



2020 GOVERNMENT PROCUREMENT REVIEW:

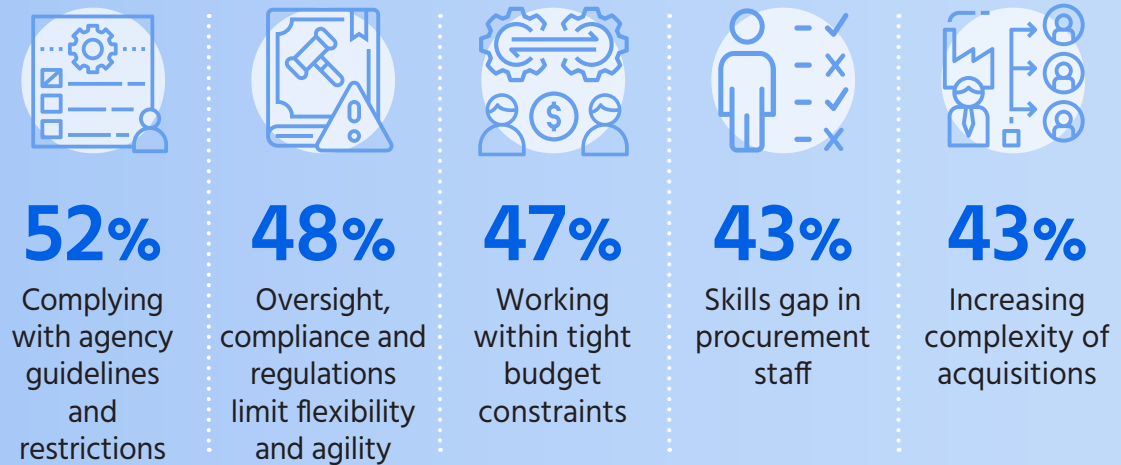
Challenges, Priorities, and Opportunities for Increased Efficiency

THE IMPACT OF A GLOBAL PANDEMIC

Top Three Obstacles Caused by COVID-19

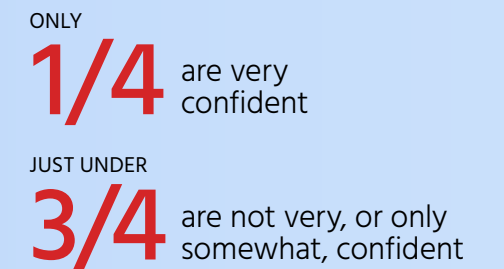


Top Procurement Challenges in 2020



CONFIDENCE LEVELS WANING

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



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*

*Question 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

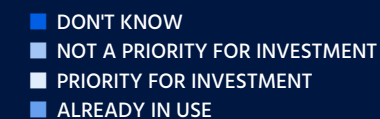
over 1/2 answered "I don't know"

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?



*For rounding purposes graphs may not add up exactly to 100%.

