Category Management SUM/BIC change, FY17 to FY18

Data included in this view has a reporting lag of 3 calendar months in order to help account for delayed department data. Text labels show FY18 values.

▲ Increase from Previous Year ▼ Decrease from Previous Year ■ No Change from Previous Year

FY17 minus 3mos

FY18 minus 3mos

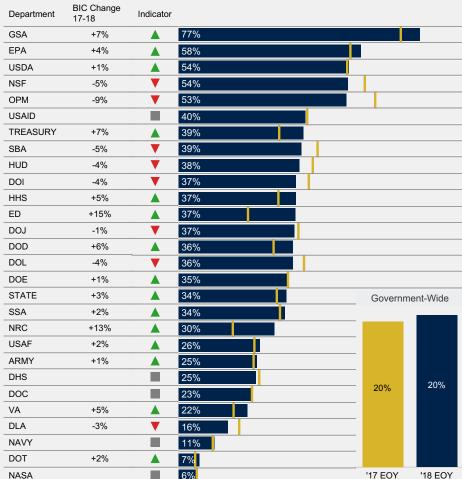
Spend Under Management (SUM) - 3 Months Lag

Obligation (in millions) on contracts that meet defined criteria for management maturity and data sharing. SUM is defined by a tiered maturity model, which includes three tiers that address five attributes: leadership, strategy, data, tools, and metrics.



Best In Class (BIC) - 3 Months Lag

Best in Class is a designation by the Office of Management and Budget (OMB) for a preferred government-wide solution that: Allows acquisition experts to take advantage of pre-vetted, government-wide contract solutions; Supports a government-wide migration to solutions that are mature and market-proven; Assists in the optimization of spend, within the government-wide category management framework; and increases the transactional data available for agency level and government-wide analysis of buying behavior.



Data Updated 5/1/2019 11:10:21 PM; Data Through 4/30/2019

Category Management SUM/BIC change, FY17 to FY18

Data included in this view has a reporting lag of 3 calendar months in order to help account for delayed department data. Text labels show FY18 values.

▲ Increase from Previous Year ▼ Decrease from Previous Year ■ No Change from Previous Year

FY17 minus 3mos

FY18 minus 3mos

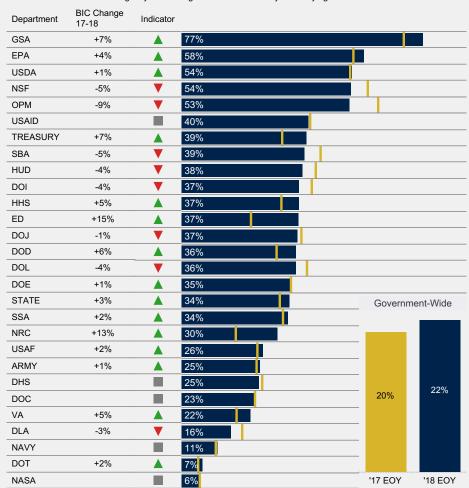
Spend Under Management (SUM) - 3 Months Lag

Obligation (in millions) on contracts that meet defined criteria for management maturity and data sharing. SUM is defined by a tiered maturity model, which includes three tiers that address five attributes: leadership, strategy, data, tools, and metrics.

SUM Change Department Indicator 17-18 \$7,480M DLA \$731M DOE (\$1,778M) \$7,411M VA (\$442M) \$6,823M \$6,462M DOD (\$1,259M) \$3,188M ARMY \$265M NAVY \$12M \$3.006M USAF (\$168M) \$2,440M \$1,847M (\$93M) DHS HHS (\$23M) \$1.265 \$939 **USAID** (\$479M) \$898 NASA (\$352M) \$85 **TREASURY** (\$498M) ED \$107M \$73 \$66 DOJ (\$65M) \$5 **GSA** \$1M \$4 STATE \$7M USDA \$36M Government-Wide DOC (\$21M) DOT (\$19M) OPM \$132M SSA (\$12M) DOI (\$1M) \$149M \$51B \$47B DOL \$21M \$111M EPA \$1M \$107M NSF (\$22M) \$103M HUD \$14M \$37M \mathbf{A} SBA \$19M \$21M NRC (\$3M) \$12M '17 EOY '18 EOY

