FEDERAL GOVERNMENT STRATEGIC SOURCING OF INFORMATION PRODUCTS AND SERVICES

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PREFACE

This report describes the current landscape of the federal marketplace regarding the acquisition of information goods and services, including electronic databases, books, and serials. It compiles comprehensive data from fiscal year (FY) 1979 through FY2012 on the amount federal agencies have spent on these products and services and also identifies major vendors. In addition, the report forecasts through FY2015 the potential savings to the federal government if agencies purchased these products and services through a strategic-sourcing initiative. The data are presented in the form of tables, graphs, and charts, accompanied by narrative explanation and analysis.

TABLE OF CONTENTS

Preface i

Introduction 1

Methodology 1

Overview of the Federal Strategic-Sourcing Initiative 3

Defining the Federal Information Market 4

Information Market Spending by Federal Agencies 14

Contractors in the Federal Information Market 20

Benefits of a Strategically Sourced Information Market 23

Appendix 1. Estimated Spending and Savings Projections 31

Appendix 2. Product Service Code Definitions 32

Appendix 3. Major Vendors for Major Information Commodities, FY2008–FY2012 34

Bibliography 46

TABLES

Table 1. Federal Information Market, Products and Services, FY1979–FY2012 5

Table 2. Federal Agencies' Spending on Information Products and Services, FY1979–FY2012 15

Table 3. Top 10 Contractors in the Federal Information Market, FY1979–FY2012 21

Table 4. Top 10 Contractors in the Federal Information Market, FY2008–FY2012 23

Table 5. FY2012 Spending by Agency Under Different Savings Scenarios 24

Table 6. Projected Growth and Savings in the Federal Information Market, FY2013–FY2015 31

Table 7. FY2013–FY2015 Total Spending Projections Based on Strategic-Sourcing Spending 31

Table 8. Formal Definitions of Product Service Codes 32

Table 9. Federal Information Market, Products and Services, FY2008–FY2012 34

Table 10. Top 50 Contractors in the Federal Information Market, FY1979–FY2012 35

Table 11. Top 50 Contractors in the Federal Information Market, FY2008–FY2012 38

Table 12. Top Contractors for Books and Pamphlets (PSC 7610), FY2008–FY2012 41

Table 13. Top Contractors for Administrative Support: Library (PSC R605), FY2008–FY2012 42

Table 14. Top Contractors for Newspapers and Periodicals (PSC 7630), FY2008–FY2012 43

Table 15. Top Contractors for Administrative Support: Information Retrieval (PSC R612), FY2008–FY2012 43

Table 16. Top Contractors for Web-Based Subscriptions (PSC D317), FY2008–FY2012 44

FIGURES

Figure 1. Value of the Federal Information Market by Fiscal Year, FY1979–FY2012 7

Figure 2. Size of the Federal Information Market, FY1980–FY2010 8

Figure 3. Value of the Federal Information Market by Quarter, FY1979–FY2012 9

Figure 4. Value of the Federal Information Market by Quarter, FY2008–FY2012 10

Figure 5. Federal Information Market, Average Quarterly Spending, FY1980–FY2012 11

Figure 6. Federal Information Market FY1979–FY2012, Products and Services 12

Figure 7. Federal Spending on Information Products and Services, FY1979–FY2012 13

Figure 8. Federal Information Market FY2008–FY2012, Products and Services 14

Figure 9. Federal Information Market Spending by Agency as a Proportion of Total Spending, FY1979–FY2012 17

Figure 10. Federal Information Market, Top Federal-Agency Spending Trends, FY1979–FY2012 18

Figure 11. Federal Information Market FY1979–FY2012, Top-Spending Federal Agencies 19

Figure 12. Federal Information Market, Top-Spending Federal Agencies, FY2008–FY2012 20

Figure 13. FY2012 Spending by Agency Using Different Savings Scenarios 25

Figure 14. Federal Spending Using Different Savings Scenarios, FY1979–FY2012 26

Figure 15. Federal Spending with 5-Percent Savings, FY1979–FY2012..... 27

Figure 16. Federal Spending with 9-Percent Savings, FY1979–FY2012..... 27

Figure 17. Federal Spending with 20 Percent Savings, FY1979–FY2012 27

Figure 18. Projected Growth and Potential Savings in the Federal Information Market, FY2013–FY2015..... 28

Figure 19. Total Spending Projections Based on Various Strategic-Sourcing Scenarios, FY2013–FY2015 30

INTRODUCTION

This report provides an analysis of the federal government's spending on information products and services from fiscal year (FY) 1979 through FY2012, as well as estimates of cost savings the federal government could realize from FY2013 through FY2015 by procuring information goods and services through a strategic-sourcing process. Among the topics analyzed herein are the products and services that compose the information market, the federal agencies that have been major purchasers of those products and services, and the contractors that have provided them. Throughout this report, data tables and graphs detail and illustrate the findings.

Briefly summarized, the findings are that from FY1979 through FY2012, federal-government agencies spent an estimated $8.8 billion—nearly $260 million annually—on print publications, electronic databases, information retrieval, and other commodities that can be collectively described as an "information market." If all federal agencies procured information products and services through the federal government's existing strategic-sourcing program, the Federal Strategic Sourcing Initiative (FSSI), the federal government could realize savings ranging from 5 to 20 percent, or around $83 million to $331 million in total savings for the three-year period from FY2013 through FY2015. In addition to these direct savings on purchases, the government could realize indirect savings on labor and other costs associated with procurement.

METHODOLOGY

The data in this report come from the Federal Procurement Data System–Next Generation (FPDS–NG), an on-line database that the U.S. General Services Administration (GSA) Federal Procurement Data Center operates to publicly disclose information on federal procurement contracts, including funding agency, award amount, and award recipient. The FPDS–NG has been operational since October 2003, at which time it replaced a previous system called the Federal Procurement Data System that the federal government had put into operation in 1978. The Office of Management and Budget (OMB) maintains a similar Web site called USAspending.gov, which also provides data on procurement contracts and on grants and loans. While some previous iterations of this report used data from USAspending.gov, this report is based on data from the FPDS–NG because the latter provides data for a greater time span

(FY1979 to present) than does USAspending.gov (FY2000 and later), thus allowing for better analyses of trends in federal spending.[1]

The first step in the research process was to determine the categories of goods and services that can be reasonably considered to constitute an information market by identifying the "product service codes" (PSCs) that federal procurement contracts use to classify contracted products and services. The researcher concluded that 15 PSCs cover information commodities (see table 1, below, for a listing of these PSCs) and then used the FDPS–NG Web site's "ezSearch" to acquire data on the 15 PSCs from FY1979 Q1 through FY2012 Q4, i.e., from October 1, 1978, through September 30, 2012.[2] Focusing on a) the federal agencies that awarded contracts for all 15 PSCs and b) the contractors that were awarded those contracts, the researcher downloaded more than 170,000 records in comma-separated value-format (CSV-format) files, converted the files to Microsoft Excel, and then used Excel to produce the analysis detailed herein. The data are accurate as of October 1, 2012, the date on which they were downloaded. Future iterations of this report will incorporate spending data after FY2012.

It should be noted that there are some possible concerns with the data used in this analysis. Various observers, including federal government agencies, have raised concerns about the accuracy and completeness of data in procurement databases, such as the FPDS and USAspending.gov. Over time, GSA, OMB, and other federal agencies have undertaken efforts to address those concerns, which have led to improvements in the accuracy and completeness of data, particularly data for FY2004 and later. One such effort was the creation of the FPDS–NG system as a successor to FPDS, and according to the July 2012 testimony of Department of the Treasury official Richard Gregg, Treasury has begun developing a system called the Payment

[1] U.S. Government Accountability Office (GAO), "Improvements Needed to the Federal Procurement Data System–Next Generation" (report no. GAO-05-960R, Washington, DC, September 27, 2005), http://www.gao.gov/assets/100/93613.pdf (accessed August 6, 2012); USAspending.gov, "Learn About USAspending.gov" (Washington, DC, n.d.), http://usaspending.gov/ learn?tab=FAQ (accessed April 15, 2012).

[2] To locate the relevant data in the FPDS–NG, the researcher used the search syntax PRODUCT_OR_SERVICE_CODE:"[PSC number]" SIGNED_DATE:[beginning date, end date]. For example, the search syntax for data on PSC 7610 (i.e., books and pamphlets) from FY1979 through FY2012 was PRODUCT_OR_SERVICE_CODE:"7610" SIGNED_DATE:[1978/10/01,2012/09/30]. It should also be noted that the first iteration of this study used 16 PSCs in its analysis, and the second incorporated 15 PSCs. One of the PSCs in the first study of the federal information market—miscellaneous printed matter (PSC 7690)—was dropped in the second analysis of the topic because it included substantial spending on products and services that were determined not to be information products and services. See William Noël Ivey, "Federal Government Strategic Sourcing of Information Products and Services" (report, Federal Research Division, Library of Congress, Washington, DC, December 2011), 4, http://www.loc.gov/flicc/publications/FRD/Strategic-Sourcing-Version-2_2011-Dec-5-Corrected.pdf (accessed April 15, 2012).

Information Repository (PIR) that will serve many of the same functions as FPDS–NG. The PIR is expected to be publicly available by July 2013.[3] As a consequence of concerns that have been raised about federal procurement data available at the time the research for this analysis was completed (November 2012), the findings in this paper are presented with the caveats that the data upon which they are based may contain inaccuracies and that the comparability of data across years is likely limited but to an unknown extent.

OVERVIEW OF THE FEDERAL STRATEGIC-SOURCING INITIATIVE

In May 2005, OMB and the Office of Federal Procurement Policy issued a memorandum requiring federal agencies to identify commodities that the government could efficiently purchase through strategic sourcing. The document defined strategic sourcing as "the collaborative and structured process of critically analyzing an organization's spending and using this information to make business decisions about acquiring commodities and services more effectively and efficiently."[4] Soon after, in November 2005, GSA and the Department of the Treasury launched the Federal Strategic Sourcing Initiative (FSSI), and the federal government later established individual FSSIs for domestic delivery services, office supplies, and wireless telecommunications services.[5] According to GSA, federal government agencies utilizing these FSSIs in FY2012 collectively saved $34.6 million on office supplies and $65 million on domestic delivery services, and $5.4 million on wireless services through August of that fiscal year. In percentage terms, federal agencies have saved 13 percent on their spending on office

[3] Michael Hardy, "Fixing the Next Generation Procurement Data System," *Federal Computer Week* 19, no. 40 (November 21, 2005): 65–66 (accessed via ProQuest, document ID 218835006); U.S. Government Accountability Office (GAO), "Improvements Needed to the Federal Procurement Data System–Next Generation"; U.S. Congress, Senate, Committee on Homeland Security and Governmental Affairs, *Show Me the Money: Improving the Transparency of Federal Spending*, 112th Cong., 2nd sess., July 18, 2012 (accessed via ProQuest Congressional). At this Senate hearing, Richard Gregg, Assistant Secretary, U.S. Department of the Treasury, testified that "PIR [Payment Information Repository] will allow information from payment systems to be viewed and analyzed in a single application that consolidates data from all Federal spending, including grants, contracts, loans, and agency expenses, thereby increasing Federal payment transparency. The PIR will capture and make available payment transaction data that can be linked to other government databases, such as USAspending.gov, to enable the public to follow a payment through the complete spending cycle - from appropriations to the disbursements of grants, contracts, and administrative spending."

[4] U.S. Office of Management and Budget, "Implementing Strategic Sourcing" (memorandum, Washington, DC, May 20, 2005), http://www.uspto.gov/web/offices/ac/comp/proc/OMBmemo.pdf (accessed July 15, 2011).

[5] U.S. General Services Administration, "About Strategic Sourcing," http://strategicsourcing.gov/gsa/about-strategic-sourcing (accessed July 26, 2011).

supplies, 18 percent on wireless services, and 38 percent on domestic delivery services.[6] Studies of strategic sourcing by private-sector entities and by public-sector agencies outside of the United States have found similar rates of savings, with savings ranging from 8 percent to 20 percent of procurement costs.[7]

DEFINING THE FEDERAL INFORMATION MARKET

In order to present an analysis of the federal government's spending on the "information market," it is necessary to define the term operationally as it is used in this paper. The U.S. federal government does not formally define the term "information market," and no widely referenced definition of this term or variants of it appear in academic or industry research on publishing and other aspects of the information industry. However, a taxonomy of products and services that constitute an information market can be constructed from classification systems that federal agencies use in procurement contracts. One such system is the aforementioned PSCs, specifying goods and services purchased under government procurement contracts, and another is the North American Industry Classification System (NAICS), which outlines categories of industries and commercial activities that provide products and services.[8]

The information in this report is based on data organized by PSC rather than NAICS categories, because PSC categories are more appropriate for identifying procured products and services. In federal procurement contracts, PSC designations identify the procured products and services, whereas NAICS classifications specify only the industries that produce and distribute goods and services.[9] Moreover, federal contract data on PSC classifications are more readily available than are contract data organized by NAICS categories, as the former is almost invariably listed in procurement contract data records available through the FPDS–NG and USAspending.gov, and the latter is often not included in those records.

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[6] U.S. General Services Administration, "Strategic Sourcing Metrics," http://strategicsourcing.gov/gsa/index.php (accessed October 28, 2012).
[7] Cathy Hayward, "Reforming the Old Bill," *Supply Management*, January 4, 2011, 21–23 (accessed via ProQuest, document ID 222195677); Carlos Niezen, Wulf Weller, and Heidi Deringer, "Strategic Supply Management," *MIT Sloan Management Review* 48, no. 2 (Winter 2007): 7 (accessed via ProQuest, document ID 2224964805).
[8] U.S. General Services Administration, "Frequently Asked Questions About FPDS-NG," https://www.acquisition.gov/faqs_whataboutfpds.asp#q16 (accessed July 28, 2011).
[9] U.S. Census Bureau, *2007 NAICS Definitions* (Washington, DC, 2007), n.p. [page 376 of downloadable PDF], http://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2007 (accessed July 19, 2011).

