

Category Management (FY 2016 - FY 2017)

■ Increase
 ■ No Change
 ■ Reduction

Spend Under Management (SUM)

Definition: Spend (in millions of dollars) 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.

Agency	Indicator	Change	
DOE	▼	-\$1,654M	\$21,053M
DOD	▲	\$1,124M	\$17,147M
VA	▲	\$1,311M	\$16,754M
DLA	▼	-\$2,748M	\$11,150M
ARMY	▲	\$282M	\$7,783M
NAVY	▼	-\$721M	\$7,146M
DHS	▲	\$184M	\$6,191M
USAF	▼	-\$677M	\$6,013M
HHS	▼	-\$6M	\$5,030M
NASA	▼	-\$119M	\$3,172M
DOJ	▼	-\$12M	\$2,748M
AID	▼	-\$41M	\$2,697M
TREASURY	▼	-\$701M	\$2,213M
GSA	▼	-\$146M	\$2,022M
ED	▼	-\$72M	\$1,912M
STATE	▲	\$29M	\$1,555M
DOC	▼	-\$89M	\$1,273M
DOT	▼	-\$239M	\$1,140M
USDA	▼	-\$50M	\$1,108M
SSA	▲	\$39M	\$835M
DOI	▼	-\$11M	\$708M
DOL	▲	\$24M	\$510M
EPA	▲	\$41M	\$428M
OPM	▲	\$39M	\$400M
HUD	▲	\$66M	\$257M
NSF	▲	\$5M	
SBA	▼	-\$1M	
NRC	▲	\$6M	

■ FY 2017
 ■ FY 2016

Best In Class (BIC)

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

Agency	Indicator	Change	
GSA	▲	40.27%	65.72%
OPM	▲	12.02%	61.33%
EPA	▲	13.62%	51.08%
NSF	▲	6.95%	47.27%
USAF	▲	10.59%	44.32%
STATE	▲	0.71%	43.95%
DOI	▲	10.17%	42.86%
SSA	▲	3.77%	37.27%
ARMY	▲	3.41%	37.08%
USDA	▼	-2.64%	35.60%
DOJ	▲	9.59%	32.93%
SBA	▲	0.54%	29.88%
HUD	▲	2.16%	29.51%
NRC	▲	5.92%	27.95%
DOC	▲	5.10%	27.45%
DOL	▲	7.31%	26.29%
TREASURY	▲	4.67%	25.14%
DHS	▲	0.42%	22.03%
HHS	▲	1.25%	17.63%
NAVY	▲	5.26%	15.01%
DOD	■	0.00%	11.19%
VA	▲	0.80%	8.80%
DOT	▲	0.89%	6.16%
AID	▲	0.66%	4.63%
NASA	▲	0.67%	3.70%
DLA	▼	-0.59%	3.36%
ED	▼	-0.07%	2.29%
DOE	▲	0.17%	1.29%