
2013	10,996	-$2,834,486,027	-21.72%	93.30%
2014	9,200	-$1,716,394,020	-39.45%	92.96%
2015	9,983	-$1,801,383,435	4.95%	92.58%
2016	11,523	-$1,906,465,534	5.83%	94.65%
2017	12,644	-$1,698,100,448	-10.93%	94.57%
2018	13,780	-$1,786,621,882	5.21%	95.40%
2019	17,962	-$1,969,422,021	10.23%	96.58%
2020	48,855	-$2,721,609,837	38.19%	98.70%
2021	50,586	-$2,115,649,010	-22.26%	98.51%

CONTRACT COMPLIANCE

PRE-AWARD SCHEDULE CONTRACT AUDITS



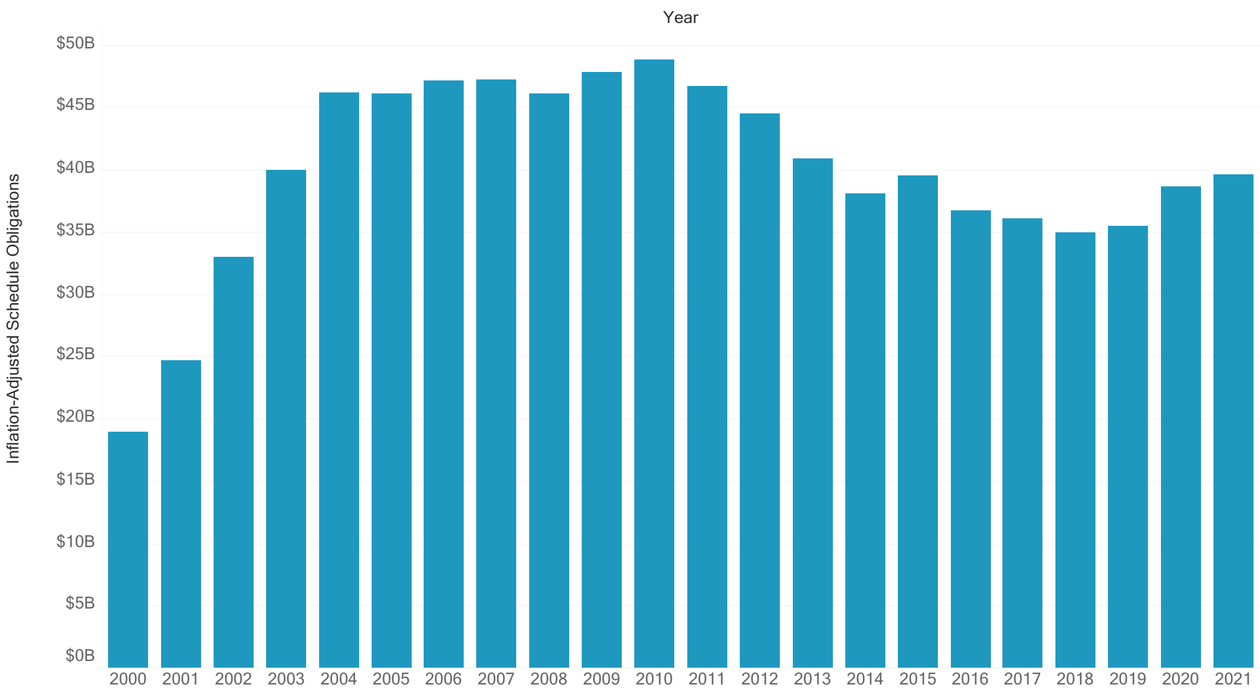
OBSERVATIONS

- The graph shows the results from Pre-Award Audits of the Schedule program conducted by the GSA and VA Offices of Inspector General. The graph shows the value of the OIGs' estimated cost savings for implementing recommendations from their pre-award audits.
- There is a significant outlier in 2017. The VA OIG conducted a single pre-award audit and determined estimated cost savings of more than $5 billion. This single audit is larger than combined cost savings for all VA OIG pre-award audits in the preceding 11 years. The graph above has been truncated to account for this outlier.
- Since 2011, the VA OIG has conducted more pre-award audits than the GSA OIG.
- Both GSA and VA cost savings increased by over 140 percent in 2021.
- The value of the cost savings can vary widely year to year, and there is no apparent trend.

Source: GSA OIG Semiannual Reports, VA OIG Semiannual Reports

Year	Number of GSA Audits	Inflation-Adjusted GSA Cost Savings	Growth	Number of VA Audits	Inflation-Adjusted VA Cost Savings	Growth
2000	109	$576,746,256	2.77%	19	$49,903,258	-8.60%
2001	90	$138,618,192	-75.97%	25	$67,231,335	34.72%
2002	76	$339,853,097	145.17%	27	$94,568,751	40.66%
2003	94	$128,930,146	-62.06%	66	$121,750,983	28.74%
2004	96	$589,665,332	357.35%	60	$920,433,555	656.00%
2005	99	$1,481,936,318	151.32%	27	$1,502,633,753	63.25%
2006	93	$1,165,952,761	-21.32%	36	$128,029,359	-91.48%
2007	91	$1,175,913,056	0.85%	43	$175,645,762	37.19%
2008	90	$741,930,491	-36.91%	46	$102,560,793	-41.61%
2009	115	$720,527,423	-2.88%	57	$154,575,550	50.72%
2010	74	$612,021,395	-15.06%	70	$470,161,757	204.16%
2011	87	$456,382,344	-25.43%	92	$447,936,458	-4.73%
2012	50	$629,328,399	37.89%	66	$1,226,534,016	173.82%
2013	62	$1,464,668,628	132.74%	83	$767,344,938	-37.44%
2014	46	$598,342,492	-59.15%	54	$702,395,675	-8.46%
2015	54	$652,574,548	9.06%	91	$288,668,491	-58.90%
2016	67	$547,082,255	-16.17%	78	$598,321,843	107.27%
2017	56	$320,062,877	-41.50%	95	$6,791,094,912	1035.02%
2018	48	$464,285,921	45.06%	107	$859,965,909	-87.34%
2019	43	$228,772,921	-50.73%	70	$1,672,083,865	94.44%
2020	52	$159,219,563	-30.40%	82	$255,044,644	-84.75%
2021	49	$391,900,000	146.14%	73	$615,000,000	141.13%

GSA SCHEDULE



OBSERVATIONS

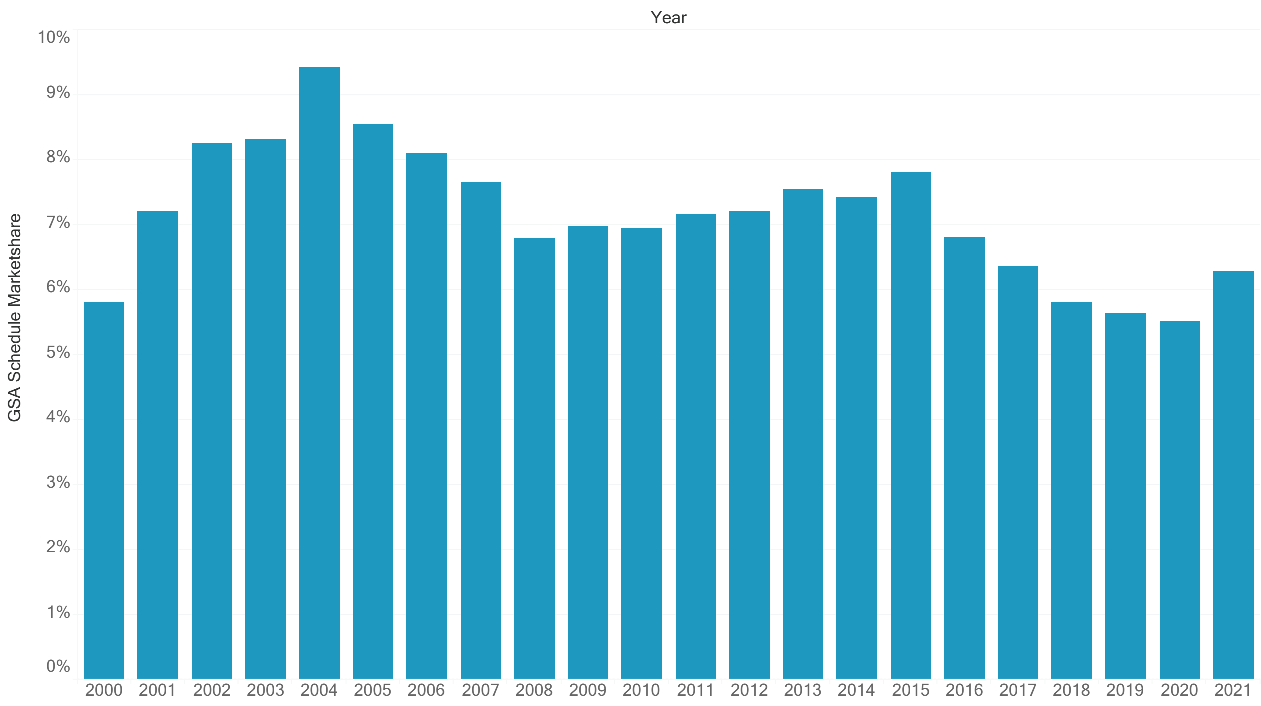
- This graph and table show spending through the GSA Schedule program, including the percentage of that spending obligated for products and services. The data comes from GSA SSQ+, which is GSA's database for sales data reported by GSA Schedule contractors.
- 2020 was the first year that the GSA Schedules were consolidated, and the initiative could makes the program easier for buyers to use in the future.
- Spending through the Schedule program continued to increase in 2021, with over 2 percent growth.
- Services accounted for almost 75 percent of Schedule spending in 2021.
- There was $213 million spent through the Order Level Materials SINs in 2021. This was a 195 percent growth from 2020. This continued growth could encourage utilization of the Schedules.

Source: GSA Schedule Sales Query Plus and Bureau of Labor Statistics CPI

GSA SCHEDULE: *The Largest Contracting Program in the Government*

Year	Inflation-Adjusted Schedule Obligations	Growth	Percent Products	Percent Services
2000	$18,950,813,686	45.25%	58.59%	41.41%
2001	$24,755,236,285	30.63%	52.97%	47.03%
2002	$33,005,610,725	33.33%	51.93%	48.07%
2003	$39,975,384,958	21.12%	49.15%	50.85%
2004	$46,183,456,102	15.53%	47.74%	52.26%
2005	$46,149,987,538	-0.07%	43.67%	56.33%
2006	$47,161,893,642	2.19%	41.04%	58.96%
2007	$47,266,157,972	0.22%	40.45%	59.55%
2008	$46,122,035,020	-2.42%	39.75%	60.25%
2009	$47,811,573,008	3.66%	38.91%	61.09%
2010	$48,863,226,729	2.20%	38.39%	61.61%
2011	$46,711,231,913	-4.40%	36.70%	63.30%
2012	$44,542,865,118	-4.64%	35.99%	64.01%
2013	$40,911,501,952	-8.15%	34.96%	65.04%
2014	$38,117,977,680	-6.83%	34.42%	65.58%
2015	$39,573,613,265	3.82%	33.59%	66.41%
2016	$36,755,607,632	-7.12%	33.61%	66.39%
2017	$36,086,714,979	-1.82%	32.63%	67.37%
2018	$35,001,639,775	-3.01%	30.03%	69.97%
2019	$35,492,885,591	1.40%	29.68%	70.32%
2020	$38,679,285,383	8.98%	26.28%	73.72%
2021	$39,651,883,084	2.51%	25.51%	74.49%

GSA SCHEDULE MARKET SHARE



OBSERVATIONS

- The Schedules Market Share graph displays the percentage of total contract spending that is made through the Schedule program.
- When assessing the performance of the Schedules program, it is more meaningful to measure the program's market share than to measure its total volume of spending, which can be tied to outside factors like the Federal budget. As an example, Schedules spending fell more than 8 percent in 2013 after the Sequester. However, the market share for the Schedules actually increased in that year. That growth indicates that even under constrained budgets, agency buyers still choose to use the Schedules program to meet their needs.
- In 2021, the Schedule market share grew by 0.76 percent. Before 2021, the Schedule market share has fallen for five consecutive years.

Source: GSA Schedule Sales Query Plus, System for Award Management, and Bureau of Labor Statistics CPI

GSA SCHEDULE: *The Largest Contracting Program in the Government*

Year	Inflation-Adjusted Schedule Obligations	Inflation-Adjusted Federal Contract Obligations	Marketshare
2000	$18,950,813,686	$326,721,663,642	5.80%
2001	$24,755,236,285	$343,585,474,727	7.21%
2002	$33,005,610,725	$400,812,264,148	8.24%
2003	$39,975,384,958	$481,478,148,267	8.31%
2004	$46,183,456,102	$490,258,245,663	9.43%
2005	$46,149,987,538	$539,700,099,530	8.55%
2006	$47,161,893,642	$582,892,172,433	8.10%
2007	$47,266,157,972	$617,698,498,421	7.65%
2008	$46,122,035,020	$678,823,455,154	6.79%
2009	$47,811,573,008	$686,960,374,522	6.96%
2010	$48,863,226,729	$705,024,281,380	6.94%
2011	$46,711,231,913	$653,454,212,006	7.16%
2012	$44,542,865,118	$618,388,398,518	7.22%
2013	$40,911,501,952	$544,306,899,573	7.54%
2014	$38,117,977,680	$515,430,653,822	7.41%
2015	$39,573,613,265	$508,419,052,618	7.80%
2016	$36,755,607,632	$540,551,329,866	6.81%
2017	$36,086,714,979	$568,142,967,833	6.36%
2018	$35,001,639,775	$604,115,557,016	5.80%
2019	$35,492,885,591	$630,980,545,290	5.63%
2020	$38,679,285,383	$701,709,710,018	5.51%
2021	$39,651,883,084	$631,984,191,306	6.27%

GSA SCHEDULE: *The Largest Contracting Program in the Government*

GSA AND VA SCHEDULES

Schedule/Category	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	CAGR
Clinical Analyzers, Laboratory, Cost-per-Test (VA Schedule 66 III)	$289,658,583	$298,080,374	$304,123,649	$295,177,141	$298,898,924	$249,923,379	$277,585,746.00	-0.85%
Clothing, Textiles & Subsistence S&E	$212,995,018	$173,680,901	$163,142,148	$218,540,510	$256,810,422	$326,041,310	$289,862,197	6.36%
Dental Equipment and Supplies (VA Schedule 65 II C)	$134,870,634	$128,141,236	$101,428,100	$110,364,226	$103,072,186	$70,573,620	$75,281,211	-11.01%
Electronic & Communication Equipment	$62,461,204	$51,391,502	$102,618,350	$82,724,842	$75,382,198	$61,272,080	$46,511,997	-5.73%
Equipment Related Services	$39,473,061	$53,411,874	$30,066,416	$28,771,667	$35,202,124	$23,104,419	$16,030,115	-16.49%
Facilities & Construction	$1,014,073,809	$877,771,854	$794,593,132	$849,909,969	$909,457,767	$1,024,422,652	$1,181,327,896	3.10%
Human Capital	$462,025,592	$639,454,219	$970,819,958	$1,184,485,487	$1,149,267,044	$1,288,222,721	$1,260,947,044	22.24%
Industrial Products & Services	$2,176,945,075	$2,115,149,381	$2,210,499,633	$2,365,459,513	$2,377,640,426	$2,358,248,225	$2,400,060,354	1.97%
Invitro Diagostics, Reagents, Test Kits, and Test Sets (VA Schedule 65 VII)	$154,591,152	$137,754,246	$141,870,287	$129,773,508	$121,986,969	$140,761,181	$303,125,617	14.42%
IT	$13,907,310,536	$13,318,433,744	$13,863,844,065	$13,047,668,611	$13,807,062,673	$16,158,115,241	$20,746,607,120	8.33%
Medical (non-VA FSS)	$22,971,980	$21,629,746	$23,017,283	$20,376,854	$17,813,935	$16,766,942	$19,692,454	-3.03%
Medical Equipment and Supplies (VA Schedule 65 II A)	$1,711,357,546	$1,672,829,566	$1,633,125,545	$1,677,759,576	$1,549,831,850	$1,493,844,120	$1,549,539,943	-1.97%
Medical Laboratory Testing and Analysis Services (VA Schedule 621 II)	$96,706,358	$111,928,944	$125,677,527	$132,164,721	$131,468,755	$123,427,912	$165,299,551	11.32%
Miscellaneous S&E	$196,518,139	$192,311,326	$166,095,616	$167,046,398	$162,359,121	$148,791,505	$151,075,491	-5.12%
Office Management	$1,612,140,198	$1,482,493,702	$1,427,886,569	$1,373,906,745	$1,372,985,790	$1,313,806,850	$1,250,138,884	-4.96%
Patient Mobility Devices (VA Schedule 65 II F)	$156,339,297	$184,218,766	$204,044,471	$229,413,862	$246,564,069	$208,362,833	$207,678,391	5.84%
Pharmaceuticals and Drugs (VA Schedule 65 I B)	$10,956,722,936	$10,865,537,776	$11,069,901,545	$11,299,953,477	$12,596,894,401	$12,794,775,068	$13,223,589,395	3.83%
Professional and Allied Healthcare Staffing Services (VA Schedule 621 I)	$433,437,285	$437,262,305	$445,125,096	$433,278,147	$421,639,495	$440,796,861	$522,242,360	3.80%
Professional Services	$11,239,750,895	$9,434,869,091	$8,487,994,976	$8,291,634,151	$8,382,863,867	$8,898,454,075	$9,369,097,615	-3.58%
Security and Protection	$698,905,509	$628,052,407	$525,192,000	$553,819,128	$558,436,454	$642,776,173	$645,411,493	-1.58%
Sustainment S&E	$305,192,954	$263,662,769	$234,479,301	$267,579,049	$230,302,001	$217,500,502	$214,549,364	-6.81%
Transportation and Logistics Services	$960,716,822	$1,124,865,887	$1,164,509,455	$971,406,325	$1,201,620,636	$1,415,291,076	$1,446,443,029	8.53%
Travel & Lodging	$243,974,426	$302,277,116	$494,476,488	$1,064,794,947	$580,438,719	$582,120,261	$551,304,522	17.71%
Uncategorized	$1,171,511,421	$1,669,727,368	$1,810,299,751	$1,722,524,974	$2,103,933,743	$2,225,660,572	$62,314,074	-44.39%
Weapons & Ammunition	$412,634	$468,381	$615,070	$276,218	$390,239	$380,204	$509,435	4.30%
X-Ray Equipment and Supplies (VA Schedule 65)	$4,009,411	$4,401,862	$5,077,151	$6,421,080	$5,869,321	$3,367,626	$2,135,196	-11.84%
Total	**$48,265,072,475**	**$46,189,806,343**	**$46,500,523,582**	**$46,525,231,126**	**$48,698,193,129**	**$52,226,807,408**	**$55,978,360,497**	**3.01%**

OBSERVATIONS

- This data shows the spending by Category for the GSA and VA Schedules. Although the Schedules consolidation was only completed in 2020, the categories have been applied to prior year data for a consistent analysis.
- Categories that experienced the most growth in 2021 included Schedule 65 VII, Schedule 621 II, and Weapons & Ammunition.
- Total spending through the GSA and VA Schedules increased by 7 percent in 2021.

