

Category Management SUM/BIC change, FY16 to FY17

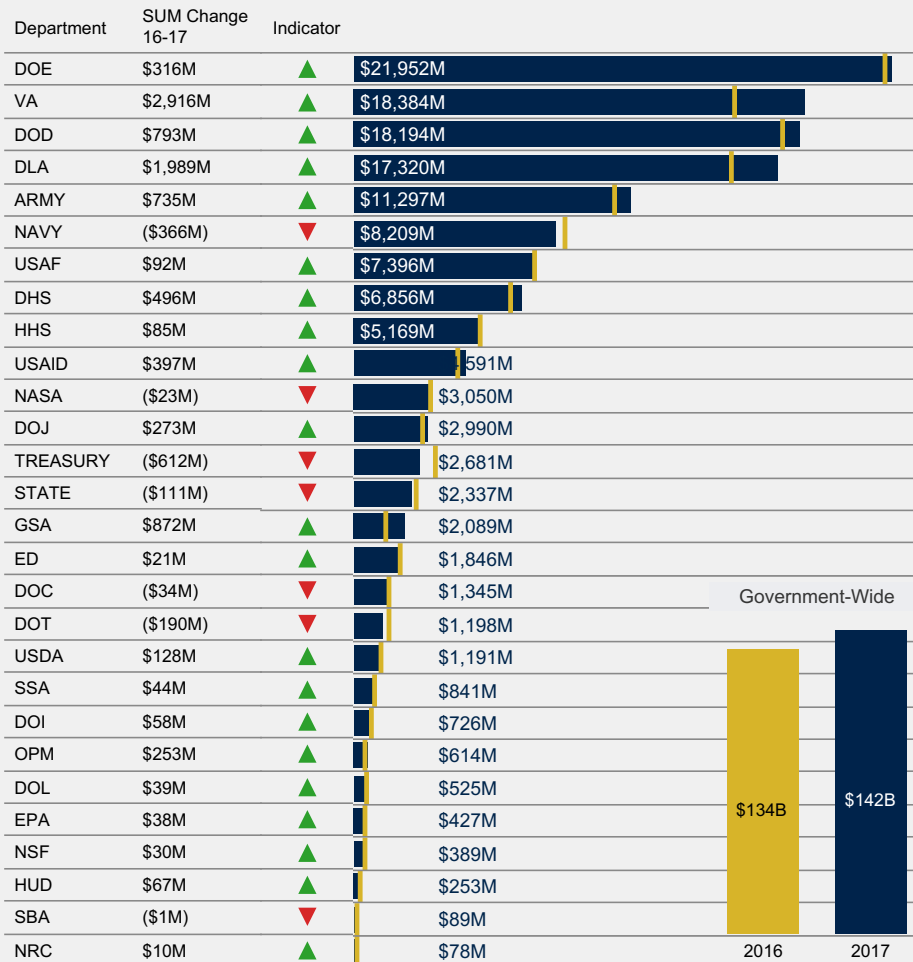
Note: Text labels show FY17 values

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

■ FY16 ■ FY17

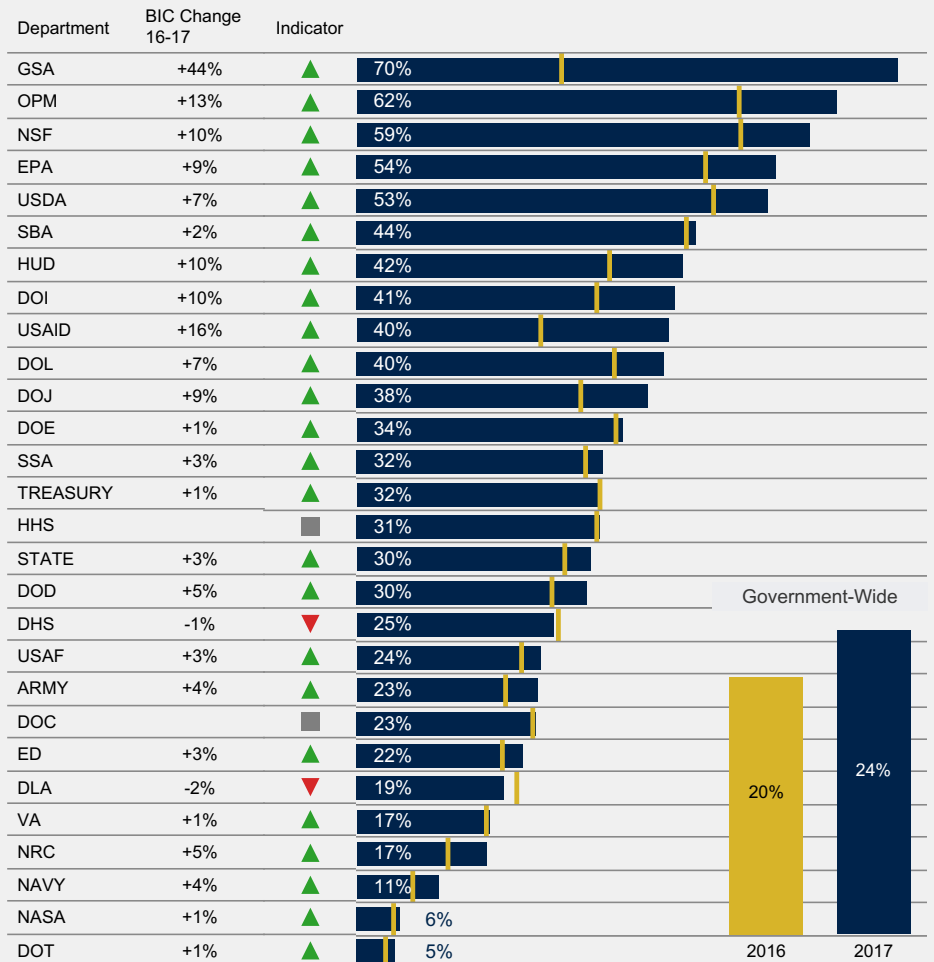
Spend Under Management (SUM)

