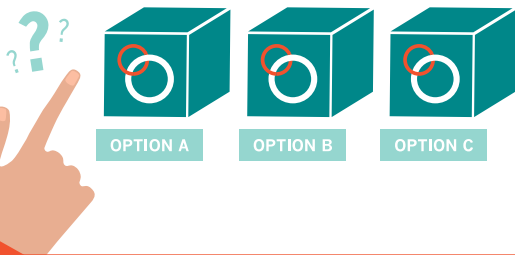


Is IT procurement in your agency as competitive as you think?

A November 2014 survey by Government Business Council found that a majority of federal managers believe their agency's IT procurement process adequately promotes full and open competition



A closer look reveals that some procurement offices aren't always following the rules on vendor neutrality—and it's hurting agencies' ability to innovate



FACT: Limiting competition to a single brand is almost always prohibited

Yet, **4 in 10 federal employees** say brand-specific sourcing is common in their agency and **1 in 4** say it is used **inappropriately** at least some of the time



FACT: Competition among re-sellers isn't really competition if it's limited to a single brand

Yet, **69%** say a contract solicitation would be competitive if it receives multiple bidders who carry a only single brand of IT products



FACT: Agencies must justify brand sourcing decisions using market research

But **only 38%** say acquisition personnel have the necessary market research skills and **only 37%** say they understand commercial IT markets



FACT: Vendor lock-in hurts competition

Yet, **58%** say their agency has experienced vendor lock-in in the last 5 years

To Enhance Competition in Federal IT Procurement and Improve Public Trust in the Process:

- 1** Re-evaluate assumptions of current competitiveness
- 2** Recognize inappropriate and de facto brand-specific sourcing
- 3** Strengthen market research as a core competency of the acquisition workforce

TO LEARN MORE READ THE **FULL REPORT**

www.govexec.com/ITProcurement

Government
Business
Council

BROCADE 

ABOUT GBC

Government Business Council (GBC), the research arm of Government Executive Media Group, is dedicated to advancing the business of government through analysis and insight. GBC partners with industry to share best practices with top government decision-makers, understanding the deep value inherent in industry's experience engaging and supporting federal agencies.

ABOUT BROCADE

Brocade® networking solutions help federal agencies transition smoothly to a world where applications and information reside anywhere. Today, Brocade is extending its proven data center expertise across the entire network with future-proofed solutions built for critical initiatives such as consolidation, virtualization, and cloud computing. To help agencies achieve their missions, Brocade offers open, virtual, and efficient products for storage networking, data center and ethernet fabric routing, software networking, and campus networking. To deliver a complete solution, Brocade partners with world-class IT companies and provides comprehensive education, support, and professional services offerings. (www.brocade.com)

METHODOLOGY

Government Business Council (GBC) sent an email-based survey on October 29, 2014 to a random sample of *Government Executive*, *Defense One*, and *Nextgov* print and online subscribers. GBC received 299 complete responses from current federal employees. 74 percent are GS/GM-13 or above, and 63 percent report at least a moderate degree of familiarity with their agencies' IT procurement process.