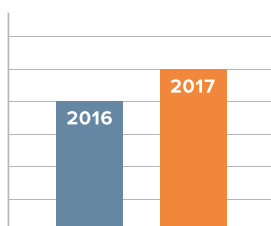


BEYOND REPORTING: PUBLIC SECTOR BUYING TRENDS

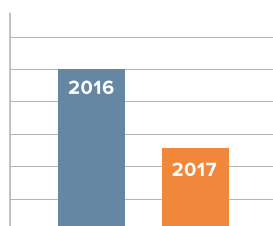
# Natural Disaster Services, Equipment, and Preparedness

SOLICITATIONS

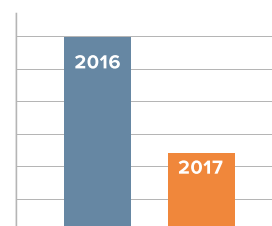


**21%** CHANGE BETWEEN 2016-2017

SPEND



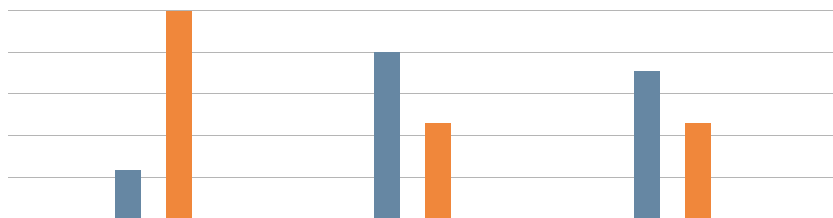
**50%** DECREASE BETWEEN 2016-2017



**72%** DECREASE IN AVERAGE SPEND PER ORDER

PRICE

**91%** INCREASE



Hazardous Material & Waste Services

**45%** DECREASE

Emergency Showers and Wash Stations

**31%** DECREASE

Emergency Kits for Vehicles, including First Aid and Tools

ON CONTRACT SPEND

**53%** INCREASE IN CONTRACT ORDERS BETWEEN 2016-2017



**37%** INCREASE IN 1 TIME PURCHASES BETWEEN 2016-2017



CONCLUSIONS

The public sector has spent less money on disaster preparedness services, equipment and supplies. Although, when looking at the geographic area of the spend, the spend can be tracked to locations of natural disasters that have impacted our country over the past few years.

# What this data means for you:

## 1 INCREASE IN SOLICITATIONS

Our data shows that overall there was an increase in solicitations for disaster preparedness, hazardous waste services, equipment and supplies – 21%, while the overall spend decreased almost 50%.

## 2 PRICING FOR SERVICES AND PRODUCTS

The data shows that the price fluctuations of emergency preparedness or emergency response products and supplies has been varied. The data seems to support that the cost of services has substantially increased while the price for products has decreased.

## 3 ESTABLISHED CONTRACTS

The data shows that although there was an overall decrease in spend, the total number of orders being placed is continuing to grow with a 53% increase in spend from established contracts. Additionally, there was an increase in 1-time purchases by 37%. This data demonstrates that the individual number of orders has increased, while the spend overall has decreased. This may be explained by the pure nature of the purchases – being emergency in nature. While agencies have far more focused on establishing contracts for potential needed goods and services – everything cannot be planned or expected which leads to an increase in 1- time type purchases in this commodity and services segment.

These *Beyond Reporting* data points were compiled by Periscope Holdings utilizing public sector data available thru their BuySpeed and BidSync technology solutions. Periscope Holdings is the leader in government procurement solutions, empowering more public sector organizations than any other procurement provider.

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