



Results from our annual Deltek Clarity Government Contracting Industry Study show a healthy market full of optimism.

## BUSINESS DEVELOPMENT

Growth is up and organizations are investing in business development, but are facing resource limitations.

**40%**

Win Rate

**58%**

manage task orders in a centralized manner

### Top 3 BD Challenges



Limited resources



Customers using contract vehicles that organizations are not associated with



Increased competition

## PROJECT AND RISK MANAGEMENT

Organizations are growing quickly, leading to some confusion around project and risk management procedures.



Projects On/Under Budget

**78%**  
of organizations



Up 19 percentage points



Projects On/Ahead of Schedule

**71%**  
of organizations



Up 18 percentage points



Top Project Management Challenge

**Inexperienced project managers**

## FINANCE

Organizations are reporting very healthy financials, and the industry seems to have recovered from lean years earlier in the decade.

Net Profit

**9%**

{+1% YoY}

Growth Rates

**14%**

{+8% YoY}

Avg. Monthly Invoice Cycle

**11 DAYS**

{-4 days}

Avg. Days Sales Outstanding

**38 DAYS**

{-2 days}

## FINANCIAL COMPLIANCE

Less time and resources are being spent on compliance and regulations.

### Top Three Audits Companies Have Undergone:

1.



**DCAA**  
36% of organizations

2.



**Incurred Cost Submission**  
29% of organizations

3.



**Internal Controls**  
26% of organizations

## HUMAN CAPITAL MANAGEMENT

The industry has fully shifted to an employee-centered marketplace in which organizations face stiff competition for talent.



**Avg. Time to Fill Positions**

6% of firms take more than 3 months to fill an open position



**Open Positions**

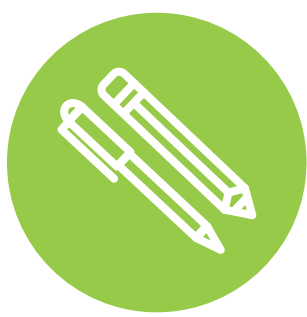
62% of companies have more open positions now than 12 months ago.



**Top Challenge**

Finding good talent remains the top talent acquisition challenge

### What Companies are Doing to Find Good Talent



Rebranding to reach better talent



Increasing incentives for referrals



Hiring more recruiters

## INFORMATION TECHNOLOGY

IT departments show incredible stability, with more organizations moving to the cloud.

Cybersecurity

**43%**  
of organizations



plan to make the most investments into security and authentication systems.

Moving to the Cloud

**37%**  
of organizations



have moved most of their business applications to the cloud.

Emerging Trends

**56%**  
of organizations



say data and Artificial Intelligence (AI) are important technology trends.

Want to know more?

Download the full Deltek Clarity Government Contracting Industry Study

[www.deltek.com/clarity](http://www.deltek.com/clarity)