

MARKET REPORT

The State of the Federal Market



2023



ACRONYM LIST

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

TO OUR MEMBERS

May 2024

Dear Members,

The Coalition for Government Procurement (the Coalition) is thrilled to provide our members with the Fiscal Year 2023 Federal Market Report. The report, which takes a deep-dive into the Federal marketplace, provides insights into contract compliance, and highlights trends on the GSA and VA Schedules, governmentwide contract vehicles, the Federal healthcare market, and more.

The Coalition consistently looks for ways to best serve its members and advocate for common sense in Government procurement. We believe that this publication is an essential benefit of Coalition membership, and we encourage you to share your thoughts on future topics for this report.

Finally, thank you to all our members for your support. Without you, the work of the Coalition, and projects like this report, would not be possible.

Sincerely,



President



Bill Gormley
Chairman

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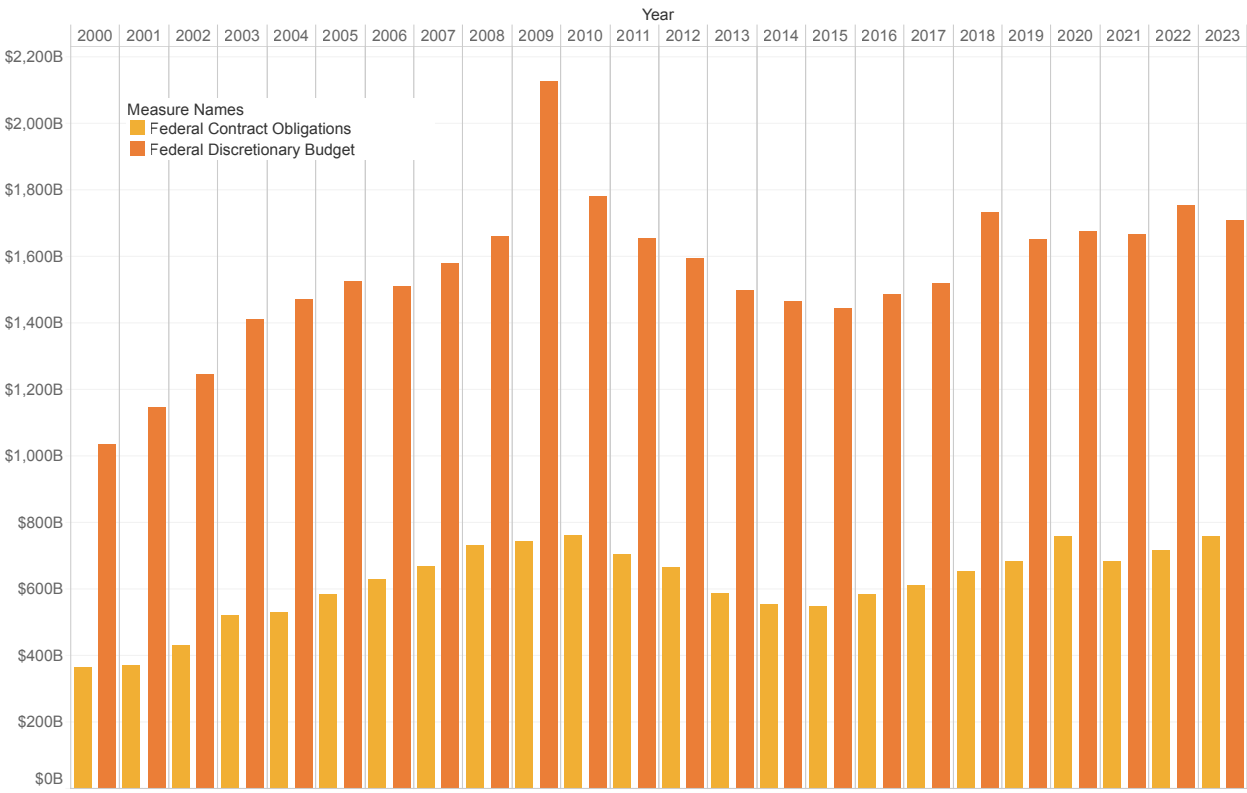
In fiscal year (FY) 2023, the Federal Government spent more than \$759 billion on contracts, a 5 percent increase from the previous year. The Government also spent more than \$46 billion through the GSA Schedule Program, which according to GSA makes the Schedule the largest purchasing program in the world.

Here are some of the significant developments from FY 2023:

- Spending through the Schedule Program exceeded \$46 billion, marking a 12 percent increase. This figure is the largest since 2012. Services accounted for 75 percent of Schedule spending, while products made up 25 percent.
- Spending through the VA Schedules exceeded \$19 billion, increasing from \$17 billion in the previous year.
- BPA spending, which increased by 14 percent and surpassed \$25 billion, accounted for over 52 percent of spending through the GSA Schedule Program.
- FY23 marked the third consecutive year in which over 50 percent of all Federal contract spending was obligated using IDIQs.
- Spending through the VA’s MSPV Program increased by over 15 percent in FY23.

- 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 that 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 variances in output. In this analysis, SSQ+ will be 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 September 2023.
 - Data sets are available upon request. Please contact Michael Hanafin at MHanafin@thecgp.org.

FEDERAL CONTRACT OBLIGATIONS



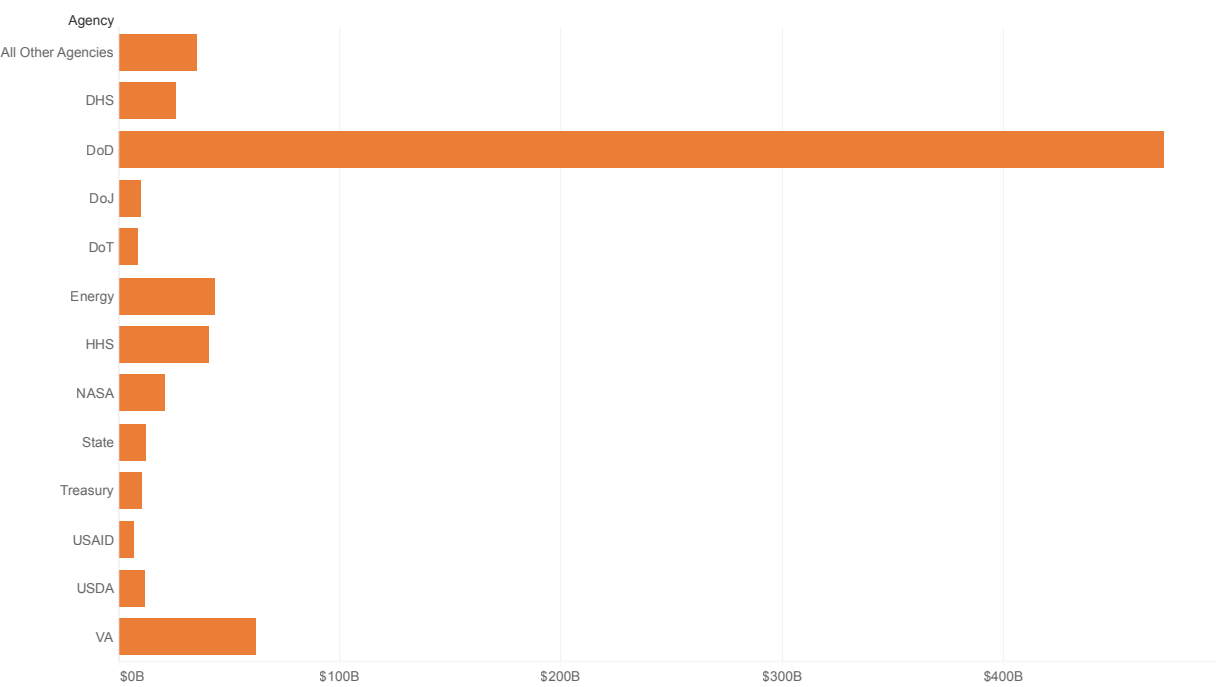
OBSERVATIONS

- 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.
- In FY23, total Federal contract spending exceeded \$750 billion, marking a 5 percent increase from the previous year. In addition, the percentage of the Federal Discretionary Budget spent on contracts also increased by nearly 4 percent.
- Federal contracting accounted for 2.77 percent of US GDP in FY23. GDP is a measure for the size of output in an economy. In other words, Federal Government contracting made up nearly 3 percent of the U.S. economy in FY23.

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	\$366,386,352,826	18.59%	\$1,035,439,761,497	-2.92%	35.38%
2001	\$371,348,209,405	1.35%	\$1,145,914,155,805	10.67%	32.41%
2002	\$433,206,351,379	16.66%	\$1,249,487,300,663	9.04%	34.67%
2003	\$520,686,095,505	20.19%	\$1,411,721,114,860	12.98%	36.88%
2004	\$530,188,266,875	1.82%	\$1,472,417,842,054	4.30%	36.01%
2005	\$583,964,518,761	10.14%	\$1,528,887,669,296	3.84%	38.20%
2006	\$630,388,220,478	7.95%	\$1,511,934,201,902	-1.11%	41.69%
2007	\$668,542,814,567	6.05%	\$1,582,979,391,539	4.70%	42.23%
2008	\$734,813,889,221	9.91%	\$1,659,556,173,341	4.84%	44.28%
2009	\$742,930,890,380	1.10%	\$2,126,371,940,742	28.13%	34.94%
2010	\$762,275,311,509	2.60%	\$1,781,395,467,417	-16.22%	42.79%
2011	\$706,138,415,642	-7.36%	\$1,655,975,605,406	-7.04%	42.64%
2012	\$667,973,115,545	-5.40%	\$1,592,947,433,760	-3.81%	41.93%
2013	\$587,427,411,879	-12.06%	\$1,498,821,183,815	-5.91%	39.19%
2014	\$556,406,556,085	-5.28%	\$1,465,941,267,873	-2.19%	37.96%
2015	\$549,084,460,265	-1.32%	\$1,444,443,577,516	-1.47%	38.01%
2016	\$584,275,066,814	6.41%	\$1,487,399,508,806	2.97%	39.28%
2017	\$614,072,682,487	5.10%	\$1,521,353,244,815	2.28%	40.36%
2018	\$653,000,235,330	6.34%	\$1,734,799,753,925	14.03%	37.64%
2019	\$682,127,883,906	4.46%	\$1,650,126,357,506	-4.88%	41.34%
2020	\$758,879,482,779	11.25%	\$1,676,377,494,971	1.59%	45.27%
2021	\$683,817,446,879	-9.89%	\$1,666,241,351,026	-0.60%	41.04%
2022	\$719,029,796,353	5.15%	\$1,756,672,886,176	5.43%	40.93%
2023	\$759,013,398,054	5.56%	\$1,709,000,000,000	-2.71%	44.41%

FEDERAL CONTRACT OBLIGATIONS BY AGENCY



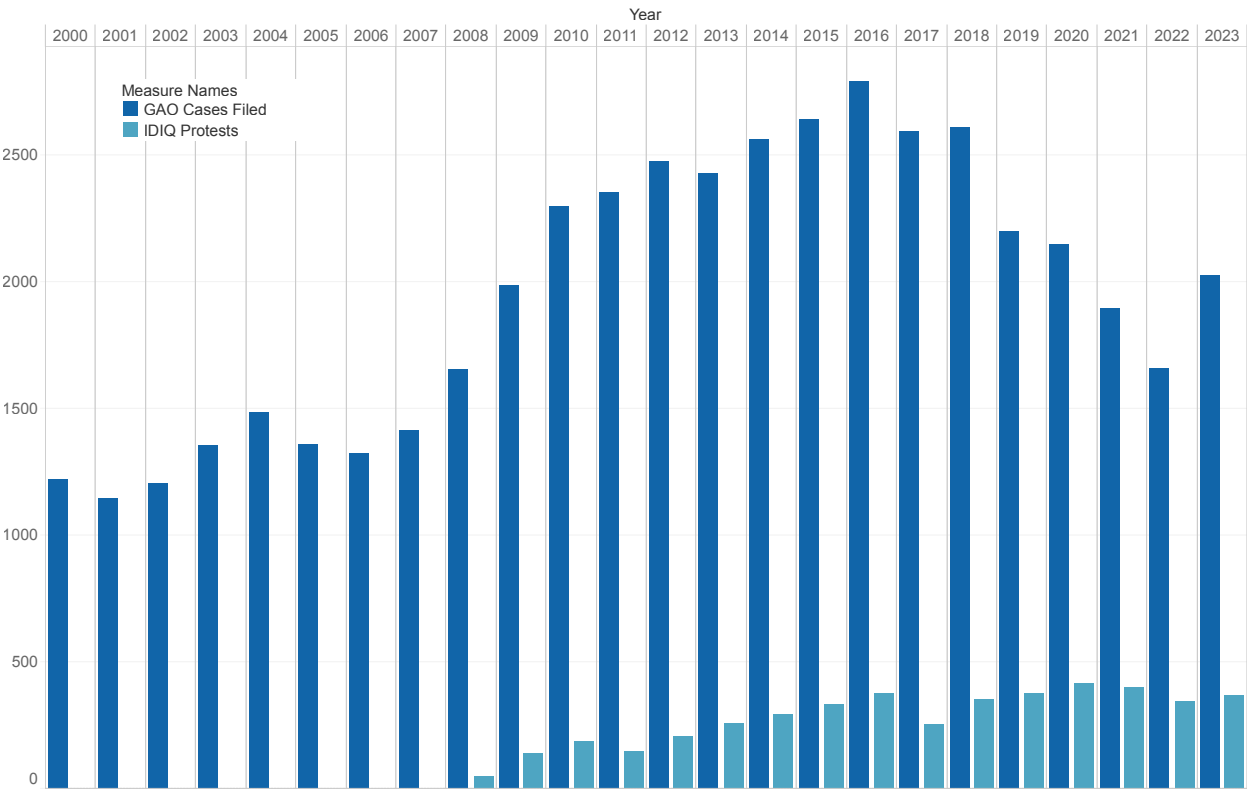
OBSERVATIONS

- DoD served as the largest source of contract spending in FY23, with over \$470 billion in obligations, accounting for roughly 62 percent of all Government contract spending.
- DoJ experienced the highest rate of growth in contract spending over FY23, with obligations reaching nearly \$10 billion.
- Of the 16 listed agencies, the majority saw an increase in obligations over FY23, with only HHS and State experiencing slight decreases.
- 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	2023 Obligations	2023 Discretionary Budget	Percent of Budget to Contracting	Growth
Defense, Department of	\$472,691,288,557.85	\$815,900,000,000	57.93%	10.67%
Navy, Department of the	\$159,722,869,269.00			22.01%
Army, Department of the	\$110,335,193,307.65			1.26%
Air Force, Department of the	\$101,208,118,215.63			18.62%
Defense Logistics Agency	\$43,865,556,948.82			1.17%
Health and Human Services, Department of	\$40,474,643,965.33	\$129,100,000,000	31.35%	-1.52%
Veterans Affairs, Department of	\$61,809,271,677.78	\$134,900,000,000	45.82%	9.82%
Energy, Department of	\$43,495,163,275.25	\$47,800,000,000	90.99%	5.81%
Homeland Security, Department of	\$25,610,794,300.79	\$60,900,000,000	42.05%	13.70%
National Aeronautics and Space Administration	\$20,686,101,332.55	\$25,400,000,000	81.44%	5.23%
Agriculture, Department of	\$11,602,828,751.97	\$27,200,000,000	42.66%	13.72%
State, Department of	\$11,903,910,985.75	\$64,200,000,000	18.54%	-1.30%
Justice, Department of	\$9,771,949,438.92	\$13,600,000,000	71.85%	20.26%
Transportation, Department of	\$8,859,471,764.50	\$28,700,000,000	30.87%	4.77%
Treasury, Department of the	\$10,139,165,877.98	\$14,200,000,000	71.40%	10.72%
Agency for International Development	\$6,763,992,617.35	\$ 64,200,000,000	10.54%	11.24%
All Other Agencies	\$35,204,815,507.90			
Total	\$759,013,398,053.92			

GAO AND COFC BID PROTESTS



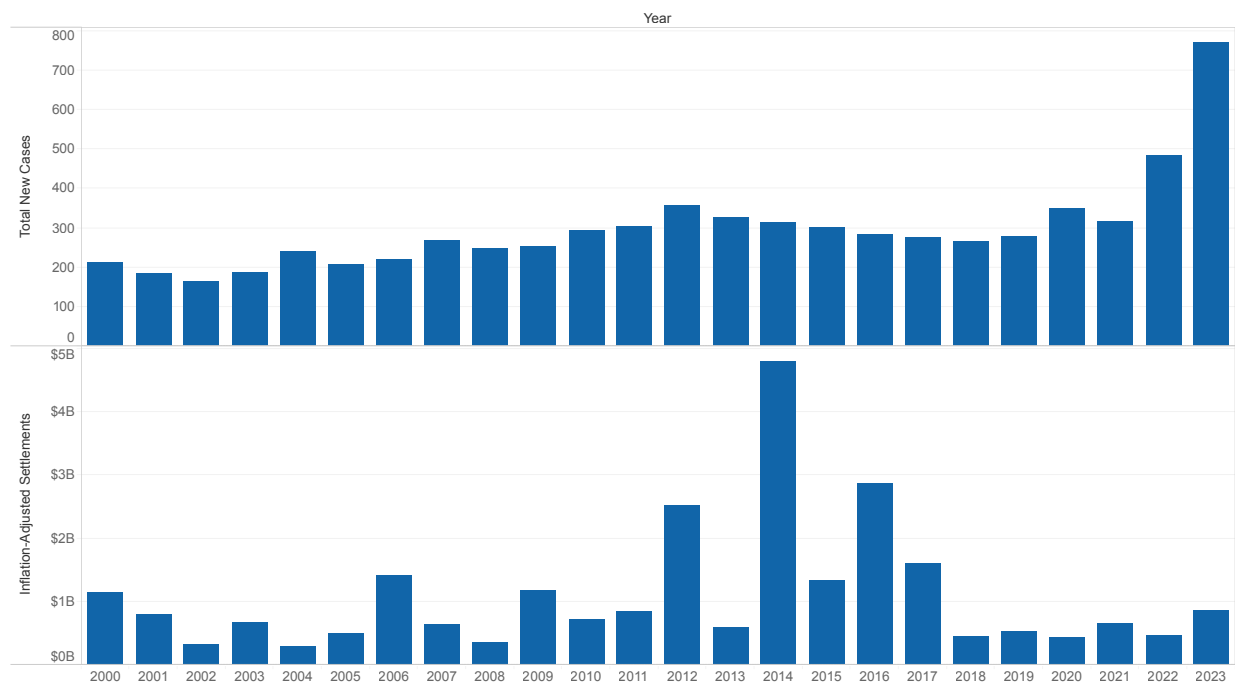
OBSERVATIONS

- 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” measures shows the number of contract cases filed with the Court of Federal Claims in a fiscal year. Data is not available before 2012.
- There was an increase in the total number of bid protests in FY23 of over 20 percent, and the effectiveness rate for GAO protests grew to 57 percent. The number of COFC protests also increased by over 30 percent.
- IDIQ protests at GAO increased by 7 percent in FY23, and accounted for about 18 percent of all GAO protests over the year.
- The percentage of contract actions protested also increased. In FY23, the percentage was raised to 0.03 percent.

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

Year	GAO Cases Filed	Effectiveness Rate	IDIQ Protests	Total Contract Actions	Percent Actions	COFC Protests
2000	1220			594,622	0.205%	N/A
2001	1146	33%		642,067	0.178%	N/A
2002	1204	33%		830,648	0.145%	N/A
2003	1352	33%		1,183,899	0.114%	N/A
2004	1485	34%		2,001,890	0.074%	N/A
2005	1356	37%		2,923,773	0.046%	N/A
2006	1326	39%		3,798,032	0.035%	N/A
2007	1411	38%		4,111,874	0.034%	N/A
2008	1652	42%	49	4,505,372	0.037%	N/A
2009	1989	45%	139	3,496,939	0.057%	N/A
2010	2299	42%	189	3,541,744	0.065%	N/A
2011	2353	42%	147	3,406,582	0.069%	N/A
2012	2475	42%	209	3,126,542	0.079%	243
2013	2429	43%	259	2,512,011	0.097%	597
2014	2561	43%	292	2,527,049	0.101%	228
2015	2639	45%	335	4,376,156	0.060%	252
2016	2789	46%	375	4,820,287	0.058%	269
2017	2596	47%	256	4,911,141	0.053%	276
2018	2607	44%	356	5,615,609	0.046%	316
2019	2198	44%	373	6,482,512	0.034%	269
2020	2149	51%	417	6,284,827	0.034%	232
2021	1897	48%	401	6,372,086	0.030%	273
2022	1658	51%	344	6,642,749	0.025%	205
2023	2025	57%	368	6,668,003	0.030%	269

FALSE CLAIMS ACT CASES



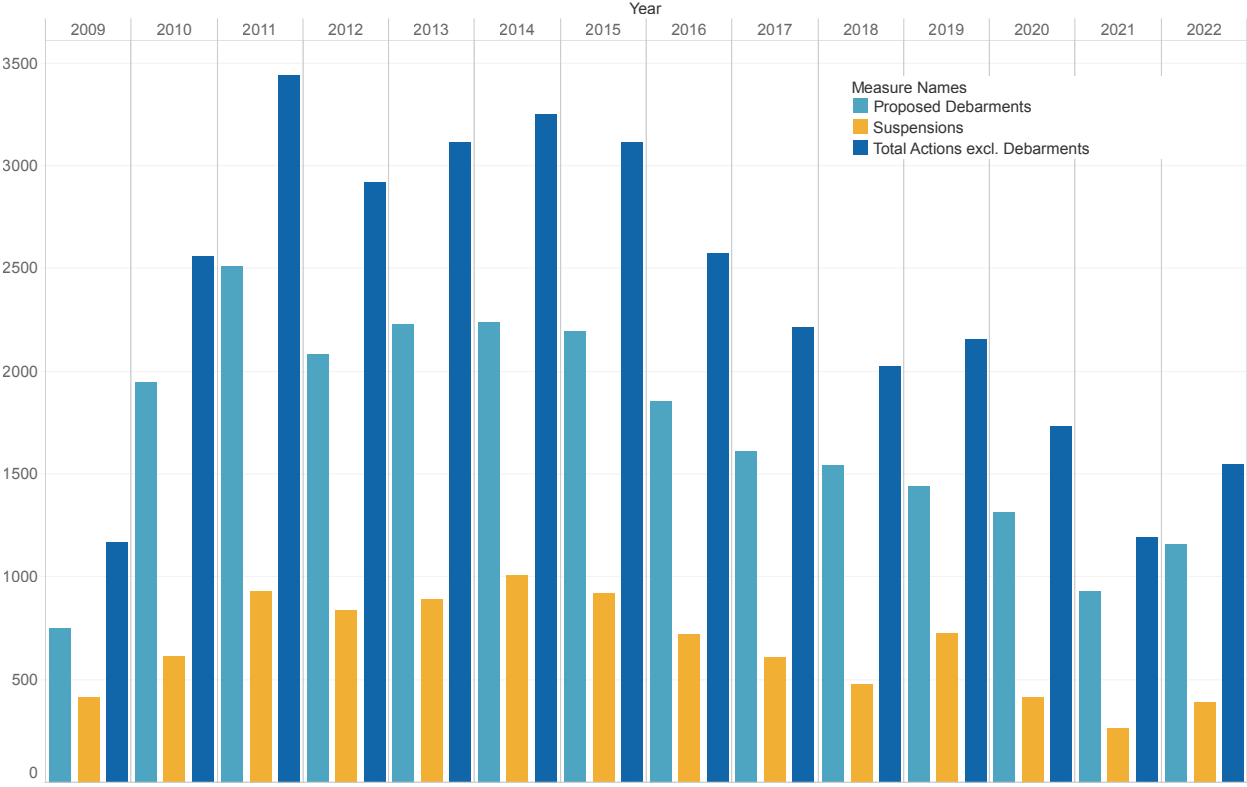
OBSERVATIONS

- 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. The data excludes 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.
- In FY23, the number of new Qui Tam cases increased by 30 percent, and the number of new non-Qui Tam cases doubled.
- The total number of new FCA cases increased by nearly 60 percent in FY23. The number of new cases, a total of 770, marks the highest amount in over 20 years.
- Total settlements also rose significantly in FY23, increasing by 88 percent.
- The relator’s share of FCA settlements increased by over 80 percent as well.

