

Category Management SUM/BIC change, FY16 to FY17

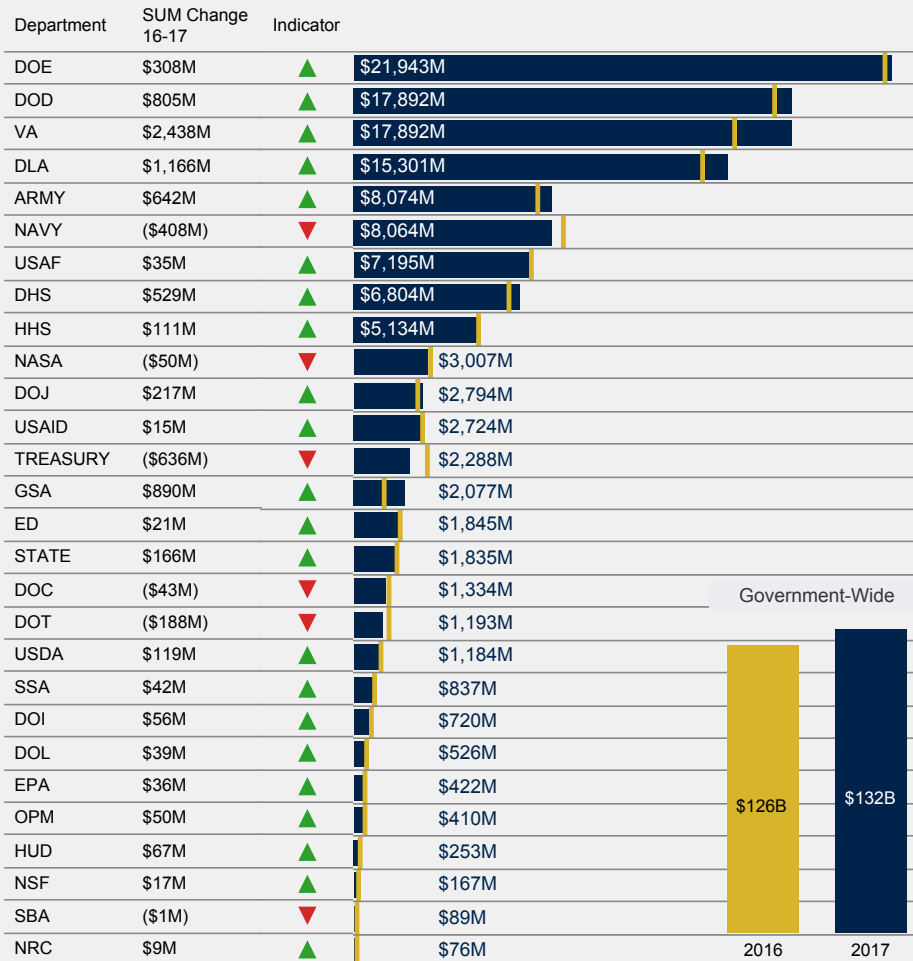
Note: Text labels show FY17 values

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

■ FY16 ■ FY17

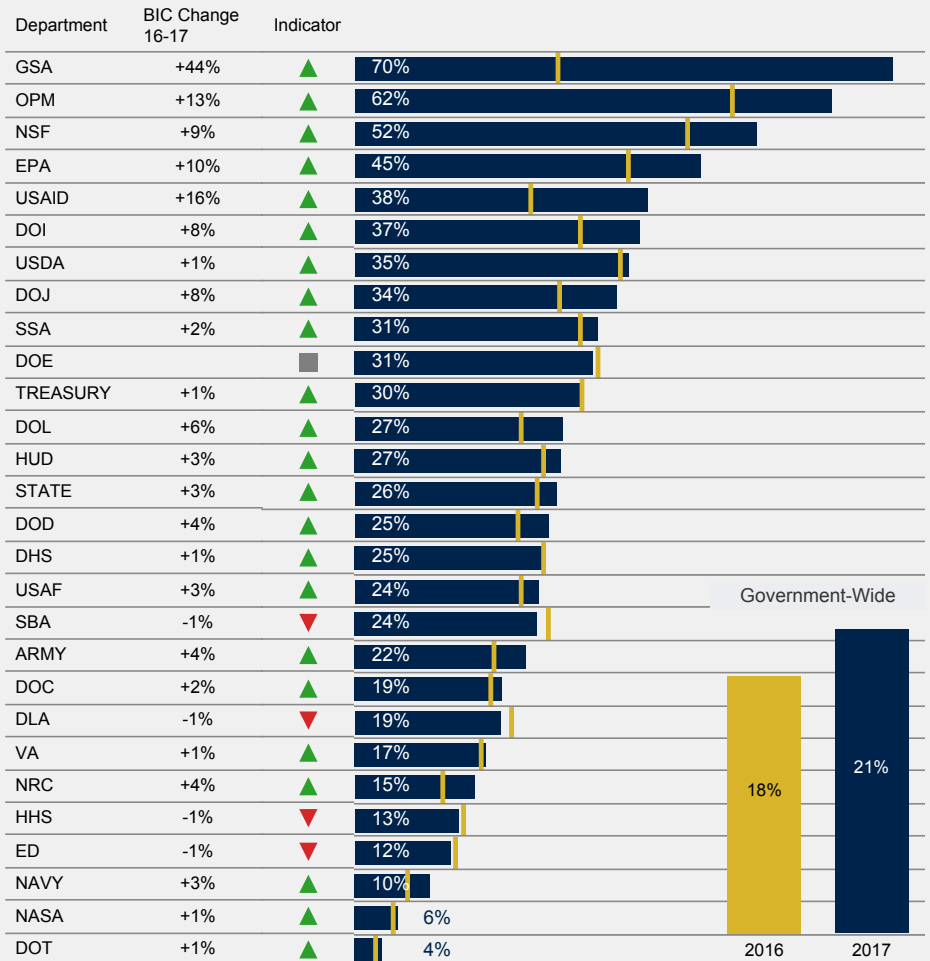
Spend Under Management (SUM)

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.



