

Information Technology: Selling to the U.S. Federal Government

- **Department of Treasury (TREAS) is also Becoming a Major Purchasing Agency**
TREAS was the eighth largest federal purchaser of IT in FY 1989, spending US\$1.4 billion. In FY1999, TREAS is forecasted to be the second largest purchaser of IT, spending US\$2.2 billion, a ten year increase of 56%.

Top Federal Agency Prospects

You should market to and track contracting opportunities from all fifteen of the top purchasing agencies. However, based on the figures presented in table 8, the Canadian Embassy recommends concentrating your efforts on the following nine agencies. Together, they are forecasted to spend over US\$17.5 billion in FY1999, accounting for two-thirds of total federal IT spending.

- | | |
|---|---|
| <ul style="list-style-type: none"> • Health and Human Services (HHS) • Department of Treasury (TREAS) • Army • Navy/Marines • Department of Energy (DOE) | <ul style="list-style-type: none"> • Department of Transportation (DOT) • Air Force • NASA • Department of Agriculture (USDA) |
|---|---|