

Category Management (FY 2016 - FY 2017)

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

FY17 FY16

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	Change	Indicator	
DOE	\$308M	▲	\$21,943M
DOD	\$798M	▲	\$17,884M
VA	\$2,201M	▲	\$17,642M
DLA	\$1,166M	▲	\$15,300M
NAVY	-\$411M	▼	\$8,059M
ARMY	\$461M	▲	\$7,891M
USAF	\$37M	▲	\$7,197M
DHS	\$390M	▲	\$6,667M
HHS	\$96M	▲	\$5,118M
NASA	-\$41M	▼	\$3,015M
DOJ	\$213M	▲	\$2,788M
AID	\$17M	▲	\$2,725M
TREASURY	-\$632M	▼	\$2,282M
GSA	\$856M	▲	\$2,039M
ED	\$20M	▲	\$1,845M
STATE	\$164M	▲	\$1,833M
DOC	-\$44M	▼	\$1,334M
DOT	-\$192M	▼	\$1,189M
USDA	\$104M	▲	\$1,169M
SSA	\$42M	▲	\$837M
DOI	\$56M	▲	\$719M
DOL	\$49M	▲	\$535M
EPA	\$36M	▲	\$422M
OPM	\$49M	▲	\$409M
HUD	\$66M	▲	\$250M
NSF	\$17M	▲	\$166M
SBA	-\$1M	▼	\$89M
NRC	\$9M	▲	\$76M

Government-Wide

\$126B

\$131B

FY16 FY17

Best In Class (BIC)

Definition: 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. BIC is calculated as a percentage of total spend addressable to BIC solutions (BIC spend divided by total addressable BIC spend).

Agency	Change	Indicator	
GSA	42%	▲	68%
OPM	13%	▲	61%
NSF	9%	▲	52%
EPA	9%	▲	45%
AID	16%	▲	38%
DOI	8%	▲	37%
USDA	1%	▲	35%
DOJ	8%	▲	34%
SSA	2%	▲	31%
DOE	0%	■	31%
TREASURY	1%	▲	30%
DOL	7%	▲	28%
HUD	3%	▲	27%
STATE	3%	▲	26%
DOD	3%	▲	25%
DHS	0%	■	24%
SBA	-2%	▼	23%
USAF	2%	▲	23%
ARMY	3%	▲	21%
DOC	2%	▲	19%
VA	1%	▲	17%
NRC	4%	▲	15%
DLA	0%	■	14%
ED	-1%	▼	12%
HHS	-3%	▼	11%
NAVY	2%	▲	9%
NASA	1%	▲	6%
DOT	1%	▲	3%

Government-Wide

17%

20%

FY16 FY17

Category Management (FY 2017 Q2 - FY 2018 Q2)

▲ Increase from Previous Year's Q2 ▼ Decrease from Previous Year's Q2 ■ No Change from Previous Year's Q2

■ FY18 Q2 ■ FY17 Q2

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	Change	Indicator	
DOE	\$2,293M ▲	\$4,900M	
VA	-\$3,040M ▼	\$1,604M	
DOD	-\$1,503M ▼	\$1,314M	
DHS	-\$341M ▼	\$1,116M	
DLA	-\$2,728M ▼	\$939M	
HHS	\$45M ▲	\$926M	
NASA	-\$96M ▼	\$778M	
ARMY	-\$1,169M ▼	\$751M	
AID	-\$175M ▼	\$640M	
NAVY	-\$1,299M ▼	\$621M	
ED	\$291M ▲	\$579M	
TREASURY	-\$90M ▼	\$429M	
STATE	\$9M ▲	\$421M	
USAF	-\$1,268M ▼	\$403M	
DOC	\$42M ▲	\$334M	
DOJ	-\$66M ▼	\$289M	
GSA	-\$399M ▼	\$267M	
DOT	-\$52M ▼	\$254M	
USDA	\$23M ▲	\$229M	
DOI	\$1M ▲	\$144M	
SSA	\$60M ▲	\$128M	
DOL	\$19M ▲	\$112M	
EPA	-\$21M ▼	\$92M	
OPM	-\$12M ▼	\$49M	
NSF	-\$13M ▼	\$29M	
NRC	-\$1M ▼	\$13M	
SBA	\$4M ▲	\$12M	
HUD	-\$19M ▼	\$11M	
			Government-Wide
			FY17 Q2 FY18 Q2
			\$27B \$17B