Source: Department of Justice, Fraud Statistics Overview

Year	New Qui Tam Cases (excl. HHS)	New Non-Qui Tam	Total New Cases	Inflation-Adjusted Settlements	Growth of Settlements	Inflation-Adjusted Reator Share
2000	151	59	210	\$1,143,907,695	152.22%	\$121,572,708
2001	133	51	184	\$788,040,632	-31.11%	\$122,099,689
2002	125	39	164	\$319,446,332	-59.46%	\$19,867,945
2003	119	66	185	\$667,123,773	108.84%	\$89,616,238
2004	159	83	242	\$284,787,994	-57.31%	\$24,414,042
2005	136	71	207	\$488,149,209	71.41%	\$73,886,149
2006	169	52	221	\$1,414,421,131	189.75%	\$88,836,781
2007	166	104	270	\$634,319,651	-55.15%	\$57,149,236
2008	148	100	248	\$356,163,972	-43.85%	\$24,572,879
2009	154	98	252	\$1,182,465,653	232.00%	\$135,658,250
2010	191	101	292	\$720,941,585	-39.03%	\$99,849,686
2011	217	87	304	\$844,236,703	17.10%	\$140,083,285
2012	238	120	358	\$2,525,133,958	199.10%	\$209,665,083
2013	253	74	327	\$592,985,075	-76.52%	\$78,574,402
2014	245	68	313	\$4,800,170,228	709.49%	\$411,231,078
2015	213	88	301	\$1,323,765,630	-72.42%	\$99,936,074
2016	204	79	283	\$2,869,902,850	116.80%	\$88,650,579
2017	186	91	277	\$1,597,395,519	-44.34%	\$149,749,970
2018	201	64	265	\$449,056,004	-71.89%	\$43,162,111
2019	188	91	279	\$538,164,708	19.84%	\$33,277,033
2020	216	133	349	\$439,646,002	-18.31%	\$56,414,598
2021	210	106	316	\$654,798,507	48.94%	\$45,293,333
2022	281	203	484	\$462,542,108	-29.36%	\$79,779,177
2023	364	406	770	\$871,795,176	88.48%	\$149,389,981

SUSPENSION AND DEBARMENT



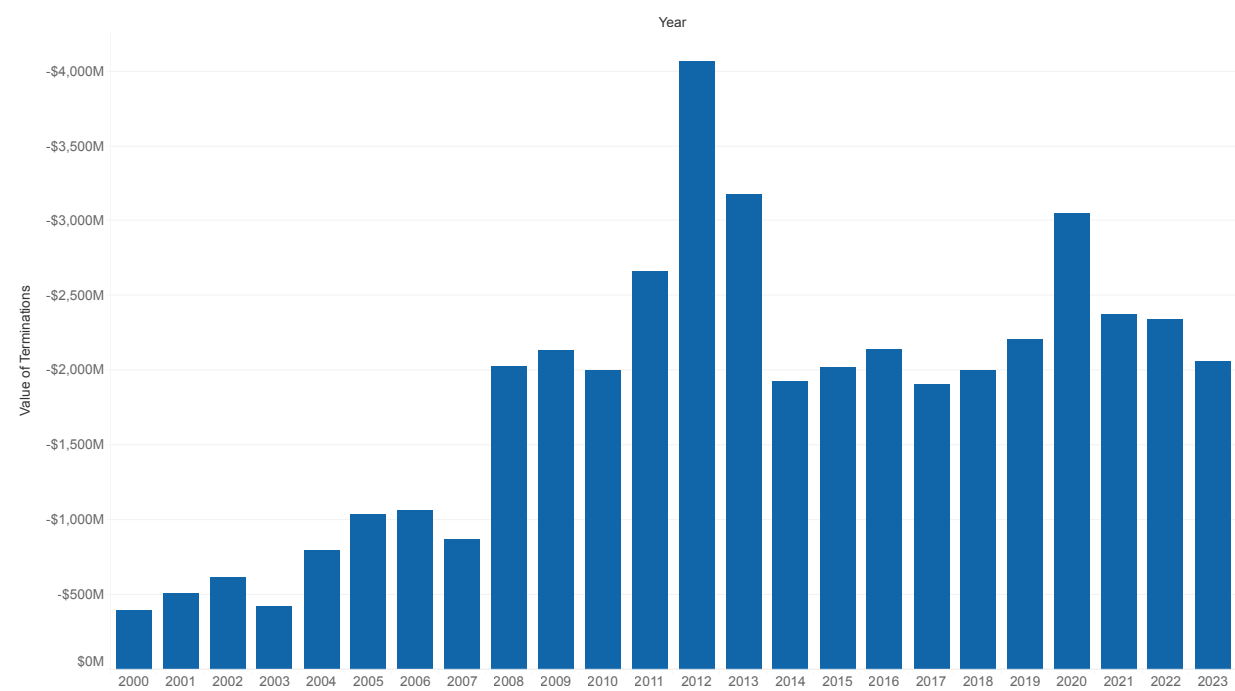
OBSERVATIONS

- 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. Data for fiscal years 2021 and 2022 was published in December, 2023.**
- Total actions decreased in FY21 by 37 percent. However, in FY22, total actions increased by almost 50 percent.
- According to the ISDC, the decrease in suspensions and proposed debarments in FY21 can be attributed to the continuing impacts of the COVID-19 pandemic on governmentwide operations throughout the year. Conversely, the increase in total actions in FY22 may be due to increased technological flexibilities and the diminishing impact of the pandemic.

Source: Interagency Suspension and Debarment Committee Annual Reports to Congress

Year	Suspensions	Proposed Debarments	Debarments	Total Actions excl. Debarments	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%
2021	260	932	870	1,192	-31.18%
2022	389	1,157	976	1,546	29.70%

CONTRACT TERMINATIONS



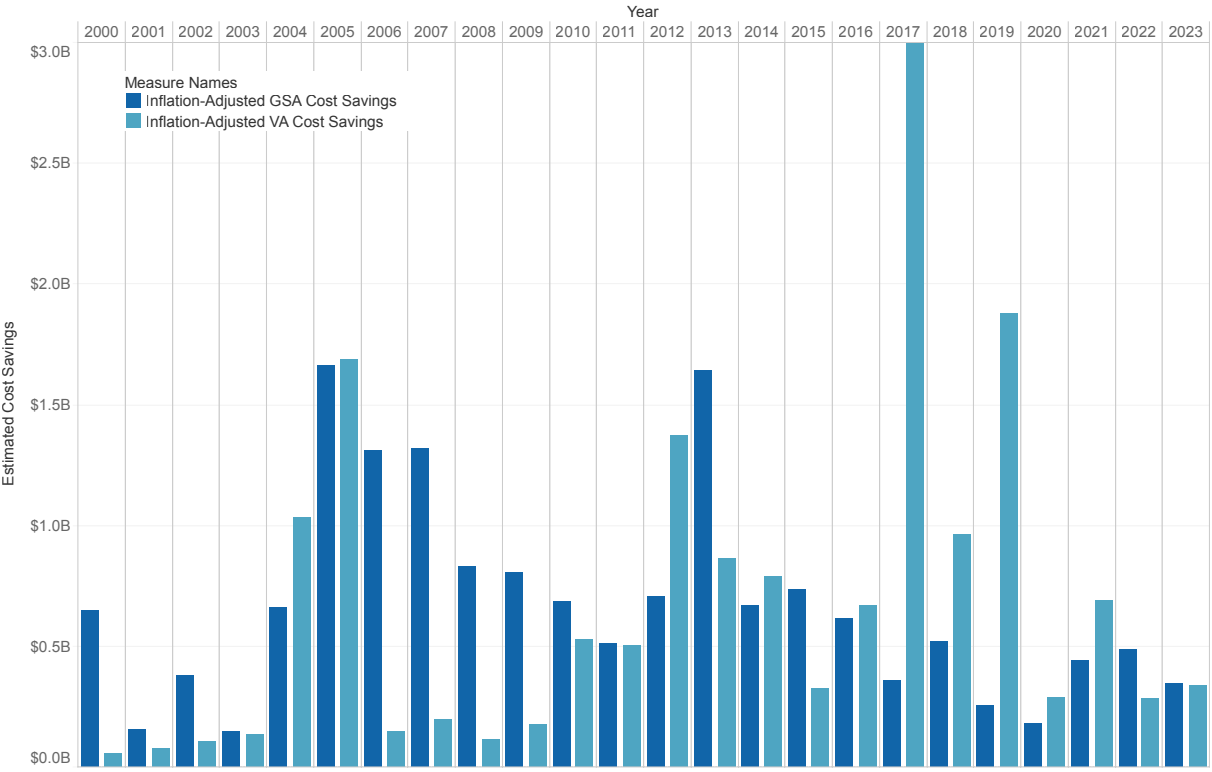
OBSERVATIONS

- 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 FY23, there was an 8 percent decrease in total terminations, as well as 12 percent decrease in de-obligations.
- Almost 99 percent of terminations in FY23 were terminations for convenience. A termination of convenience is defined in the Federal Acquisition Regulation (FAR) as “the exercise of the government’s right to completely or partially terminate performance of work under a contract when it is in the government’s interest.”

Source: System for Award Management

Year	Total Terminations	Inflation-Adjusted De-Obligations	Growth	Terminations for Convenience	Percent Convenience
2000	707	-\$395,478,667	-4.88%	595	84.16%
2001	999	-\$508,892,788	28.68%	843	84.38%
2002	1,269	-\$613,541,163	20.56%	1,129	88.97%
2003	2,012	-\$422,106,397	-31.20%	1,836	91.25%
2004	6,803	-\$794,576,162	88.24%	6,382	93.81%
2005	9,471	-\$1,040,163,485	30.91%	8,712	91.99%
2006	16,462	-\$1,062,092,924	2.11%	14,893	90.47%
2007	18,652	-\$872,910,723	-17.81%	17,241	92.44%
2008	16,648	-\$2,027,136,481	132.23%	15,633	93.90%
2009	16,388	-\$2,137,777,985	5.46%	15,425	94.12%
2010	17,282	-\$1,998,751,252	-6.50%	16,449	95.18%
2011	15,559	-\$2,663,192,155	33.24%	14,666	94.26%
2012	18,220	-\$4,062,865,688	52.56%	17,435	95.69%
2013	10,996	-\$3,180,429,513	-21.72%	10,259	93.30%
2014	9,200	-\$1,925,876,560	-39.45%	8,552	92.96%
2015	9,983	-\$2,021,238,766	4.95%	9,242	92.58%
2016	11,523	-\$2,139,145,931	5.83%	10,906	94.65%
2017	12,644	-\$1,905,350,293	-10.93%	11,957	94.57%
2018	13,780	-\$2,004,675,594	5.21%	13,146	95.40%
2019	17,962	-\$2,209,786,133	10.23%	17,348	96.58%
2020	48,855	-\$3,053,777,005	38.19%	48,221	98.70%
2021	50,586	-\$2,373,859,842	-22.26%	50,098	98.51%
2022	61,841	-\$2,346,280,651	-1.16%	61,359	99.22%
2023	56,691	-\$2,061,562,742	-12.13%	56,056	98.88%

PRE-AWARD SCHEDULE CONTRACT AUDITS



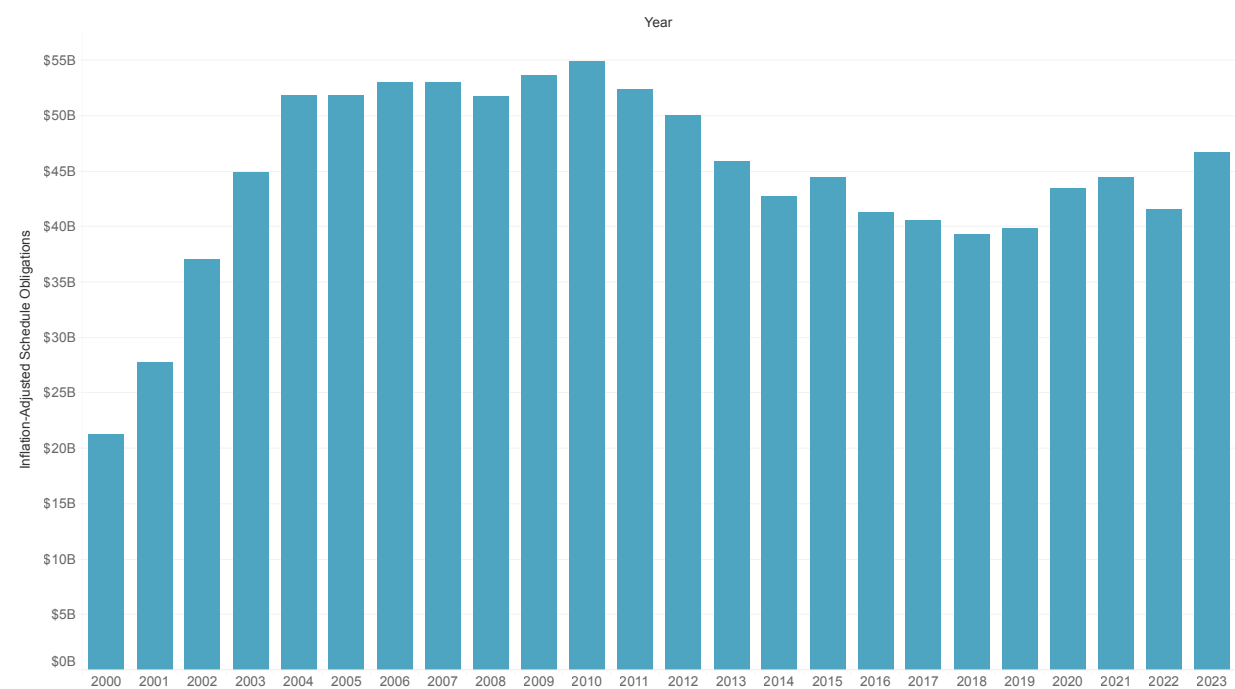
OBSERVATIONS

- The graph shows the results from Pre-Award Audits of the Schedule Program conducted by the GSA and VA Offices of Inspector General (OIG). 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 FY17. 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 FY11, the VA OIG has conducted more pre-award audits than the GSA OIG.
- In FY23, GSA cost savings decreased by almost 30 percent. However, VA cost savings increased by 20 percent in the same period.
- 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	GSA Audits	Inflation-Adjusted GSA Cost Savings	Growth	VA Audits	Inflation-Adjusted VA Cost Savings	Growth
2000	109	\$647,137,010	-2.54%	19	\$55,993,854	-13.28%
2001	90	\$155,536,272	-75.97%	25	\$75,436,788	34.72%
2002	76	\$381,331,504	145.17%	27	\$106,110,683	40.66%
2003	94	\$144,665,818	-62.06%	66	\$136,610,452	28.74%
2004	96	\$661,632,835	357.35%	60	\$1,032,770,673	656.00%
2005	99	\$1,662,803,753	151.32%	27	\$1,686,027,269	63.25%
2006	93	\$1,308,255,020	-21.32%	36	\$143,655,093	-91.48%
2007	91	\$1,319,430,948	0.85%	43	\$197,082,985	37.19%
2008	90	\$832,481,659	-36.91%	46	\$115,078,138	-41.61%
2009	115	\$808,466,388	-2.88%	57	\$173,441,194	50.72%
2010	74	\$686,717,412	-15.06%	70	\$527,544,081	204.16%
2011	87	\$512,082,918	-25.43%	92	\$502,606,228	-4.73%
2012	50	\$706,136,701	37.89%	66	\$1,376,230,098	173.82%
2013	62	\$1,643,428,574	132.74%	83	\$860,997,890	-37.44%
2014	46	\$671,369,025	-59.15%	54	\$788,121,696	-8.46%
2015	54	\$732,219,998	9.06%	91	\$323,899,916	-58.90%
2016	67	\$613,852,577	-16.17%	78	\$671,345,856	107.27%
2017	56	\$359,125,926	-41.50%	95	\$7,619,934,788	1035.02%
2018	48	\$520,951,111	45.06%	107	\$964,923,069	-87.34%
2019	43	\$256,694,209	-50.73%	70	\$1,876,158,436	94.44%
2020	52	\$178,651,999	-30.40%	82	\$286,172,345	-84.75%
2021	49	\$439,730,630	146.14%	73	\$690,059,549	141.13%
2022	49	\$484,796,089	10.25%	96	\$280,611,383	-59.34%
2023	57	\$346,300,000	-28.57%	76	\$338,800,000	20.74%

GSA SCHEDULE PROGRAM



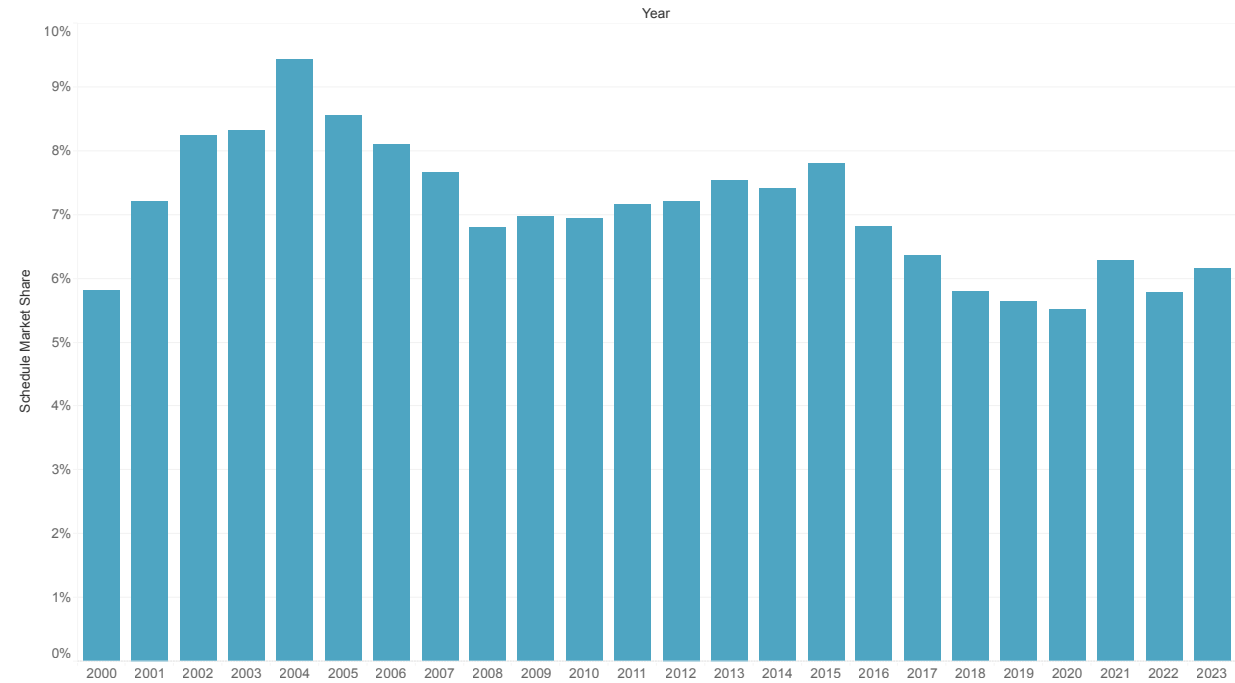
OBSERVATIONS

- 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 marked the first year that the GSA Schedules were consolidated.
- In FY23, spending through the Schedule Program exceeded \$46 billion, marking a 12 percent increase. This figure is the largest since 2012.
- Services accounted for 75 percent of Schedule spending, while Products made up 25 percent in FY23.
- There was \$546 million spent through the Order Level Materials (OLM) SIN in FY23, which is an increase over 100 percent from the previous fiscal year.

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

Year	Inflation-Adjusted Schedule Obligations	Growth	Percent Products	Percent Services
2000	\$21,263,723,501	37.82%	58.59%	41.41%
2001	\$27,776,564,547	30.63%	52.97%	47.03%
2002	\$37,033,881,082	33.33%	51.93%	48.07%
2003	\$44,854,302,653	21.12%	49.15%	50.85%
2004	\$51,820,056,762	15.53%	47.74%	52.26%
2005	\$51,782,503,424	-0.07%	43.67%	56.33%
2006	\$52,917,910,692	2.19%	41.04%	58.96%
2007	\$53,034,900,280	0.22%	40.45%	59.55%
2008	\$51,751,139,356	-2.42%	39.75%	60.25%
2009	\$53,646,882,157	3.66%	38.91%	61.09%
2010	\$54,826,888,162	2.20%	38.39%	61.61%
2011	\$52,412,246,579	-4.40%	36.70%	63.30%
2012	\$49,979,234,850	-4.64%	35.99%	64.01%
2013	\$45,904,670,899	-8.15%	34.96%	65.04%
2014	\$42,770,202,443	-6.83%	34.42%	65.58%
2015	\$44,403,495,510	3.82%	33.59%	66.41%
2016	\$41,241,557,790	-7.12%	33.61%	66.39%
2017	\$40,491,028,095	-1.82%	32.63%	67.37%
2018	\$39,273,521,580	-3.01%	30.03%	69.97%
2019	\$39,824,722,989	1.40%	29.68%	70.32%
2020	\$43,400,016,656	8.98%	26.28%	73.72%
2021	\$44,491,318,007	2.51%	22.74%	66.38%
2022	\$41,517,415,131	-6.68%	22.20%	74.23%
2023	\$46,660,150,071	12.39%	25.00%	75.00%

GSA SCHEDULE MARKET SHARE



OBSERVATIONS

- The GSA Schedule Market Share graph displays the percentage of total contract spending that is made through the GSA Schedule Program.
- When assessing the performance of the GSA Schedule 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.
- In FY23, the GSA Schedule market share was 6.15 percent, an increase from the previous year.

