

Trends in State and Local Government Purchasing

Analysis of government bid and RFP opportunities; key industries
across the US

January 2010

bidprime.com

Real-time Government Sales Leads

Key Purchases by State for January 2010

In January 2010, BidPrime analyzed and logged over 39,281 new bids and RFPs issued by federal, state, and local government entities.

Overview: Most active states in January 2010

State	# of bids
Texas	2684
California	2518
Florida	1369
Kentucky	1195
North Carolina	938
Pennsylvania	768
Washington	740
Georgia	658
New York	642
Colorado	638

Overview: Most active industries in January 2010

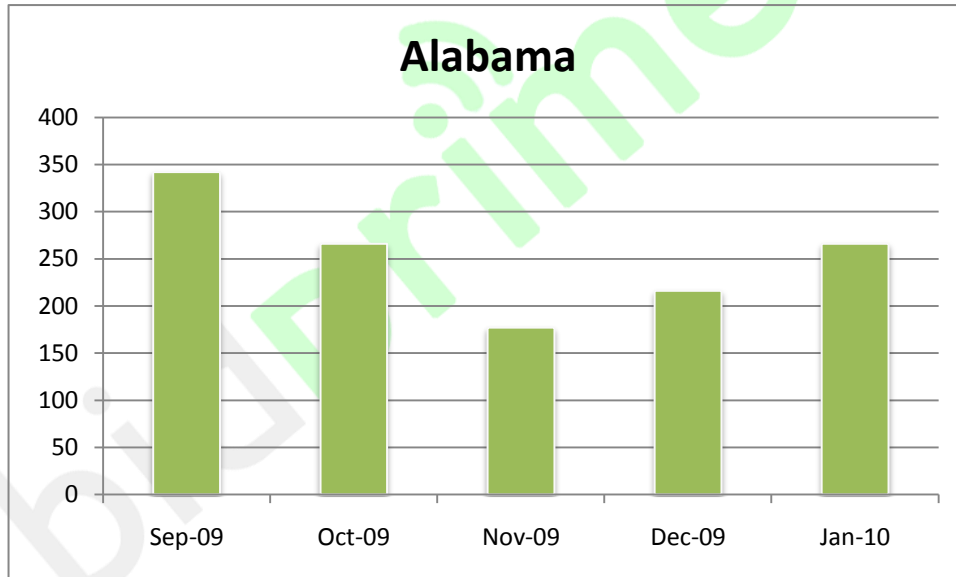
Product/Service	# of bids
Building Construction	725
Automobiles	645
Concrete and Asphalt	380
Road Construction	322
Engineering Services	297
Software	263
Roof Installation/Repair	196
Printing Services	179
Janitorial Services	166
HVAC General and Supply	163
Network / IT Services	159
Architect Services	153
Insurance Services	143
Bridge Construction	140
Sewer Construction/Maintenance	137
Demolition Services	136

Alabama

Alabama issued over 266 bids in January 2010. The following are the most common purchases made by the State of Alabama.

Industry	# of bids
Automobiles	8
Software	6
IT Staffing Services	6
General Meat/Poultry	4
Concrete and Asphalt	3
Packaged Foods	3
Printing	3
Pharmacy Services	3
Office Furniture	3

Contracts issued over time

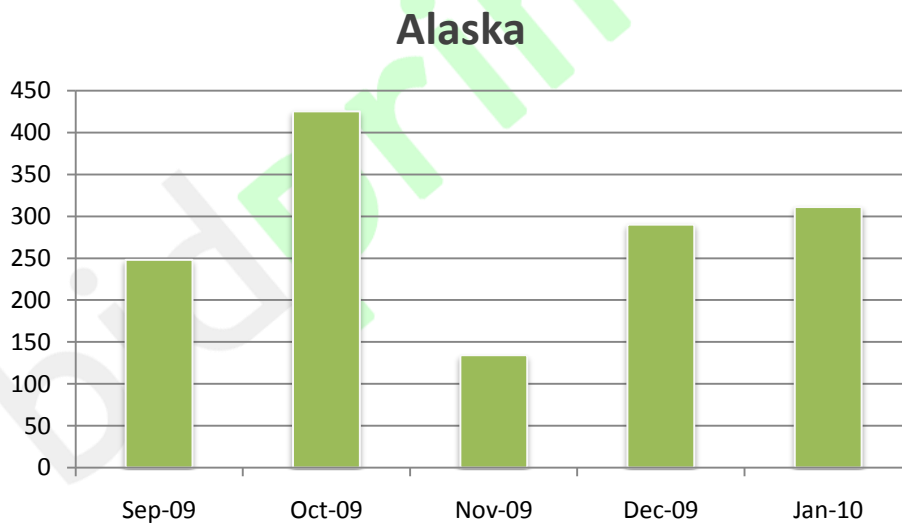


Alaska

Alaska issued over 311 bids in January 2010. The following are the most common purchases made by the State of Alaska.

Industry	# of bids
Roof Installation/Repair	10
Building Construction	10
Engineering Services	9
Seafood	8
Aggregate/ABC/Rip Rap	6
Land Rental	6
Road Construction	5
Building Renovation	5
Electrical Equipment	5
Printing	5
HVAC General and Supply	4
Steel	4

Contracts issued over time

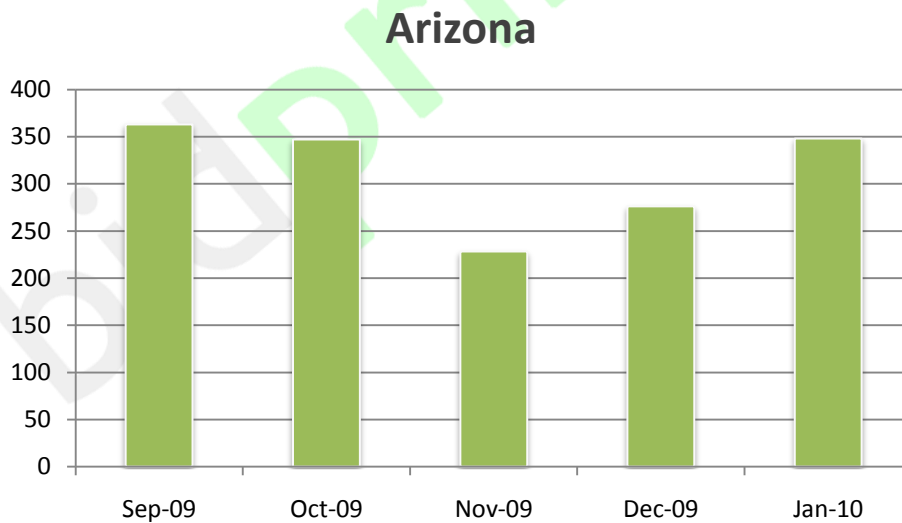


Arizona

Arizona issued over 348 bids in January 2010. The following are the most common purchases made by the State of Arizona.

Industry	# of bids
Road Maintenance and Construction	26
Building Construction	9
Automobiles	9
Printing Services	8
Road Construction	7
Roof Installation/Repair	4
Engineering Services	4
Landscaping Services	4
Network Services	4
Plumbing Supplies	3
Painting Services	3
Energy Efficiency and Conservation	3
Insurance Services	3
Financial Services	3

Contracts issued over time

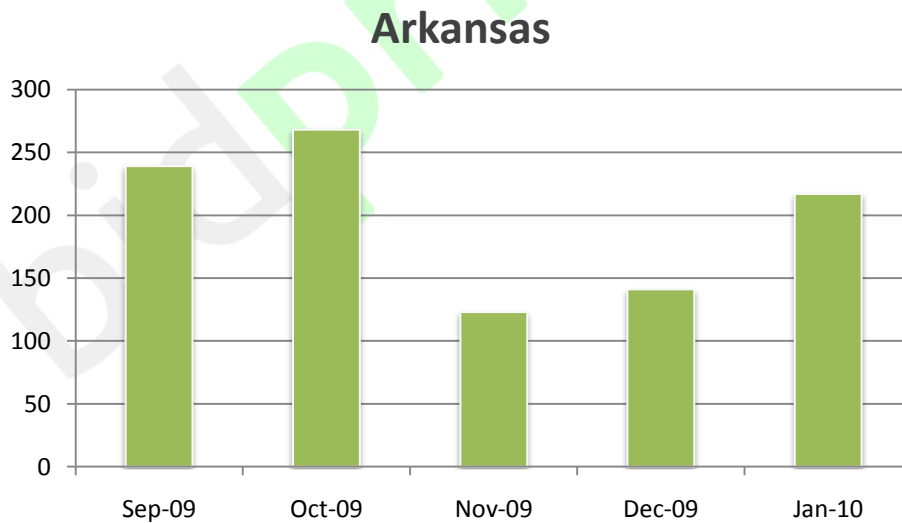


Arkansas

Arkansas issued over 217 bids in January 2010. The following are the most common purchases made by the State of Arkansas.

Industry	# of bids
Road Maintenance and Construction	110
Automobiles	12
Tractors/Loaders/Backhoes	12
Building Renovation	5
Aggregate/ABC/Rip Rap	5
Concrete and Asphalt	5
Road Sign / Sign Material	5
Roof Installation/Repair	4
Janitorial Services	4
Demolition Services	4
Backhoe	4
Abatement Services	3
Landscaping Services	2
Environmental Services - Energy Efficiency and Conservation	2

Contracts issued over time

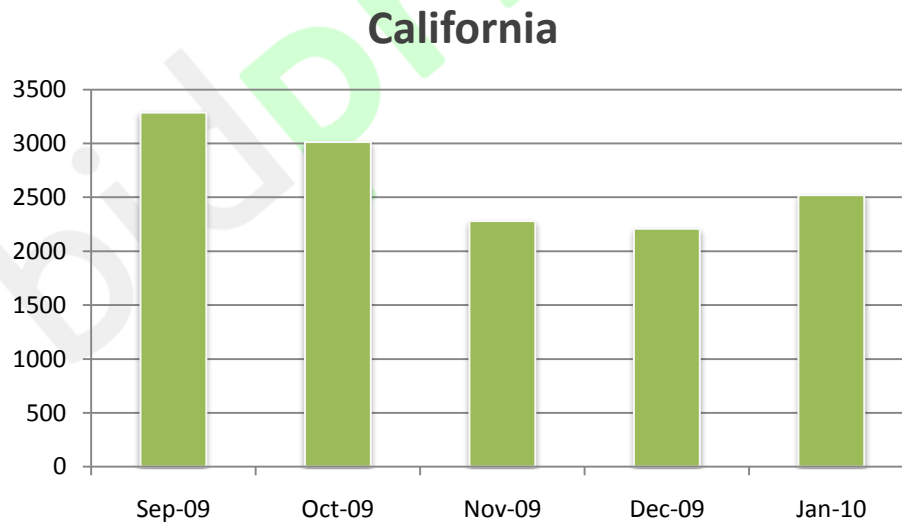


California

California issued over 2518 bids in January 2010. The following are the most common purchases made by the State of California.

