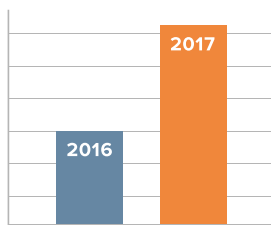


# BEYOND REPORTING: PUBLIC SECTOR BUYING TRENDS

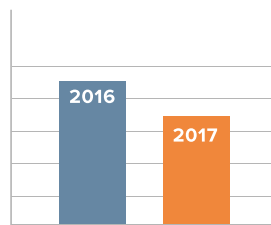
## *Highway Construction and Supplies*

### SOLICITATIONS

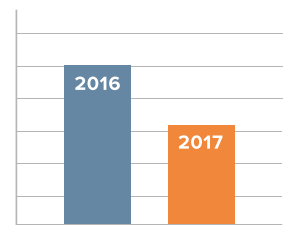


**106%** INCREASE BETWEEN  
2016-2017

### SPEND



**37%** DECREASE BETWEEN  
2016-2017



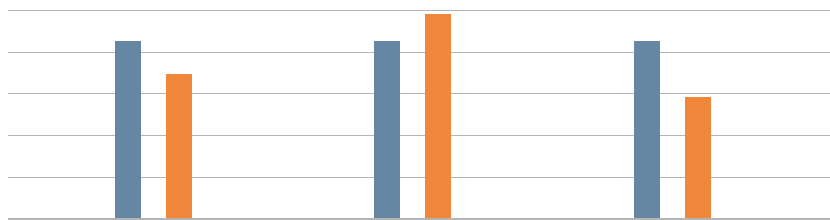
**65%** DECREASE IN AVERAGE  
SPEND PER ORDER

### PRICE

**21%**  
DECREASE

**29%**  
INCREASE

**42%**  
DECREASE



Asphalt, Emulsified

Asphalt, Oil

Ice and Snow  
Removal Chemicals

### ON CONTRACT SPEND

**14%** INCREASE IN CONTRACT  
ORDERS BETWEEN  
2016-2017



**96%** INCREASE IN 1 TIME  
PURCHASES BETWEEN  
2016-2017



### CONCLUSIONS

The public sector is spending less money on highway construction, road supplies and maintenance.

This may be due to capital improvement program schedules as well as a decrease in pricing for some supplies. In addition – the data shows that there was a large increase in 1-time purchases, while purchases from contracts also had a marked increase.

# What this data means for you:

## 1 INCREASED SOLICITATIONS

Our data shows that although spend decreased for these commodities from 2016 to 2017, the number of solicitation opportunities greatly increased, by 106%. This demonstrates strong competition by government agencies for the procurement of highway construction and supplies.

## 2 ESTABLISHED CONTRACTS FOR SUPPLIES

Data shows that today, more organizations are establishing contracts for highway supplies for repetitive purchases, while also processing more 1-time purchases. This provides an opportunity for greater spend analytics and increased contracting opportunities for greater savings and efficiencies.

## 3 SPEND CYCLE FOR HIGHWAY CONSTRUCTION AND SUPPLIES

This data shows that highway construction and supplies had a smaller footprint in spend from 2016 to 2017. This may be due to several organizations having bi-annual budgeting and capital improvement schedules. Research next year on the spend, providing a 3-year period, will provide greater insight as to the overall pattern for this commodity.

Periscope Holdings is able to produce these buyer trends because **we manage more public sector data, spend and bids than any other eProcurement provider.** Accurate, comprehensive data is essential for public procurement organizations to improve spend management and procurement practices, enhance strategies and receive better pricing.

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