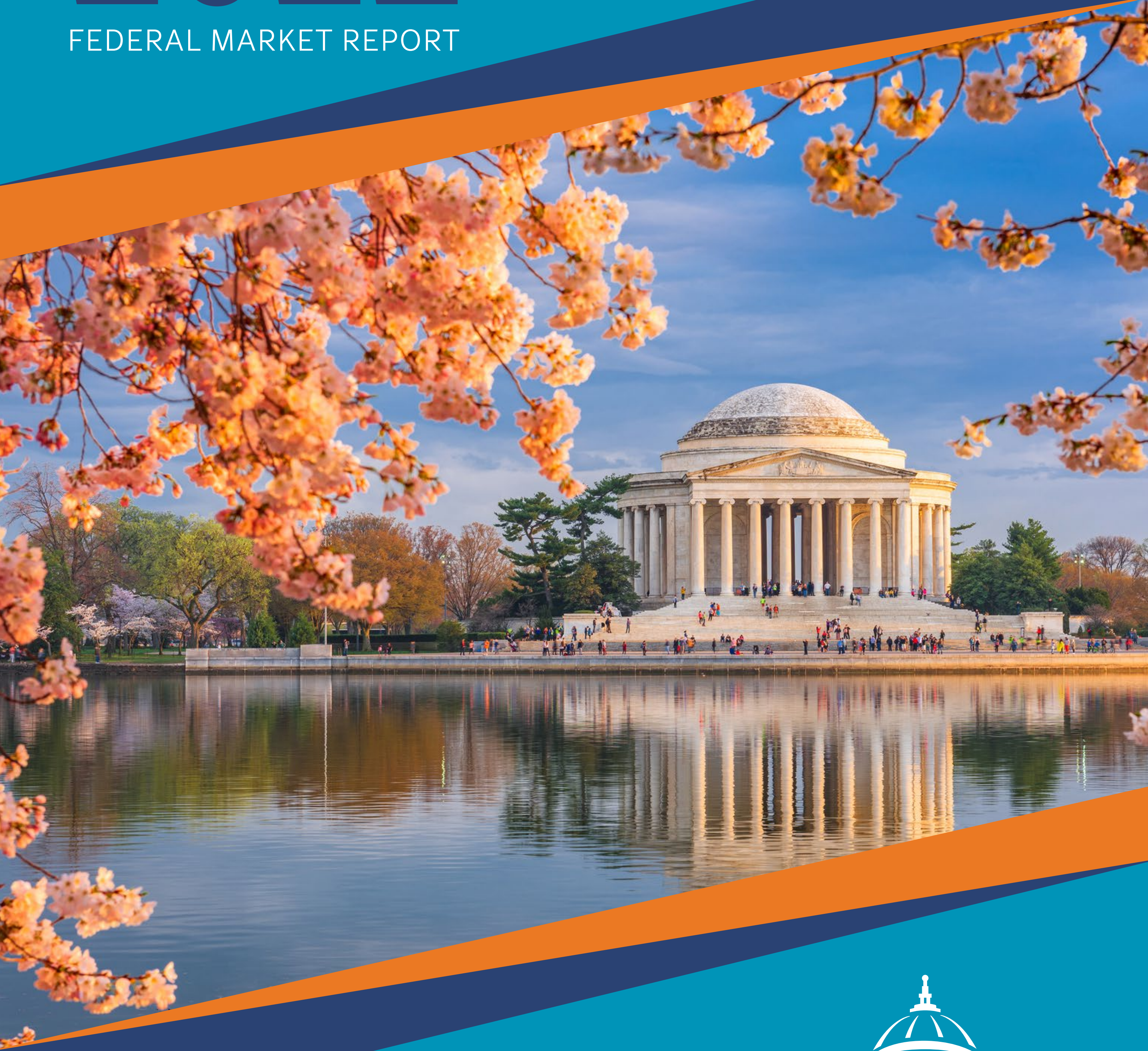
2022

FEDERAL MARKET REPORT



THE COALITION FOR GOVERNMENT PROCUREMENT

ACRONYM LIST

AAS	Assisted Acquisition Services
BOP	Bureau of Prisons
BPA	Blanket Purchase Agreement
CAGR	Compound Annual Growth Rate
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

TO OUR MEMBERS

May 2023

Members,

The Coalition for Government Procurement consistently looks for ways to best serve its members and advocate for common sense in Government procurement. We are thrilled to provide you with the fiscal year 2022 Federal Market Report – a popular members-only resource that takes a deep dive into the Federal marketplace. Significant highlights of the past fiscal year included the continued growth in spending through the GSA and VA Schedule Programs. In FY 2022, GSA Schedule spending surpassed $40 billion.

This publication is an essential benefit of Coalition membership, and we encourage members to share their thoughts on future topics for this report!

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

Sincerely,

Roger Waldron
President

Bill Gormley
Chairman

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EXECUTIVE SUMMARY

In fiscal year (FY) 2022, the Federal Government spent more than $693 billion on contracts, a $9.6 billion increase from the previous year. The Government also spent more than $40 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 2022:

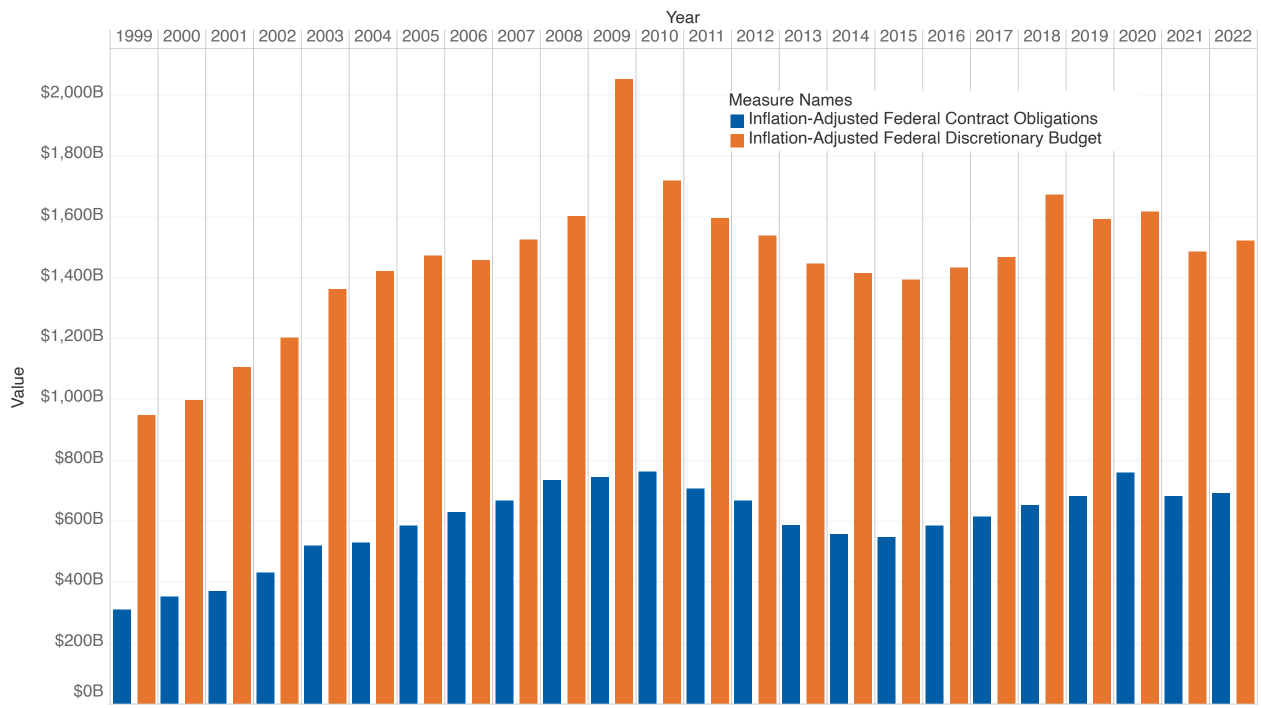
- Spending through the Schedule Program increased in FY 2022, exceeding $40 billion in spending. Services accounted for 76 percent of Schedule spending.
- BPA spending exceeded $21 billion in FY 2022. However, there was a decrease of 1.7 percent from FY 2021. This marks the second time in the last 20 years that BPA spending has decreased, with the last time in 2013 during the Sequestration.
- For the fifth 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.
- Increases in Federal healthcare spending continued in FY 2022, representing nearly 14 percent of all contract obligations.
- Commercial item spending has increased in each of the last nine years. Commercial item spending accounted for over 34 percent of all Government contract spending in FY 2022.

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 collected by the Government through contract writing systems and manual entry by agency contracting personnel. SSQ+, which tracks spending by vendors, is tied to the Industrial Funding Fee and Transactional Data Reporting. Because of these 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 cover multiple years have been adjusted for inflation, using the Consumer Price Index (CPI) calculated by the Bureau of Labor Statistics for October 2022.
- Data sets are available upon request. Please contact Michael Hanafin at MHanafin@thecgp.org.

THE BIG PICTURE

FEDERAL CONTRACT OBLIGATIONS



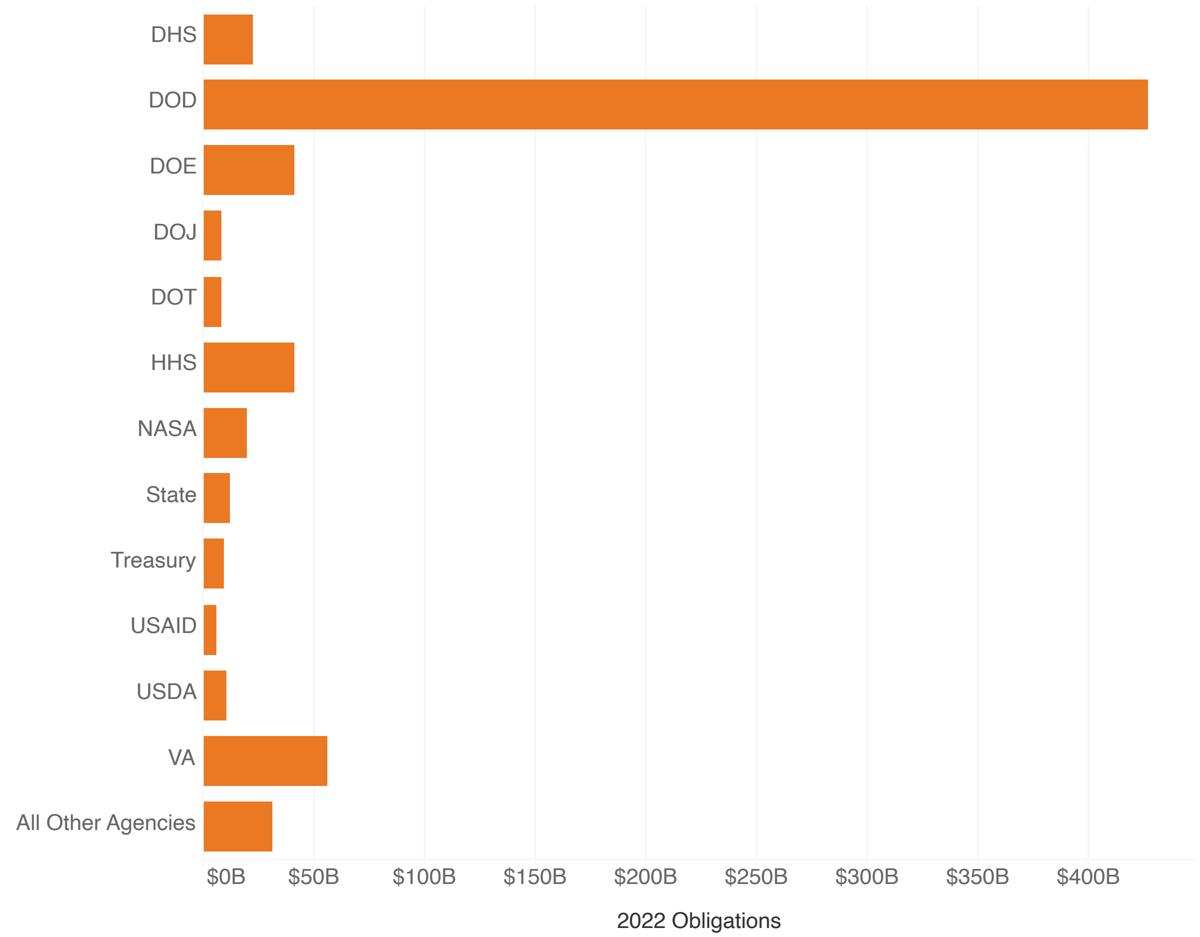
OBSERVATIONS

- 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 increased by 1 percent in FY 2022. The percentage of the Federal Discretionary Budget spent on contracts also increased in FY 2022.
- Federal contracting accounted for 2.72 percent of US GDP in FY 2022. GDP is a measure of output in an economy. In other words, Federal Government contracting accounts for about 3 percent of the US economy in FY 2022.

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	$353,314,772,814	14.36%	$998,498,337,271	5.04%	35.38%
2001	$371,348,209,405	5.10%	$1,105,031,332,361	10.67%	33.61%
2002	$433,206,351,379	16.66%	$1,204,909,294,144	9.04%	35.95%
2003	$520,686,095,505	20.19%	$1,361,355,086,307	12.98%	38.25%
2004	$530,188,266,875	1.82%	$1,419,886,334,028	4.30%	37.34%
2005	$583,964,518,761	10.14%	$1,474,341,485,070	3.84%	39.61%
2006	$630,388,220,478	7.95%	$1,457,992,867,186	-1.11%	43.24%
2007	$668,542,814,567	6.05%	$1,526,503,374,857	4.70%	43.80%
2008	$734,813,889,221	9.91%	$1,600,348,123,867	4.84%	45.92%
2009	$742,930,890,380	1.10%	$2,050,509,287,166	28.13%	36.23%
2010	$762,275,311,509	2.60%	$1,717,840,552,758	-16.22%	44.37%
2011	$706,138,415,642	-7.36%	$1,596,895,299,993	-7.04%	44.22%
2012	$667,973,115,545	-5.40%	$1,536,115,786,852	-3.81%	43.48%
2013	$587,427,411,879	-12.06%	$1,445,347,682,749	-5.91%	40.64%
2014	$556,406,556,085	-5.28%	$1,413,640,824,834	-2.19%	39.36%
2015	$549,084,460,265	-1.32%	$1,392,910,108,403	-1.47%	39.42%
2016	$584,275,066,814	6.41%	$1,434,333,499,279	2.97%	40.73%
2017	$614,072,682,487	5.10%	$1,467,075,866,542	2.28%	41.86%
2018	$653,000,235,330	6.34%	$1,672,907,236,330	14.03%	39.03%
2019	$682,127,883,906	4.46%	$1,591,254,735,935	-4.88%	42.87%
2020	$758,879,482,779	11.25%	$1,616,569,310,558	1.59%	46.94%
2021	$683,817,446,879	-10%	$1,485,000,000,000.00	-8.14%	46.05%
2022	$693,376,942,632.34	1%	$1,521,000,000,000.00	2.42%	45.59%

FEDERAL CONTRACT OBLIGATIONS BY AGENCY



OBSERVATIONS

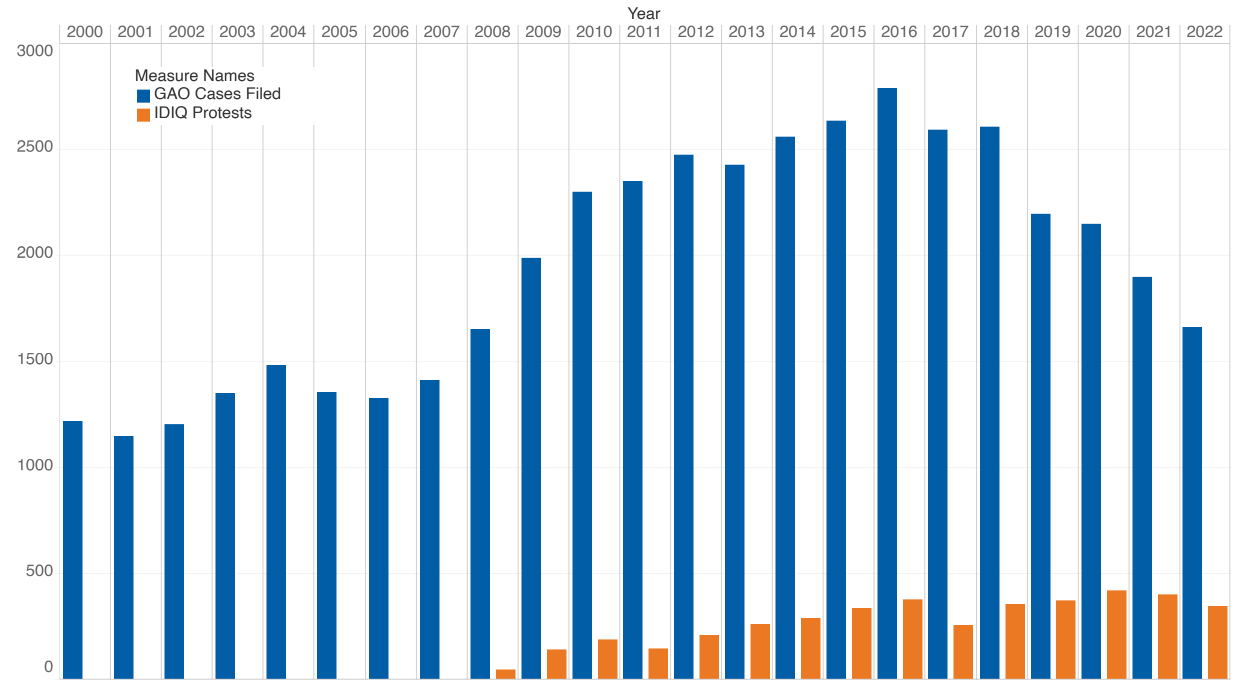
- In FY 2022, DoD was the largest source of contract spending, accounting for 62 percent of all Government contract spending.
- The VA saw the largest growth in contract spending, increasing more than 45 percent in FY 2022.
- NASA and Energy Department spend about 80 percent or more of their budgets 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	2022 Obligations	Percent of Budget to Contracting	Growth
Defense, Department of	$427,128,126,567.98	59.74%	7.70%
Navy, Department of	$130,914,631,470.81		11.59%
Army, Department of	$108,959,613,758.76		1.86%
Air Force, Department of	$85,323,526,281.46		1.56%
Defense Logistics Agency	$43,359,413,382.19		22.13%
Veterans Affairs, Department of	$56,280,767,887.45	49.76%	46.91%
Energy, Department of	$41,106,778,255.22	89.17%	7.36%
Health and Human Services, Department of	$41,101,120,270.50	30.74%	2.66%
Homeland Security, Department of	$22,525,776,501.93	43.32%	6.94%
National Aeronautics and Space Administration	$19,658,489,084.52	79.59%	3.56%
State, Department of	$12,060,463,684.97	18.99%	21.92%
Agriculture, Department of	$10,203,102,152.32	36.70%	4.76%
Treasury, Department of	$9,157,267,763.85	61.46%	-3.15%
Justice, Department of	$8,126,009,058.48	23.09%	-11.93%
Transportation, Department of	$8,456,511,618.91	33.03%	12.30%
Agency for International Development	$6,080,753,678.70	9.58%	8.60%
All Other Agencies	$31,491,776,107.51		
Total	**$693,376,942,632.34**		

CONTRACT COMPLIANCE

GAO AND COFC BID PROTESTS



OBSERVATIONS

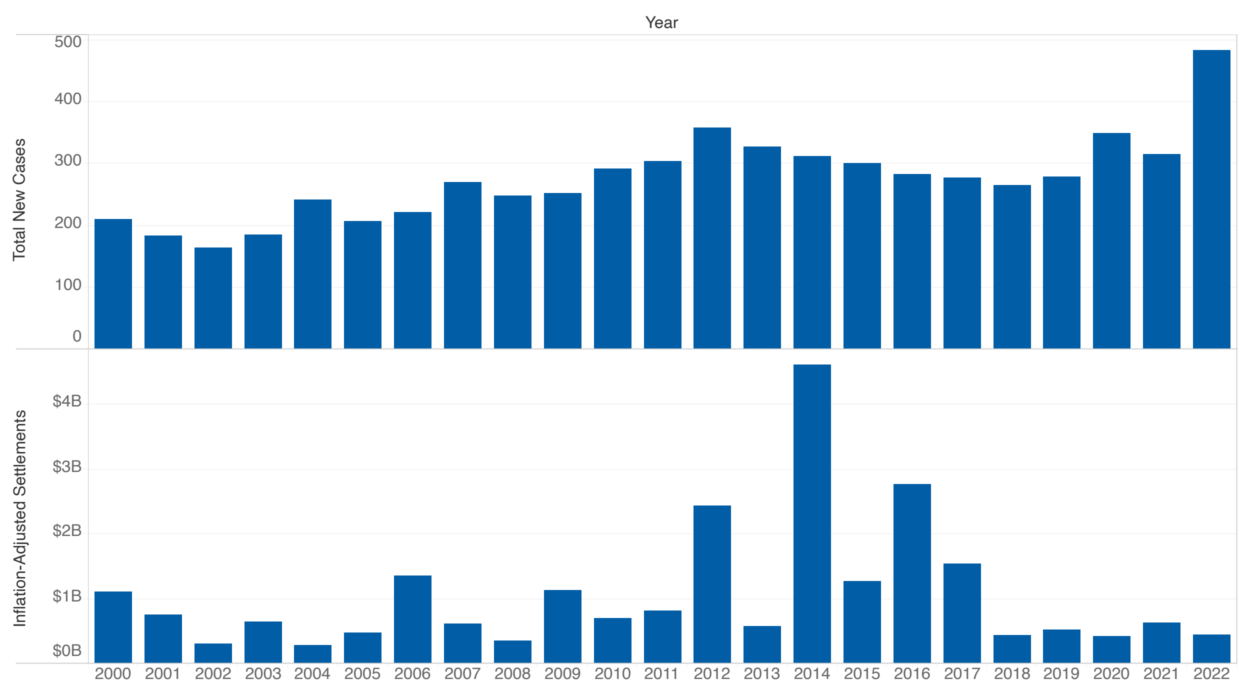
- The graph shows the total number of cases filed with GAO during each fiscal year. The "effectiveness rate," a measure developed by GAO, shows the number of cases where the protest was sustained, or the agency assumed voluntary corrective action. The "IDIQ Protests" measure shows the number of protests 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.
- The total number of bid protests declined in FY 2022 by 12.6 percent. However, the effectiveness rate for GAO protests increased to 51 percent.
- IDIQ protests at GAO decreased by 14.2 percent. IDIQ protests accounted for about 21 percent of all GAO protests in FY 2022.
- For the second consecutive year, the percentage of contract actions protested decreased. In FY 2022, the percentage was lowered to 0.025 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%	273
2022	1658	51%	344	0.025%	205