Best In Class (BIC) - 3 Months Lag

Best in Class is a designation by the Office of Management and Budget (OMB) for a preferred government-wide solution that: Allows acquisition experts to take advantage of pre-vetted, government-wide contract solutions; Supports a government-wide migration to solutions that are mature and market-proven; Assists in the optimization of spend, within the government-wide category management framework; and increases the transactional data available for agency level and government-wide analysis of buying behavior.



Data Updated 6/4/2019 3:42:27 PM; Data Through 5/29/2019

Category Management SUM/BIC change, FY18 to FY19

Data included in this view has a reporting lag of 3 calendar months in order to help account for delayed department data. Text labels show FY18 values.

NRC

\$3.0M

▲ Increase from Previous Year ▼ Decrease from Previous Year ■ No Change from Previous Year

'18 EOY

FY19

FY18 minus 3mos

FY19 minus 3mos

Spend Under Management (SUM) - 3 Months Lag

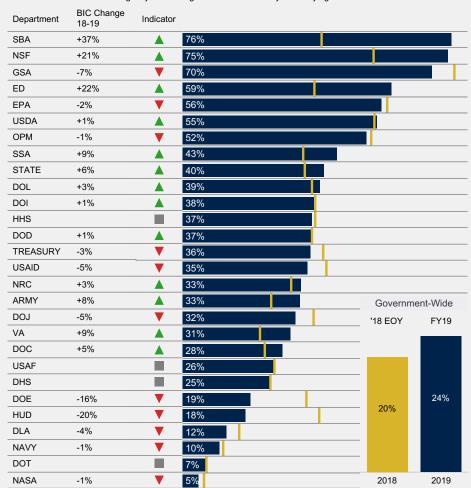
Obligation (in millions) on contracts that meet defined criteria for management maturity and data sharing. SUM is defined by a tiered maturity model, which includes three tiers that address five attributes: leadership, strategy, data, tools, and metrics.

SUM Change Department Indicator 18-19 \$7,325M DOD \$1,499.5M ARMY \$4,911.8M \$7,233M \$6,996M DOE \$2,105.5M \$4,075M VA (\$2,424.2M) \$4,050M DLA (\$1,910.1M) NAVY \$774.6M \$2.847M USAF \$2,800M \$864.9M \$1,215M \$194.2M HHS DHS (\$265.3M) \$1.198M **USAID** \$265.4M \$727M \$626N NASA \$0.6M DOJ \$58.5M \$6221 **TREASURY** (\$105.2M) \$579N \$527 **GSA** \$182.8M \$516 OPM \$271.1M \$41 ED (\$109.0M) DOC \$118.9M \$35 Government-Wide STATE (\$60.5M) SSA \$2.7M \$190M DOT (\$18.3M) \$189M USDA (\$65.1M) \$177M DOI (\$4.0M) \$97M \$43B DOL \$22.7M \$79M \$37B EPA (\$3.6M) \$61M NSF (\$35.5M) \$61M HUD (\$2.4M)\$25M \mathbf{A} SBA \$3.0M \$17M

\$10M

Best In Class (BIC) - 3 Months Lag

Best in Class is a designation by the Office of Management and Budget (OMB) for a preferred government-wide solution that: Allows acquisition experts to take advantage of pre-vetted, government-wide contract solutions; Supports a government-wide migration to solutions that are mature and market-proven; Assists in the optimization of spend, within the government-wide category management framework; and increases the transactional data available for agency level and government-wide analysis of buying behavior.



Data Updated 5/1/2019 11:10:21 PM; Data Through 4/30/2019

Category Management SUM/BIC change, FY18 to FY19

Data included in this view has a reporting lag of 3 calendar months in order to help account for delayed department data. Text labels show FY18 values.