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

Year	Inflation-Adjusted Schedule Obligations	Inflation-Adjusted Federal Contract Obligations	Marketshare
2000	\$21,263,723,501	\$366,597,404,873	5.80%
2001	\$27,776,564,547	\$385,519,411,180	7.21%
2002	\$37,033,881,082	\$449,730,618,533	8.24%
2003	\$44,854,302,653	\$540,241,616,335	8.31%
2004	\$51,820,056,762	\$550,093,307,478	9.43%
2005	\$51,782,503,424	\$605,569,443,091	8.55%
2006	\$52,917,910,692	\$654,033,024,174	8.10%
2007	\$53,034,900,280	\$693,087,394,300	7.65%
2008	\$51,751,139,356	\$761,672,532,676	6.79%
2009	\$53,646,882,157	\$770,802,547,168	6.96%
2010	\$54,826,888,162	\$791,071,118,594	6.94%
2011	\$52,412,246,579	\$733,207,022,926	7.16%
2012	\$49,979,234,850	\$693,861,495,357	7.22%
2013	\$45,904,670,899	\$610,738,494,085	7.54%
2014	\$42,770,202,443	\$578,337,958,912	7.41%
2015	\$44,403,495,510	\$570,470,605,469	7.80%
2016	\$41,241,557,790	\$606,524,564,427	6.81%
2017	\$40,491,028,095	\$637,483,707,945	6.36%
2018	\$39,273,521,580	\$677,846,681,412	5.80%
2019	\$39,824,722,989	\$707,990,489,061	5.63%
2020	\$43,400,016,656	\$787,352,010,268	5.51%
2021	\$44,491,318,007	\$709,116,628,114	6.27%
2022	\$41,517,415,131	\$693,376,942,632	5.77%
2023	\$46,660,150,071	\$759,013,398,053	6.15%

GSA AND VA SCHEDULES

Schedule/Category	FY 2020	FY 2021	FY 2022	FY 2023	CAGR	Growth
Clinical Analyzers, Laboratory, Cost-per-Test (Schedule 66 III)	\$249,923,379	\$277,585,746	\$292,003,467	\$512,297,679	12.08%	75.44%
Clothing, Textiles & Subsistence S&E	\$326,041,310	\$289,862,197	\$229,519,051	\$213,169,698	0.02%	-7.12%
Dental Equipment and Supplies (Schedule 65 II C)	\$70,573,620	\$75,281,211	\$77,641,122	\$66,417,473	-13.21%	-14.46%
Electronic & Communication Equipment	\$61,272,080	\$46,511,997	\$24,384,826	\$27,358,326	-15.22%	12.19%
Equipment Related Services	\$23,104,419	\$16,030,115	\$9,969,039	\$6,675,496	-29.91%	-33.04%
Facilities & Construction	\$1,024,422,652	\$1,181,327,896	\$1,284,966,889	\$1,683,741,520	10.67%	31.03%
Human Capital	\$1,288,222,721	\$1,260,947,044	\$1,190,480,256	\$1,434,014,019	25.42%	20.46%
Industrial Products & Services	\$2,358,248,225	\$2,400,060,354	\$1,975,575,041	\$2,315,006,618	1.24%	17.18%
Invitro Diagnostics, Reagents, Test Kits, and Test Sets (Schedule 65 VII)	\$140,761,181	\$303,125,617	\$705,749,363	\$288,879,970	13.32%	-59.07%
IT	\$16,158,115,241	\$20,746,607,120	\$20,773,182,851	\$22,992,601,714	10.58%	10.68%
Medical (non-VA FSS)	\$16,766,942	\$19,692,454	\$26,199,899	\$27,768,522	3.87%	5.99%
Medical Equipment and Supplies (Schedule 65 II A)	\$1,493,844,120	\$1,549,539,943	\$1,452,117,686	\$1,620,305,592	-1.09%	11.58%
Medical Laboratory Testing and Analysis Services (Schedule 621 II)	\$123,427,912	\$165,299,551	\$168,938,455	\$149,076,736	9.04%	-11.76%
Miscellaneous S&E	\$148,791,505	\$151,075,491	\$128,273,047	\$131,492,884	-7.72%	2.51%
Office Management	\$1,313,806,850	\$1,250,138,884	\$1,139,624,925	\$1,346,118,831	-3.54%	18.12%
Patient Mobility Devices (Schedule 65 II F)	\$208,362,833	\$207,678,391	\$238,530,568	\$273,044,544	11.80%	14.47%
Pharmaceuticals and Drugs (Schedule 65 I B)	\$12,794,775,068	\$13,223,589,395	\$14,380,826,789	\$15,653,381,892	7.40%	8.85%
Professional and Allied Healthcare Staffing Services (Schedule 621 I)	\$440,796,861	\$522,242,360	\$620,582,636	\$635,472,577	7.95%	2.40%
Professional Services	\$8,898,454,075	\$9,369,097,615	\$8,936,898,697	\$9,749,653,394	-2.80%	9.09%
Security and Protection	\$642,776,173	\$645,411,493	\$617,249,693	\$849,639,400	3.98%	37.65%
Sustainment S&E	\$217,500,502	\$214,549,364	\$192,562,227	\$175,699,316	-10.46%	-8.76%
Transportation and Logistics Services	\$1,415,291,076	\$1,446,443,029	\$1,811,378,363	\$2,683,991,955	22.81%	48.17%
Travel & Lodging	\$582,120,261	\$551,304,522	\$881,818,741	\$1,078,954,347	34.63%	22.36%
Uncategorized	\$2,225,660,572	\$62,314,074	\$814,089,946	\$1,944,264,031	10.66%	138.83%
X-Ray Equipment and Supplies (Schedule 65 V A)	\$3,367,626	\$2,135,196	\$1,420,883	\$1,595,602.00	-16.83%	12.30%
Total	\$52,226,807,408	\$55,978,360,497	\$57,974,007,685	\$65,860,622,136	6.41%	13.60%

OBSERVATIONS

- This data shows the spending by Category for the GSA and VA Schedules.
- Combined spending through the GSA and VA Schedules increased by 13 percent in FY23.
- For the VA Schedules, the category with the most significant growth was Clinical Analyzers, Laboratory, Cost-per-Test (66 III). Medical Equipment and Supplies (65 II A), Patient Mobility Devices (65 II F), Pharmaceuticals and Drugs (65 I B), Professional and Allied Healthcare Staffing Services (621 I), and X-Ray Equipment and Supplies (65 V A) also experienced increases in spending.
- Schedule 65 I B sales exceeded \$15 billion, accounting for over 80 percent of total spending through the VA Schedules.
- GSA Schedule categories with the largest increases in spending included Transportation & Logistics, Security and Protection, and Facilities & Construction.
- The IT and Professional Services categories accounted for a combined 48 percent of all spending through the GSA Schedule Program.

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

TOP 100 GSA SCHEDULE CONTRACTORS

	Contractor	Schedule Sales	Notes
1.	DELL FEDERAL SYSTEMS L.P	\$2,644,639,221	Includes Dell Marketing L.P
2.	CARAHSOFT TECHNOLOGY CORP	\$1,592,547,432	
3.	DELOITTE CONSULTING LLP	\$1,290,159,072	Includes Deloitte & Touche LLP and Deloitte Financial Systems
4.	DEPLOYED RESOURCES LLC	\$1,184,130,399	
5.	GENERAL DYNAMICS INFORMATION TECHNOLOGY	\$931,006,881	Includes General Dynamics Mission Systems
6.	BOOZ ALLEN HAMILTON INC.	\$861,970,702	
7.	ACCENTURE FEDERAL SERVICES LLC	\$838,234,756	
8.	CW GOVERNMENT TRAVEL INC.	\$664,421,370	
9.	CELLCO PARTNERSHIP	\$567,529,996	
10.	GUIDEHOUSE INC.	\$549,467,515	
11.	ERNST & YOUNG LLP	\$451,123,196	
12.	W.W. GRAINGER, INC.	\$393,958,555	
13.	LEIDOS, INC.	\$340,159,996	Includes Leidos Digital Solutions and Leidos Aspen Systems Corp
14.	INTERNATIONAL BUSINESS MACHINES	\$318,240,438	
15.	FEDEX SUPPLY CHAIN DISTRIBUTION	\$305,982,297	
16.	KPMG LLP	\$270,669,791	
17.	NTT DATA FEDERAL SERVICES INC.	\$267,024,042	
18.	CACI NSS, LLC	\$257,706,982	
19.	CGI FEDERAL INC.	\$257,216,412	
20.	ICF INCORPORATED, LLC	\$243,657,556	Includes ICF Macro
21.	ENVIRONMENTAL SYSTEMS RESEARCH	\$242,770,926	
22.	AT&T MOBILITY LLC	\$233,604,720	Includes AT&T Corp
23.	SCIENCE APPLICATIONS INTERNATIONAL	\$225,829,377	
24.	PERATON ENTERPRISE SOLUTIONS LLC	\$220,355,132	
25.	RANGER LAND SYSTEMS, INC.	\$208,180,030	
26.	EC AMERICA, INC.	\$206,517,356	
27.	MCP COMPUTER PRODUCTS INC.	\$200,512,238	
28.	GARTNER, INC.	\$195,211,676	

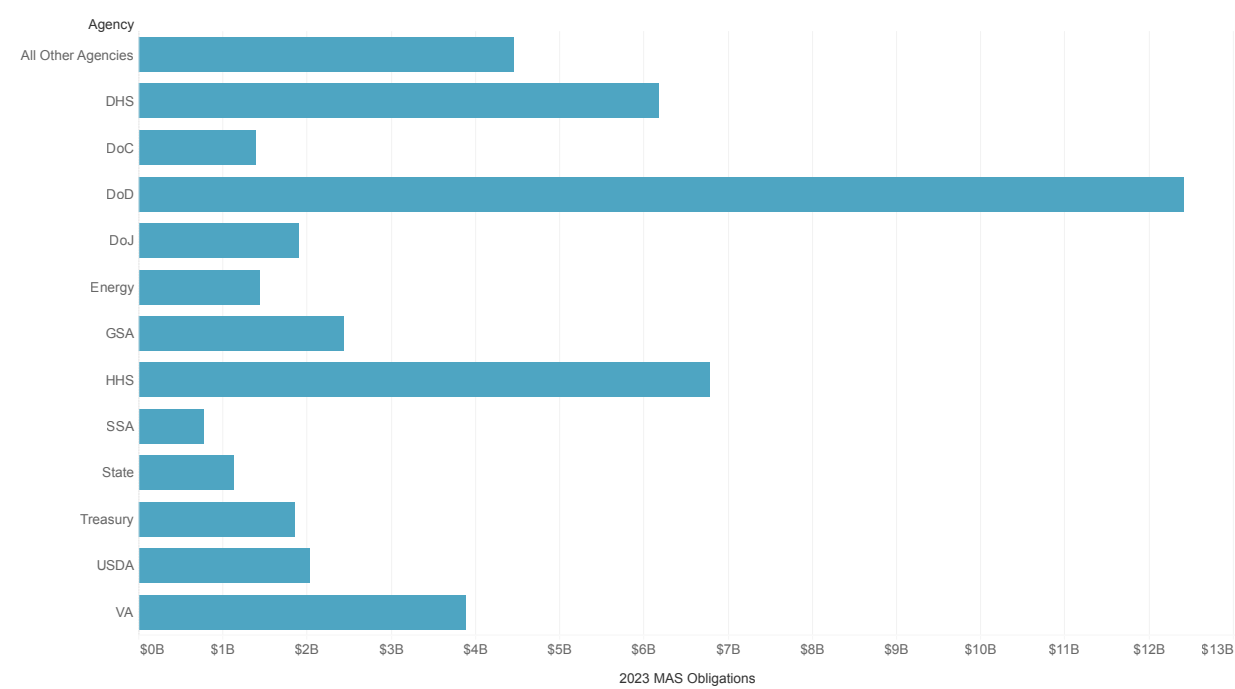
	Contractor	Schedule Sales	Notes
29.	MINBURN TECHNOLOGY GROUP, LLC	\$184,437,390	
30.	ADVANTAGED SOLUTIONS, INC.	\$170,143,269	
31.	CLASSIC AIR CHARTER INC.	\$166,122,508	
32.	PALANTIR TECHNOLOGIES INC.	\$159,749,728	
33.	RED RIVER TECHNOLOGY LLC	\$159,271,803	
34.	GLOBAL ENTERPRISE SOLUTIONS, INC.	\$157,462,392	
35.	PARAGON SYSTEMS INC.	\$154,797,421	
36.	PERATON INC.	\$150,880,328	
37.	DLT SOLUTIONS, LLC	\$147,226,983	
38.	SEMANTICBITS LLC	\$142,179,078	
39.	EXECUTIVE INFORMATION SYSTEMS	\$134,229,299	
40.	ECS FEDERAL, LLC	\$121,876,628	
41.	HPI FEDERAL LLC	\$121,514,956	
42.	INTUITIVE RESEARCH AND TECHNOLOGY	\$120,264,222	
43.	IRON BOW TECHNOLOGIES, LLC	\$108,263,546	
44.	IT CONCEPTS, INC.	\$106,930,431	
45.	KEARNEY & COMPANY, P.C.	\$106,028,269	
46.	FORCEPOINT FEDERAL LLC	\$101,090,490	
47.	MSC INDUSTRIAL DIRECT CO., INC.	\$99,283,920	
48.	FOUR POINTS TECHNOLOGY, LLC	\$98,149,564	
49.	ATLANTIC DIVING SUPPLY, INC.	\$98,042,335	
50.	TACTICAL & SURVIVAL SPECIALTIES	\$96,326,578	
51.	SAPIENT GOVERNMENT SERVICES, INC.	\$94,700,494	
52.	EMPOWER AI, INC.	\$94,633,293	
53.	SPATIAL FRONT INC.	\$93,768,385	
54.	EMCOR GOVERNMENT SERVICES, INC.	\$93,118,878	
55.	CRITERION SYSTEMS, LLC	\$92,164,350	
56.	CAPGEMINI GOVERNMENT SOLUTIONS	\$89,915,233	
57.	GRANT THORNTON LLP	\$88,086,418	
58.	IMMIXTECHNOLOGY INC.	\$87,024,836	

TOP 100 GSA SCHEDULE CONTRACTORS (continued)

	Contractor	Schedule Sales	Notes
59.	TECHNICAL COMMUNITIES, INC.	\$86,687,724	
60.	RESEARCH TRIANGLE INSTITUTE	\$86,081,106	
61.	T-MOBILE USA, INC.	\$84,389,707	
62.	IDENTITY THEFT GUARD SOLUTIONS	\$83,671,471	
63.	CENTERRA GROUP, LLC	\$81,976,267	
64.	REI SYSTEMS, INC.	\$80,840,921	
65.	AMAZON.COM SERVICES LLC	\$78,112,023	
66.	MINDPOINT GROUP LLC	\$77,969,074	
67.	IRON VINE SECURITY LLC	\$77,602,377	
68.	COGNOSANTE MVH LLC	\$76,078,492	
69.	DAVENPORT AVIATION INC.	\$75,831,477	
70.	EAN HOLDINGS, LLC	\$75,659,826	
71.	TORCH TECHNOLOGIES INC.	\$75,244,393	
72.	AMENTUM SERVICES, INC.	\$73,523,685	
73.	SOFTRAMS LLC	\$73,495,090	
74.	JONES LANG LASALLE AMERICAS, INC.	\$73,329,239	
75.	FCN INC.	\$72,776,621	
76.	CORPORATE LODGING CONSULTANTS	\$72,140,140	
77.	FOUR LLC	\$70,900,565	
78.	ALAMO CITY ENGINEERING SERVICES	\$70,379,975	
79.	SEVATEC LLC	\$70,374,580	
80.	RIVERSIDE RESEARCH INSTITUTE	\$70,149,422	
81.	DIGNARI, LLC	\$69,895,566	
82.	MILLERKNOLL INC.	\$69,701,730	
83.	BAE SYSTEMS TECHNOLOGY SOLUTIONS	\$69,652,220	
84.	SECURIGENCE LLC	\$69,614,362	
85.	RELI GROUP INC.	\$67,813,596	
86.	ACUMEN LLC	\$67,619,277	
87.	CREATIVE SYSTEMS AND CONSULTING	\$67,482,843	
88.	TECHNOLOGY BLUE INC.	\$67,471,426	

	Contractor	Schedule Sales	Notes
89.	V3GATE, LLC	\$66,097,446	
90.	GOVERNMENT SCIENTIFIC SOURCE INC.	\$65,497,370	
91.	AVANTUS FEDERAL LLC	\$65,136,078	
92.	BOSTON GOVERNMENT SERVICES, LLC	\$64,910,756	
93.	STEELCASE INC.	\$63,560,670	
94.	KEYW CORPORATION, THE	\$62,819,865	
95.	MAYVIN, INC.	\$62,796,311	
96.	ABT ASSOCIATES INC	\$62,064,858	
97.	DEV TECHNOLOGY GROUP INC	\$61,875,216	
98.	SES GOVERNMENT SOLUTIONS, INC.	\$61,457,818	
99.	KARSUN SOLUTIONS LLC	\$61,305,088	
100.	PROMARK TECHNOLOGY INC	\$61,115,679	

AGENCY BUYERS ON SCHEDULE



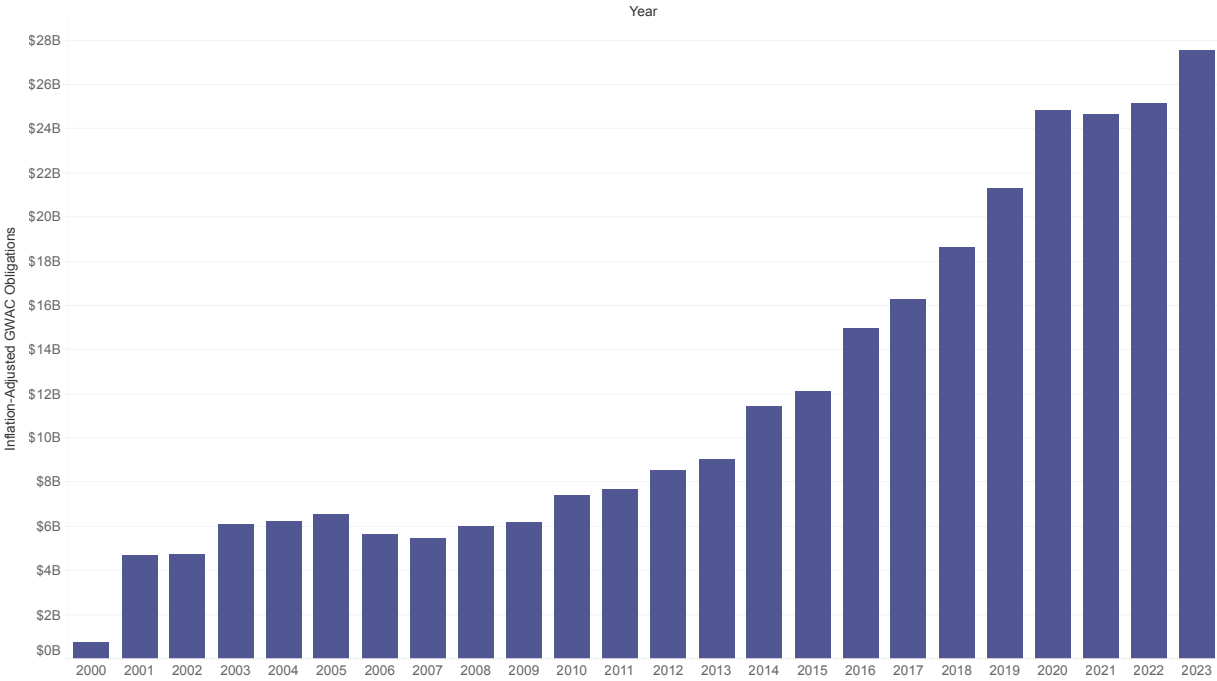
OBSERVATIONS

- This graph shows the total GSA Schedule spending by agencies as well as the GSA Schedule market share for each agency in FY23. Schedule market share is a measure of the percentage of total contract spending for an agency that is made through the Schedule Program.
- In FY23, DoD was the largest user of the Schedule Program by total dollar value, accounting for about 27 percent of all Schedule spending. DoD experienced 12 percent growth in spending from the previous fiscal year. However, DoD’s Schedule market share was the lowest at 2.6 percent.
- The three largest buyers, including DoD, HHS, and DHS, accounted for over 54 percent of total FY23 Schedule spending combined.
- Agencies with the most significant increases in Schedule spending included Treasury, USDA, GSA, and Energy. Each of these agencies experienced growth of over 25 percent from FY22 obligations.
- SSA and GSA had the largest market shares, with spending through the Schedule Program accounting for over 30 percent of their total FY23 obligations.

