



FEDERAL GOVERNMENT STRATEGIC SOURCING OF INFORMATION PRODUCTS AND SERVICES

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★ 64 Years of Service to the Federal Government ★
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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 the first quarter of fiscal year (FY) 1979 through the third quarter of FY2012 on the amount federal agencies are spending 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.

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INTRODUCTION

This report provides an analysis of the federal government's spending on information products and services from fiscal year (FY) 1979 through the third quarter (Q3) of FY2012, as well as estimates of cost savings the federal government could realize from FY2012 through FY2015 by procuring information goods and services through a strategic-sourcing process. Among the topics analyzed in this report 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, graphs, and charts detail and illustrate the findings.

Briefly summarized, the findings are that from FY1979 through FY2011 (all complete fiscal years in this study), federal-government agencies spent an estimated \$8.3 billion—nearly \$250 million annually—on print publications, electronic databases, information retrieval, and other commodities that can be collectively described as an “information market.” Moreover, federal agencies spent an additional \$325 million on these commodities in the first three quarters of FY2012. 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 9 to 20 percent, or around \$117–\$470 million in total savings for the four-year period from FY2012 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 Q3, i.e., from October 1, 1978, through June 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 160,000 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 July 5 and 6, 2012, the dates on which they were downloaded. Future iterations of this report will incorporate spending data after FY2012 Q3.

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 another is a system called the Payment Repository System,

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 FY1990 through the second quarter of FY2012 was `PRODUCT_OR_SERVICE_CODE: “7610” SIGNED_DATE: [1989/10/01, 2012/03/31]`. 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).

which the Department of the Treasury plans to make 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 (August 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 collectively saved \$17.5 million on office supplies and \$288 million on domestic delivery services in FY2011 alone, as well as \$5.3 million on wireless services over an unspecified period of time. In percentage terms, federal agencies have saved 9 percent on their spending on office supplies, 19 percent on wireless services, and 72 percent on domestic delivery services.⁶ Studies of strategic sourcing by private-sector entities and by public-sector agencies outside of the

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 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).

⁶ U.S. General Services Administration, “Strategic Sourcing Metrics,” <http://strategicsourcing.gov/gsa/index.php> (accessed November 16, 2011).

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 information market, but 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, which are often not listed in procurement contract data available through the FPDS-NG and USASpending.gov.

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 7 in Appendix 2.

One finding that emerges from the data in table 1 is that federal government agencies spent around \$8.3 billion on information products and services in the 33-year period from

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).

FY1979 through FY2011. The data also reveal that in the first three quarters of FY2012 federal agencies spent an additional \$325 million, which brought total federal spending on information commodities to \$8.7 billion from FY1979 Q1 through FY2012 Q3. In addition, average spending for all completed fiscal years, i.e., from FY1979 through FY2011, was nearly \$250 million annually. Average spending has been even higher in the last five completed fiscal years—FY2007 through FY2011—at nearly \$525 million annually, an indicator of growing government spending on information products and services.

These spending figures, however, may undercount the actual value of information commodities, 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 categorized. For example, the \$8.7 billion in federal spending on information products and services from FY1979 through FY2012 Q3 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 Q3

Products and Services (Product Service Code)	Contracts (in \$ millions) FY1979 to FY2011	Percentage of Total Contracts	Contracts (in \$ millions) FY1979 to FY2012 Q3	Percentage of Total Contracts
Books and pamphlets (7610)	\$1,821.3	21.8%	\$1,875.9	21.6%
Web-based subscriptions (D317)	\$1,684.4	20.2%	\$1,755.7	20.3%
Administrative support: Library (R605)	\$1,384.0	16.6%	\$1,456.3	16.8%
Maps, atlases, charts, and globes (7640)	\$1,060.1	12.7%	\$1,061.0	12.2%
Administrative support: Information retrieval (R612)	\$945.8	11.3%	\$1,008.7	11.6%
Newspapers and periodicals (7630)	\$943.8	11.3%	\$995.1	11.5%

Table 1. Federal Information Market, Products and Services, FY1979–FY2012 Q3

Products and Services (Product Service Code)	Contracts (in \$ millions) FY1979 to FY2011	Percentage of Total Contracts	Contracts (in \$ millions) FY1979 to FY2012 Q3	Percentage of Total Contracts
Microfilm processed (7670)	\$196.3	2.4%	\$196.5	2.3%
Drawings and specifications (7650)	\$180.2	2.2%	\$181.5	2.1%
Digital maps, charts, and geoditic products (7644)	\$76.5	0.9%	\$80.9	0.9%
Technical representation services— Books, maps, other publications (L076)	\$30.6	0.4%	\$35.1	0.4%
Sheet and book music (7660)	\$6.8	0.1%	\$6.8	0.1%
Aeronautical maps, charts, and geodesic products (7641)	\$5.8	0.1%	\$6.2	0.1%
Topographic maps, charts, and geodesic products (7643)	\$2.0	0.0%	\$2.6	0.0%
Hydrographic maps, charts, and geodesic products (7642)	\$2.3	0.0%	\$2.3	0.0%
Books, maps, other publications (76)	(\$934.0)	0.0%	(\$934.0)	0.0%
Total	8,339.9	100.0	\$8,664.7	100%

Another finding that emerges from data available from the FPDS–NG 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 FY2011—spending on information commodities increased from \$76 million in FY1979 to \$276 million in 2000 and then to \$520 million in 2010. In FY2011 spending grew even further to nearly \$577 million. Figure 1, below, depicts the change in federal spending on information products and services from FY1979 through FY2011, with specific figures listed for 1979 and for five-year intervals starting in FY1980 (i.e., spending figures for FY1980, FY1985, FY1990, etc). Figure 1 does not include federal spending on information commodities for FY2012,

because FY2012 was not yet a complete fiscal year at the time this research was conducted. Nonetheless, as noted above, such spending was \$325 million in the first three quarters of FY2012.

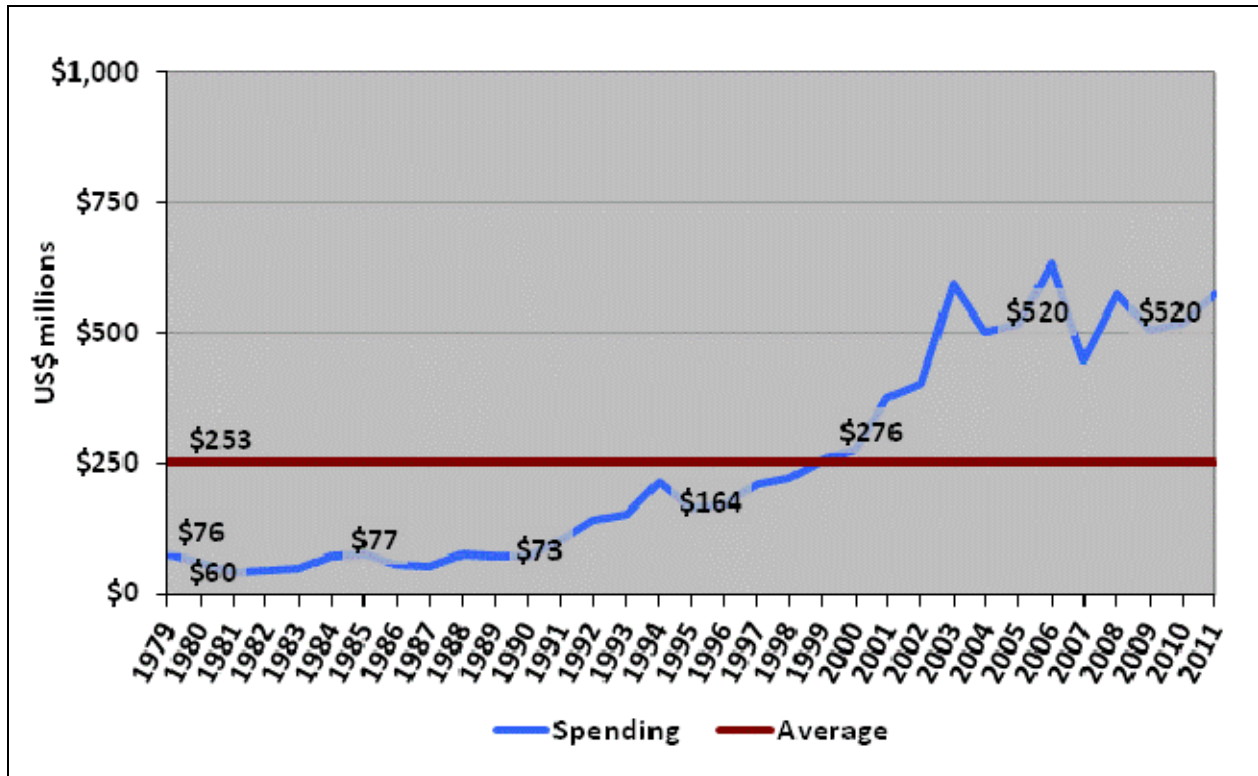


Figure 1. Value of the Federal Information Market by Fiscal Year, FY1979–FY2011

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 FY1979 and FY1990 but was 3.6 times greater in FY2000 than in FY1979 and nearly 7 times greater in FY2010 than in FY1979. These ratios are depicted in figure 2, below, by spheres whose relative sizes reflect the growth in federal spending on information commodities since FY1979, which serves as the base year of comparison in the graph.

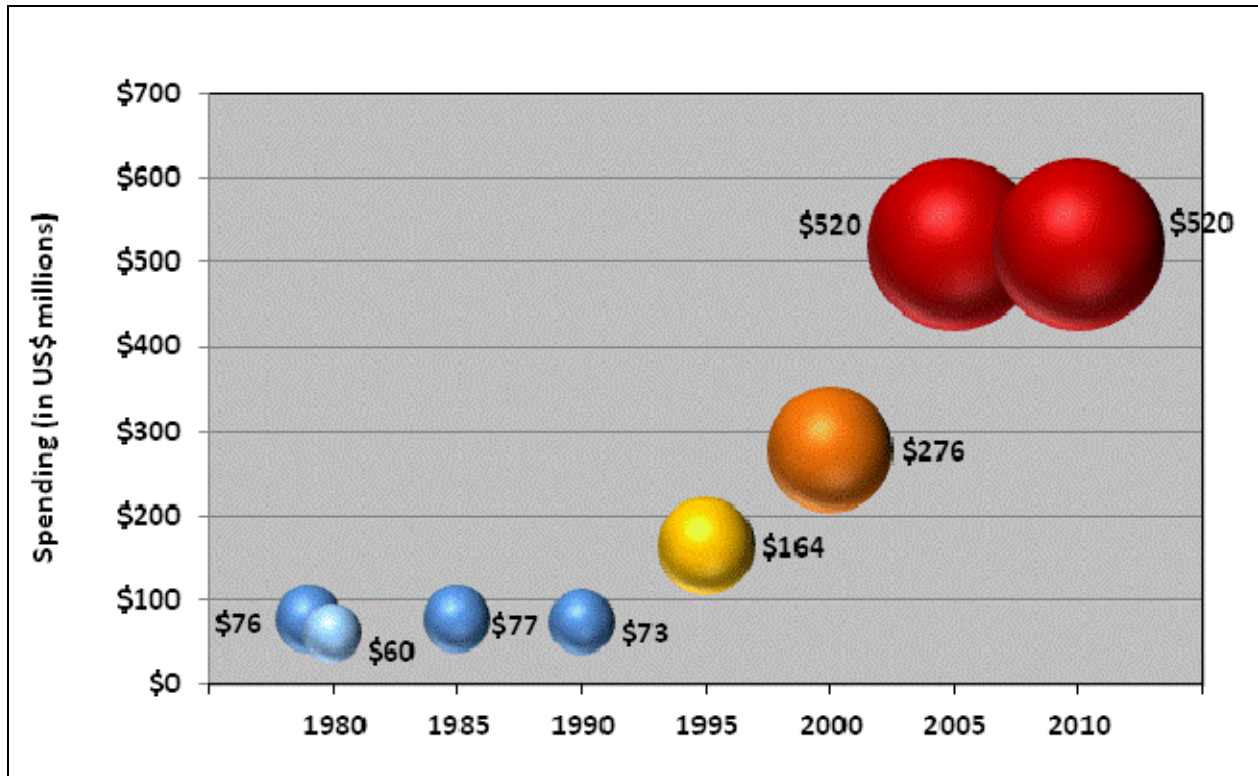


Figure 2. Size of the Federal Information Market, FY1979–FY2011

While federal spending on information commodities generally increased from FY1979 through FY2011, such spending has exhibited substantial fluctuations 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 Q3. (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 \$64 million for the time period.