Industry	# of bids
Road Maintenance and Construction	251
Automobiles	103
Concrete and Asphalt	62
Building Construction	53
Landscaping Services	49
Network Services	42
Insurance Services	41
Software	36
IT Staffing Services	36
Mailing Services	35
Road Construction	34
Engineering Services	33
Plumbing Supplies	25
Bridge Construction	25
Janitorial Services	23

Contracts issued over time



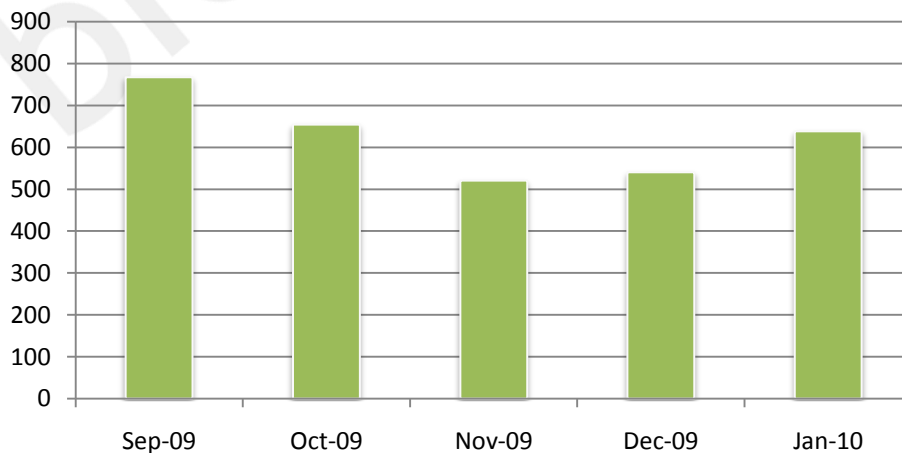
Colorado

Colorado issued over 638 bids in January 2010. The following are the most common purchases made by the State of Colorado.

Industry	# of bids
Road Maintenance and Construction	49
Software	23
IT Staffing Services	22
Automobiles	17
Landscaping Services	14
Laboratory Equipment	13
Concrete and Asphalt	11
Building Construction	11
Engineering Services	10
Printing Services	9
A/V Equipment	9
Paving	8
Bridge Construction	8
Building Maintenance	8
Computer and Networking Hardware	8
Radiological Equipment (X-ray/Ultrasound)	8
General Surgical Equipment	8
Network Services	7
Insurance Services	7

Contracts issued over time

Colorado



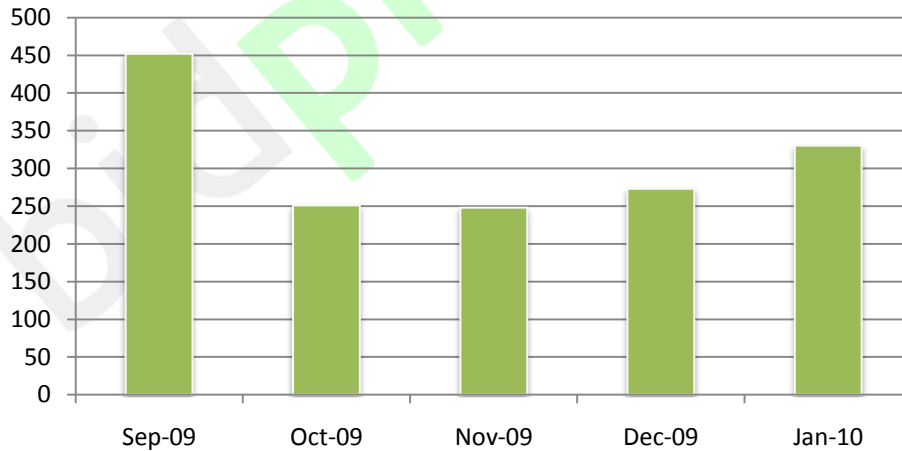
Connecticut

Connecticut issued over 330 bids in January 2010. The following are the most common purchases made by the State of Connecticut.

Industry	# of bids
Road Maintenance and Construction	35
Automobiles	29
Building Construction	13
Building Renovation	9
Engineering Services	7
Cisco Software and Maintenance	6
Fire alarm/system	5
Software	4
IT Staffing Services	4
Concrete and Asphalt	4
Roof Installation/Repair	4
Design/Build Services	4
Building Construction	4
Demolition Services	4

Contracts issued over time

Connecticut

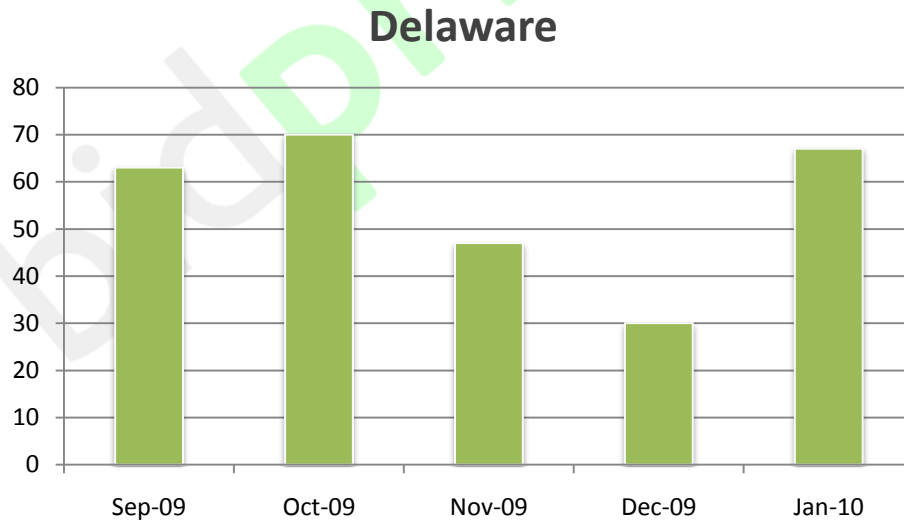


Delaware

Delaware issued over 67 bids in January 2010. The following are the most common purchases made by the State of Delaware.

Industry	# of bids
Mental health/Psychiatric/Therapy Services	11
Road Maintenance and Construction	3
Dentist/Dental Services	3
HVAC General and Supply	2
HVAC Services	2
Towing Services	2
Disabled Equipment	2
Health Monitoring	2
Wheelchairs	2
Building Construction	2
Building Renovation	2
Architect Services	2
Advertising/Marketing Services	2
Aggregate/ABC/Rip Rap	2
Printing	2

Contracts issued over time



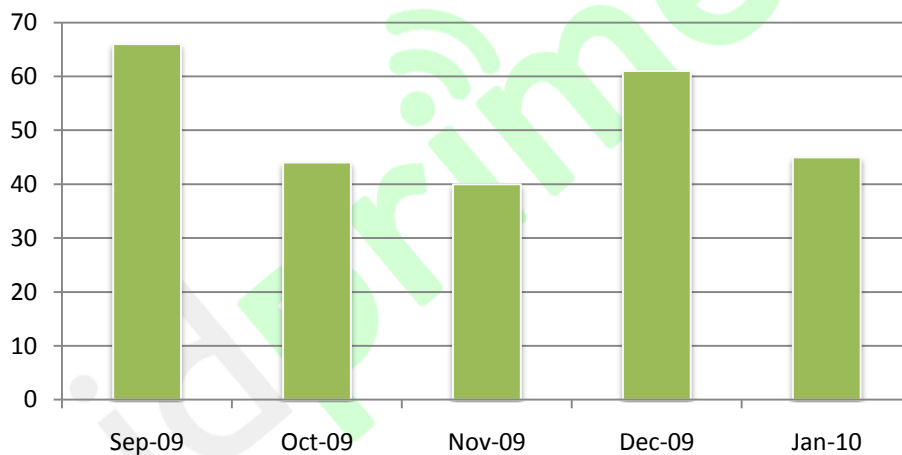
District of Columbia

The District of Columbia issued over 45 bids in January 2010. The following are the most common purchases made by the District of Columbia.

Industry	# of bids
Engineering Services	3
Sewer Construction/Maintenance	3
Enterprise Services (ERP Staffing and Solutions)	3
Architect Services	2
Automobiles	2
Printing Services	2
Design/Build Services	1

Contracts issued over time

District of Columbia

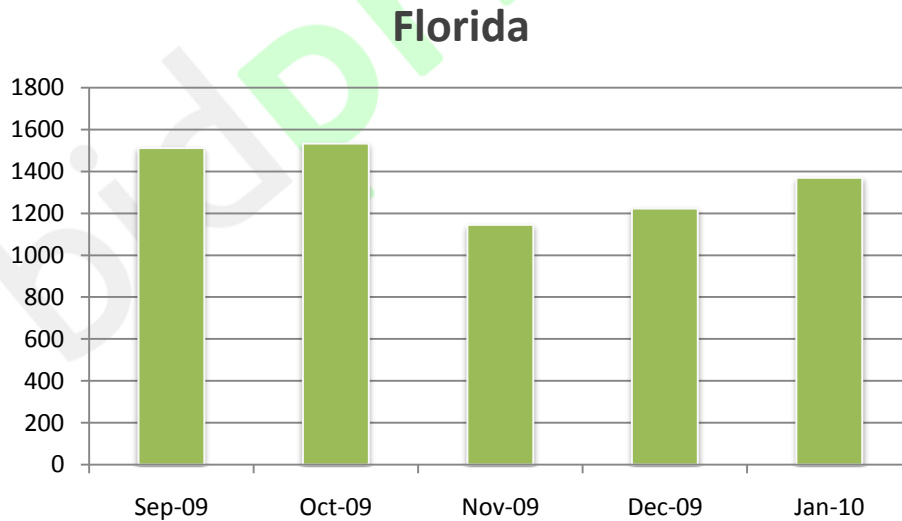


Florida

Florida issued over 1369 bids in January 2010. The following are the most common purchases made by the State of Florida.

Industry	# of bids
Road Maintenance and Construction	65
Building Construction	49
Concrete and Asphalt	36
Landscaping Services	33
Engineering Services	27
Automobiles	25
Building Renovation	14
Software	14
IT Staffing Services	14
Demolition Services	13
Uniforms	13
Paving	12
Construction Inspection Services	12
Sidewalk Construction/Installation	12
Bridge Construction	12

Contracts issued over time

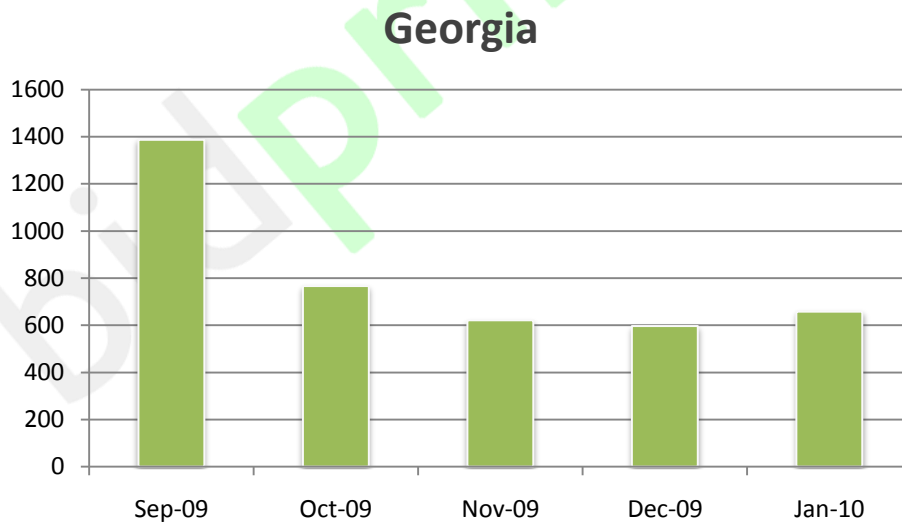


Georgia

Georgia issued over 658 bids in January 2010. The following are the most common purchases made by the State of Georgia.