Source: System for Award Management

Agency	2023 MAS Obligations	Growth	Market Share
Defense, Department of	\$12,413,872,344	12.23%	2.63%
Army, Department of the	\$3,317,945,544	9.09%	3.01%
Air Force, Department of the	\$3,004,373,591	15.62%	2.97%
Navy, Department of the	\$1,549,273,812	11.20%	0.97%
Defense Logistics Agency	\$911,508,246	24.42%	2.08%
Health and Human Services, Department of	\$6,779,998,217	9.28%	16.75%
Homeland Security, Department of	\$6,184,865,341	24.62%	24.15%
Veterans Affairs, Department of	\$3,879,341,644	13.26%	6.28%
General Services Administration	\$2,443,763,599	26.28%	34.06%
Agriculture, Department of	\$2,029,405,157	33.88%	17.49%
Justice, Department of	\$1,902,613,760	9.00%	19.47%
Treasury, Department of the	\$1,854,152,964	41.06%	18.29%
Energy, Department of	\$1,433,409,021	25.18%	3.30%
Commerce, Department of	\$1,383,134,538	9.58%	24.70%
State, Department of	\$1,124,936,503	1.84%	9.45%
Social Security Administration	\$768,865,118	3.68%	37.10%
All Other Agencies	\$4,461,791,859		
Total	\$46,660,150,071		

GWAC SPENDING



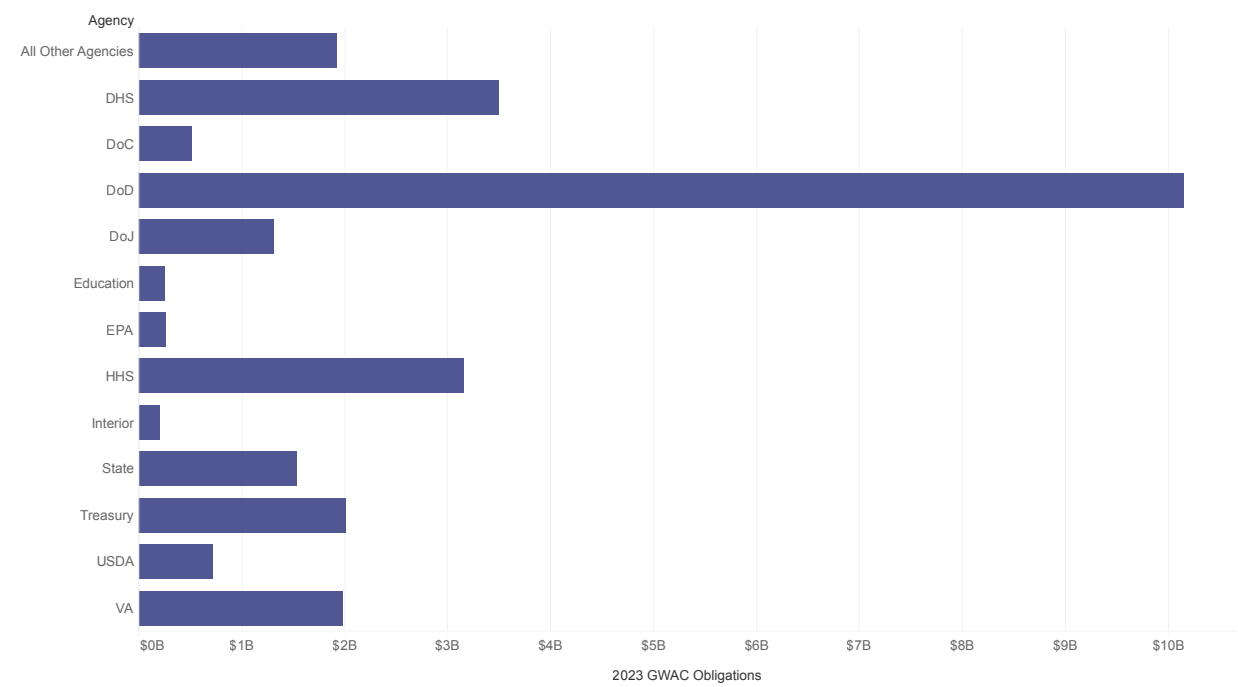
OBSERVATIONS

- This graph shows the inflation-adjusted spending that was obligated using GWACs. This includes all GWACs administered by GSA, NASA, or NIH.
- Since the authorization of GWACs in 1996, these vehicles have mostly experienced consistent growth in spending, with decreases only occurring in fiscal years 2006, 2007, and 2021.
- In FY23, spending on the GWACs increased by over 9 percent, accounting for over 3 percent of total contracting spending, as well as nearly 29 percent of IT spending.

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

Year	Inflation-Adjusted GWAC Obligations	Growth	Marketshare	IT Marketshare
2000	\$746,769,750	202.58%	0.20%	2.04%
2001	\$4,671,982,336	525.63%	1.21%	8.47%
2002	\$4,701,181,560	0.62%	1.05%	8.97%
2003	\$6,071,115,613	29.14%	1.12%	10.33%
2004	\$6,256,756,074	3.06%	1.14%	9.26%
2005	\$6,544,513,259	4.60%	1.08%	10.48%
2006	\$5,619,388,019	-14.14%	0.86%	8.50%
2007	\$5,436,998,559	-3.25%	0.78%	8.19%
2008	\$5,997,495,284	10.31%	0.79%	8.64%
2009	\$6,171,745,971	2.91%	0.80%	9.12%
2010	\$7,395,937,312	19.84%	0.94%	9.94%
2011	\$7,689,010,958	3.96%	1.05%	9.92%
2012	\$8,547,153,861	11.16%	1.23%	11.52%
2013	\$9,008,012,683	5.39%	1.48%	13.07%
2014	\$11,438,691,085	26.98%	1.98%	15.75%
2015	\$12,118,279,447	5.94%	2.13%	16.66%
2016	\$14,967,456,919	23.51%	2.47%	19.29%
2017	\$16,278,213,875	8.76%	2.56%	20.60%
2018	\$18,662,654,622	14.65%	2.76%	22.67%
2019	\$21,276,622,922	14.01%	3.01%	25.19%
2020	\$24,864,415,269	16.86%	3.16%	27.00%
2021	\$24,628,108,575	-0.95%	3.47%	27.39%
2022	\$25,146,887,230	2.11%	3.50%	28.09%
2023	\$27,521,438,125	9.44%	3.63%	28.84%

GWAC SPENDING BY AGENCY



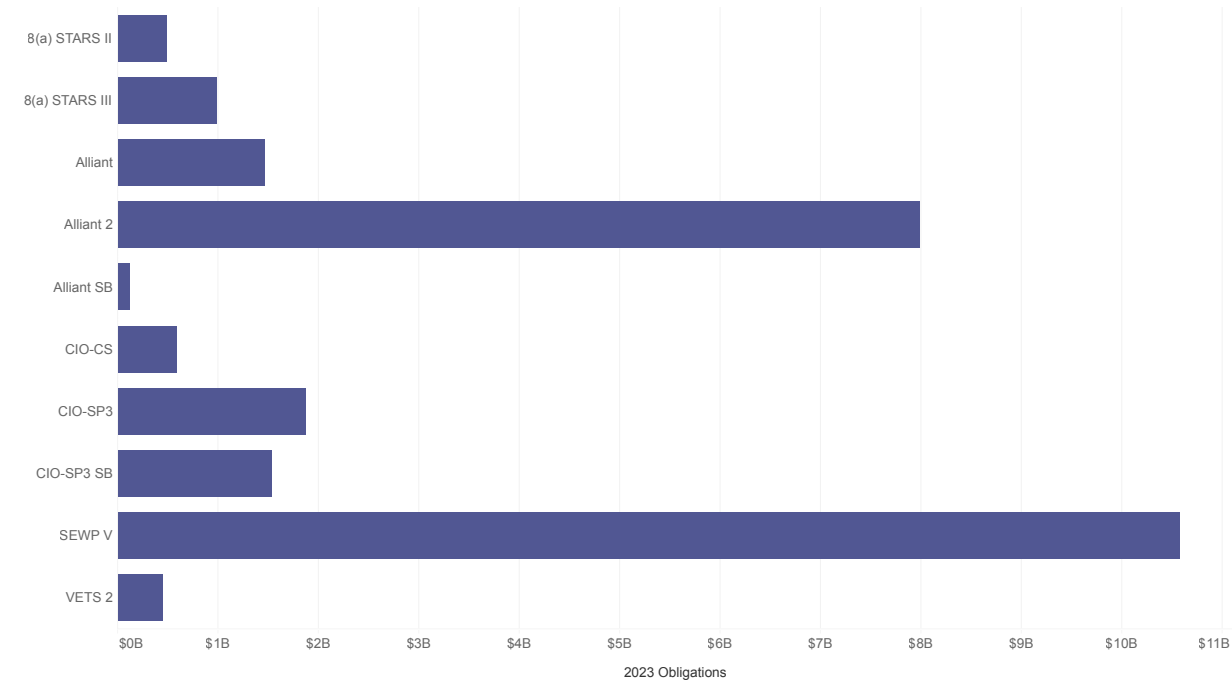
OBSERVATIONS

- This graph shows a breakdown of spending by agency for all GWACs administered by GSA, NASA, or NIH.
- DoD accounted for over 37 percent of all GWAC spending in FY23. DoD’s spending on GWACs also increased by over 15 percent. This follows a 10 percent increase in FY22.
- Agencies with the most significant growth in GWAC spending included Treasury and DoJ.
- On average, agency spending on GWACs grew by over 11 percent in FY23.

Source: System for Award Management

Agency	2023 GWAC Obligations	Growth
Defense, Department of	\$10,152,301,705	15.76%
Air Force, Department of the	\$3,026,077,856	28.94%
Army, Department of the	\$2,470,954,257	21.89%
Navy, Department of the	\$1,331,952,193	4.13%
Defense Logistics Agency	\$162,143,379	17.40%
Homeland Security, Department of	\$3,493,842,753	17.43%
Health and Human Services, Department of	\$3,160,086,494	-2.62%
Treasury, Department of the	\$2,012,931,636	33.19%
Veterans Affairs, Department of	\$1,975,853,653	9.74%
State, Department of	\$1,530,512,474	18.02%
Justice, Department of	\$1,314,519,793	27.82%
Agriculture, Department of	\$715,850,670	10.15%
Commerce, Department of	\$515,118,029	6.32%
Environmental Protection Agency	\$270,403,330	-9.60%
Education, Department of	\$252,237,202	-4.95%
Interior, Department of the	\$201,652,457	-11.15%
All Other Agencies	\$1,926,127,923	
Total	\$27,521,438,125	

GWAC SPENDING BY VEHICLE



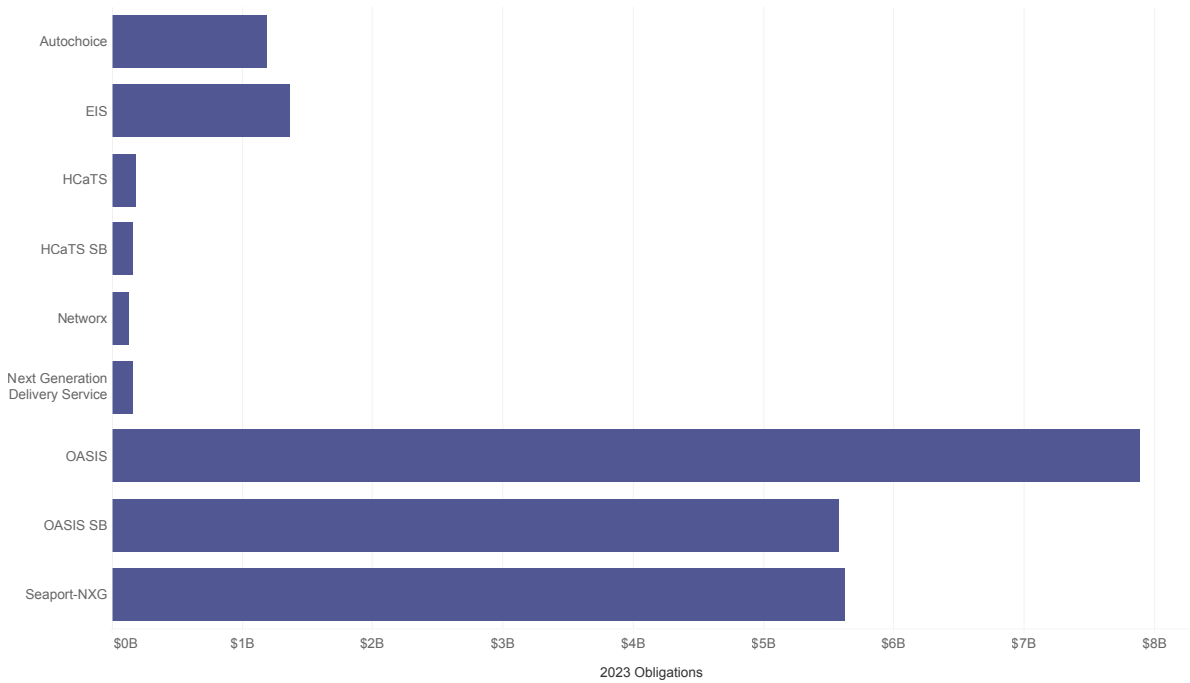
OBSERVATIONS

- SEWP V obligations continued to increase in FY23, experiencing over 15 percent growth. In total, SEWP accounted for almost 40 percent of all GWAC spending.
- Combined, SEWP and Alliant 2 accounted for over two-thirds of all GWAC spending. Alliant 2 continued to experience significant growth in FY23, reaching nearly \$8 billion in obligations.
- 8(a) STARS III spending also continued to skyrocket, with over an 100 percent increase from the previous fiscal year.
- Spending on Alliant and Alliant SB decreased as buyers transitioned to new vehicles.
- Although CIO-SP3 had the third largest obligations, the vehicle’s spending decreased by over 13 percent. NITAAC plans to extend CIO-SP3 through October 2024.

Source: System for Award Management

Vehicle	2023 GWAC Obligations	Growth
SEWP V	\$10,579,885,051	15.34%
Alliant 2	\$7,995,102,870	33.90%
CIO-SP3	\$1,876,337,133	-13.45%
CIO-SP3 SB	\$1,537,548,762	-33.45%
Alliant	\$1,472,844,866	-31.22%
8(a) STARS III	\$994,741,157	102.65%
CIO-CS	\$590,815,625	14.17%
8(a) STARS II	\$492,079,701	-43.55%
VETS 2	\$454,836,116	22.77%
Alliant SB	\$128,936,181	-38.21%

OTHER GOVERNMENT-WIDE CONTRACTS



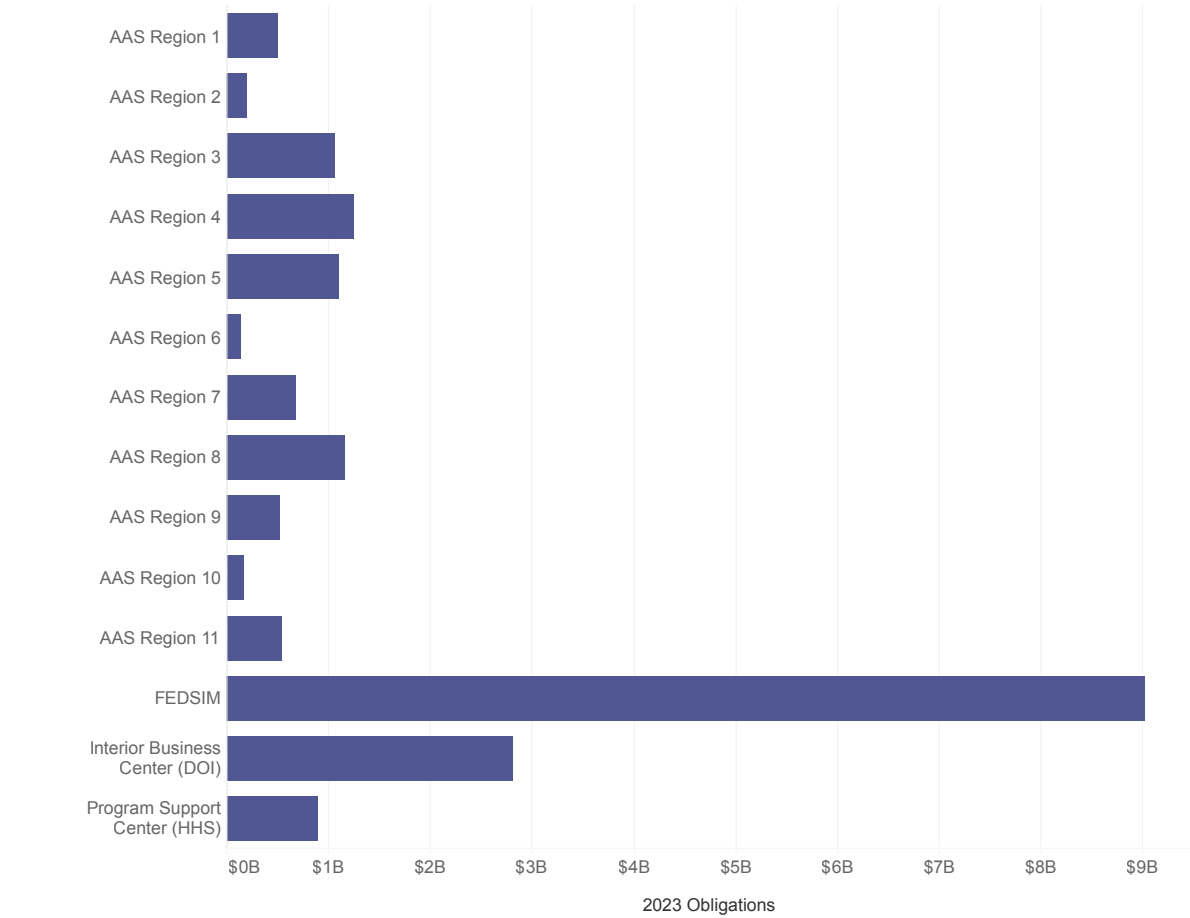
OBSERVATIONS

- OASIS and OASIS SB spending both increased. Since FY15, these vehicles have experienced consistent growth. In FY23, cumulative OASIS and OASIS SB obligations exceeded \$13.5 billion.
- HCaTS and HCaTS SB spending both increased in FY23, with HCaTS SB spending more than doubling.
- EIS obligations continued to increase in FY23, with nearly 60 percent growth.

Source: System for Award Management

Vehicle	2023 Obligations	Growth
OASIS	\$7,888,091,760	18.82%
OASIS SB	\$5,578,514,344	10.45%
Seaport-NXG	\$5,618,149,728	39.77%
EIS	\$1,360,260,040	58.69%
Autochoice	\$1,180,784,737	-4.54%
HCaTS	\$181,830,753	38.88%
HCaTS SB	\$155,405,447	119.24%
Next Generation Delivery Service	\$152,640,915	-70.49%
Networx	\$124,936,811	-52.92%

ASSISTED ACQUISITION SERVICES BY CONTRACTING OFFICE



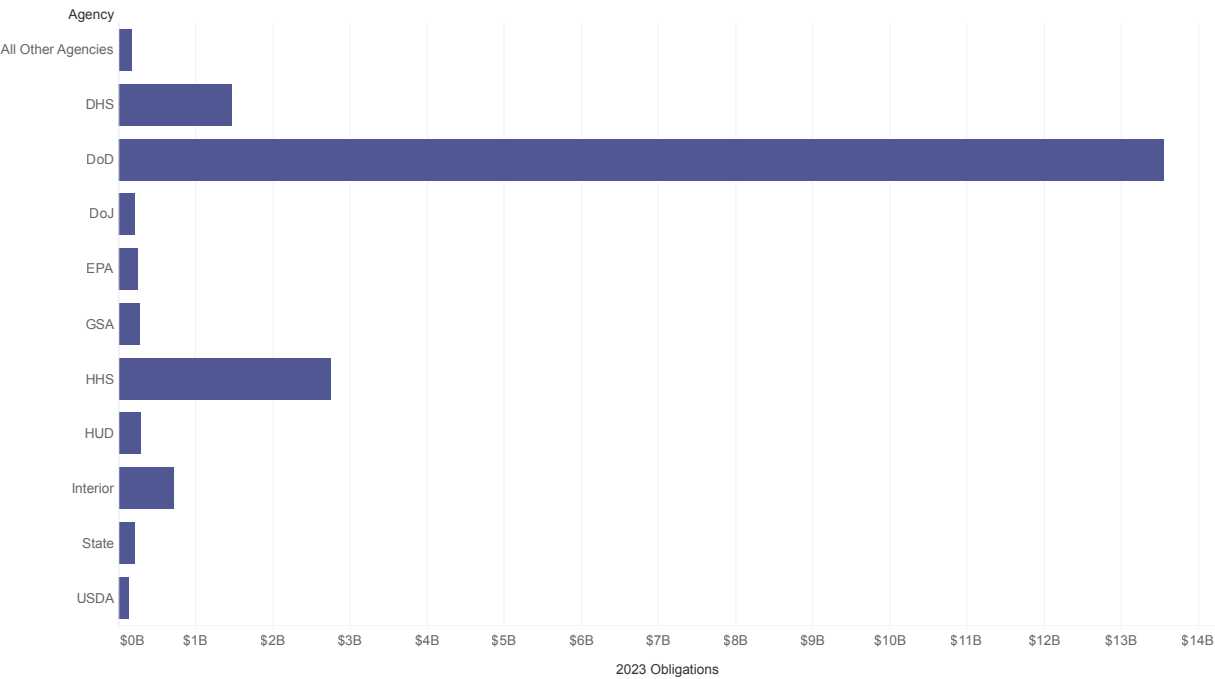
Assisted Services Contracting Office	2023 Obligations	Growth
FEDSIM	\$9,021,847,871	29.37%
Program Support Center (HHS)	\$892,827,054	188.66%
Interior Business Center (DOI)	\$2,814,201,520	29.59%
AAS Region 1	\$495,956,164	13.50%
AAS Region 2	\$194,347,989	1.51%
AAS Region 3	\$1,058,865,209	13.14%
AAS Region 4	\$1,241,641,568	-22.90%
AAS Region 5	\$1,100,491,545	25.62%
AAS Region 6	\$139,208,936	8.22%
AAS Region 7	\$670,386,167	26.14%
AAS Region 8	\$1,160,446,926	25.98%
AAS Region 9	\$520,063,140	18.62%
AAS Region 10	\$159,492,101	1.27%
AAS Region 11	\$532,263,968	17.21%
Grand Total	\$20,002,040,163	23.95%

OBSERVATIONS

- This graph includes the spending from contracting offices that provide assisted acquisition services (AAS). This list of assisted acquisition centers includes AAS FEDSIM, the AAS regional centers, DOI’s Interior Business Center, and HHS’ 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 accounted for 45 percent of the cumulative spending through these contracting offices in FY23.
- The HHS Program Support Center’s spending more than doubled, and the DOI Interior Business Center experienced approximately 30 percent growth.
- The AAS Regions with the most growth included Region 7, Region 8, and Region 5. Each of these contracting offices’ spending increased by over 25 percent in FY23.