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 12/3/2018 5:00:39 PM; Data Through 9/30/2018

Category Management SUM/BIC change, FY17 to FY18

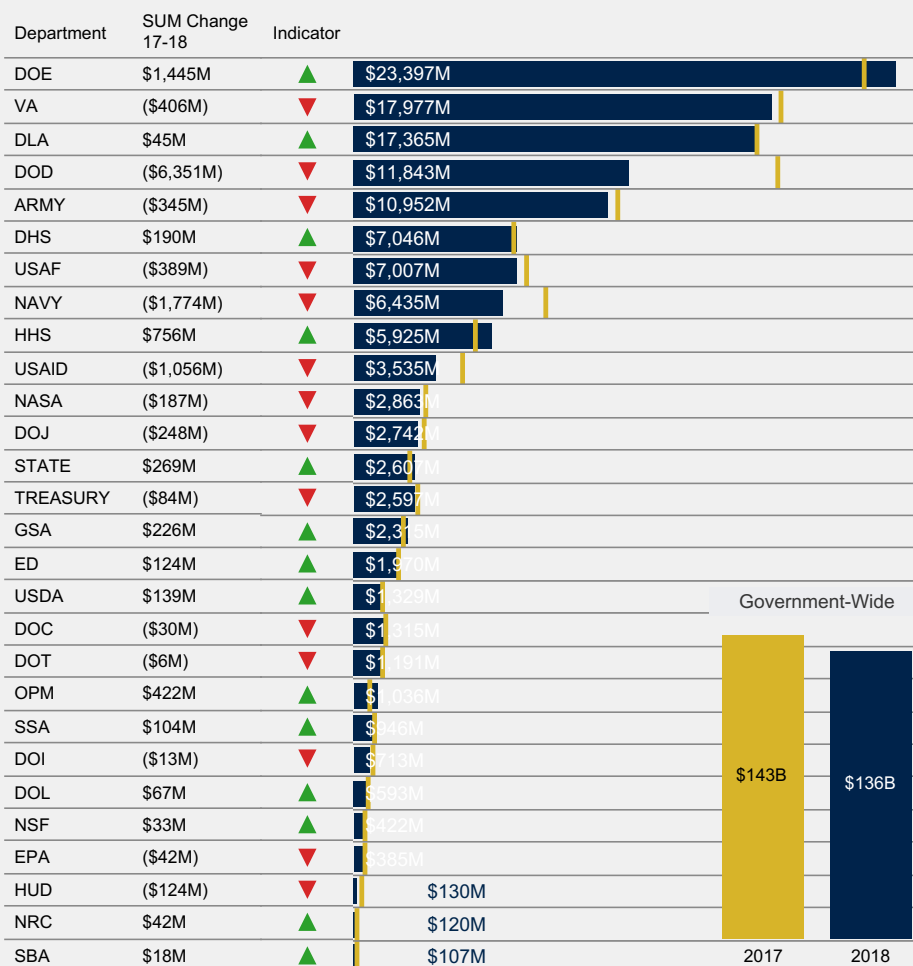
Data included in this view has a reporting lag of 3 calendar months in order to help account for delayed department data. Text labels show FY18 values.

