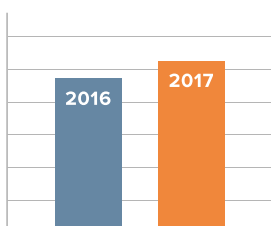# PERISCOPE'S COOL DATA
Printing and Equipment Spending Trends in Government

SOLICITATIONS
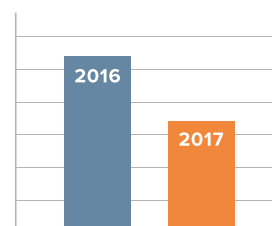
2016 2017

12% INCREASE BETWEEN 2016–2017

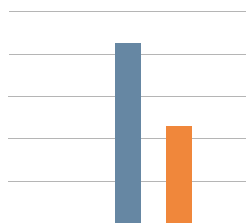## SPEND
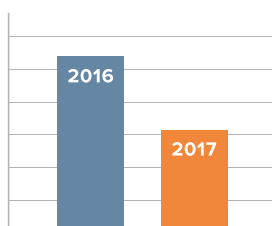
2016 2017

45% DECREASE BETWEEN 2016–2017

2016 2017

41% DECREASE IN AVERAGE SPEND PER ORDER

PRICE

43% DECREASE

29% INCREASE
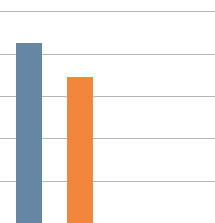
22% DECREASE

Forms Printing - Not Continuous
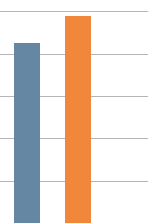
Envelope Printing

Offset Printing - Booklets, Saddle Stick Binding

ON CONTRACT SPEND

83% INCREASE BETWEEN 2016–2017

2016 2017

15% DECREASE IN 1 TIME PURCHASES BETWEEN 2016–2017

2017 2016

CONCLUSIONS

As more work gets moved online, the public sector is spending less money on printing and printing equipment. For the money they did spend, we see an overall increase in purchases from established contracts. In addition – the data shows a wide variation in pricing depending on the type printing. Our data shows that contract utilization has increased for required printing needs while individual one-time quotes and purchases has decreased – creating efficiency and savings.

What this data means for you:

1 PRINTING PRICES ARE VARIED

Our data shows that pricing for print items is varied and is related to the type of form, booklet, or envelope being purchased. This data provides an agency the ability to review purchases and consider alternative business approaches to reduce need or ensure targeted and expansive competition to further reduce costs.

2 ESTABLISHED CONTRACTS FOR PRINTING

Data shows that today, more organizations are establishing contracts for printing services versus quoting each printing job on an as-needed basis. This strategy typically provides improved pricing with increased service and consistency in quality delivery.

3 PLAN FOR A DECREASE IN SPEND ON PRINTING AND EQUIPMENT

This data shows that printing and print equipment are having a reduced footprint in overall Spend management by agencies. Although having some reduction in pricing, some areas are demonstrating increased pricing. This data can be used to help plan and budget a potential increase in printing and equipment depending on business needs in coming years.

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, eradicating waste and maximizing the value of every dollar spent. 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.