

2020 GOVERNMENT PROCUREMENT REVIEW:





Challenges, Priorities, and Opportunities for Increased Efficiency

THE IMPACT OF A GLOBAL PANDEMIC

Top Three Obstacles Caused by COVID-19



Top Procurement Challenges in 2020



52%

Complying with agency quidelines and restrictions



48% Oversight, compliance and regulations limit flexibility and agility



Working within tight budget constraints



43% Skills gap in procurement staff



43% Increasing complexity of acquisitions

CONFIDENCE LEVELS WANING

Can Agencies Procure the Services They Need to Achieve Mission Objectives?

are not very, or only somewhat, confident

WORKING WITH 8(A) AND ALASKA NATIVE CORPORATIONS

6 out of 10 †††††††††

Civilian and defense respondents are unfamiliar with ability to sole source without justification & approval

– CIVILIAN –

Unaware of Ability to Issue Sole **Source Contracts** up to \$22M*

*Ouestion asked in August/September 2020 prior to the threshold increase to \$25M.

– DEFENSE –

Unaware of Details or Ability to Sole Source up to \$100M through NDAA

Understanding the Dollar Threshold of Direct/Sole Source Awards

A Missed Opportunity for Agency Procurement

Of those that responded, ONLY ONE answered correctly

> over 1/2 answered "I don't know"

Even higher among procurement-adjacent respondents

> nearly 7 out of 10 did not know

A LOOK AHEAD Where Are Procurement **Professionals** Investing in 2021 and Beyond? DON'T KNOW ■ NOT A PRIORITY FOR INVESTMENT

■ PRIORITY FOR INVESTMENT ALREADY IN USE



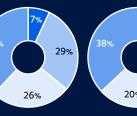




Training of

current staff





systems

Use of advanced technologies

(AI, RPA)