Industry	# of bids
Road Maintenance and Construction	48
Paving	15
Concrete and Asphalt	14
Roof Installation/Repair	12
Building Construction	11
Automobiles	11
Building Renovation	11
Demolition Services	11
Janitorial Services	11
HVAC General and Supply	10
Software	9
IT Staffing Services	9
Steel	9
Janitorial Services	8

Contracts issued over time

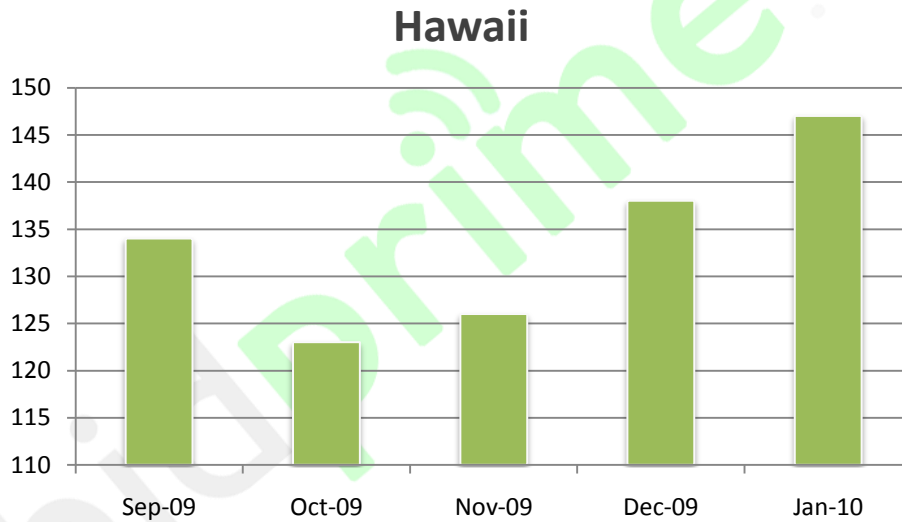


Hawaii

Hawaii issued over 147 bids in January 2010. The following are the most common purchases made by the State of Hawaii.

Industry	# of bids
Roof Installation/Repair	8
Building Construction	6
Automobiles	5
Mental health/Psychiatric/Therapy Services	5
Fume/Exhaust Hood Equipment & Supplies	4
Road Construction	3
Road Sign / Sign Material	3

Contracts issued over time

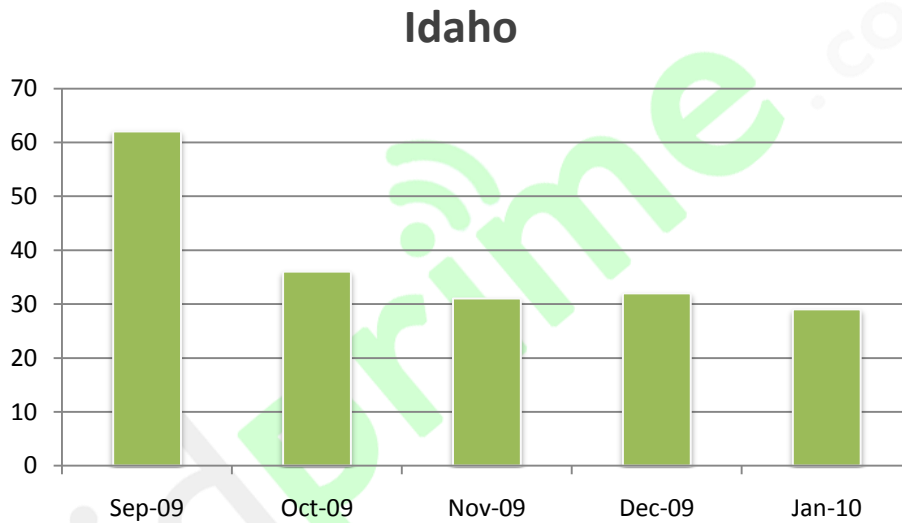


Idaho

Idaho issued over 29 bids in January 2010. The following are the most common purchases made by the State of Idaho.

Industry	# of bids
Road Maintenance and Construction	6
Janitorial Services	2
HVAC General and Supply	2
Roof Installation/Repair	2
Tractors/Loaders/Backhoes	2
Elevator Installation and Maintenance	2

Contracts issued over time

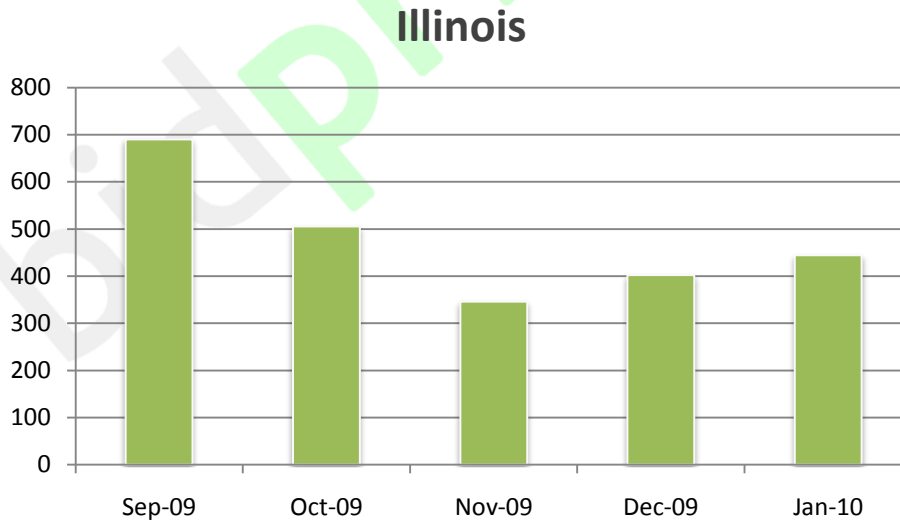


Illinois

Illinois issued over 444 bids in January 2010. The following are the most common purchases made by the State of Illinois.

Industry	# of bids
Automobiles	19
Packaged Foods	11
Engineering Services	10
Printing Services	10
HVAC General and Supply	9
Architect Services	9
Software	8
IT Staffing Services	8
Road Construction/Maintenance	8
Building Renovation	7
Architectural Services	7
Remediation Services	7
Landscaping Services	6
Concrete and Asphalt	6
Abatement Services	5

Contracts issued over time

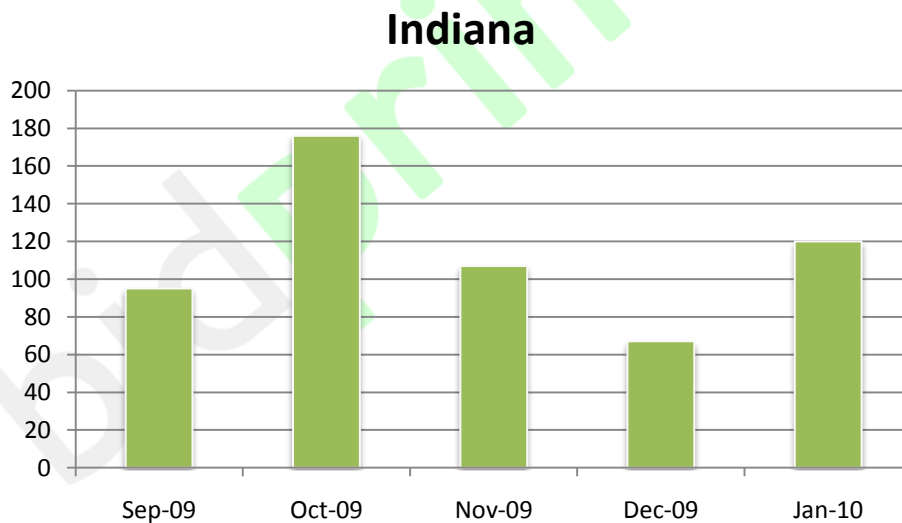


Indiana

Indiana issued over 120 bids in January 2010. The following are the most common purchases made by the State of Indiana.

Industry	# of bids
Road Maintenance and Construction	26
Automobiles	4
Building Renovation	3
Concrete and Asphalt	3
Building Construction	3
Demolition Services	3
Fire alarm/system	3
Software	2
IT Staffing Services	2
Cameras/Photographic Equipment	2
Insurance Services	2
Tractors/Loaders/Backhoes	2

Contracts issued over time

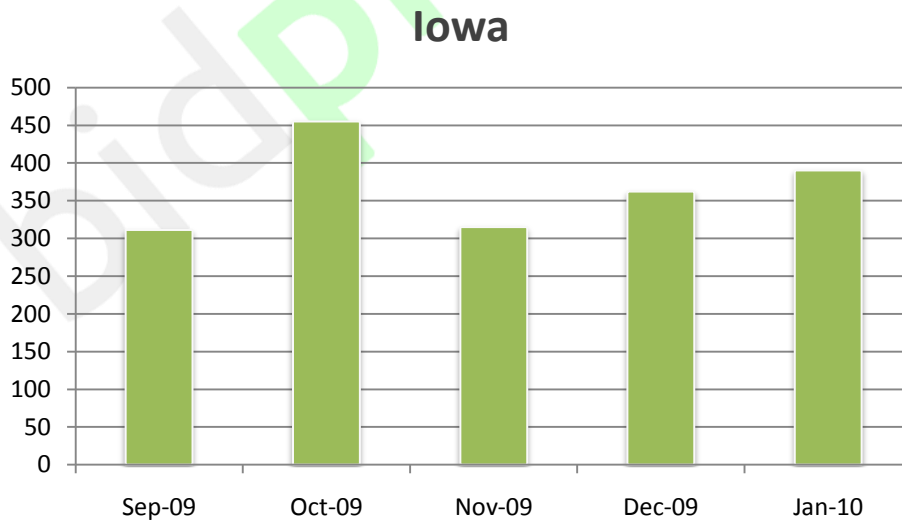


Iowa

Iowa issued over 390 bids in January 2010. The following are the most common purchases made by the State of Iowa.