Best In Class (BIC)

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Agency	Change	Indicator	
NSF	11% ▲	65%	FY18 Target: 35%
SSA	24% ▲	60%	
DOI	-3% ▼	47%	
ARMY	25% ▲	46%	
EPA	-3% ▼	42%	
NRC	28% ▲	41%	
VA	17% ▲	36%	
USDA	-7% ▼	35%	
TREASURY	4% ▲	31%	
DOD	9% ▲	31%	
DOE	6% ▲	30%	
STATE	4% ▲	29%	
OPM	-24% ▼	28%	
DOL	2% ▲	26%	
USAF	2% ▲	25%	
GSA	-55% ▼	23%	
DOJ	-1% ▼	20%	
AID	2% ▲	20%	
DOC	7% ▲	19%	
DHS	-9% ▼	18%	
NAVY	10% ▲	16%	
SBA	-17% ▼	14%	
DLA	-2% ▼	12%	
HHS	3% ▲	11%	
ED	5% ▲	8%	
HUD	-15% ▼	5%	
NASA	-1% ▼	5%	
DOT	-2% ▼	2%	
			Government-Wide
			FY17 Q2 FY18 Q2
			19% 24%


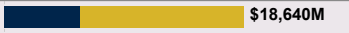
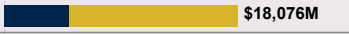




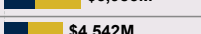
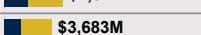
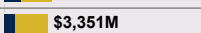
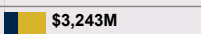
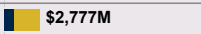
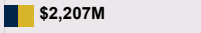
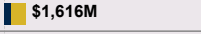
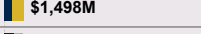


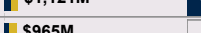

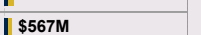
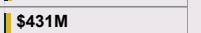


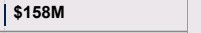




Category Management Progress Towards Target (FY18 Data Through 5/8/2018)

The following graphs depict an agency's current progress (Blue Bar) toward their total FY18 Goal (Gold Bar)

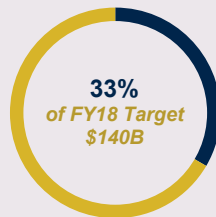
 FY18 through 5/8/18  FY18 Target

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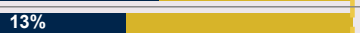
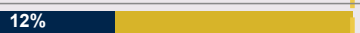
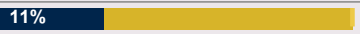
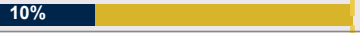




Agency	SUM FY18 as % of Target	Difference from Target	
DOE	51%	-\$12,631M	
DOD	31%	-\$12,793M	
VA	28%	-\$13,061M	
DLA	26%	-\$12,260M	
NAVY	18%	-\$7,522M	
ARMY	23%	-\$5,879M	
USAF	24%	-\$5,679M	
DHS	41%	-\$3,551M	
HHS	39%	-\$2,751M	
NASA	36%	-\$2,352M	
TREASURY	24%	-\$2,531M	
AID	33%	-\$2,184M	
DOJ	27%	-\$2,017M	
ED	46%	-\$1,188M	
DOT	29%	-\$1,143M	
DOC	37%	-\$949M	
STATE	44%	-\$823M	
GSA	48%	-\$662M	
USDA	42%	-\$646M	
SSA	35%	-\$623M	
DOI	34%	-\$467M	
DOL	33%	-\$380M	
OPM	26%	-\$320M	
EPA	39%	-\$248M	
HUD	26%	-\$162M	
NSF	24%	-\$120M	
SBA	29%	-\$69M	
NRC	38%	-\$46M	

Government-Wide



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Agency	Difference from Target	
SSA	27%	
NSF	9%	
EPA	2%	
VA	2%	
USDA	2%	
DOI	2%	
TREASURY	-1%	
DOE	-3%	
SBA	-3%	
OPM	-3%	
HUD	-4%	
DOL	-5%	
NRC	-5%	
GSA	-7%	
ARMY	-8%	
STATE	-11%	
DOJ	-12%	
DOD	-12%	
USAF	-13%	
AID	-15%	
DOC	-16%	
DHS	-19%	
ED	-22%	
DLA	-23%	
HHS	-24%	
NAVY	-25%	
NASA	-29%	
DOT	-32%	

Government-Wide