▲ Increase from Previous Year ▼ Decrease from Previous Year ■ No Change from Previous Year

FY18 minus 3mos

FY19 minus 3mos

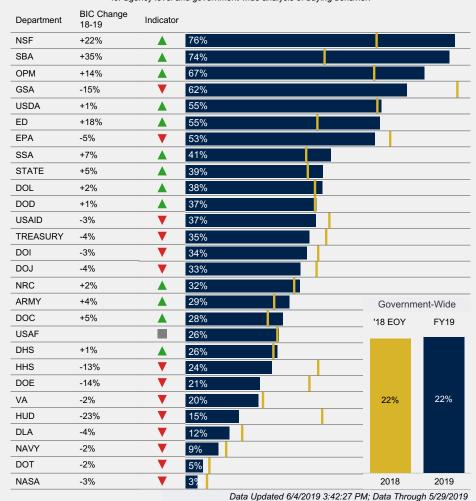
Spend Under Management (SUM) - 3 Months Lag

Obligation (in millions) on contracts that meet defined criteria for management maturity and data sharing. SUM is defined by a tiered maturity model, which includes three tiers that address five attributes: leadership, strategy, data, tools, and metrics.

SUM Change Department Indicator 18-19 \$8,631M ARMY \$5,442.8M DOD \$1,626.6M \$8,088M \$183.2M \$7,594M DOE VA (\$413.4M) \$6,409M \$5,154M DLA (\$2,320.4M) USAF \$2,503.8M \$4.944M \$682.5M \$3,688M NAVY \$1.663M DHS (\$184.0M) HHS \$266.3M \$1.532M NASA \$411.8M \$1,309M \$988M **USAID** \$49.1M GSA \$209.9M \$779M DOJ \$115.2M \$776M **TREASURY** (\$79.7M) \$772M ED \$12.1M \$751M \$534 OPM \$276.0M DOC \$155.0M \$460 Government-Wide \$38 STATE (\$93.8M) \$3 DOT \$12.3M USDA (\$35.5M) \$2 SSA \$28.7M DOI (\$6.8M) \$142M \$56B DOL \$6.0M \$117M \$47B NSF (\$0.3M) \$102M **EPA** (\$31.2M) \$76M HUD \$1.4M \$39M SBA (\$1.2M) \$20M NRC \$6.9M \$19M '18 EOY FY19

Best In Class (BIC) - 3 Months Lag

Best in Class is a designation by the Office of Management and Budget (OMB) for a preferred government-wide solution that: Allows acquisition experts to take advantage of pre-vetted, government-wide contract solutions; Supports a government-wide migration to solutions that are mature and market-proven; Assists in the optimization of spend, within the government-wide category management framework; and increases the transactional data available for agency level and government-wide analysis of buying behavior.



Category Management SUM/BIC, FY19 Progress to Targets

Data included in this view indicates current YTD progress (dark bars) toward OMB targets (light bars).

Text labels show Target values. Charts sorted by Target value descending.

FY19 OMB Target FY19 Actual

Spend Under Management (SUM)

Obligation (in millions) on contracts that meet defined criteria for management maturity and data sharing. SUM is defined by a tiered maturity model, which includes three tiers that address five attributes: leadership, strategy, data, tools, and metrics.

% of SUM SUM-Target Target Delta Department \$21.300M DOD 36% (\$13,735M) VA 27% (\$14.975M) \$20.655M DOE 47% (\$10,840M) \$20,594M DLA \$18,904M 21% (\$14,850M) NAVY 28% (\$7,550M) \$10,436M \$8,714M **ARMY** 91% (\$763M) \$8.532M USAF 37% (\$5,334M) \$6.837M DHS 37% (\$4,323M)\$5.190M HHS 43% (\$2,973M) NASA 35% (\$2,739M) \$4,209M **USAID** 39% (\$2,244M) \$3,705M DOJ 38% (\$1,960M) \$3,173M **TREASURY** \$2.890M 39% (\$1,758M) ED 51% (\$1,021M) \$2,070M DOT 24% (\$1,397M) \$1,846M \$1,711M DOC 42% (\$984M) STATE 50% (\$840M) \$1,690M \$1,452M **GSA** 90% (\$145M) USDA 42% (\$743M) \$1,281M \$1,103M SSA 24% (\$834M) Government-Wide DOI 30% (\$564M) \$804M DOL 33% (\$437M) \$648M OPM 148% \$238M \$492M 37.3% **EPA** 34% (\$307M) \$462M of FY Goal \$252M HUD 35% (\$164M) \$157.2B 150% \$91M \$180M NSF \$111M SBA 30% (\$78M)