CONTRACT COMPLIANCE

FALSE CLAIMS ACT CASES



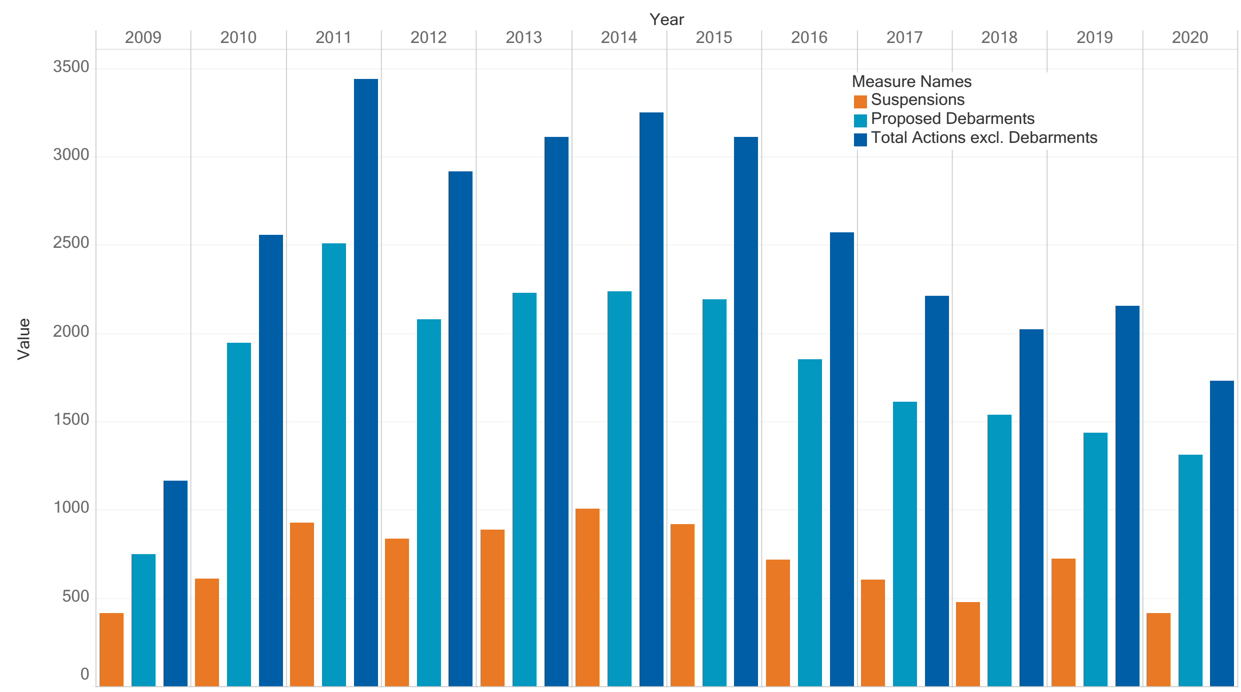
OBSERVATIONS

- 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.
- 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) increased in FY 2022 by 34 percent.
- Total settlements decreased nearly 30 percent from FY 2021 to FY 2022.
- In FY 2022, the relator's share of FCA settlements increased by over 76 percent.

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	$1,103,096,457	187.62%	$117,235,354
2001	133	51	184	$759,925,676	-31.11%	$117,743,534
2002	125	39	164	$308,049,432	-59.46%	$19,159,116
2003	119	66	185	$643,322,772	108.84%	$86,418,996
2004	159	83	242	$274,627,602	-57.31%	$23,543,022
2005	136	71	207	$470,733,491	71.41%	$71,250,110
2006	169	52	221	$1,363,958,774	189.75%	$85,667,348
2007	166	104	270	$611,689,005	-55.15%	$55,110,320
2008	148	100	248	$343,457,096	-43.85%	$23,696,191
2009	154	98	252	$1,140,278,780	232.00%	$130,818,366
2010	191	101	292	$695,220,525	-39.03%	$96,287,345
2011	217	87	304	$814,116,837	17.10%	$135,085,529
2012	238	120	358	$2,435,044,656	199.10%	$202,184,854
2013	253	74	327	$571,829,124	-76.52%	$75,771,100
2014	245	68	313	$4,628,914,370	709.49%	$396,559,571
2015	213	88	301	$1,276,537,592	-72.42%	$96,370,651
2016	204	79	283	$2,767,513,216	116.80%	$85,487,789
2017	186	91	277	$1,540,405,177	-44.34%	$144,407,335
2018	201	64	265	$433,035,016	-71.89%	$41,622,214
2019	188	91	279	$518,964,585	19.84%	$32,089,807
2020	216	133	349	$423,960,734	-18.31%	$54,401,892
2021	210	106	316	$631,437,236	48.94%	$43,677,401
2022	281	203	484	$446,039,975	-29.36%	$76,932,892

SUSPENSION AND DEBARMENT



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%

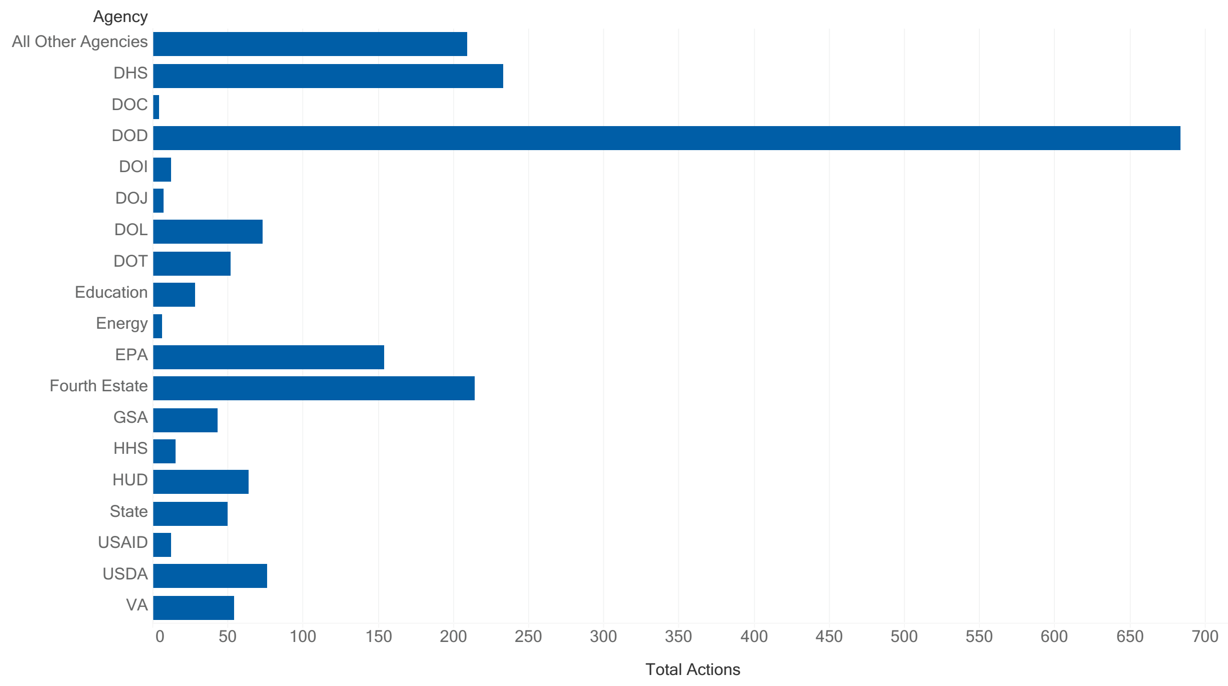
OBSERVATIONS

- 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 has not yet been released.
- 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

CONTRACT COMPLIANCE

SUSPENSION AND DEBARMENT BY AGENCY



OBSERVATIONS

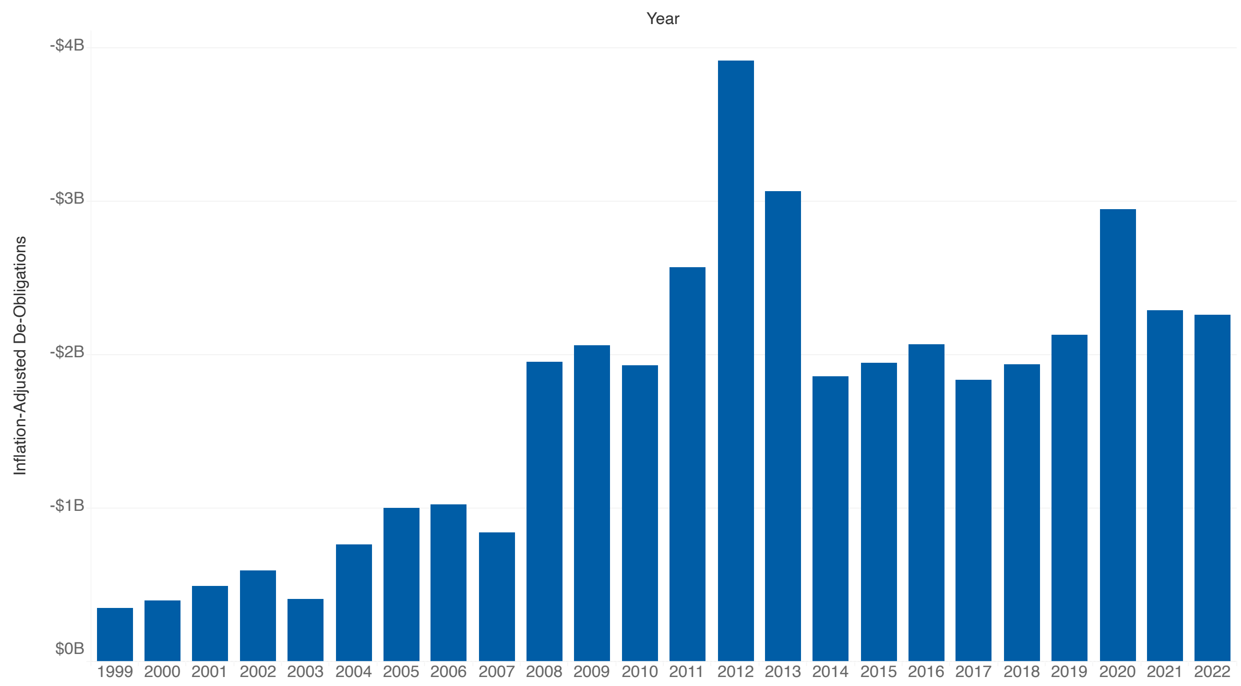
- The measure of total actions is again the sum of suspensions and proposed debarments. Debarments are excluded to prevent double counting.
- DoD accounted for approximately 40 percent of total actions.
- The ISDC reported that the governmentwide use of alternatives to suspension and debarment surpassed 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 COMPLIANCE

CONTRACT TERMINATIONS



OBSERVATIONS

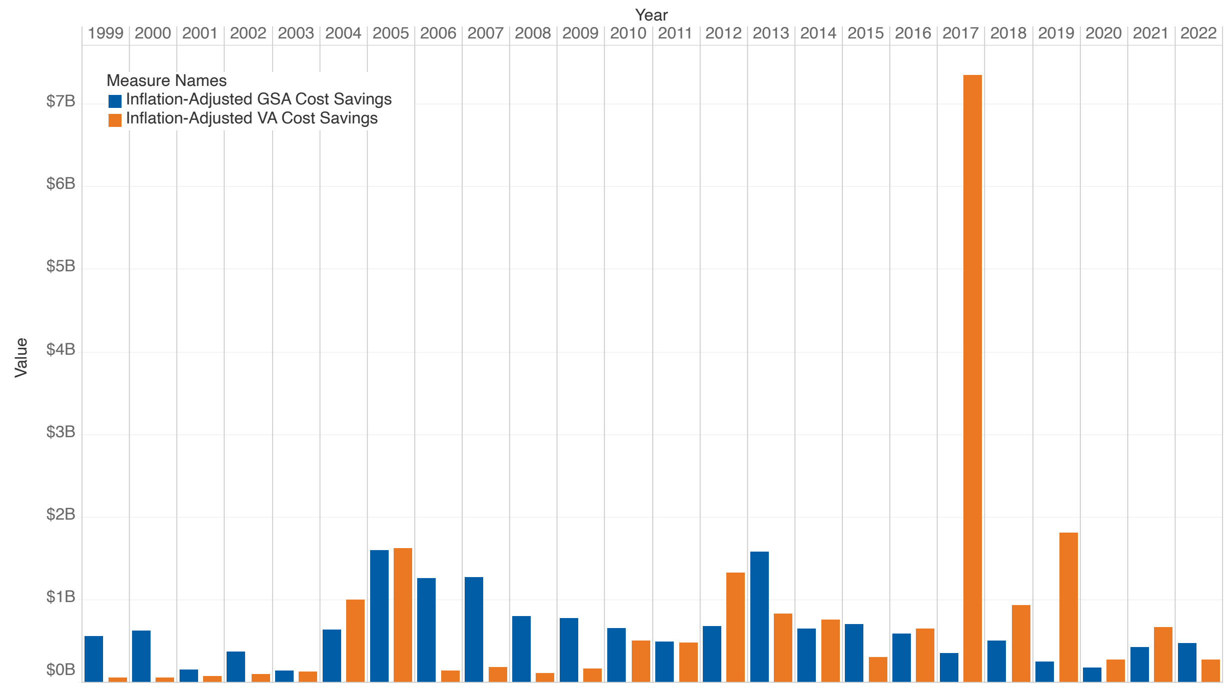
- This graph shows the value of “de-obligations” after the Government terminated contracts. The graph includes terminations for cause, convenience, and default. Terminations for cause were not regularly tracked until 2011.
- In FY 2022, over 99 percent of terminations were terminations for convenience.
- The number of contract terminations and the related “de-obligations” increased significantly in FY 2020, with a more than a 170 percent increase in the number of terminations, potentially in connection with the COVID-19 pandemic. In FY 2021, the number of total terminations increased by about 4 percent, however, de-obligations decreased by 22 percent. FY 2022 followed a similar pattern, as the number of total terminations increased over 22 percent, but de-obligations decreased.

Source: System for Award Management

Year	Total Terminations	Inflation-Adjusted De-Obligations	Growth	Terminations for Convenience	Percent Convenience
2000	707	-$395,478,667	12.48%	595	84.16%
2001	999	-$490,737,000	24.09%	843	84.38%
2002	1,269	-$591,651,831	20.56%	1,129	88.97%
2003	2,012	-$407,046,891	-31.20%	1,836	91.25%
2004	6,803	-$766,228,038	88.24%	6,382	93.81%
2005	9,471	-$1,003,053,532	30.91%	8,712	91.99%
2006	16,462	-$1,024,200,594	2.11%	14,893	90.47%
2007	18,652	-$841,767,853	-17.81%	17,241	92.44%
2008	16,648	-$1,954,814,255	132.23%	15,633	93.90%
2009	16,388	-$2,061,508,398	5.46%	15,425	94.12%
2010	17,282	-$1,927,441,727	-6.50%	16,449	95.18%
2011	15,559	-$2,568,177,346	33.24%	14,666	94.26%
2012	18,220	-$3,917,914,672	52.56%	17,435	95.69%
2013	10,996	-$3,066,961,207	-21.72%	10,259	93.30%
2014	9,200	-$1,857,166,988	-39.45%	8,552	92.96%
2015	9,983	-$1,949,126,953	4.95%	9,242	92.58%
2016	11,523	-$2,062,827,539	5.83%	10,906	94.65%
2017	12,644	-$1,837,373,038	-10.93%	11,957	94.57%
2018	13,780	-$1,933,154,706	5.21%	13,146	95.40%
2019	17,962	-$2,130,947,509	10.23%	17,348	96.58%
2020	48,855	-$2,944,827,285	38.19%	48,221	98.70%
2021	50,586	-$2,289,167,553	-22.26%	50,098	98.51%
2022	61,841	-$2,262,572,305	-1.16%	61,359	99.22%

CONTRACT COMPLIANCE

PRE-AWARD SCHEDULE CONTRACT AUDITS



OBSERVATIONS

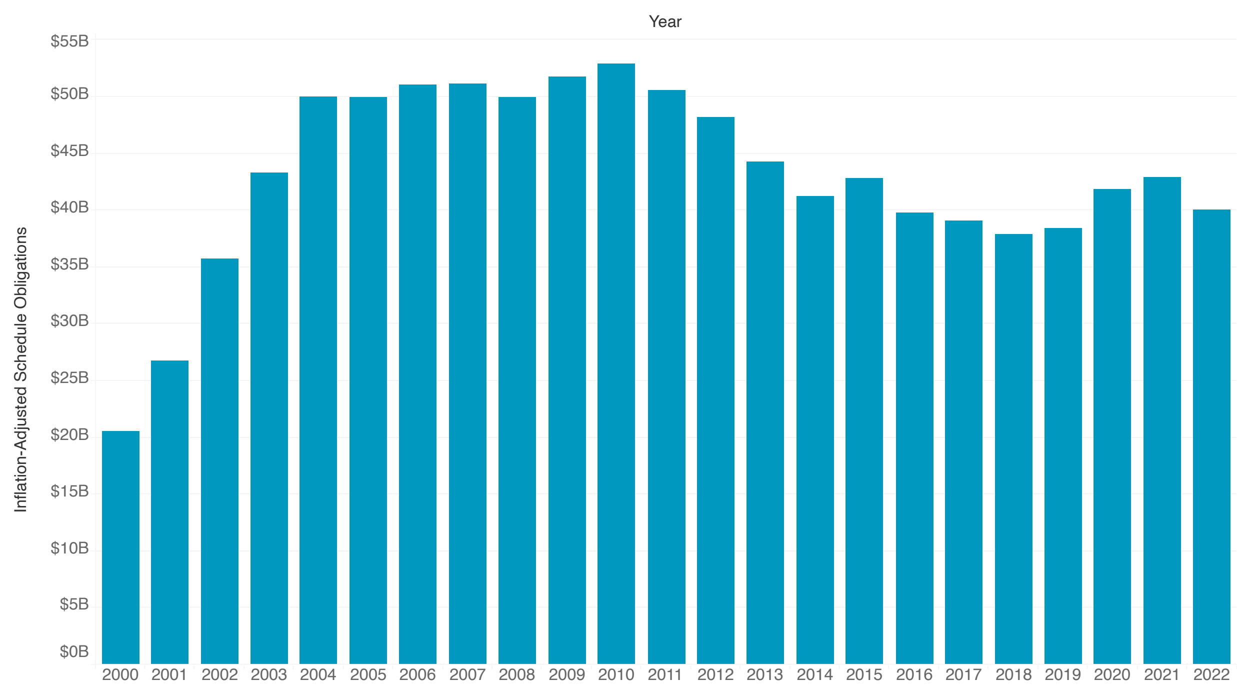
- The graph shows the results from Pre-Award Audits of the Schedule Program conducted by the GSA and VA Offices of Inspector General (OIG). The graph shows the value of OIGs' estimated cost savings for implementing recommendations from their pre-award audits.
- There is a significant outlier in FY 2017. 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.
- Since FY 2011, the VA OIG has conducted more pre-award audits than the GSA OIG.
- While GSA cost savings increased by 10 percent, VA cost savings decreased by nearly 60 percent in FY 2022.
- 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	VA Cost Savings	Inflation-Adjusted VA Cost Savings	Growth
2000	109	$624,049,078	11.19%	19		$53,996,159	-1.11%
2001	90	$149,987,198	-75.97%	25		$72,745,427	34.72%
2002	76	$367,726,726	145.17%	27		$102,324,968	40.66%
2003	94	$139,504,571	-62.06%	66		$131,736,596	28.74%
2004	96	$638,027,734	357.35%	60		$995,924,474	656.00%
2005	99	$1,603,479,839	151.32%	27		$1,625,874,809	63.25%
2006	93	$1,261,580,355	-21.32%	36		$138,529,904	-91.48%
2007	91	$1,272,357,560	0.85%	43		$190,051,648	37.19%
2008	90	$802,781,178	-36.91%	46		$110,972,491	-41.61%
2009	115	$779,622,702	-2.88%	57		$167,253,326	50.72%
2010	74	$662,217,368	-15.06%	70		$508,722,871	204.16%
2011	87	$493,813,316	-25.43%	92		$484,674,726	-4.73%
2012	50	$680,943,835	37.89%	66		$1,327,130,284	173.82%
2013	62	$1,584,795,910	132.74%	83		$830,280,035	-37.44%
2014	46	$647,416,567	-59.15%	54		$760,003,848	-8.46%
2015	54	$706,096,557	9.06%	91		$312,344,127	-58.90%
2016	67	$591,952,135	-16.17%	78		$647,394,224	107.27%
2017	56	$346,313,376	-41.50%	95		$7,348,078,082	1035.02%
2018	48	$502,365,118	45.06%	107		$930,497,471	-87.34%
2019	43	$247,536,120	-50.73%	70		$1,809,222,659	94.44%
2020	52	$172,278,225	-30.40%	82		$275,962,563	-84.75%
2021	49	$424,042,343	146.14%	73		$665,440,268	141.13%
2022	49	$467,500,000	10.25%	96		$270,600,000	-59.34%

GSA SCHEDULE
The Largest Contracting Program in the Government

GSA SCHEDULE



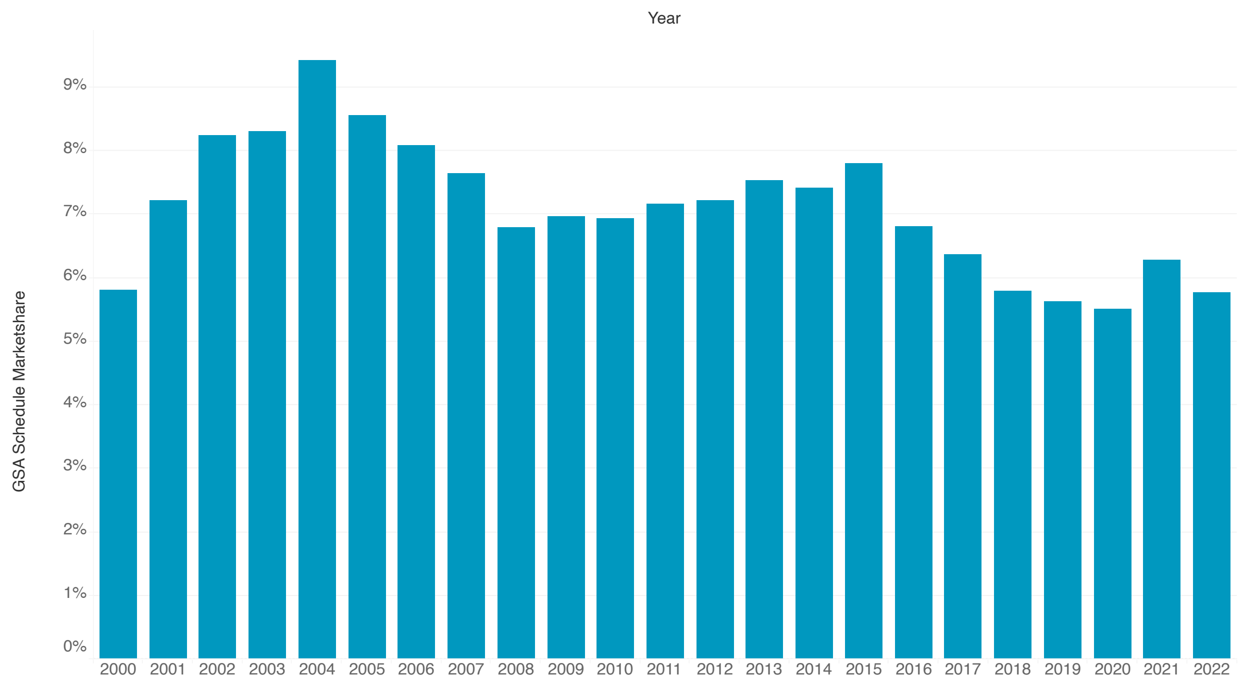
OBSERVATIONS

- 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.
- Spending through the GSA Schedule Program has dropped significantly since 2010, which is likely the result of the scaling back of military actions, political budget constraints, and the sequestration of 2013.
- 2020 was the first year that the GSA Schedules were consolidated.
- FY 2022 Schedule spending exceeded $40 billion.
- Services accounted for nearly 77 percent of Schedule spending in FY 2022.
- There was $224 million spent through the Order Level Materials SINs in FY 2022, which is a 5 percent increase from FY 2021.

