

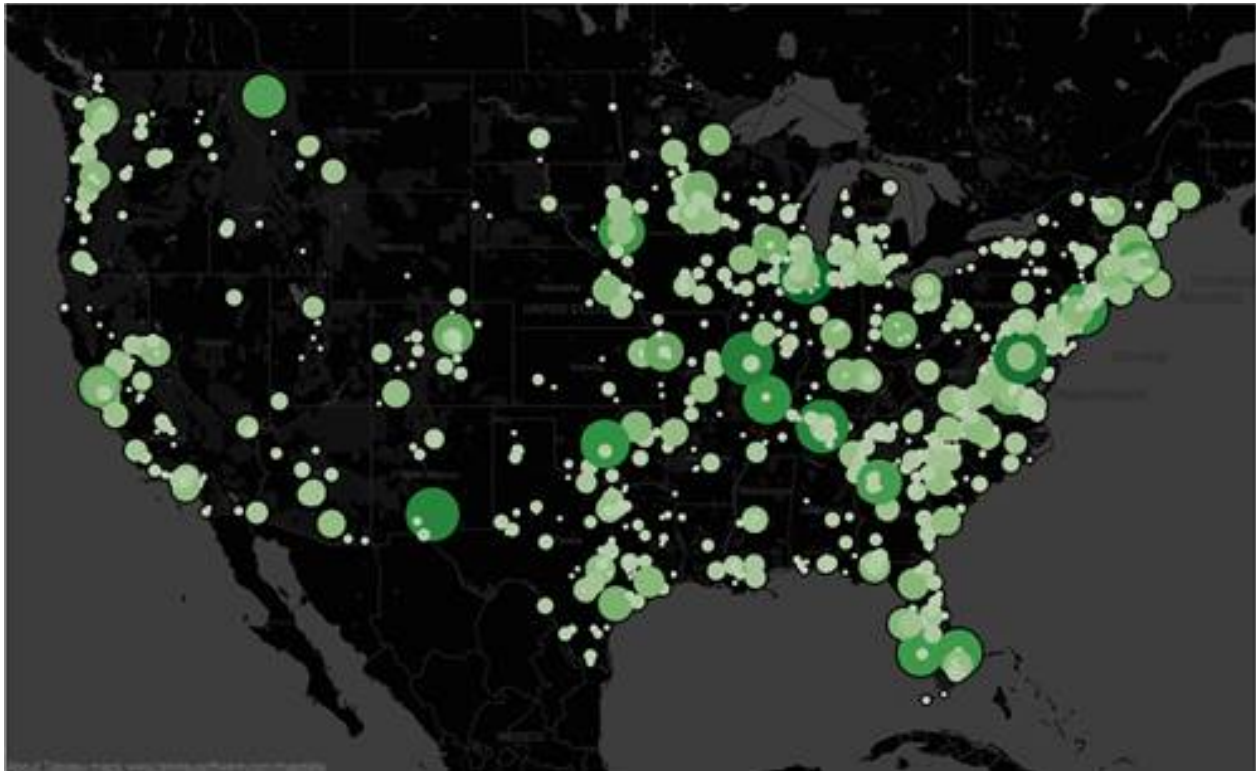
# State and Local Regional Top Opportunities for FY 2014

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Deltek's recently published [State and Local Regional Top Opportunities for FY 2014 Report](#) shines light on state and local contracting from a regional standpoint, spanning all verticals (health care, social services, justice and public safety, homeland security, transportation and general government). Using the GovWinIQ opportunities database, the free report analyzes the quantity and value of projects in each region across all vertical areas, and also takes a closer look at how the verticals are represented in each of the four regions. The top opportunities highlighted in the report were selected for their representation of major technologies within the six vertical areas and their illustration of state and local contracting as a whole.

## GovWinIQ Active Opportunities and Leads



Key takeaways from our regional analysis of state and local contracting opportunities include:

- The South has the highest number of projects per region (662) as well as the highest total value of projects per region (\$15.2 billion), mainly due to the inclusion of Texas, Virginia and Florida. Southern states, especially Florida, often utilize regional projects and initiatives and later implement them statewide.
- The Midwest has the highest average value per project (\$23.3 million), but the lowest number of total projects (423). Midwest states are innovators for cooperative contracts (WSCA) and many generic term contracts.
- The Northeast has an interim number of projects (514) as well as interim average value per project (\$22.2 million). Northeast states are often early adopters and innovators for federally mandated initiatives.

From a vertical and regional standpoint, key takeaways include:

### Justice and Public Safety (JPS) and Homeland Security (HS) Verticals

- The Northeast has the highest concentration of JPS contracting opportunities
- In the Midwest, most JPS initiatives occur at the local level (Ohio, Ill., Wis.)
- FirstNet will be a huge driver for state broadband initiatives nationwide

### Health Care (HC) and Social Services (SS) Verticals

- Eighty-three percent of active HC/SS opportunities are for statewide systems
- Consortia are increasingly popular nationwide for social services IT systems, including WIC MIS, SNAP/TANF EBT, and UI systems
- Most local-level HC/SS opportunities are for electronic health/medical records or vital records

### General Government (GenGov) Vertical

- The South has the most active opportunities in the GenGov vertical (35.4 percent), followed by the West (24.6 percent), Northeast (21.6 percent), and Midwest (18.3 percent)
- Data center consolidation/modernization, disaster recovery services, server virtualization, and cloud services are expected to be popular technologies/services procured over the next few years
- California, Illinois and Texas have the most active GenGov opportunities, while active GenGov opportunities out of Pennsylvania, Virginia and California have the highest total value

Deltak is hosting a free webinar on the State and Local Regional Top Opportunities for FY 2014 Report on November 7, 2013, at 2 p.m. EST. The webinar will delve into all three state and local verticals, providing insight into some specific projects and overall trends for fiscal year 2014. To register for the webinar, please click [here!](#)