



austerity measures are implemented across the country, the more commonplace this situation will become. Governments can no longer assume funds will become available when their budgets fall short. Vendors should begin expecting lengthier timelines for projects to give agencies additional time to find funding.

Though good news seems to be scarce, not all is lost. Many agencies are moving forward with projects, particularly those that have been in the works for some time. For example, Missoula, Mo., released three long-awaited solicitations in November, for [mobile data computers](#), a [mobile digital video system](#), and [physical security electronics](#) for the police department. This suggests that governments are willing to proceed with projects once they are completely planned out and everything has been finalized. Still, the financial constraints faced by nearly all of the states has not stopped some from going through the time and expense of releasing solicitations, only to have them canceled with the announcement that they will be rebid. As reported by [Joanna Salini](#) earlier this month, Maine found itself in this situation with its next generation 911 system. Vendors should keep an eye on projects that have been canceled after already reaching the solicitation stage, as the majority of those will be rebid at a later time, often with similar specifications.