Source: GSA Schedule Sales Query Plus, VA Schedule Sales Query

TOP 100 GSA SCHEDULE CONTRACTORS

	Contractor	2021 Sales	Notes
1.	DELL FEDERAL SYSTEMS L.P.	$2,183,710,385	Includes Dell Marketing L.P.
2.	DELOITTE CONSULTING LLP	$1,067,473,122	Includes Deloitte & Touche LLP and Deloitte Financial Advisory Services
3.	CARAHSOFT TECHNOLOGY CORPORATION	$969,184,102	
4.	BOOZ ALLEN HAMILTON INC.	$822,681,091	Includes Booz Allen Hamilton Engineering
5.	GENERAL DYNAMICS INFORMATION TECHNOLOGY	$771,771,245	Includes General Dynamics Mission Systems, CSRA LLC, CSRA Systems & Solutions LLC, and SRA International, Inc.
6.	ACCENTURE FEDERAL SERVICES LLC	$751,239,744	
7.	CELLCO PARTNERSHIP	$556,360,646	
8.	MAXIMUS FEDERAL SERVICES, INC.	$344,938,204	
9.	GUIDEHOUSE LLP	$332,069,416	
10.	ERNST & YOUNG LLP	$311,627,651	
11.	LEIDOS, INC.	$307,872,440	Includes Leidos Management Systems Design, Leidos Innovations Corporation, Leidos Aspen Systems Corporation, and Leidos Digital Solutions, Inc.
12.	W. W. GRAINGER, INC.	$306,613,323	
13.	SCIENCE APPLICATIONS INTERNATION	$272,103,023	
14.	INTERNATIONAL BUSINESS MACHINES	$269,649,653	
15.	INSIGHT PUBLIC SECTOR, INC.	$266,942,893	
16.	DEPLOYED RESOURCES, LLC	$262,229,400	
17.	FEDEX SUPPLY CHAIN DISTRIBUTION	$257,134,923	
18.	KPMG LLP	$255,677,009	
19.	IMMIXGROUP, INC.	$249,517,468	Includes immixTechnology, Inc. and EC America, Inc.
20.	DLT SOLUTIONS, LLC	$245,576,631	
21.	CGI FEDERAL INC.	$239,057,863	
22.	ENVIRONMENTAL SYSTEMS RESEARCH I	$236,754,527	
23.	BOSTON CONSULTING GROUP, INC., T	$230,394,920	
24.	CW GOVERNMENT TRAVEL, INC.	$215,232,058	
25.	HIGHLIGHT TECHNOLOGIES, INC.	$215,035,957	
26.	TORCH TECHNOLOGIES INC	$192,404,680	

GSA SCHEDULE: *The Largest Contracting Program in the Government*

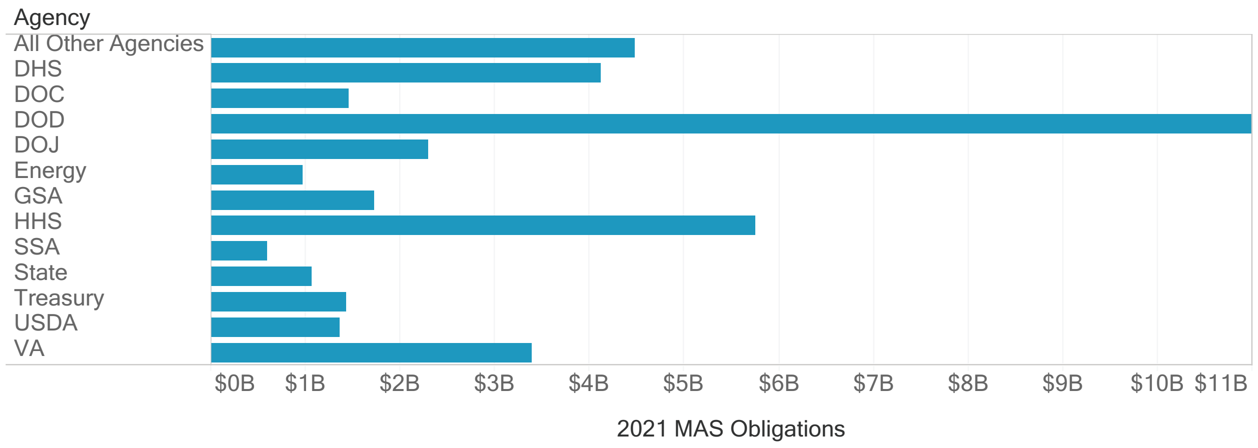
	Contractor	2021 Sales	Notes
27.	NTT DATA FEDERAL SERVICES, INC	$178,139,611	Includes NTT Data Services Federal Government
28.	AT&T MOBILITY LLC	$167,243,432	Includes AT&T Government Solutions, Inc. and AT&T Corp.
29.	GARTNER, INC.	$156,639,525	
30.	INTUITIVE RESEARCH AND TECHNOLOG	$155,363,289	
31.	CACI INC FEDERAL	$153,665,538	Includes CACI NSS, LLC, CACI-CMS Information Systems, LLC, CACI, Inc. - Commercial, and CACI-ISS, LLC
32.	CORPORATE LODGING CONSULTANTS, I	$145,921,602	
33.	PALANTIR TECHNOLOGIES INC.	$145,044,398	
34.	ICF INCORPORATED, L.L.C.	$141,079,688	Includes ICF Macro
35.	SEMANTICBITS, LLC	$136,647,703	
36.	IRON BOW TECHNOLOGIES, LLC	$132,091,208	
37.	ECS FEDERAL, LLC	$131,958,313	
38.	T-REX SOLUTIONS, LLC	$130,578,412	
39.	DRS GLOBAL ENTERPRISE SOLUTIONS,	$128,870,424	
40.	MINBURN TECHNOLOGY GROUP, LLC	$127,717,021	
41.	CLASSIC AIR CHARTER INC.	$126,673,713	
42.	T-MOBILE USA, INC	$119,719,822	
43.	NCS TECHNOLOGIES, INC.	$118,137,876	
44.	KEARNEY & COMPANY, P.C.	$116,885,379	
45.	ADVANTAGED SOLUTIONS, INC.	$113,834,547	
46.	EXECUTIVE INFORMATION SYSTEMS, L	$111,984,936	
47.	BAE SYSTEMS TECHNOLOGY SOLUTIONS	$111,762,600	Includes BAE Systems Information and Electronic Systems Integration, Inc. and BAE Systems Information Solutions
48.	PERSPECTA ENTERPRISE SOLUTIONS LLC	$110,527,194	Includes Perspecta Risk Decision Inc., Perspecta Engineering Inc., Perspecta Aerospace & Defense Inc., Perspecta Services & Solutions, Inc., Knight Point Systems, LLC, and SimAuthor, Inc.
49.	GRANT THORNTON LLP	$109,903,752	
50.	NORTHROP GRUMMAN SYSTEMS CORPORATION	$106,823,875	Includes Northrop Grumman Information Technology
51.	AVANTUS FEDERAL LLC	$102,990,523	
52.	RED RIVER TECHNOLOGY LLC	$102,242,740	

TOP 100 GSA SCHEDULE CONTRACTORS (continued)

	Contractor	2021 Sales	Notes
53.	MCP COMPUTER PRODUCTS INC.	$98,226,638	
54.	OFFICE DEPOT INC.	$97,524,879	
55.	HPI FEDERAL LLC	$96,739,376	
56.	ATLANTIC DIVING SUPPLY, INC.	$92,156,268	
57.	EAN HOLDINGS, LLC	$90,558,965	
58.	BRILLIENT CORPORATION	$89,573,420	
59.	PARAGON SYSTEMS, INC.	$88,025,437	
60.	V3GATE, LLC	$87,193,712	
61.	SES GOVERNMENT SOLUTIONS, INC.	$84,744,218	
62.	COLSA CORPORATION	$84,526,577	
63.	IDENTITY THEFT GUARD SOLUTIONS,	$84,332,925	
64.	REI SYSTEMS, INC.	$83,440,264	
65.	TACTICAL & SURVIVAL SPECIALTIES,	$80,113,586	
66.	COGNOSANTE LLC	$79,023,525	
67.	NCI INFORMATION SYSTEMS, INC.	$78,779,518	
68.	LOGISTICS MANAGEMENT INSTITUTE	$78,094,093	
69.	DAVENPORT AVIATION, INC.	$76,709,498	
70.	FOUR LLC	$75,041,251	
71.	KEYW CORPORATION, THE	$74,890,965	
72.	TECHNICAL COMMUNITIES, INC.	$74,642,387	
73.	ACUMEN SOLUTIONS, INC.	$73,592,727	
74.	ARTEL, LLC	$73,529,742	
75.	NOBLIS, INC.	$72,536,732	
76.	THE MIL CORPORATION	$70,053,613	
77.	ALETHIX, LLC	$70,036,084	
78.	RESEARCH TRIANGLE INSTITUTE	$69,892,786	
79.	SAPIENT GOVERNMENT SERVICES, INC	$69,345,374	
80.	FOUR POINTS TECHNOLOGY, L.L.C.	$66,542,214	
81.	AVION SOLUTIONS, INC.	$65,430,468	
82.	INMARSAT GOVERNMENT, INC.	$64,377,369	

	Contractor	2021 Sales	Notes
83.	GOVERNMENT SCIENTIFIC SOURCE, IN	$64,047,688	
84.	NOBLE SALES CO., INC.	$63,953,226	
85.	PERFORMANT RECOVERY, INC.	$62,446,339	
86.	FORCEPOINT FEDERAL LLC	$62,127,077	
87.	FISHER SCIENTIFIC COMPANY L.L.C.	$61,576,268	
88.	XTEC, INCORPORATED	$61,379,110	
89.	DYNCORP INTERNATIONAL LLC	$60,775,397	
90.	ALAMO CITY ENGINEERING SERVICES,	$60,249,230	
91.	RELI GROUP INC	$60,005,081	
92.	SATCOM DIRECT COMMUNICATIONS, IN	$59,117,836	
93.	CAPGEMINI GOVERNMENT SOLUTIONS	$58,180,908	
94.	KARSUN SOLUTIONS LLC	$56,862,999	
95.	PLANNED SYSTEMS INTERNATIONAL, INC.	$56,821,962	
96.	SOFTRAMS LLC	$56,076,829	
97.	WESTAT, INC.	$55,719,702	
98.	METROPOLITAN INTERPRETERS & TRAN	$55,054,722	
99.	CRITERION SYSTEMS, INC.	$54,835,614	
100.	HERMAN MILLER, INC.	$54,467,379	

AGENCY BUYERS ON SCHEDULE



OBSERVATIONS

- This graph shows the total Schedule spending by agencies as well as the Schedules market share for each agency in 2021. Schedule market share is a measure of the percentage of total contract spending for an agency that is made through the Schedule program.
- DoD, HHS, DHS, and the VA are the largest buyers on the Schedule and account for 61 percent of total Schedule spending.
- DoD was the largest user of the Schedules by total dollar value, accounting for about 28 percent of all Schedule spending.
- DoD, however, has one of the smallest Schedule market shares, 2.78 percent, of any agency. Social Security, Commerce, and GSA have the largest Schedule market shares.

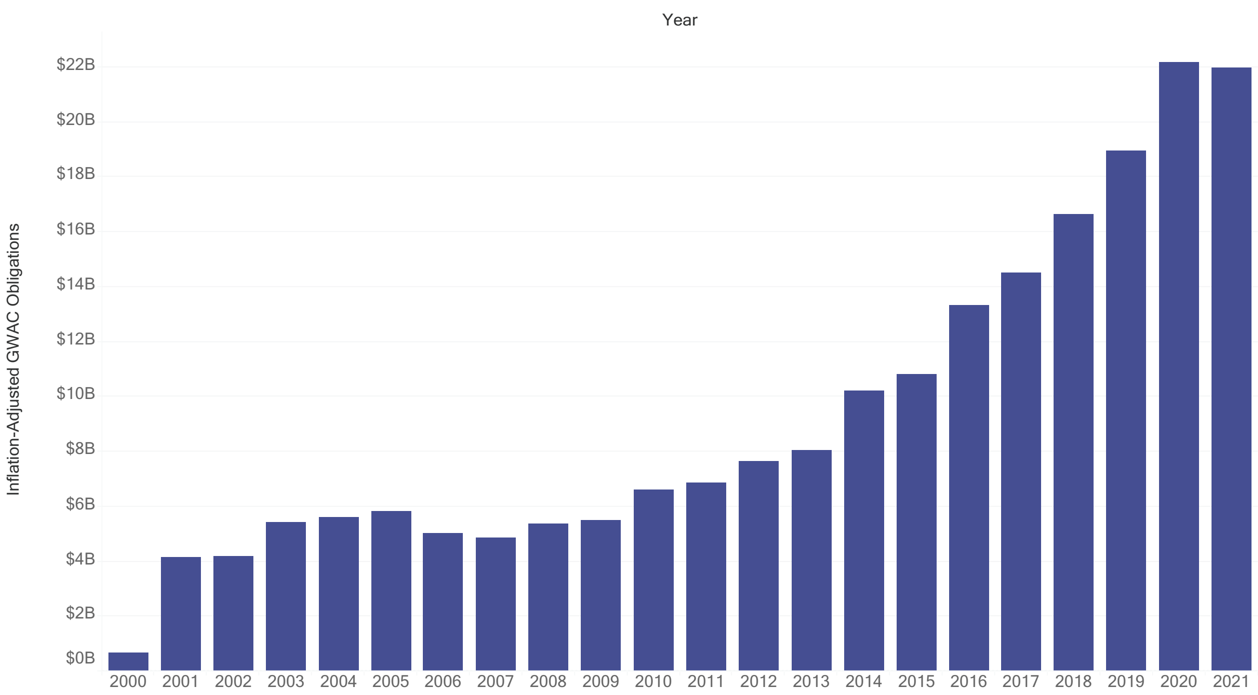
Source: System for Award Management

GSA SCHEDULE: *The Largest Contracting Program in the Government*

Agency	2021 MAS Obligations	Growth	Market Share
Dept of Defense	$11,023,670,336.36	-1.06%	2.78%
Dept of the Army	$3,447,341,611.81	-6.97%	3.22%
Dept of the Air Force	$2,270,603,118.56	-2.86%	2.70%
Dept of the Navy	$1,392,768,787.04	6.38%	1.19%
Defense Logistics Agency	$632,120,327.39	29.61%	1.78%
Health and Human Services, Department of	$5,755,533,848.42	31.25%	14.38%
Homeland Security, Department of	$4,111,702,177.51	23.25%	19.52%
Veterans Affairs, Department of	$3,385,791,718.63	3.44%	8.84%
Justice, Department of	$2,294,922,893.69	36.99%	24.87%
General Services Administration	$1,726,880,020.77	6.14%	28.06%
Commerce, Department of	$1,453,655,929.36	-26.49%	30.17%
Treasury, Department of	$1,430,108,073.69	39.18%	15.13%
Agriculture, Department of	$1,364,808,522.81	11.60%	14.01%
State, Department of	$1,066,864,919.57	21.48%	10.78%
Energy, Department of	$971,783,014.67	4.15%	2.54%
Social Security Administration	$588,405,682.74	-15.69%	31.05%
All Other Agencies	$4,477,755,945.78		
Total	**$39,651,883,084**		

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

GWAC SPENDING



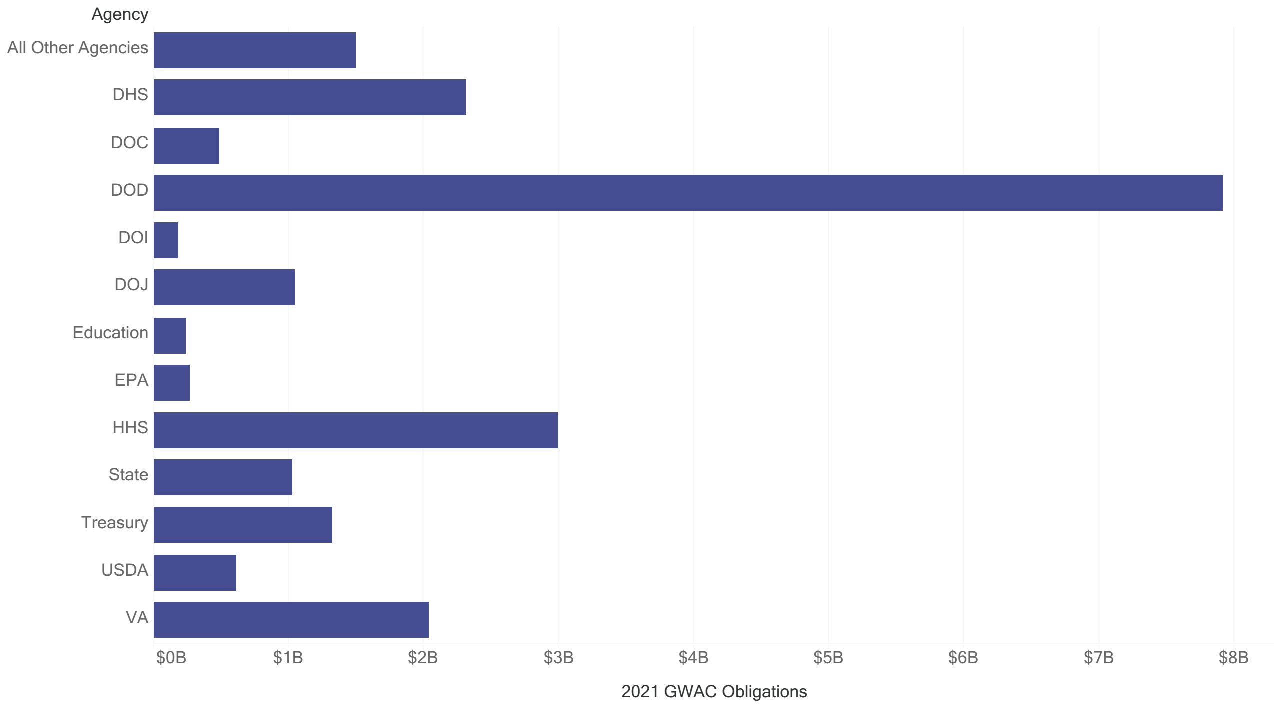
OBSERVATIONS

- This graph shows the inflation-adjusted spending that was obligated using a GWAC. This includes all GWACs administered by GSA, NASA, or NIH.
- Since the authorization of GWACs in 1996, these vehicles have experienced a significant and consistent growth in spending.
- In 2021, spending on the GWACs slightly decreased by less than one percent. Notably, this is the first year since 2007 that spending on GWACs has decreased. However, the inflation-adjusted 2021 GWAC obligations figure is the second highest total behind 2020.

Source: System for Award Management and Bureau of Labor Statistics CPI

Year	Inflation-Adjusted GWAC Obligations	Growth	Market share	IT Marketshare
2000	$665,541,686.95	202.58%	0.20%	2.04%
2001	$4,163,798,819.00	525.63%	1.21%	8.47%
2002	$4,189,821,968.52	0.62%	1.05%	8.97%
2003	$5,410,744,775.85	29.14%	1.12%	10.33%
2004	$5,576,192,647.66	3.06%	1.14%	9.26%
2005	$5,832,649,744.63	4.60%	1.08%	10.48%
2006	$5,008,152,753.00	-14.14%	0.86%	8.50%
2007	$4,845,602,263.11	-3.25%	0.78%	8.19%
2008	$5,345,132,319.63	10.31%	0.79%	8.64%
2009	$5,500,429,311.91	2.91%	0.80%	9.12%
2010	$6,591,462,216.44	19.84%	0.94%	9.94%
2011	$6,852,657,489.10	3.96%	1.05%	9.92%
2012	$7,617,457,984.65	11.16%	1.23%	11.52%
2013	$8,028,188,009.05	5.39%	1.48%	13.07%
2014	$10,194,475,279.23	26.98%	1.98%	15.75%
2015	$10,800,143,069.41	5.94%	2.13%	16.66%
2016	$13,339,408,190.86	23.51%	2.47%	19.29%
2017	$14,507,590,746.08	8.76%	2.56%	20.60%
2018	$16,632,669,749.39	14.65%	2.76%	22.67%
2019	$18,962,310,004.17	14.01%	3.01%	25.19%
2020	$22,159,848,963.48	16.86%	3.16%	27.00%
2021	$21,949,245,955.02	-0.95%	3.47%	27.39%

GWAC SPENDING BY AGENCY



OBSERVATIONS

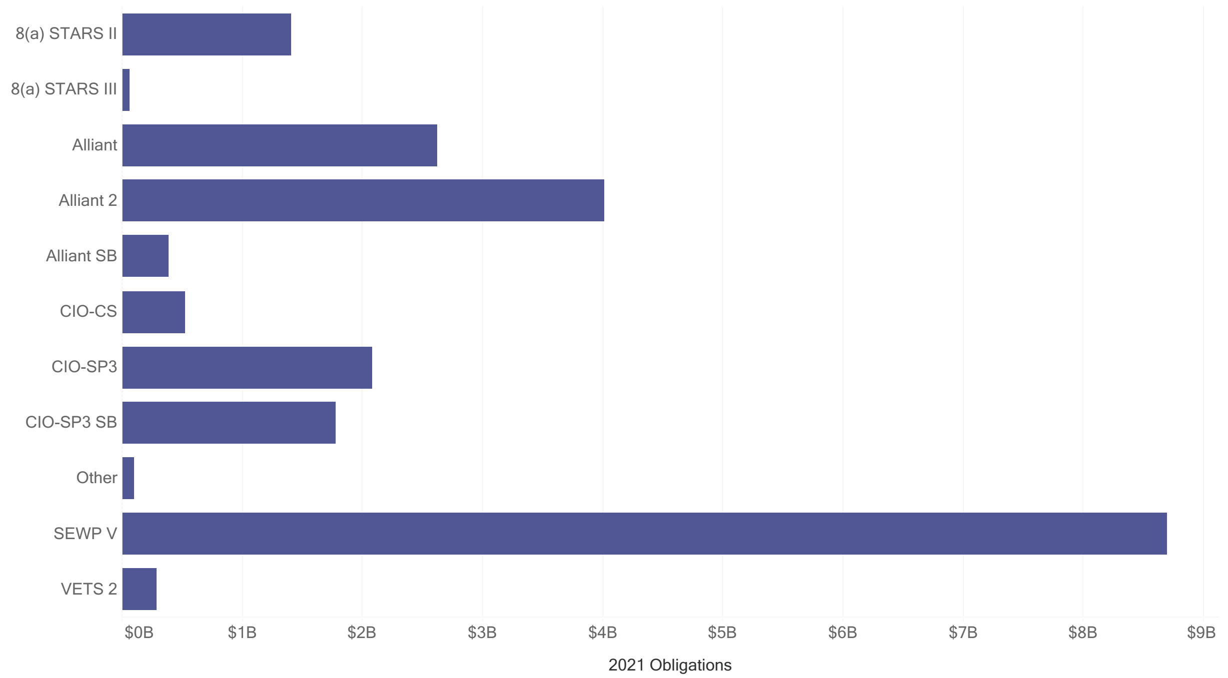
- In 2021, DoD accounted for 36 percent of all GWAC spending.
- DHS and Treasury experienced the most growth in 2021.
- HHS, which experienced 8 percent growth in 2021, accounted for over 13 percent of total GWAC spending.

