

Fastest Growing Areas in Government Contracting



Federal, Defense & Aerospace



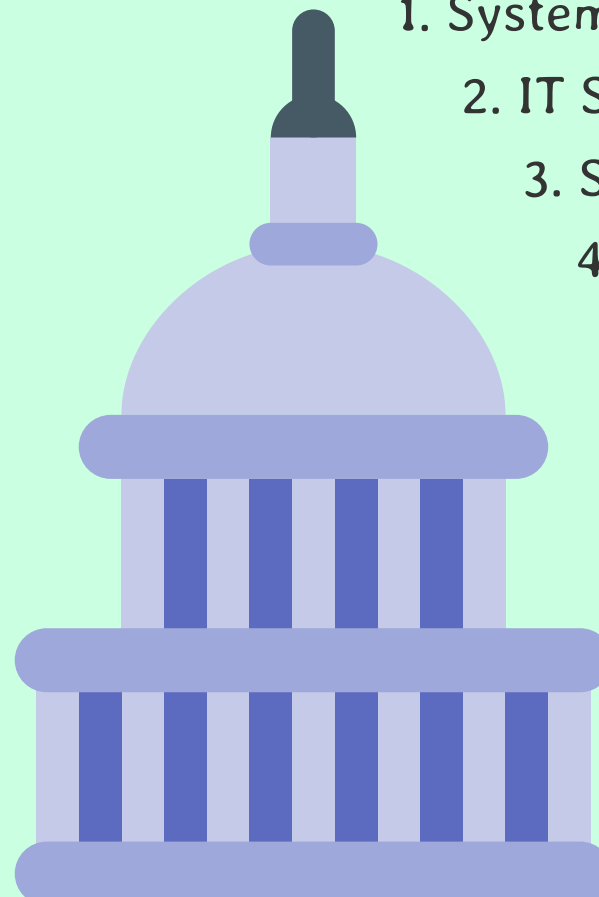
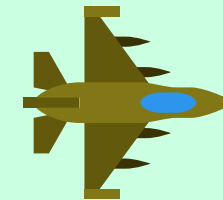
Area	Growth
Medical Equipment	21%
K-12 Public Education Services	20%
Telecom Services	20%
IT Services	17%
Smart Lighting Systems	15%
Disaster Services	14%
Construction Site Prep Services	14%
Disability Services	13%
Water Treatment and Quality Services	12%
School Bus Services	10%

44%

of available Security Clearance jobs are for technology

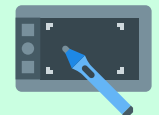
Top 5 Highest Paid Cleared Jobs

1. Systems Engineer \$118,865
2. IT Software \$116,881
3. Sales \$104,864
4. IT Security \$101,901
5. Legal \$100,263



Future of contracting

Shifting towards digital



Decline in Top Secret candidates and a rise in Secret candidates

Use of Lowest Price Technically Acceptable (LPTA) for contract procurement



45%

of scheduled proposals are rejected by the GSA

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