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

■ FY17 minus 3mos ■ FY18 minus 3mos

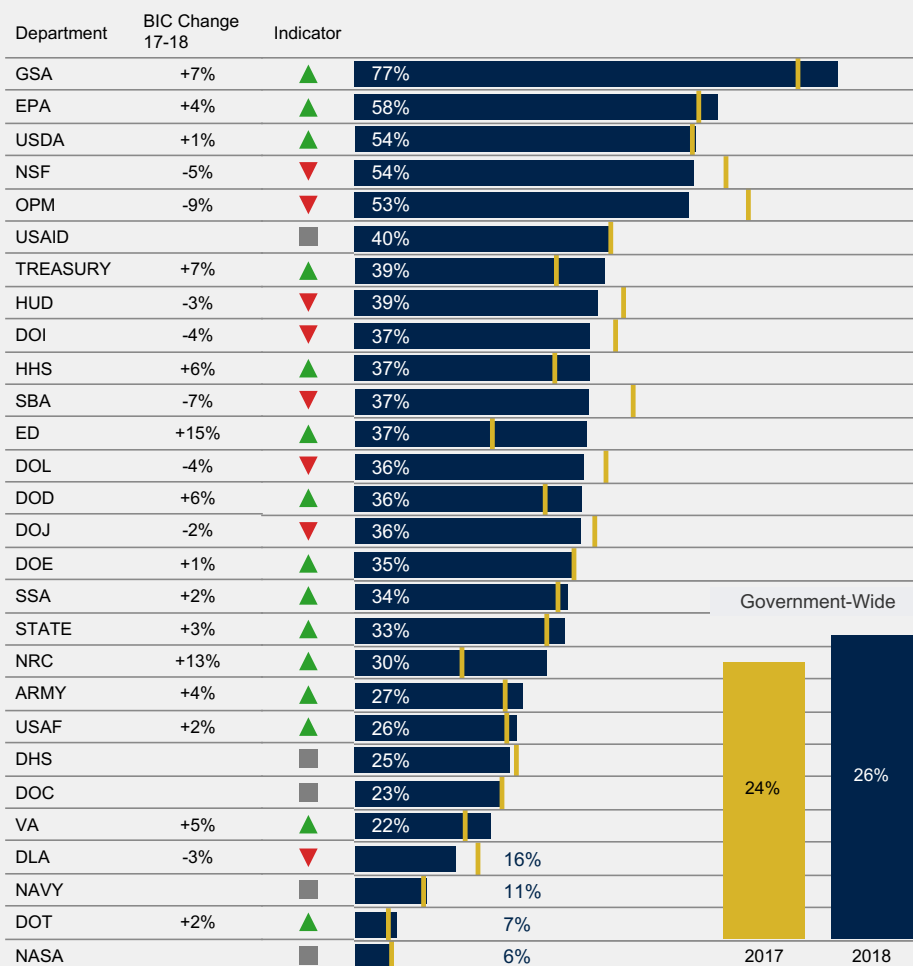
Spend Under Management (SUM) - 3 Months Lag

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

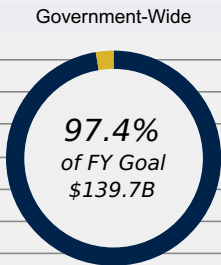
Data included in this view indicates current YTD progress (dark bars) toward OMB targets (light bars).
Text labels show Target values. Charts sorted by Target value descending.