Source: System for Award Management

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

Agency	2021 GWAC Obligations	Growth
Defense, Department of	$7,913,714,621.06	-2.14%
Air Force, Department of	$1,995,471,459.40	6.45%
Army, Department of	$1,582,023,748.19	2.17%
Navy, Department of	$1,350,027,118.32	13.46%
Defense Logistics Agency	$135,217,698.65	15.11%
Health and Human Services, Department of	$2,996,056,840.38	8.02%
Homeland Security, Department of	$2,314,087,689.74	34.30%
Veterans Affairs, Department of	$2,039,352,710.22	8.61%
Treasury, Department of	$1,324,423,528.08	49.12%
Justice, Department of	$1,045,687,113.41	14.68%
State, Department of	$1,026,598,130.24	-12.40%
Agriculture, Department of	$610,472,074.22	-3.56%
Commerce, Department of	$485,081,942.64	-23.81%
Environmental Protection Agency	$268,930,271.78	4.47%
Education, Department of	$242,140,757.17	5.96%
Interior, Department of	$185,537,703.31	-0.22%
All Other Agencies	$1,497,162,572.77	
Total	**$21,949,245,955.02**	

GWAC SPENDING BY VEHICLE



OBSERVATIONS

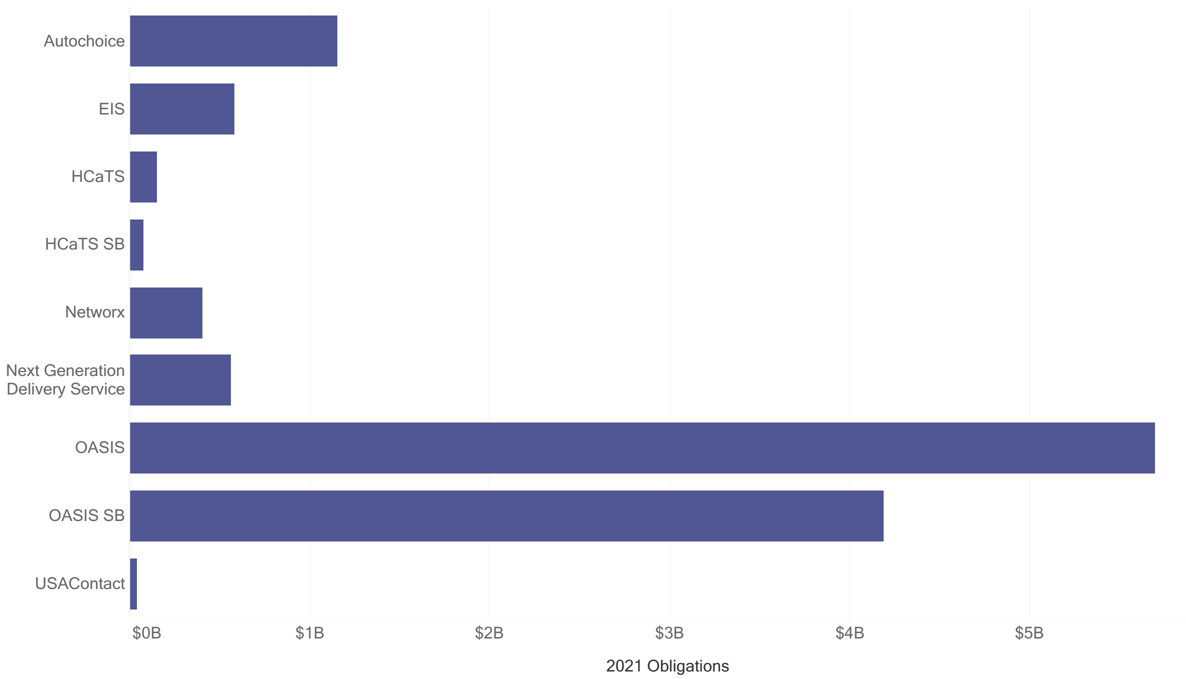
- SEWP V had the most obligations in 2021, accounting for 39 percent of GWAC spending.
- Combined, SEWP and Alliant 2 accounted for 58 percent of all GWAC spending in 2021.
- Alliant 2 and VETS 2 experienced the most significant growth in 2021.
- Spending on Alliant, Alliant SB, and CIO-CS decreased as buyers transitioned to new vehicles.
- The "Other" category includes spending that was classified as a GWAC but did not specify the vehicle used. It also includes spending on legacy GWACs that have expired but have ongoing orders.

Source: System for Award Management

Vehicle	Sum of 2021 Obligations	Growth
SEWP V	$8,693,509,488.85	9.05%
Alliant 2	$4,006,927,281.92	84.84%
Alliant	$2,623,474,421.08	-35.02%
CIO-SP3	$2,083,587,308.21	-4.23%
CIO-SP3 SB	$1,779,563,103.47	27.62%
8(a) STARS II	$1,403,098,880.52	-25.98%
CIO-CS	$520,530,311.87	-7.59%
Alliant SB	$387,873,681.77	-37.51%
VETS 2	$288,805,387.04	69.86%
8(a) STARS III	$61,171,925.02	
Grand Total	**$21,949,245,955.02**	

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

OTHER GOVERNMENT-WIDE CONTRACTS



OBSERVATIONS

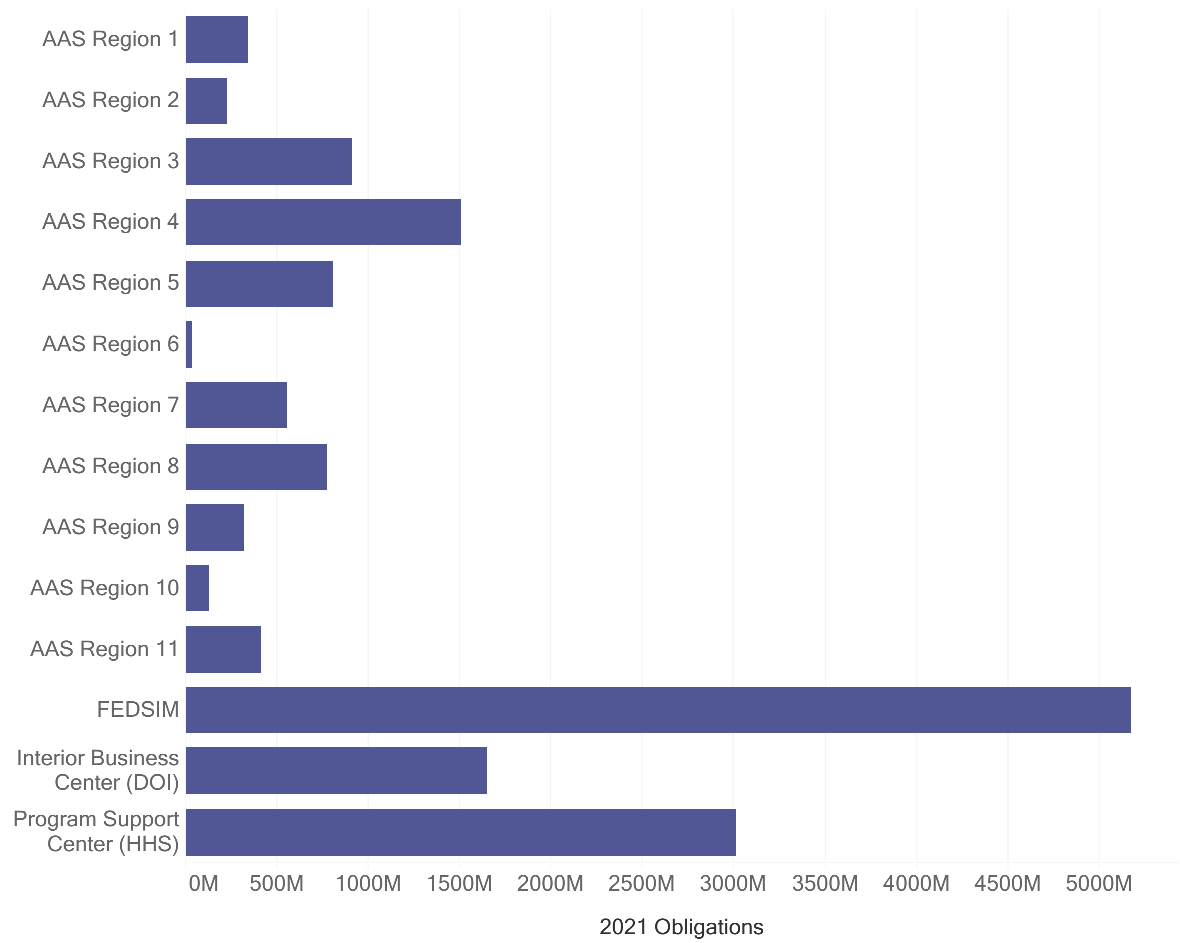
- For the third consecutive year, spending on HCaTS increased by over 50 percent.
- The transition of telecom vehicles to EIS led to over 100 percent growth in 2021.
- Spending on Networx decreased by over 70 percent in 2021. Networx contracts end in May, 2023, and the deadline for disconnecting all current services is September 30, 2022.

Source: System for Award Management

Vehicle	2021 Obligations	Growth
OASIS	$5,695,304,526	8.31%
OASIS SB	$4,187,808,736	9.19%
Autochoice	$1,151,004,755	-11.53%
EIS	$582,299,791	108.67%
Next Generation Delivery Service	$561,280,527	29.44%
Networx	$404,545,195	-72.73%
HCaTS	$152,688,708	53.48%
HCaTS SB	$74,699,964	17.52%
USAContact	$42,406,919	-7.49%
Total	**$12,852,039,121**	**0.41%**

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

ASSISTED ACQUISITION SERVICES BY CONTRACTING OFFICE



OBSERVATIONS

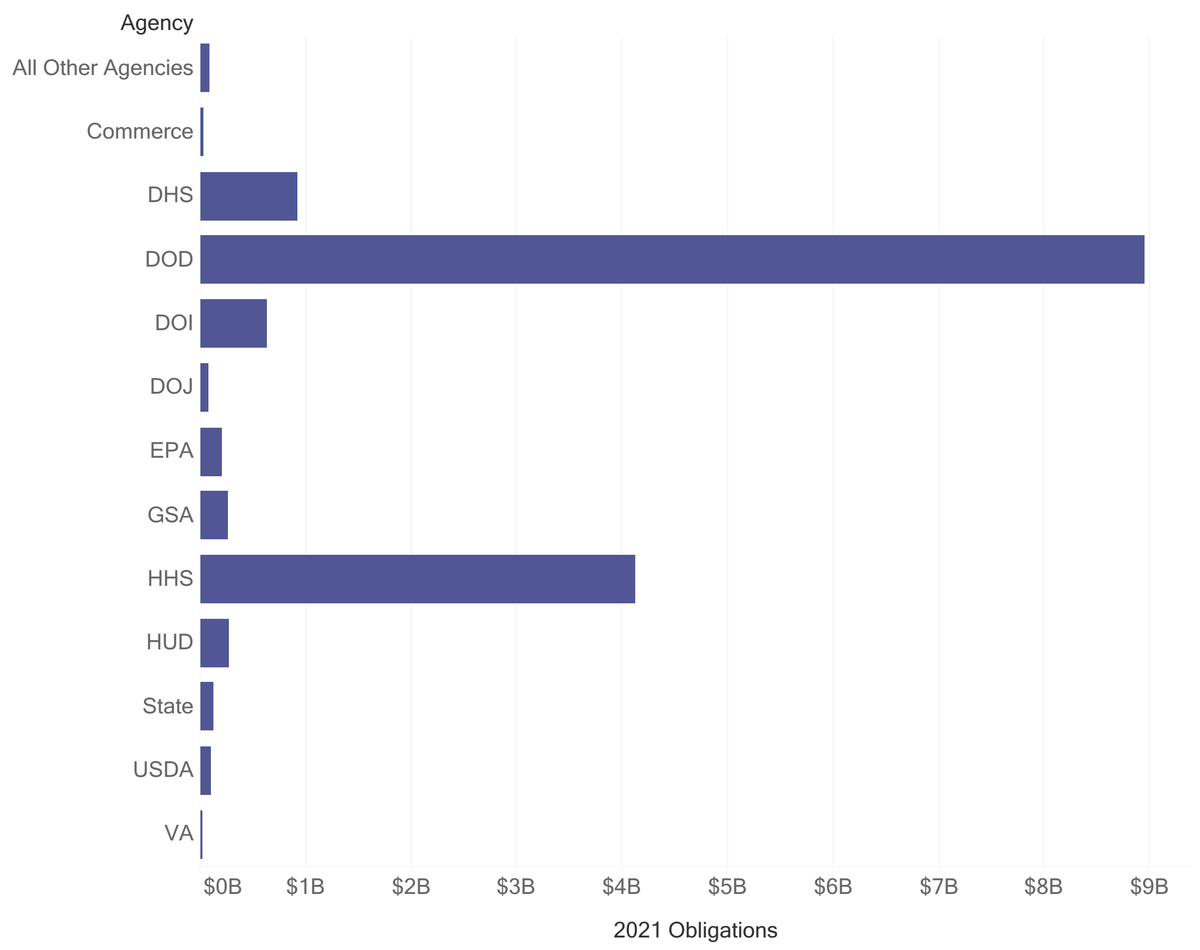
- This graph includes the spending from contracting offices that provide assisted acquisition services. This list of assisted acquisition centers includes AAS FEDSIM, the AAS regional centers, DOI's Interior Business Center, and HHS's Program Support Center. Note, this graph is not inclusive of all assisted acquisition services.
- In an assisted acquisition, a servicing agency performs acquisition activities on behalf of a requesting agency such as awarding and managing a contract, task order, or delivery order.
- FEDSIM accounts for 38 percent of the spending through these contracting offices.
- The HHS Program Support Center experienced 40 percent growth.
- AAS Regions 3 and 4 experienced the most growth of the AAS regional offices. Region 3 serves federal agencies in Delaware, Pennsylvania, West Virginia, Maryland, Virginia, and Outside the Continental United States. Region 4's federal agency clients are located in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, and Tennessee.

Source: System for Award Management

Assisted Services Contracting Office	2021 Obligations	Growth
FEDSIM	$5,175,753,742.30	-8.40%
Program Support Center (HHS)	$3,011,831,438.92	40.12%
Interior Business Center (DOI)	$1,653,016,311.39	8.59%
AAS Region 4	$1,508,049,260.94	28.77%
AAS Region 8	$769,259,377.15	-12.18%
AAS Region 5	$807,547,947.09	-5.47%
AAS Region 3	$914,663,501.22	28.91%
AAS Region 7	$554,750,064.02	12.60%
AAS Region 1	$342,247,382.76	-7.55%
AAS Region 11	$409,736,341.43	13.47%
AAS Region 9	$318,078,075.81	-6.99%
AAS Region 2	$226,966,458.02	8.91%
AAS Region 10	$127,409,654.13	10.52%
AAS Region 6	$32,387,249.48	-15.09%
Grand Total	**$15,851,696,804.66**	**6.67%**

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

ASSISTED ACQUISITIONS BY AGENCY BUYER



OBSERVATIONS

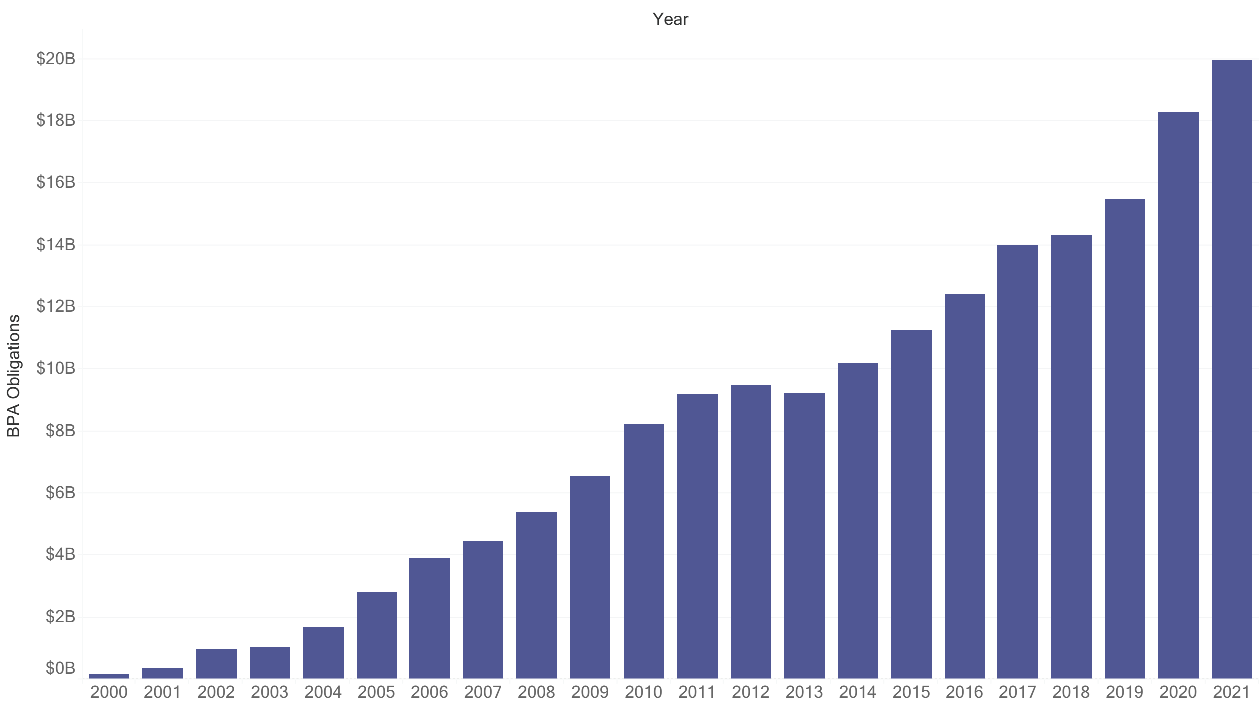
- This graph includes the spending from acquisition centers that provide assisted acquisition services, and it is limited to contract spending that is funded by outside agencies. This list of assisted acquisition centers includes AAS FEDSIM, the AAS regional centers, DOI's Interior Business Center, and HHS's Program Support Center. Note, this graph is not inclusive of all assisted acquisition services.
- DoD accounted for 56 percent of 2021 assisted acquisition spending.
- HHS' assisted acquisition spending increased by 52 percent.