Industry	# of bids
Road Maintenance and Construction	75
Concrete and Asphalt	49
Excavation Services	28
Paving	27
Fertilizing/Seeding	18
Steel	14
Road Construction	12
Software	9
IT Staffing Services	9
Automobiles	8
Bridge Construction	8
Advertising/Marketing Services	7
Engineering Services	6
Landscaping Services	6
Roof Installation/Repair	6
Tree Removal	6

Contracts issued over time



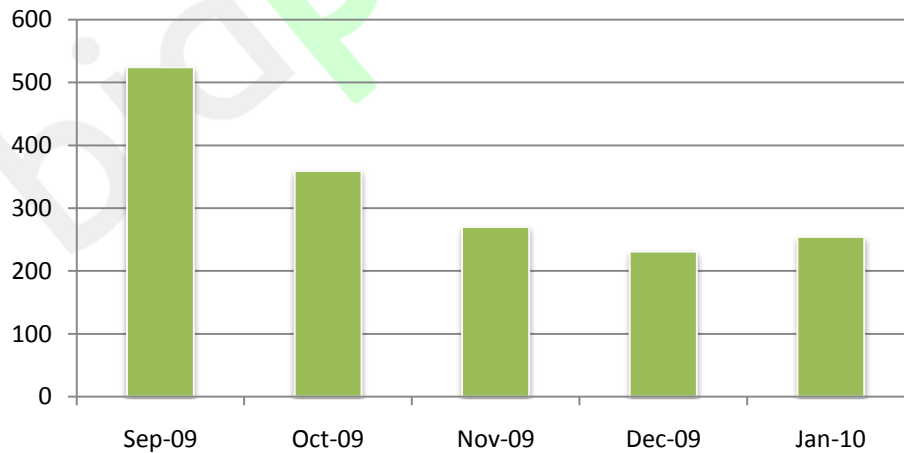
Kansas

Kansas issued over 254 bids in January 2010. The following are the most common purchases made by the State of Kansas.

Industry	# of bids
Road Maintenance and Construction	35
Concrete and Asphalt	9
Automobiles	4
Bridge Construction	4
Roof Installation/Repair	4
Printing Services	4
Tractors/Loaders/Backhoes	4
Aggregate/ABC/Rip Rap	3
Janitorial Services	3
HVAC General and Supply	3
Fertilizing/Seeding	2
Concrete	2
Landscaping Services	2
Building Renovation	2
Road Sign / Sign Material	2
Camera/CCTV Equipment	2

Contracts issued over time

Kansas

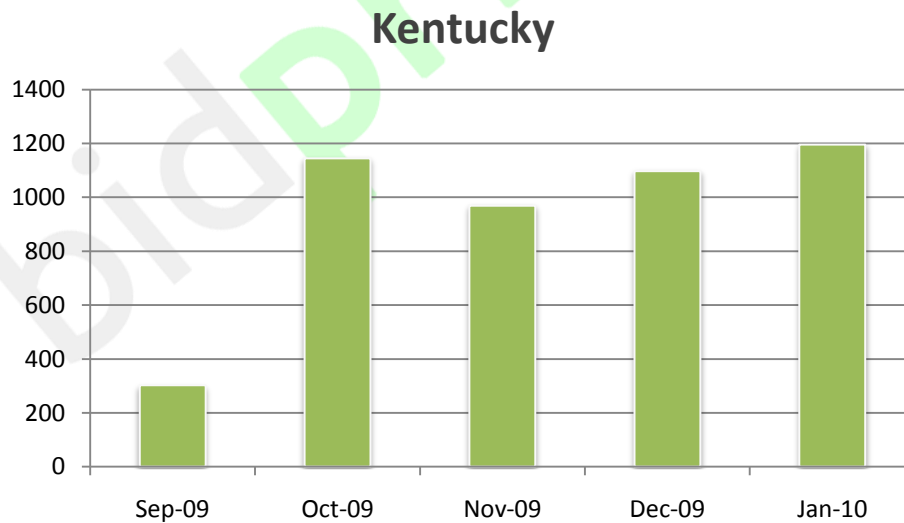


Kentucky

Kentucky issued over 1195 bids in January 2010. The following are the most common purchases made by the State of Kentucky.

Industry	# of bids
Lease property	16
Janitorial Services	9
Landscaping Services	9
Design/Build Services	9
Concrete and Asphalt	8
Automobiles	8
HVAC General and Supply	7
Network Services	7
Demolition Services	7
Building Renovation	6
Scoreboard for Sports Stadium	6
Enterprise Services (ERP Staffing and Solutions)	6
Networking Supplies	6
Video Conferencing Equipment	5
Bridge Construction	4

Contracts issued over time

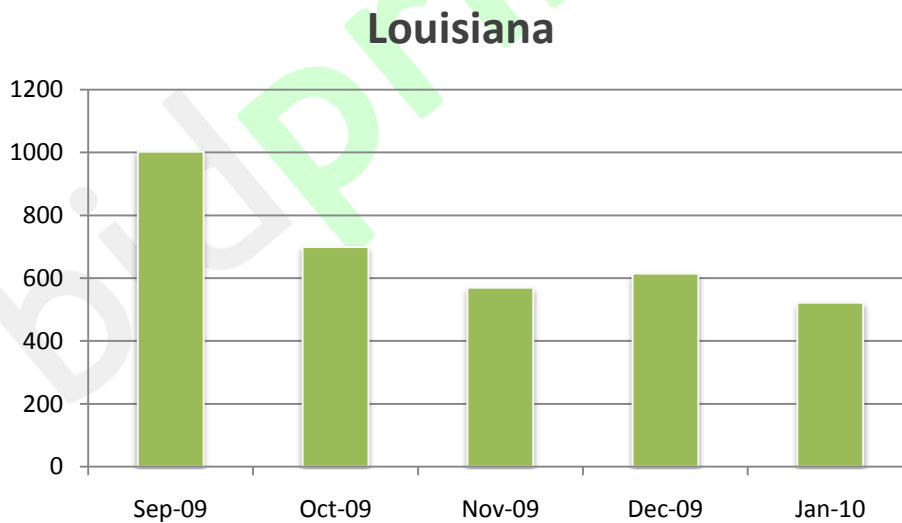


Louisiana

Louisiana issued over 522 bids in January 2010. The following are the most common purchases made by the State of Louisiana.

Industry	# of bids
Automobiles	11
Building Construction	10
Janitorial Services	9
General Meat/Poultry	9
Building Renovation	8
Athletic Supplies and Sports Equipment	7
Uniforms	7
Concrete and Asphalt	6
Janitorial Services	6
Road Construction	5
Roof Installation/Repair	5
Steel	4
Plumbing Supplies	4
Cameras/Photographic Equipment	4

Contracts issued over time

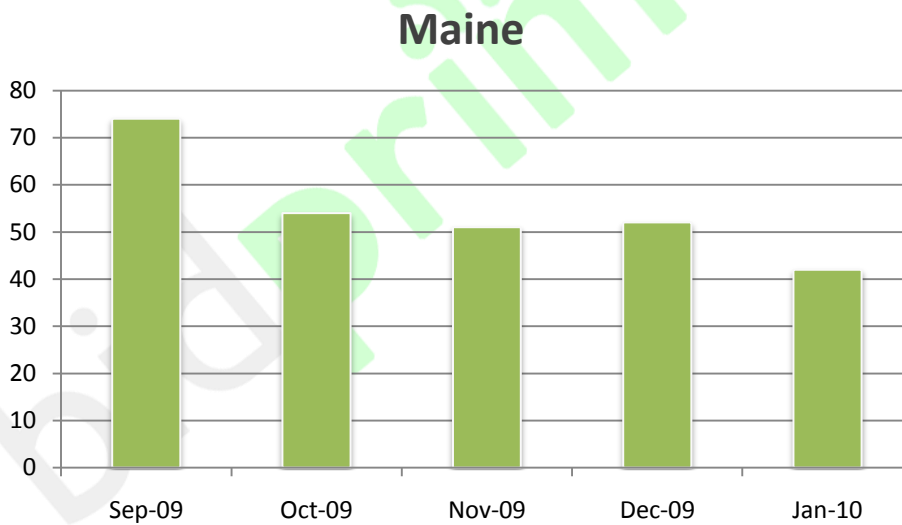


Maine

Maine issued over 42 bids in January 2010. The following are the most common purchases made by the State of Maine.

Industry	# of bids
Automobiles	4
Road Construction	3
Building Maintenance	2
Architect Services	2
Paving	2
General Software	2
IT Staffing Services	2
Timekeeping Software	2
Electrical Upgrades	2
Computer and Networking Hardware	2
Record/Land Management	2

Contracts issued over time

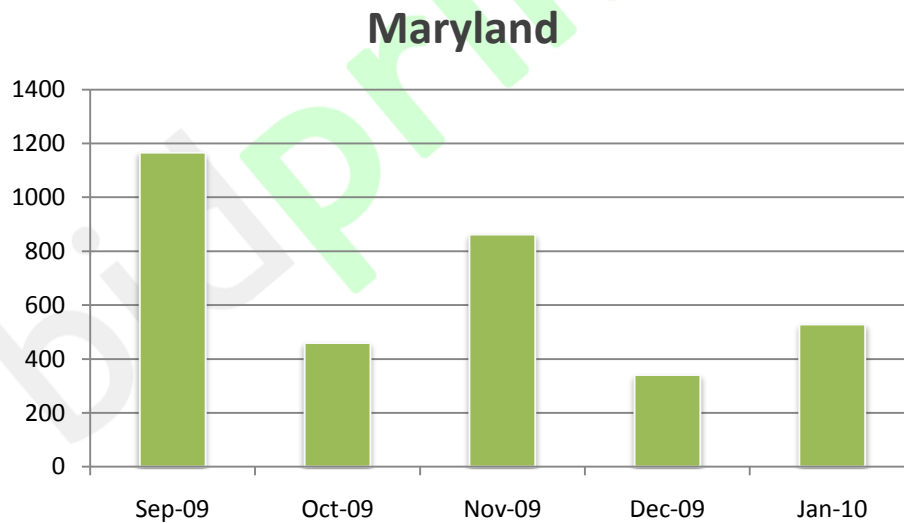


Maryland

Maryland issued over 528 bids in January 2010. The following are the most common purchases made by the State of Maryland.

Industry	# of bids
Automobiles	17
Building Construction	17
Building Renovation	13
Road Construction	11
Engineering Services	11
Concrete and Asphalt	9
Roof Installation/Repair	8
HVAC General and Supply	7
Landscaping Services	7
Uniforms	7
Software	6
General IT Staffing Services	6
Cisco Software and Maintenance	6

Contracts issued over time

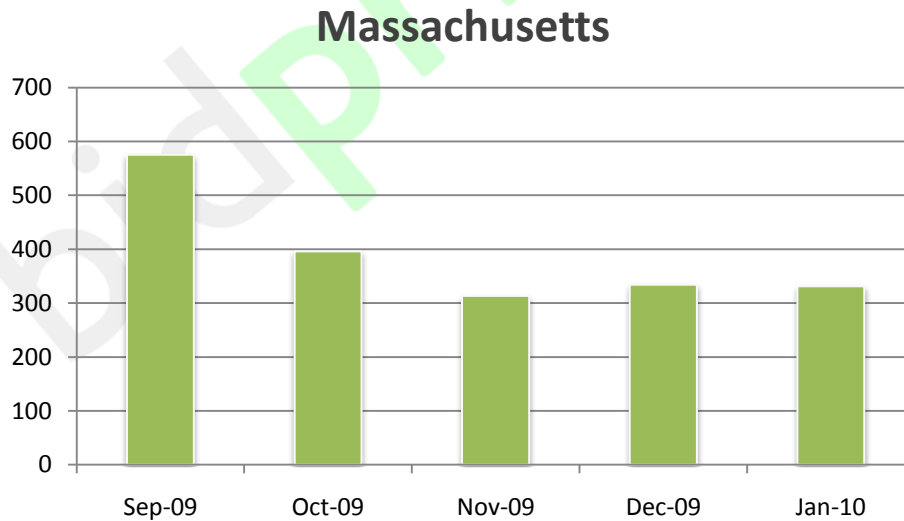


Massachusetts

Massachusetts issued over 331 bids in January 2010. The following are the most common purchases made by the State of Massachusetts.