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.



Data Updated 8/8/2018 5:52:08 PM; Data Through 7/29/2018

Category Management SUM/BIC change, FY17 to FY18

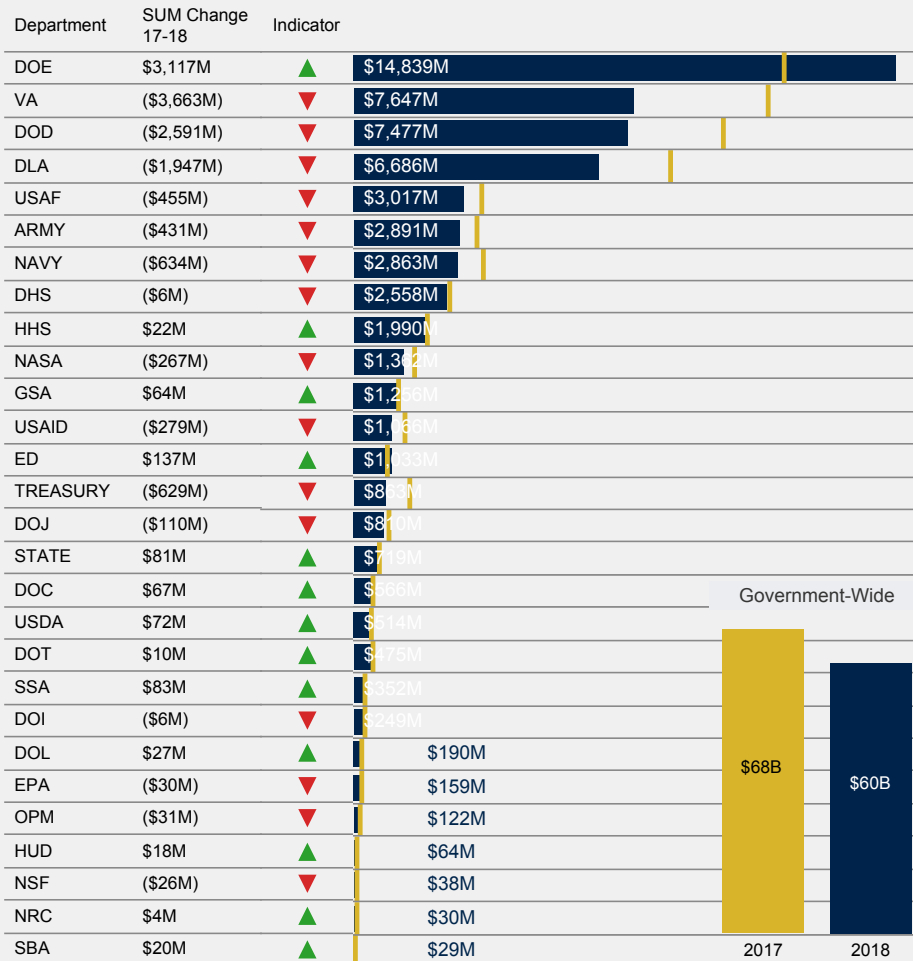
Data included in this view has a reporting lag of 3 calendar months in order to help account for delayed department data. Text labels show FY18 values.