Source: System for Award Management

Agency	2021 Obligations	Growth
Defense, Department of	$8,952,559,693.23	-4.54%
Army, Department of	$2,892,405,597.45	-10.23%
Air Force, Department of	$2,619,162,354.71	-1.69%
Navy, Department of	$1,045,651,572.08	19.98%
Defense Logistics Agency	$1,650,144.95	8480.75%
Health and Human Services, Department of	$4,122,120,350.05	52.66%
Homeland Security, Department of	$917,053,415.96	2.18%
Interior, Department of	$634,919,166.76	13.87%
Housing and Urban Development, Department of	$281,269,729.95	2.98%
General Services Administration	$261,763,731.75	-18.65%
Environmental Protection Agency	$208,995,263.15	1.63%
State, Department of	$123,520,109.79	-20.59%
Agriculture, Department of	$106,660,031.71	7.09%
Justice, Department of	$75,735,018.25	11.30%
Commerce, Department of	$33,404,110.41	-43.95%
Veterans Affairs, Department of	$26,278,465.21	-26.44%
Agency for International Development	$11,205,150.00	-61.59%
All Other Agencies	$96,212,568.44	21.22%
Total	**$15,851,696,804.66**	**6.67%**

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

BLANKET PURCHASE AGREEMENTS



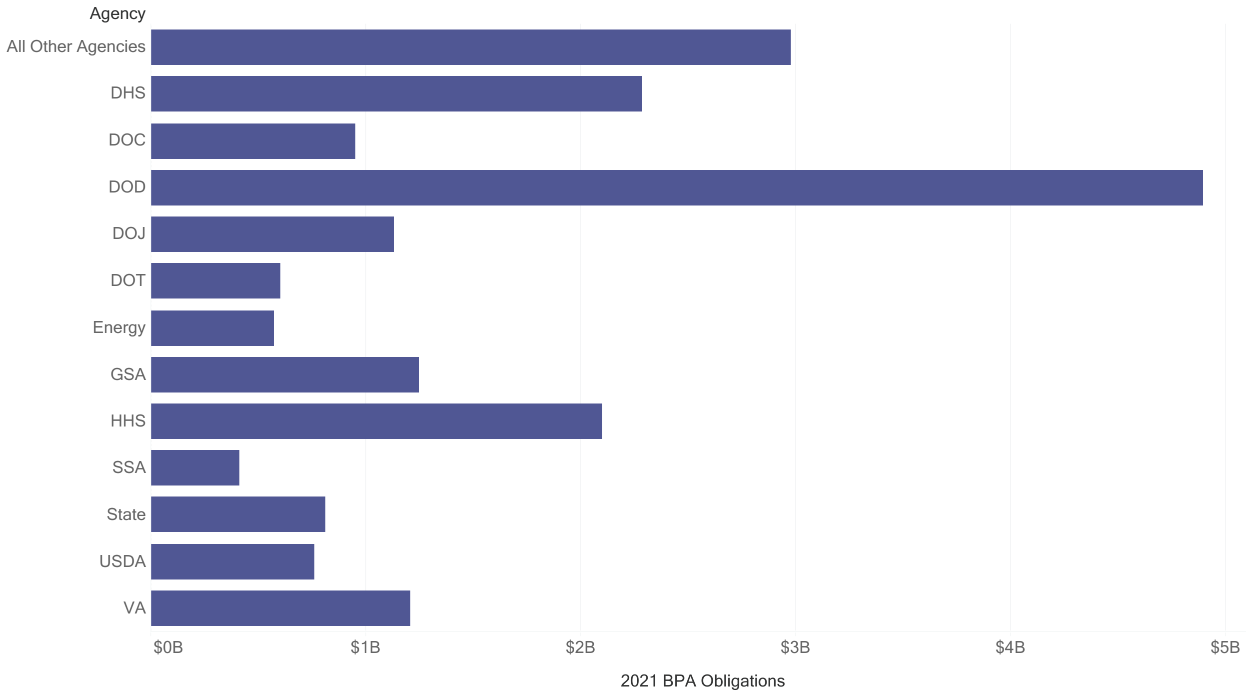
OBSERVATIONS

- BPA spending continued to increase in 2021.
- Over the last 20 years, BPA spending has only decreased one time in 2013 during the Sequestration.
- BPAs accounted for over 50 percent of spending on the Schedule, which is about a one percent increase in marketshare from the previous year.

Source: System for Award Management, Bureau of Labor Statistics CPI, GSA Schedule Sales Query Plus

Year	Inflation-Adjusted BPA Obligations	BPA Marketshare	Growth
2000	$216,242,052.52	1.09%	39.00%
2001	$565,783,816.03	2.53%	161.64%
2002	$1,463,554,507.43	4.75%	158.68%
2003	$1,519,252,376.35	3.88%	3.81%
2004	$2,448,786,881.94	6.34%	61.18%
2005	$3,884,635,199.31	10.56%	58.64%
2006	$5,260,182,666.12	13.50%	35.41%
2007	$5,887,985,907.93	15.31%	11.94%
2008	$6,779,192,080.30	18.35%	15.14%
2009	$8,314,325,465.37	20.84%	22.64%
2010	$10,331,782,957.59	24.56%	24.26%
2011	$11,131,446,270.54	28.47%	7.74%
2012	$11,226,980,061.86	30.93%	0.86%
2013	$10,814,587,542.66	32.13%	-3.67%
2014	$11,755,265,151.13	34.16%	8.70%
2015	$12,967,013,603.98	38.69%	10.31%
2016	$14,101,130,709.49	42.70%	8.75%
2017	$15,556,201,769.29	46.34%	10.32%
2018	$15,548,956,414.81	46.09%	-0.05%
2019	$16,525,027,288.04	46.82%	6.28%
2020	$19,262,807,629.47	49.54%	16.57%
2021	$19,958,413,064.67	50.33%	3.61%

BPA SPENDING BY AGENCY



OBSERVATIONS

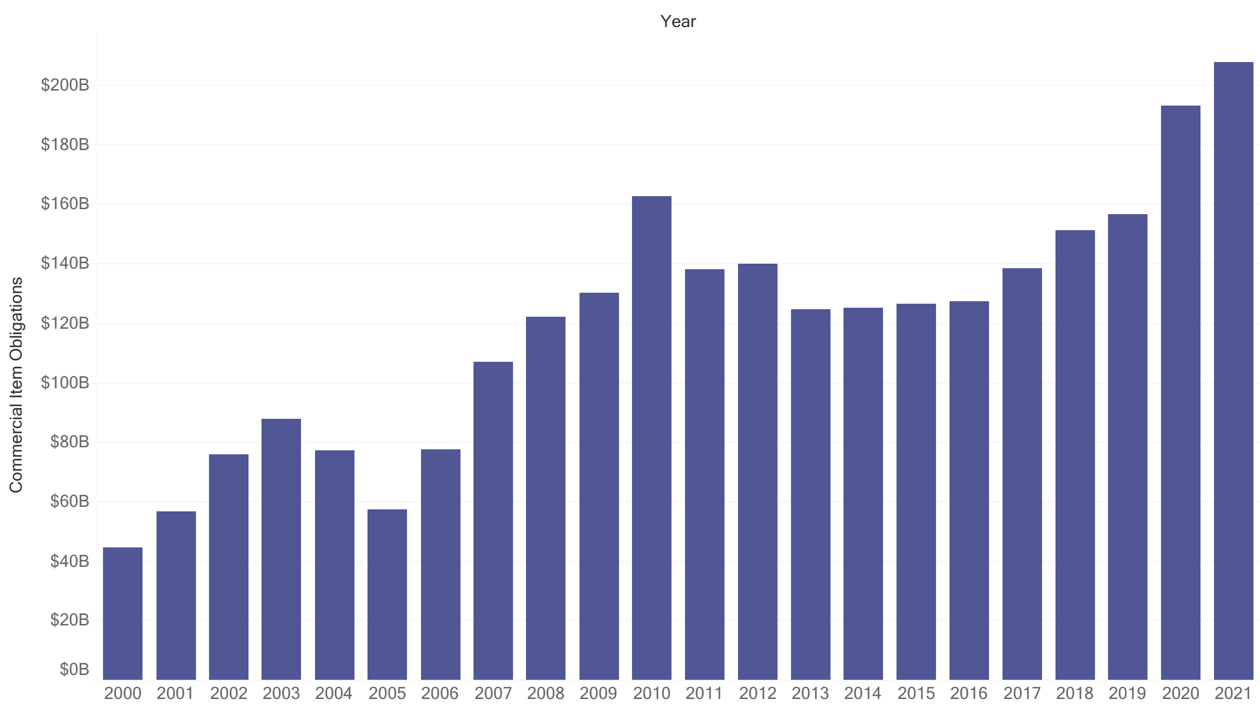
- Commerce and HHS experienced over 30 percent growth in BPA obligations.
- Transportation, SSA, State, and GSA are the highest BPA users with more than 70 percent of their Schedule spending directed through a BPA.

Source: System for Award Management

Agency	2021 BPA Obligations	Growth	Marketshare
Defense, Department of	$4,892,575,419.27	-2.58%	44.38%
Army, Department of	$1,666,458,536.14	-13.63%	48.34%
Air Force, Department of	$959,843,782.56	2.49%	42.27%
Navy, Department of	$771,881,831.17	15.87%	55.42%
Defense Logistics Agency	$213,756,626.35	33.38%	33.82%
Homeland Security, Department of	$2,285,148,938.69	19.79%	55.58%
Health and Human Services, Department of	$2,098,081,170.57	38.07%	36.45%
Veterans Affairs, Department of	$1,208,252,064.19	-34.92%	35.69%
General Services Administration	$1,248,664,717.90	11.53%	72.31%
Justice, Department of	$1,130,501,926.76	16.09%	49.26%
Commerce, Department of	$951,320,756.63	43.38%	65.44%
State, Department of	$812,821,948.32	19.97%	76.19%
Agriculture, Department of	$762,644,013.91	15.64%	55.88%
Transportation, Department of	$603,208,132.51	8.55%	82.57%
Energy, Department of	$573,367,938.35	5.29%	59.00%
Social Security Administration	$414,430,163.26	-19.80%	70.43%
All Other Agencies	$2,977,395,874.31		
Total	**$19,958,413,064.67**		

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

COMMERCIAL ITEM CONTRACT SPENDING



OBSERVATIONS

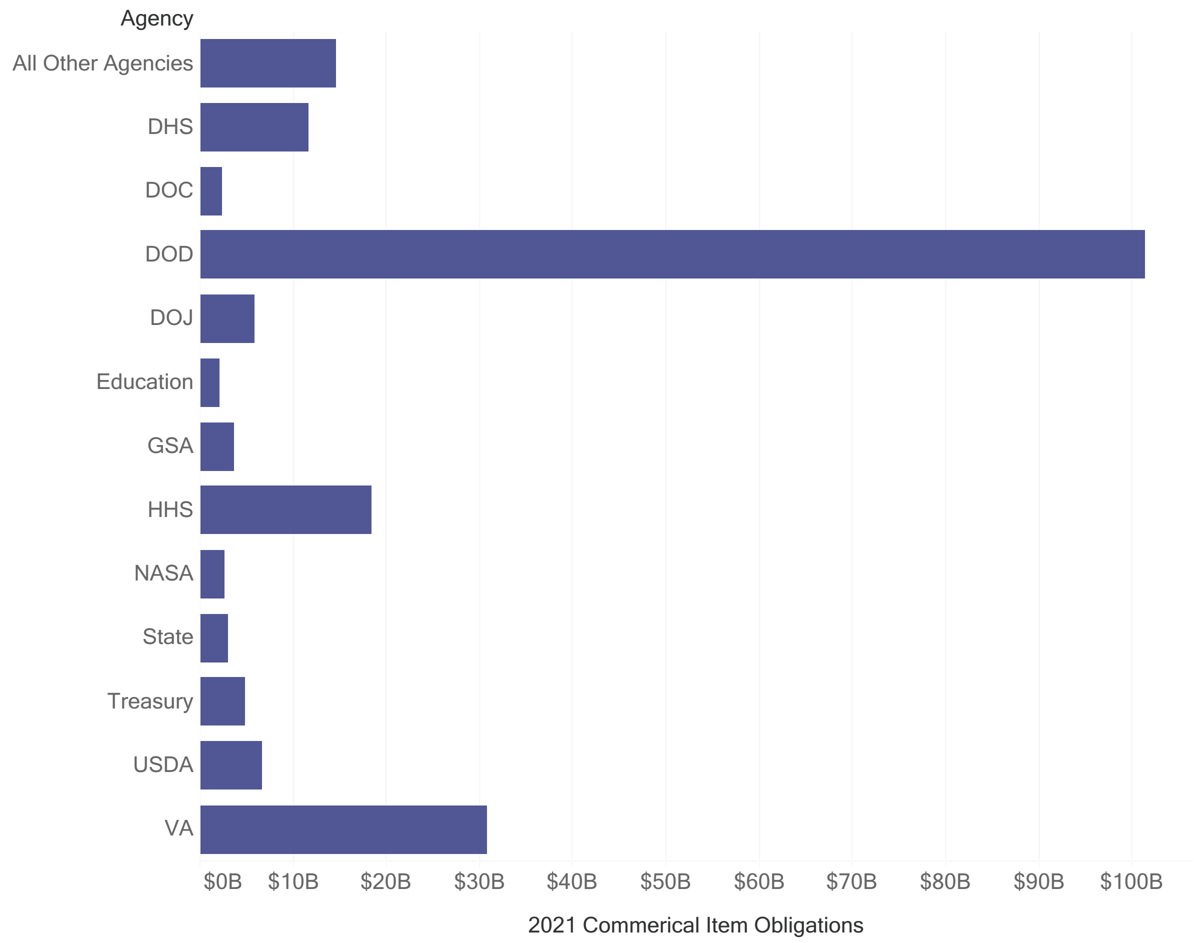
- This graph shows Federal spending through contracts that either used commercial item acquisition procedures or used commercial item acquisition procedures for non-commercial items in accordance with FAR 12.102(f) or FAR 12.102(g). Note, this graph only shows spending obligated using commercial item procedures. It does not, however, show spending for all commercial items, which the Government can purchase using other than commercial procedures.
- Commercial item spending has increased in each of the last eight years.
- Commercial item spending now accounts for over 30 percent of all Government contract spending.

Source: System for Award Management and Bureau of Labor Statistics CPI

Year	Inflation-Adjusted Commercial Item Obligations	Growth	Percent Products	Percent Services
2000	$44,644,098,313.78	33.92%	63.22%	36.78%
2001	$56,886,452,749.27	27.42%	59.33%	40.67%
2002	$76,010,511,292.26	33.62%	58.05%	41.95%
2003	$88,059,688,325.10	15.85%	61.14%	38.86%
2004	$77,285,917,128.09	-12.23%	62.40%	37.60%
2005	$57,411,769,442.11	-25.72%	59.70%	40.30%
2006	$77,404,805,146.51	34.82%	60.72%	39.28%
2007	$106,966,527,539.38	38.19%	67.54%	32.46%
2008	$122,257,648,099.89	14.30%	69.71%	30.29%
2009	$130,447,320,758.31	6.70%	62.04%	37.96%
2010	$162,579,432,725.71	24.63%	65.81%	34.19%
2011	$138,092,105,811.77	-15.06%	57.01%	42.99%
2012	$140,156,530,005.17	1.49%	58.01%	41.99%
2013	$124,777,338,162.09	-10.97%	53.95%	46.05%
2014	$125,248,214,710.99	0.38%	51.87%	48.13%
2015	$126,528,158,942.60	1.02%	50.01%	49.99%
2016	$127,630,891,730.32	0.87%	47.10%	52.90%
2017	$138,517,592,186.32	8.53%	46.59%	53.41%
2018	$151,228,011,258.10	9.18%	47.37%	52.63%
2019	$156,668,269,801.85	3.60%	45.37%	54.63%
2020	$193,093,444,309.80	23.25%	45.61%	54.39%
2021	$207,838,096,301.32	7.64%	50.06%	49.94%

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

COMMERCIAL ITEM CONTRACT SPENDING BY AGENCY



OBSERVATIONS

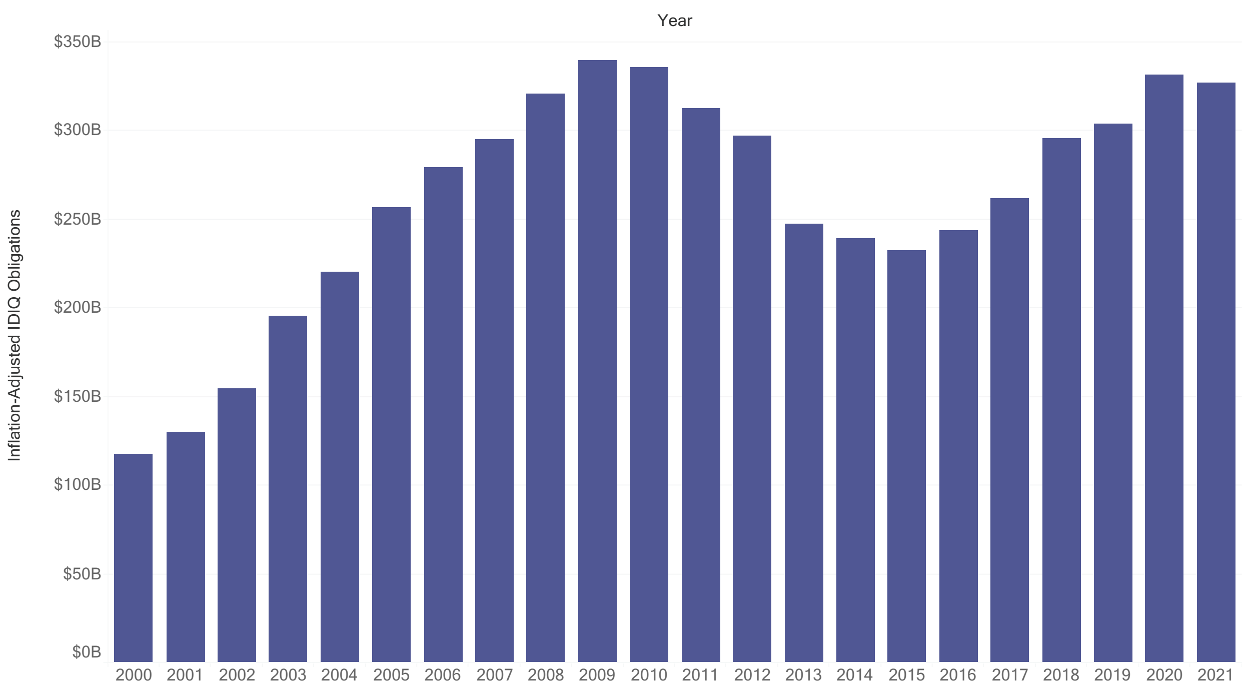
- This graph shows Federal spending through contracts that either used commercial item acquisition procedures or used commercial item acquisition procedures for non-commercial items in accordance with FAR 12.102(f) or FAR 12.102(g). Note, this graph only shows spending obligated using commercial item procedures. It does not, however, show spending for all commercial items, which the Government can purchase using other than commercial procedures.
- DoD accounts for about 49 percent of all Government commercial item contract spending.
- VA, Education, and Agriculture all had the highest percentage of commercial contract spending relative to their total contract obligations.