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

Year	Inflation-Adjusted Schedule Obligations	Growth	Percent Products	Percent Services
2000	$20,505,096,820	57.16%	58.59%	41.41%
2001	$26,785,578,985	30.63%	52.97%	47.03%
2002	$35,712,621,881	33.33%	51.93%	48.07%
2003	$43,254,033,971	21.12%	49.15%	50.85%
2004	$49,971,270,602	15.53%	47.74%	52.26%
2005	$49,935,057,056	-0.07%	43.67%	56.33%
2006	$51,029,956,356	2.19%	41.04%	58.96%
2007	$51,142,772,102	0.22%	40.45%	59.55%
2008	$49,904,811,965	-2.42%	39.75%	60.25%
2009	$51,732,920,278	3.66%	38.91%	61.09%
2010	$52,870,827,163	2.20%	38.39%	61.61%
2011	$50,542,332,841	-4.40%	36.70%	63.30%
2012	$48,196,123,765	-4.64%	35.99%	64.01%
2013	$44,266,928,188	-8.15%	34.96%	65.04%
2014	$41,244,288,284	-6.83%	34.42%	65.58%
2015	$42,819,310,291	3.82%	33.59%	66.41%
2016	$39,770,181,145	-7.12%	33.61%	66.39%
2017	$39,046,428,127	-1.82%	32.63%	67.37%
2018	$37,872,358,639	-3.01%	30.03%	69.97%
2019	$38,403,894,814	1.40%	29.68%	70.32%
2020	$41,851,632,591	8.98%	26.28%	73.72%
2021	$42,903,999,542	2.51%	23.58%	68.84%
2022	$40,036,196,713	-6.68%	23.02%	76.98%

GSA SCHEDULE MARKET SHARE



OBSERVATIONS

- The GSA Schedule Market Share graph displays the percentage of total contract spend 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 FY 2022, the GSA Schedule market share was 5.77 percent. The GSA Schedule market share is slightly lower than it was in FY 2021, where it accounted for over 6 percent of total contract spending.

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	$20,505,096,820	$353,518,295,149	5.80%
2001	$26,785,578,985	$371,765,220,308	7.21%
2002	$35,712,621,881	$433,685,561,945	8.24%
2003	$43,254,033,971	$520,967,395,395	8.31%
2004	$49,971,270,602	$530,467,607,374	9.43%
2005	$49,935,057,056	$583,964,518,761	8.55%
2006	$51,029,956,356	$630,699,062,796	8.10%
2007	$51,142,772,102	$668,360,088,657	7.65%
2008	$49,904,811,965	$734,498,312,410	6.79%
2009	$51,732,920,278	$743,302,595,024	6.96%
2010	$52,870,827,163	$762,848,043,847	6.94%
2011	$50,542,332,841	$707,048,367,748	7.16%
2012	$48,196,123,765	$669,106,572,080	7.22%
2013	$44,266,928,188	$588,949,153,324	7.54%
2014	$41,244,288,284	$557,704,573,292	7.41%
2015	$42,819,310,291	$550,117,903,720	7.80%
2016	$39,770,181,145	$584,885,564,197	6.81%
2017	$39,046,428,127	$614,740,177,160	6.36%
2018	$37,872,358,639	$653,663,119,269	5.80%
2019	$38,403,894,814	$682,731,485,132	5.63%
2020	$41,851,632,591	$759,261,622,292	5.51%
2021	$42,903,999,542	$683,817,446,878	6.27%
2022	$40,036,196,713	$693,376,942,632	5.77%

GSA SCHEDULE
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GSA AND VA SCHEDULES

Schedule/Category	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	CAGR
Clinical Analyzers, Laboratory, Cost-per-Test (Schedule 66 III)	$295,177,141	$298,898,924	$249,923,379	$277,585,746	$292,003,467	0.16%
Clothing, Textiles & Subsistence S&E	$218,540,510	$256,810,422	$326,041,310	$289,862,197	$229,519,051	1.51%
Dental Equipment and Supplies (Schedule 65 II C)	$110,364,226	$103,072,186	$70,573,620	$75,281,211	$77,641,122	-10.46%
Electronic & Communication Equipment	$82,724,842	$75,382,198	$61,272,080	$46,511,997	$24,384,826	-17.15%
Equipment Related Services	$28,771,667	$35,202,124	$23,104,419	$16,030,115	$9,969,039	-24.06%
Facilities & Construction	$849,909,969	$909,457,767	$1,024,422,652	$1,181,327,896	$1,284,966,889	4.85%
Human Capital	$1,184,485,487	$1,149,267,044	$1,288,222,721	$1,260,947,044	$1,190,480,256	20.84%
Industrial Products & Services	$2,365,459,513	$2,377,640,426	$2,358,248,225	$2,400,060,354	$1,975,575,041	-1.92%
In Vitro Diagnostics, Reagents, Test Kits, and Test Sets (Schedule 65 VII)	$129,773,508	$121,986,969	$140,761,181	$303,125,617	$705,749,363	35.49%
IT	$13,047,668,611	$13,807,062,673	$16,158,115,241	$20,746,607,120	$20,773,182,851	8.36%
Medical (non-VA FSS)	$20,376,854	$17,813,935	$16,766,942	$19,692,454	$26,199,899	2.66%
Medical Equipment and Supplies (Schedule 65 II A)	$1,677,759,576	$1,549,831,850	$1,493,844,120	$1,549,539,943.27	$1,452,117,686.65	-3.23%
Medical Laboratory Testing and Analysis Services (Schedule 621 II)	$132,164,721	$131,468,755	$123,427,912	$165,299,551.57	$168,938,455	11.80%
Miscellaneous S&E	$167,046,398	$162,359,121	$148,791,505	$151,075,491	$128,273,047	-8.18%
Office Management	$1,373,906,745	$1,372,985,790	$1,313,806,850	$1,250,138,884	$1,139,624,925	-6.70%
Patient Mobility Devices (Schedule 65 II F)	$229,413,862	$246,564,069	$208,362,833	$207,678,391.99	$238,530,568.34	8.82%
Pharmaceuticals and Drugs (Schedule 65 I B)	$11,299,953,477	$12,596,894,401	$12,794,775,068	$13,223,589,395.45	$14,380,826,789.99	5.59%
Professional and Allied Healthcare Staffing Services (Schedule 621 I)	$433,278,147	$421,639,495	$440,796,861	$522,242,360.30	$620,582,636.18	7.44%
Professional Services	$8,291,634,151	$8,382,863,867	$8,898,454,075	$9,369,097,615	$8,936,898,697	-4.48%
Security and Protection	$553,819,128	$558,436,454	$642,776,173	$645,411,493	$617,249,693	-2.45%
Sustainment S&E	$267,579,049	$230,302,001	$217,500,502	$214,549,364	$192,562,227	-8.80%
Transportation and Logistics Services	$971,406,325	$1,201,620,636	$1,415,291,076	$1,446,443,029	$1,811,378,363	13.52%
Travel & Lodging	$1,064,794,947	$580,438,719	$582,120,261	$551,304,522	$881,818,741	29.30%
Uncategorized	$1,722,524,974	$2,103,933,743	$2,225,660,572	$62,314,074	$814,089,946	-7.02%
Weapons & Ammunition	$276,218	$390,239	$380,204	$509,435	$23,222	-43.76%
X-Ray Equipment and Supplies (Schedule 65 V A)	$6,421,080	$5,869,321	$3,367,626	$2,135,196	$1,420,883	-18.74%
Total	**$46,525,231,126**	**$48,698,193,129**	**$52,226,807,408**	**$55,978,360,497**	**$57,974,007,684**	**3.73%**

OBSERVATIONS

- This data shows the spending by Category for the GSA and VA Schedules. Although 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 FY 2022 included In Vitro Diagnostics, Reagents, Test Kits, and Test Sets (65 VII), Travel & Lodging, and Medical (Non-VA FSS).
- Total spending through the GSA and VA Schedules increased by over 3 percent in FY 2022.

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

GSA SCHEDULE
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TOP 100 GSA SCHEDULE CONTRACTORS

	Contractor	Schedule Sales	Notes
1.	DELL FEDERAL SYSTEMS L.P.	$2,422,468,320	Includes Dell Marketing L.P.
2.	DELOITTE CONSULTING LLP	$1,227,890,987	Includes Deloitte & Touche LLP and Deloitte Financial Services
3.	CARAHSOFT TECHNOLOGY CORPORATION	$1,187,372,232	
4.	GENERAL DYNAMICS INFORMATION TEC	$933,892,355	Includes General Dynamics Mission Systems, CSRA LLC, CSRA Systems &Solutions LLC, and SRA International Inc.
5.	BOOZ ALLEN HAMILTON INC.	$810,700,400	Includes Booz Allen Hamilton Engineering
6.	ACCENTURE FEDERAL SERVICES LLC	$782,039,425	
7.	DEPLOYED RESOURCES, LLC	$622,702,161	
8.	CW GOVERNMENT TRAVEL, INC.	$437,004,043	
9.	CELLCO PARTNERSHIP	$399,405,885	
10.	GUIDEHOUSE INC.	$377,239,996	
11.	LEIDOS, INC.	$343,135,088	Includes Leidos Management Systems Design, Leidos Innovations Corporation, Leidos Aspen Systems Corporation, and Leidos Digital Solutions, Inc.
12.	ERNST & YOUNG LLP	$342,863,981	
13.	W. W. GRAINGER, INC.	$335,881,096	
14.	FEDEX SUPPLY CHAIN DISTRIBUTION	$271,462,320	
15.	CACI NSS, LLC	$260,760,847	
16.	KPMG LLP	$255,961,019	
17.	INTERNATIONAL BUSINESS MACHINES	$250,184,508	
18.	CGI FEDERAL INC.	$243,297,303	
19.	NTT DATA FEDERAL SERVICES, INC	$238,374,048	Includes NTT Data Services Federal Government
20.	ENVIRONMENTAL SYSTEMS RESEARCH	$237,712,800	
21.	CORPORATE LODGING CONSULTANTS	$206,255,683	
22.	SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	$194,666,377	
23.	EC AMERICA, INC.	$182,812,957	
24.	PERSPECTA ENTERPRISE SOLUTIONS	$182,700,150	Includes Perspecta Risk Decision Inc, Perspecta Engineering Inc, Perspecta Aerospace & Defense Inc, Perspecta Services & Solutions Inc, Knight Point Systems LLC, and SimAuthor Inc.
25.	ICF INCORPORATED, L.L.C.	$170,526,967	Includes ICF Macro

	Contractor	Schedule Sales	Notes
26.	GRANT THORNTON LLP	$170,147,396	
27.	CLASSIC AIR CHARTER INC.	$169,702,651	
28.	PALANTIR TECHNOLOGIES INC.	$168,537,834	
29.	MAXIMUS FEDERAL SERVICES, INC.	$167,858,465	
30.	HPI FEDERAL LLC	$167,060,958	
31.	ECS FEDERAL, LLC	$160,434,166	
32.	GARTNER, INC.	$155,443,409	
33.	MINBURN TECHNOLOGY GROUP, LLC	$148,831,995	
34.	AT&T MOBILITY LLC	$145,700,663	Includes AT&T Government Solutions, Inc. and AT&T Corp
35.	INTUITIVE RESEARCH AND TECHNOLOG	$144,510,227	
36.	SEMANTICBITS, LLC	$131,831,130	
37.	BAE SYSTEMS TECHNOLOGY SOLUTIONS	$128,430,401	Includes BAE Systems Information and Electronic Systems Integration Inc. and BAE Systems Information Solutions
38.	EXECUTIVE INFORMATION SYSTEMS, L	$123,340,835	
39.	DRS GLOBAL ENTERPRISE SOLUTIONS	$121,202,733	
40.	DLT SOLUTIONS, LLC	$121,116,702	
41.	PERATON INC.	$117,767,414	
42.	PARAGON SYSTEMS, INC.	$108,972,300	
43.	TORCH TECHNOLOGIES INC	$106,290,819	
44.	HIGHLIGHT TECHNOLOGIES, INC.	$106,142,167	
45.	RED RIVER TECHNOLOGY LLC	$104,411,909	
46.	ADVANTAGED SOLUTIONS, INC.	$103,757,089	
47.	MCP COMPUTER PRODUCTS INC.	$102,697,611	
48.	KEARNEY & COMPANY, P.C.	$96,642,633	
49.	IMMIXTECHNOLOGY, INC.	$95,208,884	
50.	ATLANTIC DIVING SUPPLY, INC.	$94,902,997	
51.	T-MOBILE USA, INC	$86,519,589	
52.	NCI INFORMATION SYSTEMS, INC.	$84,746,353	
53.	KEYW CORPORATION, THE	$84,569,084	
54.	REI SYSTEMS, INC.	$84,415,435	
55.	IDENTITY THEFT GUARD SOLUTIONS,	$83,445,355	

GSA SCHEDULE
The Largest Contracting Program in the Government

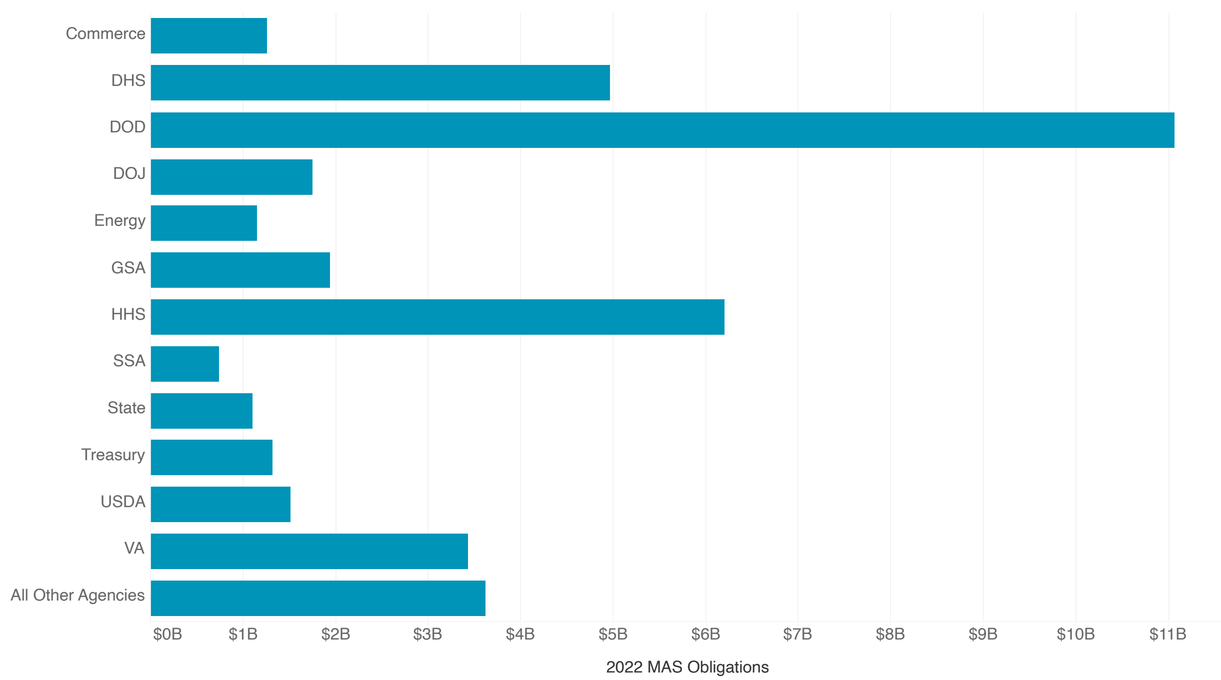
TOP 100 GSA SCHEDULE CONTRACTORS (continued)

	Contractor	Schedule Sales	Notes
56.	IRON VINE SECURITY LLC	$82,912,946	
57.	EAN HOLDINGS, LLC	$80,724,130	
58.	RESEARCH TRIANGLE INSTITUTE	$80,031,284	
59.	ACUMEN SOLUTIONS, INC.	$78,568,003	
60.	SPATIAL FRONT INCORPORATED	$78,118,682	
61.	SAPIENT GOVERNMENT SERVICES, INC	$75,729,930	
62.	CRITERION SYSTEMS, INC.	$75,705,411	
63.	ALAMO CITY ENGINEERING SERVICES	$74,116,713	
64.	MAXIMUS FEDERAL CONSULTING, LLC	$73,203,340	
65.	ALETHIX, LLC	$72,989,362	
66.	FOUR POINTS TECHNOLOGY, L.L.C.	$72,767,677	
67.	SES GOVERNMENT SOLUTIONS, INC.	$72,368,087	
68.	ARTEL, LLC	$71,675,579	
69.	RELI GROUP INC	$70,301,021	
70.	IRON BOW TECHNOLOGIES, LLC	$69,732,657	
71.	FORCEPOINT FEDERAL LLC	$69,694,859	
72.	SEVATEC LLC	$69,376,599	
73.	FOUR LLC	$69,143,923	
74.	INMARSAT GOVERNMENT, INC.	$67,514,728	
75.	TACTICAL & SURVIVAL SPECIALTIES	$67,429,878	
76.	AVANTUS FEDERAL LLC	$67,256,704	
77.	TECHNICAL COMMUNITIES, INC.	$66,673,437	
78.	AMENTUM SERVICES, INC.	$66,581,763	
79.	PLOWSHARE GROUP, LLC	$66,520,046	
80.	PLANNED SYSTEMS INTERNATIONAL	$66,428,081	
81.	GOVERNMENT SCIENTIFIC SOURCE	$65,677,058	
82.	AVION SOLUTIONS, INC.	$64,608,568	
83.	MSC INDUSTRIAL DIRECT CO., INC.	$61,628,254	
84.	ACUMEN, LLC	$61,591,431	
85.	NOBLIS, INC.	$61,468,822	
86.	SOFTRAMS LLC	$60,118,287	
87.	EMCOR GOVERNMENT SERVICES, INC.	$59,838,031	

	Contractor	Schedule Sales	Notes
88.	CREATIVE SYSTEMS AND CONSULTING	$59,025,577	
89.	DIGITAL MANAGEMENT, LLC	$57,972,775	
90.	KARSUN SOLUTIONS LLC	$57,197,045	
91.	CAPGEMINI GOVERNMENT SOLUTIONS	$56,004,732	
92.	DLH SOLUTIONS, INC	$55,876,884	
93.	FISHER SCIENTIFIC COMPANY L.L.C.	$55,727,949	
94.	IRONMOUNTAIN SOLUTIONS, INC.	$54,518,147	
95.	ISS ACTION, INC.	$54,425,890	
96.	JONES LANG LASALLE AMERICAS, INC	$54,012,814	
97.	HIGHLAND TECHNOLOGY SERVICES INC	$53,989,341	
98.	MINDPOINT GROUP, LLC	$53,516,596	
99.	RIVERSIDE RESEARCH INSTITUTE	$51,307,887	
100.	MAYVIN, INC	$51,186,322	

GSA SCHEDULE
The Largest Contracting Program in the Government

AGENCY BUYERS ON SCHEDULE



OBSERVATIONS

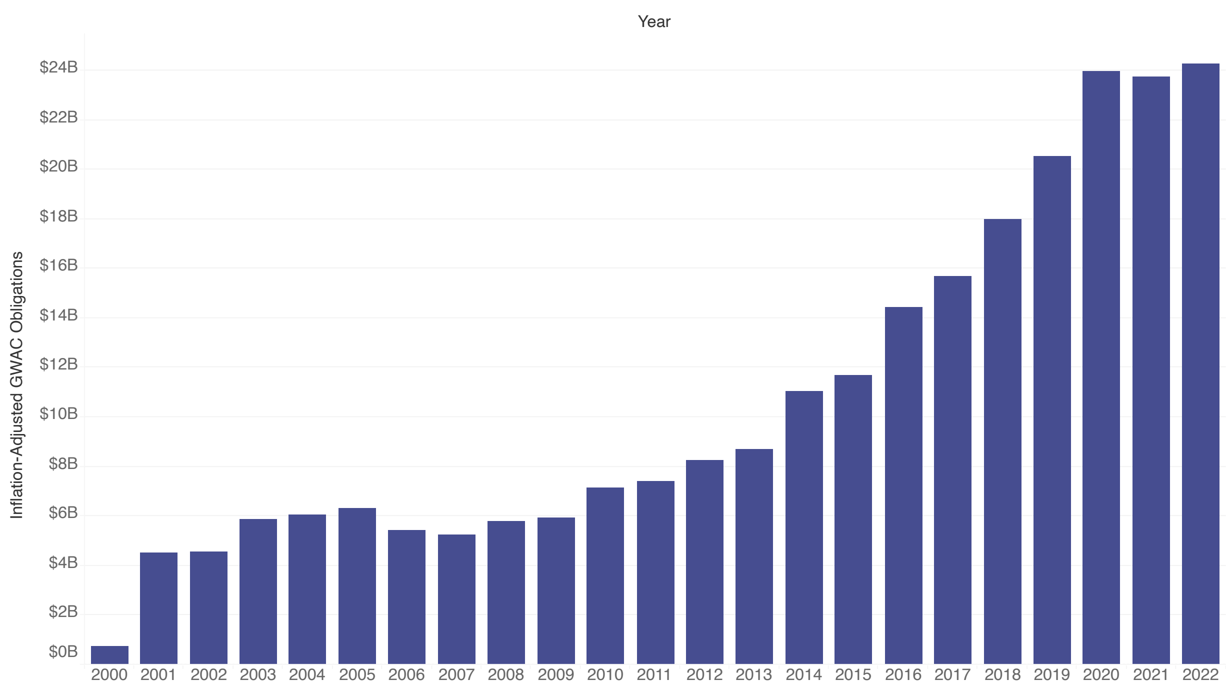
- This graph shows the total GSA Schedule spending by agencies as well as the GSA Schedule market share for each agency in FY 2022. Schedule market share is a measure of the percentage of total contract spending for an agency that is made through the Schedule Program.
- DoD, HHS, DHS, and the VA are the largest buyers on the Schedule and, combined, accounted for over 55 percent of total Schedule spending.
- Agencies that experienced the most significant increase in Schedule obligations from FY 2021 to FY 2022 include SSA and DHS, with growth of over 20 percent.
- 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, 2.79 percent, of any agency.
- Agencies with the largest GSA Schedule market shares include SSA, GSA, Commerce, HHS, and DoJ.