Based on PSC classifications, 15 categories of products and services can be considered to be components of the federal government's information market. These products and services, which are listed in table 1 (see below), consist of a diverse array of commodities, including books, electronic databases, and library services. For formal definitions of these PSCs, see table 8 in Appendix 2.

One finding that emerges from the data in table 1 is that federal government agencies spent around $8.8 billion on information products and services in the 34-year period from FY1979 through FY2012. In addition, federal agencies spent nearly 30 percent of those funds ($2.7 billion) in the last five fiscal years, FY2008 through FY2012. Average spending was nearly $260 million annually from FY1979 through FY2012 and even higher in the last five fiscal years—FY2008 through FY2012—at nearly $540 million annually, an indicator of growing government spending on information products and services.

These spending figures, however, may undercount the actual value of the information market, because they include only contract values for PSCs that can be reasonably categorized as part of an information market and not contracts for information products and services listing PSCs that cannot be so classified. For example, the $8.8 billion in federal spending on information products and services from FY1979 through FY2012 does not include contracts such as a Reed Elsevier agreement with the Department of the Treasury for the Lexis/Nexis electronic database under PSC 7030, "automatic data processing software." PSC 7030 covers commodities not defined as part of the information market, such as a Dell Incorporated contract with the Department of the Treasury for Dell Optiplex, a desktop computer system.

Table 1. Federal Information Market, Products and Services, FY1979–FY2012

Products and Services (Product Service Code)	Contracts (in $ millions) FY1979 to FY2012	Percentage of Total Contracts	Contracts (in $ millions) FY2008 to FY2012	Percentage of Total Contracts
Books and pamphlets (7610)	$1,900.6	21.5%	$662.1	24.4%
Web-based subscriptions (D317)	$1,806.7	20.4%	$472.1	17.4%
Administrative support: Library (R605)	$1,483.6	16.8%	$528.7	19.5%

Table 1. Federal Information Market, Products and Services, FY1979–FY2012

Products and Services (Product Service Code)	Contracts (in $ millions) FY1979 to FY2012	Percentage of Total Contracts	Contracts (in $ millions) FY2008 to FY2012	Percentage of Total Contracts
Administrative support: Information Retrieval (R612)	$1,071.1	12.1%	$475.9	17.5%
Maps, atlases, charts, and globes (7640)	$1,062.5	12.0%	$9.9	0.4%
Newspapers and periodicals (7630)	$1,025.8	11.6%	$476.3	17.5%
Microfilm processed (7670)	$196.8	2.2%	$7.3	0.3%
Drawings and specifications (7650)	$159.4	1.8%	$31.5	1.2%
Digital maps, charts, and geoditic products (7644)	$73.5	0.8%	$28.7	1.1%
Technical representation services—Books, maps, other publications (L076)	$37.6	0.4%	$13.0	0.5%
Aeronautical maps, charts, and geodesic products (7641)	$7.4	0.1%	$4.4	0.2%
Sheet and book music (7660)	$6.9	0.1%	$0.7	0.0%
Topographic maps, charts, and geodesic products (7643)	$3.0	0.0%	$1.4	0.1%
Hydrographic maps, charts, and geodesic products (7642)	$2.3	0.0%	$2.0	0.1%
Books, maps, other publications (76)	$0.0	0.0%	$0.0	0.0%
Total	$8,837.2	100.0%	$2,713.9	100.0%

Another finding is that federal-government spending on information products and services has fluctuated but has shown an overall increase over time. During the time span for which the FPDS–NG provides spending data on information products and services for completed

fiscal years—i.e., the period from FY1979 through FY2012—spending on information commodities increased from $76 million in FY1979 to $276 million in 2000 and then to $532 million in 2010. In FY2011 spending grew even further to nearly $584 million. Spending for FY2012 was $507 million, but this and other figures for recent fiscal years will likely increase as federal agencies continue to input and update spending data for those years into FPDS–NG. Figure 1, below, depicts the change in federal spending on information products and services from FY1979 through FY2012, with specific figures listed for FY1980 and for five-year intervals thereafter (i.e., spending figures for FY1985, FY1990, FY1995, etc).

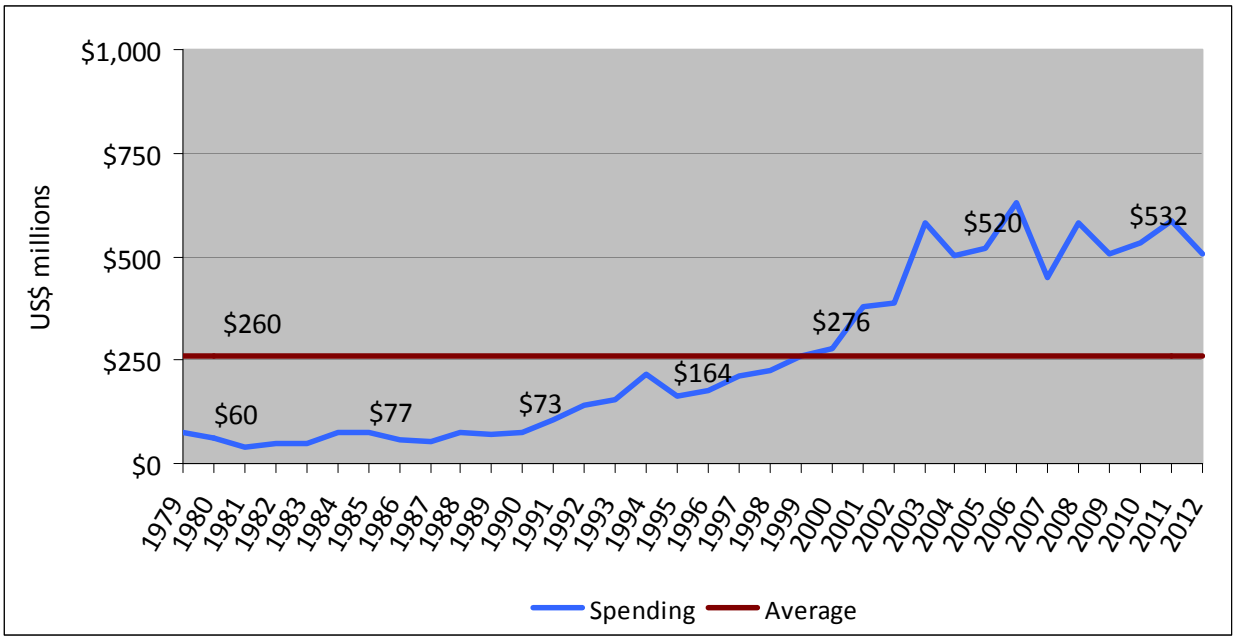

Figure 1. Value of the Federal Information Market by Fiscal Year, FY1979–FY2012

If the increase in federal spending on information products and services is expressed in terms of ratios rather than dollar figures, then spending on information products and services was largely unchanged between FY1980 and FY1990 but was 4.6 times greater in FY2000 than in FY1980 and nearly 9 times greater in FY2010 than in FY1980. These ratios are depicted in figure 2, below, by spheres whose relative sizes reflect the growth in federal spending on information commodities since FY1980, the base year of comparison in the graph.

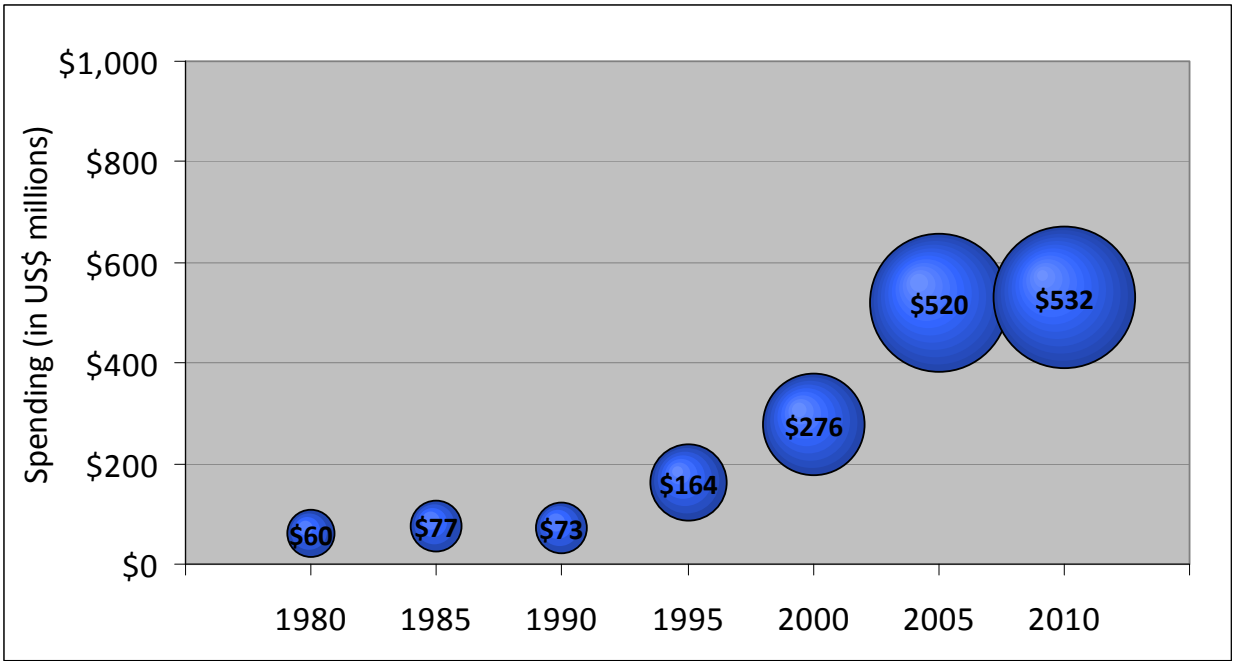

Figure 2. Size of the Federal Information Market, FY1980–FY2010

While federal spending on information commodities generally increased from FY1979 through FY2012, it also fluctuated substantially within those years. Federal spending on information commodities has occasionally exhibited both increases and declines of $50 million or more from one quarter to the next. These variations are depicted in figure 3, below, which shows federal spending on information products and services for all completed fiscal quarters from FY1979 Q1 through FY2012 Q4. (The horizontal axis of figure 3 only lists the first quarter—Q1—of each year because of space limitations.) Figure 3 illustrates that spending on information commodities has trended upward but has proven to be quite variable from quarter to quarter, and that average spending by quarter was $65 million for the time period.

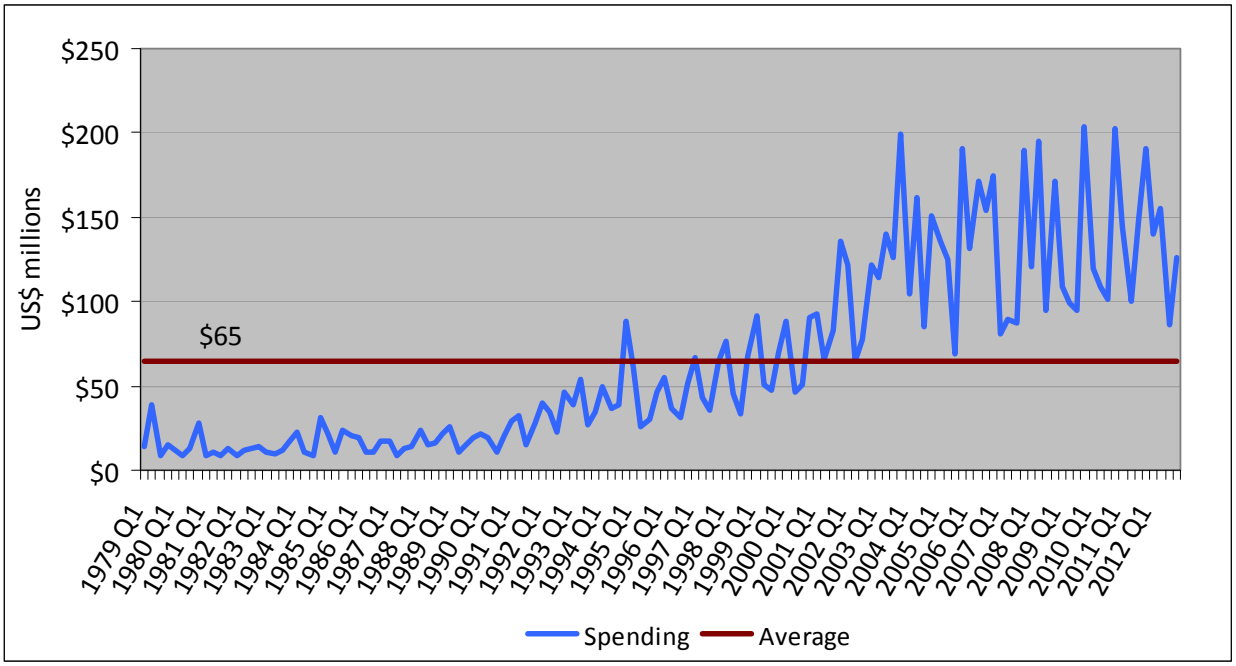

Figure 3. Value of the Federal Information Market by Quarter, FY1979–FY2012

Within the previous five fiscal years, i.e., FY2008 through FY2012, spending varied substantially but at higher dollar levels than for the 34-year period from FY1979 through FY2012. In the most recent five-year period, spending generally ranged from $100 million to $200 million per quarter and sometimes grew or fell by $100 million between quarters. In addition, average quarterly spending was $136 million, more than double the quarterly average of $65 million for the longer time span from FY1979 through FY2012 (see figure 4, below).