■ FY18 OMB Target ■ FY18 Actual

Spend Under Management (SUM)

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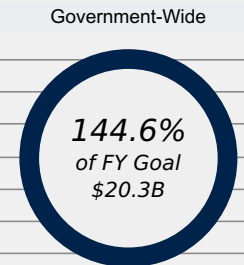
Department	% of SUM Target	SUM-Target Delta	Actual	Target
DOE	90%	(\$2,472M)	\$25,869M	\$25,869M
DOD	64%	(\$6,797M)	\$18,640M	\$18,640M
VA	99%	(\$99M)	\$18,076M	\$18,076M
DLA	105%	\$821M	\$16,543M	\$16,543M
NAVY	70%	(\$2,699M)	\$9,133M	\$9,133M
ARMY	144%	\$3,326M	\$7,522M	\$7,522M
USAF	94%	(\$460M)	\$7,467M	\$7,467M
DHS	118%	\$1,063M	\$5,983M	\$5,983M
HHS	130%	\$1,383M	\$3,542M	\$3,542M
NASA	78%	(\$821M)	\$3,683M	\$3,683M
TREASURY	78%	(\$754M)	\$3,351M	\$3,351M
USAID	109%	\$293M	\$3,243M	\$3,243M
DOJ	99%	(\$35M)	\$2,777M	\$2,777M
ED	89%	(\$237M)	\$2,207M	\$2,207M
DOT	74%	(\$424M)	\$1,616M	\$1,616M
DOC	88%	(\$182M)	\$1,498M	\$1,498M
STATE	176%	\$1,127M	\$3,479M	\$3,479M
GSA	182%	\$1,044M	\$1,271M	\$1,271M
USDA	119%	\$208M	\$1,121M	\$1,121M
SSA	98%	(\$19M)	\$965M	\$965M
DOI	101%	\$9M	\$703M	\$703M
DOL	105%	\$26M	\$567M	\$567M
OPM	241%	\$606M	\$431M	\$431M
EPA	95%	(\$19M)	\$404M	\$404M
HUD	59%	(\$91M)	\$221M	\$221M
NSF	268%	\$265M	\$158M	\$158M
SBA	110%	\$10M	\$98M	\$98M
NRC	162%	\$46M	\$75M	\$75M



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Department	% of BIC Target	BIC-Target Delta	Actual	Target
ARMY	113%	\$461M	\$3,633M	\$3,633M
NAVY	39%	(\$2,046M)	\$3,352M	\$3,352M
USAF	105%	\$142M	\$2,848M	\$2,848M
DOD	149%	\$1,013M	\$2,067M	\$2,067M
DHS	146%	\$568M	\$1,242M	\$1,242M
HHS	287%	\$1,787M	\$955M	\$955M
DOT	17%	(\$738M)	\$890M	\$890M
VA	395%	\$2,136M	\$725M	\$725M
TREASURY	138%	\$267M	\$698M	\$698M
STATE	168%	\$426M	\$622M	\$622M
DOJ	150%	\$278M	\$362M	\$362M
NASA	25%	(\$391M)	\$522M	\$522M
DOC	146%	\$170M	\$69M	\$69M
SSA	128%	\$82M	\$291M	\$291M
DLA	656%	\$1,402M	\$252M	\$252M
USDA	320%	\$499M	\$227M	\$227M
DOI	131%	\$68M	\$218M	\$218M
DOE	183%	\$145M	\$174M	\$174M
GSA	1,232%	\$1,586M	\$140M	\$140M
DOL	209%	\$106M	\$97M	\$97M
ED	179%	\$70M	\$89M	\$89M
EPA	264%	\$136M	\$33M	\$33M
USAID	191%	\$73M	\$80M	\$80M
OPM	316%	\$131M	\$80M	\$80M
HUD	224%	\$60M	\$49M	\$49M
NRC	99%	(\$1M)	\$45M	\$45M
NSF	472%	\$57M	\$15M	\$15M
SBA	300%	\$30M	\$15M	\$15M



Data Updated 12/3/2018 5:00:39 PM; Data Through 9/30/2018