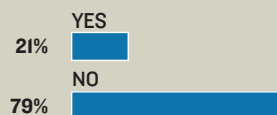


BY RICHARD W. WALKER | GCN STAFF

Still a mystery

Do you feel you have a solid understanding of how share-in-savings contracting works?

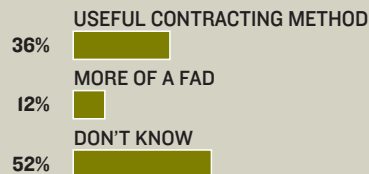


“Online buying is fast and easy.”

—An Army computer specialist at Ft. Eustis, Va.

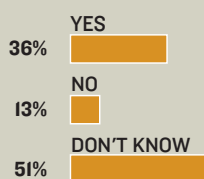
Jury's out

In your opinion, is the share-in-savings approach more of a fad or a useful contracting method?



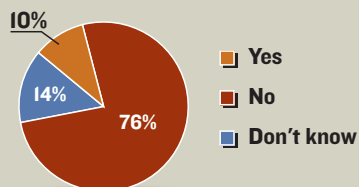
Might benefit

Do you think your agency would benefit from share-in-savings contracts?



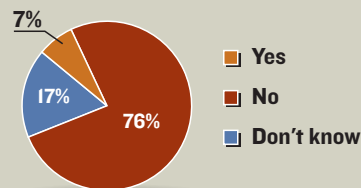
Few stage reverse auctions ...

Has your agency conducted reverse auctions to contract for IT?



... and few plan to

If no, does it plan to in the next 12 months?

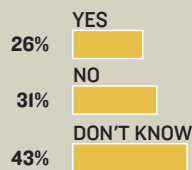


“It's hard to navigate through some of the sites when buying online.”

—A Health and Human Services Department acquisition manager in Washington

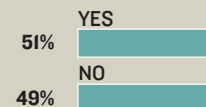
Fading out?

Do you think that interest in reverse auctions as a procurement method in government has faded?



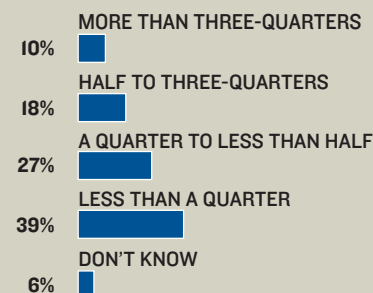
Majority buys online

Do you buy products online?



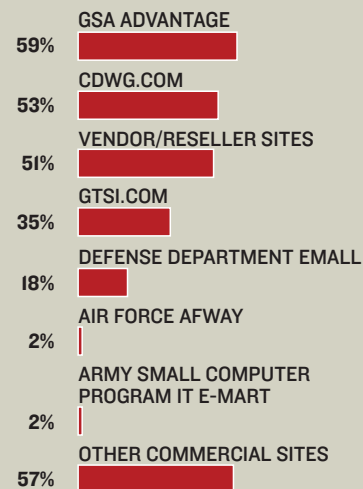
Sizing up online action

If you buy online, how much of your overall IT procurement do you do online?



GSA Advantage is top site

What Web sites do you use to buy IT products?



The GCN Reader Survey is intended to provide data on trends and product preferences. This survey on IT procurement methods is based on a telephone survey of 100 federal readers who on their subscription forms identified themselves as IT managers.