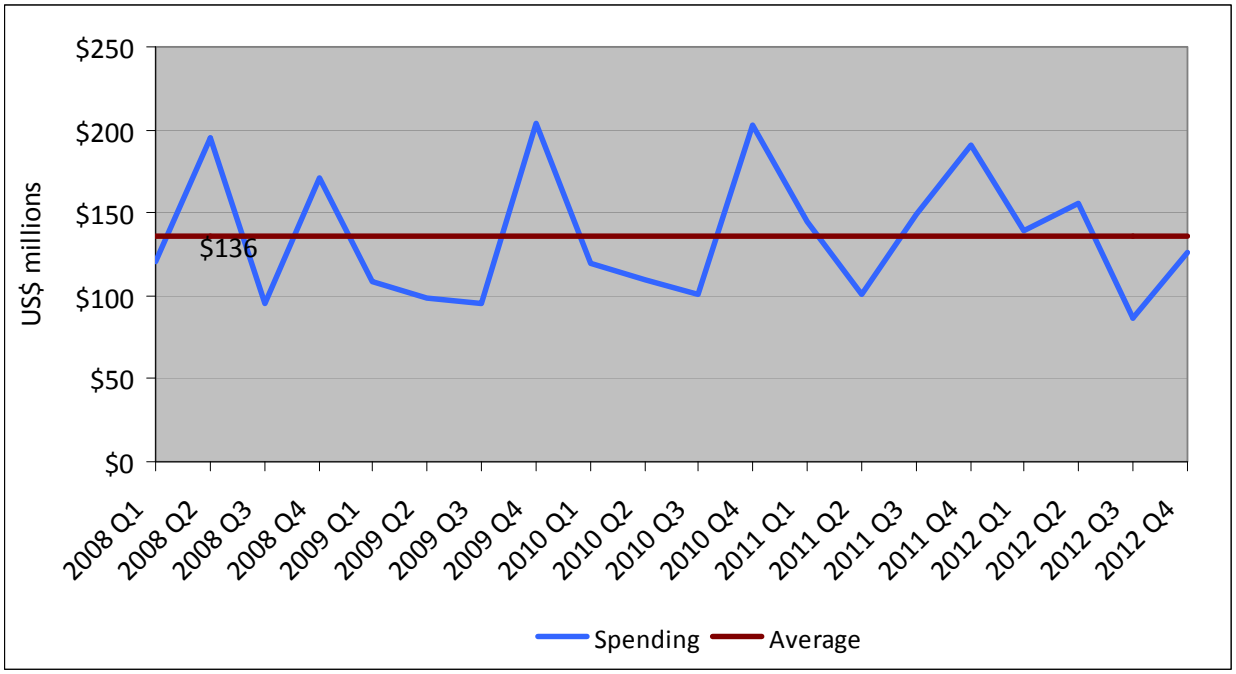

Figure 4. Value of the Federal Information Market by Quarter, FY2008–FY2012

Substantial variations in spending within fiscal years are also apparent in comparisons of average spending for the four fiscal quarters from the first complete decade in this study, the 1980s, through the current decade in this analysis, the 2010s.[10] In the 33-year time span between FY1980 and FY2012, the federal government's average spending on information products and services was highest in the fourth quarter ($83 million) and lowest in the third ($49 million). Average quarterly spending for the first and second quarters fell between those two extremes, at $63 million for the first quarter and $56 million in the second (see figure 5, below).

However, this pattern in quarterly spending was not consistent in the decades from FY1980 through FY2012. In the first decade of that time span, i.e., from FY1980 through FY1989, average first-quarter spending on information products ($17 million) was nearly the same as average fourth-quarter spending ($20 million). This near-parity in quarterly spending was also evident in the following decade (FY1990 through FY1999), as average first-quarter

[10] Quarterly spending on information products for FY1979 was $13.5 million in Q1, $39.1 million in Q2, $8.7 million in Q3, and $14.9 million in Q4, totaling $76.2 million for the year. However, quarterly spending for FY1979 is not included here, because of an effort to examine decade-by-decade changes in average quarterly spending. FY1979 is the only year in the 1970s for which the FPDS–NG provides spending data on the PSCs that constitute information products and services, and a single year is insufficient for inclusion in an analysis by decade. The comparison by decade herein does include just two years for the decade FY2010 to FY2019—i.e., the years FY2010 and FY2011—which are of limited comparability in an analysis of decades. Nonetheless, the researcher has included these years in this analysis because the recent nature of the data may be of interest to readers.

spending ($53 million) was nearly equal to average fourth-quarter spending ($52 million). This pattern changed in the subsequent decade (FY2000 through FY2009), as average first-quarter spending ($110 million) dropped well below average fourth-quarter spending ($163 million), and it has thus far continued into the three complete years of the fourth and current 10-year period in this study (i.e., FY2010 through FY2012).

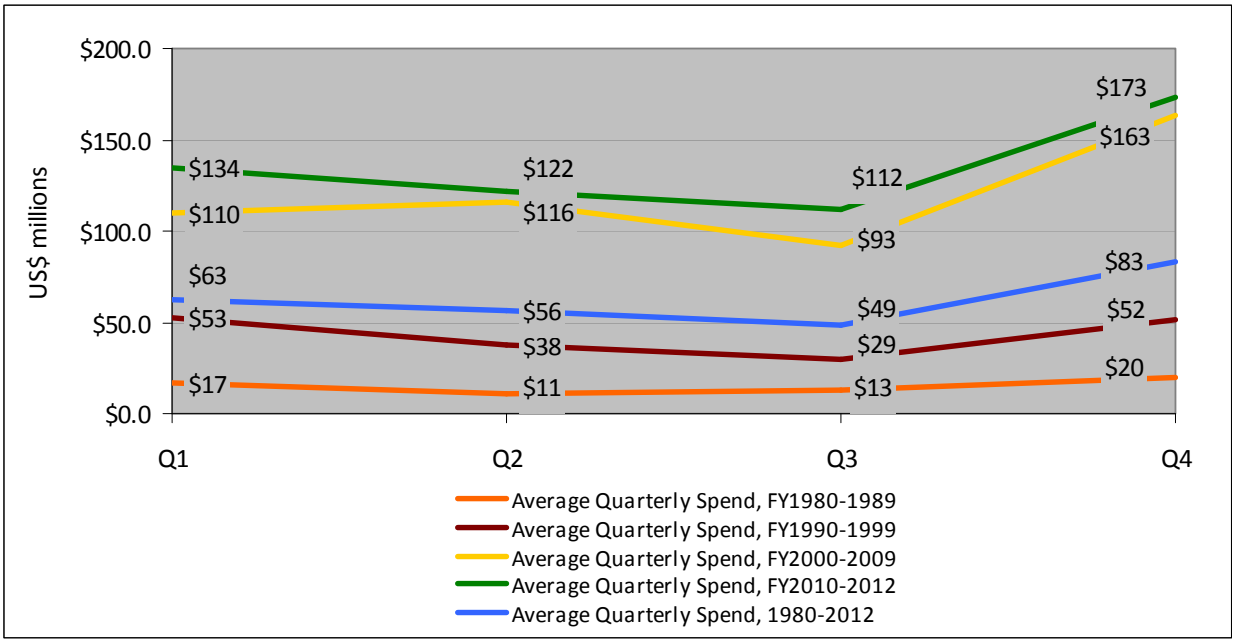

Figure 5. Federal Information Market, Average Quarterly Spending, FY1980–FY2012

With regard to the major products and services in the information market, six of the 15 types of information products and services accounted for 94 percent of federal-government spending on the information market, as measured by contract value from FY1979 through FY2012. Those products and services include books and pamphlets (22 percent of total spending), Web-based subscriptions (20 percent of total spending), and administrative support for federal libraries (17 percent; see table 1, above, and figure 6, below). These three commodities alone illustrate the multidimensional nature of the federal information market: electronic resources, print media, and professional individual assistance.

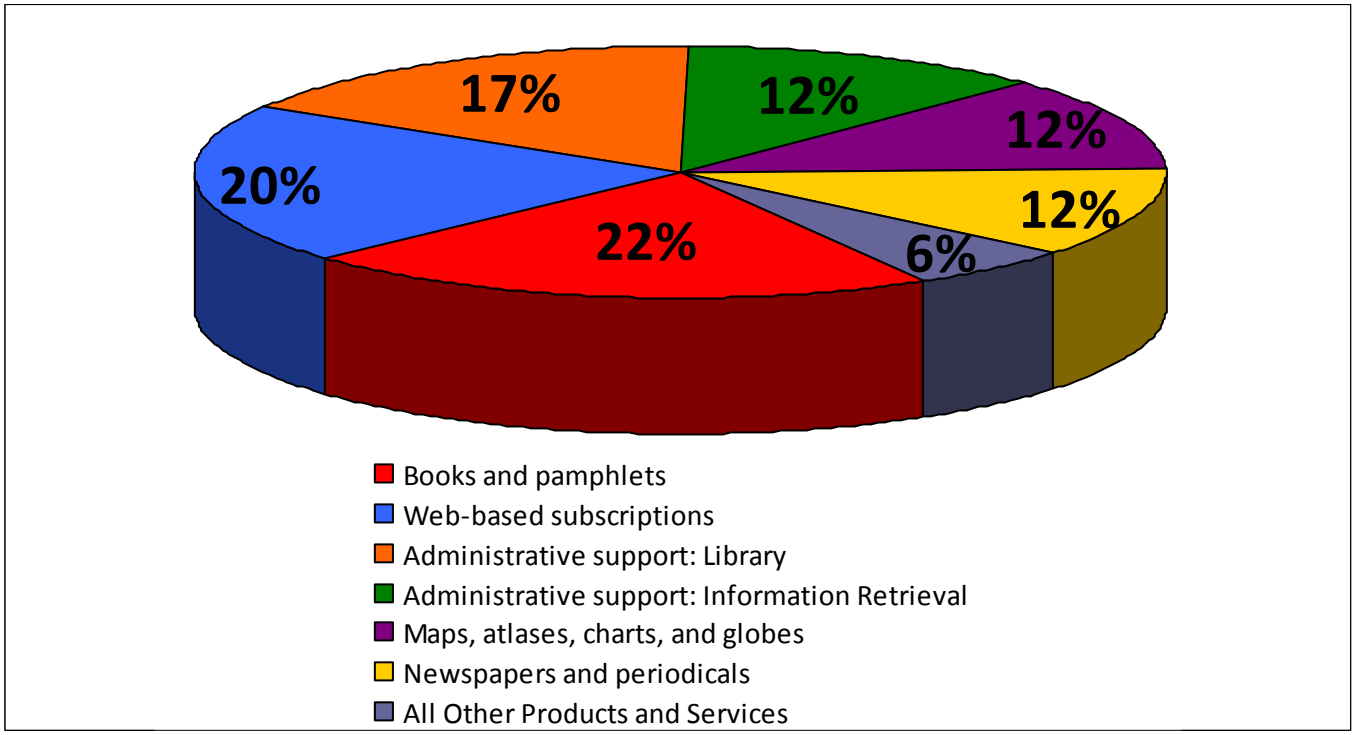

Figure 6. Federal Information Market FY1979–FY2012, Products and Services

Just as federal spending on the information market as a whole has varied over time, federal spending on specific products and services within that market also has fluctuated over time. One prominent example of such spending variations involves federal spending on an information product group called "maps, atlases, charts, and globes" (PSC 7640), which peaked at $195 million in FY2003—34 percent of the entire information market for that year. Spending on this commodity dropped in FY2004 but remained higher than for any other single information commodity from FY2004 through FY2006, ranging from $131 million to $146 million in that three-year period. Thereafter, however, the decline in federal spending on this product category has been substantial, falling precipitously to $4 million in FY2007 and to $2.4 million by FY2012 (see figure 7, below).

Spending on the major elements of the federal government's information market has exhibited some interesting—and, perhaps, surprising—changes. For example, in the FY1997–FY2003 time period, the Internet emerged as a prominent medium and source of information, and federal spending on Web-based subscriptions was higher than for most other information commodities. Although the Internet has remained a prominent medium and source of

information, federal spending on Web-based subscriptions declined substantially from FY2004 to FY2006 and has fluctuated thereafter.[11] Federal spending on the two commodity groups books and pamphlets and administrative support for libraries has also fluctuated from FY1997 to FY2012 but has often exceeded spending on Web-based subscriptions (see figure 7, below). The proportion of spending on books and pamphlets that was on electronic and print publications cannot be determined from the data since such designations are not contained in federal procurement data in FPDS–NG and many of the vendors of books and pamphlets publish both electronic and print materials.