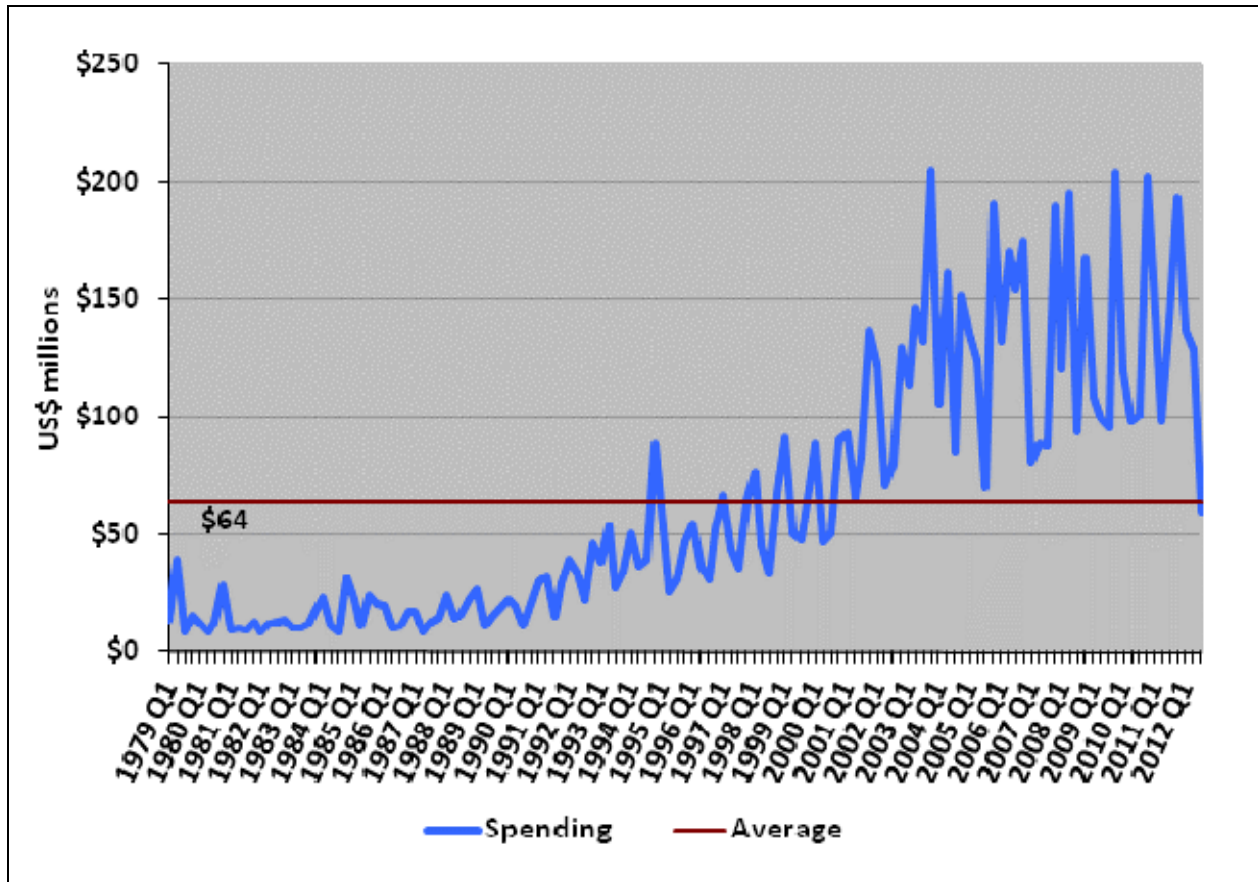


Figure 3. Value of the Federal Information Market by Quarter, FY1979 Q1–FY2012 Q3

Within the previous five years, i.e., FY2008 Q1 through FY2012 Q3, spending varied substantially but at higher dollar levels than for the nearly 34-year period from FY1979 Q1 through FY2012 Q3. In this most recent five-year period, spending generally ranged from \$100 million to \$200 million per quarter and sometimes grew or declined by \$100 million between quarters. In addition, the average spending per quarter was \$132 million, more than double the quarterly average of \$64 million for the longer time span from FY1979 Q1 through FY2012 Q3 (see figure 4, below).

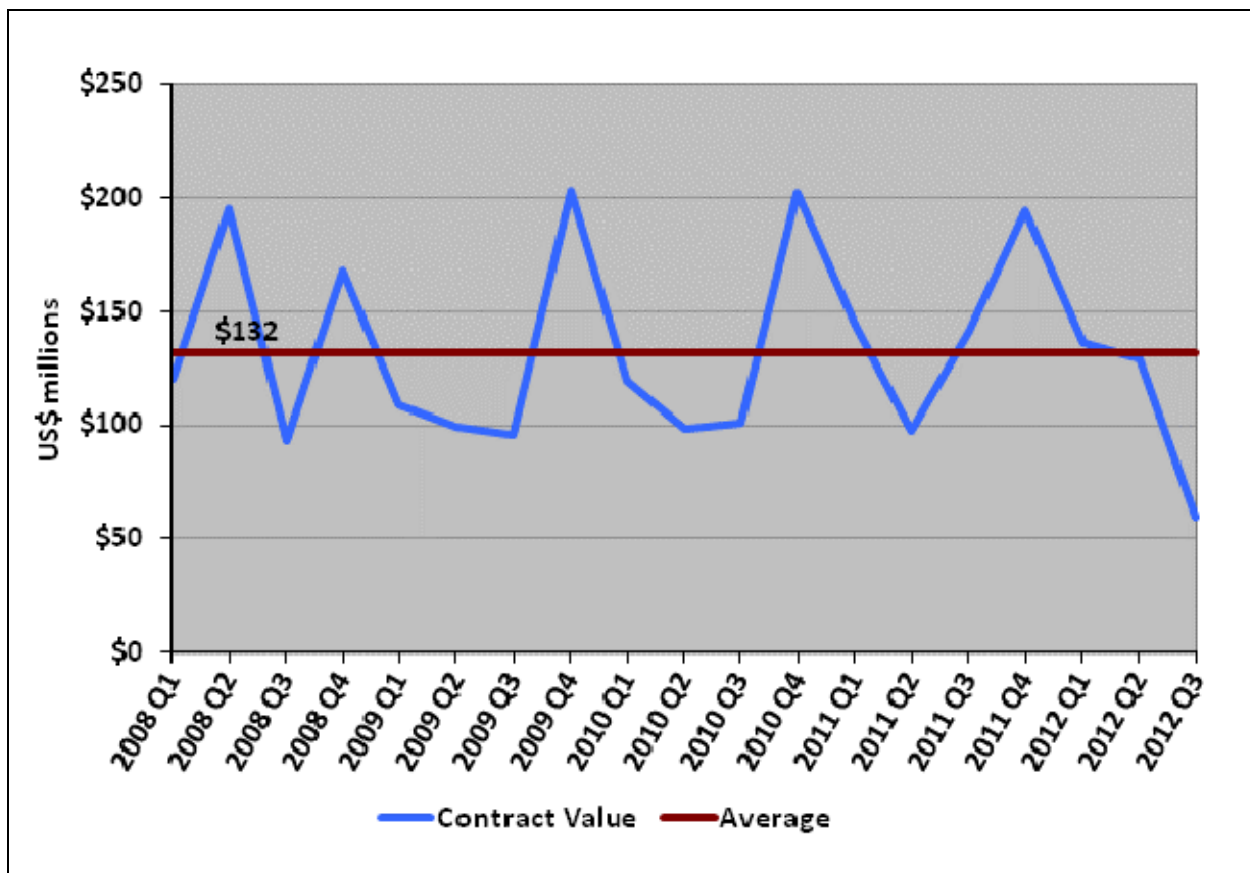


Figure 4. Value of the Federal Information Market by Quarter, FY2007 Q1–FY2012 Q3

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 32-year time span between FY1980 and FY2011, the federal government’s average spending on information products and services was highest in the fourth quarter (\$86 million) and lowest in the third (\$50 million). Average quarterly spending for the first and second quarters fell between those two extremes, at \$65 million for the first quarter and \$58 million in the second (see figure 5, below).

However, this pattern in quarterly spending was not consistent in the decades from FY1980 through FY2011. In the first decade of that time span, i.e., from FY1980 through

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.

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 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 (\$164 million), and it has thus far continued into the two complete years of the fourth and current 10-year period in this study (i.e., FY2010 and FY2011).

