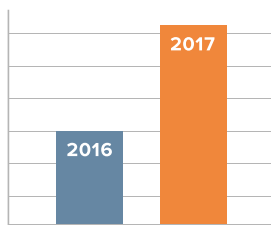


PERISCOPE'S COOL DATA

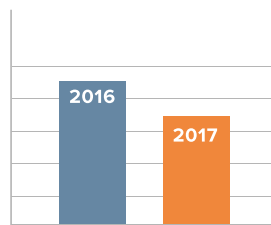
Highway Construction and Supplies Spending Trends in Government

SOLICITATIONS

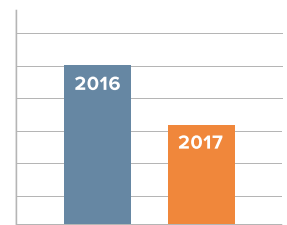


106% INCREASE BETWEEN 2016-2017

SPEND



37% DECREASE BETWEEN 2016-2017



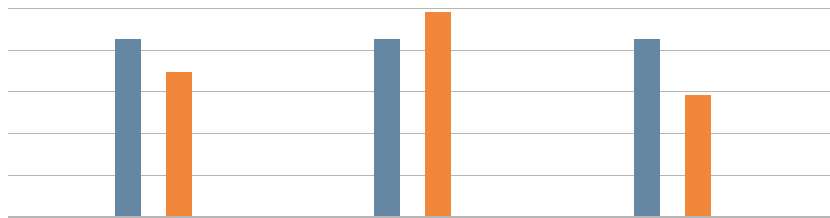
65% DECREASE IN AVERAGE SPEND PER ORDER

PRICE

21%
DECREASE

29%
INCREASE

42%
DECREASE



Asphalt, Emulsified

Asphalt, Oil

Ice and Snow Removal Chemicals

ON CONTRACT SPEND

14% INCREASE IN CONTRACT ORDERS BETWEEN 2016-2017



96% INCREASE IN 1 TIME PURCHASES BETWEEN 2016-2017



CONCLUSIONS

The public sector is spending less money on highway construction, road supplies and maintenance.

This may be due to capital improvement program schedules as well as a decrease in pricing for some supplies. In addition – the data shows that there was a large increase in 1-time purchases, while purchases from contracts also had a marked increase.

What this data means for you:

1 INCREASED SOLICITATIONS

Our data shows that although spend decreased for these commodities from 2016 to 2017, the number of solicitation opportunities greatly increased, by 106%. This demonstrates strong competition by government agencies for the procurement of highway construction and supplies.

2 ESTABLISHED CONTRACTS FOR SUPPLIES

Data shows that today, more organizations are establishing contracts for highway supplies for repetitive purchases, while also processing more 1-time purchases. This provides an opportunity for greater spend analytics and increased contracting opportunities for greater savings and efficiencies.

3 SPEND CYCLE FOR HIGHWAY CONSTRUCTION AND SUPPLIES

This data shows that highway construction and supplies had a smaller footprint in spend from 2016 to 2017. This may be due to several organizations having bi-annual budgeting and capital improvement schedules. Research next year on the spend, providing a 3-year period, will provide greater insight as to the overall pattern for this commodity.

These *Cool Data* points were compiled by Periscope Holdings utilizing public sector data available thru their BuySpeed and BidSync technology solutions. Periscope Holdings is the leader in government procurement solutions, empowering more public sector organizations than any other procurement provider. Using Periscope's

technology, procurement professionals have the ability to generate their own Cool Data as well as benchmark against the industry as a whole. Accurate, comprehensive data is essential for public procurement organizations to improve spend management and procurement practices, enhance strategies and receive better pricing.

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