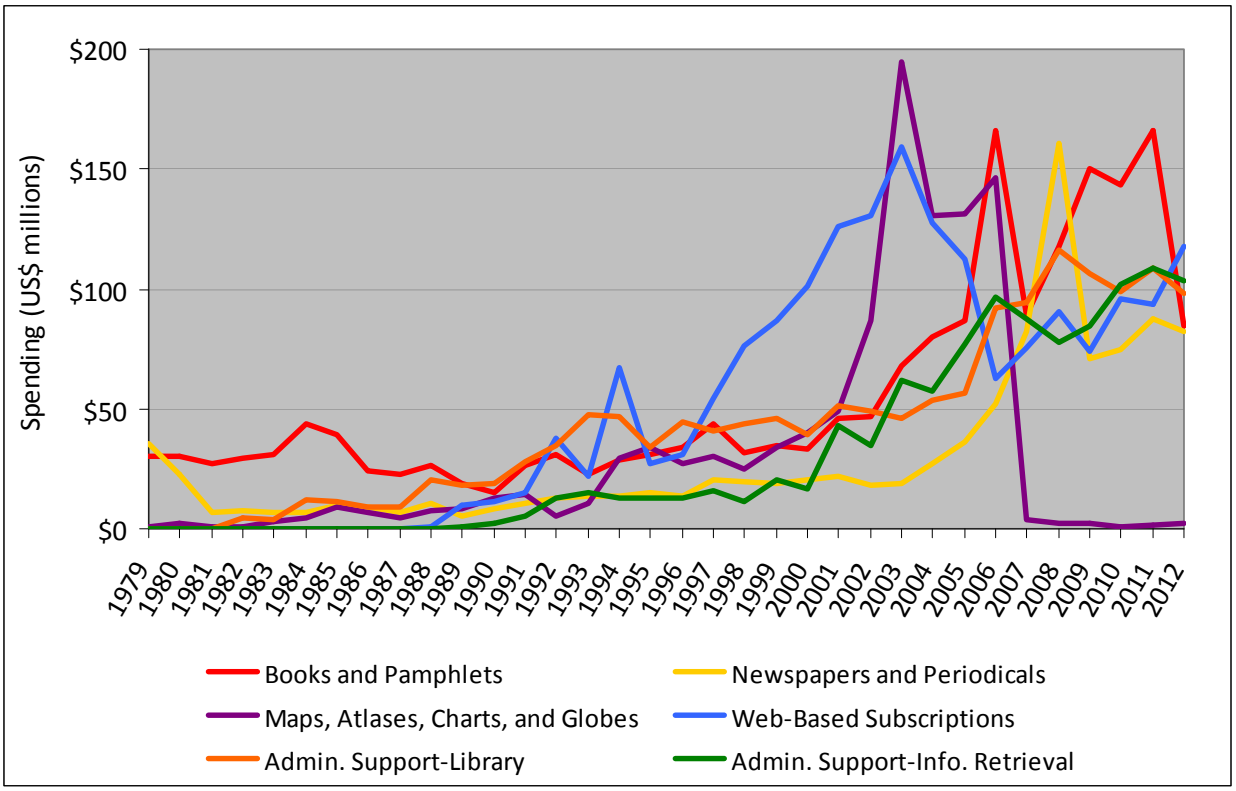

Figure 7. Federal Spending on Information Products and Services, FY1979–FY2012

The recent fluctuations in federal spending on various information commodities has meant that a smaller range of commodities have dominated the overall federal information

[11] The drop in federal spending on Web-based subscriptions (PSC D317) appears to have been due to reductions in spending by three federal agencies. More specifically, between FY2005 and FY2006 the Federal Acquisition Service reduced its spending with Computer Sciences Corporation by $13.9 million, the Bureau of Public Debt decreased its spending with Forrester Research, Inc. by $13.2 million, and the National Institutes of Health reduced its spending with Aspen Systems Corporation by $7.7 million, a total drop in spending of $34.9 million. All of these calculations are based on data downloaded from FPDS–NG.

market in the last five fiscal years (FY2008–FY2012) than in the 34-year period from FY1979 through FY2012. As federal spending on maps, atlases, charts, and globes has declined in the last five fiscal years, spending on five other commodities has grown and now accounts for the bulk of spending on the total information market. More specifically, federal spending on five commodities—books and pamphlets, administrative support for libraries, newspapers and periodicals, Web-based subscriptions, and administrative support for information retrieval—accounted for 81 percent of the federal information market for the overall period from FY1979 through FY2012 but nearly 96 percent of that market in the most recent five-year span from FY2008 through FY2012 (see figure 8, below, and Appendix 3).

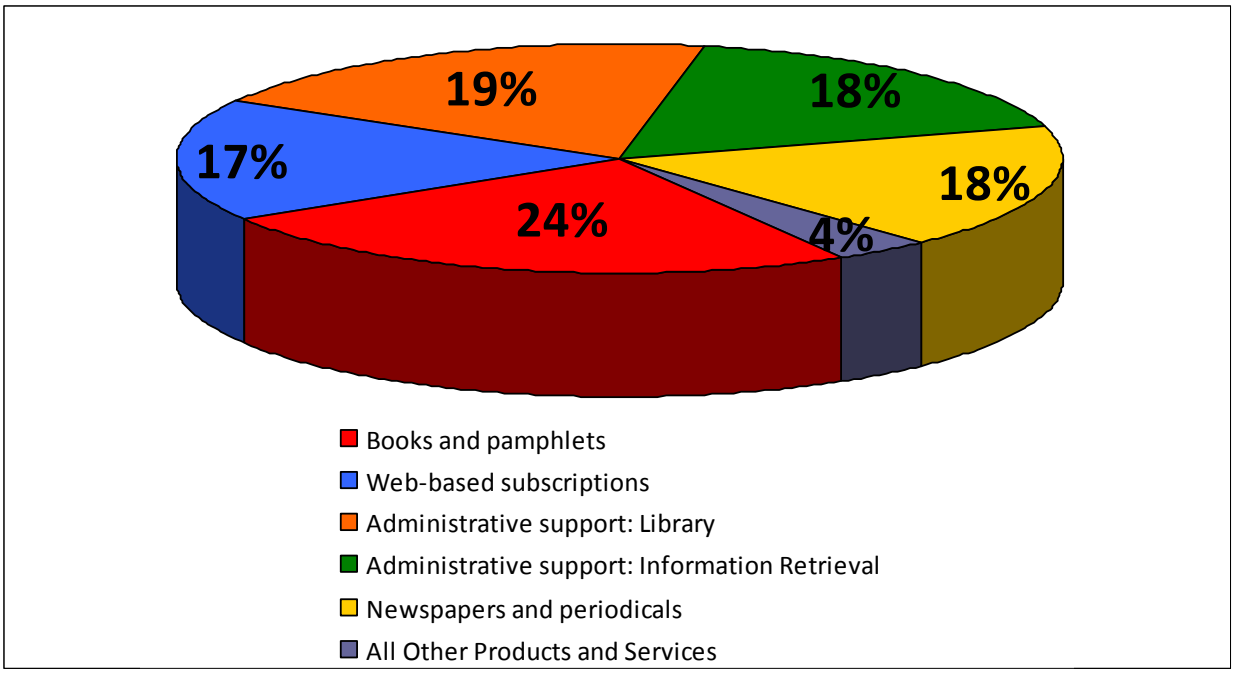

Figure 8. Federal Information Market FY2008–FY2012, Products and Services

INFORMATION MARKET SPENDING BY FEDERAL AGENCIES

Federal-agency spending on information products and services from FY1979 through FY2012 varied substantially from agency to agency, from approximately $8.4 million (National Science Foundation and Small Business Administration) to nearly $3.7 billion (Department of Defense). Furthermore, spending by federal agencies on information products and services from FY1979 through FY2012 averaged approximately $354 million per agency (see table 2, below).

Table 2. Federal Agencies' Spending on Information Products and Services, FY1979–FY2012

Department	Spending (in US$ millions) FY1979 to FY2012	Percent of Total	Spending (in US$ millions) FY2008 to FY2012	Percent of Total
Department of Defense	$3,680.3	42%	$717.1	26%
Department of Health and Human Services	$912.8	10%	$367.6	14%
Department of Commerce	$485.7	5%	$234.8	9%
Department of Justice	$456.0	5%	$166.5	6%
Department of the Treasury	$437.0	5%	$146.4	5%
Environmental Protection Agency	$374.9	4%	$137.4	5%
General Services Administration	$366.6	4%	$54.9	2%
Department of Veterans Affairs	$345.6	4%	$175.3	6%
All Other Agencies	$314.3	4%	$124.0	5%
Social Security Administration	$196.1	2%	$86.0	3%
Department of Homeland Security	$191.4	2%	$129.6	5%
Department of the Interior	$185.4	2%	$71.9	3%
Department of Transportation	$138.8	2%	$21.7	1%
Department of State	$127.0	1%	$69.4	3%
Department of Agriculture	$125.3	1%	$47.3	2%
National Aeronautics and Space Administration	$123.3	1%	$24.8	1%
Department of Energy	$93.7	1%	$25.2	1%
Department of Education	$80.2	1%	$52.0	2%
United States Agency for International Development	$66.0	1%	$16.3	1%
Department of Labor	$48.4	1%	$18.2	1%
Department of Housing and Urban Development	$39.0	0%	$8.2	0%
Nuclear Regulatory Commission	$20.8	0%	$8.6	0%

Table 2. Federal Agencies' Spending on Information Products and Services, FY1979–FY2012

Department	Spending (in US$ millions) FY1979 to FY2012	Percent of Total	Spending (in US$ millions) FY2008 to FY2012	Percent of Total
Office of Personnel Management	$11.3	0%	$3.0	0%
Small Business Administration	$9.0	0%	$5.8	0%
National Science Foundation	$8.4	0%	$1.9	0%
Total	**$8,837.2**	**100%**	**$2,713.9**	**100%**
Average	**$353.5**		**$108.6**	

Five agencies accounted for nearly 68 percent of all contracts for information products and services from FY1979 through FY2012, which, in dollar terms, represented $6 billion in spending during that period. Those five agencies were: Defense (42 percent of total spending), Health and Human Services (10 percent), Commerce (5 percent), Justice (5 percent), and Treasury (5 percent) (see figure 9, below).

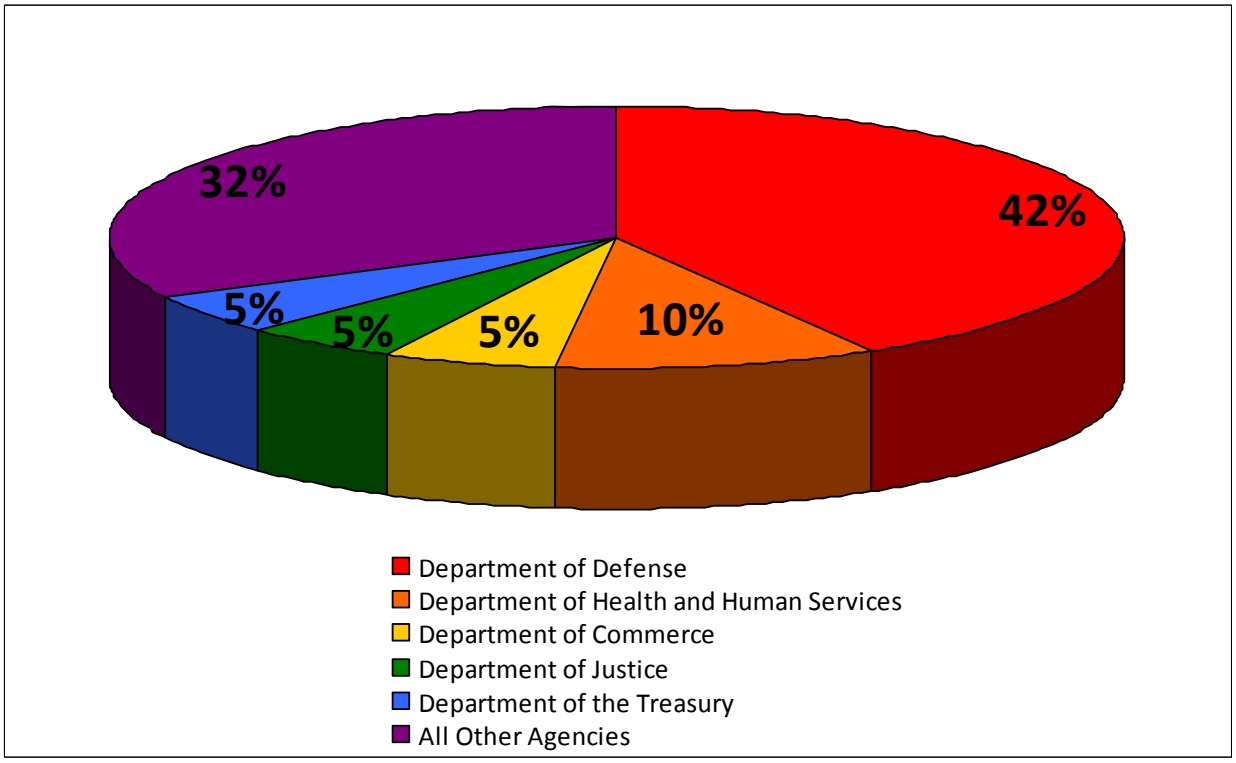

Figure 9. Federal Information Market Spending by Agency as a Proportion of Total Spending, FY1979–FY2012

Departments' spending on information products and services fluctuated during the complete fiscal years in this study, FY1979 through FY2012, but in general most departments' spending on information commodities either remained essentially constant or trended upward over the period. One apparent exception to this trend was the Department of Defense, as available data indicate a precipitous decline in that agency's spending on information commodities after 2006 (see figure 10, below).

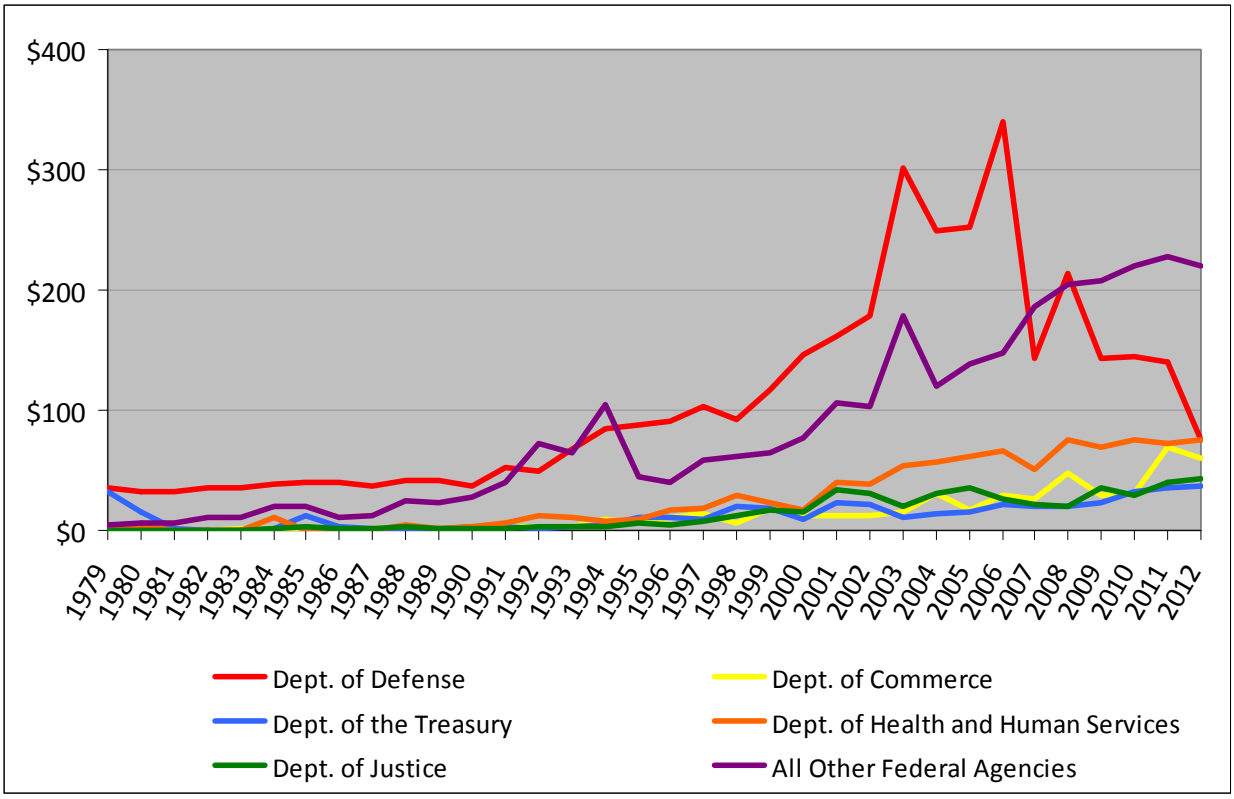

Figure 10. Federal Information Market, Top Federal-Agency Spending Trends, FY1979–FY2012

A better understanding of the federal entities that have been prominent buyers of information products and services emerges from examining the spending by agencies within federal departments. Federal procurement contracts specify a "contracting agency" that is sometimes listed as a department, such as the Department of State, but more often is listed as an agency within a department, such as the National Institutes of Health (NIH), which falls under the Department of Health and Human Services. In other cases, specific contracting agencies are difficult to determine, because the particular agency is vaguely listed, such as "Department of Defense Educational Activity." Despite these issues, federal procurement data from the FPDS–NG do allow for a detailed understanding of federal spending on the information products and services below the level of the department.