Source: System for Award Management

Agency	2021 Commercial Item Obligations	Percent Commercial	Growth
Defense, Department of	$101,423,126,936.63	25.57%	36.20%
Army, Department of	$46,238,178,408.28	43.23%	120.09%
Defense Logistics Agency	$21,354,940,807.94	60.15%	4.59%
Air Force, Department of	$13,800,280,299.72	16.43%	6.39%
Navy, Department of	$8,622,825,318.24	7.35%	-6.52%
Veterans Affairs, Department of	$30,841,876,143.16	80.51%	-2.98%
Health and Human Services, Department of	$18,371,876,848.57	45.89%	-1.52%
Homeland Security, Department of	$11,598,208,507.48	55.06%	4.41%
Agriculture, Department of	$6,631,030,696.76	68.08%	-18.78%
Justice, Department of	$5,843,072,136.93	63.33%	4.32%
Treasury, Department of	$4,879,200,359.80	51.61%	20.83%
General Services Administration	$3,682,700,515.10	59.86%	2.35%
National Aeronautics and Space Administration	$2,601,604,051.26	13.71%	-18.20%
State, Department of	$2,954,226,960.68	29.86%	-1.14%
Commerce, Department of	$2,361,301,755.26	49.01%	-12.65%
Education, Department of	$2,037,848,399.60	75.81%	-11.24%
All Other Agencies	$14,612,022,990.09		
Total	**$207,838,096,301.32**		

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

IDIQ CONTRACT SPENDING



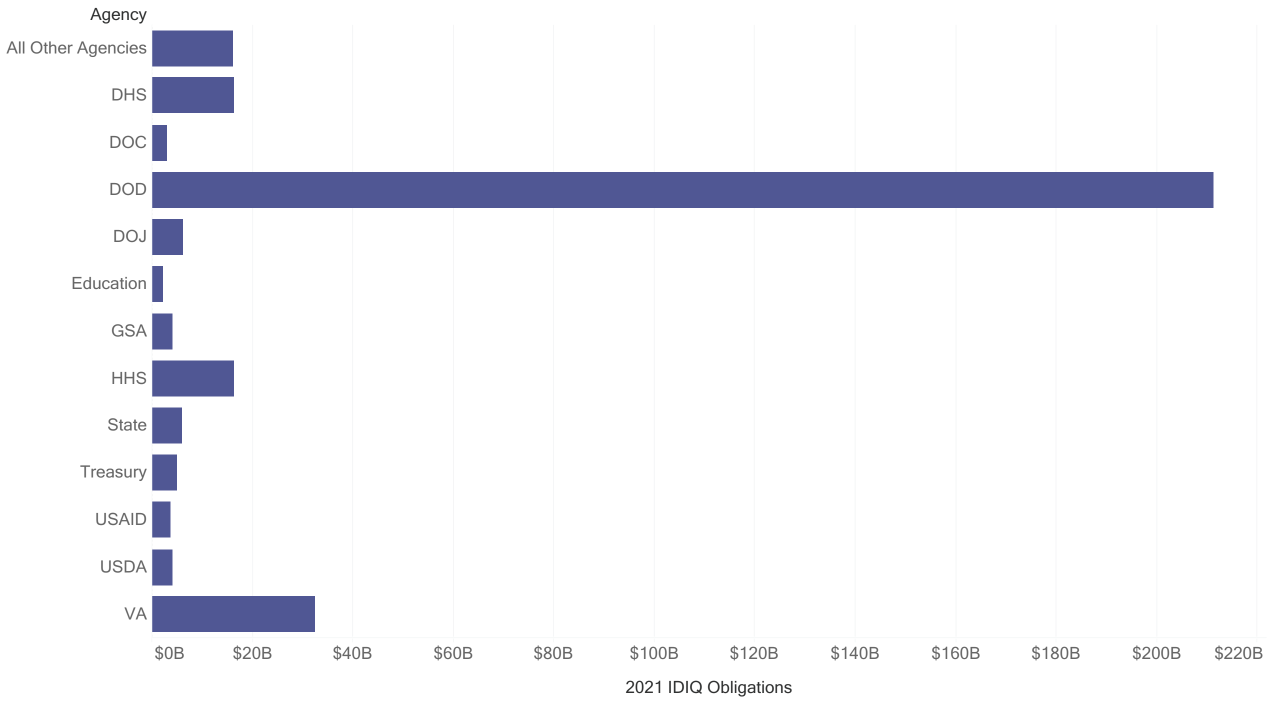
OBSERVATIONS

- The graph shows all Federal spending through IDIQ contracts, including spending on the Schedules, GWACs, and Multi-agency IDIQ's.
- Spending on IDIQs declined slightly. However, 2021 was the fourth consecutive year in which approximately half of all Federal contract spending was obligated using IDIQs.
- In 2021, spending through multiple award IDIQ's accounted for 42 percent of all IDIQ spending. The use of multiple award IDIQ's has been relatively stable for the past eight years.
- IDIQ spending accounted for about 52 percent of contract obligations in 2021.

Source: System for Award Management and Bureau of Labor Statistics CPI

Year	Inflation-Adjusted IDIQ Obligations	Growth	Percent Multiple Award	Percent Single Award	Marketshare
2000	$117,687,592,677.93	17.51%	33.58%	66.42%	37.98%
2001	$129,703,177,417.73	10.21%	34.36%	65.64%	39.83%
2002	$154,590,841,511.81	19.19%	36.67%	63.33%	40.69%
2003	$195,743,221,151.15	26.62%	37.01%	62.99%	42.87%
2004	$220,014,226,129.36	12.40%	35.53%	64.47%	47.32%
2005	$256,833,845,674.34	16.74%	32.35%	67.65%	50.15%
2006	$279,126,929,188.00	8.68%	32.85%	67.15%	50.49%
2007	$295,173,342,343.92	5.75%	32.65%	67.35%	50.35%
2008	$320,933,496,368.32	8.73%	31.73%	68.27%	49.80%
2009	$339,672,634,963.01	5.84%	35.16%	64.84%	52.14%
2010	$335,576,937,366.30	-1.21%	38.01%	61.99%	50.20%
2011	$312,678,990,265.71	-6.82%	39.72%	60.28%	50.49%
2012	$297,144,347,069.11	-4.97%	38.76%	61.24%	50.73%
2013	$247,479,278,837.61	-16.71%	42.31%	57.69%	48.04%
2014	$239,062,753,174.75	-3.40%	43.25%	56.75%	49.00%
2015	$232,429,062,757.95	-2.77%	43.13%	56.87%	48.27%
2016	$243,739,353,718.24	4.87%	43.95%	56.05%	47.57%
2017	$261,579,653,014.94	7.32%	43.60%	56.40%	48.58%
2018	$295,757,601,497.49	13.07%	42.10%	57.90%	51.65%
2019	$303,929,139,497.74	2.76%	43.06%	56.94%	50.81%
2020	$331,560,694,100.01	9.09%	44.55%	55.45%	49.82%
2021	$327,043,077,771.30	-1.36%	42.55%	57.45%	51.75%

IDIQ CONTRACT SPENDING BY AGENCY



OBSERVATIONS

- The graph shows all Federal spending through IDIQ contracts, including spending on the Schedule, GWACs, and Multi-agency IDIQ's.
- DoD accounted for approximately 65 percent of all IDIQ spending in 2021.
- The most prolific users of IDIQ's in 2021 were DHS, VA, and Education. IDIQ spending accounted for over 70 percent of these agencies' total contract spending.
- Despite managing the Schedule program, several of the GWACs, and most of the Government-wide multi-agency IDIQ's, GSA used IDIQ's less frequently than five other large agencies in 2021.

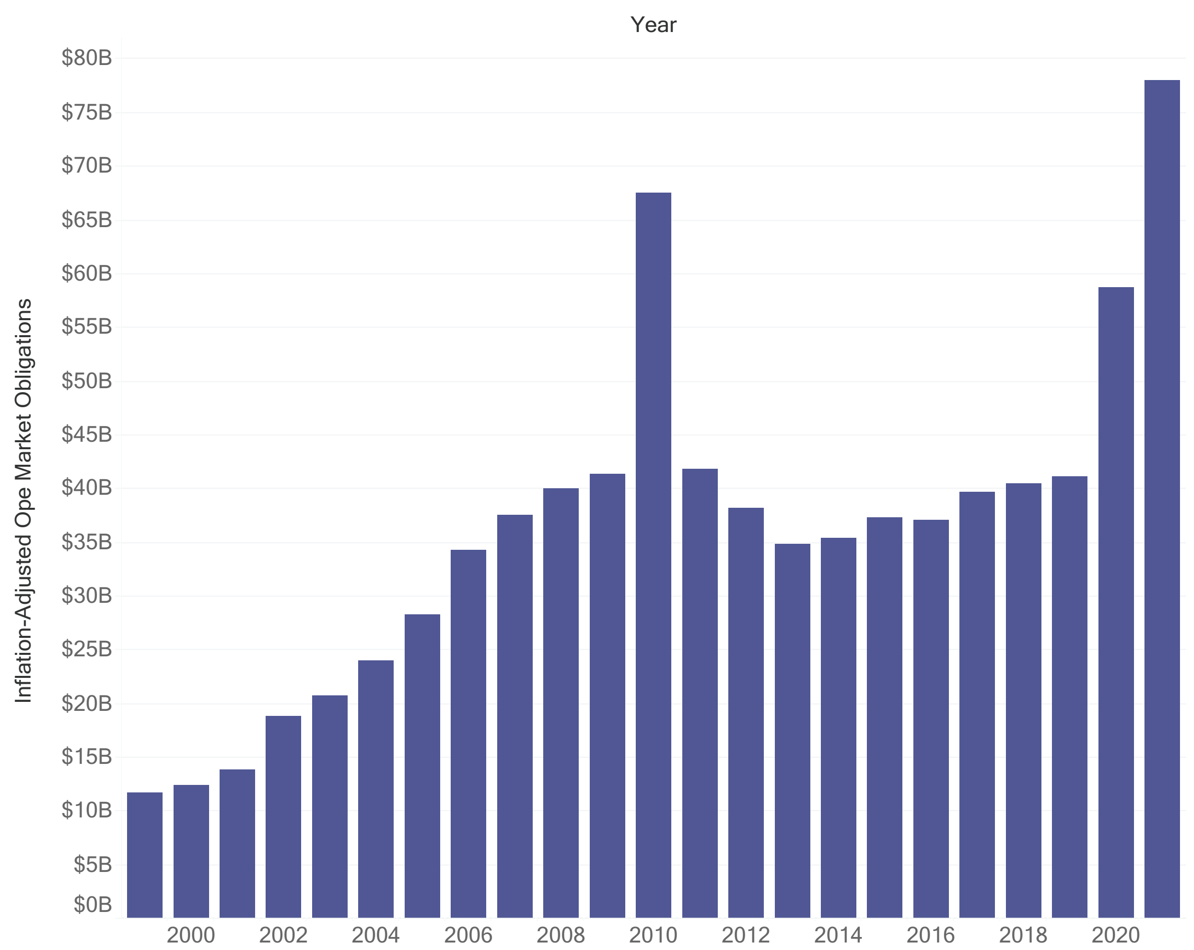
Source: System for Award Management

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

Agency	2021 IDIQ Obligations	Growth	Percent Multiple Award	Percent of Total Spending
Defense, Department of	$211,242,266,909.15	0.25%	53.26%	48.82%
Army, Department of	$46,274,180,342.67	-11.90%	43.26%	51.25%
Navy, Department of	$49,859,031,417.40	1.20%	42.50%	31.69%
Air Force, Department of	$48,840,779,474.14	-10.01%	58.13%	64.65%
Defense Logistics Agency	$31,078,671,464.91	1.47%	87.54%	86.02%
Veterans Affairs, Department of	$32,387,291,558.45	1.55%	84.54%	86.13%
Health and Human Services, Department of	$16,281,031,455.00	0.19%	40.66%	39.43%
Homeland Security, Department of	$16,249,432,352.02	0.31%	77.14%	75.41%
Treasury, Department of	$5,145,784,282.85	0.02%	54.42%	79.10%
State, Department of	$6,008,002,013.70	-0.76%	60.73%	63.97%
Justice, Department of	$6,238,756,007.67	3.77%	67.62%	72.43%
Agriculture, Department of	$4,102,229,400.07	7.55%	42.12%	36.09%
General Services Administration	$4,157,470,357.45	0.78%	67.56%	70.82%
Commerce, Department of	$3,073,350,206.29	-27.65%	63.79%	71.09%
Education, Department of	$2,331,750,107.46	0.32%	86.74%	78.13%
Agency for International Development	$3,684,290,122.20	-0.14%	65.80%	59.44%
All Other Agencies	$16,141,422,998.99			
Total	**$327,043,077,771.30**			

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

OPEN MARKET SPENDING



OBSERVATIONS

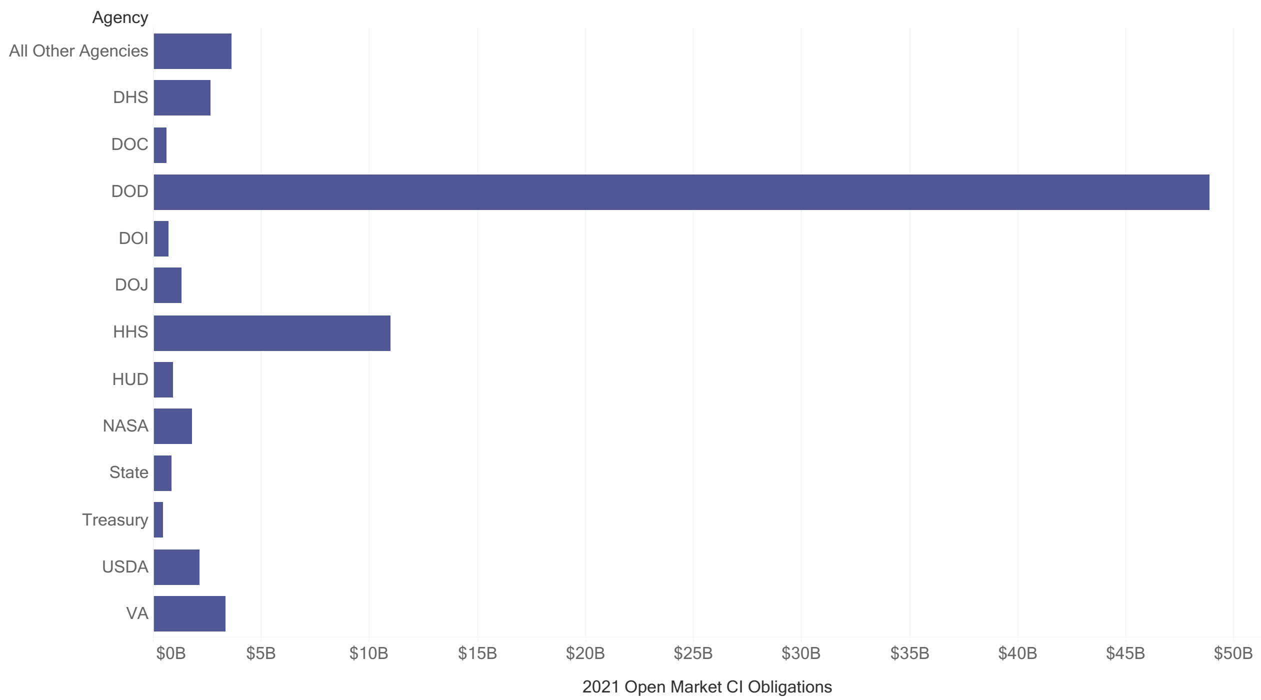
- This graph provides one measure for evaluating open market spending. It shows the commercial item spending that does not utilize an existing IDIQ.
- Open market spending continued to experience significant growth in 2021, increasing 33 percent.
- For the second time since 2011, open market spending accounted for over 30 percent of commercial item spending.

Source: System of Award Management and Bureau of Labor Statistics CPI

Year	Inflation-Adjusted Open Market Obligations	Open Market Percent	Growth
2000	$12,405,185,681.24	27.79%	5.73%
2001	$13,921,312,562.34	24.47%	12.22%
2002	$18,861,638,708.79	24.81%	35.49%
2003	$20,693,000,016.15	23.50%	9.71%
2004	$24,010,163,140.05	31.07%	16.03%
2005	$28,312,426,259.11	49.31%	17.92%
2006	$34,315,692,634.15	44.33%	21.20%
2007	$37,595,252,208.06	35.15%	9.56%
2008	$40,039,415,082.24	32.75%	6.50%
2009	$41,359,712,992.91	31.71%	3.30%
2010	$67,584,749,188.25	41.57%	63.41%
2011	$41,871,661,352.50	30.32%	38.05%
2012	$38,192,046,401.22	27.25%	-8.79%
2013	$34,868,051,241.00	27.94%	-8.70%
2014	$35,370,917,448.63	28.24%	1.44%
2015	$37,329,139,601.28	29.50%	5.54%
2016	$37,051,818,083.13	29.03%	-0.74%
2017	$39,648,405,185.97	28.62%	7.01%
2018	$40,512,345,786.25	26.79%	2.18%
2019	$41,180,957,358.66	26.29%	1.65%
2020	$58,699,510,375.56	30.40%	42.54%
2021	$78,067,472,117.92	37.56%	33.00%

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

OPEN MARKET SPENDING BY AGENCY



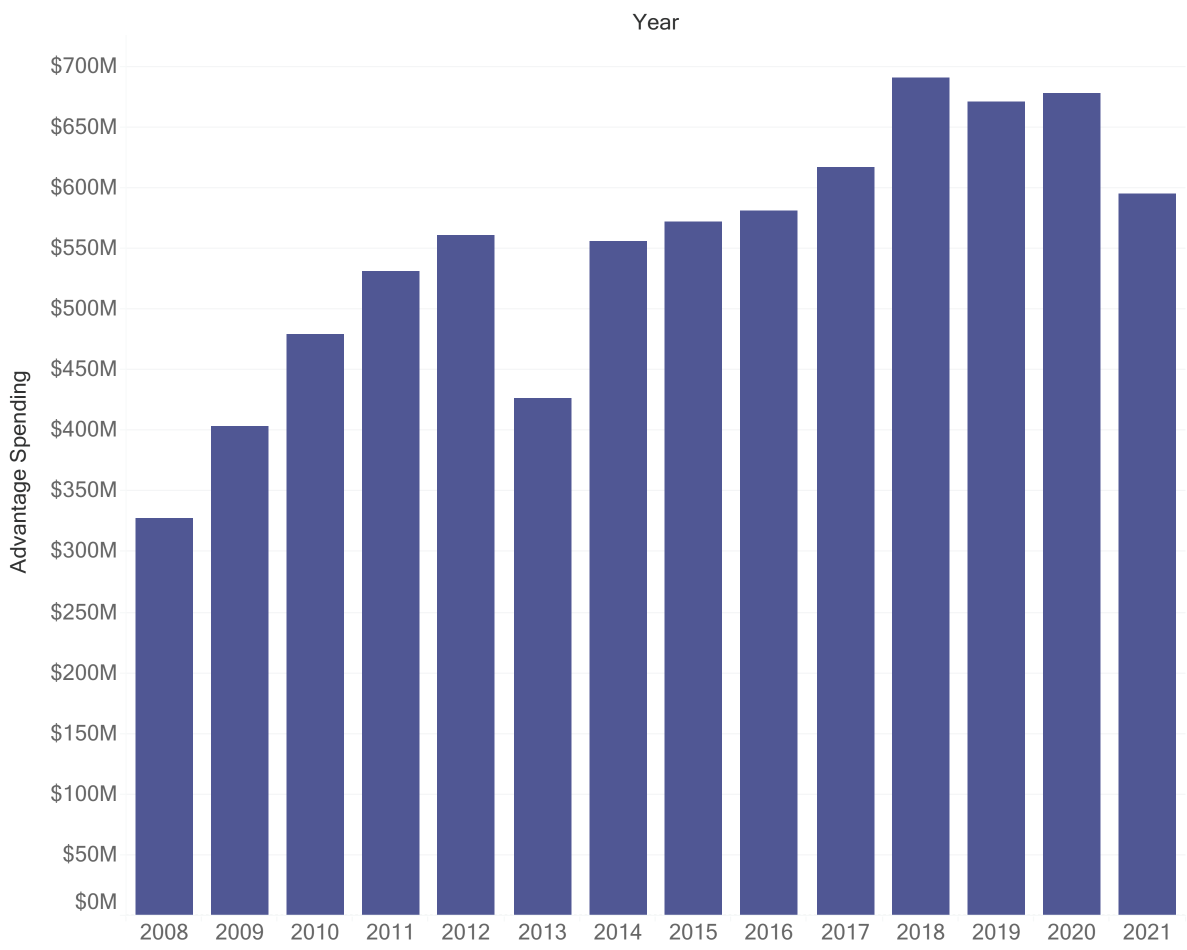
OBSERVATIONS

- This graph provides one measure for evaluating open market spending. It shows the commercial item spending that does not utilize an existing IDIQ.
- DoD experienced the most open market spending growth in 2021 of any large agency and accounted for 62 percent of all open market spending. Notably, the Department of the Army's open market spending skyrocketed by over $20 billion from 2020 to 2021.

Source: System for Award Management

Agency	2021 Open Market CI Obligations	Growth	Percent Open Market
Defense, Department of	$48,840,547,405.25	133.38%	48.16%
Army, Department of	$34,682,214,171.00	327.92%	75.01%
Air Force, Department of	$5,643,950,344.12	21.78%	40.90%
Navy, Department of	$3,589,494,966.49	-3.31%	41.63%
Defense Logistics Agency	$677,176,444.22	30.92%	3.17%
Health and Human Services, Department of	$10,976,633,858.61	-13.91%	59.75%
Agriculture, Department of	$2,120,585,771.80	-57.24%	31.98%
Veterans Affairs, Department of	$3,345,768,444.73	-13.91%	10.85%
Homeland Security, Department of	$2,647,653,479.27	2.17%	22.83%
National Aeronautics and Space Administration	$1,780,598,031.17	-26.60%	68.44%
Justice, Department of	$1,287,081,226.07	-3.33%	22.03%
Housing and Urban Development, Department of	$922,492,032.20	10.80%	74.76%
State, Department of	$831,323,122.02	12.66%	28.14%
Interior, Department of	$694,060,482.94	8.73%	32.14%
Commerce, Department of	$595,158,519.14	-5.64%	25.20%
Treasury, Department of	$428,345,054.75	-29.78%	8.78%
All Other Agencies	$3,597,224,689.97		
Total	**$78,067,472,117.92**		

GSA ADVANTAGE! SALES



OBSERVATIONS

- GSA Advantage! spending declined 12 percent in 2021.
- The 2019 decline was the first since 2013, and could have been attributed to the proliferation of commercial e-marketplace platforms. Advantage spending slightly increased by less than one percent in 2020.
- The number of orders decreased by 16 percent. However, the average order size increased by about 5 percent.
- Spending in GSA Advantage! Accounted for 1.5 percent of Schedule spending.

