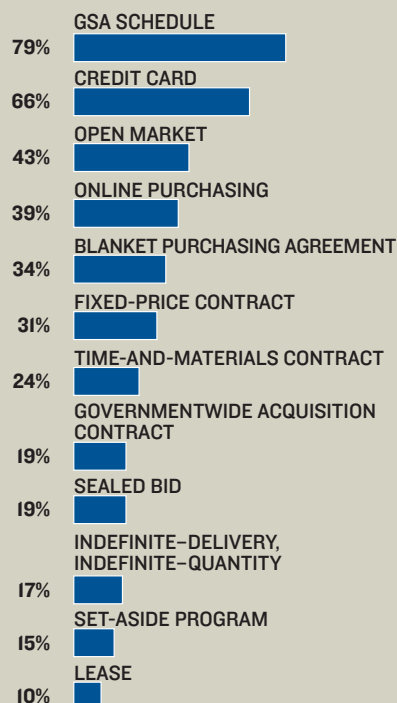# Reader Survey Contract vehicles

BY RICHARD WALKER | GCN STAFF

Most agencies use GSA schedules

**What procurement methods do you use to buy hardware and software?**

- GSA SCHEDULE — 79%
- CREDIT CARD — 66%
- OPEN MARKET — 43%
- ONLINE PURCHASING — 39%
- BLANKET PURCHASING AGREEMENT — 34%
- FIXED-PRICE CONTRACT — 31%
- TIME-AND-MATERIALS CONTRACT — 24%
- GOVERNMENTWIDE ACQUISITION CONTRACT — 19%
- SEALED BID — 19%
- INDEFINITE–DELIVERY, INDEFINITE–QUANTITY — 17%
- SET-ASIDE PROGRAM — 15%
- LEASE — 10%

> ## "It's an easy vehicle, and it saves money."
>
> **—A Defense Department computer specialist at Fort Belvoir, Va., on use of schedule contracts**

Use on the rise

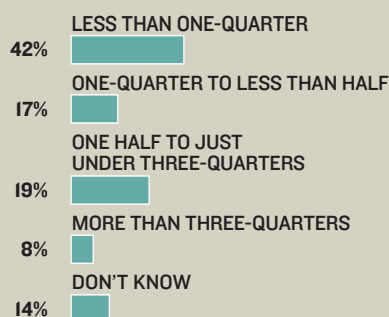**Is your agency expanding its use of GSA schedule and other multiple-award contracts?**

- YES — 45%
- NO — 41%
- DON'T KNOW — 14%
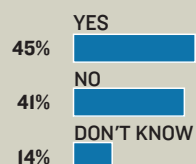
> ## "Speed up the approval process."
>
> **—An Air Force communications specialist in Tampa, Fla.**

Toting up T&M

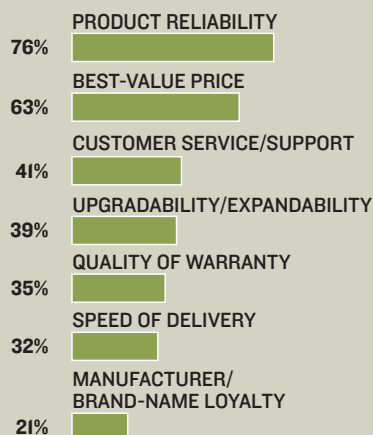**What portion of your services contracts are time-and-materials contracts?**

- LESS THAN ONE-QUARTER — 42%
- ONE-QUARTER TO LESS THAN HALF — 17%
- ONE HALF TO JUST UNDER THREE-QUARTERS — 19%
- MORE THAN THREE-QUARTERS — 8%
- DON'T KNOW — 14%

Overcharges are no problem

**Do you think that vendors tend to charge the government too much under time-and-materials contracts?**

- YES — 29%
- NO — 45%
- DON'T KNOW — 26%
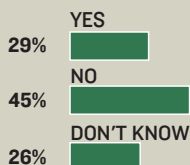
Reliability is key

What criteria are most important when you are considering IT products?

- PRODUCT RELIABILITY — 76%
- BEST-VALUE PRICE — 63%
- CUSTOMER SERVICE/SUPPORT — 41%
- UPGRADABILITY/EXPANDABILITY — 39%
- QUALITY OF WARRANTY — 35%
- SPEED OF DELIVERY — 32%
- MANUFACTURER/BRAND-NAME LOYALTY — 21%
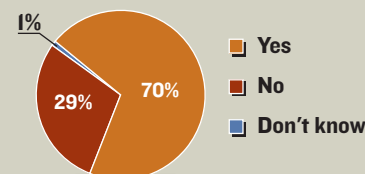
Spending plans revealed

Do you expect your agency spending on IT to increase, decrease or stay the same in the next 12 months?

- Increase — 44%
- Decrease — 21%
- Stay the same — 35%
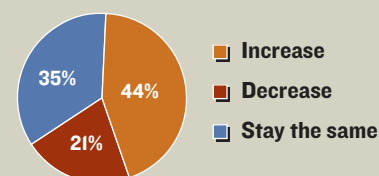
Do you plan to buy hardware products in the next 12 months?

- Yes — 70%
- No — 29%
- Don't know — 1%

Do you plan to buy software products in the next 12 months?

- Yes — 67%
- No — 28%
- Don't know — 5%
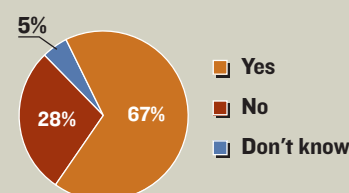
SmartBuy has little impact

Has GSA's new enterprise-software initiative SmartBuy affected the way you buy software yet?

- YES — 17%
- NO — 72%
- DON'T KNOW — 11%
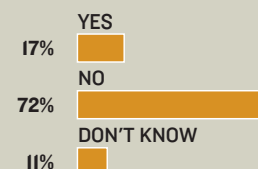
The GCN Reader Survey is intended to provide data on trends and product preferences. This survey on the GSA schedule and other contract vehicles is based on a telephone survey of 100 federal readers who on their subscription forms identified themselves as IT managers.