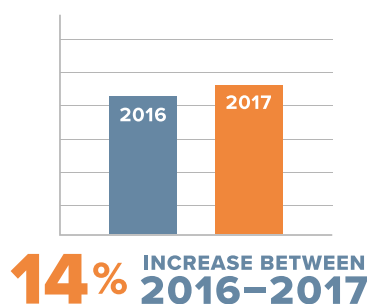


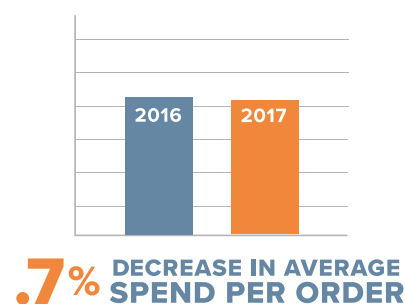
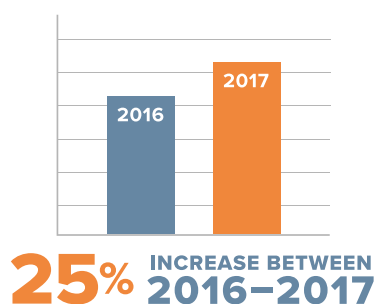
BEYOND REPORTING: PUBLIC SECTOR BUYING TECHNOLOGY TRENDS

Computer, Network and Cellular Equipment

SOLICITATIONS



SPEND

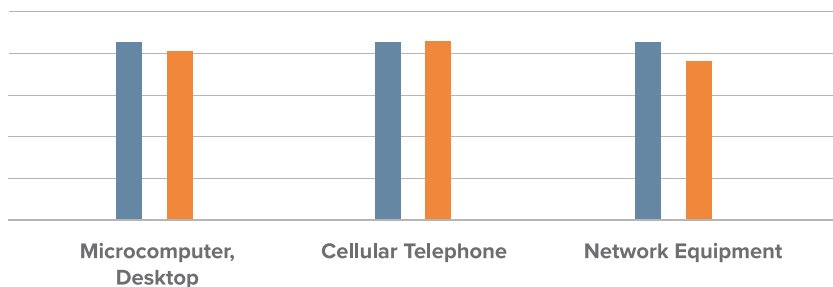


PRICE

4.8% DECREASE

NO CHANGE

8.3% DECREASE



ON CONTRACT SPEND

45% INCREASE IN CONTRACT ORDERS BETWEEN 2016-2017



9.3% INCREASE IN 1 TIME PURCHASES BETWEEN 2016-2017



CONCLUSIONS

The public sector is spending more money on computer, network equipment, and cellular telephones; technology equipment. This is consistent with the ever increasing demand for technology to assist governments in the achievement of productivity and efficiency. In addition – the data shows that there was a large increase in the number of purchases being made from established contracts.

What this data means for you:

1 INCREASED SOLICITATIONS

Our data shows that the spend increased significantly for these technology products from 2016 to 2017, with the number of solicitation opportunities increasing by 14%. This demonstrates strong sourcing analysis by government agencies for the procurement of technology products.

2 PRICING FOR TECHNOLOGY PRODUCTS

This data shows that the spend for technology products greatly increased; by 25% from 2016 to 2017. Although the spend increased, the average price per item decreased by .7%; excluding cellular telephones which showed no variance over the 2 year period.

3 ESTABLISHED CONTRACTS

Data shows that today, more organizations are sourcing by establishing contracts for technology products to aid in repetitive type purchases where feasible. Also, an increase was shown for processing more 1-time purchases when needed, for specific requirements.

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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