



REVIEW QUARTERLY TRENDS ON THE FASTEST GROWING PRODUCTS AND SERVICES WITH THE GOVCON ALMANAC!

Fall Forecast for Spending from The Gormley Group's GovCon Almanac



Sales of New Products or Services

Obligated Federal Product Spending

\$60.4B

22% of total annual spending

Obligated Federal Service Spending

\$79.5B

18% of total annual spending

Obligated Total Federal Spending

\$139.9B

20% of total annual spending



GFY 2022 Federal Spending Data powered by BirchGrove Consulting

INSIGHTS FROM THE GORMLEY GROUP



Planting and Cultivating:

Fall marks the new year and typically the slowest season in the Government Fiscal Year. Even though the percentage of annual obligation was down in Fall 2023, the amount of obligated funds and actions were up across the board. So slowed spending is a long way from no spending in the government market space --- almost \$140 billion was obligated for GFY Q1 2024. While there will still be significant contract actions during the Fall, this is still the best time to start planning for next year's buying season. The holiday slowdowns are real, so start the processes early for pursuing new contracts and updating/modifying current contracts, that way they'll be in place when the opportunities arise across the rest of the year.

CONTACT US

FOR DEEPER 2025 DATA

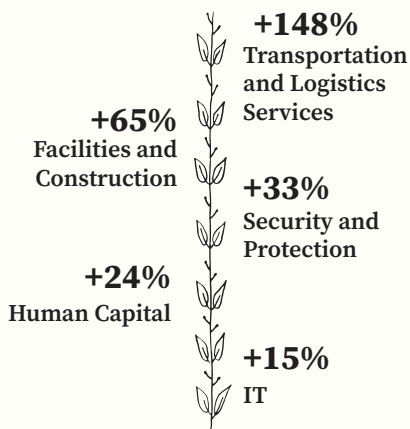
We're happy to discuss the background data on the various sales categories through the GSA schedule to help you maximize your impact on the market.

SOME TOP GSA SCHEDULE GROWTH SECTORS IN Q1

These categories have all realized increased Q1 spending from GFY 2022-2024!

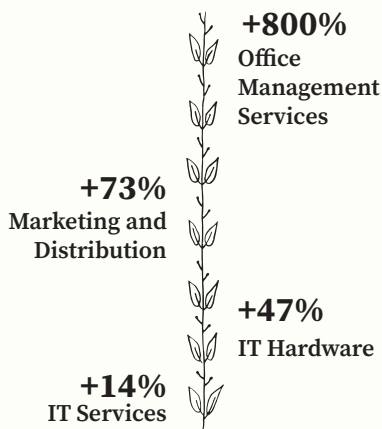
GSA MAS Large Categories

Sorted by % Growth



GSA MAS Subcategories

Sorted by % Growth



Office Management Services

800%

from 2022 to 2024!

HOW DOES THIS INFORMATION HELP YOU?

Consider investing in these sectors if you are acquiring or developing new products and services.

Already have a GSA schedule in one of these categories? See if you're keeping pace with the market.

Don't have a GSA schedule yet? If you sell any of these products or services, it may be time to consider one.

Need more data? Contact us here. (or could be "Want the rest of the year?") We're happy to discuss the background data on the various sales categories through the GSA schedule to help you maximize your impact on the market.

