

# The nation's capital preps IT endeavors for years to come: Education a primary focus

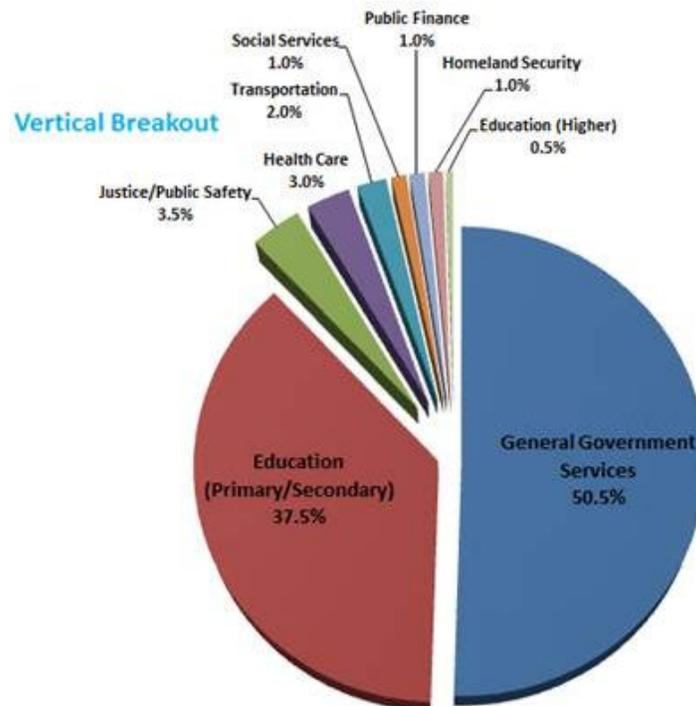
Posted At : August 15, 2013 1:09 PM | Posted By : Kyle Ridley

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As part of ongoing efforts to expand GovWin IQ's [State and Local Lead Alerts](#) product, Deltek analysts have been researching capital improvement plans (CIPs) nationwide to uncover potential business opportunities for vendors across vertical markets.

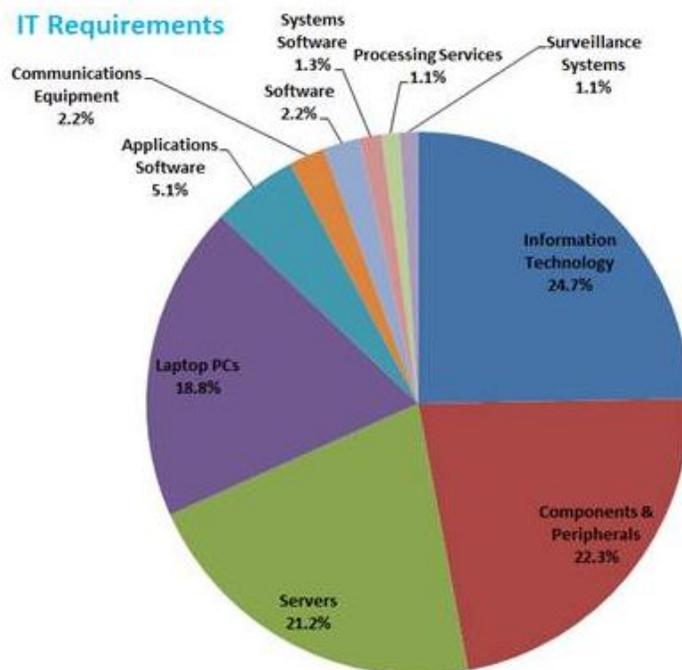
This month, we've focused heavily on Washington, D.C.'s fiscal year (FY) 2014-2019 CIP, which includes more than 100 IT and/or IT professional services projects in the years to come. These projects range from general IT upgrades, [cybersecurity modernization](#), to [crime-fighting technology](#).

From a vertical standpoint, general government services and education (primary/secondary) comprise the bulk of opportunities in the nation's capital, as depicted in the graph below.



Education is clearly a major focus for D.C. in the coming fiscal cycles, with more than \$9 million allocated toward IT projects for public schools. While details on specific technology requirements are minimal, the current CIP lists more than 70 elementary, middle and high schools with funds assigned to audio-visual and IT upgrades through FY 2019. Considering the heads up before the start of the 2014 fiscal year, vendors should take note of the facilities listed and begin building relationships with school officials to determine the types of IT projects planned, specific budgets, timelines, and how they can assist.

Drilling D.C.'s CIP down to a requirements level, Deltek identified more than 25 primary and secondary offerings that run the gamut from laptops, to geographic information systems, to surveillance equipment. Here is a look at the top 10 identified IT requirements.



Values of the projects detailed range from \$250,000 for **server consolidation**, \$4.1 million for **enterprise resource planning** services, to \$28 million for **enhanced 911 communications upgrades**.

As a reminder, state and local leads coverage includes:

- 50 states
- 366 metropolitan statistical areas (Nearly 3,000 cities and counties)
- Special districts, public universities, and independent school districts

Projects details in a Lead Alert include:

- **Project value:** Funding identified by government agency
- **Lead year(s):** The year or range of years a project is budgeted
- **Associated documents:** The source from which the lead was generated (budget, CIP, article, etc.)
- **Key contact(s):** Primary and secondary contacts associated with a project
- **Project ID:** Government-specified project number or code
- **Related GovWin IQ content:** Tracked Opportunities, Bid Notifications and Lead Alerts
- **Primary and secondary offerings**
- **Vertical classification**

For more details on Lead Alerts, check out our recent [blog](#).

GovWin IQ subscribers can read further about the projects listed in the provided links. Non-subscribers can gain access with a GovWin IQ [free trial](#).