Source: System for Award Management

ASSISTED ACQUISITIONS BY AGENCY BUYER



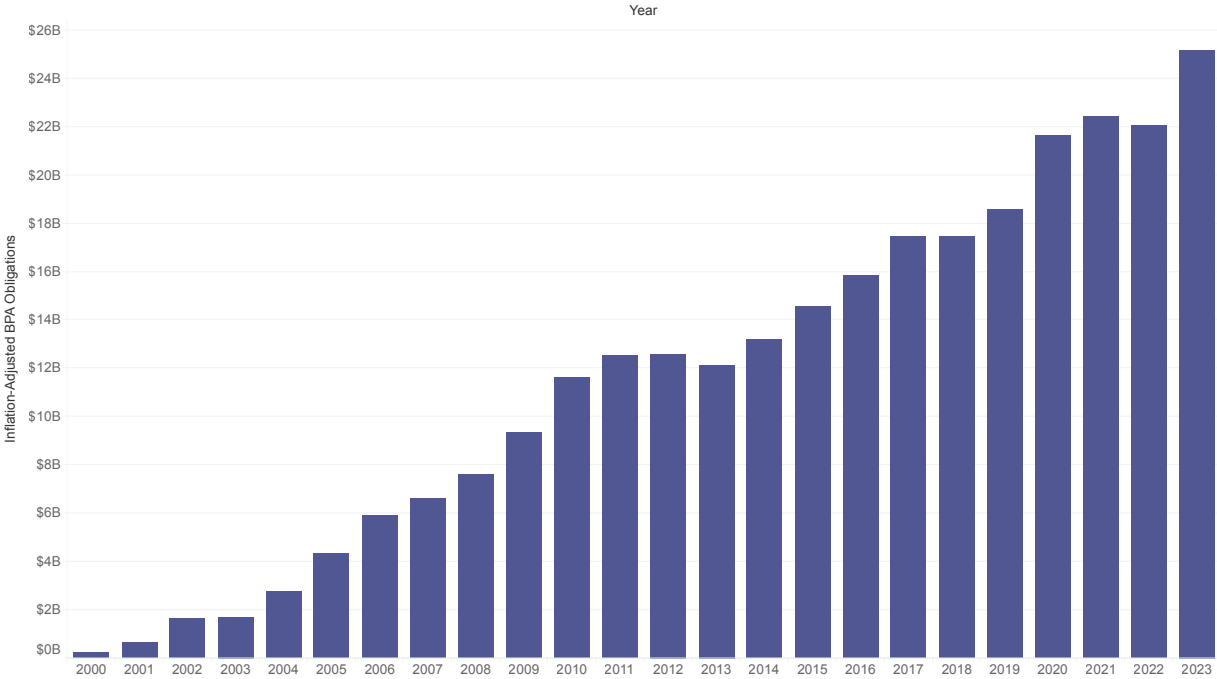
OBSERVATIONS

- 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 68 percent of assisted acquisition spending in FY23. HHS and DHS account for an additional 20 percent of the spending.
- Spending from USAID, DoJ, State, and HHS all grew by more than 30 percent in FY23. USAID’s assisted acquisition spending more than doubled over the year.

Source: System for Award Management

Agency	2023 Obligations	Growth
Defense, Department of	\$13,551,873,331	25.01%
Army, Department of the	\$3,912,944,132	19.39%
Air Force, Department of the	\$4,197,103,120	24.05%
Navy, Department of the	\$1,710,221,638	13.11%
Defense Logistics Agency	\$1,955,000	-5.71%
Health and Human Services, Department of	\$2,741,038,441	34.68%
Homeland Security, Department of	\$1,465,144,515	14.79%
Interior, Department of the	\$704,889,288	6.81%
Housing and Urban Development, Department of	\$283,202,751	-2.16%
General Services Administration	\$266,704,204	-11.74%
Environmental Protection Agency	\$248,195,118	-3.65%
Justice, Department of	\$217,460,321	68.36%
State, Department of	\$204,331,689	43.89%
Agriculture, Department of	\$128,517,779	12.11%
Commerce, Department of	\$14,389,073	-26.42%
Agency for International Development	\$10,728,395	132.06%
All Other Agencies	\$165,565,251	
Total	\$20,002,040,163	

BLANKET PURCHASE AGREEMENTS



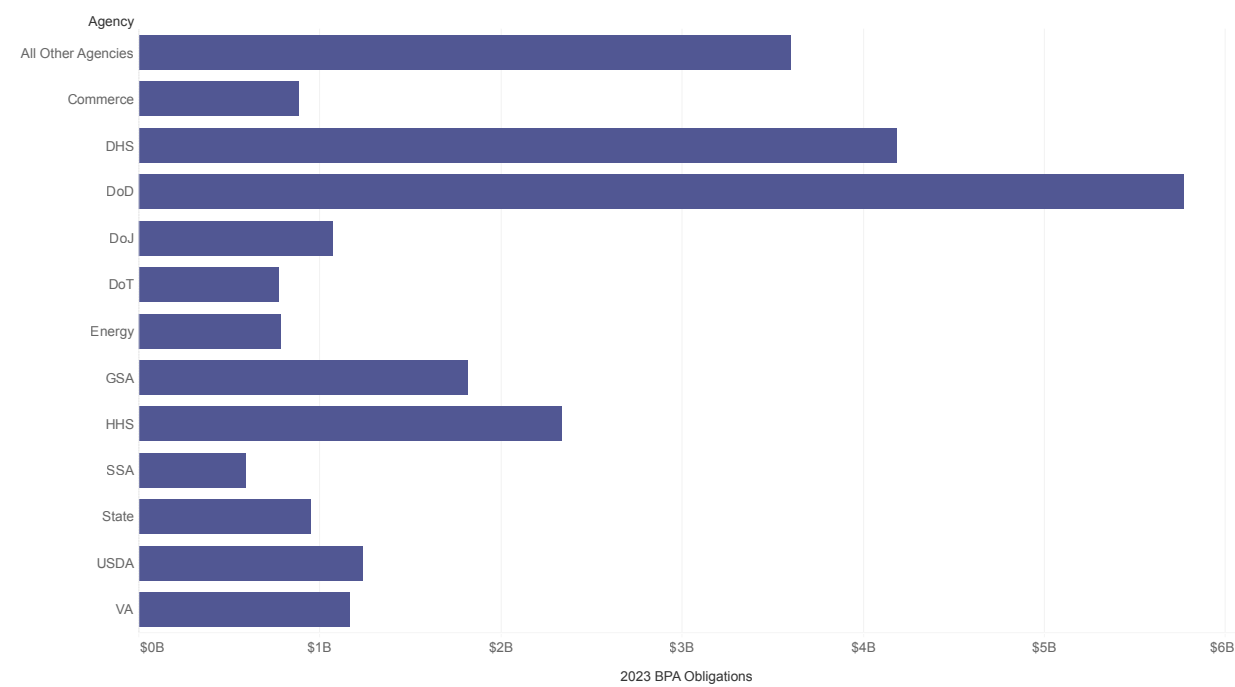
OBSERVATIONS

- BPA spending increased by over 14 percent in FY23, surpassing \$25 billion in total obligations.
- BPAs accounted for 52 percent of spending through the GSA Schedule Program, which is consistent with 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	\$242,633,972	1.09%	31.89%
2001	\$634,836,626	2.53%	161.64%
2002	\$1,642,178,477	4.75%	158.68%
2003	\$1,704,674,163	3.88%	3.81%
2004	\$2,747,656,540	6.34%	61.18%
2005	\$4,358,747,341	10.56%	58.64%
2006	\$5,902,177,691	13.50%	35.41%
2007	\$6,606,603,093	15.31%	11.94%
2008	\$7,606,579,239	18.35%	15.14%
2009	\$9,329,072,657	20.84%	22.64%
2010	\$11,592,756,898	24.56%	24.26%
2011	\$12,490,017,557	28.47%	7.74%
2012	\$12,597,211,061	30.93%	0.86%
2013	\$12,134,486,840	32.13%	-3.67%
2014	\$13,189,972,314	34.16%	8.70%
2015	\$14,549,612,300	38.69%	10.31%
2016	\$15,822,146,184	42.70%	8.75%
2017	\$17,454,805,826	46.34%	10.32%
2018	\$17,446,676,191	46.09%	-0.05%
2019	\$18,541,874,608	46.82%	6.28%
2020	\$21,613,795,696	49.54%	16.57%
2021	\$22,394,298,416	50.33%	3.61%
2022	\$22,011,723,442	53.02%	-1.71%
2023	\$25,152,838,687	52.24%	14.27%

BPA SPENDING BY AGENCY



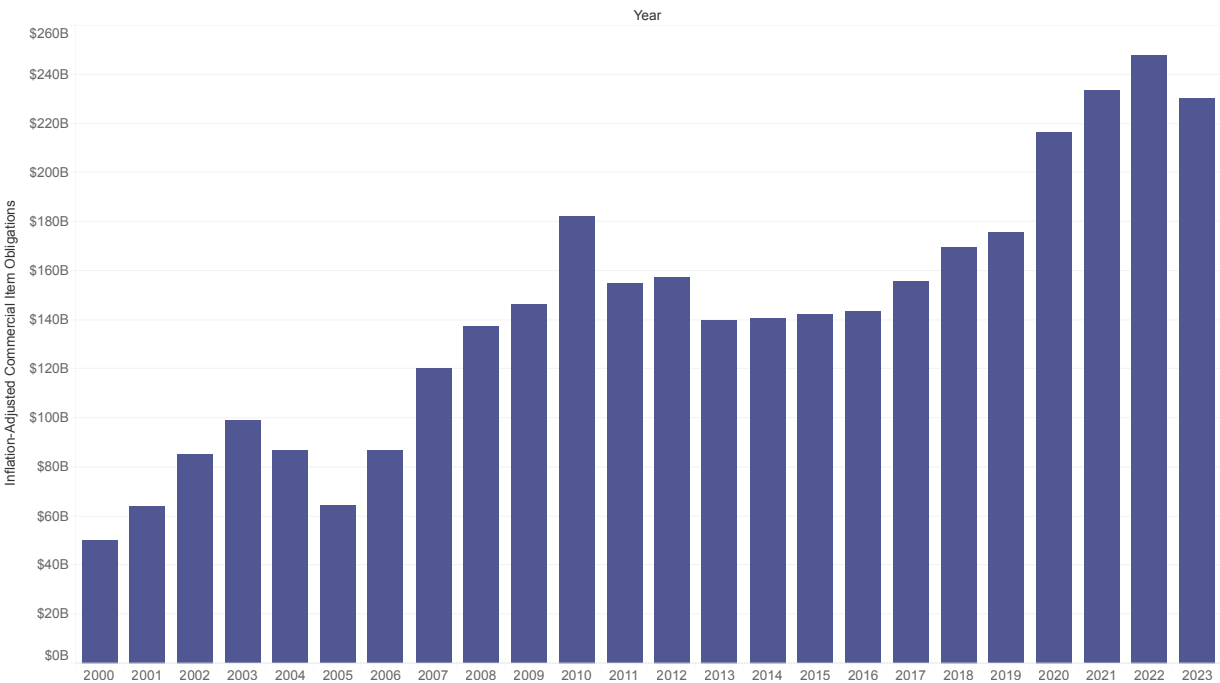
OBSERVATIONS

- Commerce and HHS experienced over 30 percent growth in BPA obligations.
- Transportation, SSA, State, and GSA are the highest BPA users with more than 40 percent of their Schedule spending directed through a BPA.

Source: System for Award Management

Agency	2023 BPA Obligations	Growth	Market Share
Defense, Department of	\$5,769,515,943	21.04%	46.48%
Army, Department of the	\$1,281,700,638	11.83%	38.63%
Air Force, Department of the	\$1,599,320,818	14.80%	53.23%
Navy, Department of the	\$931,657,495	25.77%	60.14%
Defense Logistics Agency	\$324,862,294	77.31%	35.64%
Homeland Security, Department of	\$4,182,660,393	32.50%	67.63%
Health and Human Services, Department of	\$2,335,190,462	12.48%	34.44%
General Services Administration	\$1,814,663,149	23.99%	74.26%
Agriculture, Department of	\$1,236,375,292	22.03%	60.92%
Veterans Affairs, Department of	\$1,164,387,143	2.38%	30.02%
Justice, Department of	\$1,075,130,812	13.02%	56.51%
State, Department of	\$949,602,547	2.59%	84.41%
Commerce, Department of	\$882,270,041	11.08%	63.79%
Energy, Department of	\$785,355,824	26.22%	54.79%
Transportation, Department of	\$769,304,186	12.77%	41.49%
Social Security Administration	\$587,536,278	0.67%	76.42%
All Other Agencies	\$3,600,846,610		
Total	\$25,152,838,687		

COMMERCIAL ITEM CONTRACT SPENDING



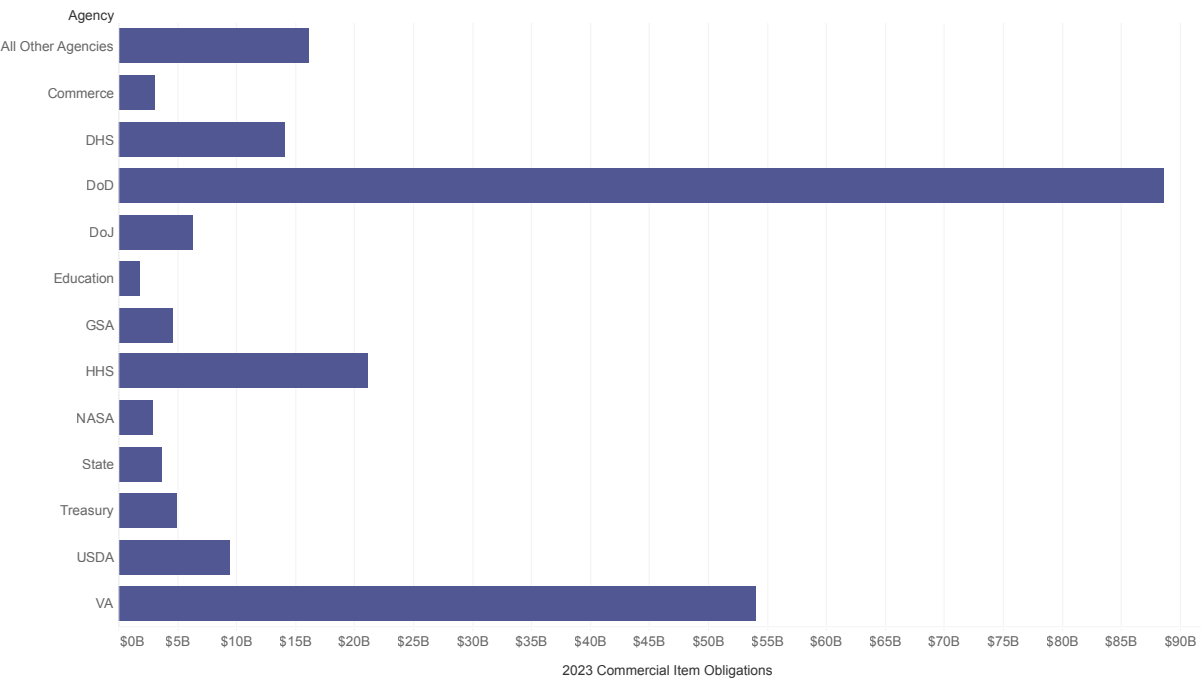
OBSERVATIONS

- 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.
- For the first time in nine years, commercial item spending decreased by 7 percent.
- Most of the commercial item spend in FY23 was for the acquisition of services (60 percent) rather than products (40 percent).
- Commercial item spending accounted for over 30 percent of all Government contract spending in FY23, which is a slight decrease from the previous fiscal year.

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

Year	Inflation-Adjusted Commercial Item Obligations	Growth	Percent Products	Percent Services	Percent Commercial
2000	\$50,092,823,360	27.07%	63.22%	36.78%	13.67%
2001	\$63,829,333,255	27.42%	59.33%	40.67%	16.58%
2002	\$85,287,445,809	33.62%	58.05%	41.95%	18.99%
2003	\$98,807,201,377	15.85%	61.14%	38.86%	18.30%
2004	\$86,718,512,438	-12.23%	62.40%	37.60%	15.77%
2005	\$64,418,763,824	-25.72%	59.70%	40.30%	10.64%
2006	\$86,851,910,507	34.82%	60.72%	39.28%	13.29%
2007	\$120,021,583,408	38.19%	67.54%	32.46%	17.31%
2008	\$137,178,955,382	14.30%	69.71%	30.29%	18.00%
2009	\$146,368,161,601	6.70%	62.04%	37.96%	19.00%
2010	\$182,421,935,107	24.63%	65.81%	34.19%	23.08%
2011	\$154,945,977,746	-15.06%	57.01%	42.99%	21.16%
2012	\$157,262,360,882	1.49%	58.01%	41.99%	22.70%
2013	\$140,006,168,698	-10.97%	53.95%	46.05%	22.98%
2014	\$140,534,514,810	0.38%	51.87%	48.13%	24.36%
2015	\$141,970,673,736	1.02%	50.01%	49.99%	24.93%
2016	\$143,207,992,908	0.87%	47.10%	52.90%	23.64%
2017	\$155,423,393,902	8.53%	46.59%	53.41%	24.41%
2018	\$169,685,094,809	9.18%	47.37%	52.63%	25.06%
2019	\$175,789,326,287	3.60%	45.37%	54.63%	24.85%
2020	\$216,660,122,236	23.25%	45.61%	54.39%	27.53%
2021	\$233,204,330,219	7.64%	50.06%	49.94%	32.89%
2022	\$247,686,775,901	6.21%	44.87%	55.13%	34.45%
2023	\$230,257,430,223	-7.04%	39.94%	60.06%	30.34%

COMMERCIAL ITEM CONTRACT SPENDING
BY AGENCY



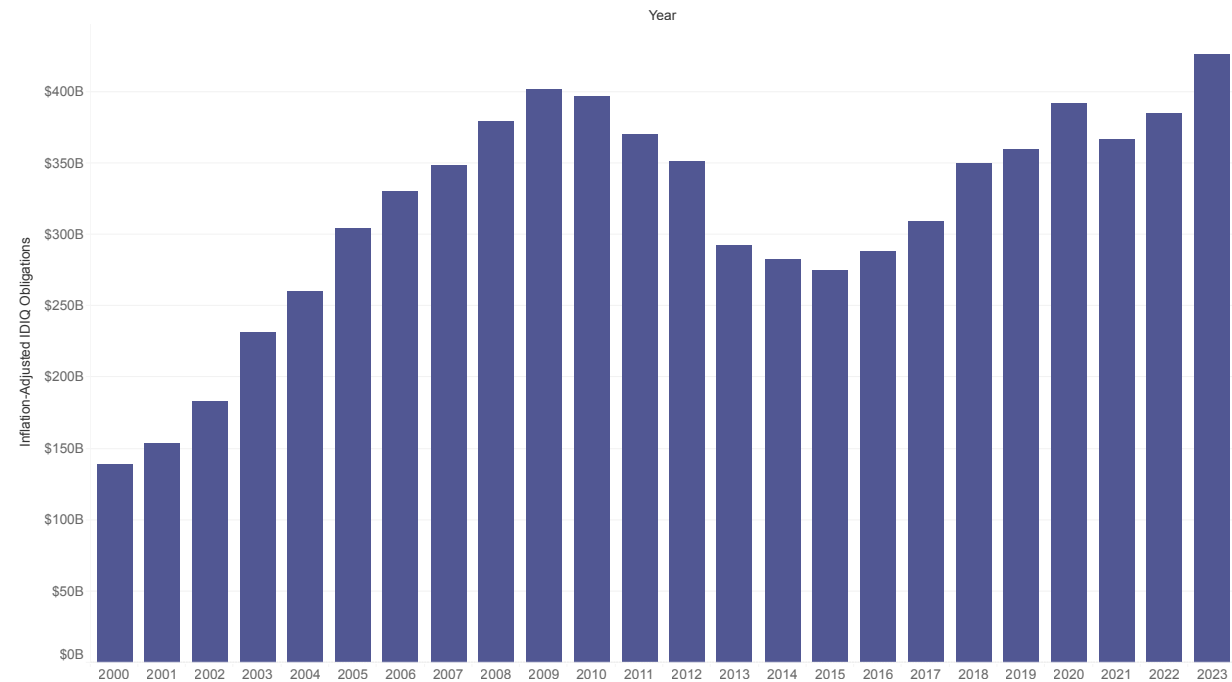
OBSERVATIONS

- 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.
- Although DoD accounted for over 60 percent of all Government contract spending in FY23, it only accounted for 38 percent of all Government commercial item contract spending. DoD’s commercial item contract obligations decreased by 19 percent from FY22.
- The VA accounted for an additional 23 percent of the commercial item contract spending.
- Most agencies, except for DoD and State, increased their commercial item contract spending.
- The VA, USDA, and Education had the highest percentage of commercial contract spending relative to their total contract obligations.

Source: System for Award Management

Agency	2023 Commercial Item Obligations	Percent Commercial	Growth
Defense, Department of	\$88,600,453,970	18.74%	-19.39%
Army, Department of the	\$18,816,111,756	17.05%	-56.26%
Defense Logistics Agency	\$28,306,784,495	64.53%	-5.81%
Air Force, Department of the	\$15,418,269,955	15.23%	26.02%
Navy, Department of the	\$11,277,839,779	7.06%	31.45%
Veterans Affairs, Department of	\$54,057,277,919	87.46%	10.01%
Health and Human Services, Department of	\$21,097,773,580	52.13%	2.43%
Homeland Security, Department of	\$14,106,010,260	55.08%	12.17%
Agriculture, Department of	\$9,372,554,087	80.78%	23.40%
Justice, Department of	\$6,231,713,858	63.77%	18.15%
Treasury, Department of the	\$4,890,541,293	48.23%	2.00%
General Services Administration	\$4,551,232,661	63.43%	22.81%
State, Department of	\$3,599,060,508	30.23%	-10.09%
Commerce, Department of	\$3,048,611,869	54.43%	26.55%
National Aeronautics and Space Administration	\$2,879,588,150	13.92%	9.74%
Education, Department of	\$1,758,755,699	71.39%	3.65%
All Other Agencies	\$16,063,856,363		
Total	\$230,257,430,223		

IDIQ CONTRACT SPENDING



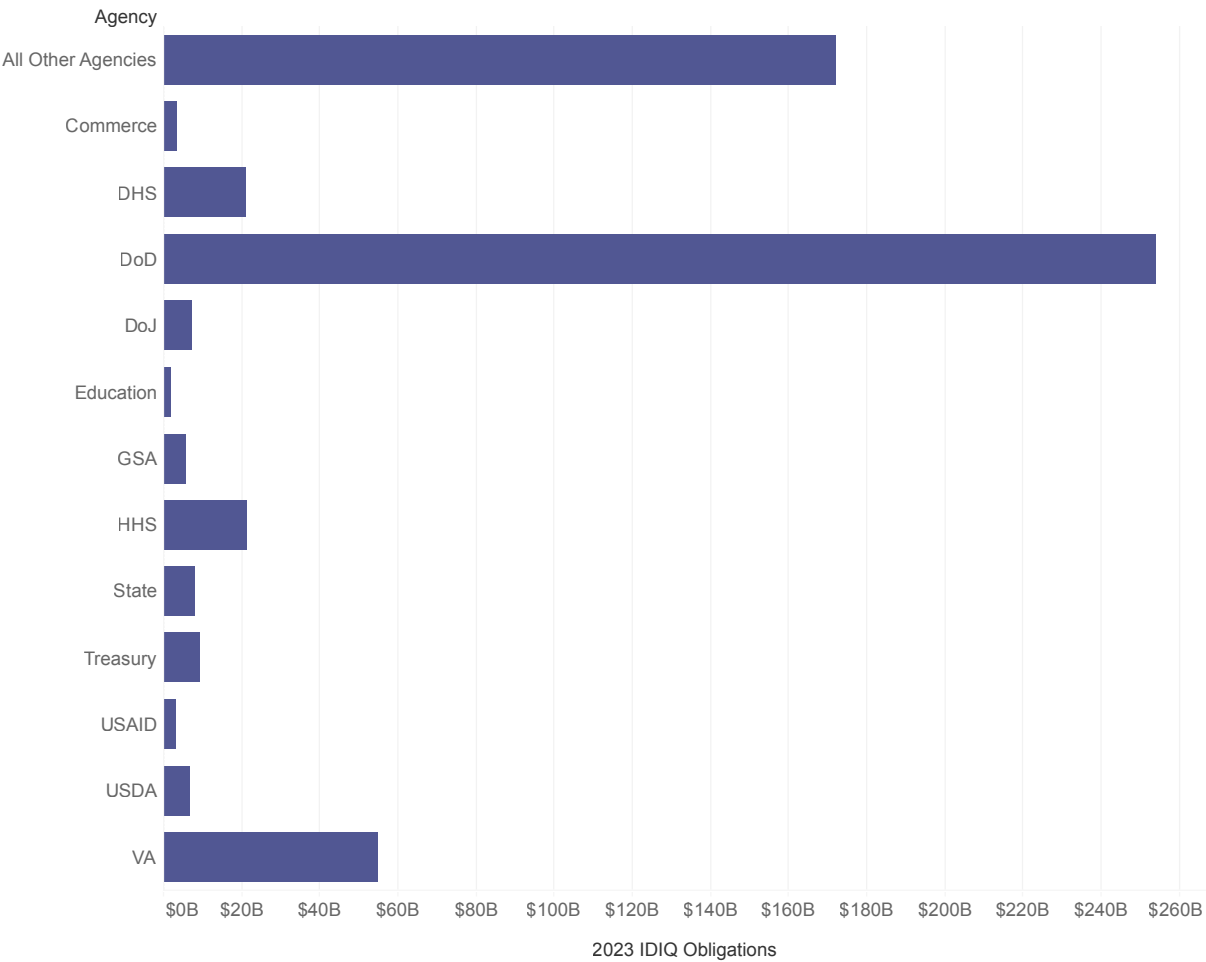
OBSERVATIONS

- The graph shows all Federal spending through IDIQ contracts, including spending on the Schedules, GWACs, and Multi-agency IDIQ’s.
- Spending on IDIQs increased by over 10 percent in FY23.
- FY23 marked the third consecutive year in which over 50 percent of all Federal contract spending was obligated using IDIQs.
- Spending through multiple award IDIQ’s accounted for 41 percent of all IDIQ spending in FY23. The use of multiple award IDIQ’s has remained relatively stable since 2010.

