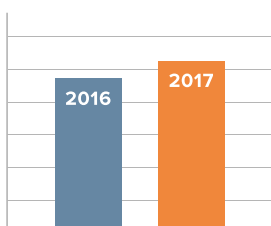


# BEYOND REPORTING: PUBLIC SECTOR BUYING TRENDS

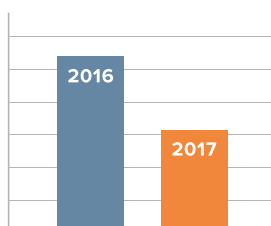
## *Printing and Equipment*

### SOLICITATIONS

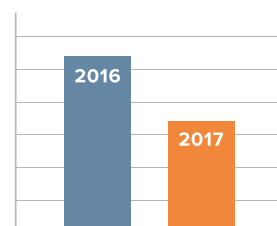


**12%** INCREASE BETWEEN  
2016–2017

### SPEND



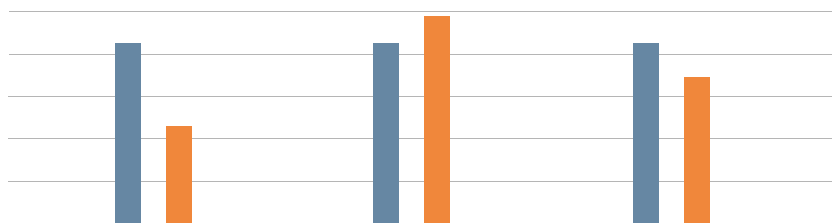
**45%** DECREASE BETWEEN  
2016–2017



**41%** DECREASE IN AVERAGE  
SPEND PER ORDER

### PRICE

**43%**  
DECREASE



Forms Printing  
- Not Continuous

Envelope Printing

Offset Printing -  
Booklets, Saddle Stick  
Binding

### ON CONTRACT SPEND

**83%** INCREASE BETWEEN  
2016–2017



**15%** DECREASE IN 1 TIME  
PURCHASES BETWEEN  
2016–2017



## CONCLUSIONS

As more work gets moved online, the public sector is spending less money on printing and printing equipment. For the money they did spend, we see an overall increase in purchases from established contracts. In addition – the data shows a wide variation in pricing depending on the type printing. Our data shows that contract utilization has increased for required printing needs while individual one-time quotes and purchases has decreased – creating efficiency and savings.

# What this data means for you:

## 1 PRINTING PRICES ARE VARIED

Our data shows that pricing for print items is varied and is related to the type of form, booklet, or envelope being purchased. This data provides an agency the ability to review purchases and consider alternative business approaches to reduce need or ensure targeted and expansive competition to further reduce costs.

## 2 ESTABLISHED CONTRACTS FOR PRINTING

Data shows that today, more organizations are establishing contracts for printing services versus quoting each printing job on an as-needed basis. This strategy typically provides improved pricing with increased service and consistency in quality delivery.

## 3 PLAN FOR A DECREASE IN SPEND ON PRINTING AND EQUIPMENT

This data shows that printing and print equipment are having a reduced footprint in overall Spend management by agencies. Although having some reduction in pricing, some areas are demonstrating increased pricing. This data can be used to help plan and budget a potential increase in printing and equipment depending on business needs 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.