Specifically, from FY1979 through FY2012, several agencies under the Department of Defense were among the major purchasers of information products and services, namely the National Geospatial-Intelligence Agency (NGA), the departments of the Air Force, Army, and Navy, the aforementioned Department of Defense Educational Activity, and the Defense

Logistics Agency (see figure 11, below). These six agencies collectively spent $3.5 billion on information products and services, accounting for 40 percent of all federal-government spending in the information market. Other agencies that were prominent in the market were the NIH ($641 million in spending; 7 percent of overall spending), Patent and Trademark Office ($332 million, 4 percent), and Internal Revenue Service ($328 million, 4 percent).

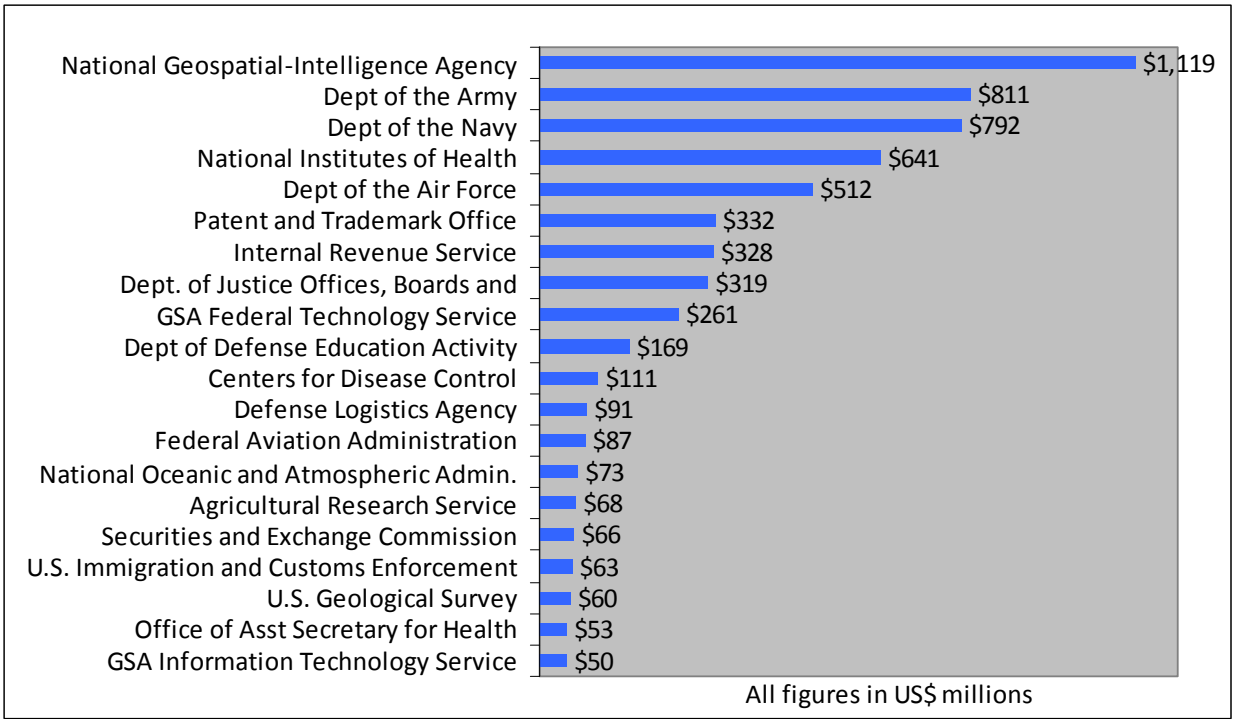

Figure 11. Federal Information Market FY1979–FY2012, Top-Spending Federal Agencies

With some exceptions, the agencies that were major purchasers from FY1979 through FY2012 have remained so within the last five years of that period, i.e., FY2008 through FY2012. One such exception is the NGA, which spent more on information commodities than any one single agency from FY1990 through FY2006 but has since dropped completely out of the information market, at least as far as can be determined from unclassified procurement data (see figure 12, below).

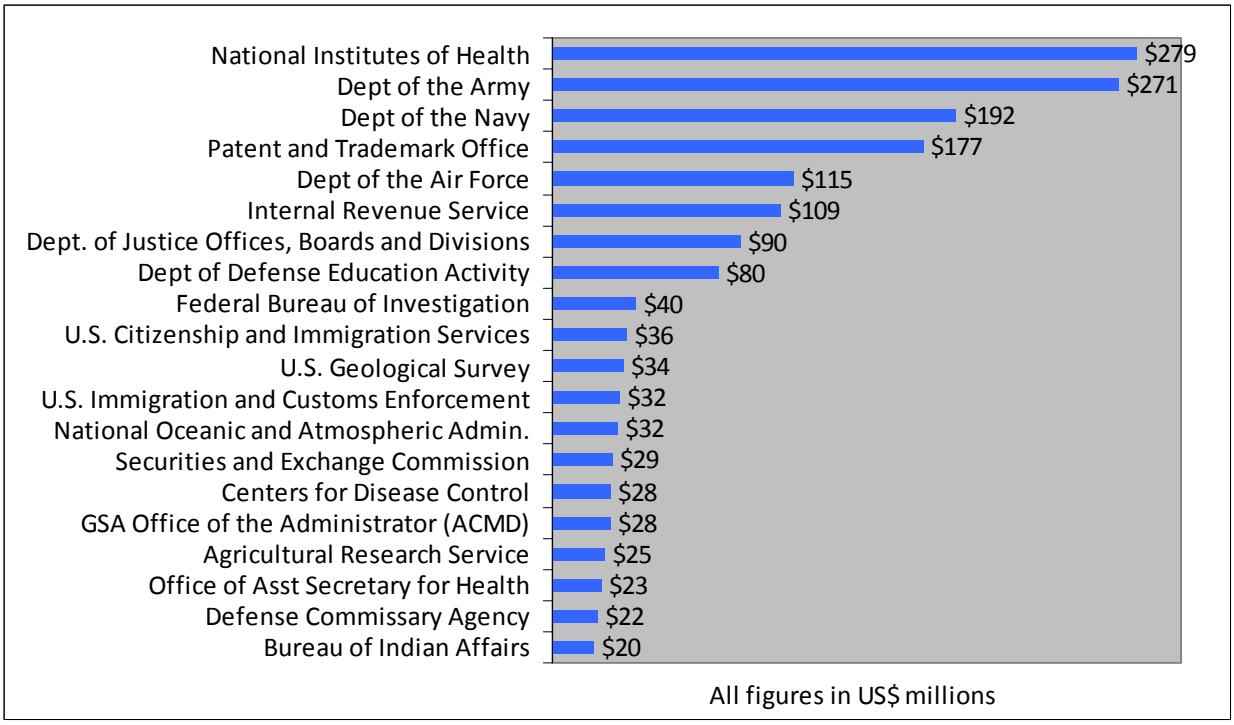

Figure 12. Federal Information Market, Top-Spending Federal Agencies, FY2008–FY2012

CONTRACTORS IN THE FEDERAL INFORMATION MARKET

From FY1979 through FY2012, federal agencies contracted with thousands of organizations to provide the 15 categories of information products and services listed in table 1 (see above). Among this multitude of contractors, six vendors stood out for receiving one-fifth of all contracts, as measured by the value of those contracts. The top contractor for information commodities for the federal government was West Publishing with $385.6 million in contracts, followed by Reed Elsevier ($337.1 million), Computer Sciences Corporation ($329.1 million) and Space Imaging LLC[12] ($320.1 million). These four companies alone received $1.4 billion in federal-government contracts for information products and services, nearly 16 percent of all contracts, as measured by contract value.

These and other contractors appear in table 3, below, which lists the top 10 recipients of federal-government contracts for information products and services from FY1979 to FY2012 (table 10 in Appendix 3 lists the top 50 vendors for the period). These 10 contractors collectively

[12] In 2006 Orbital Imaging Corporation (also known as ORBIMAGE) purchased Space Imaging LLC's assets and formed the company GeoEye. See GeoEye, "About Us," http://www.geoeye.com/CorpSite/about-us/ (accessed July 29, 2011).

received $2.4 billion in contracts for information commodities, over a quarter (i.e., 27.3 percent) of the information market for that period.

It is important to note that information in table 3 is intended to be a readily accessible listing of the prominent contractors in the federal information market, but the data are presented in a slightly different manner than in previous versions of this report. In earlier iterations of this analysis, vendor data included combined contract data for both parent companies and their subsidiaries. This approach, however, did not present data for subsidiary companies that are prominent vendors for federal agencies, such as West Publishing, which is a subsidiary of Thomson Reuters. The table now provides data for companies as stated in the FPDS–NG, and parent companies are listed in parentheses after their subsidiaries, such as "West Publishing Corp. (Reed Elsevier)."[13]

Table 3. Top 10 Contractors in the Federal Information Market, FY1979–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts
1	West Publishing Corp. (Thomson Reuters)	$385.6	4.4%
2	Reed Elsevier	$337.1	3.8%
3	Computer Sciences Corp./ CSC Information Systems	$329.1	3.7%
4	Space Imaging (GeoEye)	$320.1	3.6%
5	Arctic Slope Regional Corp.	$254.4	2.9%
6	Ebsco	$195.6	2.5%
7	DigitalGlobe	$175.9	2.0%
8	Gartner, Inc.	$164.0	1.9%
9	Bureau of National Affairs (Bloomberg)	$130.6	1.5%

[13] It should be noted that the amounts in table 3 differ from those provided in the equivalent tables in previous iterations of this report, with some vendors showing lower amounts and others showing higher amounts. These variations are the result of the discontinuation of one product service code (PSC) in these calculations (PSC 7690, see footnote 1), updated data available from the FPDS–NG, and data for subsidiary companies listed separately from their parent companies.

Table 3. Top 10 Contractors in the Federal Information Market, FY1979–FY2012

Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts
10 IHS Global	$123.6	1.4%
Total	**$2,416.3**	**27.3%**

In the most recent five-year period, some indicators suggest that the federal information market has become consolidated by the major vendors in the market. With some exceptions, the major providers of information products and services for the period from FY1979 through FY2012 were also the major vendors for those commodities in the last five-year period from FY2008 through FY2012, at least as measured by the value of the contracts those vendors signed with federal agencies (see table 4, below). Moreover, a smaller number of vendors accounted for the majority of information commodities in the last five fiscal years than in the longer 34-year period stretching back to 1979. Specifically, 44 vendors accounted for 50 percent of the federal information market from FY1979 through FY2012, whereas 23 vendors accounted for 50 percent of that market from FY2008 through FY2012 (see tables 10 and 11, below, in appendix 3). Similarly, the top 50 vendors accounted for 52.2 percent of the federal information market from FY1979 through FY2012, and the top 50 vendors in the last five fiscal years from FY2008 through FY2012 accounted for nearly 64 percent of the market.

The declining number of vendors providing the majority of information products and services to the federal government appears to reflect the fact that many of these vendors have received the majority of their federal procurement funding for information commodities within the last five fiscal years (again, FY2008 through FY2012). More specifically, 33 of the top 50 vendors experienced 50 percent or more of their information commodity sales in the most recent five-year period. This includes long-established organizations such as the American Chemical Society, Dun & Bradstreet, Reed Elsevier, and Swets & Zeitlinger, all of which have provided information products and services to the federal government since FY1995 or earlier. All of these entities have experienced more than 60 percent of their information commodity sales to the federal government in the last five fiscal years (see table 11, below, in appendix 3).

Table 4. Top 10 Contractors in the Federal Information Market, FY2008–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts
1	Reed Elsevier	$204.1	7.5%
2	West Publishing Corp. (Thomson Reuters)	$166.3	6.1%
3	Arctic Slope Regional Corp.	$135.1	5.0%
4	Swets & Zeitlinger	$84.9	3.5%
5	Ebsco	$84.5	3.1%
6	American Chemical Society	$76.6	2.8%
7	Dun & Bradstreet	$56.5	2.1%
8	Alutiiq Business Services (Afognak Native Corp.)	$55.3	2.0%
9	Computer Sciences Corp./ CSC Information Systems	$53.5	2.0%
10	Misc. Foreign Contractors/ Awardees	$48.9	1.8%
	Total	**$965.5**	**35.6%**

The data in tables 3 and 4 indicate the major vendors in the overall information market, but not the major vendors for particular information products and services. Appendix 3 contains tables listing the major vendors for the top five information commodities for the previous five fiscal years, i.e., FY2008 through FY2012. Those five commodities were (in declining order of their proportion of the market; see figure 8, above): books and pamphlets, administrative support for libraries, newspapers and periodicals, administrative support for information retrieval, and Web-based subscriptions.