Source: System for Award Management

Agency	2022 MAS Obligations	Growth	Marketshare
Defense, Department of	$11,060,683,152.40	0.34%	2.59%
Army, Department of	$3,041,469,837.93	-11.77%	2.79%
Air Force, Department of	$2,598,558,845.54	14.44%	3.05%
Navy, Department of	$1,393,188,083.44	0.03%	1.06%
Defense Logistics Agency	$732,613,152.98	15.90%	1.69%
Health and Human Services, Department of	$6,204,145,636.14	7.79%	15.09%
Homeland Security, Department of	$4,963,078,664.00	20.71%	22.03%
Veterans Affairs, Department of	$3,425,140,220.91	1.16%	6.09%
Commerce, Department of	$1,262,261,446.62	-13.17%	29.04%
Justice, Department of	$1,745,529,146.70	-23.94%	21.49%
General Services Administration	$1,935,262,950.83	12.07%	30.47%
Agriculture, Department of	$1,515,865,354.16	11.07%	14.86%
Treasury, Department of	$1,314,461,238.56	-8.09%	14.35%
Energy, Department of	$1,145,118,066.97	17.84%	2.79%
State, Department of	$1,104,594,986.21	3.54%	9.16%
Social Security Administration	$741,599,443.66	26.04%	36.70%
All Other Agencies	$3,618,456,405.84		
Total	**$40,036,196,713**		

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

GWAC SPENDING



OBSERVATIONS

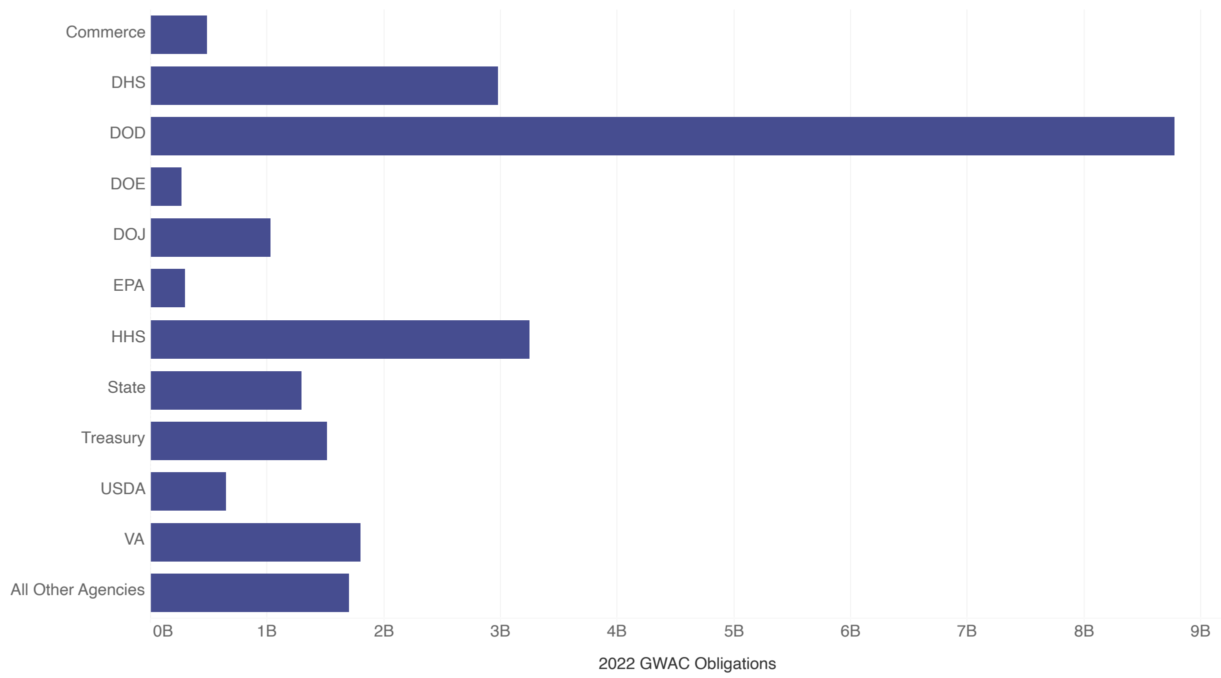
- This graph shows the inflation-adjusted spending that was obligated using a GWAC. This includes all GWACs administered by GSA, NASA, or NIH.
- Since the authorization of GWACs in 1996, these vehicles have experienced significant and consistent growth in spending.
- In FY 2022, spending on the GWACs increased by 2.1 percent.

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

Year	Inflation-Adjusted GWAC Obligations	Growth	Marketshare	IT Marketshare
2000	$720,127,217.46	227.40%	0.20%	2.04%
2001	$4,505,299,842.77	525.63%	1.21%	8.47%
2002	$4,533,457,325.04	0.62%	1.05%	8.97%
2003	$5,854,516,187.63	29.14%	1.12%	10.33%
2004	$6,033,533,547.33	3.06%	1.14%	9.26%
2005	$6,311,024,408.17	4.60%	1.08%	10.48%
2006	$5,418,904,897.06	-14.14%	0.86%	8.50%
2007	$5,243,022,552.98	-3.25%	0.78%	8.19%
2008	$5,783,522,414.52	10.31%	0.79%	8.64%
2009	$5,951,556,353.07	2.91%	0.80%	9.12%
2010	$7,132,072,172.13	19.84%	0.94%	9.94%
2011	$7,414,689,818.18	3.96%	1.05%	9.92%
2012	$8,242,216,723.81	11.16%	1.23%	11.52%
2013	$8,686,633,467.94	5.39%	1.48%	13.07%
2014	$11,030,592,463.55	26.98%	1.98%	15.75%
2015	$11,685,935,125.02	5.94%	2.13%	16.66%
2016	$14,433,462,383.11	23.51%	2.47%	19.29%
2017	$15,697,455,412.35	8.76%	2.56%	20.60%
2018	$17,996,826,375.18	14.65%	2.76%	22.67%
2019	$20,517,536,027.55	14.01%	3.01%	25.19%
2020	$23,977,326,569.04	16.86%	3.16%	27.00%
2021	$23,749,450,597.56	-0.95%	3.47%	27.39%
2022	$24,249,720,767.00	2.11%	3.50%	28.09%

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

GWAC SPENDING BY AGENCY



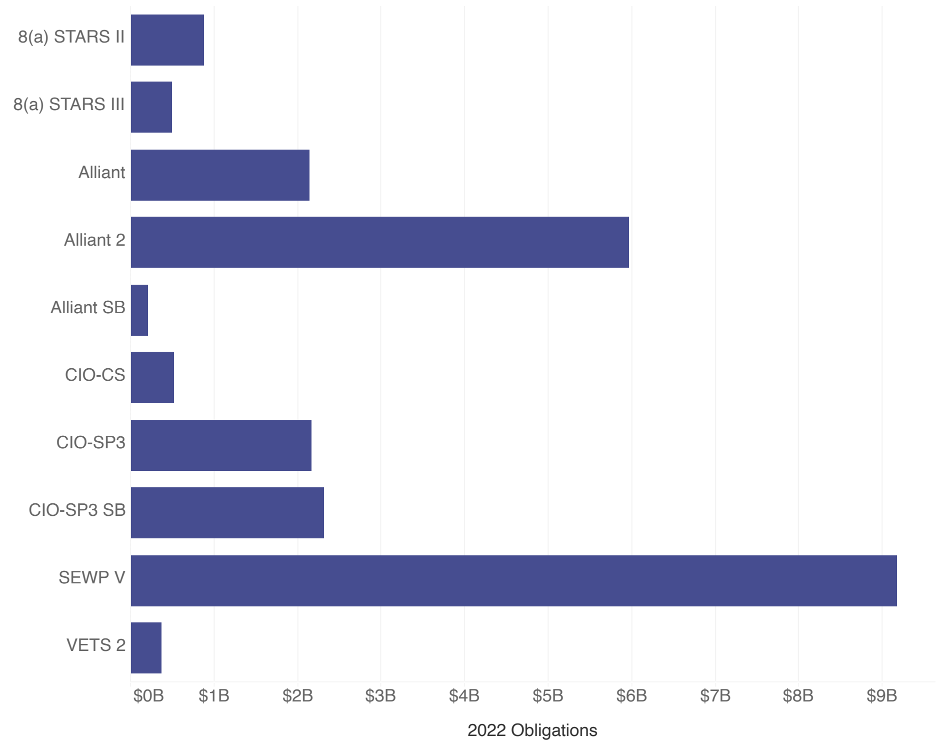
OBSERVATIONS

- This graph shows a breakdown of spending by agency for all GWACs administered by GSA, NASA, or NIH.
- In FY 2022, DoD accounted for over 36 percent of all GWAC spending.
- DHS and the State Department had the most significant growth in FY 2022, with each agency experiencing an over 25 percent increase.

Source: System for Award Management

Agency	2022 GWAC Obligations	Growth
Defense, Department of	$8,770,213,307.04	10.82%
Air Force, Department of	$2,346,807,743.40	17.61%
Army, Department of	$2,027,183,528.06	28.14%
Navy, Department of	$1,279,126,375.55	-5.25%
Defense Logistics Agency	$138,110,208.61	2.14%
Health and Human Services, Department of	$3,245,117,179.11	8.31%
Veterans Affairs, Department of	$1,800,453,164.83	-11.71%
Homeland Security, Department of	$2,975,133,581.35	28.57%
State, Department of	$1,296,782,721.08	26.32%
Justice, Department of	$1,028,449,874.24	-1.65%
Treasury, Department of	$1,511,311,500.67	14.11%
Commerce, Department of	$484,502,493.30	-0.12%
Agriculture, Department of	$649,867,374.23	6.45%
Environmental Protection Agency	$299,125,903.17	11.23%
Education, Department of	$265,367,898.28	9.59%
Department of Interior	$226,954,553.52	22.32%
All Other Agencies	$1,696,441,216.18	
Total	**$24,249,720,767.00**	

GWAC SPENDING BY VEHICLE



OBSERVATIONS

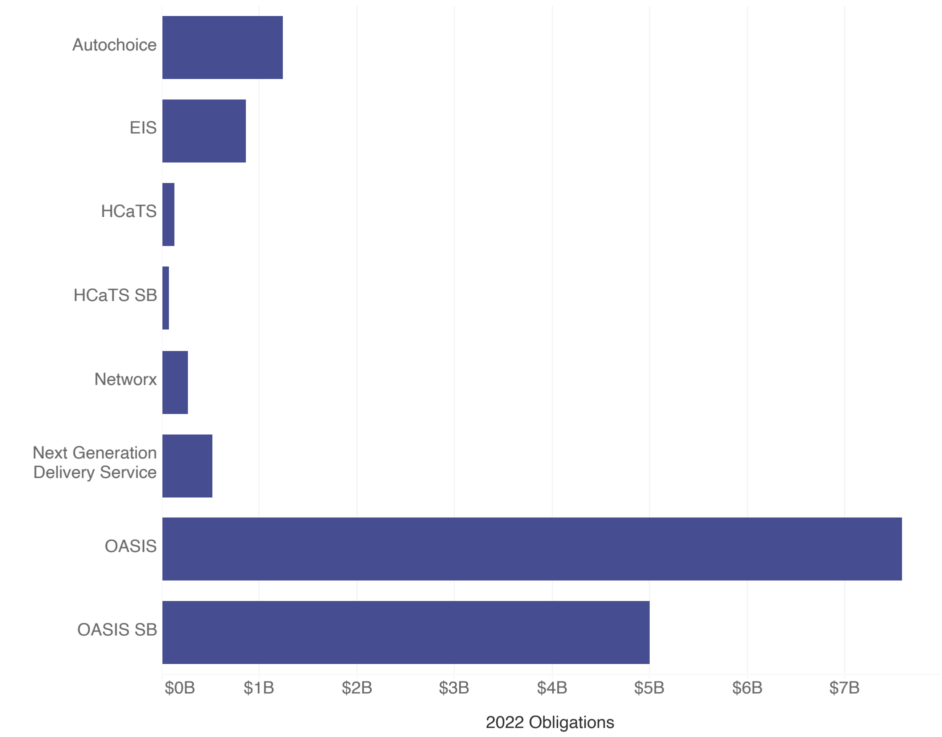
- SEWP V had the most obligations in FY 2022, accounting for about 38 percent of GWAC spending.
- Combined, SEWP and Alliant 2 accounted for over 60 percent of all GWAC spending in FY 2022.
- Alliant 2, CIO-SP3 SB, and VETS 2 continued to experience significant growth in FY 2022, with Alliant 2 obligations increasing by almost 50 percent.
- Spending on Alliant and Alliant SB 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

Contract Vehicle	2022 Obligations	Growth
SEWP V	$9,173,100,450.93	5.52%
CIO-SP3	$2,167,912,078.28	4.05%
Alliant 2	$5,971,131,731.78	49.02%
Alliant	$2,141,249,320.22	-18.38%
8(a) STARS II	$871,718,402.97	-37.87%
CIO-SP3 SB	$2,310,500,658.90	29.84%
Alliant SB	$208,678,619.62	-46.20%
CIO-CS	$517,485,710.76	-0.58%
VETS 2	$370,477,804.15	28.28%
8(a) STARS III	$490,875,893.64	702.45%
Other	$26,590,095.75	-73.60%
Grand Total	$24,249,720,767.00	

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

OTHER GOVERNMENT-WIDE CONTRACTS



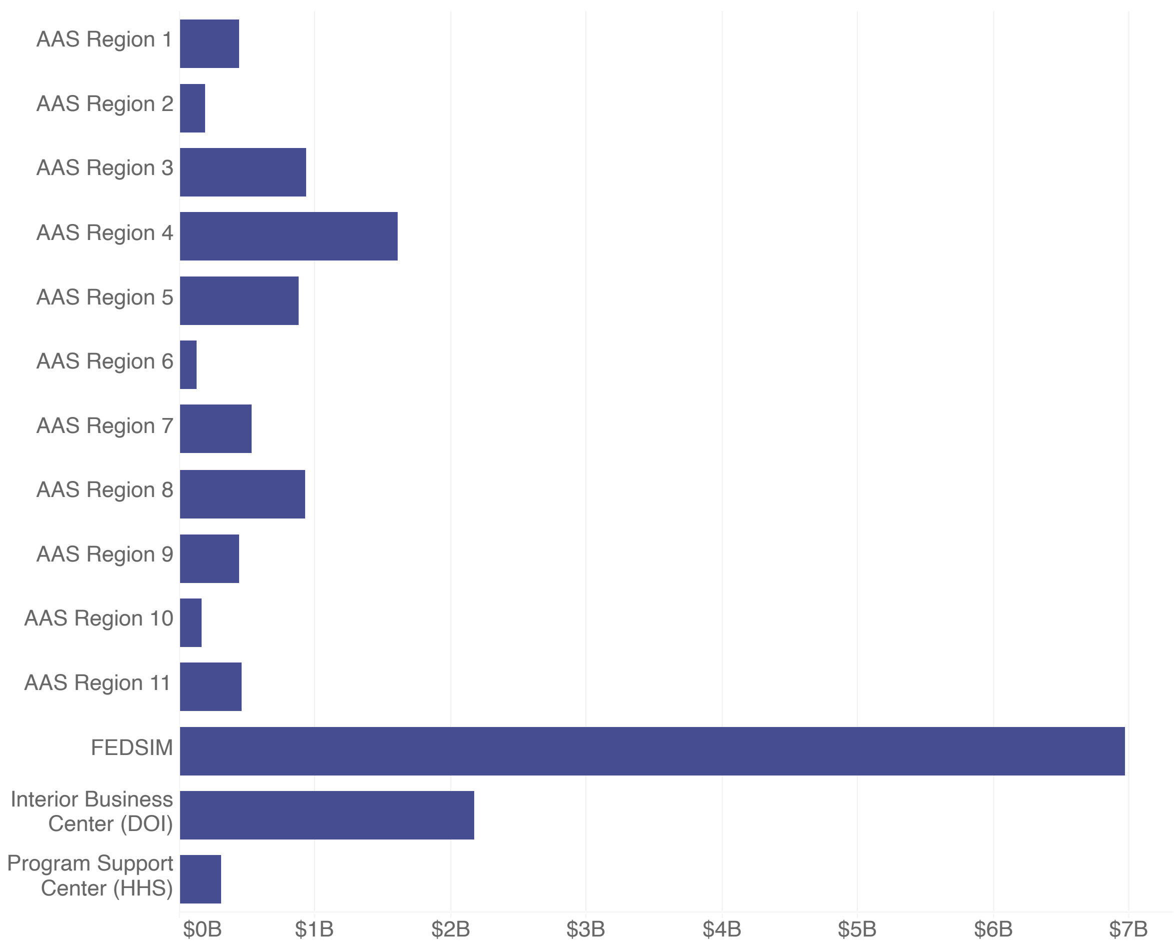
OBSERVATIONS

- OASIS and OASIS SB spending both increased. Since FY 2015, these vehicles have experienced consistent growth. In FY 2022, cumulative OASIS and OASIS SB obligations exceeded $12 billion.
- EIS obligations continued to increase in FY 2022 as customers transitioned to the vehicle.
- Spending on Networx continued to decrease in FY 2022. Networx contracts end in May 2023.

Source: System for Award Management

Vehicle	2022 Obligations	Growth
OASIS	$7,586,093,912	8.88%
OASIS SB	$4,998,820,428	16.42%
Networx	$265,389,324	-34.40%
Autochoice	$1,236,914,688.32	7.46%
Next Generation Delivery Service	$517,267,335	-7.84%
EIS	$857,200,239	47.21%
HCaTS	$130,925,920.15	-14.25%
HCaTS SB	$70,882,511.45	-5.11%

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 accounted for 43 percent of the spending through these contracting offices in FY 2022.
- The DOI Interior Business Center experienced over 30 percent growth.
- AAS Region 6 experienced the most growth of the AAS regional offices, with nearly a 300 percent increase in obligations. Region 6 serves Federal agencies in Nebraska, Iowa, Missouri, and Kansas.