Industry	# of bids
Road Maintenance and Construction	63
Building Construction	34
Road Construction	19
Engineering Services	13
Architect Services	13
Software	9
IT Staffing Services	9
Automobiles and Vehicles	8
Bridge Construction	7
Automobiles	6
Landscaping Services	6
Water Chemicals/Supplies	6
Building Renovation	4
HVAC General and Supply	4
Cisco Software and Maintenance	4

Contracts issued over time

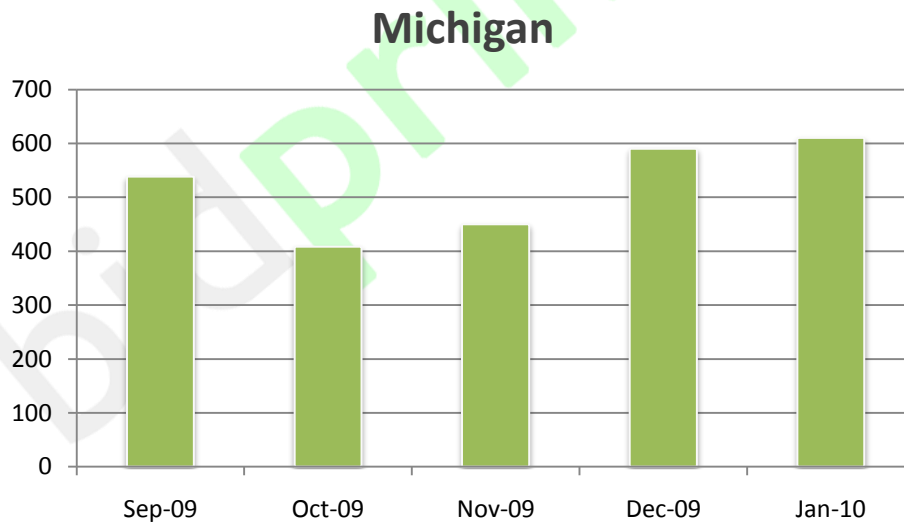


Michigan

Michigan issued over 610 bids in January 2010. The following are the most common purchases made by the State of Michigan.

Industry	# of bids
Road Maintenance and Construction	30
Building Renovation	24
Automobiles	16
Building Construction	13
HVAC and Boiler Installation	11
Janitorial Services	11
Roof Installation/Repair	9
Engineering Services	7
Road Construction	6
Printing Services	6
Sewer Construction/Maintenance	6
HVAC General and Supply	5
Building Renovation	24

Contracts issued over time

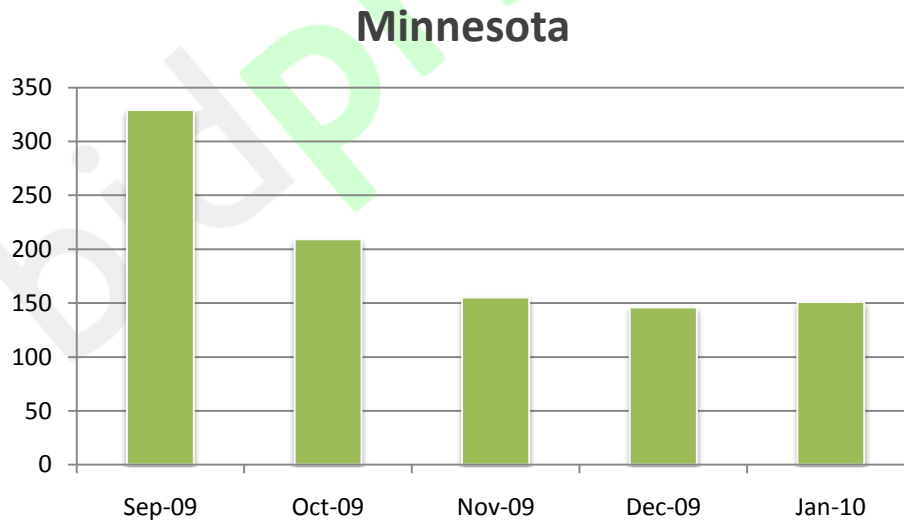


Minnesota

Minnesota issued over 151 bids in January 2010. The following are the most common purchases made by the State of Minnesota.

Industry	# of bids
Automobiles	9
Roof Installation/Repair	7
Concrete and Asphalt	6
Tractors/Loaders/Backhoes	5
Building Construction	3
Tree Removal	3
Demolition Services	3
Trash/Refuse Collection and Disposal	3
Fence Installation	3
Firearms	3
Janitorial Services	2
Engineering Services	2
Architect Services	2
Landscaping Services	2
Packaged Foods	2

Contracts issued over time

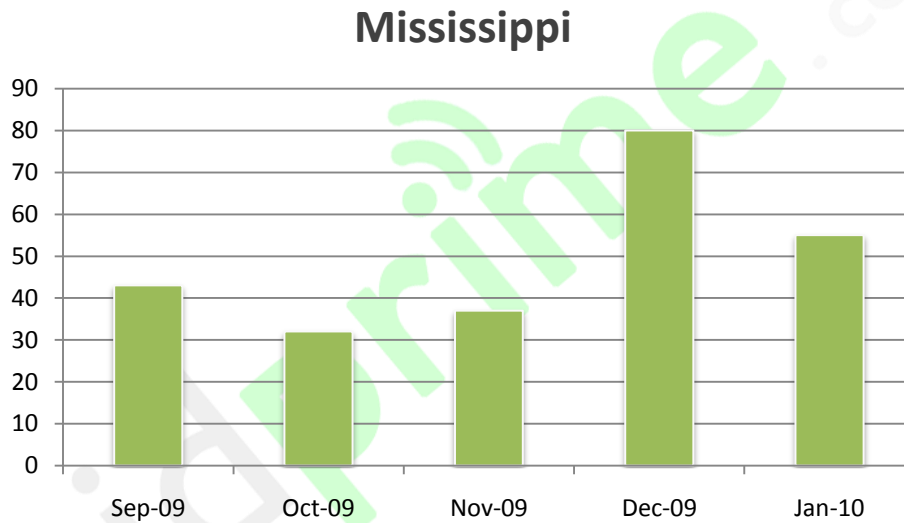


Mississippi

Mississippi issued over 55 bids in January 2010. The following are the most common purchases made by the State of Mississippi.

Industry	# of bids
Building Renovation	5
Automobiles	3
Tractors/Loaders/Backhoes	3
Backhoe	3
Building Construction	2
Steel	2
Dump Truck	2

Contracts issued over time

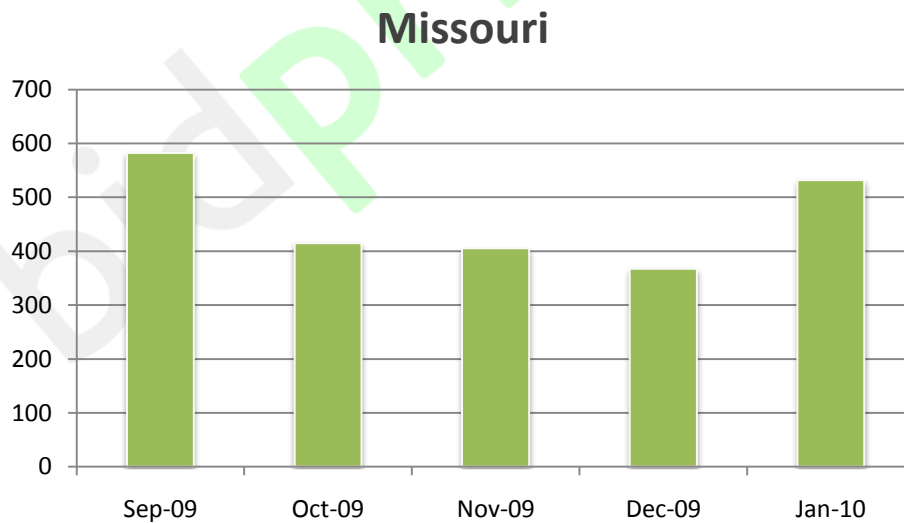


Missouri

Missouri issued over 532 bids in January 2010. The following are the most common purchases made by the State of Missouri.

Industry	# of bids
Automobiles	30
Building Construction	14
Software	9
IT Staffing Services	9
Concrete and Asphalt	6
Demolition Services	6
Dump Truck	5
Network Services	5
Sewer Construction/Maintenance	5
Road Construction	5
Video/Surveillance Software	5
Roof Installation/Repair	4
Cisco Software and Maintenance	4
Excavation Services	4
Food Service Equipment	4

Contracts issued over time

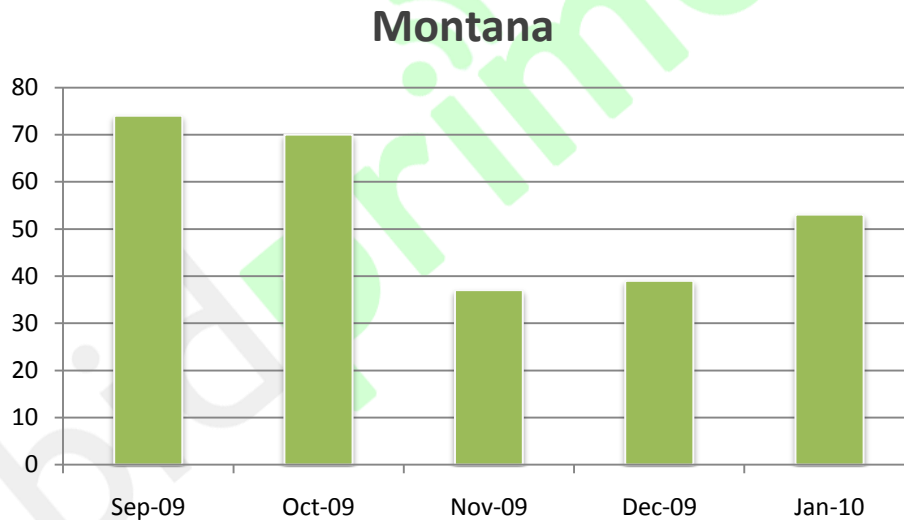


Montana

Montana issued over 53 bids in January 2010. The following are the most common purchases made by the State of Montana.