BENEFITS OF A STRATEGICALLY SOURCED INFORMATION MARKET

Thus far, the analysis of the federal information market has examined the market as it has existed without a federal strategic-sourcing program for information products and services.

Calculations based on existing spending figures suggest that an initiative to strategically source information products and services could yield substantial savings on these products and services. If, for example, information commodities were covered by an FSSI in FY2012, the federal government could have saved in the range of nearly $25 million to $100 million on information products and services. This range of savings is based on different scenarios of 5-percent to 20-percent savings on those commodities, reflecting the aforementioned discounts that federal agencies have realized in existing strategic-sourcing initiatives administered by GSA (see Overview of the Federal Strategic Sourcing Initiative, above). The savings scenarios for information commodities are detailed in table 5 and illustrated in figure 13, below. It is helpful to note that in figure 13, the tops of the colored-bar segments indicate the total spending levels that could be realized through strategic sourcing of information commodities at different discount rates. Specifically, spending on such commodities with no discount is depicted by the top of the red segments, spending with a 5-percent discount is depicted by the top of the orange segments, spending at a 9-percent discount is depicted by the top of the yellow segments, and so on.

Table 5. FY2012 Spending by Agency Under Different Savings Scenarios

Agency	No FSSI	5%		9%		20%	
	Spending	*Spending*	*Savings*	*Spending*	*Savings*	*Spending*	*Savings*
Department of Defense	$75.1	$71.4	$3.8	$68.4	$6.8	$60.1	$15.0
Department of Health and Human Services	$74.7	$71.0	$3.7	$68.0	$6.7	$59.8	$14.9
Department of Commerce	$59.6	$56.6	$3.0	$54.2	$5.4	$47.7	$11.9
Department of Justice	$42.5	$40.4	$2.1	$38.7	$3.8	$34.0	$8.5
Department of Homeland Security	$40.4	$38.4	$2.0	$36.7	$3.6	$32.3	$8.1
Department of the Treasury	$36.2	$34.4	$1.8	$33.0	$3.3	$29.0	$7.2
Department of Veterans Affairs	$32.9	$31.3	$1.6	$29.9	$3.0	$26.3	$6.6
All other agencies	$146.5	$139.2	$7.3	$133.3	$13.2	$117.2	$29.3
Total	$507.9	$482.5	$25.4	$462.2	$45.7	$406.3	$101.6
All figures are in $ millions.							

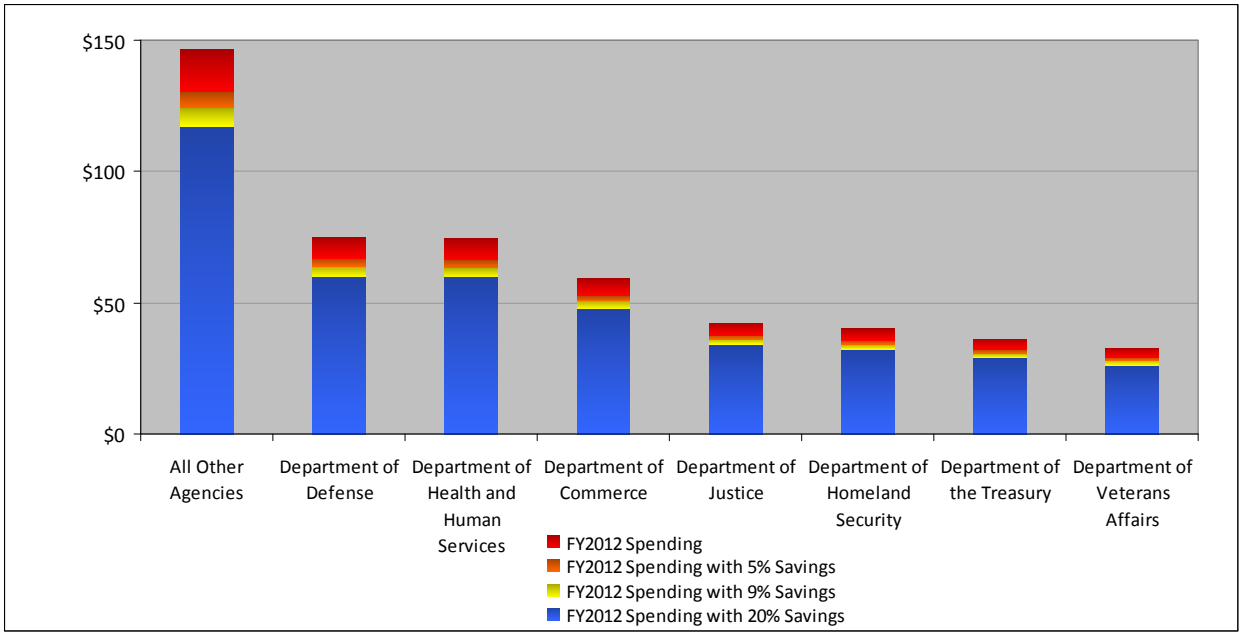

Figure 13. FY2012 Spending by Agency Using Different Savings Scenarios

The savings the federal government could realize through strategic-sourcing arrangements are magnified even further if the aforementioned rates of savings are applied to the entire period covered by this analysis, FY1979 through FY2012. Specifically, if the federal government had strategic-sourcing initiatives in place that covered all of the PSCs that constitute the federal information market as it is defined in this analysis, the government could have saved between nearly $440 million and $1.8 billion (respectively, 5-percent and 20-percent savings on the aforementioned total spending of $8.3 billion for the period FY1979 through FY2012; see figure 14, below). The $1.8 billion in savings that could have been realized through a 20-percent discount on spending in this 34-year time span exceeds the $1.6 billion federal spending on information commodities in the last three fiscal years ($532.2 million in FY2010, $584.6 million in FY2011, and $507.9 million in FY2012).

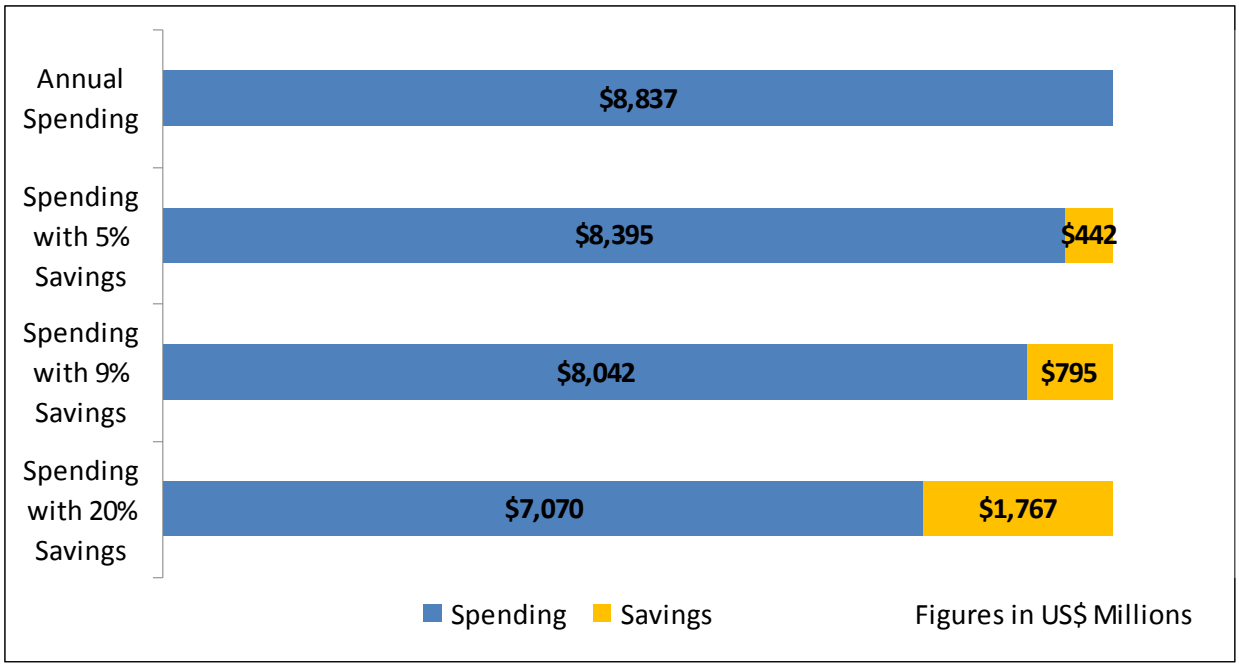

Figure 14. Federal Spending Using Different Savings Scenarios, FY1979–FY2012

Depicting the various savings rates against the trend in information-commodity spending for all complete fiscal years (FY1979 to FY2012) in this study also shows how financially beneficial strategic sourcing could have been for the federal government. The following three graphs show actual federal spending on information commodities along with federal spending on those products and services at discounts of 5 percent, 9 percent, and 20 percent (see figures 15 to 17, below). In particular, the graph depicting spending at a 20-percent discount illustrates how different the federal market would have been, rarely exceeding $500 million in any fiscal year.