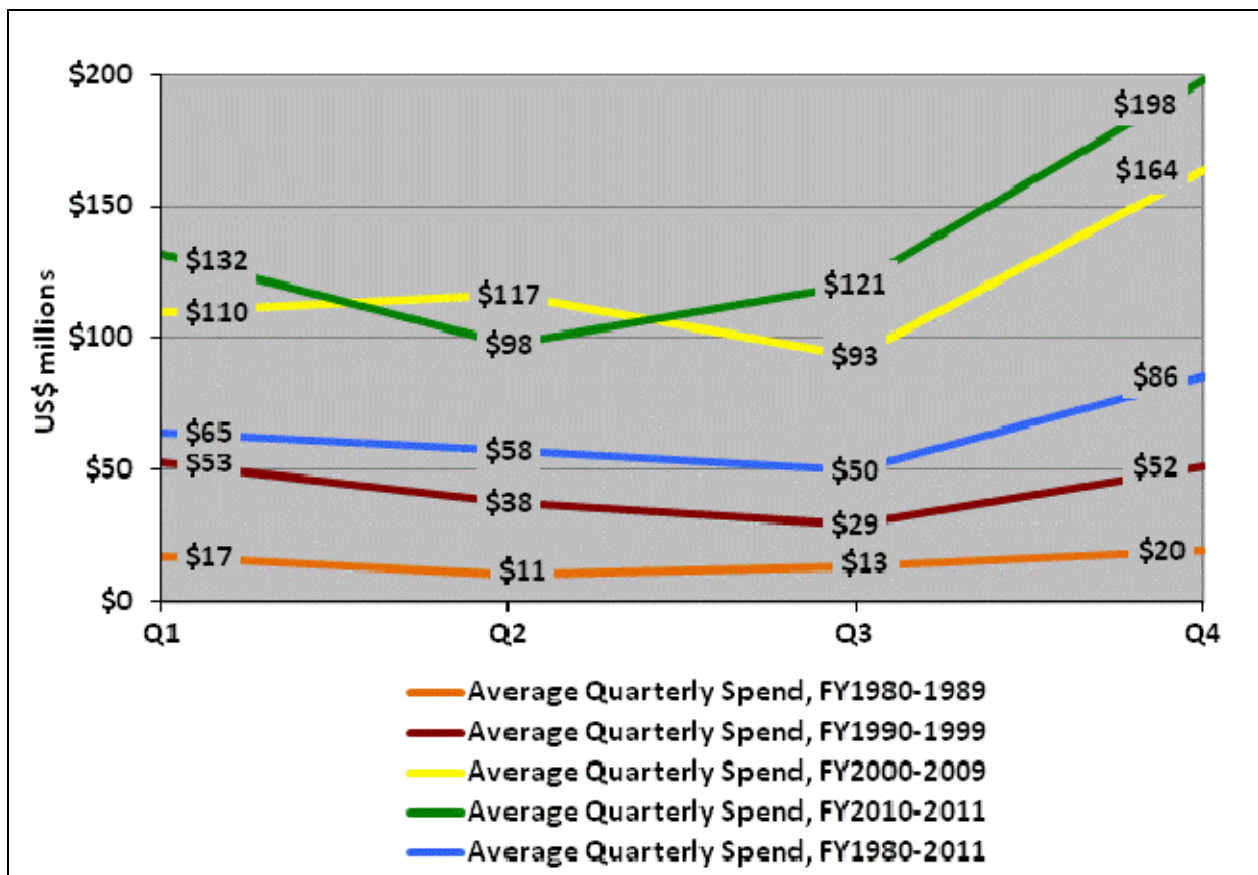


Figure 5. Federal Information Market, Average Quarterly Spending

With regard to the major products and services in the information market, six of the 15 types of information products and services accounted for nearly 94 percent of federal-government spending on the information market, as measured by contract value from FY1979 through FY2011. 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.

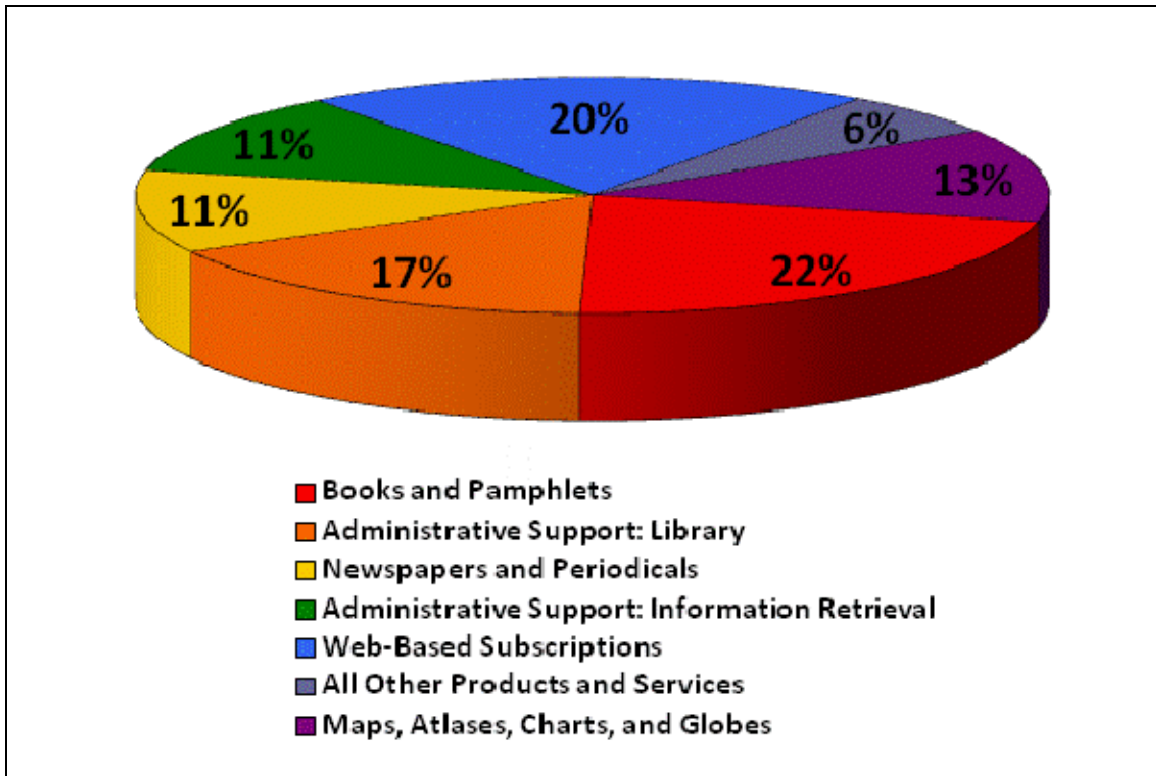


Figure 6. Federal Information Market FY1979–FY2011, Products and Services

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—33 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 million by FY2011 (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 information medium and source, federal spending on Web-based subscriptions has trended downward in the FY2004–FY2011 time period, while federal spending on the two commodity groups books and pamphlets and administrative support for libraries has trended upward and has exceeded spending on Web-based subscriptions (see figure 7, below).

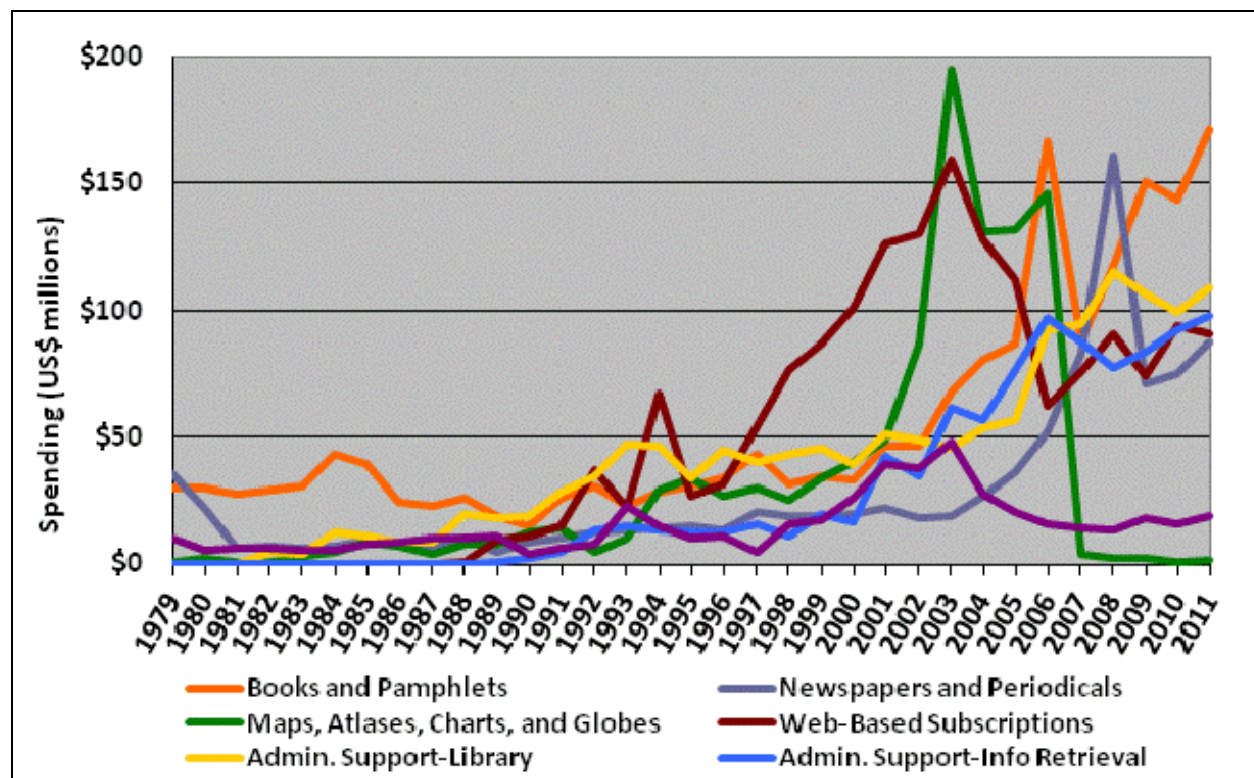


Figure 7. Federal Spending on Information Products and Services, FY1979–FY2011

The recent fluctuations in federal spending on various information commodities has meant that a smaller range of commodities have dominated the overall federal information market in the last five fiscal years (FY2007–FY2011) than in the 33-year period from FY1979 through FY2011. 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 FY2011 but nearly 97 percent of that market in the most recent five-year span from FY2007 through FY2011 (see figure 8, below, and Appendix 3).

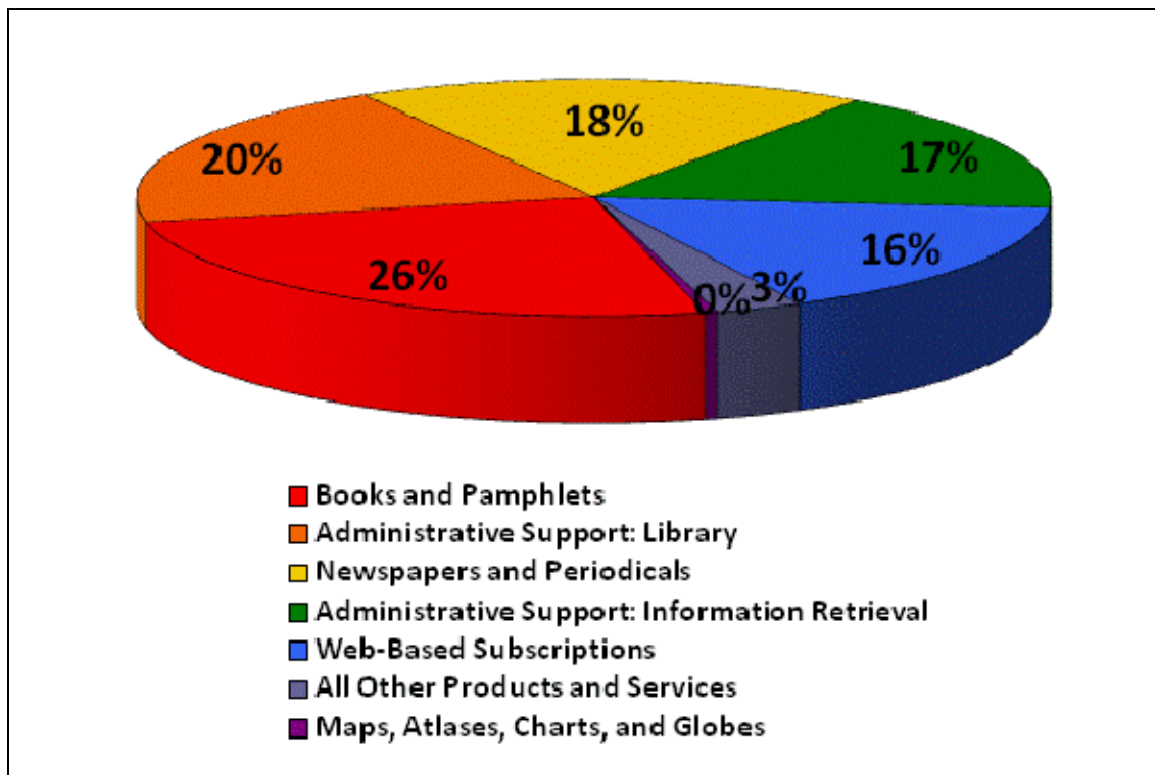


Figure 8. Federal Information Market FY2007–FY2011, Products and Services

INFORMATION MARKET SPENDING BY FEDERAL AGENCIES

Federal-agency spending on information products and services from FY1979 through the third quarter of FY2012 varied substantially, from agency to agency, from approximately \$8.1 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 FY2011 averaged approximately \$333 million per agency (see table 2, below).