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

Year	Inflation-Adjusted IDIQ Obligations	Growth	Percent Multiple Award	Percent Single Award	Market Share
2000	\$139,169,150,387	17.51%	33.58%	66.42%	37.98%
2001	\$153,377,944,038	10.21%	34.36%	65.64%	39.83%
2002	\$182,808,362,217	19.19%	36.67%	63.33%	40.69%
2003	\$231,472,300,195	26.62%	37.01%	62.99%	42.87%
2004	\$260,173,500,254	12.40%	35.53%	64.47%	47.32%
2005	\$303,713,817,912	16.74%	32.35%	67.65%	50.15%
2006	\$330,076,065,805	8.68%	32.85%	67.15%	50.49%
2007	\$349,051,436,401	5.75%	32.65%	67.35%	50.35%
2008	\$379,513,600,406	8.73%	31.73%	68.27%	49.80%
2009	\$401,673,200,563	5.84%	35.16%	64.84%	52.14%
2010	\$396,829,913,842	-1.21%	38.01%	61.99%	50.20%
2011	\$369,752,396,399	-6.82%	39.72%	60.28%	50.49%
2012	\$351,382,209,313	-4.97%	38.76%	61.24%	50.73%
2013	\$292,651,758,698	-16.71%	42.31%	57.69%	48.04%
2014	\$282,698,961,644	-3.40%	43.25%	56.75%	49.00%
2015	\$274,854,421,381	-2.77%	43.13%	56.87%	48.27%
2016	\$288,229,183,731	4.87%	43.95%	56.05%	47.57%
2017	\$309,325,879,137	7.32%	43.60%	56.40%	48.58%
2018	\$349,742,340,584	13.07%	42.10%	57.90%	51.65%
2019	\$359,405,432,291	2.76%	43.06%	56.94%	50.81%
2020	\$392,080,584,279	9.09%	44.55%	55.45%	49.82%
2021	\$366,958,046,969	-6.41%	37.92%	51.20%	58.06%
2022	\$384,593,802,643	4.81%	39.34%	57.10%	55.47%
2023	\$426,021,877,666	10.77%	41.08%	58.93%	56.13%

IDIQ CONTRACT SPENDING BY AGENCY



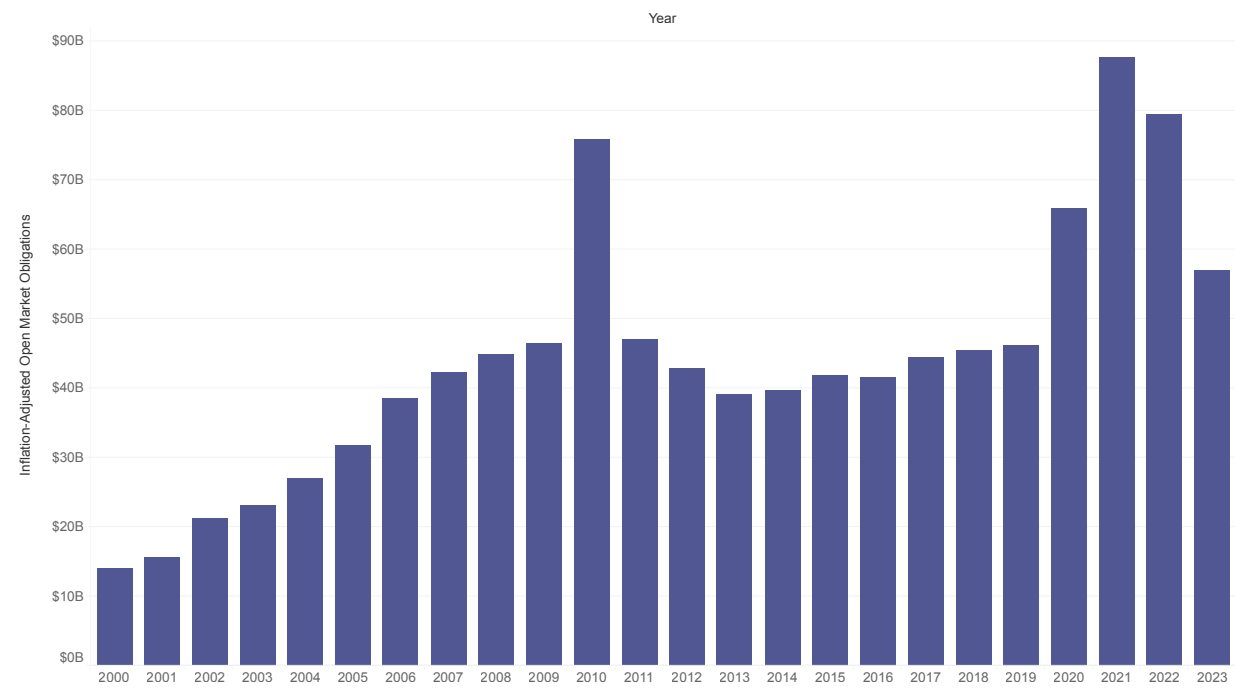
OBSERVATIONS

- The graph shows all Federal spending through IDIQ contracts, including spending on the Schedule, GWACs, and Multi-agency IDIQ's.
- DoD accounted for about 60 percent of all IDIQ spending in FY23.
- The most prolific users of IDIQ's were Treasury, the VA, and DHS, with IDIQ spending accounting for more than 80 percent of their total contract spending.
- Despite managing the Schedule Program and several GWACs, GSA uses IDIQs less frequently than eight other large agencies.

Source: System for Award Management

Agency	2023 IDIQ Obligations	Growth	Percent of Total Spending
Defense, Department of	\$254,102,713,752.19	26.76%	53.76%
Army, Department of the	\$64,646,965,655.32	38.96%	58.59%
Navy, Department of the	\$61,587,090,359.13	23.24%	38.56%
Air Force, Department of the	\$62,763,660,108.21	28.31%	62.01%
Defense Logistics Agency	\$38,591,465,207.21	24.55%	87.98%
Veterans Affairs, Department of	\$54,743,665,074.70	48.38%	88.57%
Health and Human Services, Department of	\$21,366,693,242.37	30.60%	52.79%
Homeland Security, Department of	\$21,199,585,433.71	28.60%	82.78%
Treasury, Department of the	\$9,173,396,909.96	14.68%	90.47%
State, Department of	\$7,843,790,956.14	24.81%	65.89%
Justice, Department of	\$7,329,739,969.45	5.60%	75.01%
Agriculture, Department of	\$6,654,103,889.69	27.44%	57.35%
General Services Administration	\$5,600,937,744.53	29.02%	78.05%
Commerce, Department of	\$3,479,059,524.36	11.66%	62.12%
Agency for International Development	\$3,331,280,779.31	1.30%	49.25%
Education, Department of	\$1,832,939,470.60	-10.45%	74.40%
All Other Agencies	\$171,919,163,914.39		
Total	\$426,021,877,666.58		

OPEN MARKET SPENDING



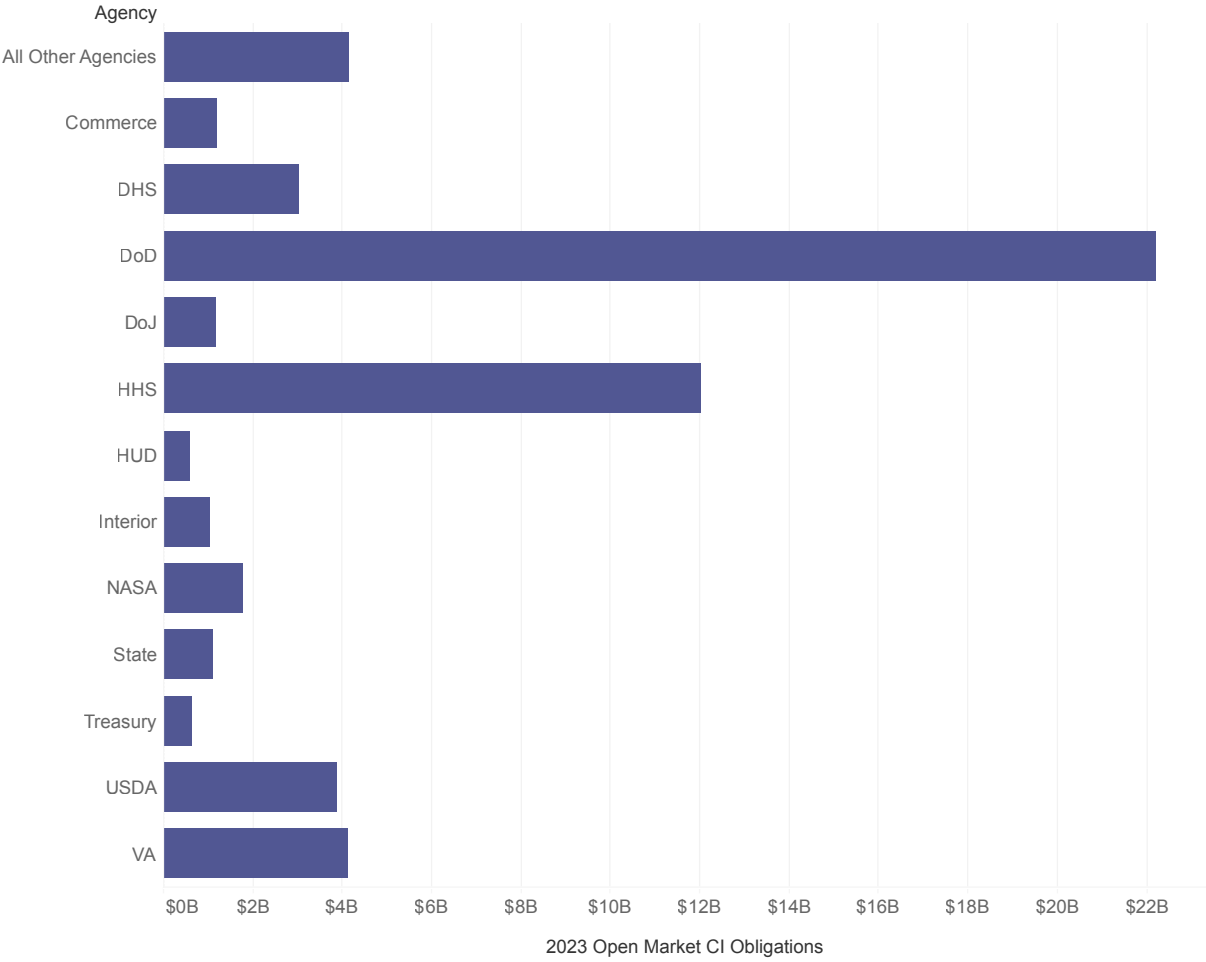
OBSERVATIONS

- This graph provides one measure for evaluating open market spending. It shows the commercial item spending that does not utilize an existing IDIQ.
- For the second consecutive year, open market spending decreased.
- Notably, for the first time since 2003, open market spending accounted for less than 25 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	\$13,919,214,376	27.79%	0.33%
2001	\$15,620,381,583	24.47%	12.22%
2002	\$21,163,664,892	24.81%	35.49%
2003	\$23,218,540,271	23.50%	9.71%
2004	\$26,940,556,679	31.07%	16.03%
2005	\$31,767,902,613	49.31%	17.92%
2006	\$38,503,855,930	44.33%	21.20%
2007	\$42,183,679,347	35.15%	9.56%
2008	\$44,926,147,529	32.75%	6.50%
2009	\$46,407,585,222	31.71%	3.30%
2010	\$75,833,335,889	41.57%	63.41%
2011	\$46,982,015,879	30.32%	-38.05%
2012	\$42,853,311,107	27.25%	-8.79%
2013	\$39,123,628,826	27.94%	-8.70%
2014	\$39,687,868,873	28.24%	1.44%
2015	\$41,885,088,216	29.50%	5.54%
2016	\$41,573,920,148	29.03%	-0.74%
2017	\$44,487,415,638	28.62%	7.01%
2018	\$45,456,798,502	26.79%	2.18%
2019	\$46,207,012,812	26.29%	1.65%
2020	\$65,863,671,025	30.40%	42.54%
2021	\$87,595,454,688	37.56%	33.00%
2022	\$79,447,229,010	33.26%	-9.30%
2023	\$56,982,084,117	24.75%	-28.28%

OPEN MARKET SPENDING BY AGENCY



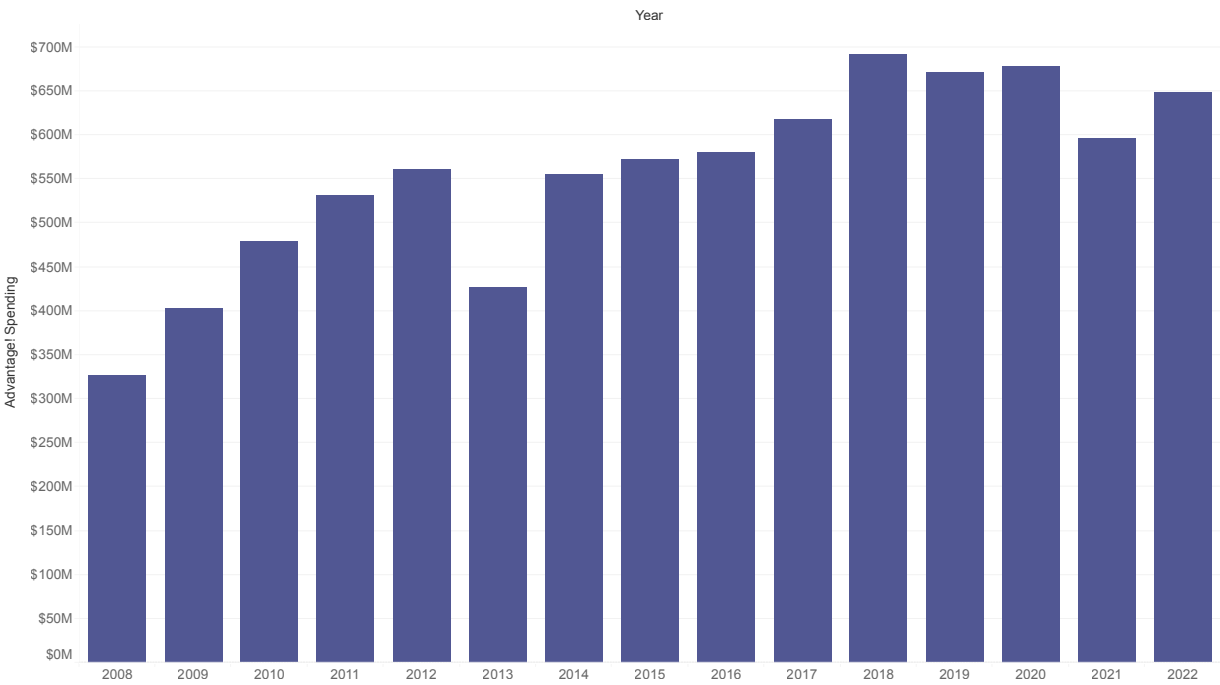
OBSERVATIONS

- This graph provides one measure for evaluating open market spending. It shows the commercial item spending that does not utilize an existing IDIQ.
- DoC experienced the most open market spending growth in FY23 of any large agency, with a 60 percent increase.
- DoD accounted for nearly 40 percent of all open market spending in FY23. However, its spending decreased by over 50 percent from the previous year. Notably, the Army’s open market obligations dropped by 77 percent.
- Open market spending accounted for over 50 percent of NASA, HHS, and HUD’s commercial item spending.

Source: System for Award Management

Agency	2023 Open Market Obligations	Growth	Percent Open Market
Defense, Department of	\$22,214,098,284	-52.56%	25.07%
Army, Department of the	\$7,385,491,318	-77.69%	39.25%
Air Force, Department of the	\$4,825,693,843	-2.29%	31.30%
Navy, Department of the	\$4,406,209,304	19.74%	39.07%
Defense Logistics Agency	\$638,476,167	-3.05%	2.26%
Health and Human Services, Department of	\$12,023,893,696	-4.26%	56.99%
Veterans Affairs, Department of	\$4,126,255,065	10.40%	7.63%
Agriculture, Department of	\$3,887,102,691	11.28%	41.47%
Homeland Security, Department of	\$3,037,983,474	11.95%	21.54%
National Aeronautics and Space Administration	\$1,785,289,085	0.35%	62.00%
Commerce, Department of	\$1,211,030,000	60.00%	39.72%
Justice, Department of	\$1,176,646,093	31.20%	18.88%
State, Department of	\$1,113,374,777	-31.66%	30.94%
Interior, Department of the	\$1,023,154,142	25.34%	38.00%
Treasury, Department of the	\$651,925,086	18.46%	13.33%
Housing and Urban Development, Department of	\$575,321,347	29.51%	56.93%
All Other Agencies	\$4,156,010,372		
Total	\$56,982,084,117		

GSA ADVANTAGE! SALES



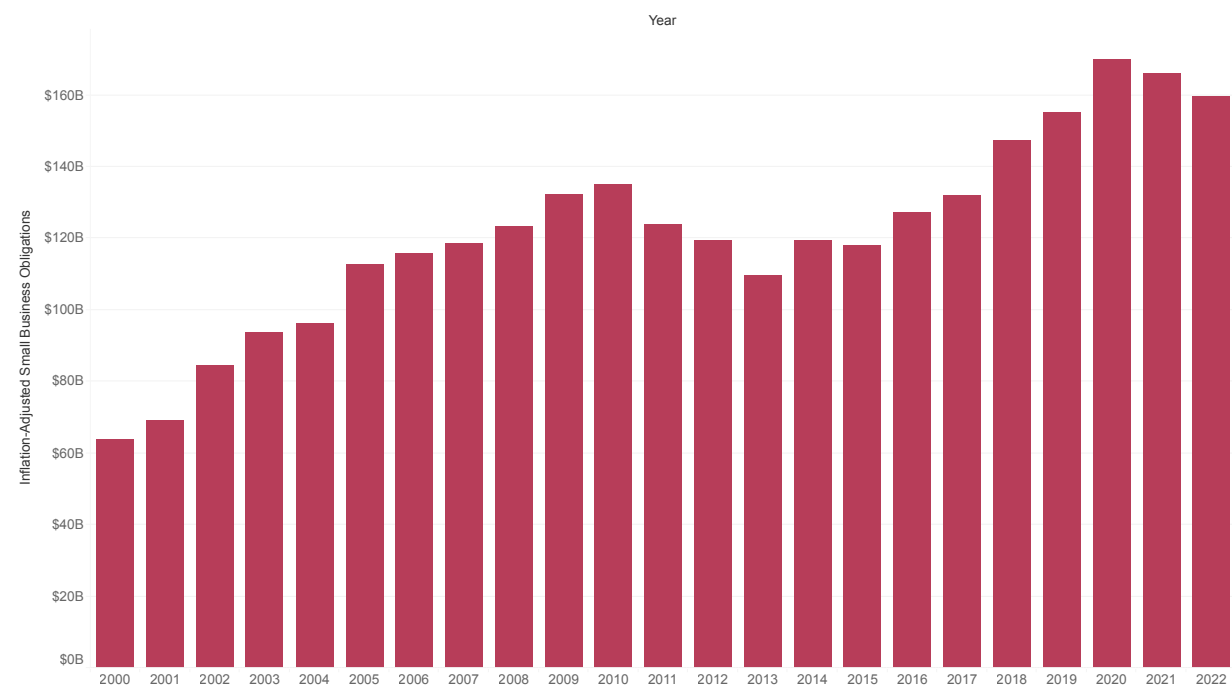
OBSERVATIONS

- **Note: The GSA Advantage! spending for FY23 is for the first three quarters. Q4 spending was not released as of the publication of this report.**
- GSA Advantage! spending increased by about 9 percent from FY21 to FY22, with customers spending nearly \$650 million. During this time, the average order size also increased by 18 percent.
- Spending on Advantage! accounted for 1.6 percent of Schedule spending in FY22.
- Through Q3 of FY23, Advantage! spending was \$343 million. This figure is consistent with spending through Q3 of FY22.