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

■ FY17 minus 3mos ■ FY18 minus 3mos

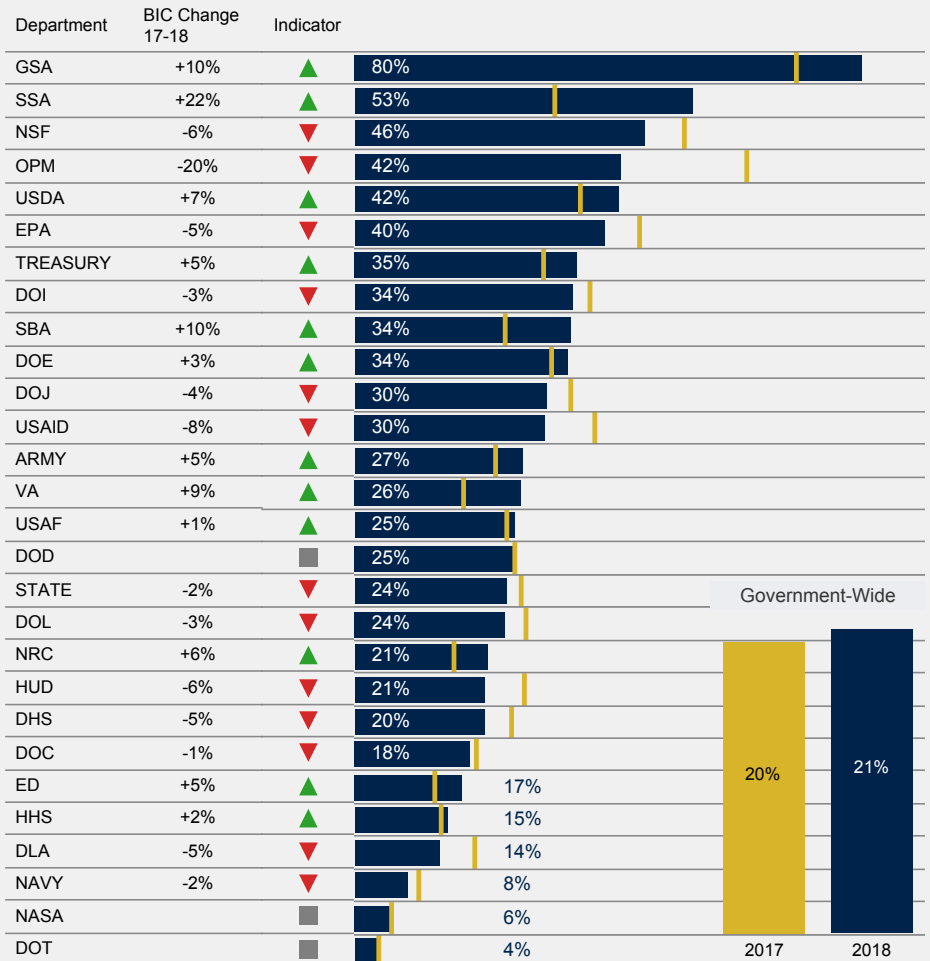
Spend Under Management (SUM) - 3 Months Lag