**Table 2. Federal Agencies' Spending on Information Products and Services,
FY1979–FY2012 Q3**

Department	Spending (in US\$ millions) FY1979 to FY2011	Percent of Total	Spending (in US\$ millions) FY1979 to FY2012 Q3	Percent of Total
Department of Defense	\$3,635.3	44%	\$3,687.7	43%
Department of Health and Human Services	\$838.2	10%	\$877.8	10%
Department of Commerce	\$426.1	5%	\$478.2	6%
Department of Justice	\$413.4	5%	\$442.7	5%
Department of the Treasury	\$380.4	5%	\$399.8	5%
Environmental Protection Agency	\$360.1	4%	\$369.3	4%
General Services Administration	\$356.6	4%	\$358.1	4%
Department of Veterans Affairs	\$308.5	4%	\$324.6	3%
All Other Agencies	\$278.2	3%	\$303.2	3%
Social Security Administration	\$178.1	2%	\$196.0	2%
Department of the Interior	\$174.4	2%	\$183.0	2%
Department of Homeland Security	\$151.0	2%	\$175.7	2%
Department of Transportation	\$134.4	2%	\$136.9	2%
National Aeronautics and Space Administration	\$122.6	1%	\$126.3	1%
Department of State	\$114.1	1%	\$122.3	1%
Department of Agriculture	\$116.7	1%	\$119.9	1%
Department of Energy	\$89.3	1%	\$91.9	1%
Department of Education	\$68.1	1%	\$71.8	1%
U.S. Agency for International Development	\$65.3	1%	\$65.6	1%
Department of Labor	\$46.7	1%	\$47.8	1%
Department of Housing and Urban Development	\$38.0	0%	\$38.1	0%
Nuclear Regulatory Commission	\$18.5	0%	\$20.1	0%

**Table 2. Federal Agencies' Spending on Information Products and Services,
FY1979–FY2012 Q3**

Department	Spending (in US\$ millions) FY1979 to FY2011	Percent of Total	Spending (in US\$ millions) FY1979 to FY2012 Q3	Percent of Total
Office of Personnel Management	\$10.5	0%	\$11.1	0%
National Science Foundation	\$7.8	0%	\$8.1	0%
Small Business Administration	\$7.5	0%	\$8.1	0%
Total	\$8,339.9	100%	\$8,664.7	100%
Average	\$333.6		\$346.6	

Five agencies accounted for nearly 68 percent of all contracts for information products and services from FY1979 through FY2011, which, in dollar terms, represented \$5.5 billion in spending during that period. Those five agencies were: Defense (44 percent of total spending), Health and Human Services (10 percent), Commerce (5 percent), Justice (5 percent), and Treasury (5 percent) (see figure 9, below).

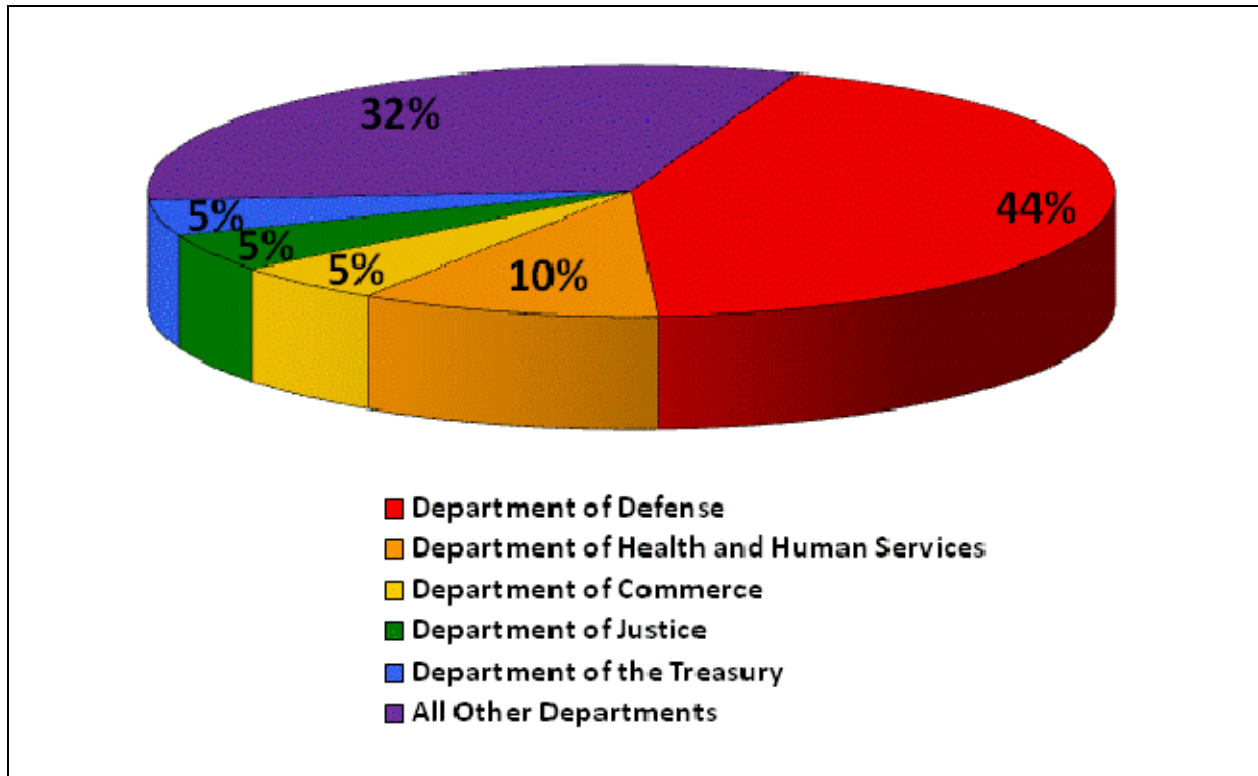


Figure 9. Federal Information Market Spending by Agency as a Proportion of Total Spending, FY1979–FY2011

Departments' spending on information products and services fluctuated during the complete fiscal years in this study, FY1979 through FY2011, 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).

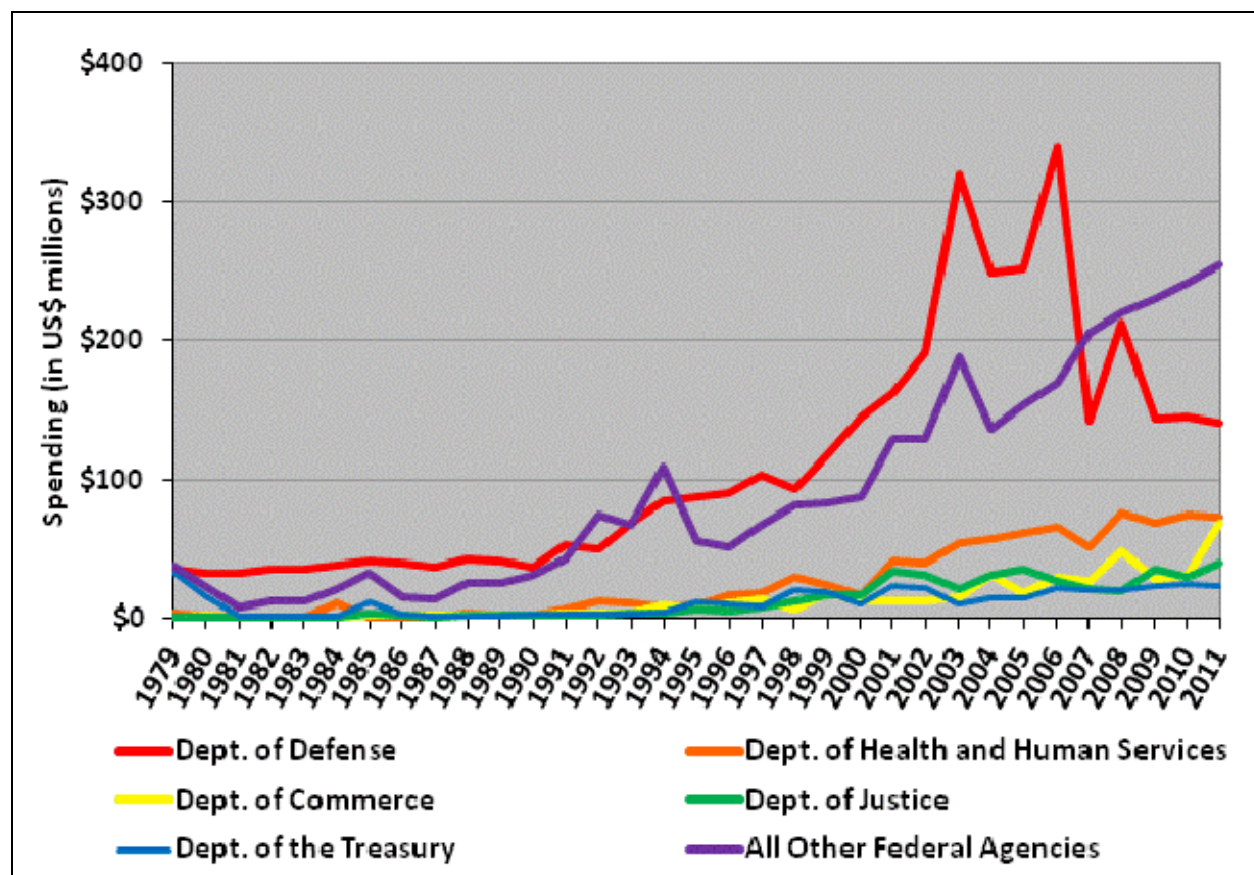


Figure 10. Federal Information Market, Top Federal-Agency Spending Trends, FY1979–FY2011

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 FY2011, several agencies under the Department of Defense were among the major purchasers of information products and services, namely the National Geospatial-Intelligence Agency (NGA) and the departments of the Air Force, Army,

and Navy (see figure 11, below). These four agencies collectively spent \$3.2 billion on information products and services, accounting for 39 percent of all federal-government spending in the information market. Other agencies that were prominent in the market were the NIH (\$582 million in spending; 7 percent of overall spending), Environmental Protection Agency (\$349 million; 4 percent), and Patent and Trademark Office (\$286 million, 3 percent).

