

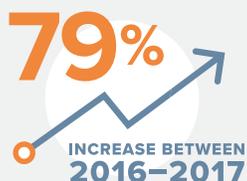
# BEYOND REPORTING: PUBLIC SECTOR BUYING TRENDS

## Janitorial & Cleaning



### SOLICITATIONS

Janitorial & Cleaning  
Equipment & Supplies



### SPEND

Janitorial & Cleaning  
Equipment & Supplies



### PRICE

Cleaner / Degreaser



Dry, Cotton,  
3"x24" Mop Heads



Latex Gloves



### ON-CONTRACT VS OFF- CONTRACT SPEND

**Decrease** in Total Spend  
On-Contract

**Increase** in Number  
of Items Ordered  
On-Contract

**Decrease** in Average Unit  
Cost of Items On-Contract

### CONCLUSIONS

The public sector is spending more money on janitorial and cleaning equipment and supplies. This is due to a combination of an increase in the number of supplies solicited as well as an overall increase of pricing on individual items. In addition – the data shows a wide variation in pricing on individual items.

Finally – our data shows that items purchased on contract tend to generate a lower cost per item – and more public sector organizations are taking advantage of on-contract strategies.

# What this data means for you:

## 1 PURCHASE MORE ITEMS ON-CONTRACT

Our data shows ordering items on contract generates lower cost per item. Ask yourself if your organization is utilizing enough contracts for purchasing. Identify areas to use more contracts.

## 2 TRACK SPEND OF SAME ITEMS ACROSS ENTIRE ORGANIZATION

Data shows many variations in pricing on the same items. Make sure your organization is tracking spend of items across your entire entity – not department by department. This data shows that there is room to negotiate lower prices, as organizations are receiving different pricing on the same items, and pricing is actually going down on some items.

## 3 PLAN FOR INCREASE IN SPEND ON JANITORIAL AND CLEANING

This data shows that government agencies are spending more on janitorial and cleaning equipment and supplies are becoming more expensive across government agencies. This data can be used to help plan and budget an increase in janitorial and cleaning spend in coming years.

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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