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

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Category Management SUM/BIC, FY18 Progress to Targets

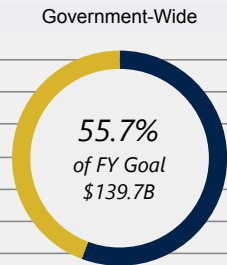
Data included in this view indicates current YTD progress (dark bars) toward OMB targets (light bars).
Text labels show Target values. Charts sorted by Target value descending.

■ FY18 OMB Target ■ FY18 Actual

Spend Under Management (SUM)

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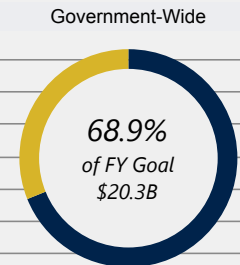
Department	% of SUM Target	SUM-Target Delta	Target Value
DOE	80%	(\$5,289M)	\$25,869M
DOD	41%	(\$10,950M)	\$18,640M
VA	50%	(\$9,029M)	\$18,076M
DLA	40%	(\$9,857M)	\$16,543M
NAVY	35%	(\$5,979M)	\$9,133M
ARMY	46%	(\$4,143M)	\$7,626M
USAF	48%	(\$3,852M)	\$7,467M
DHS	70%	(\$1,771M)	\$5,983M
HHS	74%	(\$1,171M)	\$4,542M
NASA	57%	(\$1,575M)	\$3,683M
TREASURY	41%	(\$1,983M)	\$3,351M
USAID	52%	(\$1,541M)	\$3,243M
DOJ	49%	(\$1,404M)	\$2,777M
ED	65%	(\$770M)	\$2,207M
DOT	50%	(\$801M)	\$1,616M
DOC	59%	(\$615M)	\$1,498M
STATE	69%	(\$458M)	\$1,479M
GSA	142%	\$537M	\$1,271M
USDA	66%	(\$378M)	\$1,121M
SSA	49%	(\$496M)	\$965M
DOI	58%	(\$296M)	\$703M
DOL	73%	(\$151M)	\$567M
OPM	45%	(\$235M)	\$431M
EPA	60%	(\$161M)	\$404M
HUD	49%	(\$112M)	\$221M
NSF	51%	(\$77M)	\$158M
SBA	49%	(\$50M)	\$98M
NRC	85%	(\$11M)	\$75M



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Department	% of BIC Target	BIC-Target Delta	Target Value
ARMY	53%	(\$1,693M)	\$3,613M
NAVY	13%	(\$2,921M)	\$3,352M
USAF	53%	(\$1,350M)	\$2,848M
DOD	47%	(\$1,106M)	\$2,067M
DHS	75%	(\$306M)	\$1,242M
HHS	71%	(\$279M)	\$955M
DOT	7%	(\$825M)	\$890M
VA	265%	\$1,197M	\$725M
TREASURY	77%	(\$159M)	\$698M
STATE	56%	(\$277M)	\$624M
DOJ	69%	(\$176M)	\$562M
NASA	17%	(\$434M)	\$522M
DOC	75%	(\$91M)	\$369M
SSA	112%	\$36M	\$291M
DLA	299%	\$502M	\$252M
USDA	149%	\$110M	\$227M
DOI	72%	(\$60M)	\$218M
DOE	108%	\$14M	\$174M
GSA	1,007%	\$1,270M	\$140M
DOL	95%	(\$5M)	\$97M
ED	42%	(\$52M)	\$89M
EPA	118%	\$15M	\$83M
USAID	88%	(\$10M)	\$80M
OPM	156%	\$34M	\$60M
HUD	74%	(\$13M)	\$49M
NRC	39%	(\$27M)	\$45M
NSF	255%	\$24M	\$15M
SBA	116%	\$2M	\$15M



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