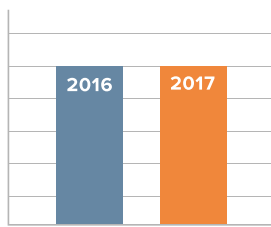


# BEYOND REPORTING: PUBLIC SECTOR BUYING TRENDS

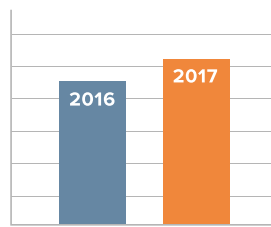
## Health Care and Medical Services

### SOLICITATIONS

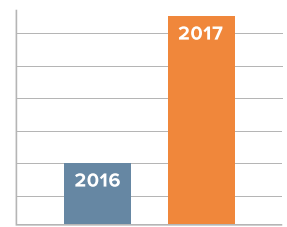


**0%** CHANGE BETWEEN 2016-2017

### SPEND



**13.5%** INCREASE BETWEEN 2016-2017



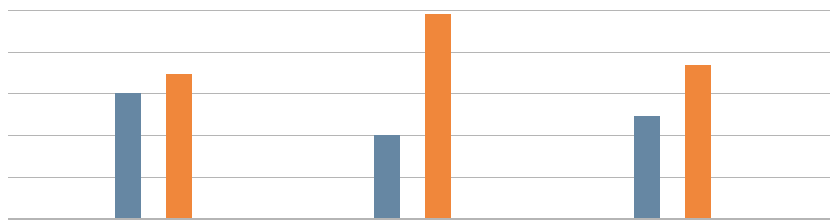
**328%** INCREASE IN AVERAGE SPEND PER ORDER

### PRICE

**18%**  
INCREASE

**107%**  
INCREASE

**55%**  
INCREASE



Health Care Services

Disease Prevention Services

Physicians, Pharmacists, and Other Specialties

### ON CONTRACT SPEND

**20%** INCREASE IN CONTRACT ORDERS BETWEEN 2016-2017



**8%** INCREASE IN 1 TIME PURCHASES BETWEEN 2016-2017



### CONCLUSIONS

The public sector is spending more money on medical services, including physicians, pharmacists, disease prevention, and health management. This is consistent with the demographics and overall aging population in the United States. In addition – the data supports the continued escalation in overall health care related costs.

# What this data means for you:

## 1 CONSISTENT SOLICITATIONS

Our data shows that the spend increased significantly for these health care services from 2016 to 2017, while the number of solicitation opportunities remained constant. This analysis coupled with the on-contract order data and average order size seems to indicate an opportunity for the establishment of more contracts.

## 2 PRICING FOR HEALTH CARE

This data shows that the spend for health care has increased by almost 14%, while the average order size growing by over 300%. With the large increase in the average order size and demand for services, it appears agencies are adopting the strategy of contract sourcing to address competition requirements with the execution of large dollar value orders off the contracts.

## 3 ESTABLISHED CONTRACTS

Data shows that today, more organizations are sourcing by establishing contracts for health care related services to aid in the delivery of needed services. Although the 1-time purchase also increased, providing an opportunity for even greater contract sourcing strategies to streamline the procurement process.

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.

LEARN MORE

[www.periscopeholdings.com](http://www.periscopeholdings.com)