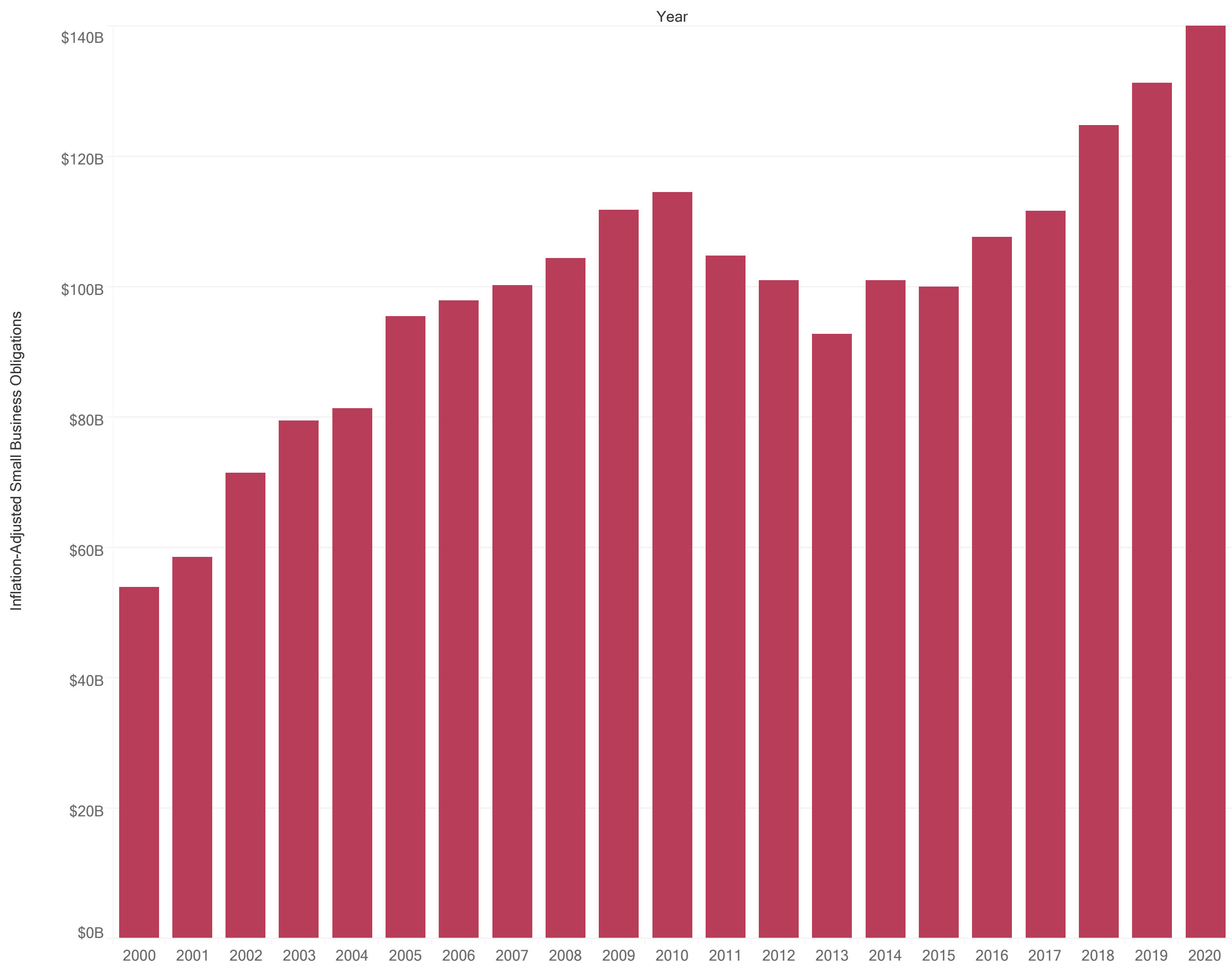
Source: GSA Advantage Sales Report, GSA Schedule Sales Query Plus

HOW THE GOVERNMENT PURCHASES:
GWACs, Assisted Acquisitions, BPAs, IDIQs, e-Commerce

Year	Advantage Spending	Orders	Average Order Size	Marketshare	Product Marketshare	Growth
2008	$327,420,434	639,727	$511.81	0.89%	2.24%	
2009	$403,089,910	788,312	$511.33	1.07%	2.75%	23.11%
2010	$478,759,386	936,897	$511.01	1.23%	3.21%	18.77%
2011	$531,100,601	1,031,651	$514.81	1.37%	3.75%	10.93%
2012	$561,146,728	1,104,062	$508.26	1.49%	4.15%	5.66%
2013	$426,440,833	869,921	$490.21	1.22%	3.49%	-24.01%
2014	$555,968,054	1,091,065	$509.56	1.68%	4.88%	30.37%
2015	$571,639,339	1,145,722	$498.93	1.67%	4.96%	2.82%
2016	$580,588,092	1,087,271	$533.99	1.79%	5.34%	1.57%
2017	$617,354,816	1,130,447	$546.12	1.90%	5.83%	6.33%
2018	$691,217,996	1,153,312	$599.33	2.15%	7.15%	11.96%
2019	$671,224,940	1,048,437	$640.21	2.02%	6.81%	-2.89%
2020	$677,541,213	986,409	$686.88	1.85%	7.03%	0.94%
2021	$595,478,898.00	828,227	$718.98	1.50%	5.89%	-12.11%

SMALL BUSINESSES AND AGENCY SOCIO-ECONOMIC GOALS

SMALL BUSINESS UTILIZATION



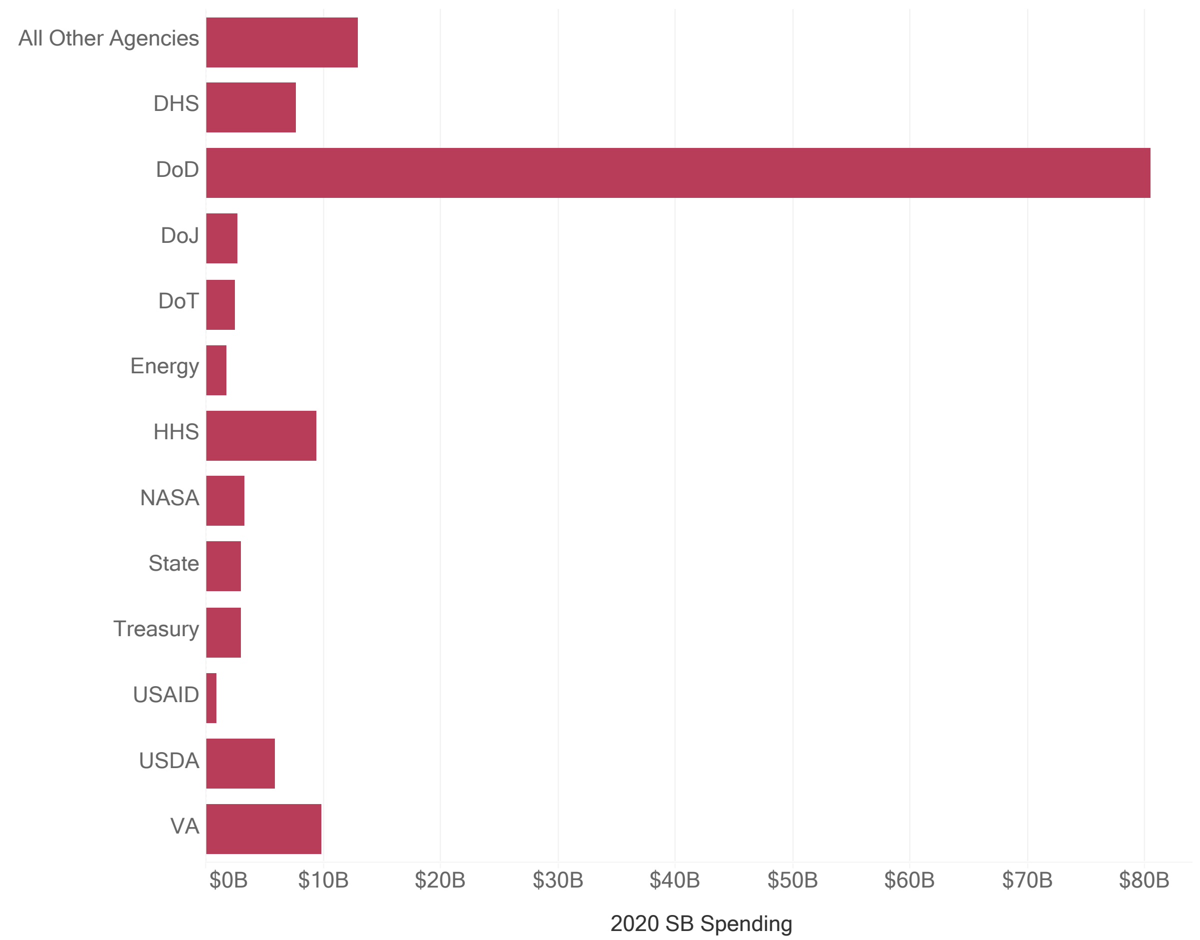
OBSERVATIONS

- **Data for 2021 not yet available.**
- 2020 marked the eighth consecutive year in which the Government has likely exceeded its 23 percent small business utilization goal. An agency's small business scorecard and small business utilization goals will be determined by the Small Business Administration and include this spending data along with other criteria.
- Small business spending increased in 2020, but small business utilization decreased slightly in 2020.
- Small business utilization is calculated using the exclusions in small business goaling reports. A breakdown of the exclusions applied to the report can be found in the appendix of the goaling report at this link https://www.fpds.gov/downloads/top_requests/FPDSNG_SB_Goaling_FY_2016.pdf

Source: System for Award Management, Bureau of Labor Statistics CPI, Small Business Administration Goaling Reports

Year	Inflation-Adjusted Small Business Obligations	SB Utilizaiton Rate	Growth
2000	$53,982,751,125.79	19.90%	6.20%
2001	$58,422,114,957.33	19.89%	8.22%
2002	$71,471,823,909.82	20.91%	22.34%
2003	$79,448,078,650.22	19.86%	11.16%
2004	$81,406,376,913.76	20.73%	2.46%
2005	$95,357,063,655.03	22.41%	17.14%
2006	$97,845,340,001.83	21.61%	2.61%
2007	$100,254,165,249.94	20.81%	2.46%
2008	$104,323,748,474.14	19.53%	4.06%
2009	$111,883,284,263.22	20.93%	7.25%
2010	$114,381,700,669.83	22.06%	2.23%
2011	$104,805,469,122.24	21.43%	-8.37%
2012	$100,957,191,834.41	22.07%	-3.67%
2013	$92,822,219,949.84	23.30%	-8.06%
2014	$101,028,289,506.60	25.06%	8.84%
2015	$100,023,918,678.27	25.74%	-0.99%
2016	$107,679,499,239.51	24.28%	7.65%
2017	$111,681,201,662.34	23.81%	3.72%
2018	$124,812,648,768.56	25.08%	11.76%
2019	$131,284,007,409.98	25.69%	5.18%
2020	$143,559,022,001.82	25.62%	9.35%

SMALL BUSINESS SPENDING BY AGENCY



OBSERVATIONS

- **Data for 2021 not yet available.**
- This graph shows small business spending broken down by agency.
- Most large agencies, except for Energy, will likely meet their small business goals for 2020.
- Almost all large agencies, except State, increased their small business spending in 2020.

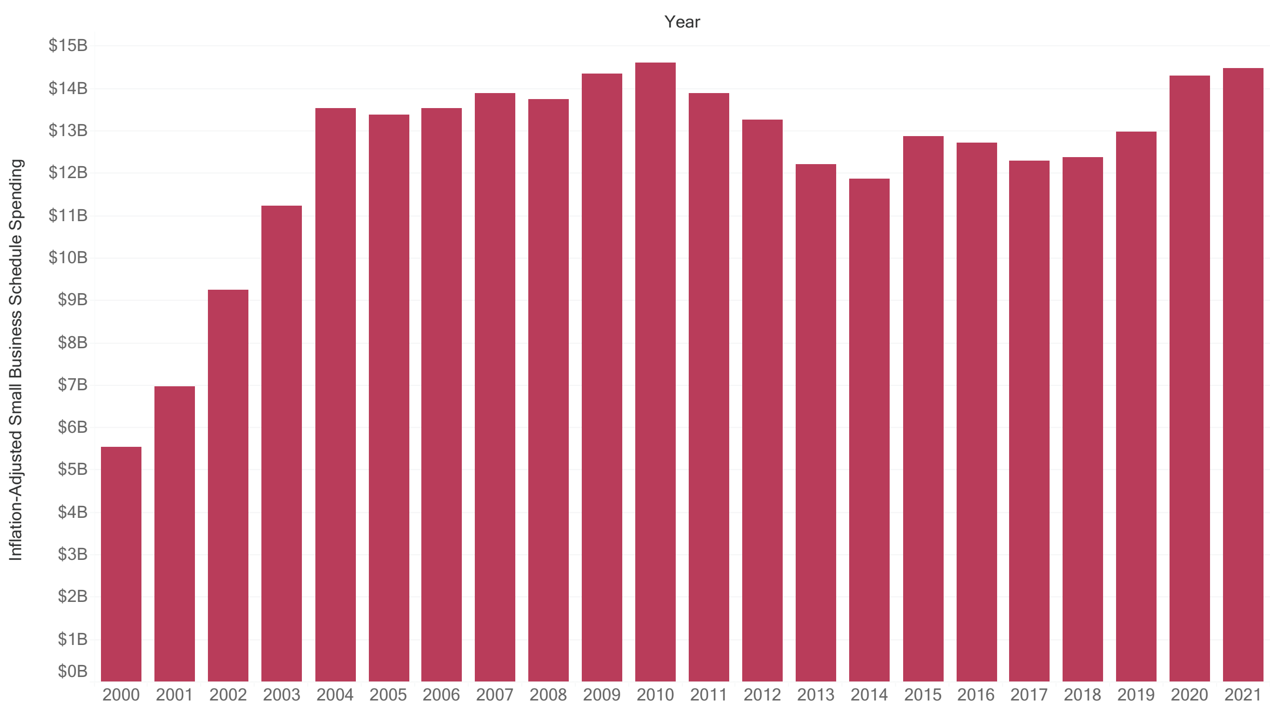
Source: System for Award Management and Small Business Administration Goaling Reports

SMALL BUSINESSES AND AGENCY SOCIO-ECONOMIC GOALS

Agency	2020 SB Spending	SB Utilization	Goal	Growth
Defense, Department of	$80,515,234,100.92	24.54%	21.95%	6.91%
Health and Human Services, Department of	$9,472,899,262.79	23.06%	21.80%	42.52%
Veterans Affairs, Department of	$9,826,466,297.66	26.59%	28.45%	10.18%
Energy, Department of	$1,763,298,624.14	4.95%	14.00%	6.88%
Homeland Security, Department of	$7,702,905,584.65	36.11%	33.25%	14.65%
National Aeronautics and Space Administration	$3,267,577,137.46	17.68%	15.75%	6.26%
Agriculture, Department of	$5,930,038,827.61	56.56%	49.50%	35.89%
State, Department of	$3,007,110,910.78	32.22%	23.50%	-2.34%
Justice, Department of	$2,674,733,104.69	32.80%	31.25%	6.14%
Transporation, Department of	$2,523,895,650.19	34.20%	30.07%	4.84%
Treasury, Department of	$2,984,688,246.68	46.26%	36.00%	52.43%
Agency for International Development	$926,130,397.74	14.95%	12.51%	9.00%
All Other Agencies	$12,964,043,856.51			
Total	**$143,559,022,001.82**			

SMALL BUSINESSES AND AGENCY SOCIO-ECONOMIC GOALS

SMALL BUSINESSES ON GSA SCHEDULE



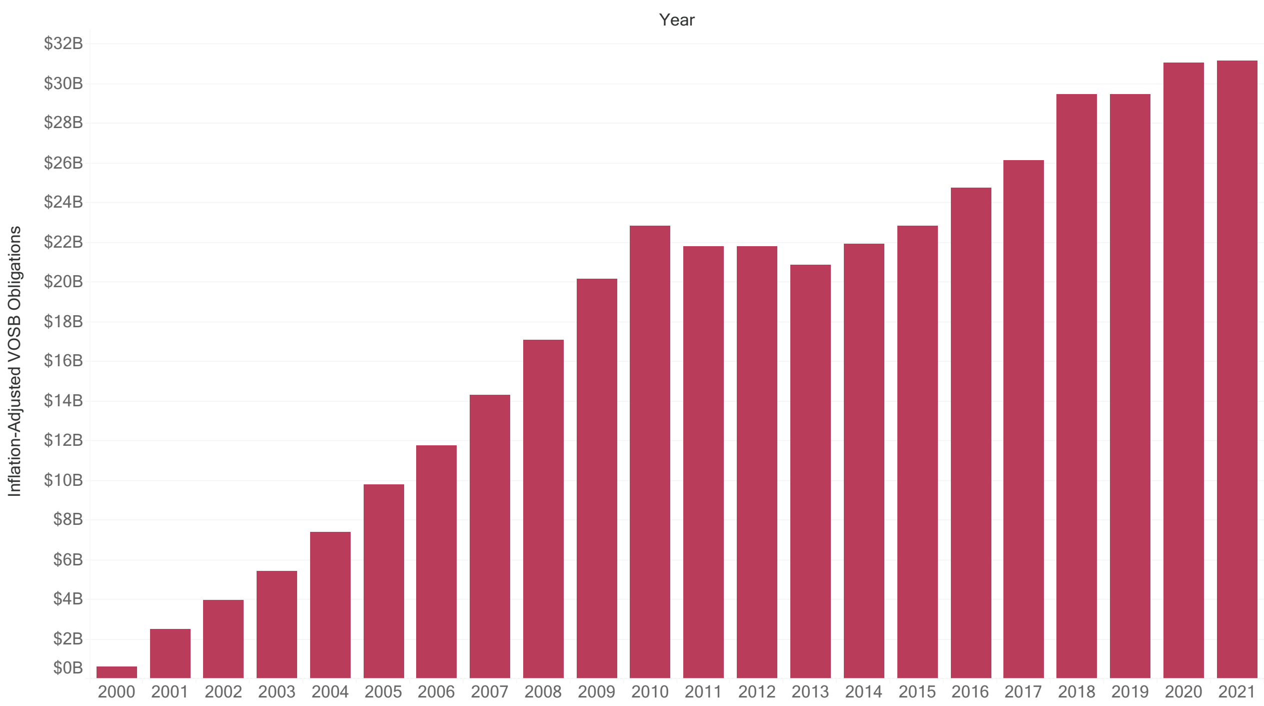
OBSERVATIONS

- This graph shows the total spending for small business in the GSA Schedule program.
- GSA has released small business utilization data from 1991 to the present. The small business utilization on the Schedule program has been larger than 23 percent for every year that GSA has small business data. The Schedule program has exceeded 23 percent utilization for 30 consecutive years (not shown on graph).