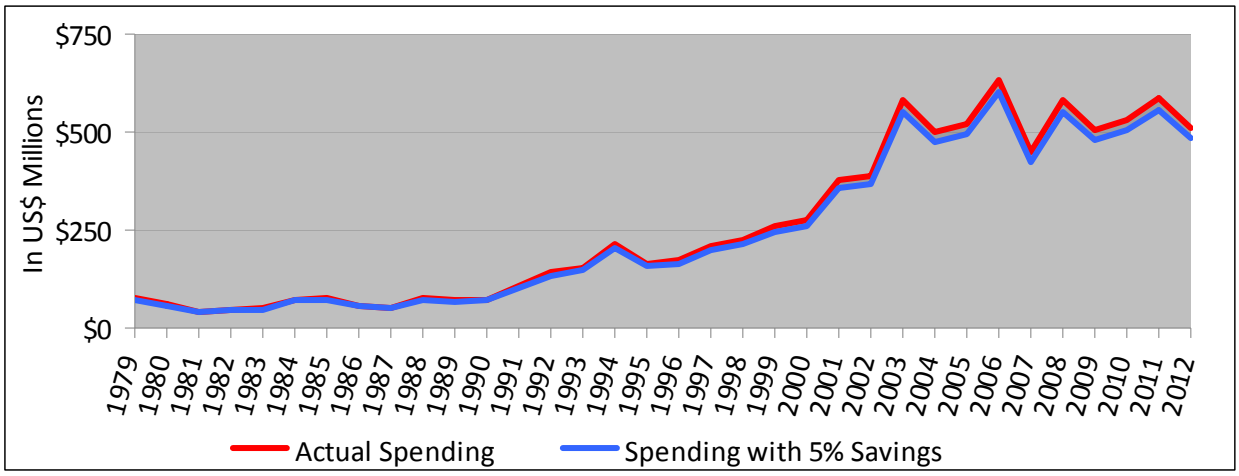

Figure 15. Federal Spending with 5-Percent Savings, FY1979–FY2012

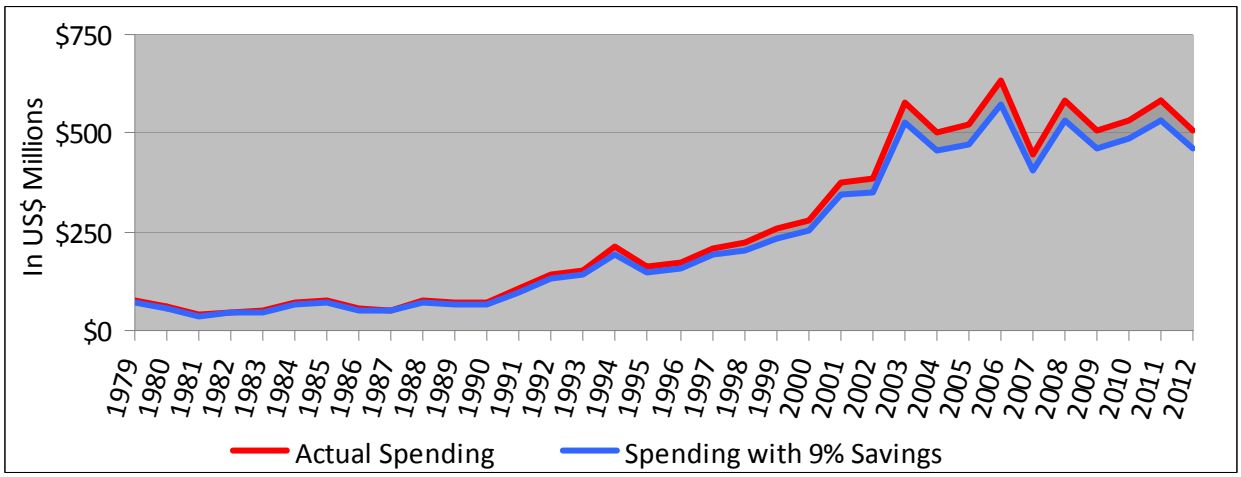

Figure 16. Federal Spending with 9-Percent Savings, FY1979–FY2012

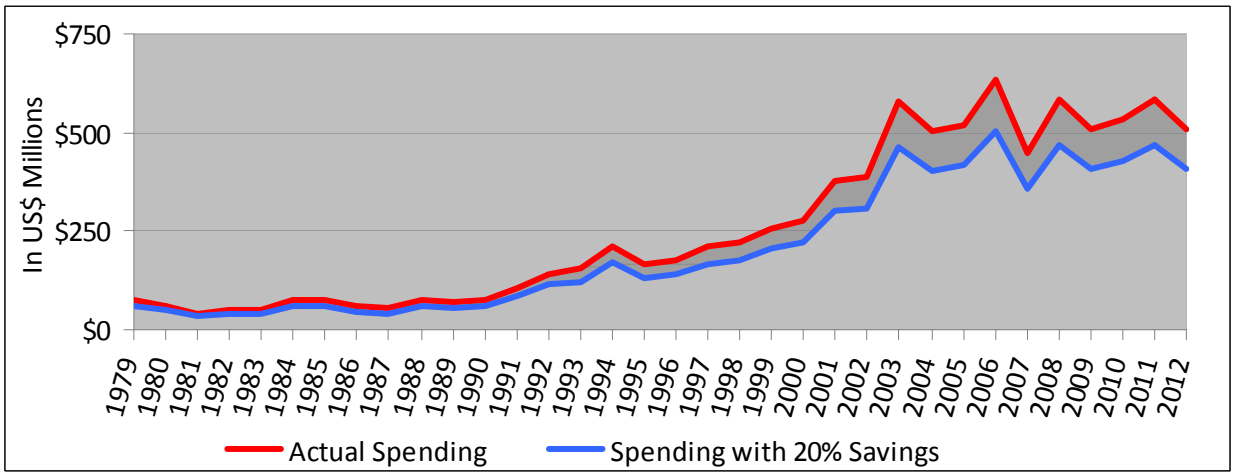

Figure 17. Federal Spending with 20-Percent Savings, FY1979–FY2012

With regard to the potential savings that strategic sourcing could provide for information products and services in the years beyond FY2012, the spending trend in the information market from FY1979 through FY2012 suggests that the market can be projected to remain near the spending levels of FY2008 through FY2012. Specifically, from FY2008 to FY20012 spending on information commodities ranged from $507 million to $585 million, and the projected spending for FY2013 is $561 million followed by a slight decline to $540 million in FY2015. If the federal government established a strategic-sourcing program for information products and services, and if all federal agencies participated in the program, the government could realize total savings in the range of nearly $83 million to $331 million over the three-year period from FY2013 through FY2015 (see table 7, Appendix 1). These savings are based on discounts of 5 percent and 20 percent, respectively. Figure 18, below, depicts the estimations of growth in the information market by FY2015 under various discount scenarios.

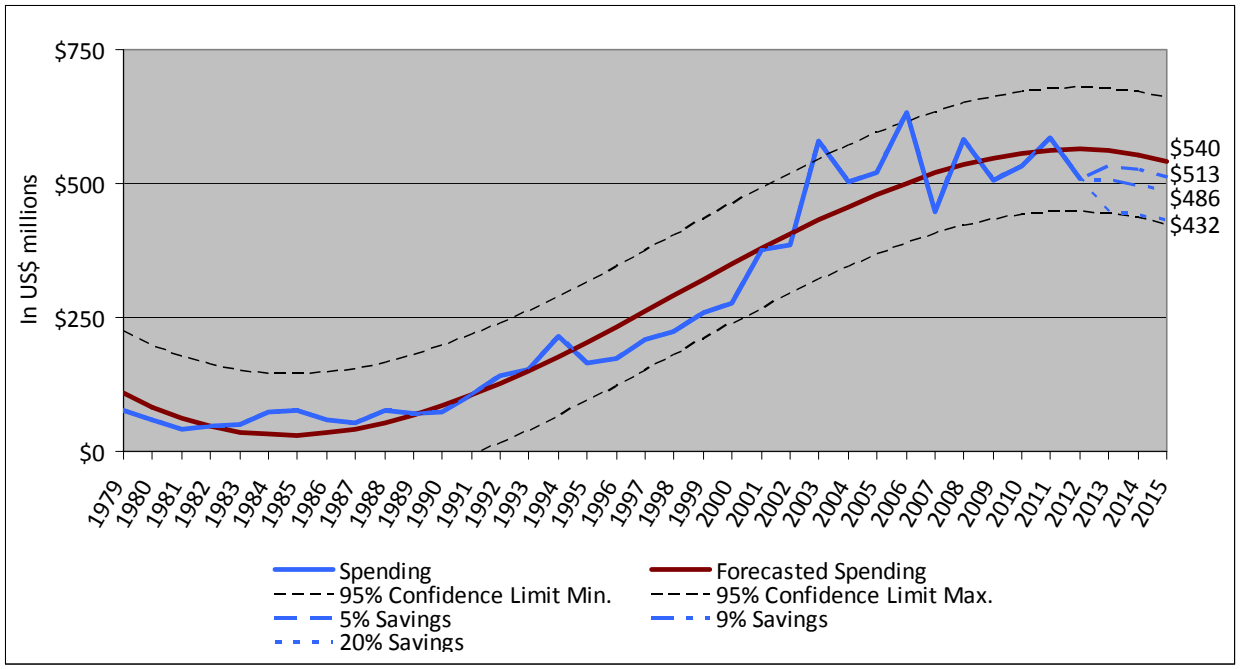

Figure 18. Projected Growth and Potential Savings in the Federal Information Market, FY2013–FY2015

These forecasts are derived from a statistical analysis of changes in the federal information market from FY1979 through FY2012. More specifically, the researcher fitted a

cubic regression model to the data for FY1979 through FY2012 and used the model to derive forecasts for FY2013 through FY2015. The cubic regression line is shown in red in figure 18 above, and the solid blue line depicts actual spending. Forecasts of spending at various savings rates are indicated by the red regression line and various dashed blue lines.[14]

These projections of the future growth and potential savings in the information market are based on the assumption that all federal agencies would participate in a strategic-sourcing program for information products and services. Such calculations are illustrations of the economic usefulness of strategic sourcing, but they are also greatly simplified generalizations and unrealistic estimations based on the performance of existing FSSI programs. More specifically, the number of federal agencies participating in the three currently available FSSI programs has varied. Three agencies have participated in the wireless-services program, and 95 agencies have participated in the program for domestic delivery services, for example.[15]

If these growth and savings scenarios were recalculated to include variations in federal-agency participation, a richer, more detailed picture of potential savings through strategic sourcing would emerge. However, such an exercise is beyond the scope of this report, because it entails creating numerous scenarios in which agencies do or do not participate in strategic sourcing to varying extents and at varying discount rates. In order to gain some estimation of the different savings that could be realized if varying proportions of agencies participated in an information-commodity FSSI program, more limited calculations were made of savings based on varying proportions of spending through such an FSSI program at varying discount rates. Specifically, calculations were made of spending and savings on information products and services if one-fourth, one-third, and one-half of such spending occurred at 5-percent, 9-percent, and 20-percent discount rates.

The findings, which are detailed in table 7 (see Appendix 1) and depicted in figure 19, below, are that total savings on federal spending on information commodities would vary from almost $21 million if one-fourth of such spending occurred at a 5-percent discount to nearly $331 million if all of this spending occurred at a 20-percent discount. In figure 19, the tops of the colored bar segments indicate the spending levels at different discount rates. For example, spending on information commodities at a 5-percent discount is depicted by the top of the orange

[14] The equation for the cubic regression is $Y=108.68 - 29.45 X + 3.07 X^2 - 0.05 X^3$; $R^2=0.937$, and model standard error of equation is 53.7.
[15] U.S. General Services Administration, "Strategic Sourcing Metrics."

segments, spending at a 9-percent discount is depicted by the top of the yellow segments, and so forth. Future spending estimates with no discount are depicted by the red bar on the left of the graph.

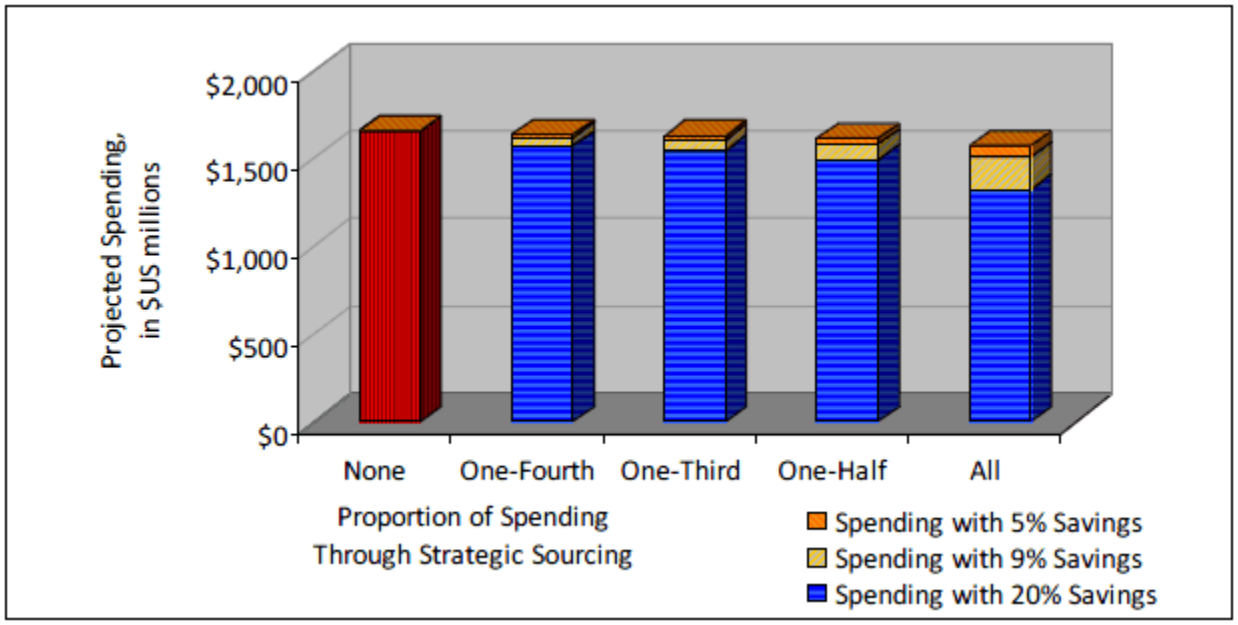

Figure 19. Total Spending Projections Based on Various Strategic-Sourcing Scenarios, FY2013–FY2015

APPENDIX 1. Estimated Spending and Savings Projections

Table 6. Projected Growth and Savings in the Federal Information Market, FY2013–FY2015

Savings	2013		2014		2015		Total		
	Spending	*Savings*	*Spending*	*Savings*	*Spending*	*Savings*	***Spending***	***Savings***	***Average Annual Savings***
No FSSI	$560.6	$0	$552.8	$0	$539.9	$0	$1,653.4	$0	$0
5% savings	$532.6	$28.0	$525.2	$27.6	$512.9	$27.0	$1,570.7	$82.7	$27.6
9% savings	$510.2	$50.5	$503.0	$49.8	$491.3	$48.6	$1,504.6	$148.8	$49.6
20% savings	$448.5	$112.1	$442.2	$110.6	$431.9	$108.0	$1,322.7	$330.7	$110.2
All figures are in US$ millions.									

Table 7. FY2013–FY2015 Total Spending Projections Based on Strategic-Sourcing Spending

Proportion of Spending Through Strategic Sourcing	5% Discount		9% Discount		20% Discount	
	Spending	*Savings*	*Spending*	*Savings*	*Spending*	*Savings*
None	$1,653.4	$0	$1,653.4	$0	$1,653.4	$0
One-Fourth	$1,632.7	$20.7	$1,616.2	$37.2	$1,570.7	$82.7
One-Third	$1,626.1	$27.3	$1,604.2	$49.1	$1,544.2	$109.1
One-Half	$1,612.0	$41.3	$1,579.0	$74.4	$1,488.0	$165.3
All	$1,570.7	$82.7	$1,504.6	$148.8	$1,322.7	$330.7
All figures are in US$ millions.						

APPENDIX 2. Product Service Code Definitions

The U.S. General Services Administration (GSA) has established formal definitions for the product service codes (PSCs) that are utilized in federal-government procurement contracts. The following table includes the GSA's definitions for the 15 PSCs that are featured in this report.

Table 8. Formal Definitions of Product Service Codes

PSC	Definition
76	None. This is not a product service code, but a product service group, specifically books, maps, and other publications.
7610	Books and pamphlets. Includes: Technical and nontechnical books and pamphlets; regulations; instruction manuals; technical orders. Excludes: Sheet and book music; periodicals; bibles.
7630	Newspapers and periodicals.
7640	Maps, atlases, charts, and globes. Excludes: Training aid maps.
7641	Aeronautic maps, charts, and geodetic products.
7642	Hydrographic maps, charts, and geodetic products.
7643	Topographic maps, charts, and geodetic products.
7644	Digital maps, charts, and geoditic products.

PSC	Definition
7650	Drawings and specifications. Includes: Federal, military, and departmental specifications.
7660	Sheet and book music. Excludes: Hymnbooks.
7670	Microfilm processed.
D317	IT and telecom– Web-based subscription. Includes: Subscriptions to data, electronic equivalent of books, periodicals, newspapers, etc.
L076	Technical representative–books, maps, and other publications.
R605	Support–administrative: Library.
R612	Support–administrative: Information retrieval. Includes: services related to search and storage of text, images, video, and other such data.

Source: U.S. General Services Administration, Office of Governmentwide Policy, *Federal Procurement Data System, Product and Service Codes Manual* (Washington, DC: August 2011): 66–202. https://www.acquisition.gov/PSC%20Manual%20-%20Final%20-%2011% 20August% 202011.pdf (accessed September 12 2011).

APPENDIX 3. Major Vendors for Major Information Commodities, FY2008–FY2012

The tables below provide spending data for the top vendors of the top information commodities for the last five complete fiscal years, FY2008 through FY2012. Five information products and services have accounted for $2.6 billion in federal spending on information commodities in the previous five years, nearly 96 percent of the $2.7 spent in that time period. The following tables provide details of spending on those commodities in that five-year span and the top 10 vendors for each commodity.