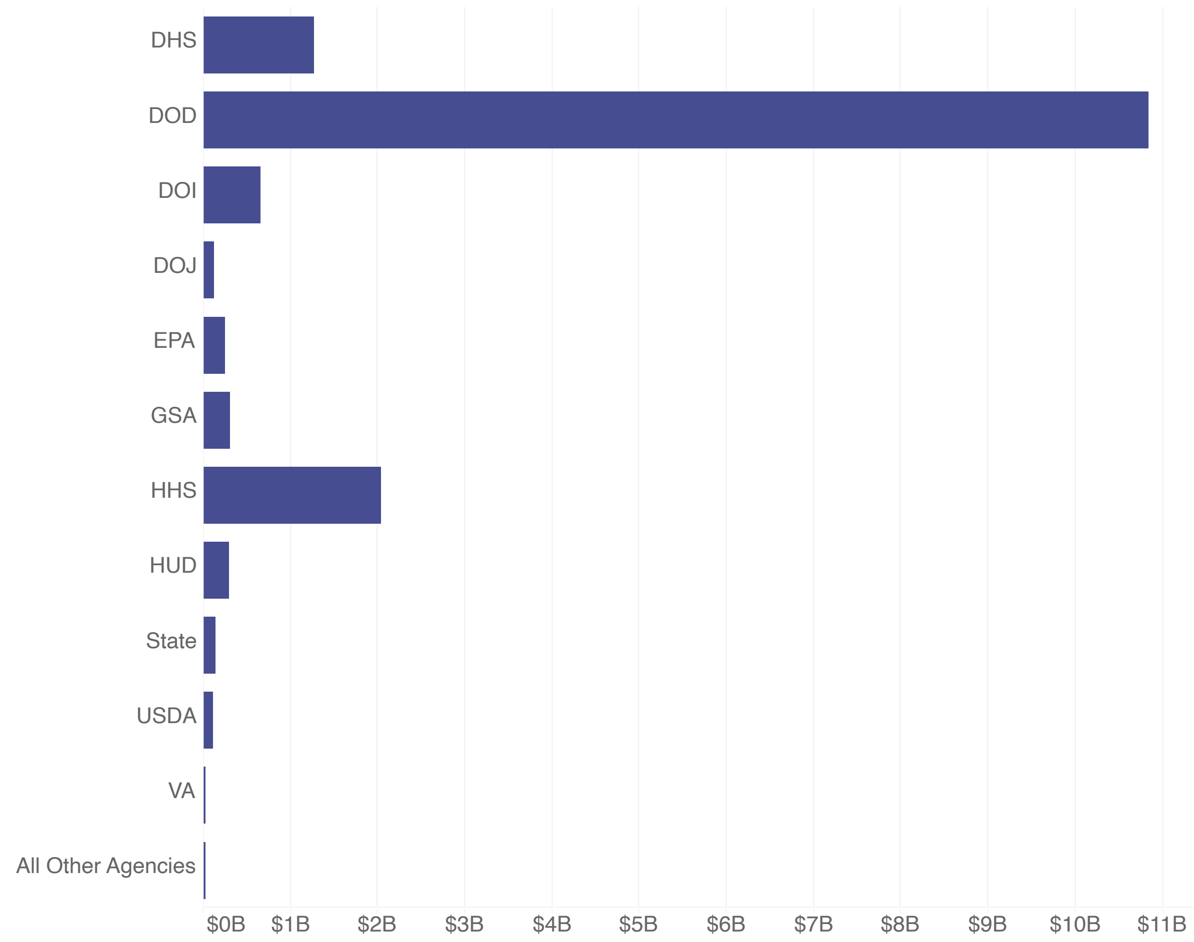
Source: System for Award Management

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

Assisted Services Contracting Office	2022 Obligations	Growth
FEDSIM	$6,973,466,579.25	34.73%
Program Support Center (HHS)	$309,304,164.62	-89.73%
Interior Business Center (DOI)	$2,171,668,345.09	31.38%
AAS Region 1	$436,964,074.64	27.67%
AAS Region 2	$191,450,220.42	-15.65%
AAS Region 3	$935,905,610.43	2.32%
AAS Region 4	$1,610,447,861.00	6.79%
AAS Region 5	$876,073,382.80	8.49%
AAS Region 6	$128,635,408.44	297.18%
AAS Region 7	$531,482,113.64	-4.19%
AAS Region 8	$921,141,466.64	19.74%
AAS Region 9	$438,441,809.37	37.84%
AAS Region 10	$157,499,200.79	23.62%
AAS Region 11	$454,104,963.83	10.83%
Grand Total	**$16,136,585,200.96**	**6.67%**

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

ASSISTED ACQUISITIONS BY AGENCY BUYER



OBSERVATIONS

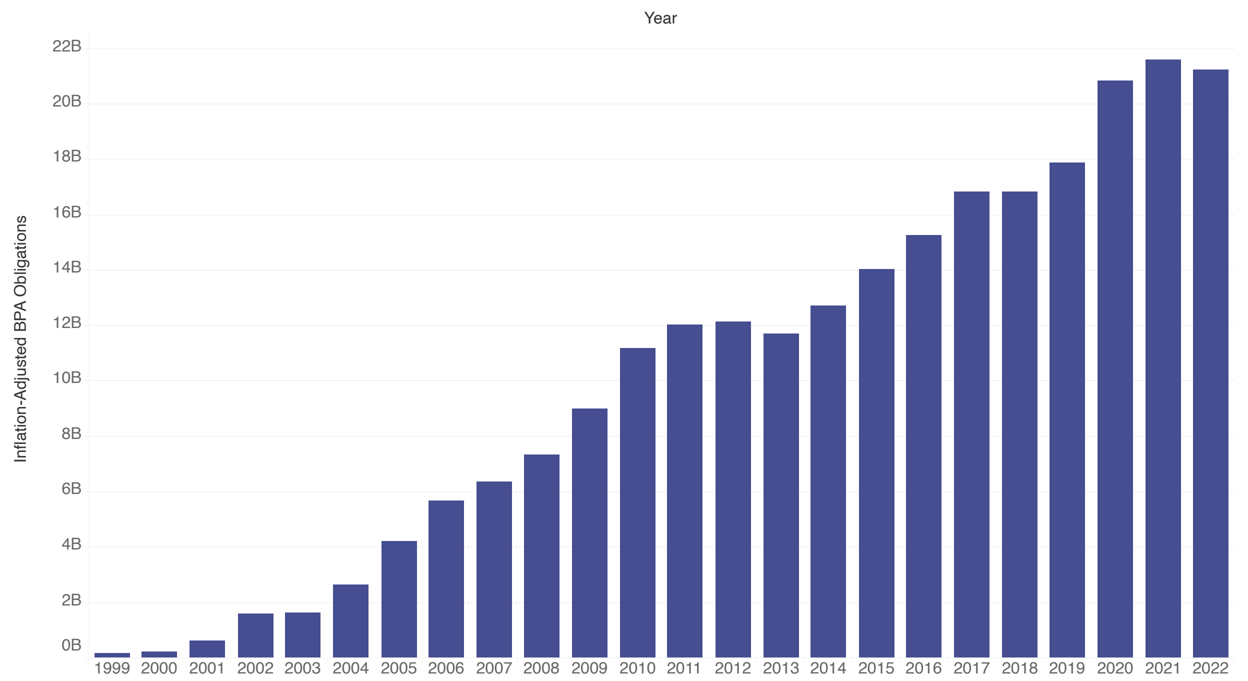
- This graph includes the spending from acquisition centers that provide assisted acquisition services (AAS), and it is limited to contract spending that is funded by outside agencies. This list of assisted acquisition centers includes AAS FEDSIM, the AAS regional centers, DOI's Interior Business Center, and HHS's Program Support Center. Note, this graph is not inclusive of all assisted acquisition services.
- DoD accounted for 67 percent of FY 2022 assisted acquisition spending.
- DoJ experienced the most significant growth in assisted acquisition spending, with an increase of over 70 percent.

Source: System for Award Management

Agency	2022 Obligations	Growth
Defense, Department of	$10,840,941,844.23	21.09%
Army, Department of	$3,277,374,494.76	13.31%
Air Force, Department of	$3,383,286,466.71	29.17%
Navy, Department of	$1,512,037,330.59	44.60%
Defense Logistics Agency	$2,073,399.86	25.65%
Health and Human Services, Department of	$2,035,238,737.10	-50.63%
Homeland Security, Department of	$1,276,379,781.90	39.18%
Interior, Department of	$659,948,228.70	3.94%
General Services Administration	$302,193,861.79	15.45%
Housing and Urban Development, Department of	$289,459,747.71	2.91%
Environmental Protection Agency	$257,605,001.76	23.26%
State, Department of	$142,006,823.40	14.97%
Agriculture, Department of	$114,630,579.70	7.47%
Justice, Department of	$129,164,646.32	70.55%
Commerce, Department of	$19,555,126.49	-41.46%
Veterans Affairs, Department of	$31,874,352.59	21.29%
Agency for International Development	$4,623,179.00	-58.74%
All Other Agencies	$32,963,290.27	-65.74%
Total	**$16,136,585,200.96**	**1.80%**

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

BLANKET PURCHASE AGREEMENTS



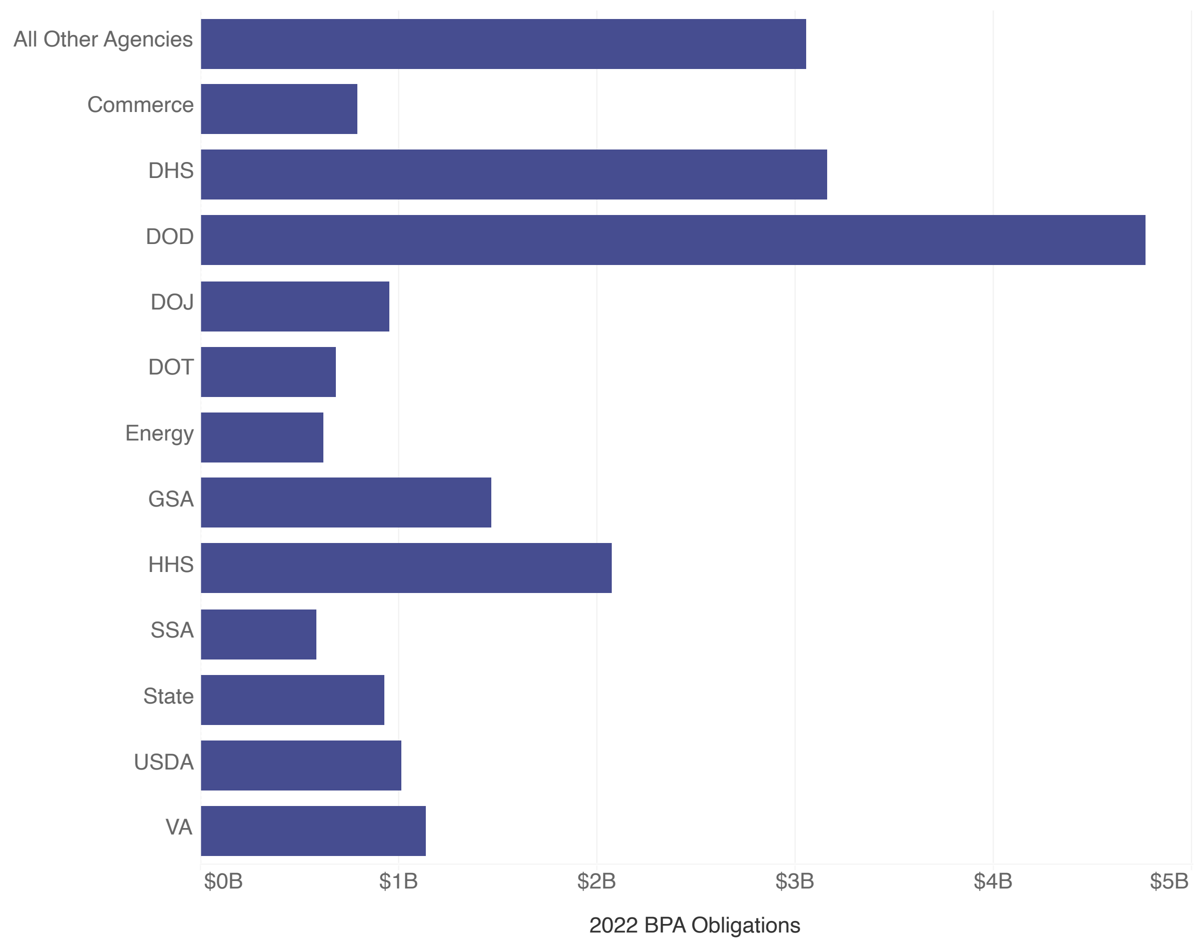
OBSERVATIONS

- BPA spending exceeded $21 billion in FY 2022, however, there was a decrease of 1.7 percent from FY 2021. This marks the second time in the last 20 years that BPA spending has decreased, with the last time in 2013 during the sequestration.
- BPAs accounted for 53 percent of spending on the Schedule, which is about a three percent increase 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	$233,977,511.30	1.09%	50.40%
2001	$612,187,535.51	2.53%	161.64%
2002	$1,583,590,413.18	4.75%	158.68%
2003	$1,643,856,437.32	3.88%	3.81%
2004	$2,649,628,292.28	6.34%	61.18%
2005	$4,203,240,145.22	10.56%	58.64%
2006	$5,691,605,471.06	13.50%	35.41%
2007	$6,370,899,060.77	15.31%	11.94%
2008	$7,335,199,019.25	18.35%	15.14%
2009	$8,996,238,973.15	20.84%	22.64%
2010	$11,179,161,664.09	24.56%	24.26%
2011	$12,044,410,720.23	28.47%	7.74%
2012	$12,147,779,877.51	30.93%	0.86%
2013	$11,701,564,286.25	32.13%	-3.67%
2014	$12,719,393,164.58	34.16%	8.70%
2015	$14,030,525,222.45	38.69%	10.31%
2016	$15,257,658,866.32	42.70%	8.75%
2017	$16,832,070,047.54	46.34%	10.32%
2018	$16,824,230,453.02	46.09%	-0.05%
2019	$17,880,355,434.76	46.82%	6.28%
2020	$20,842,679,475.37	49.54%	16.57%
2021	$21,595,336,170.39	50.33%	3.61%
2022	$21,226,410,338.05	53.02%	-1.71%

BPA SPENDING BY AGENCY



Agency	2022 BPA Obligations	Growth	Marketshare
Defense, Department of	$4,766,516,547.16	-2.58%	30.12%
Army, Department of	$1,146,163,068.27	-31.22%	27.37%
Air Force, Department of	$1,393,181,627.93	45.15%	34.90%
Navy, Department of	$740,752,280.50	-4.03%	34.71%
Defense Logistics Agency	$183,214,727.45	-14.29%	20.01%
Health and Human Services, Department of	$2,076,033,470.74	-1.05%	25.07%
Homeland Security, Department of	$3,156,704,863.07	38.14%	38.88%
Commerce, Department of	$794,241,805.80	-16.51%	38.62%
Veterans Affairs, Department of	$1,137,314,633.79	-5.87%	24.93%
General Services Administration	$1,463,586,275.52	17.21%	43.06%
Justice, Department of	$951,287,340.90	-15.85%	35.27%
State, Department of	$925,650,025.49	13.88%	45.59%
Agriculture, Department of	$1,013,213,169.25	32.86%	40.06%
Transportation, Department of	$682,161,584.82	13.09%	45.53%
Energy, Department of	$622,204,178.90	8.52%	35.21%
Social Security Administration	$583,654,039.85	40.83%	44.04%
All Other Agencies	$3,053,842,402.76	2.57%	42.59%
Total	**$21,226,410,338.05**		

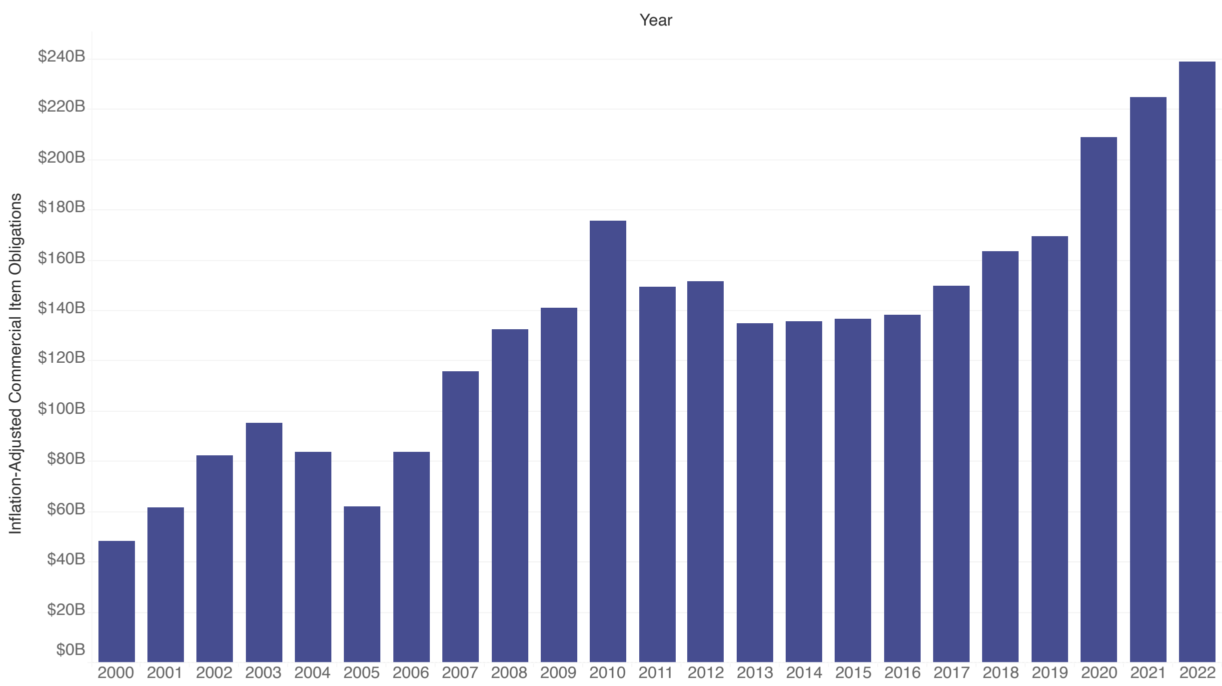
OBSERVATIONS

- 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

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

COMMERCIAL ITEM CONTRACT SPENDING



OBSERVATIONS

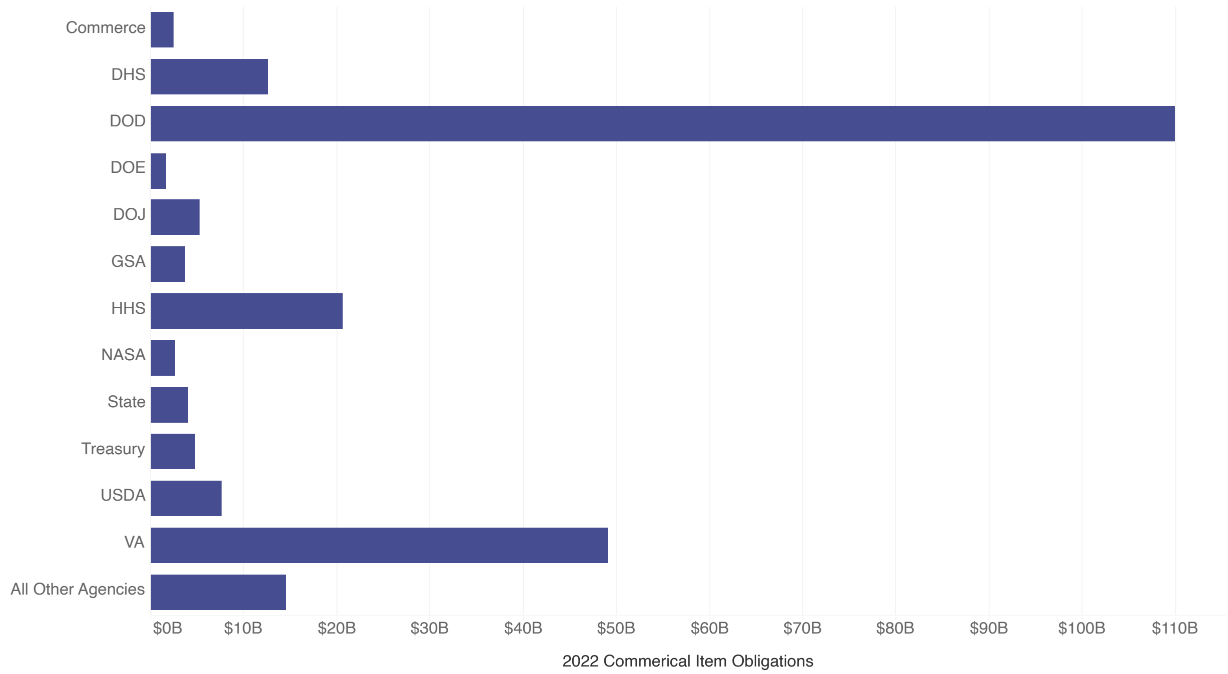
- This graph shows Federal spending through contracts that either used commercial item acquisition procedures or used commercial item acquisition procedures for non-commercial items in accordance with FAR 12.102(f) or FAR 12.102(g). Note, this graph only shows spending obligated using commercial item 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 nine years.
- Commercial item spending accounted for over 34 percent of all Government contract spending in FY 2022.

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	$48,305,659,772.95	44.90%	63.22%	36.78%	13.67%
2001	$61,552,091,675.86	27.42%	59.33%	40.67%	16.58%
2002	$82,244,642,323.04	33.62%	58.05%	41.95%	18.99%
2003	$95,282,053,050.91	15.85%	61.14%	38.86%	18.30%
2004	$83,624,652,732.14	-12.23%	62.40%	37.60%	15.77%
2005	$62,120,493,108.44	-25.72%	59.70%	40.30%	10.64%
2006	$83,753,291,553.08	34.82%	60.72%	39.28%	13.29%
2007	$115,739,568,757.64	38.19%	67.54%	32.46%	17.31%
2008	$132,284,816,511.37	14.30%	69.71%	30.29%	18.00%
2009	$141,146,179,066.14	6.70%	62.04%	37.96%	19.00%
2010	$175,913,660,706.69	24.63%	65.81%	34.19%	23.08%
2011	$149,417,964,134.67	-15.06%	57.01%	42.99%	21.16%
2012	$151,651,705,580.46	1.49%	58.01%	41.99%	22.70%
2013	$135,011,163,228.51	-10.97%	53.95%	46.05%	22.98%
2014	$135,520,659,516.38	0.38%	51.87%	48.13%	24.36%
2015	$136,905,580,545.50	1.02%	50.01%	49.99%	24.93%
2016	$138,098,755,833.52	0.87%	47.10%	52.90%	23.64%
2017	$149,878,347,496.04	8.53%	46.59%	53.41%	24.41%
2018	$163,631,233,150.43	9.18%	47.37%	52.63%	25.06%
2019	$169,517,683,727.70	3.60%	45.37%	54.63%	24.85%
2020	$208,930,330,715.99	23.25%	45.61%	54.39%	27.53%
2021	$224,884,290,353.99	7.64%	50.06%	49.94%	32.89%
2022	$238,850,045,264.40	6.21%	46.53%	53.47%	34.45%

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

COMMERCIAL ITEM CONTRACT SPENDING BY AGENCY



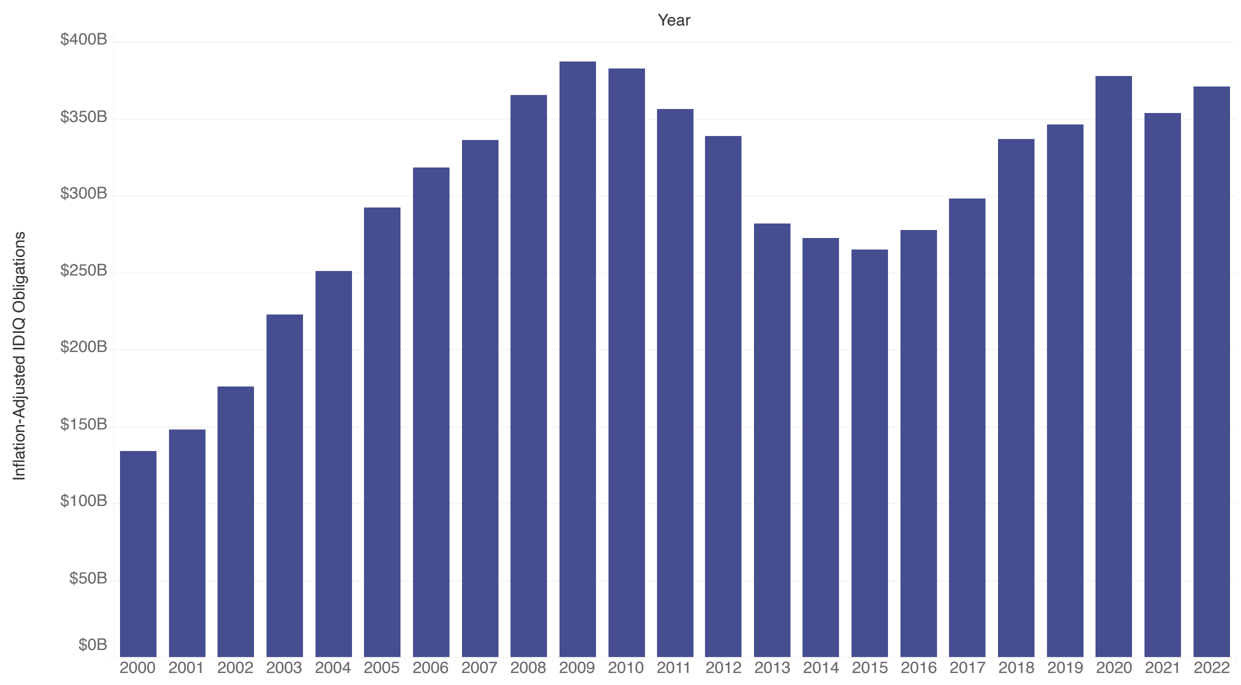
OBSERVATIONS

- 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 accounted for 46 percent of all Government commercial item contract spending in FY 2022.
- VA, DOE, USDA, and DOJ had the highest percentage of commercial contract spending relative to their total contract obligations.

