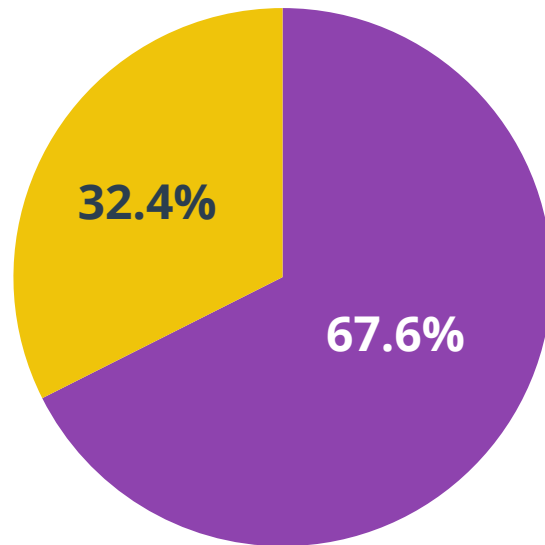


FY20 Spend for HHS

**Total HHS FY20
Contract Spend**
\$40,691,765,208

Non-COVID
\$27,497,094,629

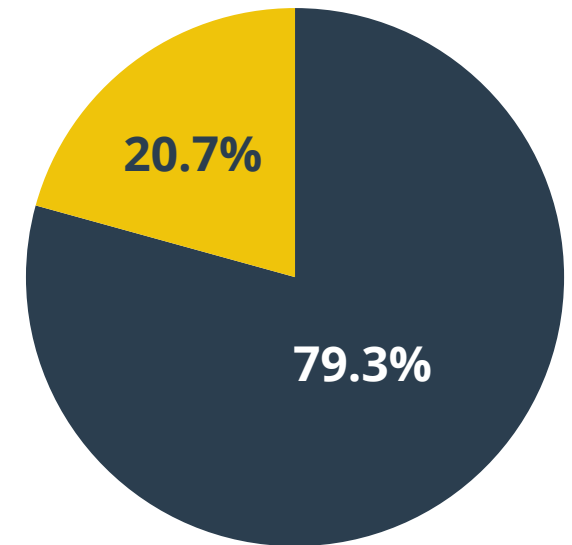
COVID-19
\$13,194,670,578



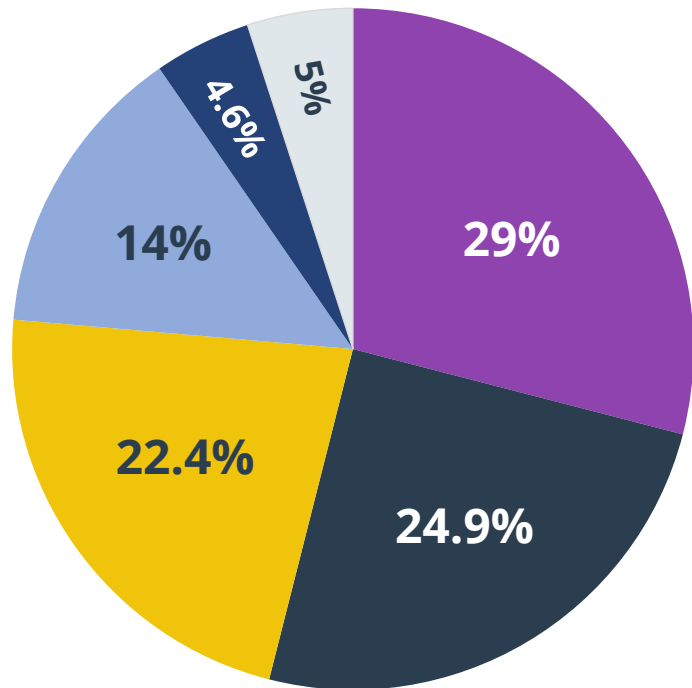
**Total HHS FY20
Small Business
Contract Spend**
\$9,077,230,200

Non-COVID
\$7,197,505,521

COVID-19
\$1,879,724,679



HHS Small Business Contract Taxonomy Areas



| | | |
|--------------------------------------|------------------------|--------------|
| Information Technology | \$2,636,347,925 | 29.0% |
| IT Outsourcing | \$1,869,257,906 | 20.6% |
| IT Software | \$276,491,412 | 3.0% |
| IT Hardware | \$270,539,185 | 3.0% |
| Other IT | \$220,059,422 | 2.4% |
| Professional Services | \$2,264,577,086 | 24.9% |
| Management Advisory Services | \$1,602,156,669 | 17.7% |
| Marketing and Distribution | \$287,481,639 | 3.2% |
| Business Admin Services | \$225,776,588 | 2.5% |
| Other Professional Services | \$149,162,191 | 1.6% |
| Research & Development | \$2,036,441,913 | 22.4% |
| Technology Base | \$1,271,475,333 | 14.0% |
| Systems Development | \$379,048,840 | 4.2% |
| Commericalization | \$357,797,844 | 3.9% |
| Other R&D | \$28,119,896 | 0.3% |
| Medical | \$1,267,986,404 | 14.0% |
| Medical Equipment | \$763,691,942 | 8.4% |
| Drugs and Pharmaceuticals | \$266,031,278 | 2.9% |
| Healthcare Services | \$238,263,183 | 2.6% |
| Facilities & Construction | \$416,680,103 | 4.6% |
| All Other Taxonomies | \$455,196,767 | 5.0% |

Number of New Small Businesses Winning Contracts (COUNT) with HHS in FY20 & Associated Dollars Obligated (SUM)

| | COUNT | SUM |
|---------------|-------|----------|
| FY2020 | 390 | \$913.8M |
| FY2019 | 351 | \$149.1M |
| FY2018 | 445 | \$147.2M |
| FY2017 | 531 | \$143.5M |

Subcontracting Goals & Achievements for This Year & FY19

| | GOAL | FY19 | FY18 | FY17 |
|---------------|------|--------|--------|--------|
| SB | 33% | 35.80% | 34.30% | 34.90% |
| WOSB | 5% | 8.20% | 7.90% | 6.60% |
| SDB | 5% | 6.70% | 7.20% | 6.10% |
| SDVOSB | 3% | 2.00% | 1.40% | 1.20% |
| HZ | 3% | 1.00% | 1.00% | 1.10% |



Q&A



Thank you!

Please look for our survey in your inbox soon.