Industry	# of bids
Automobiles	9
Road Maintenance and Construction	9
Software	5
IT Staffing Services	5
Engineering Services	3
Road Construction	2
Financial Services	2
Printing Services	2
Wastewater Design/Construction	2
Laboratory Equipment	2

Contracts issued over time

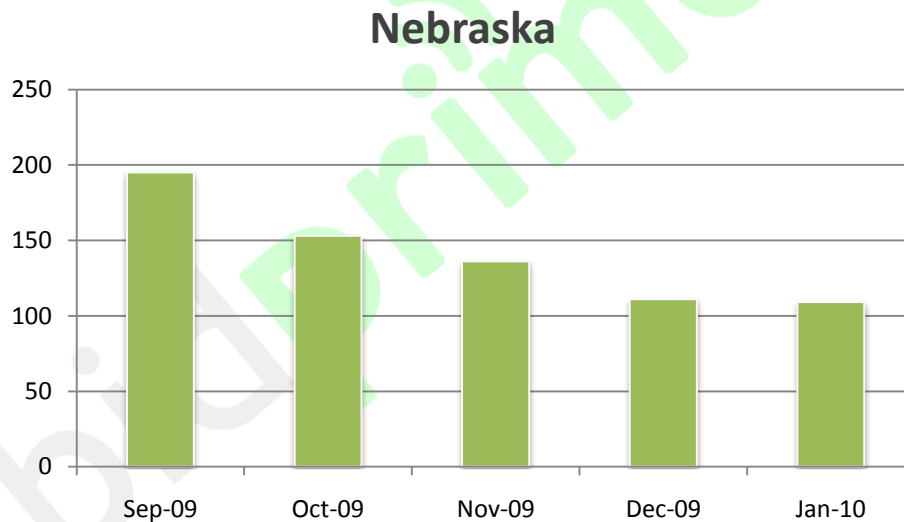


Nebraska

Nebraska issued over 109 bids in January 2010. The following are the most common purchases made by the State of Nebraska.

Industry	# of bids
Automobiles	6
Paving	4
Uniforms	4
Concrete and Asphalt	4
Police Vehicles and Cars	4
Networking and VOIP Equipment	4
Abatement Services	3
A/V and Studio Equipment	3
Carpet Removal/Installation	3
Bituminous Materials	2

Contracts issued over time

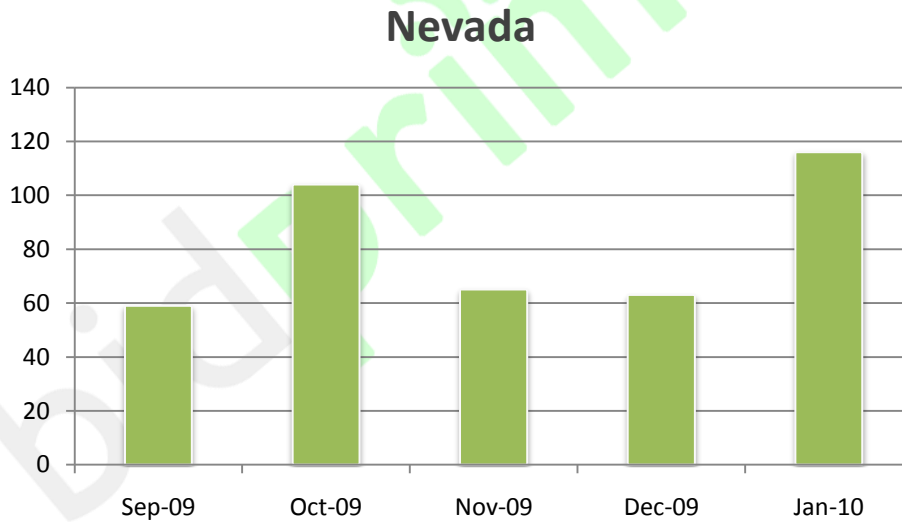


Nevada

Nevada issued over 116 bids in January 2010. The following are the most common purchases made by the State of Nevada.

Industry	# of bids
Building Construction	6
Shoes	6
Building Renovation	4
Road Construction	4
Road Maintenance and Construction	4
Automobiles	3
Concrete and Asphalt	3
Printing Services	2
Software	2
IT Staffing Services	2
Engineering Services	2

Contracts issued over time

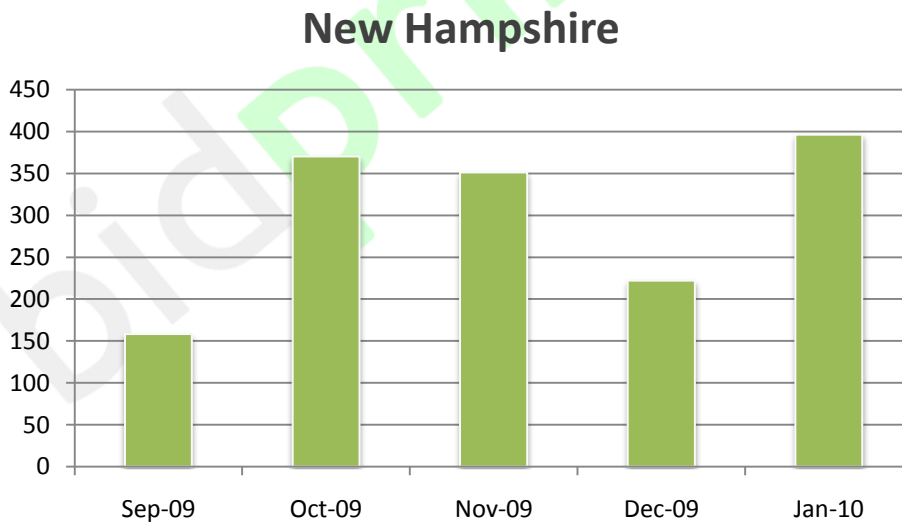


New Hampshire

New Hampshire issued over 396 bids in January 2010. The following are the most common purchases made by the State of New Hampshire.

Industry	# of bids
Automobiles	32
Engineering Services	19
Building Construction	18
Road Maintenance and Construction	14
Paving	8
Police Vehicles	8
Computer Parts	6
Snow Removal	6
Water Plant Construction/Improvements	6
Printing Services	5
Roof Installation/Repair	5
Sewer Construction/Maintenance	5
Bridge Construction	5
Computers and Notebooks	5

Contracts issued over time

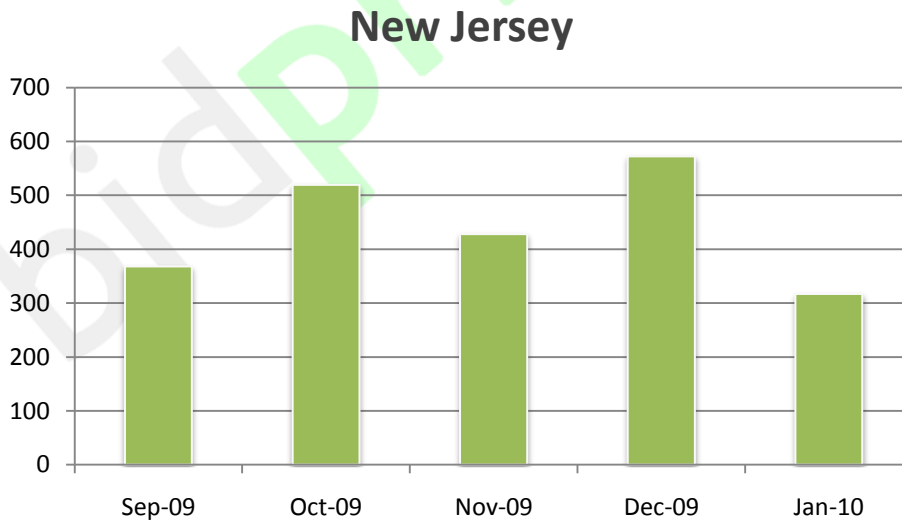


New Jersey

New Jersey issued over 317 bids in January 2010. The following are the most common purchases made by the State of New Jersey.

Industry	# of bids
Road Maintenance and Construction	16
Automobiles	10
Engineering Services	8
Advertising/Marketing Services	7
Road Construction	6
Fire alarm/system	5
Attorney/Lawyer Services	5
Automobile and Vehicle Repair	5
Concessions Operations	5
Construction Inspection	5
Building Construction	4
Bridge Construction	4
Concrete and Asphalt	4
Software	4
IT Staffing Services	4

Contracts issued over time

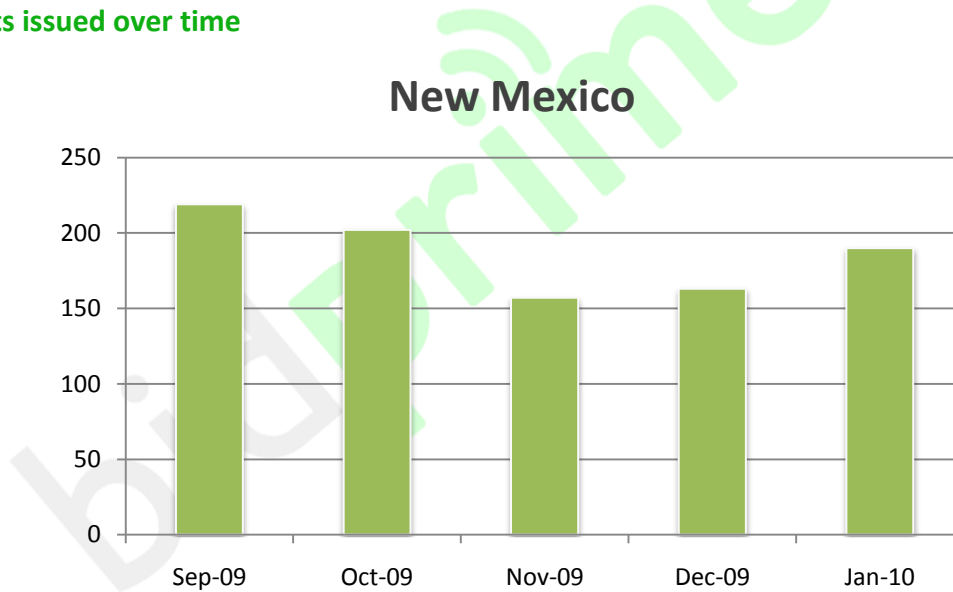


New Mexico

New Mexico issued over 190 bids in January 2010. The following are the most common purchases made by the State of New Mexico.

Industry	# of bids
Building Renovation	10
Architect Services	8
Design/Build Services	7
Legal Services	6
Attorney/Lawyer Services	4
Collection of Recycled Materials	4
Street Light Installation	4
Building Construction	3
Software	3
IT Staffing Services	3
Audio-Visual and Studio Equipment	3

Contracts issued over time

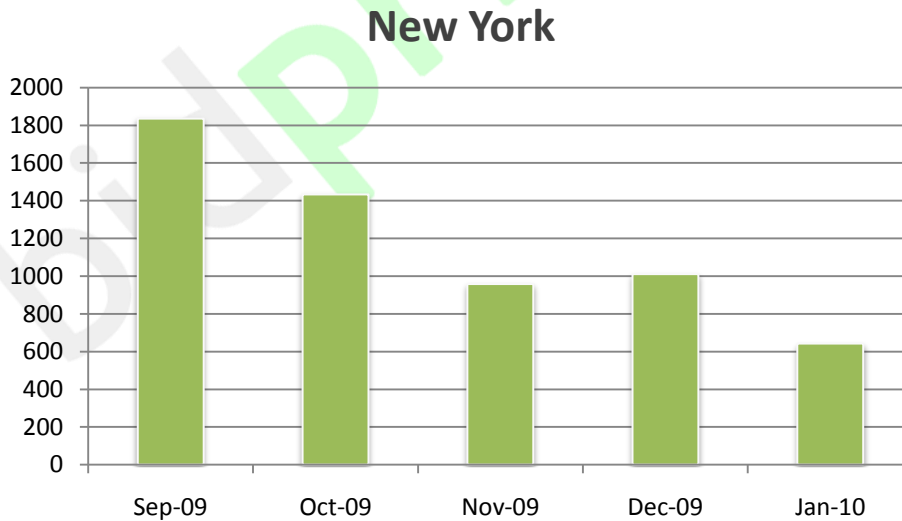


New York

New York issued over 642 bids in January 2010. The following are the most common purchases made by the State of New York.