Source: System for Award Management, GSA Schedule Sales Query Plus, Bureau of Labor Statistics CPI

Year	Inflation-Adjusted Small Business Schedule Spending	Growth	Percent SB from GSA	Percent SB on GSA
2000	$5,551,485,479	51.11%	9.76%	29.29%
2001	$6,969,531,429	25.54%	11.33%	28.15%
2002	$9,243,616,606	32.63%	12.28%	28.01%
2003	$11,235,973,728	21.55%	13.42%	28.11%
2004	$13,539,234,008	20.50%	15.78%	29.32%
2005	$13,383,556,332	-1.15%	13.31%	29.00%
2006	$13,530,135,705	1.10%	13.12%	28.69%
2007	$13,886,692,942	2.64%	13.13%	29.38%
2008	$13,753,420,979	-0.96%	12.50%	29.82%
2009	$14,346,679,037	4.31%	12.17%	30.01%
2010	$14,611,441,853	1.85%	12.12%	29.90%
2011	$13,876,763,235	-5.03%	12.57%	29.71%
2012	$13,260,610,481	-4.44%	12.48%	29.77%
2013	$12,197,809,321	-8.01%	12.49%	29.82%
2014	$11,867,056,354	-2.71%	11.17%	31.13%
2015	$12,878,517,841	8.52%	12.23%	32.54%
2016	$12,717,443,304	-1.25%	11.21%	34.60%
2017	$12,303,468,268	-3.26%	10.46%	34.09%
2018	$12,374,674,319	0.58%	9.41%	35.35%
2019	$12,975,047,733	4.85%	9.38%	36.56%
2020	$14,305,213,349	10.25%	9.46%	36.98%
2021	$14,486,496,922	1.27%	9.69%	36.53%

VETERAN OWNED SMALL BUSINESSES AND THE VA



OBSERVATIONS

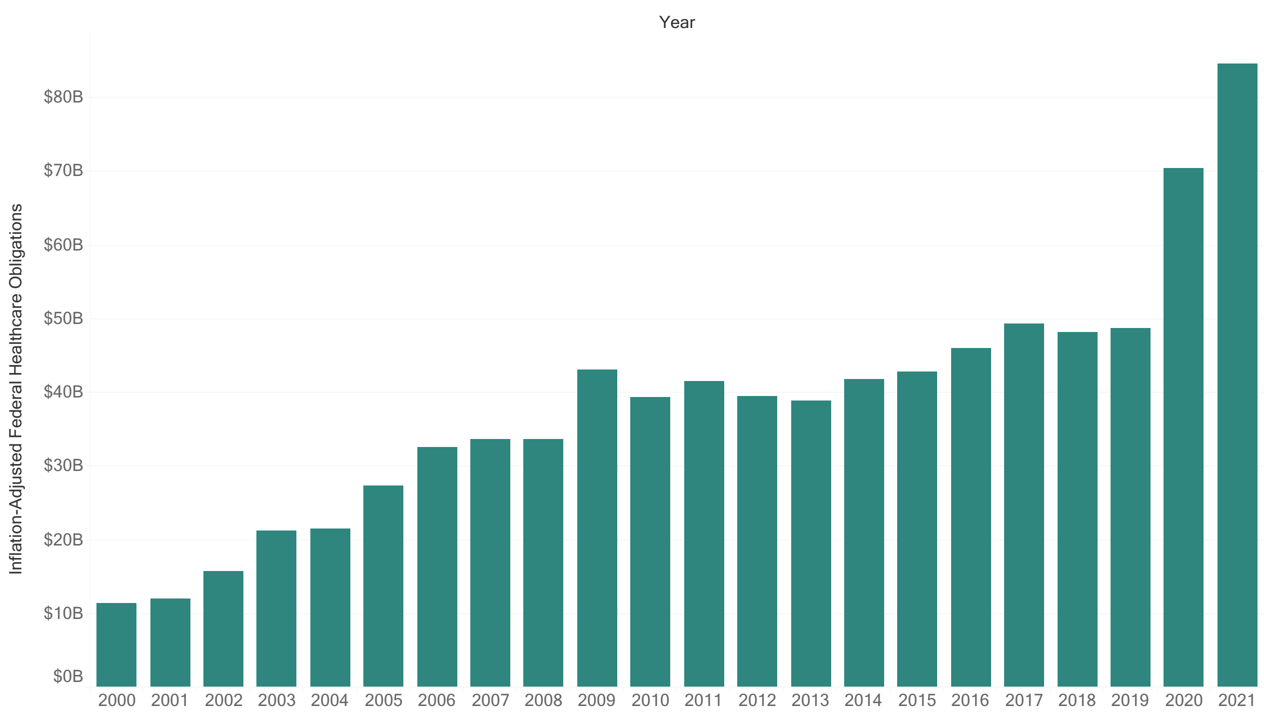
- This chart shows spending awarded by the VA for Veteran-Owned Small Businesses. This includes the SBA's goaling exclusions, which can be found in the appendix of the goaling report at this link https://www.fpds.gov/downloads/top_requests/FPDSNG_SB_Goaling_FY_2016.pdf
- Since 2006, the VA has significantly increased its obligations for Veteran-Owned businesses. This is likely the result of the Veterans Benefits, Health Care, and Information Technology Act, which was enacted in 2006.
- Veteran-Owned Small Business obligations remained consistent over the past two years, with a slight increase of 0.3 percent in 2021.

Source: System for Award Management, Bureau of Labor Statistics CPI, Small Business Administration Goaling Reports

Year	Inflation-Adjusted VOSB Obligations	Growth
2000	$629,970,809.66	39.76%
2001	$2,499,788,955.66	296.81%
2002	$3,937,198,323.75	57.50%
2003	$5,417,613,729.94	37.60%
2004	$7,406,547,168.34	36.71%
2005	$9,807,421,143.59	32.42%
2006	$11,748,899,564.55	19.80%
2007	$14,315,293,639.31	21.84%
2008	$17,069,347,489.01	19.24%
2009	$20,156,689,496.16	18.09%
2010	$22,810,611,501.59	13.17%
2011	$21,807,714,438.30	-4.40%
2012	$21,773,170,230.76	-0.16%
2013	$20,874,879,904.61	-4.13%
2014	$21,934,444,347.74	5.08%
2015	$22,827,219,073.45	4.07%
2016	$24,751,545,075.31	8.43%
2017	$26,133,363,374.03	5.58%
2018	$29,475,082,136.01	12.79%
2019	$29,488,210,936.25	0.04%
2020	$31,066,465,329.68	5.35%
2021	$31,159,024,320.10	0.30%

THE FEDERAL HEALTHCARE MARKET

FEDERAL HEALTHCARE SPENDING



OBSERVATIONS

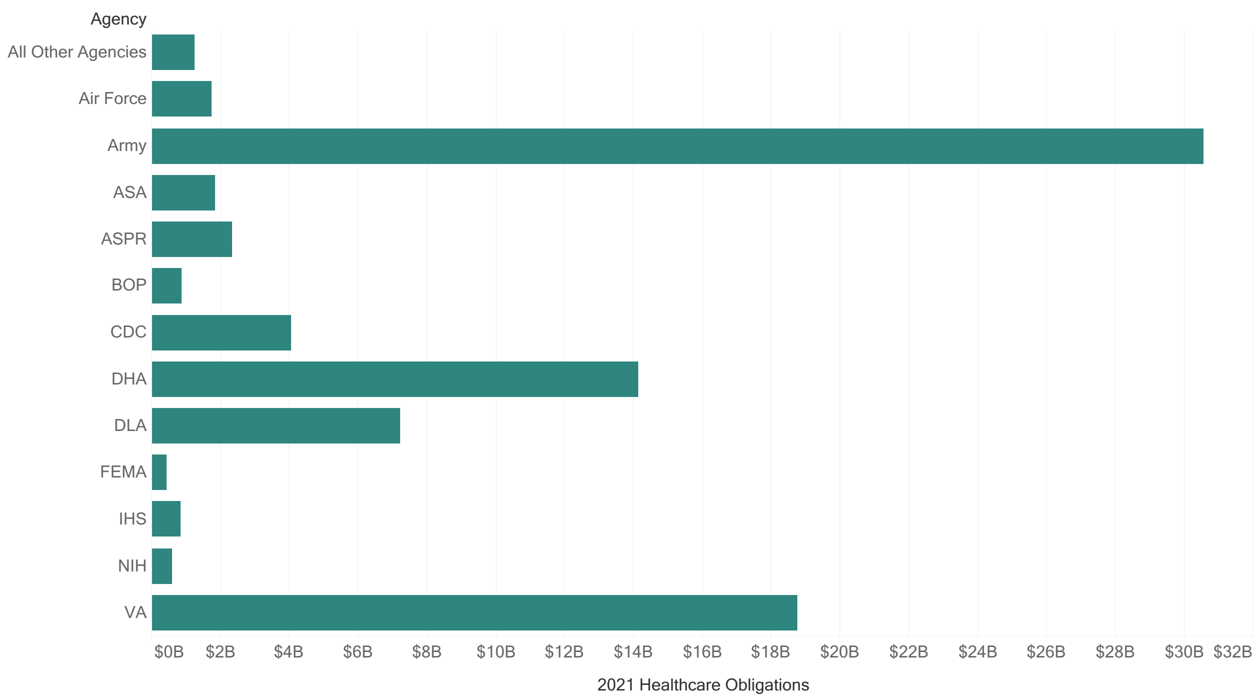
- This graph shows Federal spending in the Medical Category, a grouping created by OMB as part of its Category Management Initiative that is defined using Product/Service Codes. This category is mainly comprised of pharmaceuticals, medical supplies, and healthcare services (like nursing, medical/dental surgical services, and medical transportation). This does not include Health IT services. A full breakdown of the Product/Service Codes for the Medical Category can be found here: https://www.acquisition.gov/PSC_Manual.
- Significant increases in Federal healthcare spending continued in 2021, growing 20 percent and climbing to 13 percent of all contract obligations.

Source: System for Award Management and Bureau of Labor Statistics CPI

Year	Inflation-Adjusted Federal Healthcare Obligations	Marketshare	Growth
2000	$11,425,501,399.40	3.50%	11.37%
2001	$12,005,675,761.64	3.49%	5.08%
2002	$15,715,263,690.48	3.92%	30.90%
2003	$21,215,189,318.50	4.41%	35.00%
2004	$21,514,675,334.32	4.39%	1.41%
2005	$27,410,579,941.03	5.08%	27.40%
2006	$32,544,102,695.73	5.58%	18.73%
2007	$33,667,623,477.93	5.45%	3.45%
2008	$33,546,726,223.68	4.94%	-0.36%
2009	$43,068,351,435.09	6.27%	28.38%
2010	$39,302,631,471.40	5.57%	-8.74%
2011	$41,537,939,303.37	6.36%	5.69%
2012	$39,442,756,879.66	6.38%	-5.04%
2013	$38,796,393,050.23	7.13%	-1.64%
2014	$41,766,133,479.67	8.10%	7.65%
2015	$42,847,414,762.28	8.43%	2.59%
2016	$45,971,656,969.37	8.50%	7.29%
2017	$49,310,834,121.74	8.68%	7.26%
2018	$48,210,535,757.37	7.98%	-2.23%
2019	$48,690,290,948.96	7.72%	1.00%
2020	$70,428,176,633.17	10.04%	44.65%
2021	$84,589,197,284.84	13.38%	20.11%

THE FEDERAL HEALTHCARE MARKET

HEALTHCARE SPENDING BY AGENCY



OBSERVATIONS

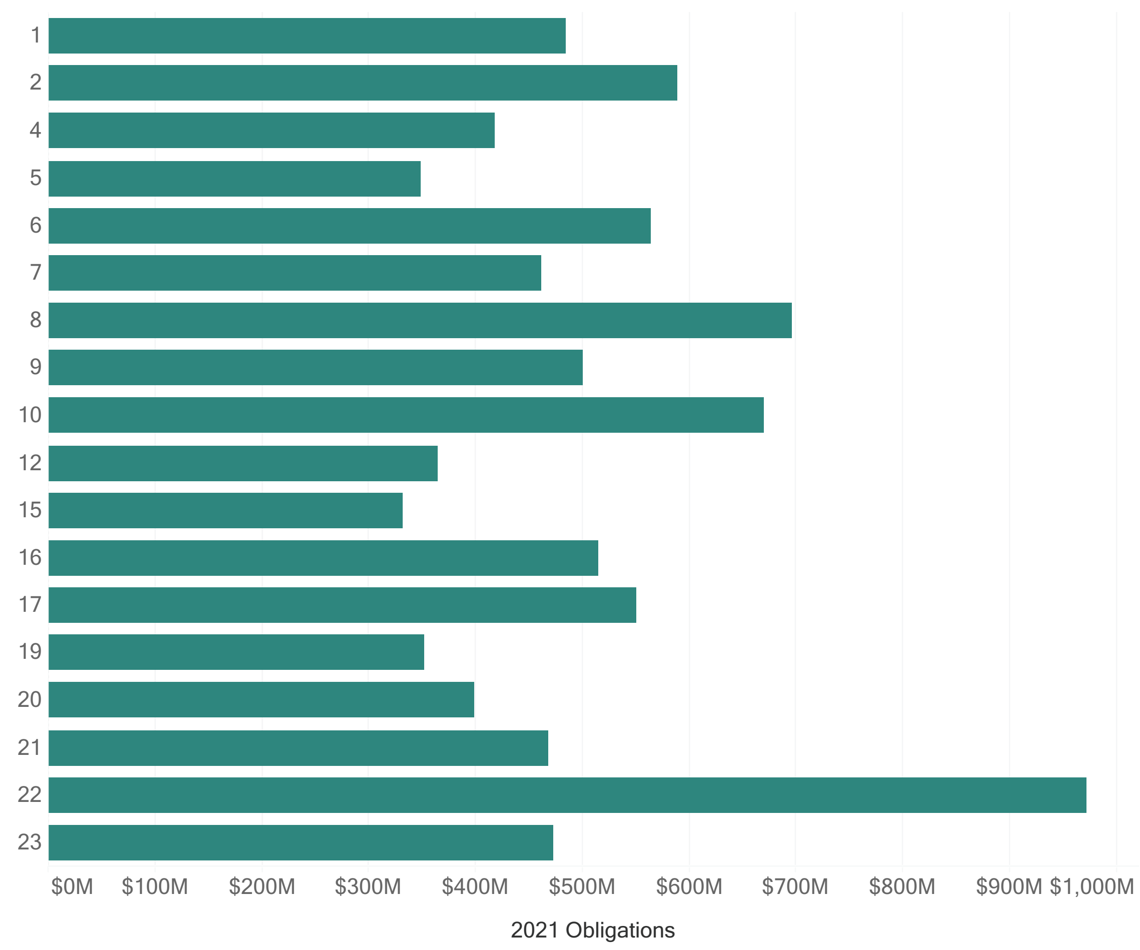
- This graph shows Federal spending in the Medical Category, a grouping created by OMB as part of its Category Management initiative and is defined using Product/Service Codes. This category is mainly comprised of pharmaceuticals, medical supplies, and healthcare services (like nursing, medical/dental surgical services, and medical transportation). This does not include Health IT services. A full breakdown of the Product/Service Codes for the Medical Category can be found here: https://www.acquisition.gov/PSC_Manual.
- Combined, DoD and VA accounted for 85 percent of Federal Healthcare spending.

Source: System for Award Management

Agency	2021 Healthcare Obligations	Growth	Marketshare
Dept of the Army	$30,545,011,612.92	954.80%	28.55%
Veterans Affairs, Department of	$18,745,746,576.84	-19.55%	48.93%
Defense Health Agency	$14,125,077,884.00	6.81%	81.84%
Defense Logistics Agency	$7,216,551,096.78	-17.11%	20.33%
Centers for Disease Control and Prevention	$4,052,286,204.82	-13.36%	46.33%
Office of Assistant Secretary for Preparedness and Response	$2,332,559,552.22	-68.17%	50.15%
Office of Assistant Secretary for Administration	$1,846,263,042.61	171.96%	61.97%
Dept of the Air Force	$1,733,056,989.32	96.41%	2.06%
Federal Prison System/Bureau of Prisons	$872,673,421.64	33.72%	32.97%
Indian Health Service	$853,499,275.07	41.55%	63.41%
National Institutes of Health	$583,386,296.70	-5.32%	7.66%
Federal Emergency Management Agency	$445,550,647.74	-71.76%	16.29%
All Other Agencies	$1,237,534,684.18		
Total	**$84,589,197,284.84**		

THE FEDERAL HEALTHCARE MARKET

SPENDING BY VA VISN



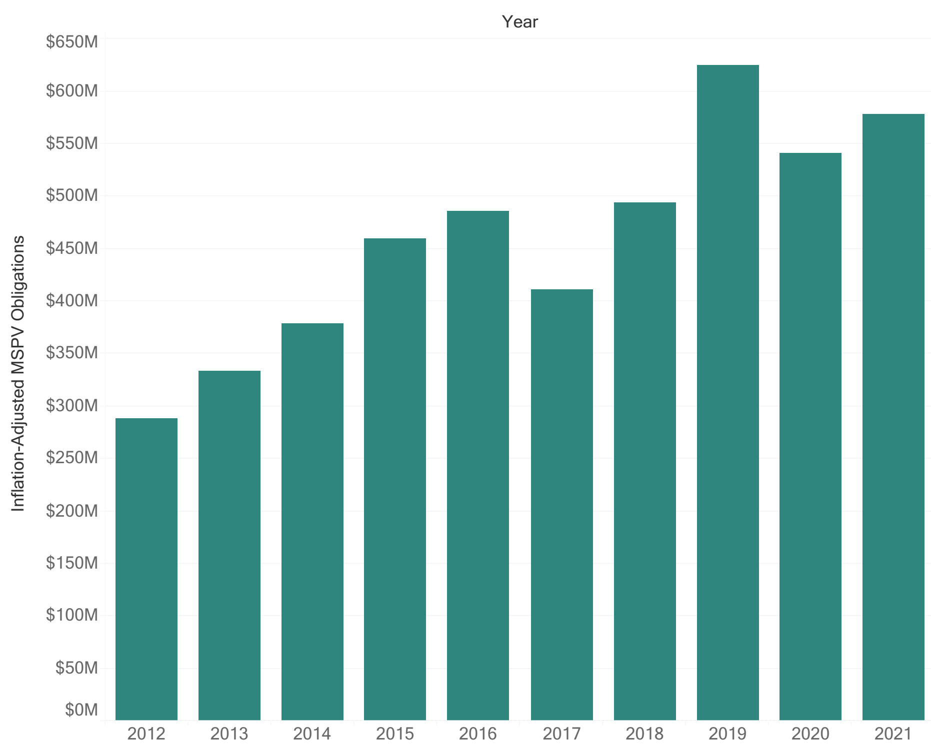
OBSERVATIONS

- This graph shows spending through the VA broken down by VISN. This graph does not include spending through the VA Central Office. Spending through the MSPV program is reported nationally, so it is not included in this graph. Spending through the Pharmaceutical Prime Vendor program, however, is not reported nationally, and thus, is included in this graph.
- VISN 22 (Arizona, New Mexico and Southern California) and VISN 8 (Florida) have the most contract spending. Combined these two represent 18 percent of total VISN spending.

Source: System for Award Management

VISN	Geographic Area	2021 Obligations	Growth
1	New England	$484,243,496.83	-19.60%
2	NY, NJ	$588,783,012.80	-11.17%
4	PA, DE	$418,073,484.51	-19.24%
5	DC, MD, WV	$348,742,026.99	-26.48%
6	VA, NC	$563,941,106.50	-17.53%
7	SC, GA, AL	$461,184,672.63	-25.99%
8	FL, PR	$695,568,722.00	-20.78%
9	KY, TN	$500,002,055.15	-11.53%
10	MI, OH, IN	$670,332,515.27	-22.95%
12	WI, IL	$364,807,841.31	-8.44%
15	MO, KS	$331,995,855.35	-29.32%
16	MS, LA, AR	$514,729,532.58	-18.19%
17	TX	$549,948,612.30	-14.12%
19	MT, WY, CO, UT	$351,736,305.64	-23.35%
20	WA, OR, ID, AK	$399,203,570.94	-19.54%
21	NV, Northern CA, HI	$468,138,347.91	-19.59%
22	AZ, NM, Southern CA	$972,199,451.08	-0.44%
23	ND, SD, NE, MN, IA	$473,198,722.32	-9.72%

MEDICAL/SURGICAL PRIME VENDOR PROGRAM



OBSERVATIONS

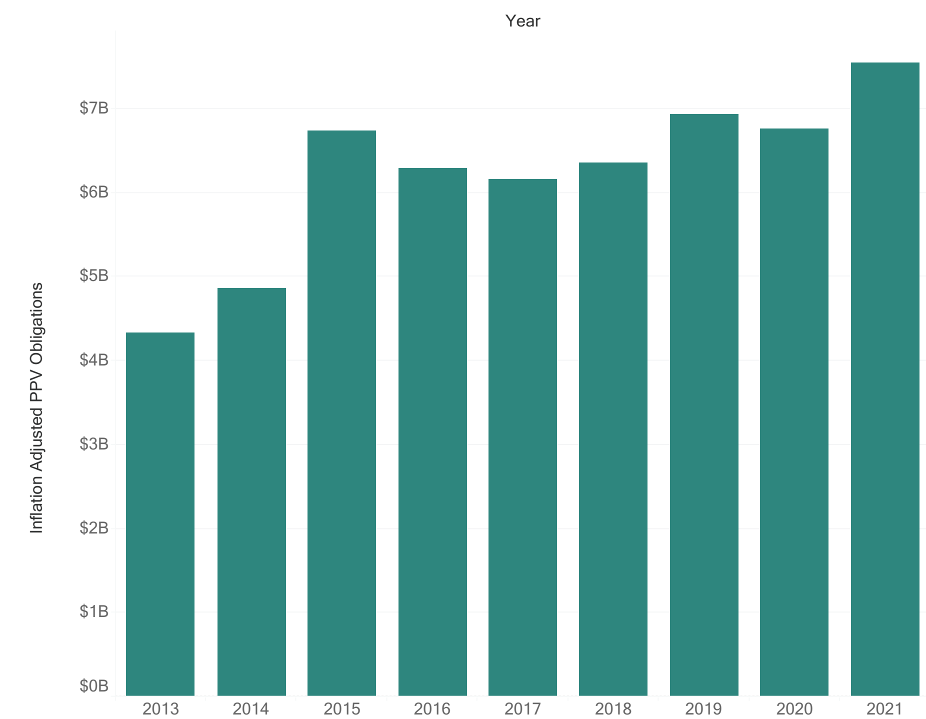
- This graph includes all spending through the MSPV contracts including the legacy, bridge, and next generation contracts. The legacy MSPV contract expired in April 2015 and was replaced by MSPV bridge contracts that expired in December 2016 when VA transition to the MSPV next generation program.
- Spending through the MSPV program increased by six percent in 2021.