Source: System for Award Management

Agency	2022 Commercial Item Obligations	Percent Commercial	Growth
Defense, Department of	$109,914,439,570.37	25.73%	8.37%
Army, Department of	$43,018,149,821.73	39.48%	-6.96%
Defense Logistics Agency	$30,052,809,107.19	69.31%	40.73%
Air Force, Department of	$12,234,859,743.04	14.34%	-11.34%
Navy, Department of	$8,579,530,066.30	6.55%	-0.50%
Veterans Affairs, Department of	$49,137,920,119.35	87.31%	59.32%
Health and Human Services, Department of	$20,596,255,829.94	50.11%	12.11%
Homeland Security, Department of	$12,575,314,319.90	55.83%	8.42%
Agriculture, Department of	$7,595,251,628.21	74.44%	14.54%
Justice, Department of	$5,274,609,055.66	64.91%	-9.73%
Treasury, Department of	$4,794,731,857.07	52.36%	-1.73%
General Services Administration	$3,705,833,747.99	58.35%	0.63%
National Aeronautics and Space Administration	$2,624,084,181.44	13.35%	0.86%
State, Department of	$4,003,154,512.99	33.19%	35.51%
Commerce, Department of	$2,409,058,095.66	55.43%	2.02%
Education, Department of	$1,696,795,880.97	69.42%	-16.74%
All Other Agencies	$14,522,596,464.85	19.63%	
Total	**$238,850,045,264.40**		

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 4.8 percent in FY 2022.
- FY 2022 was the second consecutive year in which over 50 percent of all Federal contract spending was obligated using IDIQs.
- In FY 2022, spending through multiple award IDIQ's accounted for 40 percent of all IDIQ spending. The use of multiple award IDIQ's has been relatively stable for the past nine years.

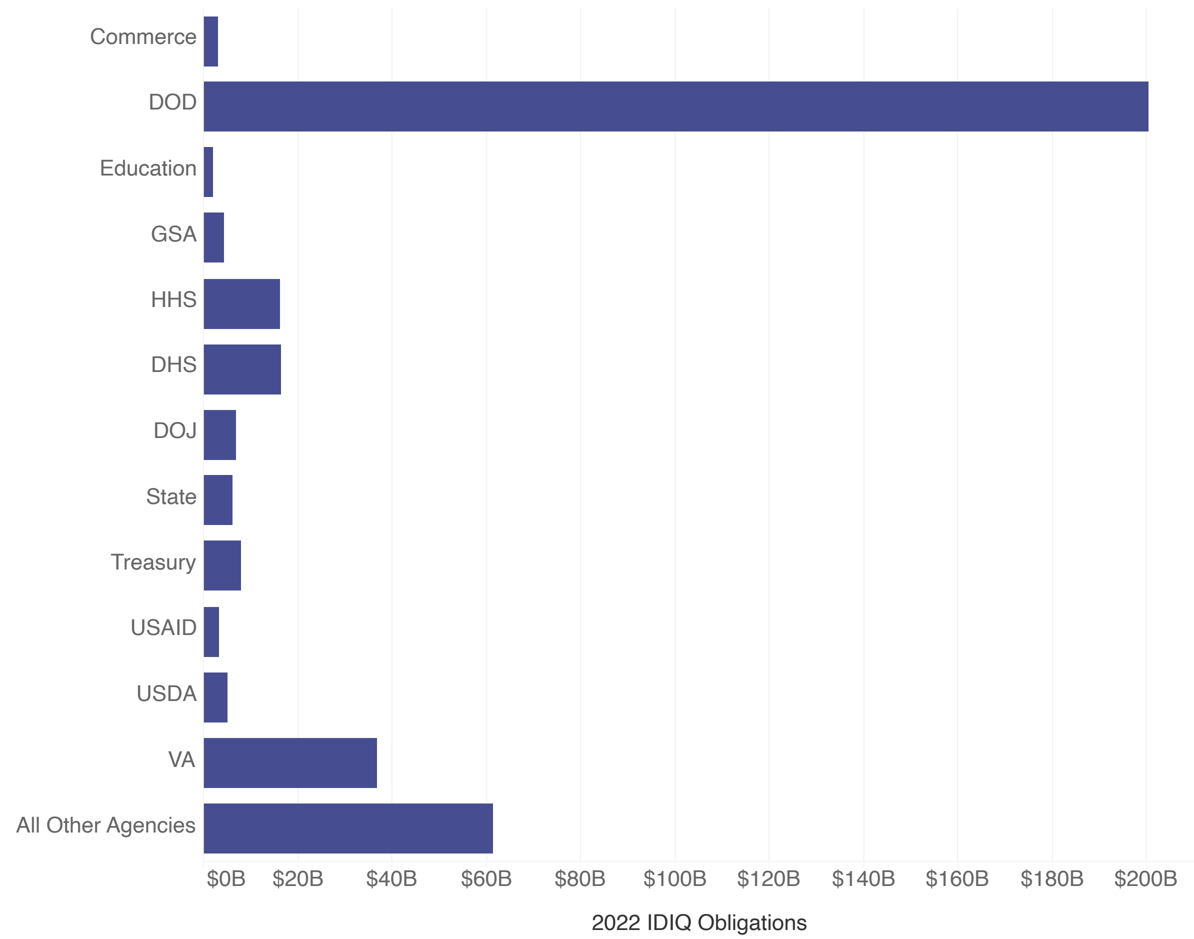
Source: System for Award Management and Bureau of Labor Statistics CPI

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

Year	Inflation-Adjusted IDIQ Obligations	Growth	Percent Multiple Award	Percent Single Award	Marketshare
2000	$134,204,007,252.00	34.01%	33.58%	66.42%	37.98%
2001	$147,905,873,224.99	10.21%	34.36%	65.64%	39.83%
2002	$176,286,301,242.66	19.19%	36.67%	63.33%	40.69%
2003	$223,214,054,031.93	26.62%	37.01%	62.99%	42.87%
2004	$250,891,280,271.26	12.40%	35.53%	64.47%	47.32%
2005	$292,878,208,340.67	16.74%	32.35%	67.65%	50.15%
2006	$318,299,929,300.88	8.68%	32.85%	67.15%	50.49%
2007	$336,598,314,870.20	5.75%	32.65%	67.35%	50.35%
2008	$365,973,679,076.72	8.73%	31.73%	68.27%	49.80%
2009	$387,342,690,326.19	5.84%	35.16%	64.84%	52.14%
2010	$382,672,197,732.51	-1.21%	38.01%	61.99%	50.20%
2011	$356,560,725,921.26	-6.82%	39.72%	60.28%	50.49%
2012	$338,845,932,706.66	-4.97%	38.76%	61.24%	50.73%
2013	$282,210,810,639.44	-16.71%	42.31%	57.69%	48.04%
2014	$272,613,099,908.91	-3.40%	43.25%	56.75%	49.00%
2015	$265,048,429,610.65	-2.77%	43.13%	56.87%	48.27%
2016	$277,946,020,049.19	4.87%	43.95%	56.05%	47.57%
2017	$298,290,047,841.01	7.32%	43.60%	56.40%	48.58%
2018	$337,264,569,637.57	13.07%	42.10%	57.90%	51.65%
2019	$346,582,910,850.03	2.76%	43.06%	56.94%	50.81%
2020	$378,092,310,183.02	9.09%	44.55%	55.45%	49.82%
2021	$353,866,070,603.13	-6.41%	39.32%	53.10%	55.99%
2022	$370,872,634,743.66	4.81%	40.79%	59.21%	53.49%

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

IDIQ CONTRACT SPENDING BY AGENCY



OBSERVATIONS

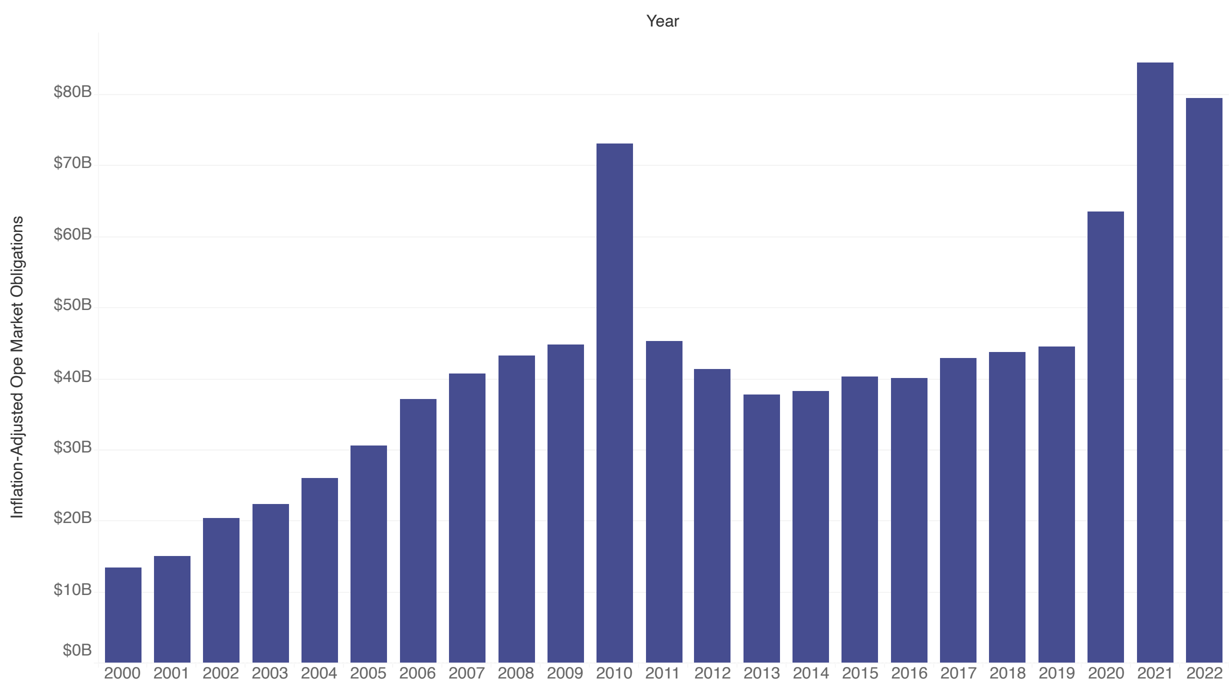
- The graph shows all Federal spending through IDIQ contracts, including spending on the Schedule, GWACs, and Multi-agency IDIQ's.
- DoD accounted for approximately 54 percent of all IDIQ spending in FY 2022.
- The most prolific users of IDIQ's were the VA and Treasury, with IDIQ spending accounting for over 80 percent of these agencies' total contract spending.

Source: System for Award Management

Agency	2022 IDIQ Obligations	Growth	Percent Multiple Award	Percent Single Award	Percent of Total Spending
Defense, Department of	$200,455,819,131.64	-5.11%	37.70%	62.30%	50.55%
Army, Department of	$46,522,130,521.79	0.54%	48.08%	51.91%	43.74%
Navy, Department of	$49,974,141,788.48	0.23%	40.52%	45.17%	42.54%
Air Force, Department of	$48,915,795,523.45	0.15%	34.20%	65.80%	58.08%
Defense Logistics Agency	$30,985,706,096.97	-0.30%	14.80%	83.00%	87.44%
Veterans Affairs, Department of	$36,894,636,072.21	13.92%	31.50%	68.50%	85.98%
Health and Human Services, Department of	$16,360,278,247.58	0.49%	70.41%	29.63%	40.87%
Homeland Security, Department of	$16,484,971,694.89	1.45%	49.68%	50.33%	78.16%
Treasury, Department of	$7,999,358,474.48	55.45%	58.98%	41.02%	84.61%
State, Department of	$6,284,534,807.82	4.60%	52.60%	47.28%	63.66%
Justice, Department of	$6,940,896,834.10	11.25%	48.34%	35.67%	75.15%
Agriculture, Department of	$5,221,470,527.77	27.28%	79.14%	20.86%	53.33%
General Services Administration	$4,341,106,898.82	4.42%	70.82%	29.18%	70.57%
Commerce, Department of	$3,115,863,656.26	1.38%	59.64%	40.36%	63.86%
Education, Department of	$2,046,919,796.98	-12.22%	95.37%	4.63%	76.15%
Agency for International Development	$3,288,566,792.66	-10.74%	54.99%	45.03%	58.76%
All Other Agencies	$61,438,211,808.45				
Total	**$370,872,634,743.66**				

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

OPEN MARKET SPENDING



OBSERVATIONS

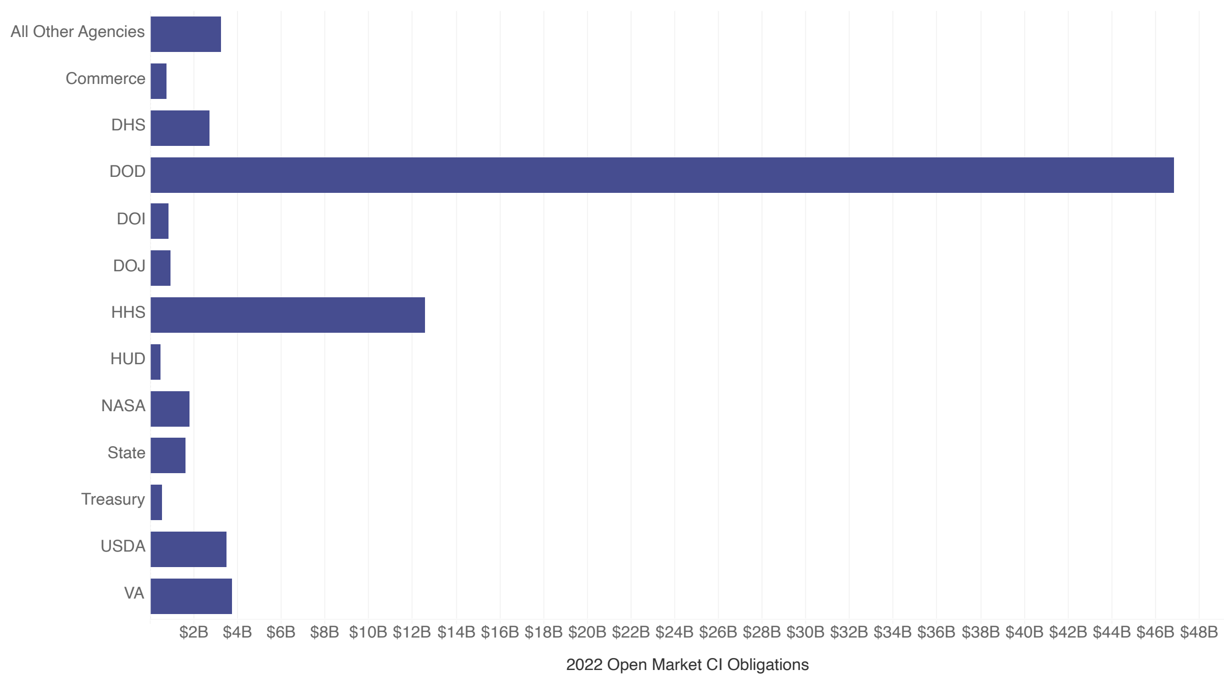
- This graph provides one measure for evaluating open market spending. It shows the commercial item spending that does not utilize an existing IDIQ.
- Open market spending decreased in FY 2022 by about 6 percent.
- For the third time since FY 2011, open market spending accounted for over 30 percent of 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	$13,422,618,029.52	27.79%	14.41%
2001	$15,063,092,628.78	24.47%	12.22%
2002	$20,408,608,005.10	24.81%	35.49%
2003	$22,390,171,516.87	23.50%	9.71%
2004	$25,979,397,401.74	31.07%	16.03%
2005	$30,634,517,929.03	49.31%	17.92%
2006	$37,130,152,379.99	44.33%	21.20%
2007	$40,678,690,595.93	35.15%	9.56%
2008	$43,323,315,634.61	32.75%	6.50%
2009	$44,751,900,018.23	31.71%	3.30%
2010	$73,127,827,046.28	41.57%	63.41%
2011	$45,305,836,691.02	30.32%	-38.05%
2012	$41,324,431,877.27	27.25%	-8.79%
2013	$37,727,813,615.03	27.94%	-8.70%
2014	$38,271,923,247.76	28.24%	1.44%
2015	$40,390,752,312.26	29.50%	5.54%
2016	$40,090,685,799.34	29.03%	-0.74%
2017	$42,900,236,398.37	28.62%	7.01%
2018	$43,835,034,552.61	26.79%	2.18%
2019	$44,558,483,437.38	26.29%	1.65%
2020	$63,513,850,299.11	30.40%	42.54%
2021	$84,470,308,280.32	37.56%	33.00%
2022	$79,447,229,010.58	33.26%	-5.95%

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

OPEN MARKET SPENDING BY AGENCY



OBSERVATIONS

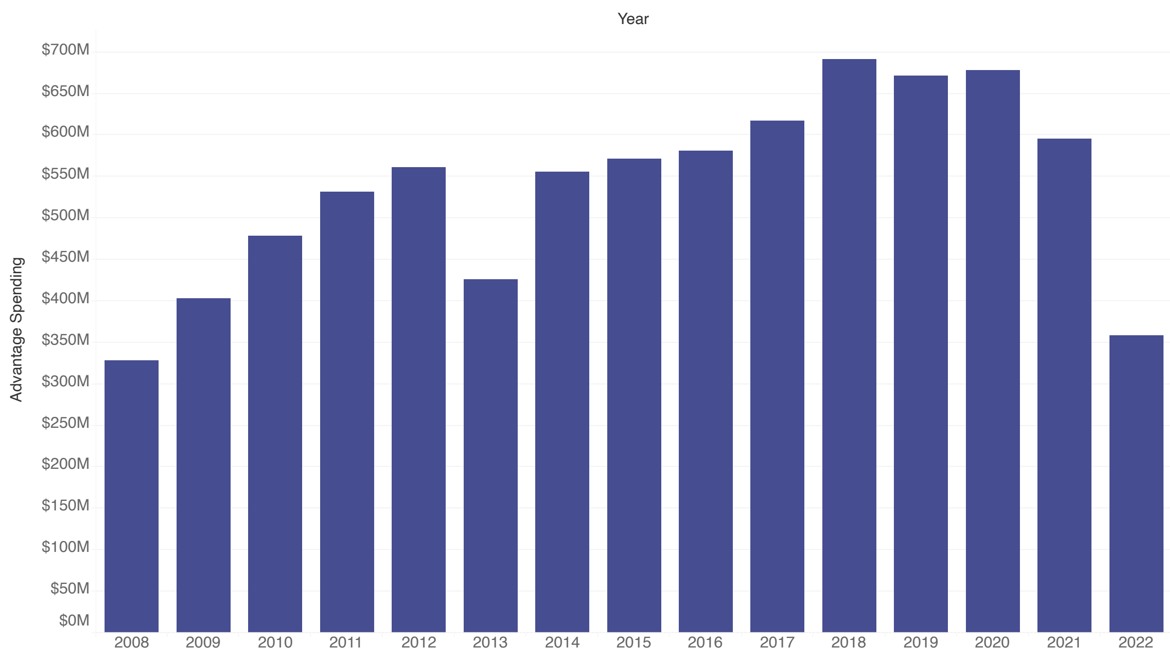
- This graph provides one measure for evaluating open market spending. It shows the commercial item spending that does not utilize an existing IDIQ.
- The State Department experienced the most open market spending growth in FY 2022 of any large agency, with a 90 percent increase.
- DoD accounted for about 59 percent of all open market spending in FY 2022.
- Open market spending accounted for over 60 percent of NASA and HHS commercial item spending.

