

Stay in the Race During the Q4 Spending Blitz



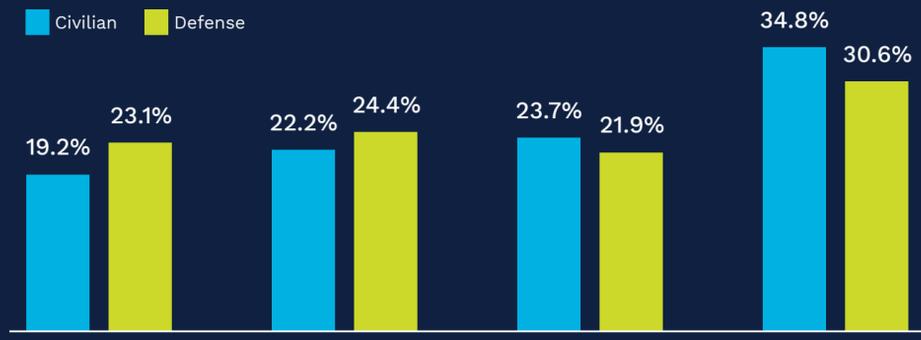
Q4 is the last chance for federal civilian and defense agencies to spend their appropriated funds. Historically, in Q4, civilian agencies spend 34.8% and the U.S. Department of Defense spends 30.6% of their obligated yearly appropriations.

34.8% Civilian Agencies

30.6% U.S. Department of Defense

Defense vs. Civilian Quarterly Spending Pattern

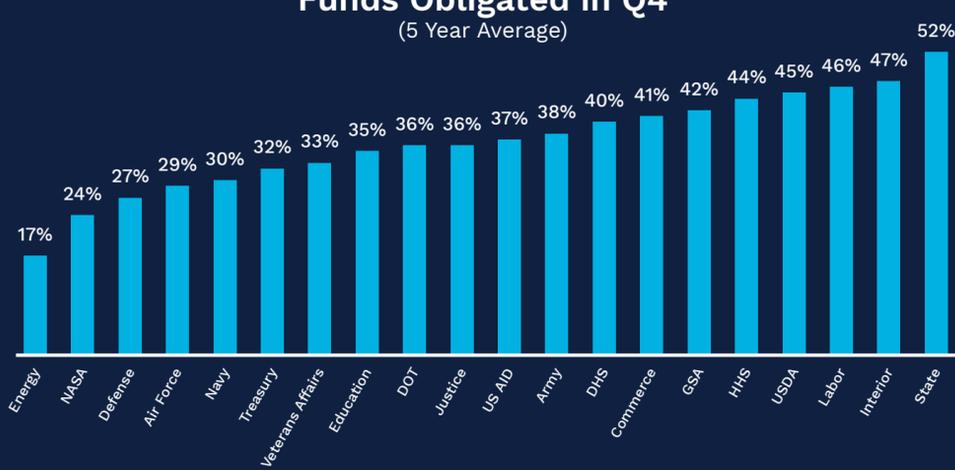
(Percent of Contracting — 5 Year Average)



Even though Q4 FY2020 spending is supposed to be modest, as the CARES Act legislation influenced some early contract activity, many agencies spend more than 40% of the money in Q4.

Funds Obligated in Q4

(5 Year Average)



September is essentially a double month! Nearly 17% of yearly contracting happens in this month.

4th Quarter Award Activity Spikes in September

(Percent of Contracting — 5 Year Average)



Agencies are still using well-established government-wide IT contract vehicles. Target agencies that requested quotes on GSA IT Schedule 70 and SEWP in FY19 Q4.

F19 Q4 Quote Requests: GSA IT Schedule 70 and SEWP

(Percent of Total Annual Quotes)

