

Deltek pulse: General government technology August review

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August proved to be a slow month for procurement as many state and local government officials took vacation and breathed a sigh of relief as they entered a new fiscal year. Only 1,371 IT-related general government solicitations were captured in August, which is a 6.4 percent decrease from July.

The major highlights under general government technology solicitation releases in August came from ERP/Human Resources/Financial Systems with a 137 percent increase in solicitation releases and Education Data/Learning Management/Student Info Systems, which saw a -24 percent decrease in solicitation releases from July.

Below is a snapshot of August's top 11 most common IT solicitation releases captured in the GovWin IQ state and local database:

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By State

State and local solicitations released out of Alabama (-85 percent), Pennsylvania (-59 percent), Oklahoma (-50 percent), and Massachusetts (-46 percent) saw the largest decreases in solicitation releases from July 2013. Solicitations released out of Wisconsin (52 percent), Missouri (67 percent), Virginia (130 percent), and the District of Columbia (975 percent) saw the largest increases in solicitation releases last month.

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By Government Type

To provide more depth into the highlighted numbers, Alabama's solicitations decreased primarily because state-level solicitations dropped 88.2 percent, while county/city-level solicitations plummeted by 100 percent and 85.7 percent, respectively, from July.

On the other end of the spectrum, Virginia's solicitations increased in large part because four out of the six levels of government saw an increase in solicitation releases from July to August: county level (87.5 percent), higher education institutions (500 percent), special districts (233.3 percent), and state level (700 percent). Overall levels of government, K-12 Education entities saw a -28.4 percent decrease in solicitation releases, while Special districts (e.g. - Mass Transit Authority, Municipal Utility District, etc.) saw a 9.8 percent increase.

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By Requesting Agency Type

Though general government (24.1 percent), higher education (16.6 percent), and justice/public safety (21.1 percent) agencies have continuously represented the bulk of general government technologies and services solicitations, it was transportation agencies that saw the largest increase in solicitation releases in August, with a 14.8 percent increase. Health care (-37.3 percent) and public finance (-22.6 percent) agencies across all levels of government experienced a dip in solicitation releases.

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Here is a look at current tracked general government IT opportunities:

The University of Cincinnati in Ohio released a request for proposals (RFP) for a [student information system](#) (SIS) on August 19. Project requirements include ongoing maintenance of an integrated SIS with vital ancillary products to replace the university's current student information system. Proposals remain due by 5:00 p.m. EDT on September 20.

A city in Minnesota released a request for proposals (RFP) seeking consulting services for advanced program management of its upcoming replacement [enterprise resource planning \(ERP\) system](#). The city is looking to upgrade its Oracle PeopleSoft and IBM Cognos environments. The anticipated project timeline is September 2013 – February 28, 2014. The selected vendor for the project management RFP will be tasked with drafting a future RFP seeking IT services to upgrade the ERP system.

A large city in California is drafting an RFP for an [HR/payroll solution](#) to replace its existing Oracle/Peoplesoft system. The RFP is expected to be released in the coming weeks, and the city hopes to award a vendor by fall 2013 to implement the solution by spring 2014.

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