Source: System for Award Management

Agency	2022 Open Market CI Obligations	Growth	Percent Open Market
Defense, Department of	$46,824,455,384.06	-4.13%	42.60%
Army, Department of	$33,104,396,964.83	-4.55%	76.95%
Air Force, Department of	$4,938,646,700.37	-12.50%	40.37%
Navy, Department of	$3,679,838,081.02	2.52%	42.89%
Defense Logistics Agency	$658,533,526.38	-2.75%	2.19%
Health and Human Services, Department of	$12,558,657,729.63	14.41%	60.98%
Agriculture, Department of	$3,493,224,738.02	64.73%	45.99%
Veterans Affairs, Department of	$3,737,590,282.81	11.71%	7.61%
Homeland Security, Department of	$2,713,804,720.99	2.50%	21.58%
National Aeronautics and Space Administration	$1,779,102,384.28	-0.08%	67.80%
Justice, Department of	$896,840,167.61	-30.32%	17.00%
Housing and Urban Development, Department of	$444,245,388.59	-51.84%	56.10%
State, Department of	$1,629,155,155.27	95.97%	40.70%
Interior, Department of	$816,325,859.38	17.62%	35.00%
Commerce, Department of	$756,913,969.71	27.18%	31.42%
Treasury, Department of	$550,330,195.72	28.48%	11.48%
All Other Agencies	$3,246,583,034.51		
Total	**$79,447,229,010.58**		

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

GSA ADVANTAGE! SALES



OBSERVATIONS

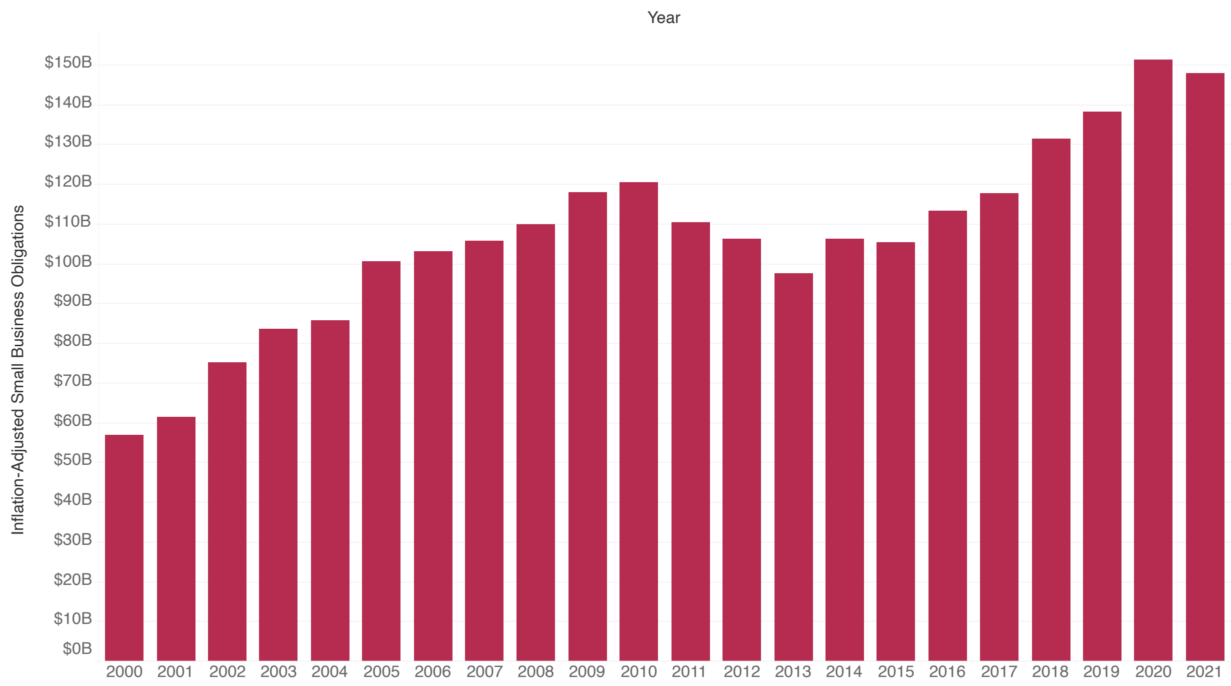
- GSA Advantage! spending decreased by almost 40 percent in FY 2022.
- The FY 2019 decline was the first since FY 2013 and could have been attributed to the proliferation of commercial e-marketplace platforms. Advantage! spending slightly increased by less than one percent in FY 2020, however, spending has decreased over the past two fiscal years.
- The number of orders also declined by 40 percent. However, the average order size slightly increased by about 1 percent.
- Spending in GSA Advantage! accounted for 0.90 percent of Schedule spending.

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

Year	Advantage Spending	Orders	Average Order Size	Marketshare	Product Marketshare	Growth
2008	$327,420,433.97	639,727	$511.81	0.89%	2.24%	
2009	$403,089,910	788,312	$511.33	1.07%	2.75%	23.11%
2010	$478,759,386.17	936,897	$511.01	1.23%	3.21%	18.77%
2011	$531,100,600.94	1,031,651	$514.81	1.37%	3.75%	10.93%
2012	$561,146,728.42	1,104,062	$508.26	1.49%	4.15%	5.66%
2013	$426,440,833.31	869,921	$490.21	1.22%	3.49%	-24.01%
2014	$555,968,054.26	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	$595,478,897.77	828,227	$718.98	1.50%	5.89%	-12.11%
2022	$358,476,517.19	492,357	$728.08	0.90%	3.89%	-39.80%

SMALL BUSINESSES AND AGENCY SOCIO-ECONOMIC GOALS

SMALL BUSINESS UTILIZATION



OBSERVATIONS

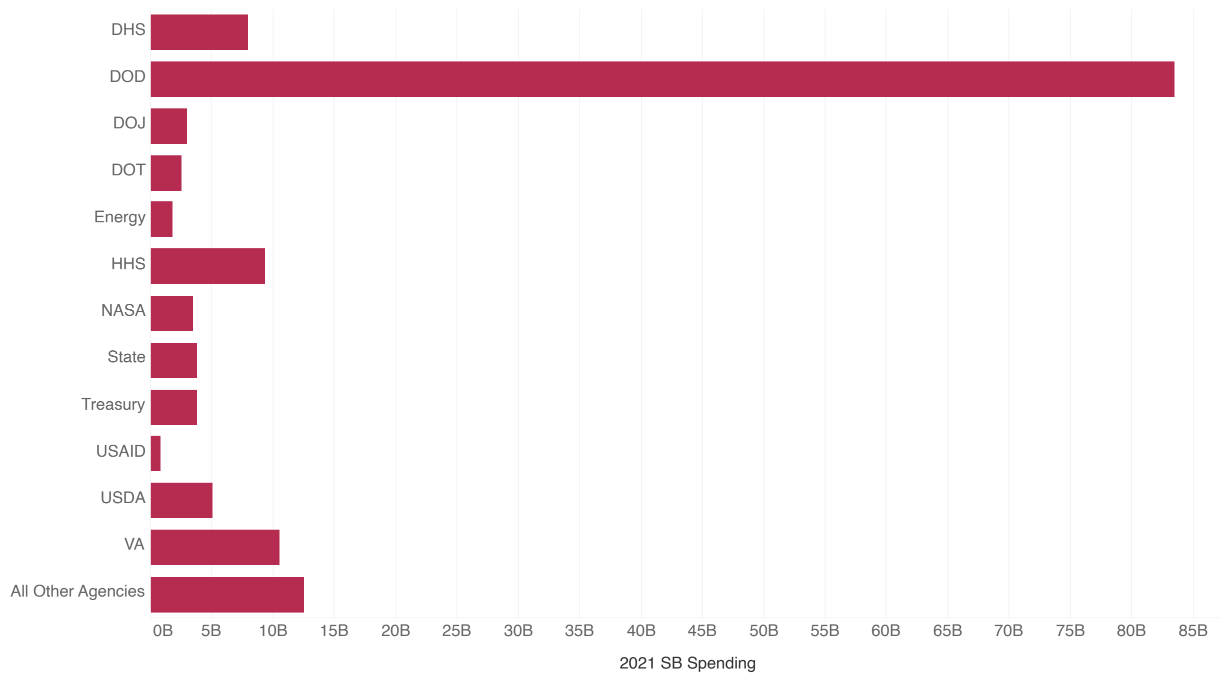
- Data for FY 2021 was recently released. FY 2022 data not yet available.
- FY 2021 marked the ninth consecutive year in which the Government has likely exceeded its 23 percent small business utilization goal. An agency's small business scorecard and small business utilization goals will be determined by the Small Business Administration and include this spending data along with other criteria.
- While small business spending decreased in FY 2021, the small business utilization rate increased.
- 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 Utilization Rate	Growth
2000	$56,888,488,571.04	19.90%	11.86%
2001	$61,533,175,862.08	19.89%	8.16%
2002	$75,279,061,428.22	20.91%	22.34%
2003	$83,727,536,752.46	19.86%	11.22%
2004	$85,792,465,562.60	20.73%	2.47%
2005	$100,547,748,141.31	22.41%	17.20%
2006	$103,120,623,361.02	21.61%	2.56%
2007	$105,740,320,403.99	20.81%	2.54%
2008	$110,049,789,709.78	19.53%	4.08%
2009	$117,914,564,929.07	20.93%	7.15%
2010	$120,517,425,596.08	22.06%	2.21%
2011	$110,368,245,920.78	21.43%	-8.42%
2012	$106,272,385,451.95	22.07%	-3.71%
2013	$97,622,030,618.80	23.30%	-8.14%
2014	$106,279,747,071.53	25.06%	8.87%
2015	$105,270,507,790.64	25.74%	-0.95%
2016	$113,422,432,679.79	24.28%	7.74%
2017	$117,632,611,171.28	23.81%	3.71%
2018	$131,473,260,942.40	25.08%	11.77%
2019	$138,307,960,037.52	25.69%	5.20%
2020	$151,297,354,100.66	25.62%	9.39%
2021	$147,926,663,748.12	26.11%	-2.23%

SMALL BUSINESSES AND AGENCY SOCIO-ECONOMIC GOALS

SMALL BUSINESS SPENDING BY AGENCY



OBSERVATIONS

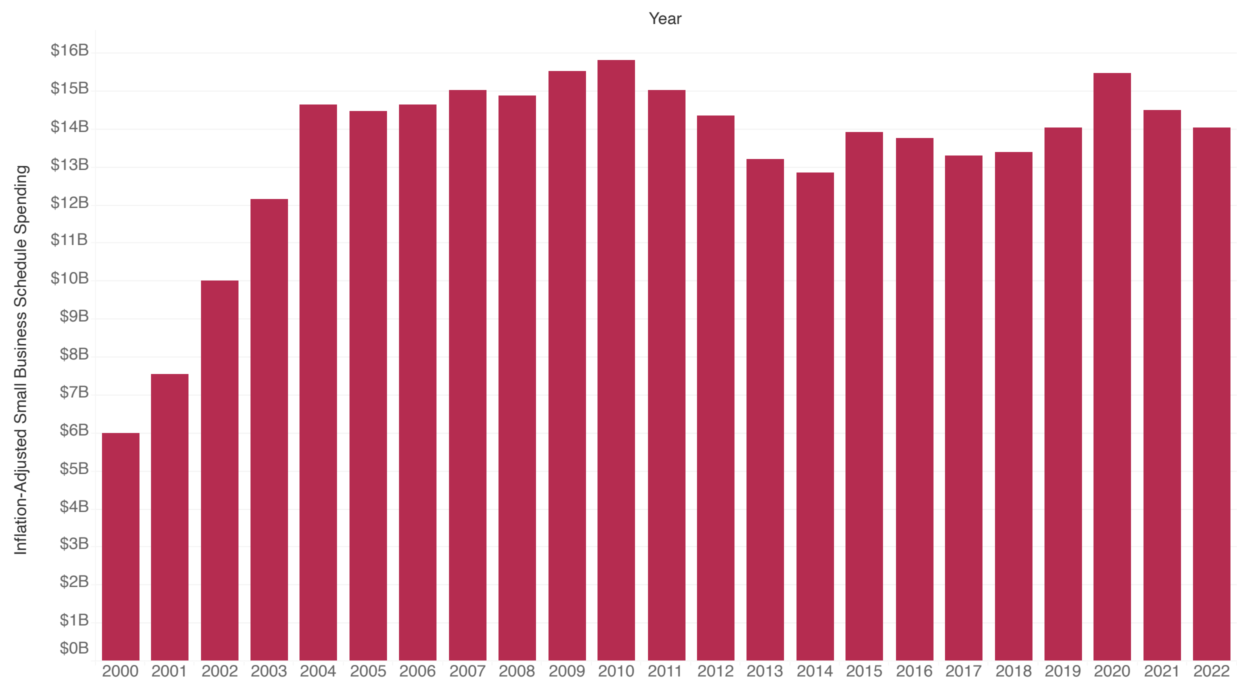
- **Data for FY 2021 was recently released. FY 2022 data not yet available.**
- This graph shows small business spending broken down by agency.
- Most large agencies, except for the Energy Department, will likely meet their small business goals for FY 2021.
- The majority of large agencies, except for HHS, USDA, and USAID, increased their small business spending in FY 2021.

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

Agency	2021 SB Spending	SB Utilization	Goal	Growth
Defense, Department of	$83,441,586,824.82	25.12%	21.95%	3.63%
Health and Human Services, Department of	$9,375,202,017.69	23.44%	21.80%	-1.03%
Veterans Affairs, Department of	$10,523,848,956.56	30.38%	28.45%	7.10%
Energy, Department of	$1,789,438,555.42	4.68%	14.00%	1.48%
Homeland Security, Department of	$7,961,638,490.81	38.25%	33.25%	3.36%
National Aeronautics and Space Administration	$3,461,959,925.18	18.18%	15.75%	5.95%
Agriculture, Department of	$5,023,077,267.99	52.97%	49.50%	-15.29%
State, Department of	$3,759,628,399.21	36.19%	23.50%	25.02%
Justice, Department of	$2,961,769,917.32	32.68%	31.25%	10.73%
Transportation, Department of	$2,519,123,075.10	33.61%	30.07%	-0.19%
Treasury, Department of	$3,748,860,977.46	39.93%	36.00%	25.60%
Agency for International Development	$826,882,027.79	14.88%	12.51%	-10.72%
All Other Agencies	$12,533,647,312.77			
Total	**$147,926,663,748.12**			

SMALL BUSINESSES AND AGENCY SOCIO-ECONOMIC GOALS

SMALL BUSINESSES ON GSA SCHEDULE



OBSERVATIONS

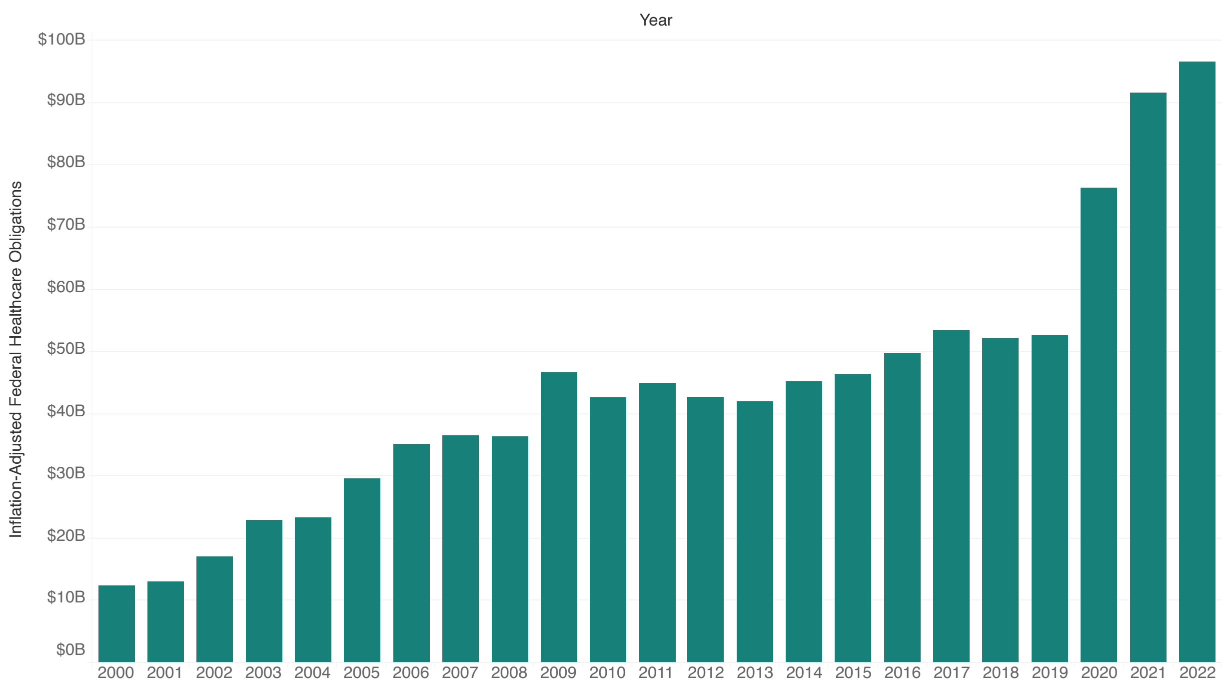
- This graph shows the total spending for small business in the GSA Schedule Program.
- GSA has released small business utilization data from 1991 to the present. The small business utilization on the Schedule Program has been larger than 23 percent for every year that GSA has small business data. The Schedule Program has exceeded 23 percent utilization for over 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	MAS Spending	Growth	Percent SB on GSA
2000	$6,006,799,979.34	$12,000,132,468	63.50%	29.29%
2001	$7,541,149,373.20	$16,090,768,217	25.54%	28.15%
2002	$10,001,747,504.06	$21,778,336,704	32.63%	28.01%
2003	$12,157,511,175.28	$26,989,323,372	21.55%	28.11%
2004	$14,649,677,254.46	$31,971,996,332	20.50%	29.32%
2005	$14,481,231,408.97	$33,446,165,005	-1.15%	29.00%
2006	$14,639,832,738.58	$34,884,430,826	1.10%	28.69%
2007	$15,025,633,621.91	$35,924,761,312	2.64%	29.38%
2008	$14,881,431,132.81	$36,785,816,003	-0.96%	29.82%
2009	$15,523,346,257.13	$37,642,877,077	4.31%	30.01%
2010	$15,809,824,044.76	$38,910,846,792	1.85%	29.90%
2011	$15,014,889,512.97	$38,636,085,806	-5.03%	29.71%
2012	$14,348,201,945.69	$37,576,212,272	-4.44%	29.77%
2013	$13,198,233,346.00	$34,921,757,393	-8.01%	29.82%
2014	$12,840,353,112.84	$33,076,666,345	-2.71%	31.13%
2015	$13,934,771,329.91	$34,327,379,273	8.52%	32.54%
2016	$13,760,485,991.04	$32,349,651,268	-1.25%	34.60%
2017	$13,312,558,090.32	$32,470,150,211	-3.26%	34.09%
2018	$13,389,604,226.72	$32,210,925,388	0.58%	35.35%
2019	$14,039,218,284.94	$33,221,967,159	4.85%	36.56%
2020	$15,478,479,690.31	$36,700,974,808	10.25%	36.98%
2021	$14,486,496,922	$39,651,883,084	-6.41%	36.53%
2022	$14,044,343,977	$40,036,196,713	-3.05%	35.08%

THE FEDERAL HEALTHCARE MARKET

FEDERAL HEALTHCARE SPENDING



OBSERVATIONS

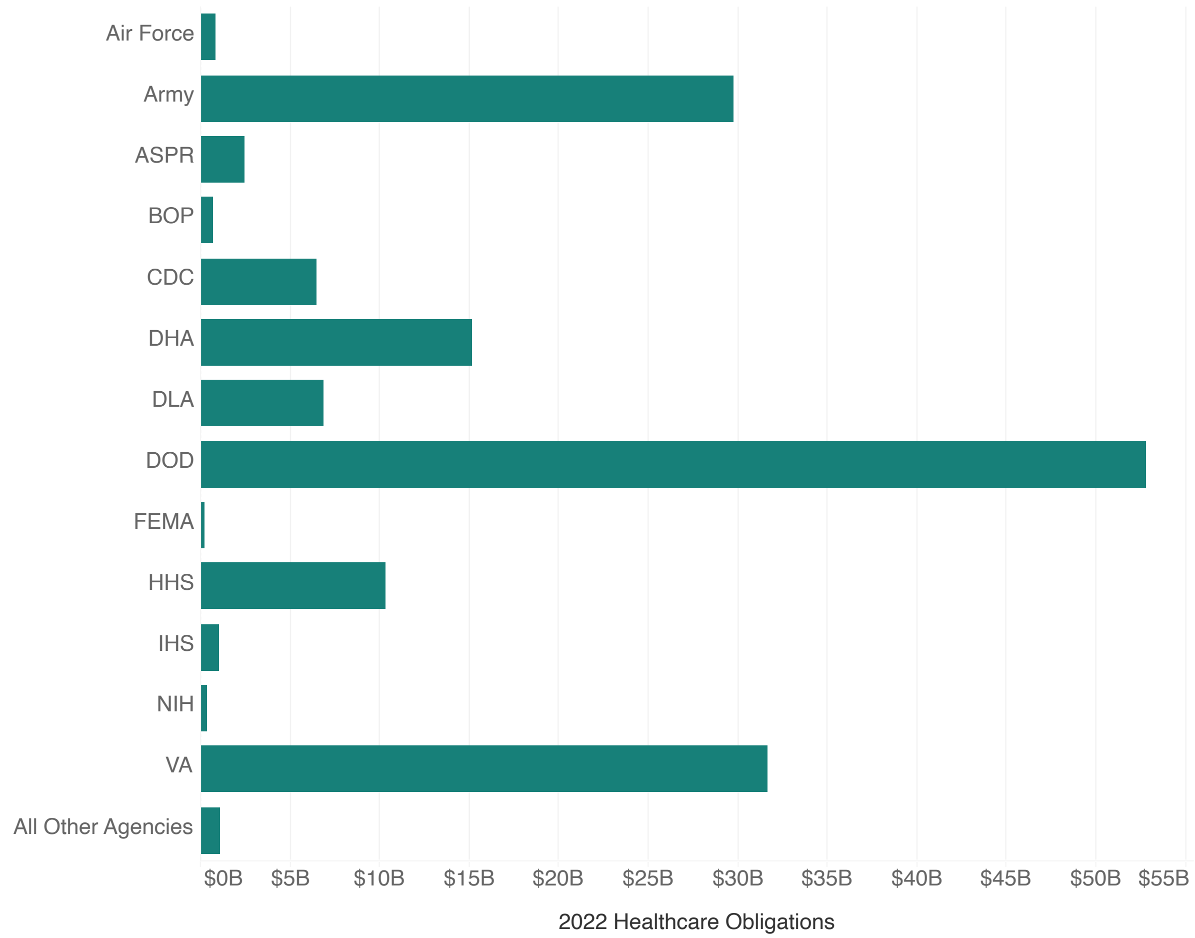
- This graph shows Federal spending in the Medical Category, a grouping created by OMB as part of its Category Management initiative which is defined using Product/Service Codes. This category is mainly comprised of pharmaceuticals, medical supplies, and healthcare services (like nursing, medical/dental 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.
- Increases in Federal healthcare spending continued in FY 2022, with 5.47 percent growth.
- Federal healthcare spending accounted for 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	$12,362,583,279.34	3.50%	20.50%
2001	$12,990,341,626.12	3.49%	5.08%
2002	$17,004,177,702.04	3.92%	30.90%
2003	$22,955,189,060.72	4.41%	35.00%
2004	$23,279,237,930.19	4.39%	1.41%
2005	$29,658,705,155.25	5.08%	27.40%
2006	$35,213,262,487.39	5.58%	18.73%
2007	$36,428,930,732.52	5.45%	3.45%
2008	$36,298,117,884.87	4.94%	-0.36%
2009	$46,600,675,340.84	6.27%	28.38%
2010	$42,526,103,466.02	5.57%	-8.74%
2011	$44,944,743,861.89	6.36%	5.69%
2012	$42,677,721,497.35	6.38%	-5.04%
2013	$41,978,345,041.93	7.13%	-1.64%
2014	$45,191,653,770.68	8.10%	7.65%
2015	$46,361,618,172.01	8.43%	2.59%
2016	$49,742,100,403.79	8.50%	7.29%
2017	$53,355,145,835.02	8.68%	7.26%
2018	$52,164,604,633.71	7.98%	-2.23%
2019	$52,683,707,761.22	7.72%	1.00%
2020	$76,204,463,016.79	10.04%	44.65%
2021	$91,526,923,800.51	13.38%	20.11%
2022	$96,529,882,304.51	13.92%	5.47%