Industry	# of bids
Automobiles	23
Software	13
Elevator Installation and Maintenance	12
Building Renovation	11
IT Staffing Services	9
HVAC General and Supply	9
Cameras/Photographic Equipment	9
Fire Alarm/System	8
Sewer Construction/Maintenance	7
Roof Installation/Repair	7
Steel	7
Building Construction	6
Engineering Services	6
Concrete and Asphalt	6
Printing Services	6

Contracts issued over time

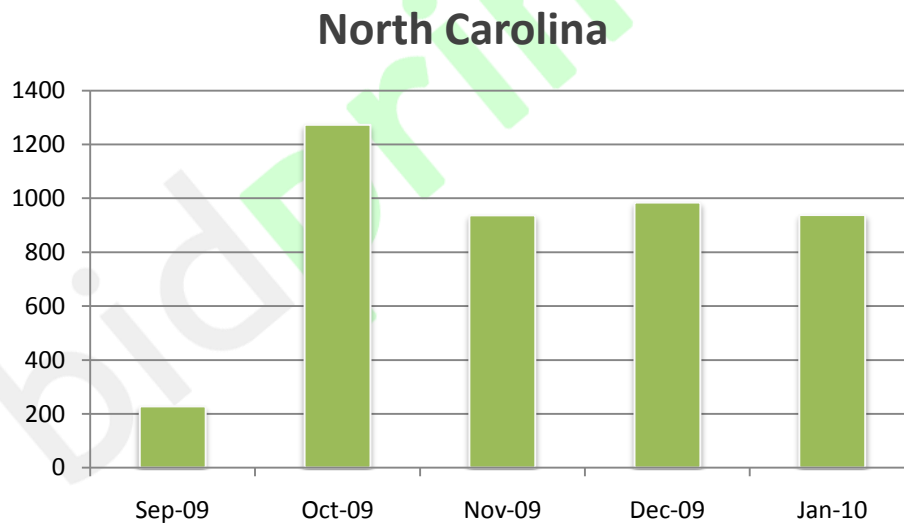


North Carolina

North Carolina issued over 938 bids in January 2010. The following are the most common purchases made by the State of North Carolina.

Industry	# of bids
Automobiles	22
Building Renovation	21
Concrete and Asphalt	11
Aggregate/ABC/Rip Rap	10
Software	8
IT Staffing Services	8
Printing Services	6
Packaged Foods	5
Audio-Visual and Studio Equipment	5
Cisco Software and Maintenance	5
Roof Installation/Repair	4
Janitorial Services	4

Contracts issued over time

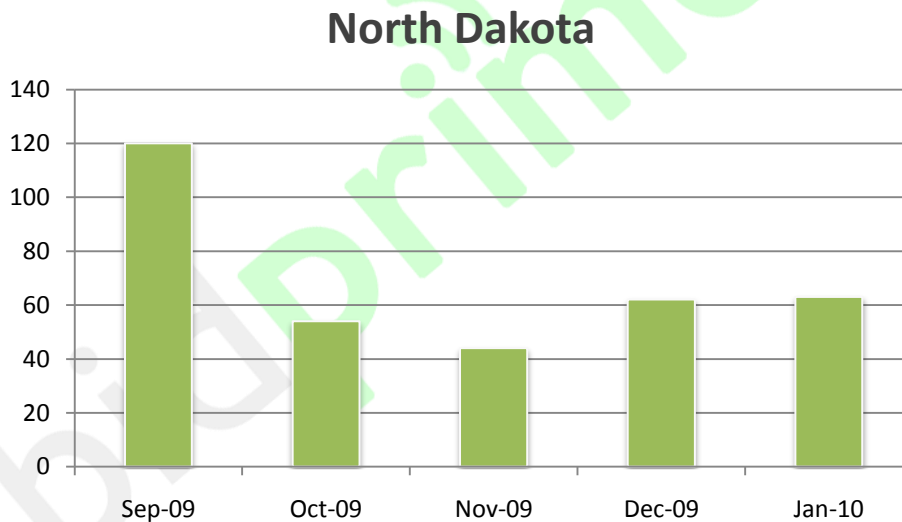


North Dakota

North Dakota issued over 63 bids in January 2010. The following are the most common purchases made by the State of North Dakota.

Industry	# of bids
Road Maintenance and Construction	5
Paving	2
Insurance Services	2
Automobiles	1
Concrete and Asphalt	1
Janitorial Services	1
Architect Services	1
Network Services	1
Landscaping Services	1
Janitorial Services	1

Contracts issued over time

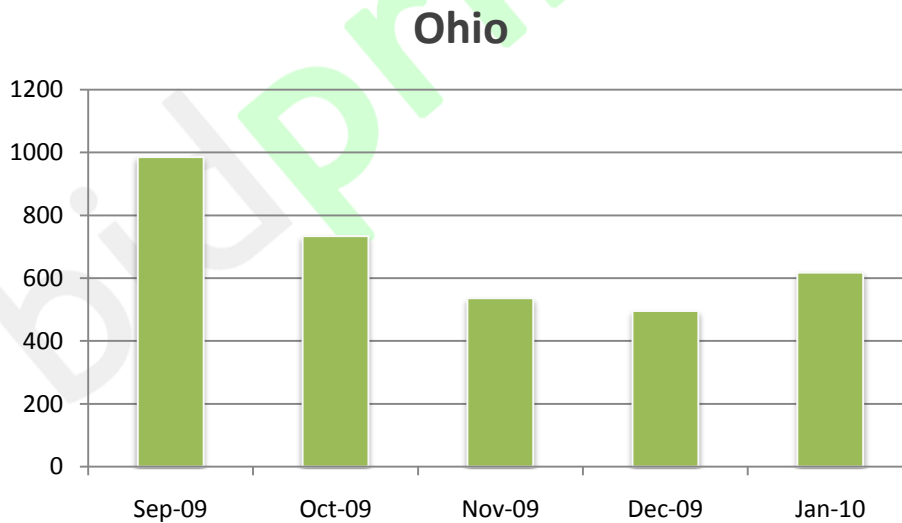


Ohio

Ohio issued over 617 bids in January 2010. The following are the most common purchases made by the State of Ohio.

Industry	# of bids
Sewer Construction/Maintenance	31
Food Service Equipment	27
Building Renovation	12
Frozen Foods	12
Insurance Services	11
Engineering Services	11
Building Construction	10
Road Construction	9
Abatement Services	9
Canned Foods	9
Automobiles	8
Software	8
IT Staffing Services	8
HVAC General and Supply	8

Contracts issued over time

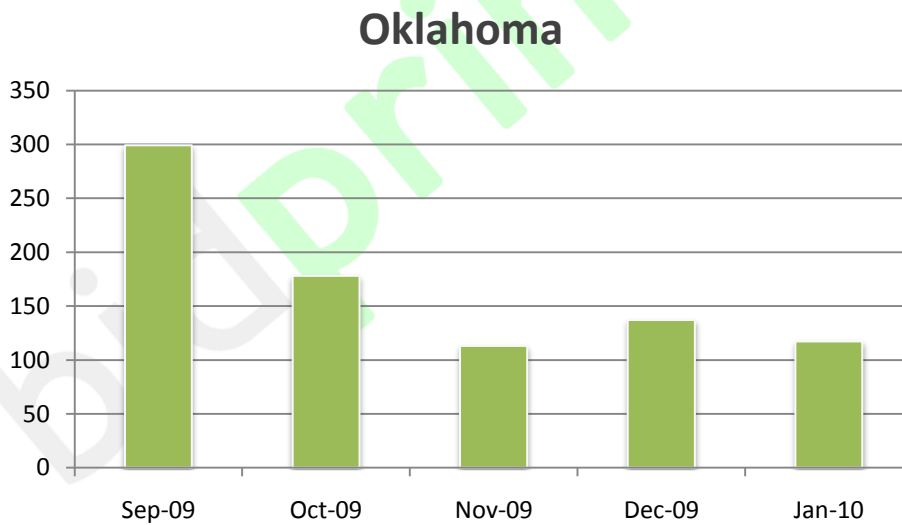


Oklahoma

Oklahoma issued over 117 bids in January 2010. The following are the most common purchases made by the State of Oklahoma.

Industry	# of bids
Automobiles	4
Mowing/Lawn Services	4
Software	3
IT Staffing Services	3
Office Furniture	3
Engineering Services	2
Building Construction	2
Park Maintenance	2
Printing	2
Brochure/Newsletter Printing	2
Landscaping Services	2
Roof Installation/Repair	2

Contracts issued over time

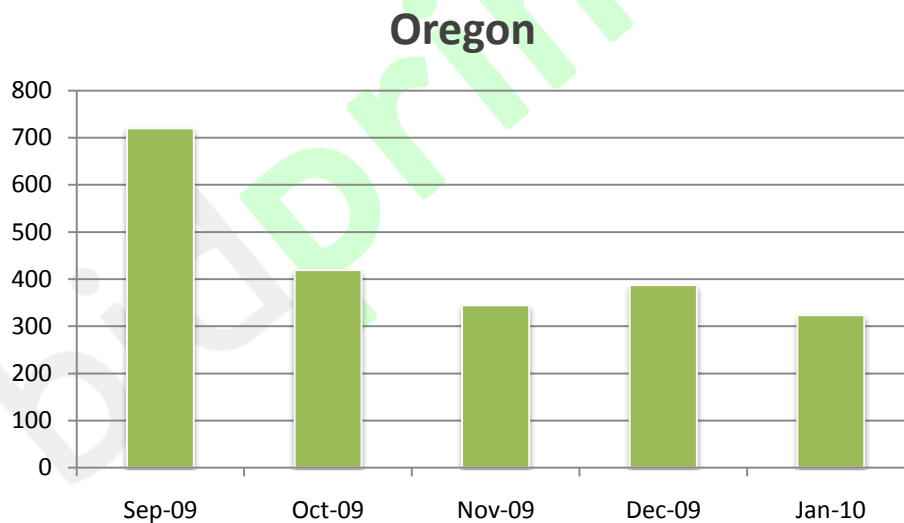


Oregon

Oregon issued over 323 bids in January 2010. The following are the most common purchases made by the State of Oregon.