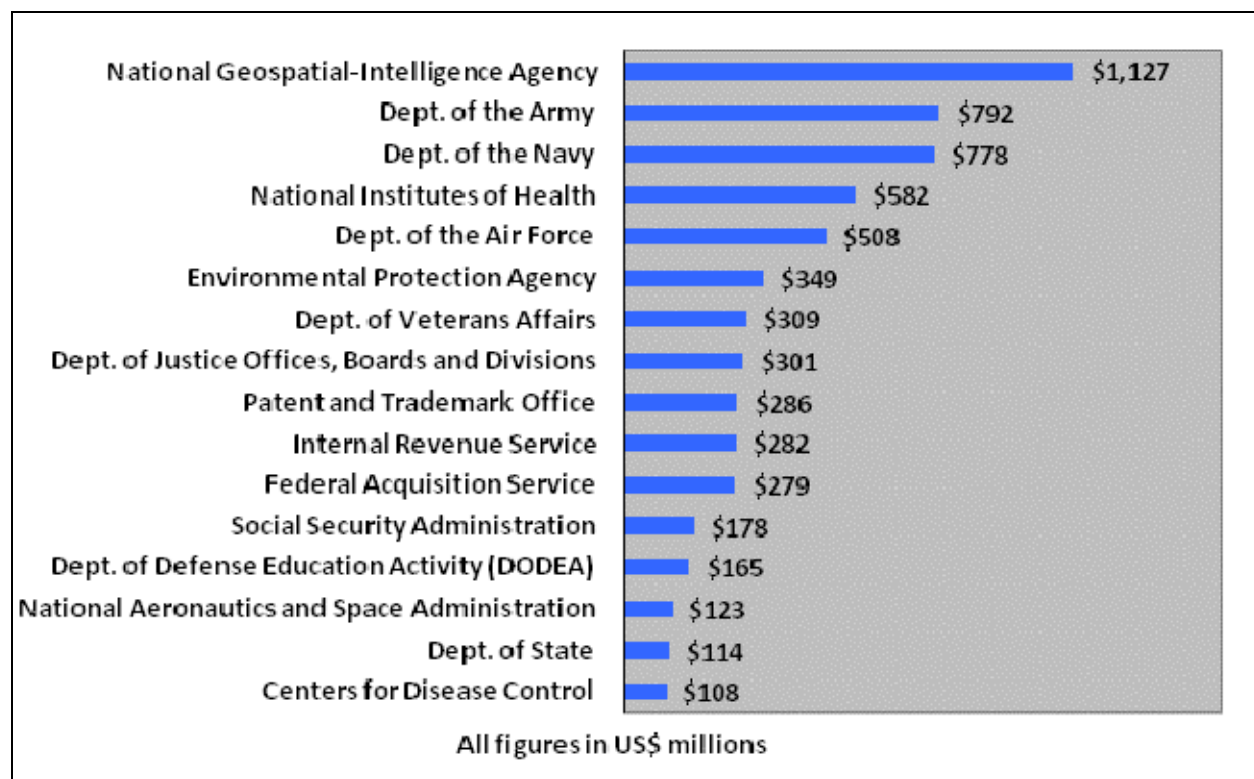


Figure 11. Federal Information Market FY1979–FY2011, Top-Spending Federal Agencies

With some exceptions, the agencies that were major purchasers from FY1979 through FY2011 have remained so within the last five years of that period, i.e., FY2007 through FY2011. One prominent 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). Similarly, National Aeronautics and Space Administration (NASA) spending on information commodities was among the highest of any contracting agency in FY1979–FY2011, totaling \$123 million in that period, or 1.5 percent of total federal spending. While

NASA’s \$25 million in spending on information commodities from FY2007 to FY2011 has declined only slightly as a percentage of federal spending on those commodities (1 percent for FY2007–FY2011), the agency’s spending has been well below the spending levels of other agencies that have been major buyers of information products and services.

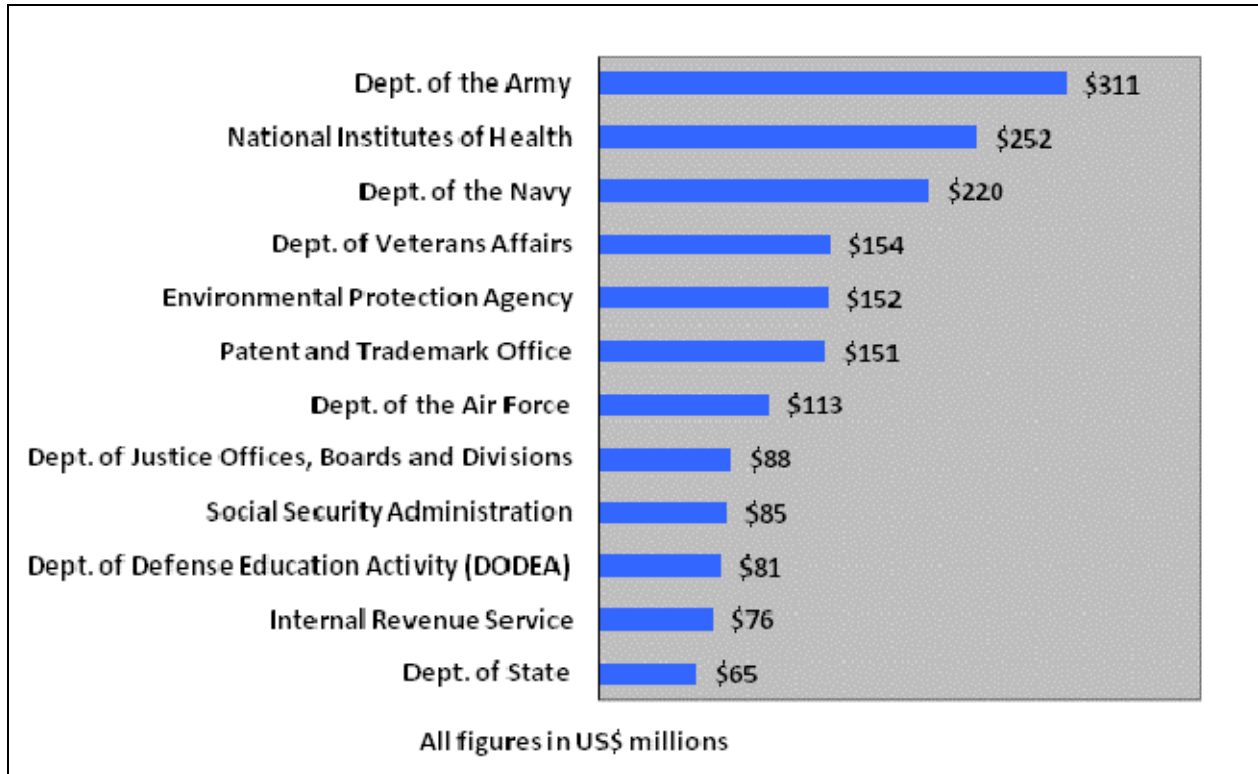


Figure 12. Federal Information Market, Top-Spending Federal Agencies, FY2007–FY2011

CONTRACTORS IN THE FEDERAL INFORMATION MARKET

From FY1979 through FY2011, 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 contractors 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 Reed Elsevier, with \$323.9 million in contracts, followed by Space Imaging LLC¹¹ (\$320.4 million), West Publishing (\$307.5 million),

¹¹ 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).

and Computer Sciences Corporation (\$301.0 million). These four companies alone received \$1.4 billion in federal-government contracts for information products and services, nearly 15 percent of all contracts, as measured by contract value.

All of these contractors and others appear in table 3, below, which lists the top 50 recipients of federal-government contracts for information products and services from FY1979 to FY2011. These 50 contractors collectively received \$4.3 billion in contracts for information commodities, nearly half (i.e., 49 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 LexisNexis and West Publishing, which are subsidiaries of Reed Elsevier and Thomson Reuters, respectively. 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 “LexisNexis (Reed Elsevier).” It should also be noted that while some contractor names in this table are enigmatic and unclear—namely “Miscellaneous Foreign Awardee” and “Miscellaneous Foreign Contractor”—these are the contract awardees as listed in the FPDS–NG.¹²

Table 3. Top Contractors in the Federal Information Market, FY1979–FY2011

	Contractor (Parent Company in Parentheses)	Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
1	Reed Elsevier	\$323.9	3.7%	3.7%
2	Space Imaging LLC (GeoEye)	\$320.4	3.7%	7.4%
3	West Publishing (Thomson Reuters)	\$307.5	3.5%	11.0%
4	Computer Sciences Corp./CSC Information Systems	\$301.0	3.5%	14.5%
5	Arctic Slope Regional Corp.	\$239.4	2.8%	17.2%

¹² 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 Contractors in the Federal Information Market, FY1979–FY2011

	Contractor (Parent Company in Parentheses)	Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
6	Ebsco	\$215.9	2.5%	19.7%
7	Gartner	\$162.2	1.9%	21.6%
8	DigitalGlobe	\$160.6	1.9%	23.4%
9	IHS	\$151.1	1.7%	25.2%
10	Swets & Zeitlinger	\$94.6	1.1%	26.3%
11	XMCO (Koniag)	\$92.2	1.1%	27.3%
12	LABAT-Anderson (US Investigations Services)	\$90.4	1.0%	28.4%
13	Mail-Well Corp. (Cenveo)	\$74.0	0.9%	29.2%
14	American Chemical Society	\$73.5	0.8%	30.1%
15	Faxon	\$72.6	0.8%	30.9%
16	McGraw-Hill	\$71.0	0.8%	31.7%
17	Orbital Imaging Corp. (GeoEye)	\$70.6	0.8%	32.6%
18	Readmore	\$70.5	0.8%	33.4%
19	Alaska Newspapers, Inc. (Calista Corp.)	\$69.1	0.8%	34.2%
20	ChoicePoint (Reed Elsevier)	\$62.9	0.7%	34.9%
21	Aspen Systems Corp. (Lockheed Martin)	\$60.1	0.7%	35.6%
22	Techna-Graphics	\$59.2	0.7%	36.3%
23	Pearson	\$59.2	0.7%	37.0%
24	Alutiiq Business Services (Afognak Native Corp.)	\$57.0	0.7%	37.6%
25	Miscellaneous Foreign Contractors/ Awardees	\$56.4	0.7%	38.3%
26	CCH, Inc. (Wolters Kluwer)	\$54.1	0.6%	38.9%
27	International Health Terminology Standards Development Organisation	\$53.7	0.6%	39.5%
28	Information International Associates	\$53.6	0.6%	40.1%
29	Basch Subscriptions	\$49.9	0.6%	40.7%
30	Dun & Bradstreet	\$49.3	0.6%	41.3%
31	CSR, Inc.	\$43.8	0.5%	41.8%
32	Bureau Of National Affairs (Bloomberg)	\$43.7	0.5%	42.3%
33	LexisNexis (Reed Elsevier)	\$43.3	0.5%	42.8%