THE FEDERAL HEALTHCARE MARKET

HEALTHCARE SPENDING BY AGENCY



OBSERVATIONS

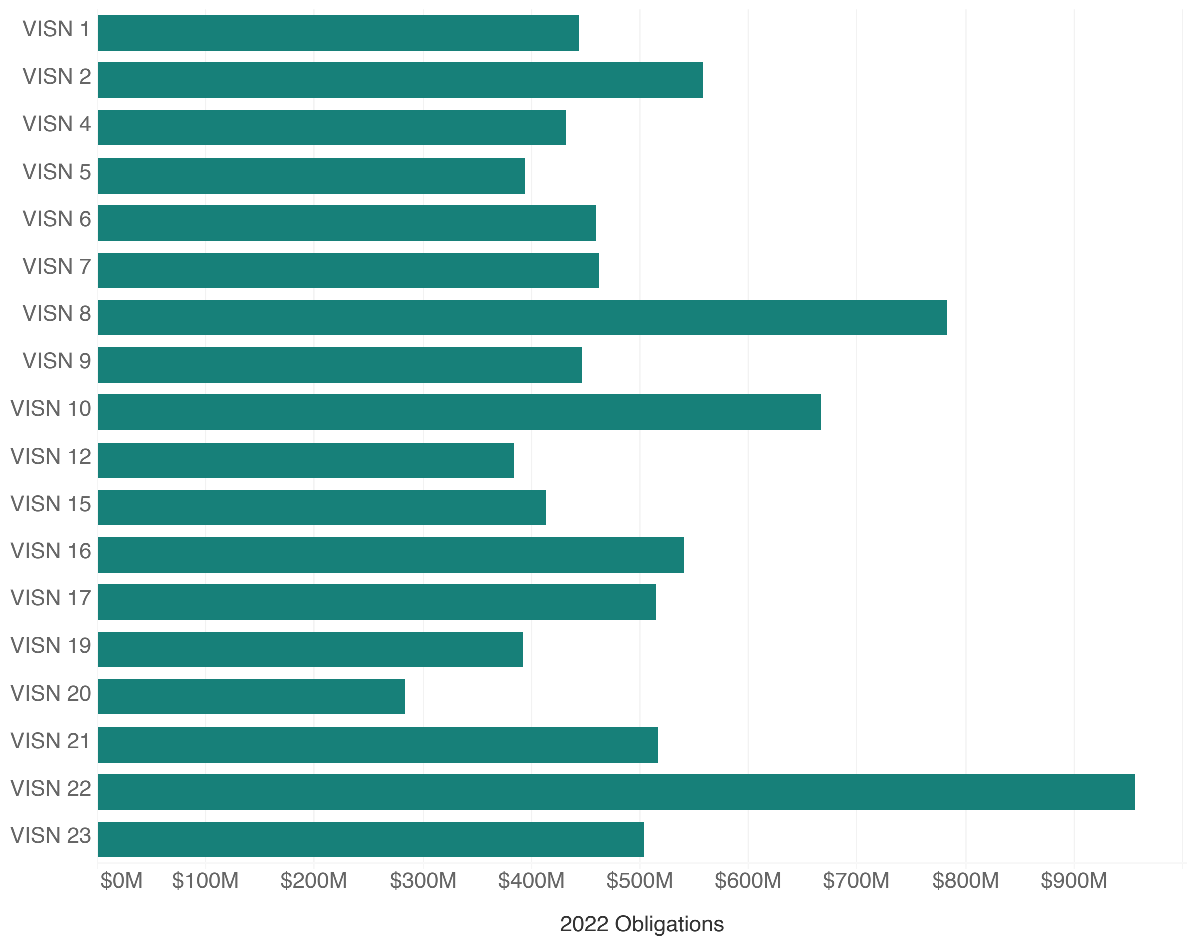
- This graph shows Federal spending by agency in the Medical Category, a grouping created by OMB as part of its Category Management initiative which is defined using Product/Service Codes. This category is mainly comprised of pharmaceuticals, medical supplies, and healthcare services (like nursing, medical/dental 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	2022 Healthcare Obligations	Growth	Marketshare
Veterans Affairs, Department of	$31,667,330,881.23	68.93%	73.80%
Defense, Department of	$52,799,369,727.29	-1.89%	13.31%
Health and Human Services, Department of	$10,312,952,503.16	3.74%	25.76%
Defense Health Agency (DHA)	$15,126,155,136.56	7.09%	87.58%
Defense Logistics Agency	$6,894,602,180.28	-4.46%	19.46%
Office of Assistant Secretary for Preparedness and Response (ASPR)	$2,422,704,251.38	3.86%	52.04%
Centers for Disease Control and Prevention (CDC)	$6,480,820,767.85	59.93%	74.10%
Army, Department of	$29,786,055,461.03	-2.48%	28.00%
Federal Emergency Management Agency	$221,907,743.11	-50.19%	8.09%
Air Force, Department of	$817,518,391.35	-52.83%	0.97%
Federal Prison System/Bureau of Prisons	$651,723,184.05	-25.32%	25.85%
National Institutes of Health	$373,120,446.47	-36.04%	4.91%
Indian Health Service	$997,220,931.39	16.84%	73.74%
All Other Agencies	$1,090,722,929.81		
Total	**$96,529,882,304.51**		

THE FEDERAL HEALTHCARE MARKET

SPENDING BY VA VISN



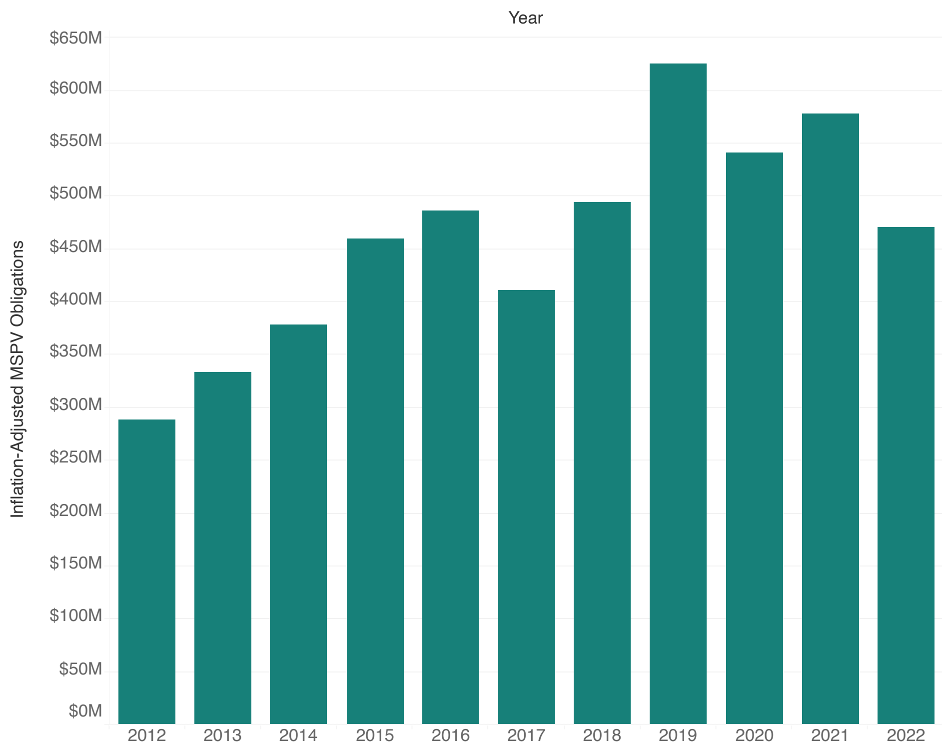
OBSERVATIONS

- The U.S. is divided into 18 Veterans Integrated Services Networks (VISNs).
- 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 19 percent of total VISN spending.

Source: System for Award Management

Office	2022 Obligations	Growth	Geographic Area
VISN 1	$444,035,035.53	-8.30%	New England
VISN 2	$557,908,231.30	-5.24%	NY, NJ
VISN 4	$431,663,335.47	3.25%	PA, DE
VISN 5	$393,417,170.31	12.81%	DC, MD, WV
VISN 6	$459,220,386.18	-18.57%	VA, NC
VISN 7	$461,584,773.30	0.09%	SC, GA, AL
VISN 8	$782,295,748.85	12.47%	FL, PR
VISN 9	$446,447,116.87	-10.71%	KY, TN
VISN 10	$667,138,137.73	-0.48%	MI, OH, IN
VISN 12	$383,601,043.78	5.15%	WI, IL
VISN 15	$413,917,058.44	24.68%	MO, KS
VISN 16	$539,917,593.82	4.89%	MS, LA, AR
VISN 17	$514,766,567.56	-6.40%	TX
VISN 19	$392,254,997.13	11.52%	MT, WY, CO, UT
VISN 20	$283,683,982.82	-28.94%	WA, OR, ID, AK
VISN 21	$516,416,308.51	10.31%	NV, Northern CA, HI
VISN 22	$956,755,742.72	-1.59%	AZ, NM, Southern CA
VISN 23	$503,669,264.98	6.44%	ND, SD, NE, MN, IA

MEDICAL/SURGICAL PRIME VENDOR PROGRAM



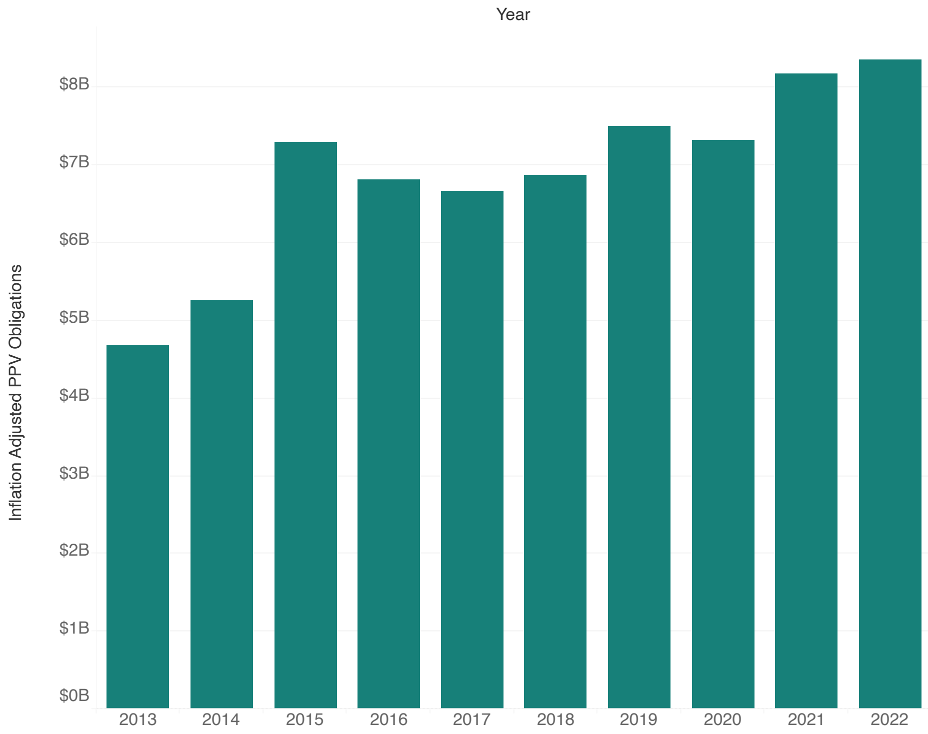
OBSERVATIONS

- This graph includes all spending through the MSPV contracts including the legacy, bridge, and next generation contracts.
- Spending through the MSPV program decreased by over 18 percent in FY 2022.

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	6.76%
2022	$470,802,184.34	-18.53%

VA PHARMACEUTICAL PRIME VENDOR



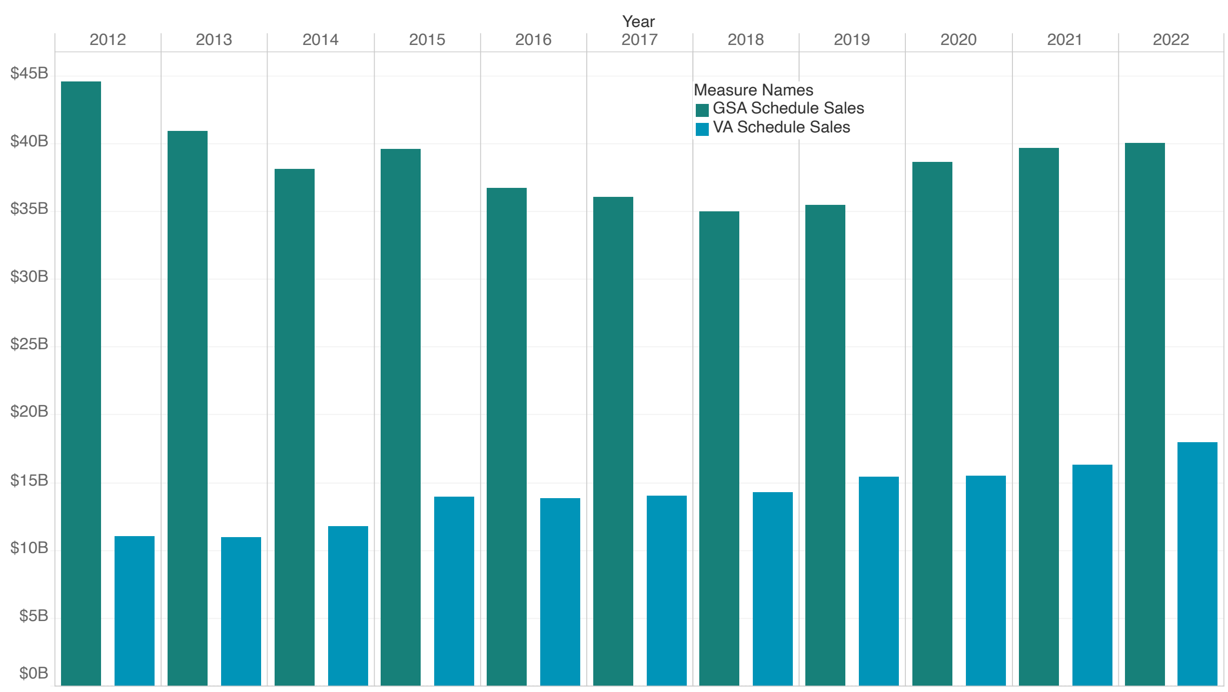
OBSERVATIONS

- This graph shows the spending through the VA's Pharmaceutical Prime Vendor (PPV) Program.
- Spending through the VA's PPV increased in FY 2022 by 2 percent.
- The PPV accounted for over 96 percent of the VA's pharmaceuticals spending, indicating that the program should continue to remain stable.

Source: System for Award Management

Year	Inflation Adjusted PPV Obligations	Growth
2013	$4,679,691,610.10	
2014	$5,267,683,273.92	12.56%
2015	$7,290,807,338.32	38.41%
2016	$6,806,641,259.39	-6.64%
2017	$6,667,445,076.75	-2.05%
2018	$6,873,371,938.54	3.09%
2019	$7,499,888,672.63	9.12%
2020	$7,320,625,928.12	-2.39%
2021	$8,169,090,784.81	11.59%
2022	$8,359,486,720.60	2.33%

VA SCHEDULES AND MARKET SHARE



OBSERVATIONS

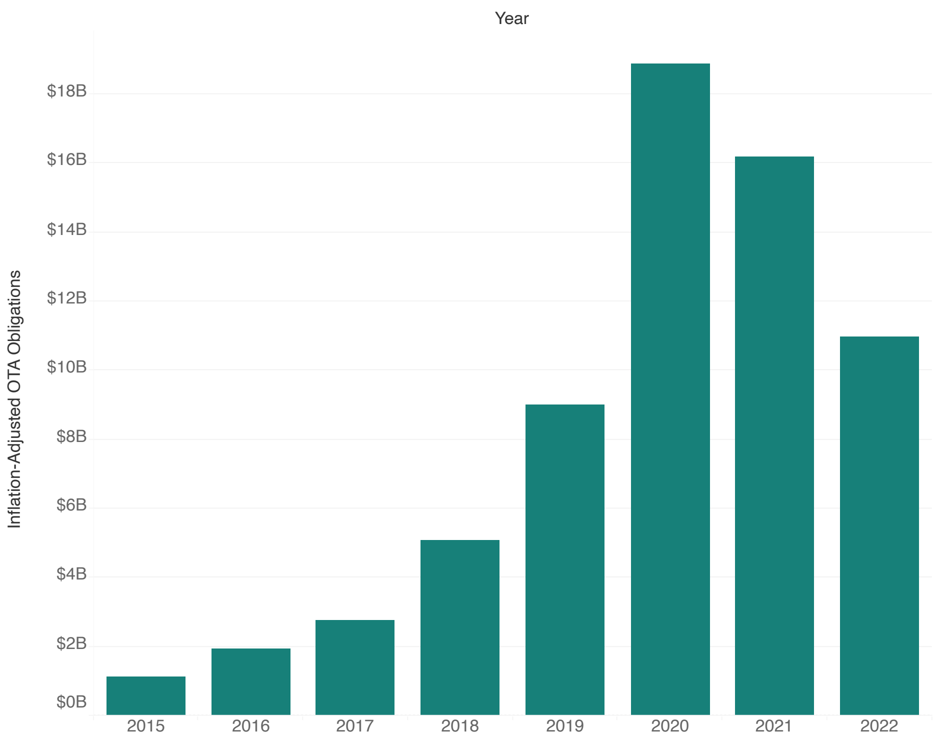
- This graph shows the spending through both the GSA and VA Schedule Programs.
- The VA Schedules account for almost 30 percent of total Schedule sales. The VA Schedule sales increased by nearly 10 percent in FY 2022.
- Combined VA and GSA Schedule sales increased by approximately 4 percent.
- Spending 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	$15,525,832,599.00	$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	$17,937,810,971.64	$57,974,007,685	69.06%	30.94%

THE COALITION FOR GOVERNMENT PROCUREMENT

OTHER TRANSACTION AUTHORITIES



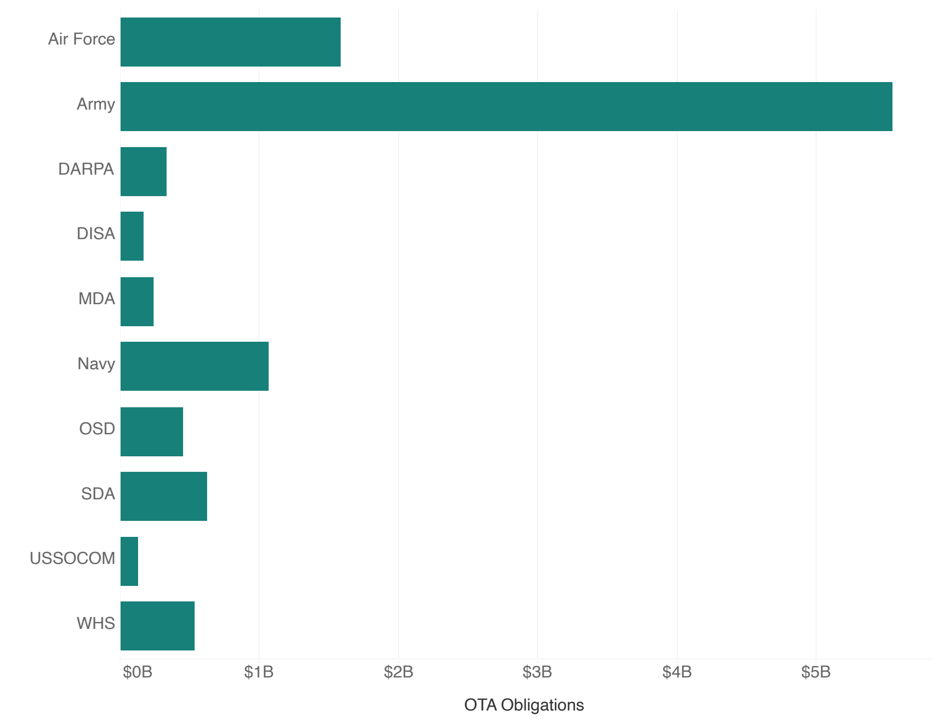
OBSERVATIONS

- This graph shows Other Transaction Authority (OTA) obligations by year.
- The flexibility that OTAs allow help to attract nontraditional defense contractors to participate in procurements and pave the way for innovative and modernized technologies to be used by agencies. 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.
- From FY 2015 to FY 2022, OTA obligations have increased by about 900 percent.
- OTA obligations spiked in FY 2020 and FY 2021 as a result of the Federal Government's COVID-19 response efforts. In FY 2022, OTA obligations decreased by 32 percent as the pandemic dwindled.

Source: System for Award Management

Year	Inflation-Adjusted OTA Obligations	Growth
2015	$1,107,709,755.23	
2016	$1,926,583,263.89	73.92%
2017	$2,759,870,179.63	43.25%
2018	$5,065,816,368.76	83.55%
2019	$9,004,961,120.37	77.76%
2020	$18,887,363,209.81	109.74%
2021	$16,189,912,397.67	-14.28%
2022	$10,954,002,672.56	-32.34%

OTA SPENDING BY AGENCY



OBSERVATIONS

- This graph breaks down OTA spending by agency.
- DoD accounted for over 98 percent of OTA spending in FY 2022. The vast 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 over 50 percent of all OTA obligations in FY 2022.

Source: System for Award Management

Agency	Obligations
Dept of the Army	$5,544,819,859.45
Dept of the Air Force	$1,579,261,743.12
Dept of the Navy	$1,064,768,443.21
Space Development Agency	$623,617,676.00
Washington Headquarters Services (WHS)	$533,925,139.20
Immediate Office of the Secretary of Defense	$449,304,271.14
Defense Advanced Research Projects Agency (DARPA)	$333,021,051.61
Missile Defense Agency (MDA)	$238,104,214.00
Defense Information Systems Agency (DISA)	$168,689,011.05
U.S. Special Operations Command (USSOCOM)	$125,125,444.65

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