NRC

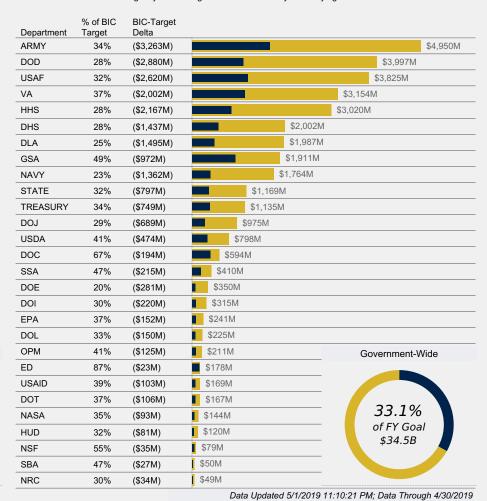
39%

(\$52M)

\$85M

Best In Class (BIC)

Best in Class is a designation by the Office of Management and Budget (OMB) for a preferred government-wide solution that: Allows acquisition experts to take advantage of pre-vetted, government-wide contract solutions; Supports a government-wide migration to solutions that are mature and market-proven; Assists in the optimization of spend, within the government-wide category management framework; and increases the transactional data available for agency level and government-wide analysis of buying behavior.



Category Management SUM/BIC, FY19 Progress to Targets

Data included in this view indicates current YTD progress (dark bars) toward OMB targets (light bars).

Text labels show Target values. Charts sorted by Target value descending.

FY19 OMB Target FY19 Actual

Spend Under Management (SUM)

Obligation (in millions) on contracts that meet defined criteria for management maturity and data sharing. SUM is defined by a tiered maturity model, which includes three tiers that address five attributes: leadership, strategy, data, tools, and metrics.

% of SUM SUM-Target Target Delta Department \$21.300M DOD 39% (\$13,001M) VA \$20.655M (\$12.410M) DOE 51% (\$10,105M) \$20,594M DLA \$18,904M 27% (\$13,744M) NAVY 36% (\$6,697M) \$10,436M \$8,714M **ARMY** 106% \$536M \$8.532M USAF 62% (\$3,247M) \$6.837M DHS 46% (\$3,672M)\$5,190M HHS 53% (\$2,436M) NASA 49% (\$2,157M) \$4,209M **USAID** 43% (\$2,101M) \$3,705M DOJ 45% (\$1,760M) \$3,173M **TREASURY** (\$1,606M) \$2,890M 44% ED 67% (\$684M) \$2,070M \$1,846M DOT 33% (\$1,242M) \$1,711M DOC 47% (\$908M) STATE 59% (\$686M) \$1,690M \$1,452M **GSA** 109% \$124M USDA 48% (\$664M) \$1,281M \$1,103M SSA 29% (\$783M) Government-Wide DOI 36% (\$516M) \$804M DOL 38% (\$404M) \$648M OPM 173% \$361M \$492M 45.6% **EPA** 40% (\$277M) \$462M of FY Goal \$252M HUD 42% (\$145M) \$157.2B 155% \$100M \$180M NSF \$111M SBA 35% (\$72M)

NRC

42%

(\$50M)

\$85M

Best In Class (BIC)

Best in Class is a designation by the Office of Management and Budget (OMB) for a preferred government-wide solution that: Allows acquisition experts to take advantage of pre-vetted, government-wide contract solutions; Supports a government-wide migration to solutions that are mature and market-proven; Assists in the optimization of spend, within the government-wide category management framework; and increases the transactional data available for agency level and government-wide analysis of buying behavior.