Table 3. Top Contractors in the Federal Information Market, FY1979–FY2011

	Contractor (Parent Company in Parentheses)	Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
34	Andrulis Corp. (Dynamics Research Corporation)	\$41.2	0.5%	43.3%
35	Ovid Technologies (Wolters Kluwer)	\$40.2	0.5%	43.7%
36	CQ-Roll Call (Economist Group)	\$38.4	0.4%	44.2%
37	Spot Image Corp. (EADS)	\$37.4	0.4%	44.6%
38	Lockheed Martin	\$37.2	0.4%	45.0%
39	Boeing	\$33.6	0.4%	45.4%
40	Logical Technical Services Corp. (Sentrillion)	\$32.8	0.4%	45.8%
41	Great Atlantic News, LLC	\$30.4	0.4%	46.1%
42	Dialog, LLC	\$29.8	0.3%	46.5%
43	Scholastic Corp.	\$29.7	0.3%	46.8%
44	Wilson Information Services	\$29.6	0.3%	47.2%
45	Internet Systems, Inc.	\$29.5	0.3%	47.5%
46	New Directions Technologies	\$28.4	0.3%	47.8%
47	Electronic Data Systems (Hewlett-Packard)	\$27.5	0.3%	48.2%
48	Southern Bell (AT&T)	\$27.3	0.3%	48.5%
49	CarTech Inc.	\$27.3	0.3%	48.8%
50	Science Applications International Corp.	\$27.3	0.3%	49.1%
	Total	\$4,254.3	49.1%	49.1%

The data in table 3 indicate the major vendors in the overall information market, but not the major vendors for particular PSCs. Appendix 3 contains tables listing the major vendors for the top five information commodities for the previous five fiscal years, i.e., FY2007 through FY2011. 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 FY2011, the federal government could have saved in the range of nearly \$30 million to \$115 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 4 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 4. FY2011 Spending by Agency Under Different Savings Scenarios

Agency	No FSSI	5%		9%		20%	
	<i>Spending</i>	<i>Spending</i>	<i>Savings</i>	<i>Spending</i>	<i>Savings</i>	<i>Spending</i>	<i>Savings</i>
Department of Defense	\$140.2	\$133.2	\$7.0	\$127.6	\$12.6	\$112.2	\$28.0
Department of Health and Human Services	\$73.0	\$69.3	\$3.6	\$66.4	\$6.6	\$58.4	\$14.6
Department of Commerce	\$68.6	\$65.2	\$3.4	\$62.4	\$6.2	\$54.9	\$13.7
Department of Justice	\$40.1	\$38.1	\$2.0	\$36.5	\$3.6	\$32.1	\$8.0
Department of the Treasury	\$23.5	\$22.3	\$1.2	\$21.3	\$2.1	\$18.8	\$4.7
All other agencies	\$231.6	\$220.0	\$11.6	\$210.7	\$20.8	\$185.3	\$46.3
Total	\$576.9	\$548.0	\$28.8	\$525.0	\$51.9	\$461.5	\$115.4
All figures are in \$ millions.							

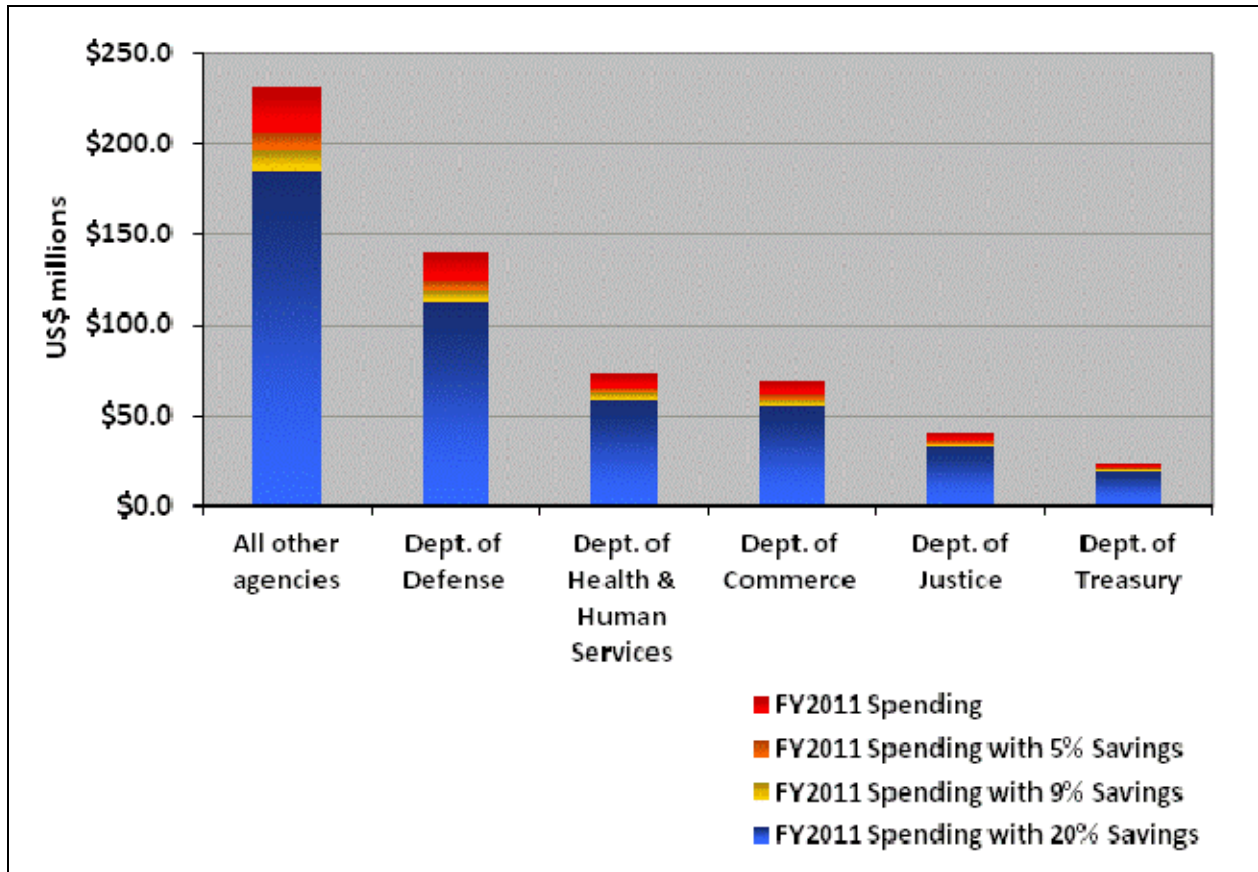


Figure 13. FY2011 Spending by Agency Using Different Savings Scenarios

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 FY2011. 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 \$420 million and \$1.7 billion (respectively, 5-percent and 20-percent savings on the aforementioned total spending of \$8.3 billion for the period FY1979 through FY2011; see figure 14, below). The \$1.7 billion in savings that could have been realized through a 20-percent discount on spending in this 33-year time span exceeds the \$1.6 billion federal spending on information commodities in the last three complete fiscal years (\$506.2 million in FY2009, \$520.2 million in FY2010, and \$576.9 million in FY2011).

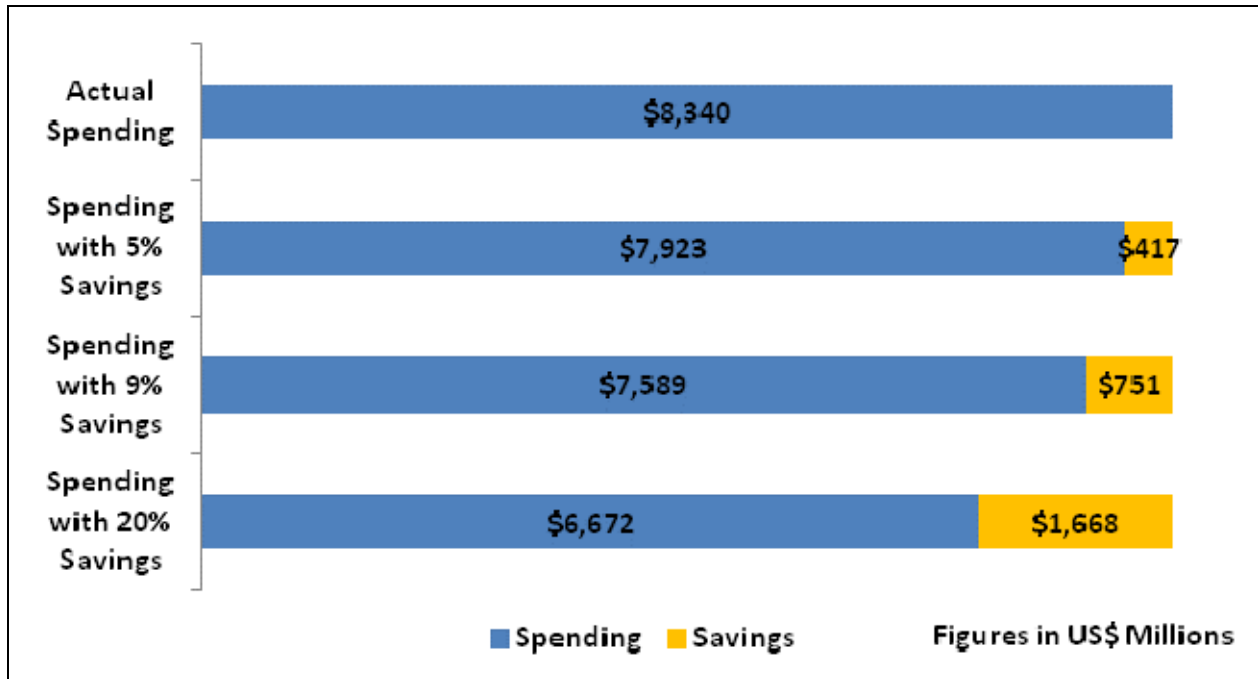


Figure 14. Federal Spending Using Different Savings Scenarios, FY1979–FY2011

Depicting the various savings rates against the trend in information-commodity spending for all complete fiscal years (FY1979 to FY2011) 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.