Table 9. Federal Information Market, Products and Services, FY2008–FY2012

Products and Services (Product Service Code)	Contracts (in $ millions)	Percentage of Total Contracts
Books and pamphlets (7610)	$662.1	24.4%
Administrative support: Library (R605)	$528.7	19.5%
Newspapers and periodicals (7630)	$476.3	17.5%
Web-based subscriptions (D317)	$475.9	17.5%
Administrative support: Information retrieval (R612)	$472.1	17.4%
Drawings and specifications (7650)	$31.5	1.2%
Digital maps, charts, and geoditic products (7644)	$28.7	1.1%
Technical representation services—Books, maps, other publications (L076)	$13.0	0.5%
Maps, atlases, charts, and globes (7640)	$9.9	0.4%
Microfilm processed (7670)	$7.3	0.3%
Aeronautical maps, charts, and geodesic products (7641)	$4.4	0.2%

Table 9. Federal Information Market, Products and Services, FY2008–FY2012

Products and Services (Product Service Code)	Contracts (in $ millions)	Percentage of Total Contracts
Hydrographic maps, charts, and geodesic products (7642)	$2.0	0.1%
Topographic maps, charts, and geodesic products (7643)	$1.4	0.1%
Sheet and book music (7660)	$0.7	0.0%
Books, maps, other publications (76)	$0.0	0.0%
Total	**$2,713.9**	**100%**
Annual average, FY2008–FY2012	**$542.8**	

In tables 10 and 11 vendors are listed as stated in FPDS–NG, and parent companies are listed in parentheses after their subsidiaries, such as "Bureau of National Affairs (Bloomberg)." It should also be noted that while some contractor names in tables 9 and 10 are enigmatic and unclear—namely "Miscellaneous Foreign Awardee" and "Miscellaneous Foreign Contractor"—these are the contract awardees as listed in the FPDS–NG.

Table 10. Top 50 Contractors in the Federal Information Market, FY1979–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts
1	West Publishing Corp. (Thomson Reuters)	$385.6	4.4%
2	Reed Elsevier	$337.1	3.8%
3	Computer Sciences Corp./ CSC Information Systems	$329.1	3.7%
4	Space Imaging (GeoEye)	$320.1	3.6%
5	Arctic Slope Regional Corp.	$254.4	2.9%

Table 10. Top 50 Contractors in the Federal Information Market, FY1979–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts
6	Ebsco	$195.6	2.5%
7	DigitalGlobe	$175.9	2.0%
8	Gartner, Inc.	$164.0	1.9%
9	Bureau of National Affairs (Bloomberg)	$130.6	1.5%
10	IHS Global	$123.6	1.4%
11	Swets & Zeitlinger	$106.6	1.2%
12	LABAT-Anderson (US Investigations Services)	$100.0	1.1%
13	XMCO Inc. (Koniag)	$92.7	1.0%
14	American Chemical Society	$91.1	1.0%
15	Faxon	$82.8	0.9%
16	Mail-Well Corp. (Cenveo)	$75.2	0.9%
17	Cenveo	$73.9	0.8%
18	Orbital Imaging Corp. (GeoEye)	$72.5	0.8%
19	Alaska Newspapers Inc. (Calista)	$69.1	0.8%
20	Choicepoint (Reed Elsevier)	$68.6	0.8%
21	Dun & Bradstreet	$68.1	0.8%
22	Thomson Reuters Scientific	$67.8	0.8%
23	Misc. Foreign Contractors/ Awardees	$64.7	0.7%

Table 10. Top 50 Contractors in the Federal Information Market, FY1979–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts
24	Techna-Graphics	$62.6	0.7%
25	Pearson	$62.4	0.7%
26	Alutiiq Business Services (Afognak Native Corp.)	$59.6	0.7%
27	Basch Subscriptions	$57.4	0.6%
28	CCH, Inc. (Wolters Kluwer)	$57.4	0.6%
29	Aspen Systems Corp. (Lockheed Martin)	$56.7	0.6%
30	Information International Associates	$53.6	0.6%
31	Readmore	$53.6	0.6%
32	GCI Information Services Inc.	$52.6	0.6%
33	TBG Inc.	$47.2	0.5%
34	McGraw-Hill Companies, Inc.	$43.1	0.5%
35	Electronic Data Systems (Hewlett-Packard)	$41.6	0.5%
36	Andrulis Corp. (Dynamics Research Corp.)	$41.2	0.5%
37	Internet Systems, Inc.	$39.0	0.4%
38	Dialog, LLC	$36.5	0.4%
39	Primus Solutions	$36.4	0.4%
40	Cartech Inc.	$35.4	0.4%
41	Academy for Educational Development	$34.6	0.4%

Table 10. Top 50 Contractors in the Federal Information Market, FY1979–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts
42	Ovid Technologies (Wolters Kluwer)	$33.5	0.4%
43	Great Atlantic News, LLC	$32.9	0.4%
44	Logical Technical Services (Sentrillion)	$32.8	0.4%
45	International Health Terminology Standards Development Organisation	$32.7	0.4%
46	Wilson Information Services	$32.5	0.4%
47	CSR, Inc.	$32.4	0.4%
48	American Overseas Book Co.	$32.2	0.4%
49	Lockheed Martin	$31.5	0.4%
50	Southern Bell (AT&T)	$30.9	0.3%
	Total	**$4,611.5**	**52.2%**

Table 11. Top 50 Contractors in the Federal Information Market, FY2008–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts	Last Five Years as Pct. of All Years
1	Reed Elsevier	$204.1	7.5%	60.5%
2	West Publishing Corp. (Thomson Reuters)	$166.3	6.1%	43.1%
3	Arctic Slope Regional Corp.	$135.1	5.0%	53.1%
4	Swets & Zeitlinger	$84.9	3.1%	79.6%
5	Ebsco	$84.5	3.1%	43.2%

Table 11. Top 50 Contractors in the Federal Information Market, FY2008–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts	Last Five Years as Pct. of All Years
6	American Chemical Society	$76.6	2.8%	84.1%
7	Dun & Bradstreet	$56.5	2.1%	82.9%
8	Alutiiq Business Services (Afognak Native Corp.)	$55.3	2.0%	92.7%
9	Computer Sciences Corp./ CSC Information Systems	$53.5	2.0%	16.2%
10	Misc. Foreign Contractors/ Awardees	$48.9	1.8%	75.5%
11	Pearson	$43.4	1.6%	69.5%
12	Alaska Newspapers Inc. (Calista)	$40.1	1.5%	58.0%
13	Primus Solutions	$36.4	1.3%	100.0%
14	IHS Global	$33.6	1.2%	27.2%
15	Electronic Data Systems (Hewlett-Packard)	$32.5	1.2%	78.0%
16	Basch Subscriptions	$31.7	1.2%	55.2%
17	Thomson Reuters (Scientific)	$30.0	1.1%	44.3%
18	International Health Terminology Standards Development Organisation	$30.0	1.1%	91.6%
19	Dialog, LLC	$27.0	1.0%	74.1%
20	Bureau of National Affairs (Bloomberg)	$26.4	1.0%	20.2%
21	Bloomberg Finance	$22.6	0.8%	77.1%
22	Library Associates of Maryland	$22.0	0.8%	83.3%
23	Ovid Technologies (Wolters Kluwer)	$21.3	0.8%	63.6%
24	CCH, Inc. (Wolters Kluwer)	$20.6	0.8%	35.8%
25	McGraw-Hill Companies, Inc.	$20.2	0.7%	46.8%

Table 11. Top 50 Contractors in the Federal Information Market, FY2008–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts	Last Five Years as Pct. of All Years
26	Great Atlantic News, LLC	$20.0	0.7%	60.7%
27	Quickseries Publishing	$19.5	0.7%	72.9%
28	Mackin Book Company	$18.3	0.7%	83.0%
29	XMCO Inc. (Koniag)	$17.9	0.7%	19.3%
30	New Directions Technologies	$17.3	0.6%	61.0%
31	ProQuest LLC	$16.7	0.6%	57.0%
32	Wilson Information Services	$14.5	0.5%	44.8%
33	CQ-Roll Call (Economist Group)	$14.5	0.5%	95.6%
34	GRB Environmental Services	$14.4	0.5%	53.2%
35	Advanced Educational Products	$14.1	0.5%	68.2%
36	LABAT-Anderson (US Investigations Services)	$12.5	0.5%	12.5%
37	Cox Subscriptions	$11.9	0.4%	92.8%
38	Complete Book and Media Supply	$11.6	0.4%	66.5%
39	Logical Technical Services (Sentrillion)	$11.4	0.4%	34.9%
40	Information International Associates	$11.3	0.4%	21.0%
41	K4 Solutions, Inc	$11.0	0.4%	100.0%
42	Macro International	$11.0	0.4%	43.6%
43	Science Applications International Corp.	$10.8	0.4%	37.5%
44	2020 Company LLC	$10.6	0.4%	86.3%
45	Choicepoint (Reed Elsevier)	$10.3	0.4%	15.0%

Table 11. Top 50 Contractors in the Federal Information Market, FY2008–FY2012

	Contractor (Parent Company in Parentheses)	Contracts (in $ millions)	Pct. of All Contracts	Last Five Years as Pct. of All Years
46	Heitech Services Inc	$10.1	0.4%	94.8%
47	Gartner, Inc.	$9.9	0.4%	6.0%
48	Theradex Systems Inc.	$9.3	0.3%	100.0%
49	All Native Services	$8.9	0.3%	100.0%
50	LRP Publications, Inc.	$8.9	0.3%	51.2%
	Total	**$1,730.0**	**63.7%**	

Table 12. Top Contractors for Books and Pamphlets (PSC 7610), FY2008–FY2012

	Contractor	Contracts (in $ millions)	Pct. of All Contracts
1	American Chemical Society	$71.8	10.8%
2	West Publishing Corp. (Thomson Reuters)	$53.8	8.1%
3	Pearson	$43.3	6.5%
4	Reed Elsevier	$28.8	4.3%
5	Ebsco	$21.9	3.3%
6	Basch Subscriptions	$21.7	3.3%
7	Miscellaneous Foreign Contractors/ Awardees	$20.4	3.1%
8	QuickSeries Publishing	$19.5	2.9%
9	Mackin	$18.3	2.8%

Table 12. Top Contractors for Books and Pamphlets (PSC 7610), FY2008–FY2012

	Contractor	Contracts (in $ millions)	Pct. of All Contracts
10	XMCO (Koniag)	$17.9	2.7%
	Total	**$317.3**	**47.9%**

Table 13. Top Contractors for Administrative Support: Library (PSC R605), FY2008–FY2012

	Contractor	Contracts (in $ millions)	Pct. of All Contracts
1	Arctic Slope Regional Corp.	$134.1	25.4%
2	Computer Sciences Corp./ CSC Information Systems	$25.7	4.9%
3	Library Associates of Maryland	$22.0	4.2%
4	Ebsco	$19.4	3.7%
5	Wilson Information Services	$14.5	2.7%
6	GRB Environmental Services	$14.4	2.7%
7	LABAT-Anderson (US Investigations Services)	$12.5	2.4%
8	Logical Technical Services Corp. (Sentrillion)	$11.4	2.2%
9	Information International Associates	$11.3	2.1%
10	K4 Solutions	$11.0	2.1%
	Total	**$276.3**	**52.3%**

Table 14. Top Contractors for Newspapers and Periodicals (PSC 7630), FY2008–FY2012

	Contractor	Contracts (in $ millions)	Pct. of All Contracts
1	Swets & Zeitlinger	$68.0	14.3%
2	Alutiiq Business Services (Afognak Native Corp.)	$50.0	10.5%
3	Reed Elsevier	$48.4	10.2%
4	Alaska Newspapers, Inc. (Calista Corp.)	$40.1	8.4%
5	Ebsco	$33.7	7.1%
6	Great Atlantic News, LLC	$20.0	4.2%
7	Miscellaneous Foreign Contractors/ Awardees	$19.6	4.1%
8	Thomson Reuters	$14.7	3.1%
9	West Publishing Corp. (Thomson Reuters)	$13.7	2.9%
10	Basch Subscriptions	$9.7	2.0%
Total		**$322.5**	**66.7%**

Table 15. Top Contractors for Administrative Support: Information Retrieval (PSC R612), FY2008–FY2012

	Contractor	Contracts (in $ millions)	Pct. of All Contracts
1	Reed Elsevier	$46.5	9.8%
2	Dun & Bradstreet	$45.1	9.5%
3	Electronic Data Systems (Hewlett-Packard)	$32.5	6.8%

Table 15. Top Contractors for Administrative Support: Information Retrieval (PSC R612), FY2008–FY2012

	Contractor	Contracts (in $ millions)	Pct. of All Contracts
4	Primus Solutions	$29.8	6.3%
5	West Publishing Corp. (Thomson Reuters)	$25.9	5.4%
6	Bloomberg	$16.1	3.4%
7	Macro International	$11.0	2.3%
8	Science Applications International Corp.	$10.8	2.3%
9	Theradex Systems	$9.3	2.0%
10	California Department of Public Health	$8.7	1.8%
Total		**$235.7**	**49.5%**

Table 16. Top Contractors for Web-Based Subscriptions (PSC D317), FY2008–FY2012

	Contractor	Contracts (in $ millions)	Pct. of All Contracts
1	Reed Elsevier	$80.3	17.0%
2	West Publishing (Thomson Reuters)	$64.4	13.6%
3	International Health Terminology Standards Development Organisation	$30.0	6.4%
4	Computer Sciences Corp./ CSC Information Systems	$27.6	5.8%
5	Dialog, LLC	$24.1	5.1%
6	New Directions Technologies	$17.3	3.7%

Table 16. Top Contractors for Web-Based Subscriptions (PSC D317), FY2008–FY2012

	Contractor	Contracts (in $ millions)	Pct. of All Contracts
7	Govdelivery, Inc.	$8.5	1.8%
8	Dun & Bradstreet	$8.5	1.8%
9	IHS Global	$8.4	1.8%
10	Gartner	$7.9	1.7%
Total		**$277.0**	**58.7%**

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