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

Year	Advantage Spending	Orders	Average Order Size	Market Share	Product Market Share	Growth
2008	\$327,420,433	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	\$531,100,600	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	\$595,478,897	828,227	\$718.98	1.50%	5.89%	-12.11%
2022	\$647,577,681	760,215	\$851.83	1.62%	7.03%	8.75%
2023	\$343,115,262	420414	\$816.14	0.74%	2.94%	-47.02%

SMALL BUSINESS UTILIZATION



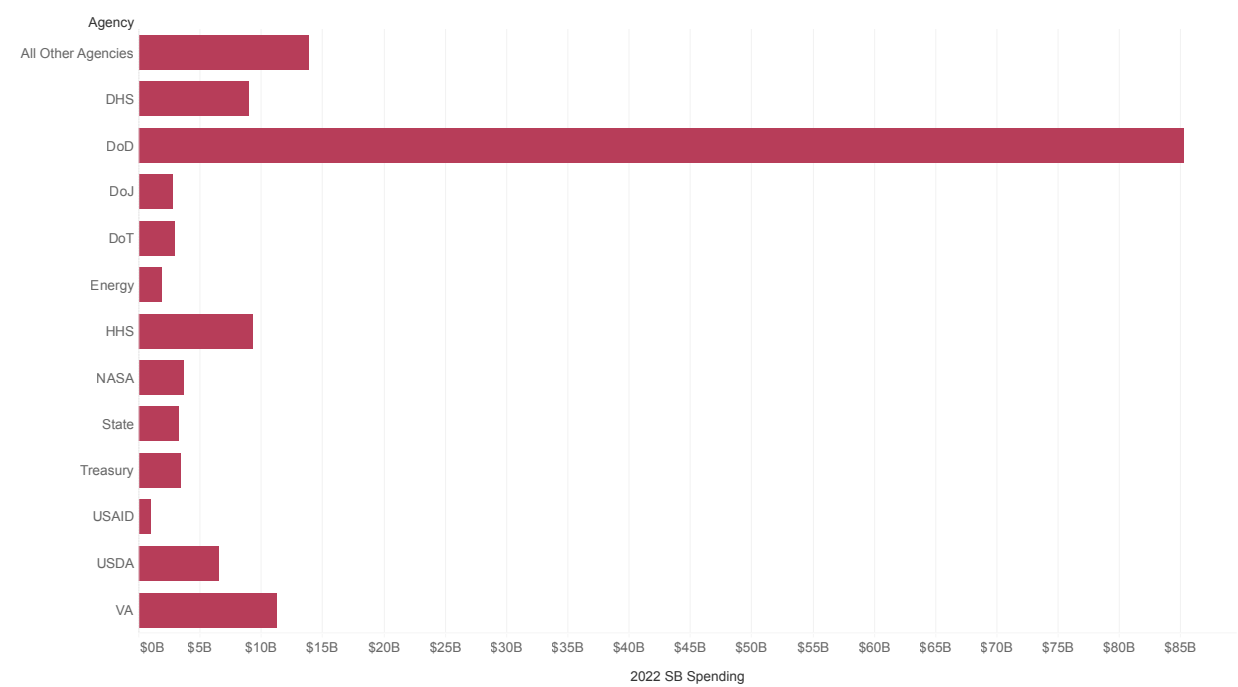
OBSERVATIONS

- **Data for FY22 was recently released.FY23 data not yet available as of the publication of this report.**
- FY22 marked the tenth 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 are determined by the Small Business Administration and include this spending data along with other criteria.
- 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
- Despite exceeding its goal, the Government’s total small business obligations decreased by nearly 4 percent in FY22.

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

Year	Inflation-Adjusted Small Business Obligations	SB Utilization Rate	Growth
2000	\$63,831,617,545	19.90%	6.14%
2001	\$69,043,179,852	19.89%	8.16%
2002	\$84,466,723,917	20.91%	22.34%
2003	\$93,946,319,162	19.86%	11.22%
2004	\$96,263,268,502	20.73%	2.47%
2005	\$112,819,404,515	22.41%	17.20%
2006	\$115,706,294,133	21.61%	2.56%
2007	\$118,645,720,086	20.81%	2.54%
2008	\$123,481,151,707	19.53%	4.08%
2009	\$132,305,807,389	20.93%	7.15%
2010	\$135,226,342,119	22.06%	2.21%
2011	\$123,838,474,877	21.43%	-8.42%
2012	\$119,242,722,634	22.07%	-3.71%
2013	\$109,536,608,880	23.30%	-8.14%
2014	\$119,250,982,725	25.06%	8.87%
2015	\$118,118,567,760	25.74%	-0.95%
2016	\$127,265,419,168	24.28%	7.74%
2017	\$131,989,441,725	23.81%	3.71%
2018	\$147,519,315,782	25.08%	11.77%
2019	\$155,188,176,559	25.69%	5.20%
2020	\$169,762,900,810	25.62%	9.39%
2021	\$165,980,824,280	26.11%	-2.23%
2022	\$159,695,402,574	25.37%	-3.79%

SMALL BUSINESS SPENDING BY AGENCY



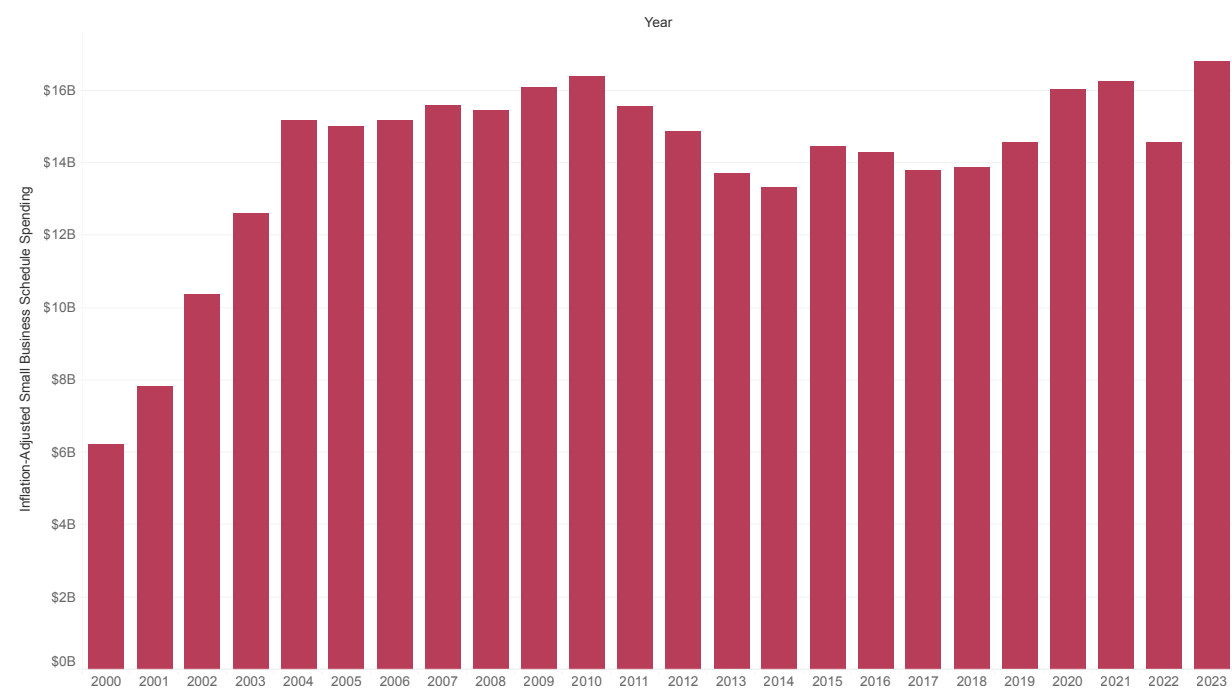
OBSERVATIONS

- **Data for FY22 was recently released. FY23 data not yet available as of the publication of this report.**
- This graph shows small business spending broken down by agency.
- Some large agencies, including the VA, HHS, Treasury, and Energy, did not meet their small business utilization goals for FY22.
- Most large agencies, except for HHS, Treasury, DoT, and DoJ, increased their small business spending in FY22. USDA was the agency with the most growth in FY22, seeing a 30 percent increase.

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

Agency	2022 SB Spending	SB Utilization	Goal	Growth
Defense, Department of	\$85,248,910,150	24.86%	22.50%	2.17%
Veterans Affairs, Department of	\$11,275,566,228	20.05%	26.94%	7.14%
Health and Human Services, Department of	\$9,330,951,706	22.78%	22.85%	-0.47%
Homeland Security, Department of	\$8,964,381,656	40.10%	34.50%	12.59%
Agriculture, Department of	\$6,532,781,161	64.87%	47.00%	30.06%
National Aeronautics and Space Administration	\$3,630,158,943	18.42%	15.75%	4.86%
Treasury, Department of the	\$3,446,683,607	37.88%	39.00%	-8.06%
State, Department of	\$3,255,708,391	27.50%	28.00%	-13.40%
Transportation, Department of	\$2,874,874,338	34.14%	34.00%	14.12%
Justice, Department of	\$2,761,824,580	35.38%	31.03%	-6.75%
Energy, Department of	\$1,825,508,025	4.45%	5.19%	2.02%
Agency for International Development	\$987,312,709	16.37%	12.50%	19.40%
All Other Agencies	\$13,863,282,049			
Total	\$153,997,943,549			

SMALL BUSINESSES SPEND ON GSA SCHEDULE



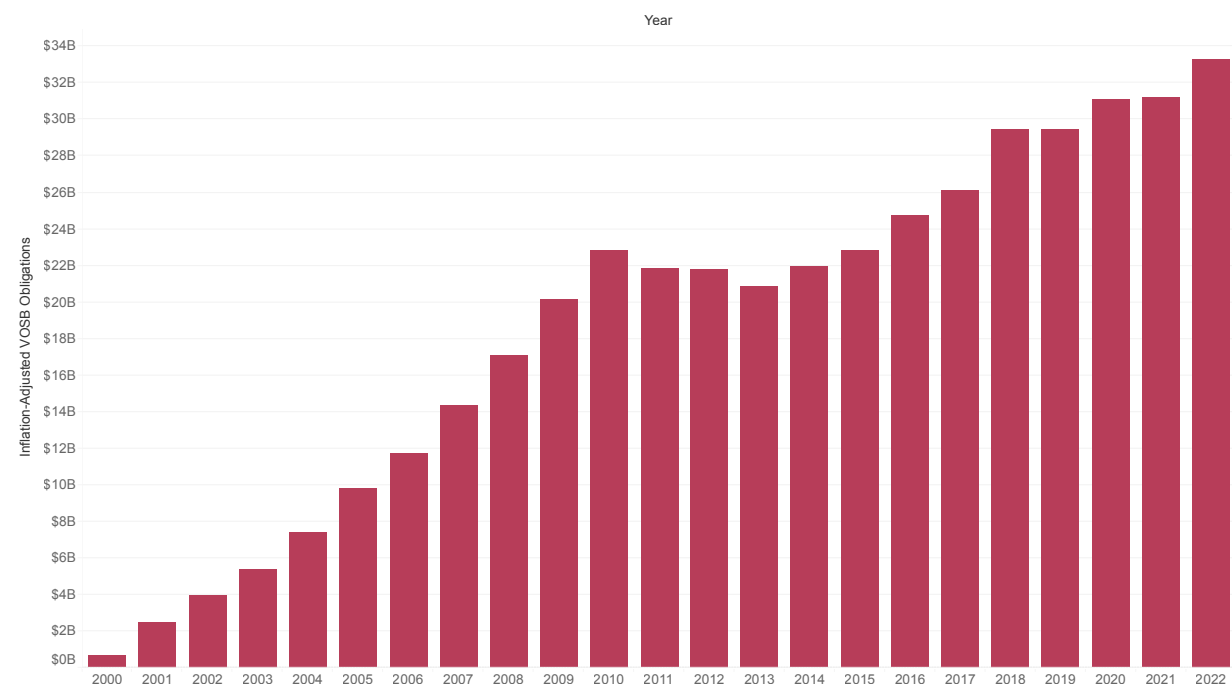
OBSERVATIONS

- 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 over 30 consecutive years (not shown on graph).
- In FY23, total small business spending through the Schedule Program increased by 15 percent.

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 on GSA
2000	\$6,229,033,445	43.38%	29.29%
2001	\$7,820,149,134	25.54%	28.15%
2002	\$10,371,781,968	32.63%	28.01%
2003	\$12,607,302,387	21.55%	28.11%
2004	\$15,191,671,088	20.50%	29.32%
2005	\$15,016,993,255	-1.15%	29.00%
2006	\$15,181,462,355	1.10%	28.69%
2007	\$15,581,536,706	2.64%	29.38%
2008	\$15,431,999,160	-0.96%	29.82%
2009	\$16,097,663,206	4.31%	30.01%
2010	\$16,394,739,807	1.85%	29.90%
2011	\$15,570,395,098	-5.03%	29.71%
2012	\$14,879,042,103	-4.44%	29.77%
2013	\$13,686,528,137	-8.01%	29.82%
2014	\$13,315,407,415	-2.71%	31.13%
2015	\$14,450,315,803	8.52%	32.54%
2016	\$14,269,582,432	-1.25%	34.60%
2017	\$13,805,082,551	-3.26%	34.09%
2018	\$13,884,979,162	0.58%	35.35%
2019	\$14,558,626,980	4.85%	36.56%
2020	\$16,051,136,712	10.25%	36.98%
2021	\$16,254,545,591	1.27%	36.53%
2022	\$14,563,942,307	-10.40%	35.08%
2023	\$16,793,213,766	15.31%	35.99%

VETERAN-OWNED SMALL BUSINESS AND THE VA



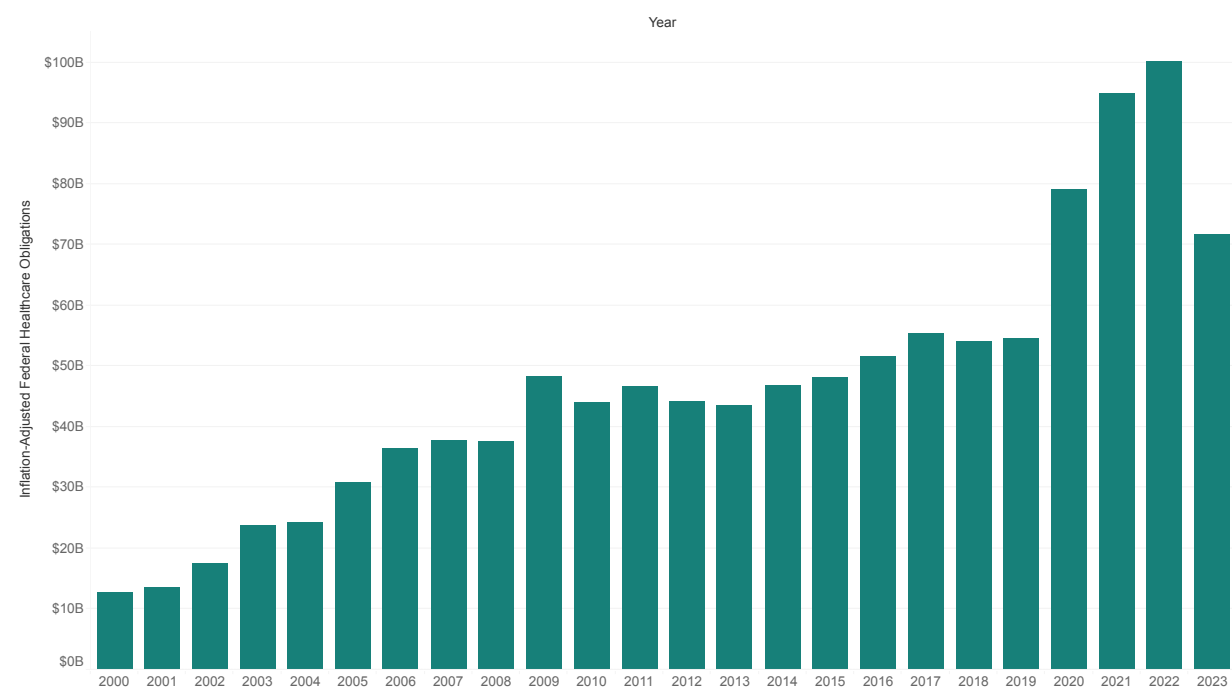
OBSERVATIONS

- **Note: FY22 data was recently released. FY23 data not yet available as of the publication of this report.**
- This chart shows spending awarded by the VA for Veteran-Owned Small Businesses (VOSBs). 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
- For the ninth consecutive year, VA obligations to VOSBs increased with 10 percent growth in FY22..

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

Year	Inflation-Adjusted VOSB Obligations	VOSB Utilization	Growth
2000	\$629,970,809	0.22%	39.76%
2001	\$2,499,788,955	0.81%	296.81%
2002	\$3,937,198,323	1.09%	57.50%
2003	\$5,417,613,729	1.29%	37.60%
2004	\$7,406,547,168	1.79%	36.71%
2005	\$9,807,421,143	2.19%	32.42%
2006	\$11,748,899,564	2.46%	19.80%
2007	\$14,315,293,639	2.82%	21.84%
2008	\$17,069,347,489	3.03%	19.24%
2009	\$20,156,689,496	3.58%	18.09%
2010	\$22,810,611,501	4.18%	13.17%
2011	\$21,807,714,438	4.23%	-4.40%
2012	\$21,773,170,230	4.52%	-0.16%
2013	\$20,874,879,904	4.98%	-4.13%
2014	\$21,934,444,347	5.17%	5.08%
2015	\$22,827,219,073	5.58%	4.07%
2016	\$24,751,545,075	5.30%	8.43%
2017	\$26,133,363,374	5.29%	5.58%
2018	\$29,475,082,136	5.62%	12.79%
2019	\$29,488,210,936	5.48%	0.04%
2020	\$31,066,465,329	5.26%	5.35%
2021	\$31,159,024,320	5.36%	0.30%
2022	\$33,255,916,023	5.48%	6.73%

FEDERAL HEALTHCARE SPENDING



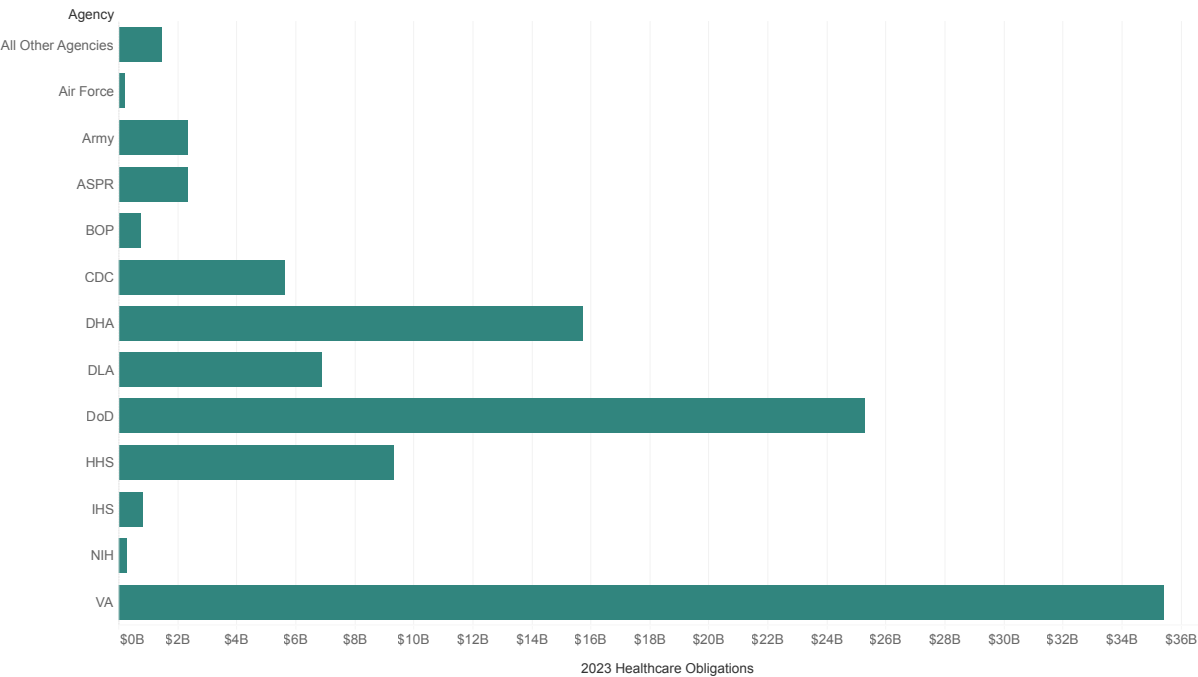
OBSERVATIONS

- This graph shows Federal spending in the Medical Category, a grouping created by OMB as part of its Category Management initiative 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.
- The total spending on healthcare declined in FY23. Notably, there was a significant decrease in spending for PSC 6505, Drugs and Biologicals, dropping from \$44 billion in FY22 to \$22 billion in FY23.
- Federal healthcare spending accounted for 9.4 percent of all contract obligations, a 5 percent decrease from the previous year.

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

Year	Inflation-Adjusted Federal Healthcare Obligations	Marketshare	Growth
2000	\$12,819,961,540	3.63%	5.67%
2001	\$13,470,945,051	3.62%	5.08%
2002	\$17,633,280,945	4.07%	30.90%
2003	\$23,804,461,759	4.57%	35.00%
2004	\$24,140,499,458	4.55%	1.41%
2005	\$30,755,987,712	5.27%	27.40%
2006	\$36,516,046,898	5.79%	18.73%
2007	\$37,776,691,198	5.65%	3.45%
2008	\$37,641,038,670	5.12%	-0.36%
2009	\$48,324,759,650	6.50%	28.38%
2010	\$44,099,440,917	5.78%	-8.74%
2011	\$46,607,563,706	6.59%	5.69%
2012	\$44,256,668,357	6.61%	-5.04%
2013	\$43,531,417,084	7.39%	-1.64%
2014	\$46,863,608,536	8.40%	7.65%
2015	\$48,076,858,088	8.74%	2.59%
2016	\$51,582,407,957	8.82%	7.29%
2017	\$55,329,125,163	9.00%	7.26%
2018	\$54,094,537,531	8.28%	-2.23%
2019	\$54,632,845,907	8.00%	1.00%
2020	\$79,023,798,103	10.41%	44.65%
2021	\$94,913,143,680	13.88%	20.11%
2022	\$100,101,196,546	14.44%	5.47%
2023	\$71,674,601,584	9.44%	-28.40%

HEALTHCARE SPENDING BY AGENCY



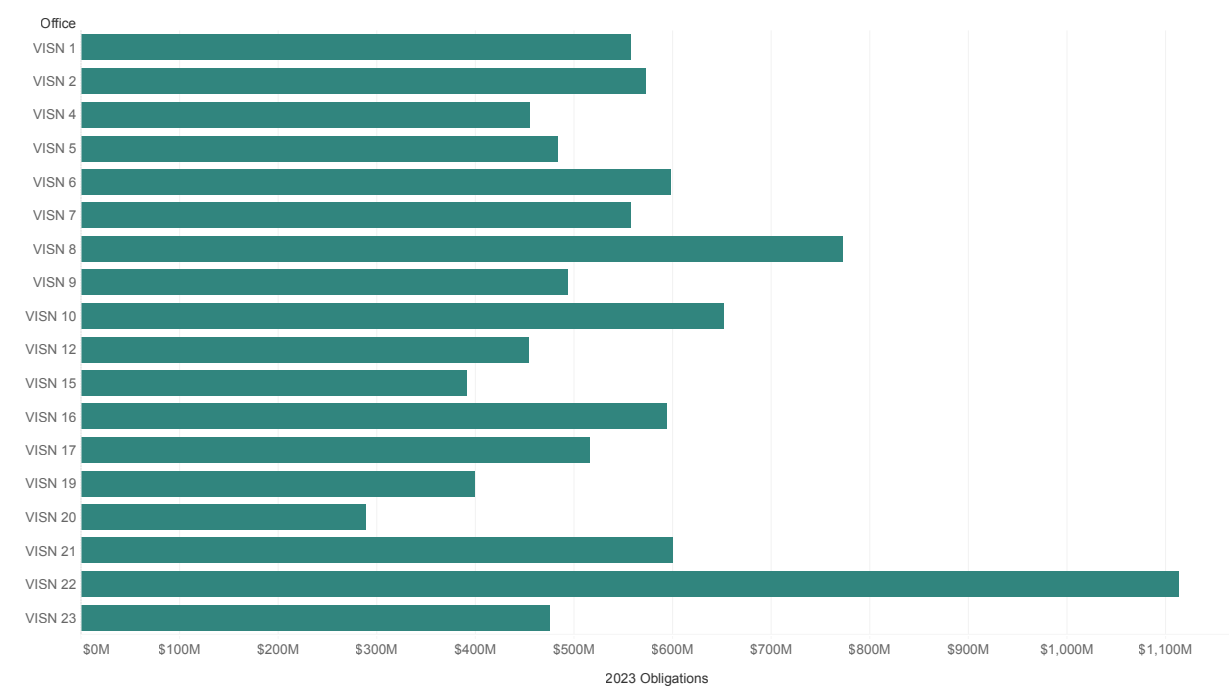
OBSERVATIONS

- This graph shows Federal spending by agency 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 the VA accounted for roughly 85 percent of Federal healthcare spending in FY23.
- The VA’s Federal healthcare obligations increased by nearly 12 percent in FY23.