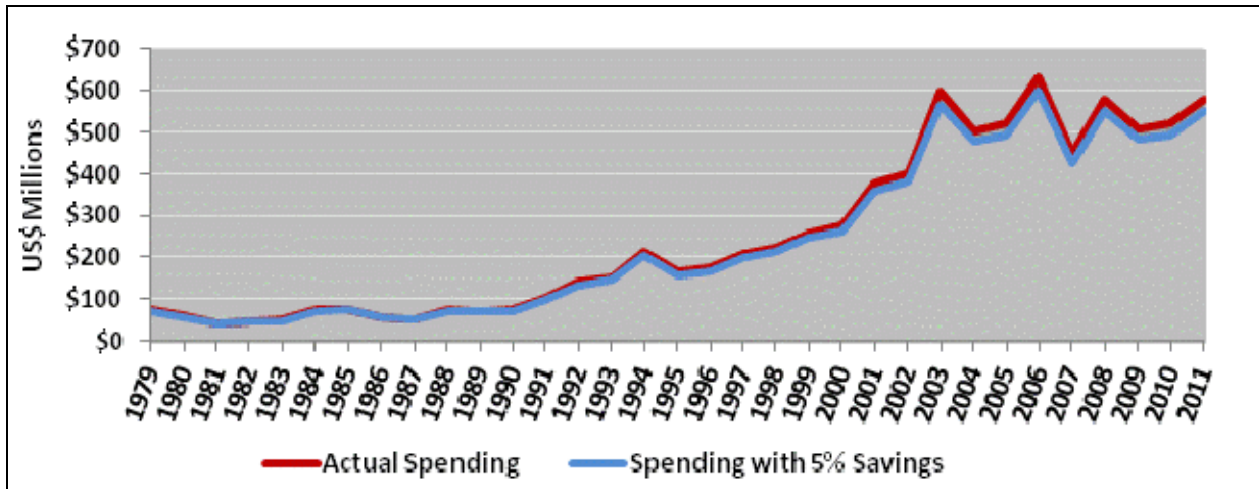


Figure 15. Federal Spending with 5-Percent Savings, FY1979–FY2011

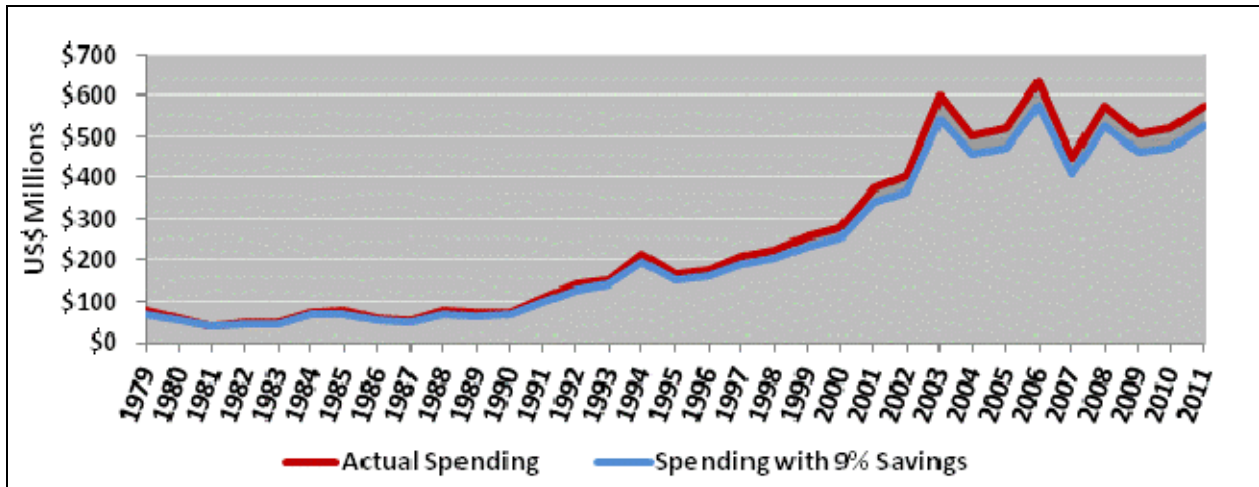


Figure 16. Federal Spending with 9-Percent Savings, FY1979–FY2011

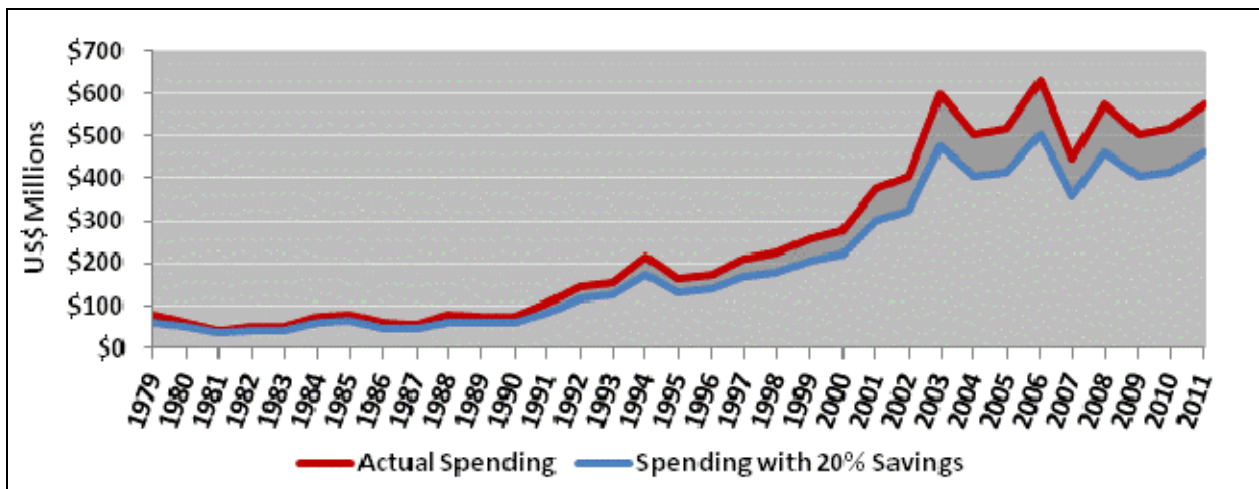


Figure 17. Federal Spending with 20 Percent Savings, FY1979–FY2011

With regard to the potential savings that strategic sourcing could provide for information products and services in the years beyond FY2011, the spending trend in the information market from FY1979 through FY2011 suggests that the market can be projected to remain near the FY2011 spending level of \$577 million, with \$588 million in projected spending for FY2013 followed by a slight decline to \$578 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 \$115 million to \$470 million over the four-year period from FY2012 through FY2015 (see table 5, 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.

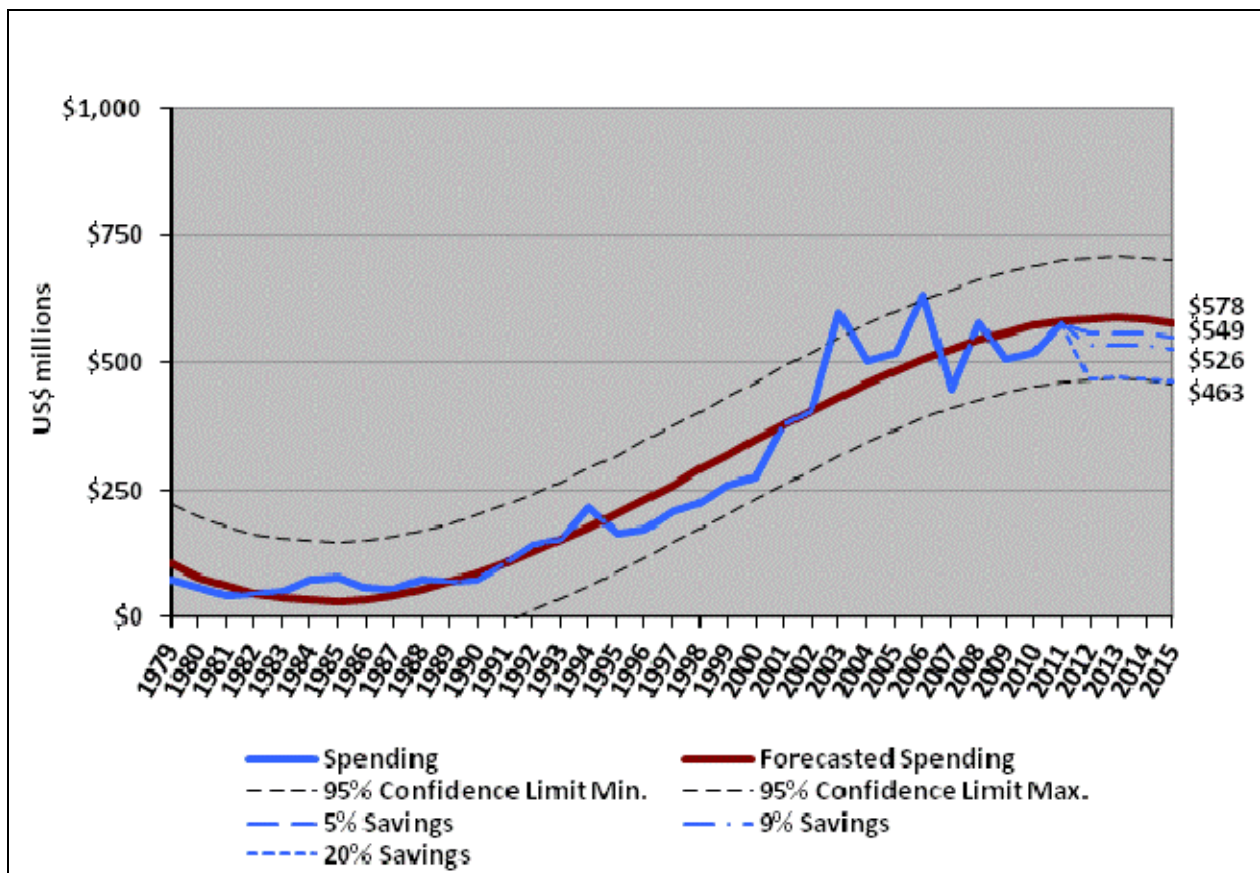


Figure 18. Projected Growth and Potential Savings in the Federal Information Market, FY2012–FY2015

These forecasts are derived from a statistical analysis of changes in the federal information market from FY1979 through FY2011. More specifically, the researcher fitted a cubic regression model to the data for FY1979 through FY2011 and used the model to derive forecasts for FY2012 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.¹³

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.¹⁴

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 6 (see Appendix 1) and depicted in figure 19, below, are that total savings on federal spending on information commodities would vary from almost \$30 million if one-fourth of such spending occurred at a 5-percent discount to nearly \$470 million if all of this spending occurred at a 20-percent discount. In figure 19, the tops of the

¹³ The equation for the cubic regression is $Y=104.5 - 27.45 X + 2.88 X^2 - 0.05 X^3$; $R^2=0.933$, and model standard error of equation is 55.0.

¹⁴ U.S. General Services Administration, "Strategic Sourcing Metrics."

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 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.