Source: System for Award Management

Year	Inflation-Adjusted MSPV Obligations	Growth
2012	$288,004,653.52	
2013	$333,415,365.89	15.77%
2014	$378,176,150.51	13.42%
2015	$459,977,637.17	21.63%
2016	$485,595,564.20	5.57%
2017	$411,398,974.92	-15.28%
2018	$494,462,233.70	20.19%
2019	$625,364,345.91	26.47%
2020	$541,272,811.21	-13.45%
2021	$577,862,563.34	

THE FEDERAL HEALTHCARE MARKET

VA PHARMACEUTICAL PRIME VENDOR



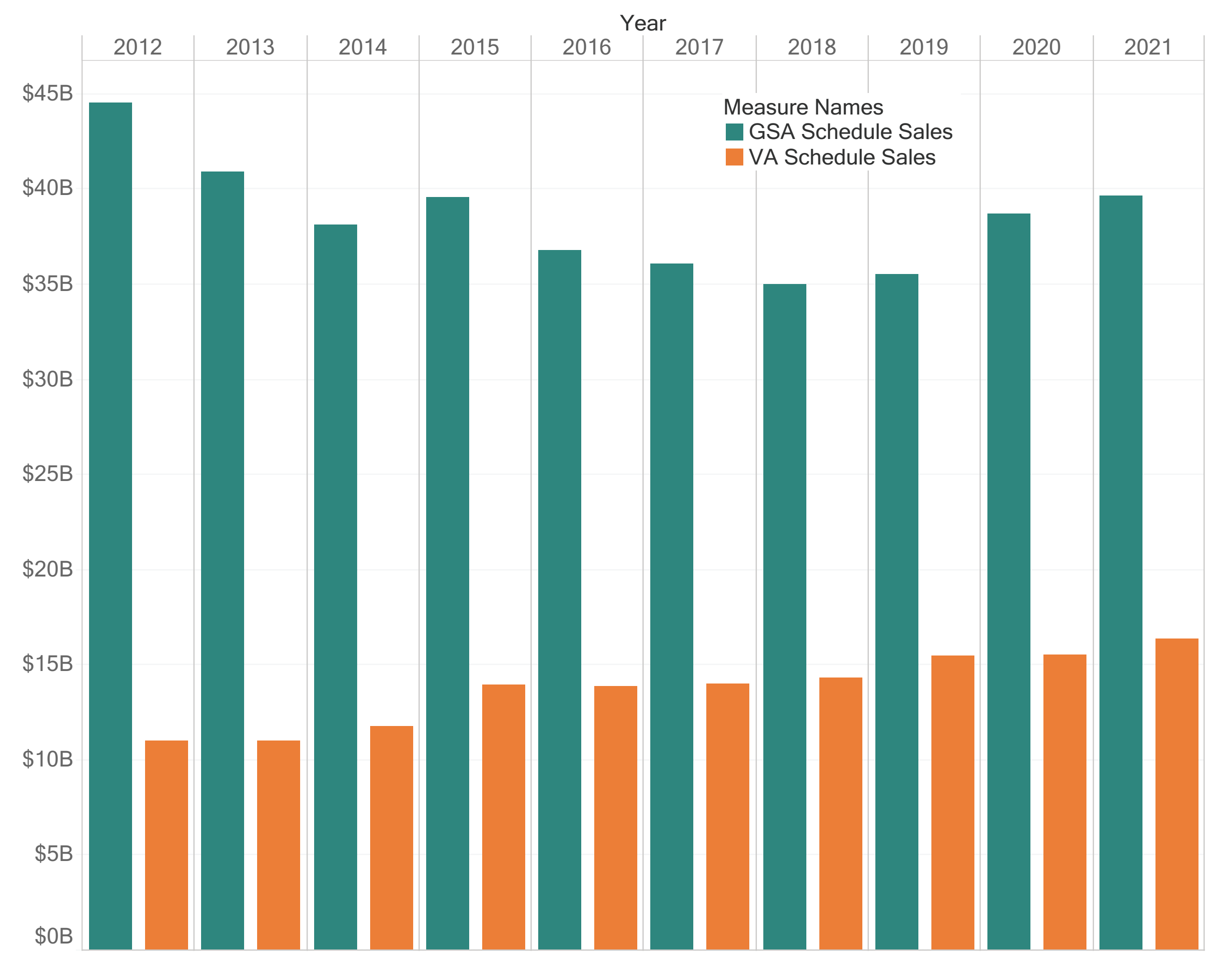
OBSERVATIONS

- This graph shows the spending through the VA's Pharmaceutical Prime Vendor (PPV) Program.
- Spending through the VA's PPV grew 12 percent in 2021.
- The PPV accounts for over 95 percent of the VA's pharmaceuticals spending in 2021, indicating that the program should continue to remain stable.

Source: System for Award Management

Year	PPV Obligations	Growth
2013	$4,324,971,717.63	
2014	$4,868,393,705.25	12.56%
2015	$6,738,165,281.85	38.41%
2016	$6,290,698,916.01	-6.64%
2017	$6,162,053,782.25	-2.05%
2018	$6,352,371,420.11	3.09%
2019	$6,931,398,283.71	9.12%
2020	$6,765,723,627.20	-2.39%
2021	$7,549,874,980.40	11.59%

VA SCHEDULES AND MARKET SHARE



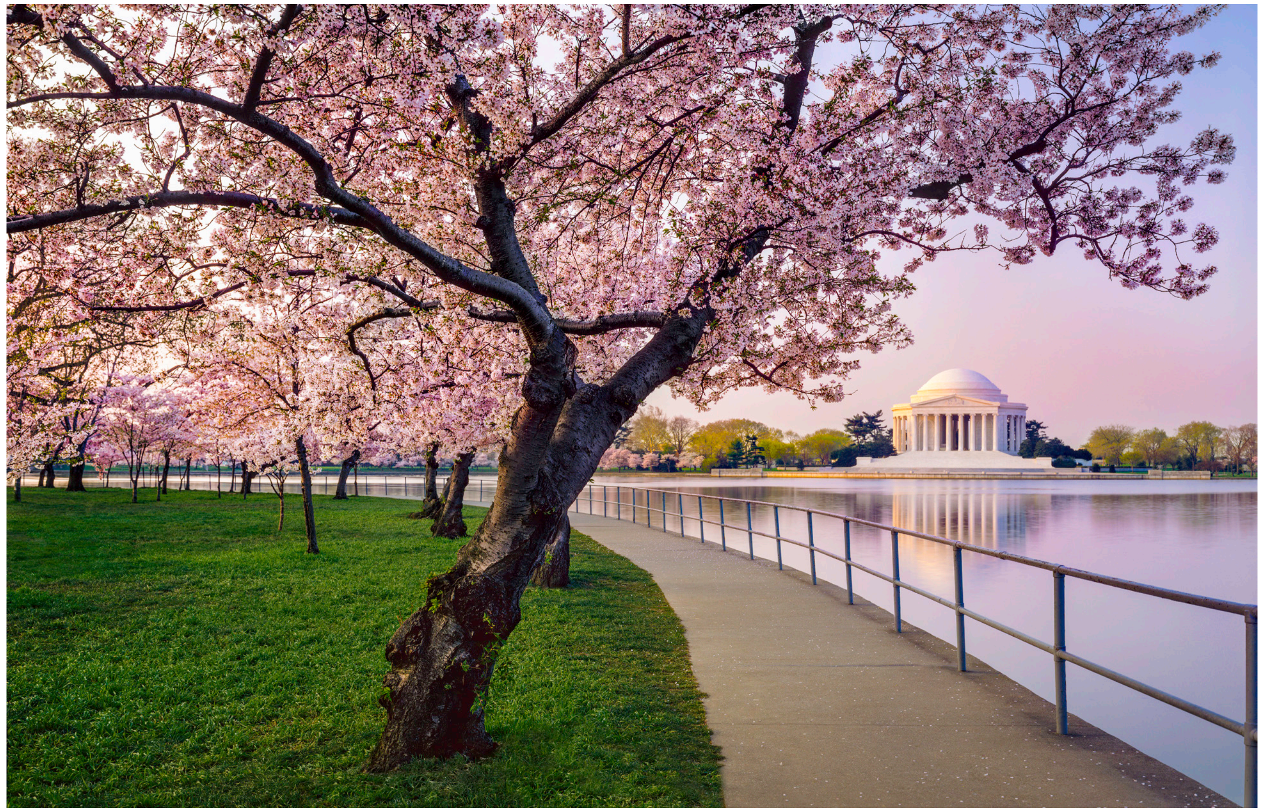
OBSERVATIONS

- This graph shows the spending through both the GSA and VA Schedules.
- The VA Schedules continue to account for about 30 percent of total Schedule sales.
- Combined VA and GSA Schedule sales grew 3 percent in 2021.
- Combined VA and GSA Schedule sales accounted for 8.9 percent of total Government contract spending.

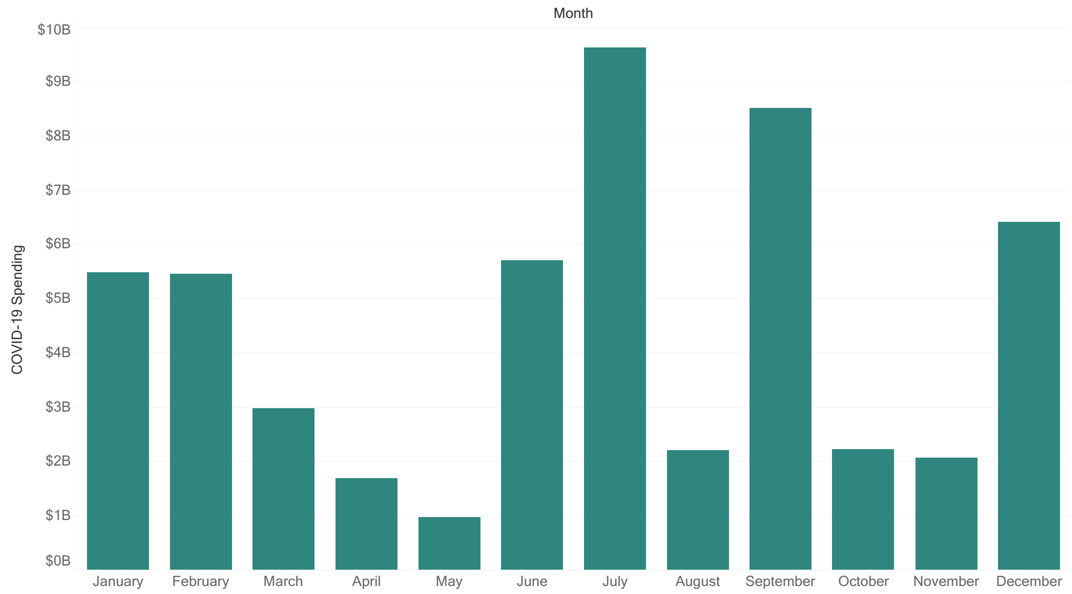
Source: GSA Schedule Sales Query Plus, VA Schedule Sales Query

THE FEDERAL HEALTHCARE MARKET

Year	GSA Schedule Sales	VA Schedule Sales	Total	GSA Marketshare	VA Marketshare
2012	$44,542,865,118	$11,010,670,834	$55,553,535,952	80.18%	19.82%
2013	$40,911,501,952	$10,977,537,189	$51,889,039,141	78.84%	21.16%
2014	$38,117,977,680	$11,761,699,334	$49,879,677,014	76.42%	23.58%
2015	$39,573,613,265	$13,956,740,809	$53,530,354,074	73.93%	26.07%
2016	$36,755,607,632	$13,861,766,348	$50,617,373,980	72.61%	27.39%
2017	$36,086,714,979	$14,024,973,712	$50,111,688,691	72.01%	27.99%
2018	$35,001,639,775	$14,301,971,120	$49,303,610,895	70.99%	29.01%
2019	$35,492,885,591	$15,459,197,760	$50,952,083,351	69.66%	30.34%
2020	$38,679,285,383	$15,525,832,599	$54,205,117,982	71.36%	28.64%
2021	$39,651,883,084	$16,326,477,413	$55,978,360,497	70.83%	29.17%



COVID-19 CONTRACT SPENDING



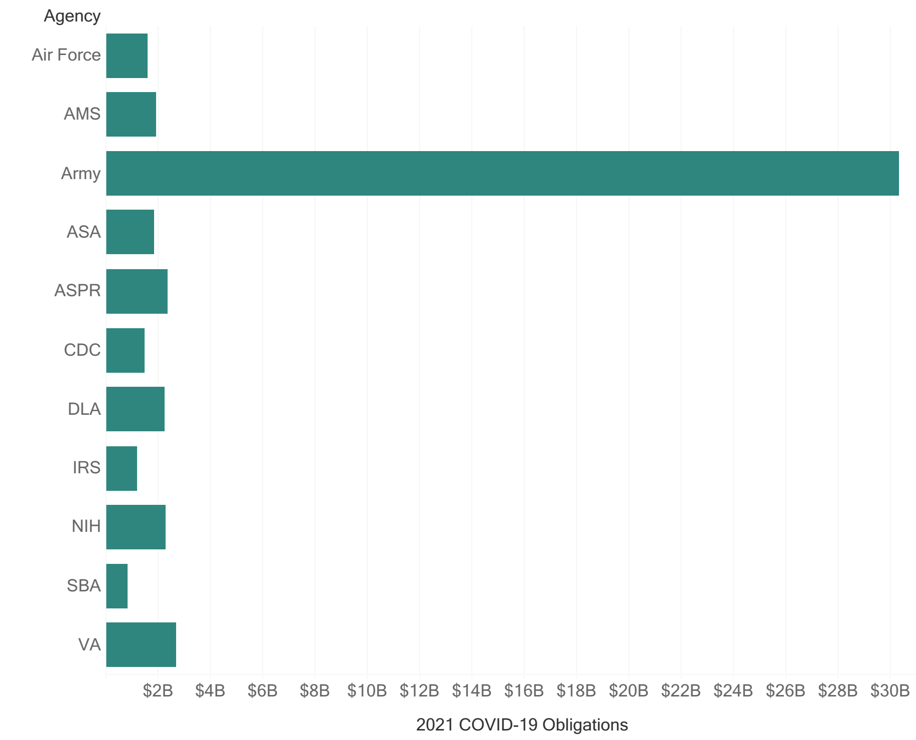
OBSERVATIONS

- The graph and table show monthly COVID-19 contract spending for fiscal year 2021.
- There was a total of $53 billion in pandemic-related contract spending in 2021. This accounted for 8 percent of total spending during these months.
- Pandemic-related contract spending was highest during the month of July.

Source: System for Award Management

Month	COVID-19 Spending	Marketshare
October	$2,220,655,748.36	5.46%
November	$2,063,287,547.37	5.82%
December	$6,420,398,274.04	13.63%
January	$5,487,183,766.09	9.48%
February	$5,452,485,459.93	10.17%
March	$2,980,361,698.18	4.04%
April	$1,685,480,500.93	3.78%
May	$977,602,894.73	2.54%
June	$5,708,593,494.16	12.11%
July	$9,627,372,841.79	19.15%
August	$2,212,267,450.78	4.57%
September	$8,502,603,101.93	8.66%
Total	**$53,338,292,778.29**	

COVID-19 SPENDING BY AGENCY

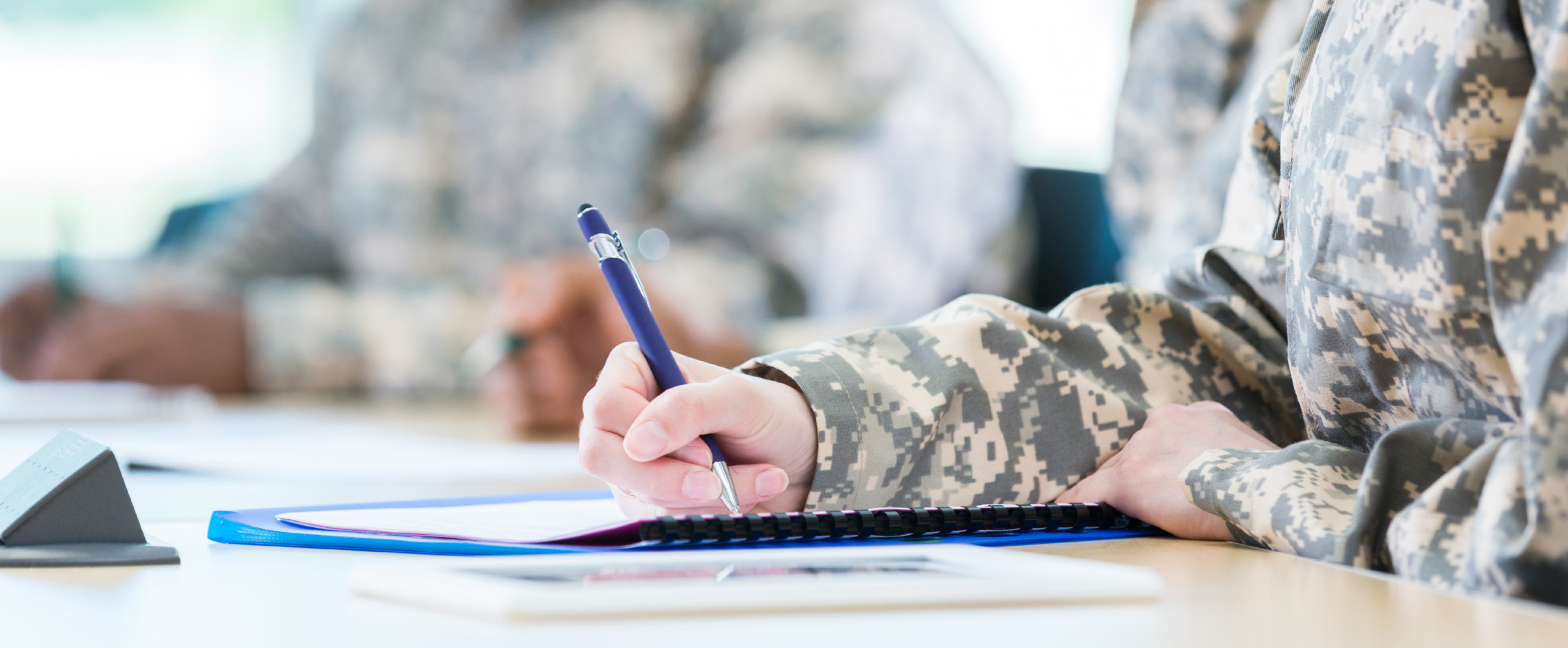


OBSERVATIONS

- This graph and table breaks down pandemic-related spending by agency.
- The Department of the Army accounted for 57 percent of pandemic-related spending in 2021.

Source: System for Award Management

Agency	2021 Obligations
Army, Department of	$30,351,255,521.01
Veterans Affairs, Department of	$2,677,557,233.24
Office of Assistant Secretary for Preparedness and Response	$2,369,140,306.98
National Institutes of Health	$2,278,319,364.57
Defense Logistics Agency	$2,251,109,679.54
Agricultural Marketing Service	$1,921,993,937.81
Office of the Assistant Secretary for Administration (ASA)	$1,871,739,402.90
Air Force, Department of	$1,611,919,666.88
Centers for Disease Control and Prevention	$1,478,591,159.58
Internal Revenue Service	$1,197,028,987.55
Small Business Administration	$834,445,319.04



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