Source: System for Award Management

Agency	2023 Healthcare Obligations	Growth	Marketshare
Veterans Affairs, Department of	\$35,418,026,442	11.84%	57.30%
Department of Defense	\$25,264,410,900	-52.15%	5.34%
Defense Health Agency (DHA)	\$15,707,847,535	3.85%	77.59%
Health and Human Services, Department of	\$9,303,977,499	-9.78%	22.99%
Defense Logistics Agency	\$6,865,119,756	-0.43%	15.65%
Centers for Disease Control and Prevention (CDC)	\$5,633,440,950	-13.08%	69.52%
Office of Assistant Secretary for Preparedness and Response (ASPR)	\$2,309,434,757	-4.68%	25.55%
Army, Department of the	\$2,308,091,608	-92.25%	2.09%
Indian Health Service	\$812,502,453	-18.52%	55.92%
Federal Prison System/Bureau of Prisons (BOP)	\$728,059,810	11.71%	26.72%
National Institutes of Health	\$263,116,884	-29.48%	3.28%
Air Force, Department of the	\$174,000,016	-78.72%	0.17%
All Other Agencies	\$1,454,961,368		
Total	\$71,674,601,584		

SPENDING BY VA VISN



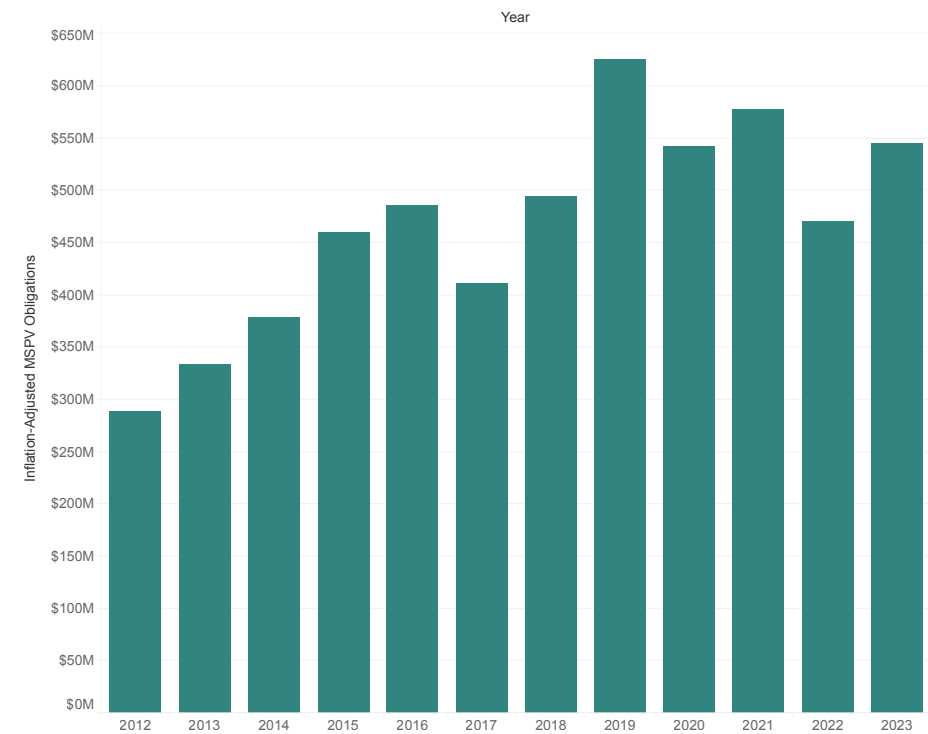
OBSERVATIONS

- 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 is not reported nationally, and thus, is included in this graph.
- Included in the chart is the geographic location of each VISN.
- The majority of VISNs, except for 8, 10, 15, and 23, experienced growth in spending in FY23. VISNs with spending increases of over 20 percent included 1, 5, 6, and 7.
- VISNs 22 and 8 have the most contract spending and make up 19 percent of total VISN spending.
- On average, a VISN obligated approximately \$554 million through contracts in FY23.

Source: System for Award Management

Office	Geographic Area	2023 Obligations	Growth
VISN 1	New England	\$557,493,222	25.55%
VISN 2	NY, NJ	\$571,808,784	2.49%
VISN 4	PA, DE	\$454,220,267	5.23%
VISN 5	DC, MD, WV	\$483,487,454	22.89%
VISN 6	VA, NC	\$597,800,254	30.18%
VISN 7	SC, GA, AL	\$557,335,456	20.74%
VISN 8	FL, PR	\$772,000,482	-1.32%
VISN 9	KY, TN	\$493,439,480	10.53%
VISN 10	MI, OH, IN	\$651,650,689	-2.32%
VISN 12	WI, IL	\$453,281,933	18.16%
VISN 15	MO, KS	\$391,024,956	-5.53%
VISN 16	MS, LA, AR	\$593,499,045	9.92%
VISN 17	TX	\$516,029,184	0.25%
VISN 19	MT, WY, CO, UT	\$398,706,109	1.64%
VISN 20	WA, OR, ID, AK	\$288,473,604	1.69%
VISN 21	NV, Northern CA, HI	\$599,981,768	16.18%
VISN 22	AZ, NM, Southern CA	\$1,112,507,205	16.28%
VISN 23	ND, SD, NE, MN, IA	\$475,143,948	-5.66%

MEDICAL/SURGICAL PRIME VENDOR PROGRAM



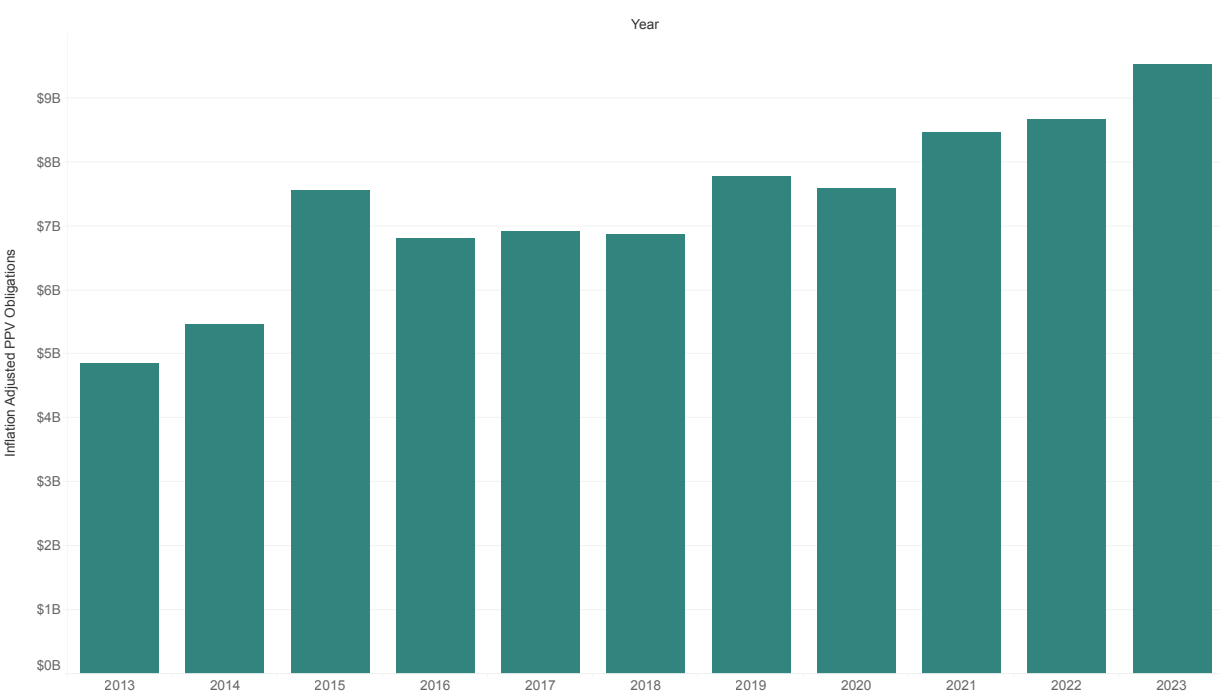
OBSERVATIONS

- This graph includes all spending through the MSPV contracts including the legacy, bridge, and next generation contracts.
- Spending through the MSPV Program increased by over 15 percent in FY23.

Source: System for Award Management

Year	Inflation-Adjusted MSPV Obligations	Growth
2012	\$288,004,653	
2013	\$333,415,365	15.77%
2014	\$378,176,150	13.42%
2015	\$459,977,637	21.63%
2016	\$485,595,564	5.57%
2017	\$411,398,974	-15.28%
2018	\$494,462,233	20.19%
2019	\$625,364,345	26.47%
2020	\$541,272,811	-13.45%
2021	\$577,862,563	6.76%
2022	\$470,802,184	-18.53%
2023	\$545,616,055	15.89%

VA PHARMACEUTICAL PRIME VENDOR PROGRAM



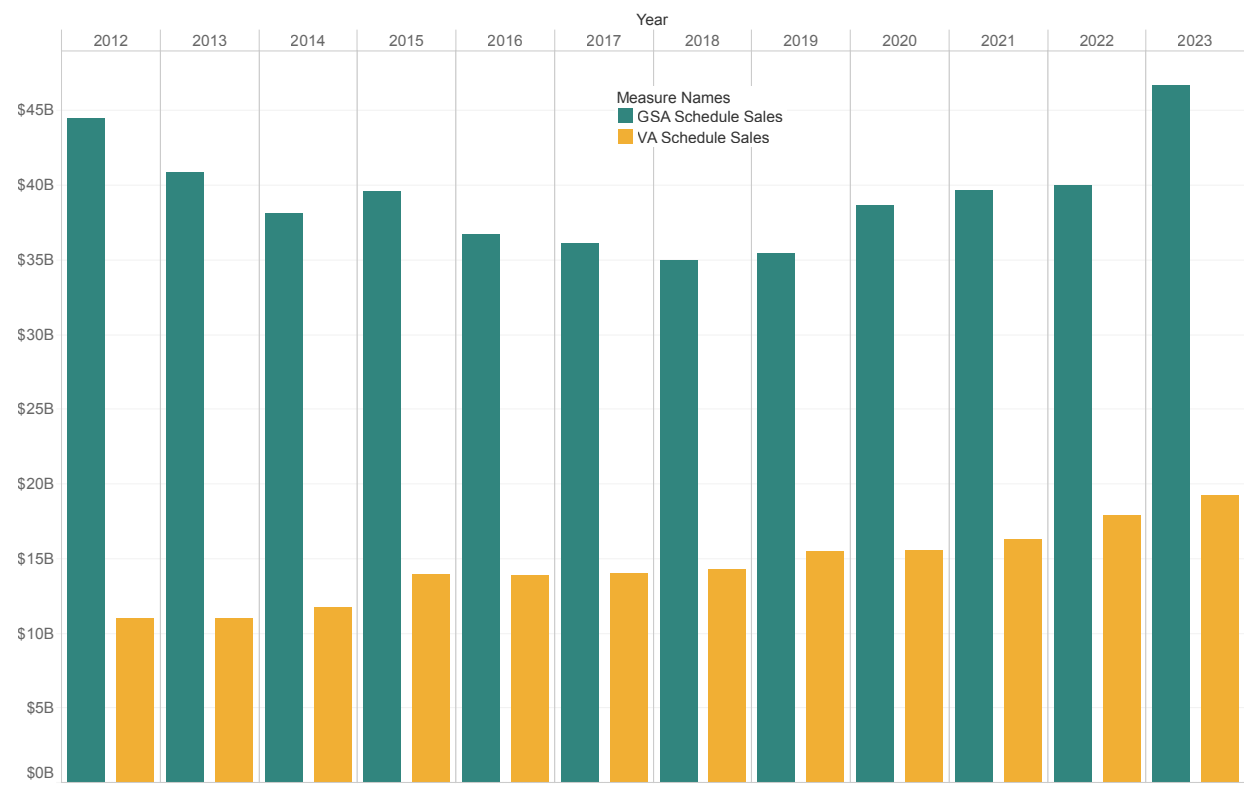
OBSERVATIONS

- This graph shows the spending through the VA's Pharmaceutical Prime Vendor (PPV) Program.
- Spending through the VA's PPV Program increased by nearly 10 percent in FY23.
- The PPV Program accounted for more than 97 percent of the VA's pharmaceuticals spending in FY23.

Source: System for Award Management

Year	Inflation Adjusted PPV Obligations	Growth
2013	\$4,852,826,072	
2014	\$5,462,571,653	12.56%
2015	\$7,560,545,200	38.41%
2016	\$6,806,641,259	-9.97%
2017	\$6,914,120,416	1.58%
2018	\$6,873,371,938	-0.59%
2019	\$7,777,361,912	13.15%
2020	\$7,591,466,988	-2.39%
2021	\$8,471,322,483	11.59%
2022	\$8,668,762,493	2.33%
2023	\$9,523,510,943	9.86%

VA SCHEDULES AND MARKET SHARE



OBSERVATIONS

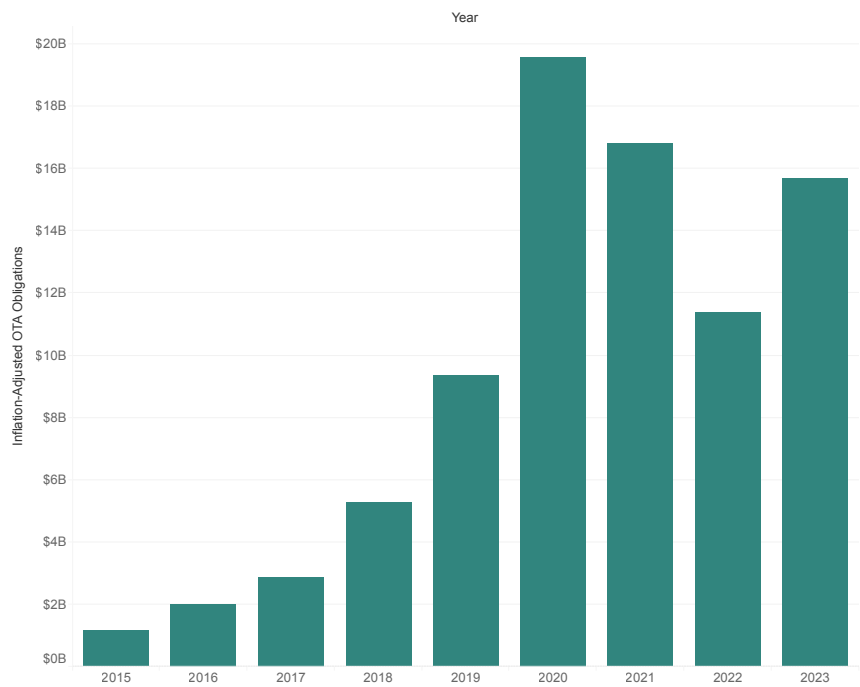
- This graph shows the spending through both the GSA and VA Schedule Programs.
- The VA Schedules account for almost 30 percent of total Schedule sales. The VA Schedule sales increased by nearly 10 percent in FY 2022.
- Combined VA and GSA Schedule sales increased by approximately 4 percent.
- Spending through the VA and GSA Schedule Programs accounted for 8.3 percent of total Government contract spending.

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

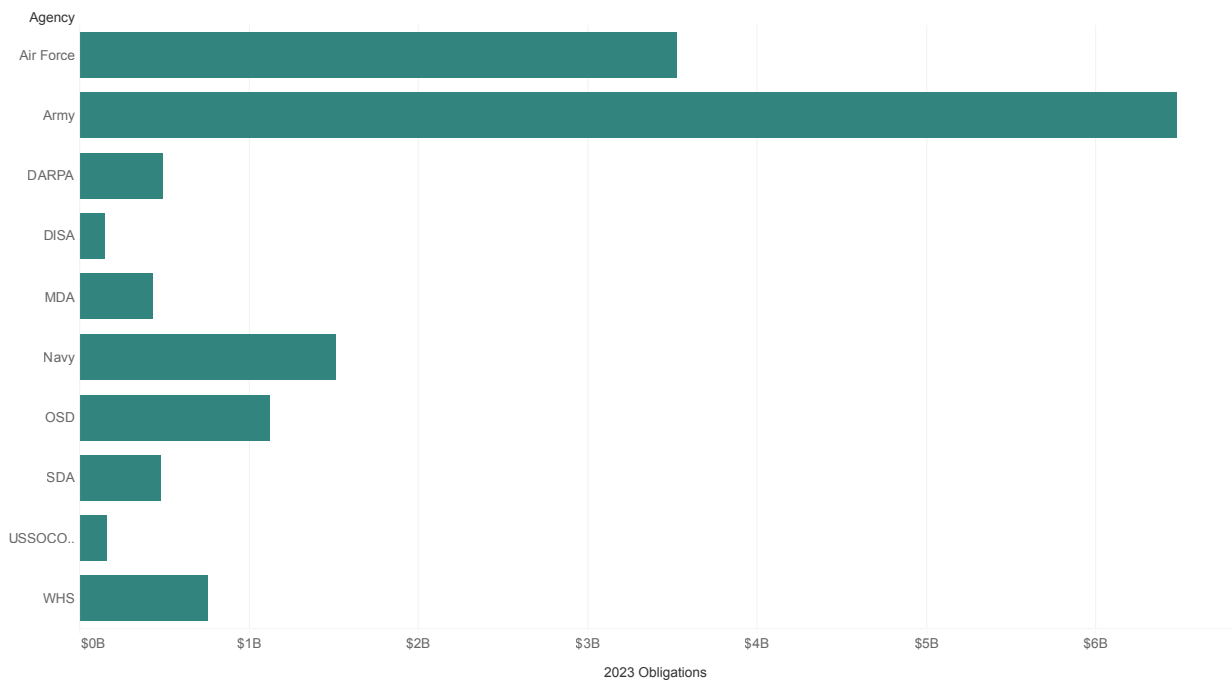
Year	GSA Schedule Sales	VA Schedule Sales	Total	GSA Marketshare	VA Marketshare
2012	\$44,542,865,118	\$11,010,670,834	\$55,553,535,952	80.18%	19.82%
2013	\$40,911,501,952	\$10,977,537,189	\$51,889,039,141	78.84%	21.16%
2014	\$38,117,977,680	\$11,761,699,334	\$49,879,677,014	76.42%	23.58%
2015	\$39,573,613,265	\$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%
2022	\$40,036,196,713	\$17,937,810,971	\$57,974,007,685	69.06%	30.94%
2023	\$46,660,150,071	\$19,200,472,065	\$65,860,622,136	70.85%	29.15%



OTHER TRANSACTION AUTHORITIES



OTA SPENDING BY AGENCY



OBSERVATIONS

- This graph shows Other Transaction Authority (OTA) obligations by year.
- The flexibility that OTAs help to attract nontraditional defense contractors to participate in procurements and ease the entrance of innovative technologies into the Federal market. In 2015, Congress expanded the scope of the kinds of prototypes that could be utilized through an OTA in the National Defense Authorization Act (NDAA), thus increasing the authorities’ popularity.
- OTA obligations spiked in FY20 and FY21 as a result of the Federal Government’s COVID-19 response efforts. In FY22, OTA obligations decreased by 32 percent as the pandemic dwindled.
- In FY23, obligations grew by nearly 40 percent, exceeding \$15 billion.

Source: System for Award Management

Year	Inflation-Adjusted OTA Obligations	Growth
2015	\$1,148,691,672	
2016	\$1,997,861,028	73.92%
2017	\$2,861,977,044	43.25%
2018	\$5,253,236,281	83.55%
2019	\$9,338,117,497	77.76%
2020	\$19,586,138,631	109.74%
2021	\$16,788,890,282	-14.28%
2022	\$11,359,267,703	-32.34%
2023	\$15,671,354,523	37.96%

OBSERVATIONS

- This graph breaks down OTA spending by agency.
- In FY23, DoD accounted for over 99 percent of total OTA spending. The majority of DoD’s OTA spending went towards national defense research & development services.
- The Army spends significantly more on OTAs than other agencies, accounting for about 41 percent of all OTA obligations in FY23. The Army’s OTA spending increased by nearly 17 percent.
- OSD and the Air Force each doubled their OTA obligations. A large portion of this spending was for national defense research & development services, as well as IT software.

Source: System for Award Management

Agency	2023 Obligations	Growth
Army, Department of the	\$6,478,944,785	16.85%
Air Force, Department of the	\$3,524,190,566	123.15%
Immediate Office of the Secretary of Defense (OSD)	\$1,125,849,920	150.58%
Navy, Department of the	\$1,514,722,535	42.26%
Washington Headquarters Services (WHS)	\$759,776,568	42.30%
Defense Advanced Research Projects Agency (DARPA)	\$489,640,322	47.03%
Space Development Agency (SDA)	\$480,070,891	-23.02%
Missile Defense Agency (MDA)	\$433,834,450	82.20%
U.S. Special Operations Command (USSOCOM)	\$163,678,928	30.81%
Defense Information Systems Agency (DISA)	\$150,000,923	-11.08%



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