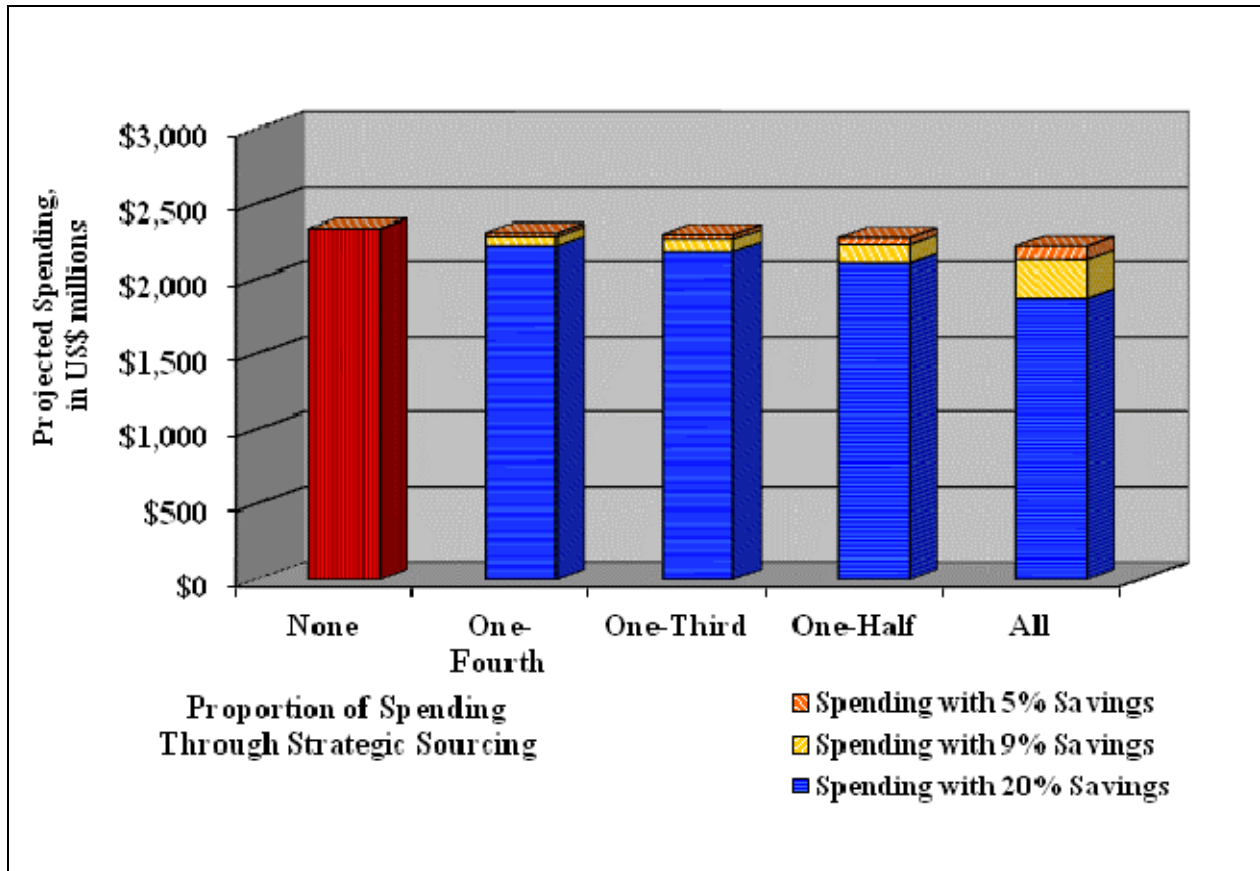


Figure 19. FY2012–FY2015 Total Spending Projections Based on Various Strategic-Sourcing Scenarios

APPENDIX 1. Estimated Spending and Savings Projections

Table 5. Projected Growth and Savings in the Federal Information Market, FY2012–FY2015

Savings	2012		2013		2014		2015		Total		Average Annual Savings
	Spending	Savings	Spending	Savings	Spending	Savings	Spending	Savings	Spending	Savings	
No FSSI	\$586.2	\$0	\$587.8	\$0	\$585.2	\$0	\$578.2	\$0	\$2,337.4	\$0	\$0
5% savings	\$556.9	\$29.3	\$558.4	\$29.4	\$556.0	\$29.3	\$549.3	\$28.9	\$2,220.5	\$116.9	\$29.2
9% savings	\$533.4	\$52.8	\$534.9	\$52.9	\$532.5	\$52.7	\$526.1	\$52.0	\$2,127.0	\$210.4	\$52.6
20% savings	\$468.9	\$117.2	\$470.2	\$117.6	\$468.2	\$117.0	\$462.5	\$115.6	\$1,869.9	\$467.5	\$116.9
All figures are in US\$ millions.											

Table 6. FY2012–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	\$2,337.4	\$0	\$2,337.4	\$0	\$2,337.4	\$0
One-Fourth	\$2,308.1	\$29.2	\$2,284.8	\$52.6	\$2,220.5	\$116.9
One-Third	\$2,298.8	\$38.6	\$2,267.9	\$69.4	\$2,183.1	\$154.3
One-Half	\$2,278.9	\$58.4	\$2,232.2	\$105.2	\$2,103.6	\$233.7
All	\$2,220.5	\$116.9	\$2,127.0	\$210.4	\$1,869.9	\$467.5
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 7. 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 geodetic 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.
<p>Source: U.S. General Services Administration, Office of Governmentwide Policy, <i>Federal Procurement Data System, Product and Service Codes Manual</i> (Washington, DC: August 2011): 66–202. https://www.acquisition.gov/PSC%20Manual%20-%20Final%20-%202011%20August%202011.pdf (accessed September 12 2011).</p>	

APPENDIX 3. Major Vendors for Major Information Commodities, FY2007–FY2011

The tables below provide spending data for the top vendors of the top information commodities for the last five complete fiscal years, FY2007 through FY2011. Five information products and services have accounted for \$2.5 billion in federal spending on information commodities in the previous five years, nearly 97 percent of the \$2.6 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 8. Federal Information Market, Products and Services, FY2007–FY2011

Products and Services (Product Service Code)	Contracts (in \$ millions)	Percentage of Total Contracts	Cumulative Percentage
Books and pamphlets (7610)	\$671.6	25.6%	25.6%
Administrative support: Library (R605)	\$523.7	19.9%	45.5%
Newspapers and periodicals (7630)	\$476.8	18.1%	63.6%
Administrative support: Information retrieval (R612)	\$437.9	16.7%	80.3%
Web-based subscriptions (D317)	\$425.5	16.2%	96.5%
Drawings and specifications (7650)	\$31.7	1.2%	97.7%
Digital maps, charts, and geoditic products (7644)	\$20.8	0.8%	98.5%
Maps, atlases, charts, and globes (7640)	\$11.7	0.4%	99.3%
Microfilm processed (7670)	\$11.1	0.4%	99.7%
Technical representation services— Books, maps, other publications (L076)	\$10.3	0.4%	98.9%
Aeronautical maps, charts, and geodesic products (7641)	\$3.0	0.1%	99.9%

Table 8. Federal Information Market, Products and Services, FY2007–FY2011

Products and Services (Product Service Code)	Contracts (in \$ millions)	Percentage of Total Contracts	Cumulative Percentage
Hydrographic maps, charts, and geodesic products (7642)	\$2.0	0.1%	99.9%
Topographic maps, charts, and geodesic products (7643)	\$0.9	0.0%	100.0%
Sheet and book music (7660)	\$0.7	0.0%	100.0%
Books, maps, other publications (76)	\$0.0	0.0%	100.0%
Total	\$2,627.7	100%	100%
Annual average, FY1990–FY2011	\$175.2		

Table 9. Top Contractors for Books and Pamphlets (PSC 7610), FY2007–FY2011

Contractor	Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
1 American Chemical Society	\$58.0	8.6%	8.6%
2 West Publishing (Thomson Reuters)	\$49.4	7.4%	16.0%
3 Pearson	\$44.5	6.6%	22.6%
4 Reed Elsevier	\$41.2	6.1%	28.8%
5 Ebsco	\$31.5	4.7%	33.4%
6 Miscellaneous Foreign Contractors/ Awardees	\$20.2	3.0%	36.5%
7 QuickSeries Publishing	\$19.7	2.9%	39.4%
8 XMCO (Koniag)	\$19.1	2.8%	42.2%
9 McGraw-Hill	\$18.1	2.7%	44.9%

Table 9. Top Contractors for Books and Pamphlets (PSC 7610), FY2007–FY2011

Contractor		Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
10	Mackin	\$16.6	2.5%	47.4%
Total		\$318.3	47.4%	

Table 10. Top Contractors for Administrative Support: Library (PSC R605), FY2007–FY2011

Contractor		Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
1	Arctic Slope Regional Corp.	\$150.4	28.7%	28.7%
2	Ebsco	\$23.2	4.4%	33.1%
3	Library Associates	\$21.2	4.0%	37.2%
4	Computer Sciences Corp./CSC Information Systems	\$20.4	3.9%	41.1%
5	GRB Environmental Services	\$18.3	3.5%	44.6%
6	Information International Associates	\$14.6	2.8%	47.4%
7	Wilson Information Services	\$11.6	2.2%	49.6%
8	Logical Technical Services Corp.	\$11.4	2.2%	51.8%
9	Reed Elsevier	\$11.3	2.2%	53.9%
10	University of Maryland	\$10.0	1.9%	55.8%
Total		\$292.4	55.8%	

Table 11. Top Contractors for Newspapers and Periodicals (PSC 7630), FY2007–FY2011

	Contractor	Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
1	Alaska Newspapers, Inc. (Calista Corp.)	\$69.1	14.5%	14.5%
2	Swets & Zeitlinger	\$59.8	12.5%	27.0%
3	Alutiiq Business Services (Afognak Native Corp.)	\$50.0	10.5%	37.5%
4	Reed Elsevier	\$36.2	7.6%	45.1%
5	Ebsco	\$35.9	7.5%	52.6%
6	Great Atlantic News, LLC	\$22.7	4.8%	57.4%
7	Miscellaneous Foreign Contractors/ Awardees	\$17.8	3.7%	61.1%
8	CQ-Roll Call (Economist Group)	\$11.3	2.4%	63.5%
9	Basch Subscriptions	\$10.3	2.2%	65.7%
10	Thomson Reuters	\$9.4	2.0%	67.6%
	Total	\$322.5	67.6%	

Table 12. Top Contractors for Administrative Support: Information Retrieval (PSC R612), FY2007–FY2011

	Contractor	Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
1	Reed Elsevier	\$43.1	9.8%	9.8%
2	Dun & Bradstreet	\$32.7	7.5%	17.3%
3	Electronic Data Systems (Hewlett-Packard)	\$25.9	5.9%	23.2%
4	West Publishing (Thomson Reuters)	\$21.3	4.9%	28.1%

Table 12. Top Contractors for Administrative Support: Information Retrieval (PSC R612), FY2007–FY2011

Contractor		Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
5	Macro International	\$9.9	2.3%	30.3%
6	Science Applications International Corp.	\$9.7	2.2%	32.6%
7	Bloomberg	\$7.5	1.7%	34.3%
8	ChoicePoint (Reed Elsevier)	\$7.0	1.6%	35.9%
9	HIS	\$5.3	1.2%	37.1%
10	Surveillance Data Inc.	\$4.9	1.1%	38.2%
Total		\$167.3	38.2%	

Table 13. Top Contractors for Web-Based Subscriptions (PSC D317), FY2007–FY2011

Contractor		Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
1	Reed Elsevier	\$78.8	18.5%	18.5%
2	International Health Terminology Standards Development Organisation	\$53.7	12.6%	31.1%
3	West Publishing (Thomson Reuters)	\$47.5	11.2%	42.3%
4	New Directions Technologies	\$23.6	5.5%	47.8%
5	Computer Sciences Corp./CSC Information Systems	\$19.8	4.7%	52.5%
6	Dyncorp Information Systems	\$18.3	4.3%	56.8%
7	Dialog, LLC	\$16.4	3.9%	60.7%
8	Gartner	\$10.2	2.4%	63.1%

Table 13. Top Contractors for Web-Based Subscriptions (PSC D317), FY2007–FY2011

Contractor		Contracts (in \$ millions)	Pct. of All Contracts	Cumulative Percentage
9	McGraw-Hill	\$9.6	2.3%	65.3%
10	CSR, Inc.	\$7.5	1.8%	67.1%
Total		\$285.4	67.1%	

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