Industry	# of bids
Building Construction	5
Automobiles	4
Printing Services	4
Dump Truck	3
Concrete and Asphalt	3
Paving	3
Software	2
IT Staffing Services	2
Engineering Services	2
Landscaping Services	2
Roof Installation/Repair	2
Building Maintenance	2

Contracts issued over time

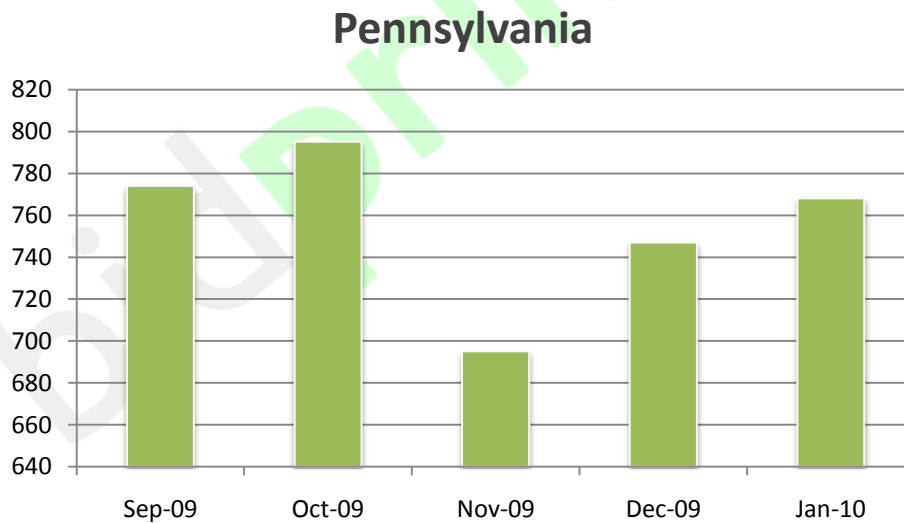


Pennsylvania

Pennsylvania issued over 768 bids in January 2010. The following are the most common purchases made by the State of Pennsylvania.

Industry	# of bids
Automobiles	31
Road Maintenance and Construction	26
Produce	17
General Meat/Poultry	11
Paving	9
Frozen Foods	9
Seafood	8
Engineering Services	7
Milk/Dairy Products	7
Concrete and Asphalt	7
Building Renovation	7
HVAC General and Supply	7
Demolition Services	6

Contracts issued over time



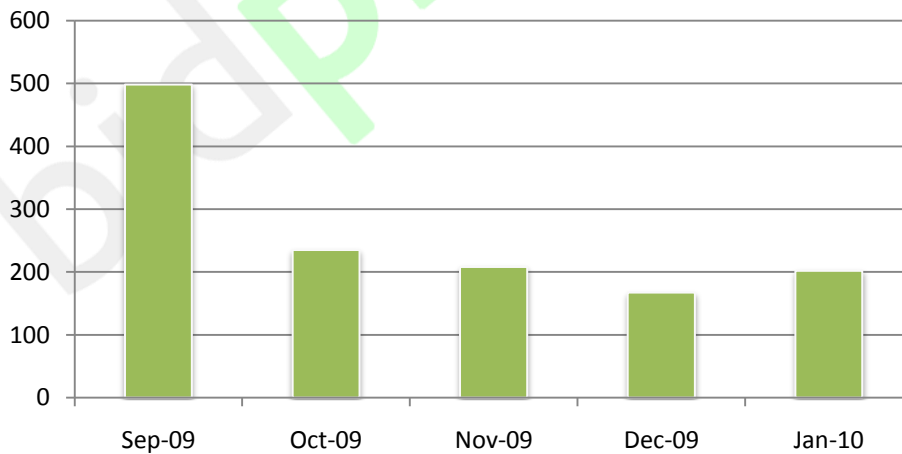
Rhode Island

Rhode Island issued over 202 bids in January 2010. The following are the most common purchases made by the State of Rhode Island.

Industry	# of bids
Road Maintenance and Construction	10
Engineering Services	10
Automobiles	5
Building Construction	5
Fire Alarm/System	5
Roof Installation/Repair	4
Dump Truck	3
Architect Services	3
Uniforms	3
General Meat/Poultry	2
Milk/Dairy Products	2
Concrete and Asphalt	2
Demolition Services	2
Bridge Construction	2
Abatement Services	2

Contracts issued over time

Rhode Island



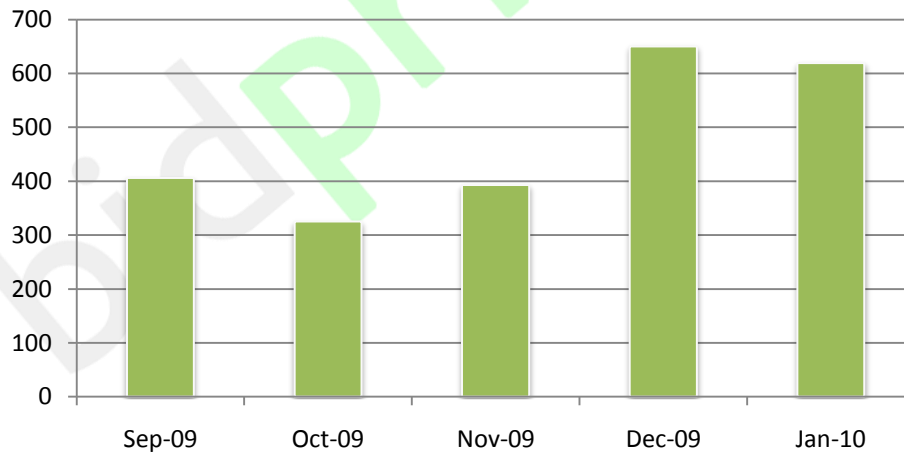
South Carolina

South Carolina issued over 619 bids in January 2010. The following are the most common purchases made by the State of South Carolina.

Industry	# of bids
Printing Services	17
Road Maintenance and Construction	15
Building Renovation	14
Road Construction	11
Engineering Services	9
Automobiles	9
Uniforms	7
Design/Build Services	7
Tree Removal	7
Design-Build Services	7
Waste Collection and Disposal	6
Landscaping Services	6
Cisco Software and Maintenance	6

Contracts issued over time

South Carolina



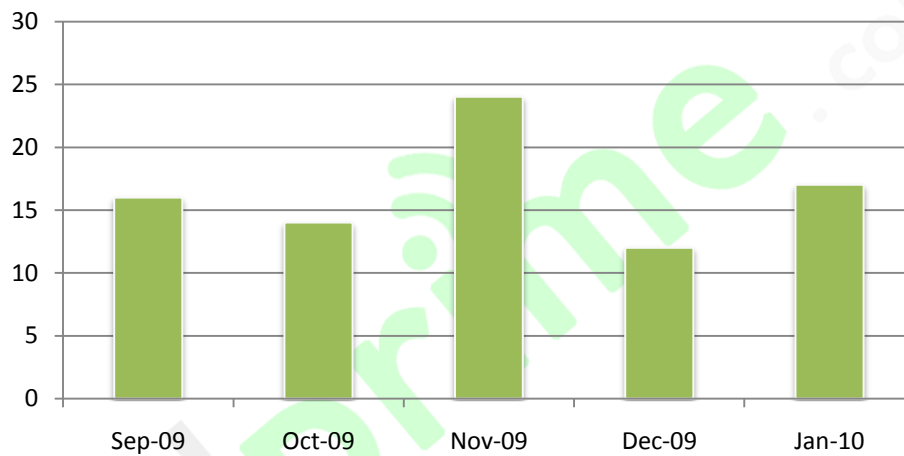
South Dakota

South Dakota issued over 17 bids in January 2010. The following are the most common purchases made by the State of South Dakota.

Industry	# of bids
Paving	2
Uniforms	2
Concrete and Asphalt	2
Steel	2

Contracts issued over time

South Dakota

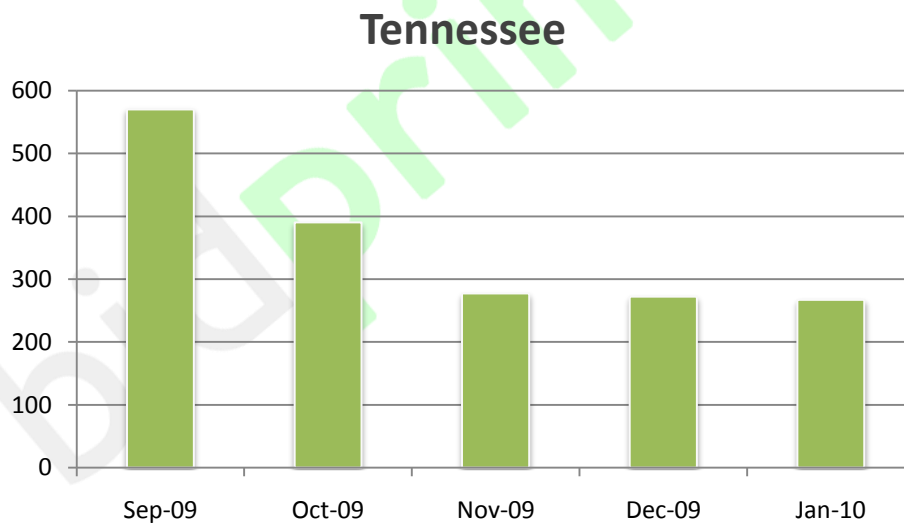


Tennessee

Tennessee issued over 267 bids in January 2010. The following are the most common purchases made by the State of Tennessee.

Industry	# of bids
Automobiles	18
Electrical Equipment	7
Software	6
IT Staffing Services	6
Building Construction	5
Network Services	5
Site Work and Trenching	5
Concrete and Asphalt	4
Steel	4
Plumbing Supplies	4
Advertising/Marketing Services	4
Janitorial Services	4

Contracts issued over time

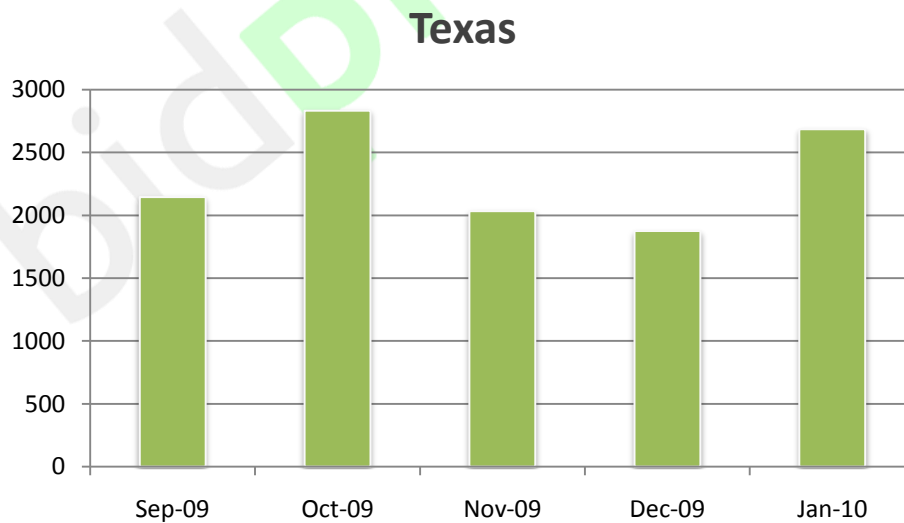


Texas

Texas issued over 2685 bids in January 2010. The following are the most common purchases made by the State of Texas.

Industry	# of bids
Road Construction/Paving	168
Automobiles	52
Concrete and Asphalt	47
Building Construction	44
Landscaping Services	40
Building Renovation	37
Engineering Services	34
Insurance Services	27
Software	22
Plumbing Supplies	22
IT Staffing Services	21
Steel	21
Printing	21
Network Services	20
HVAC General and Supply	20
Printing Services	19

Contracts issued over time

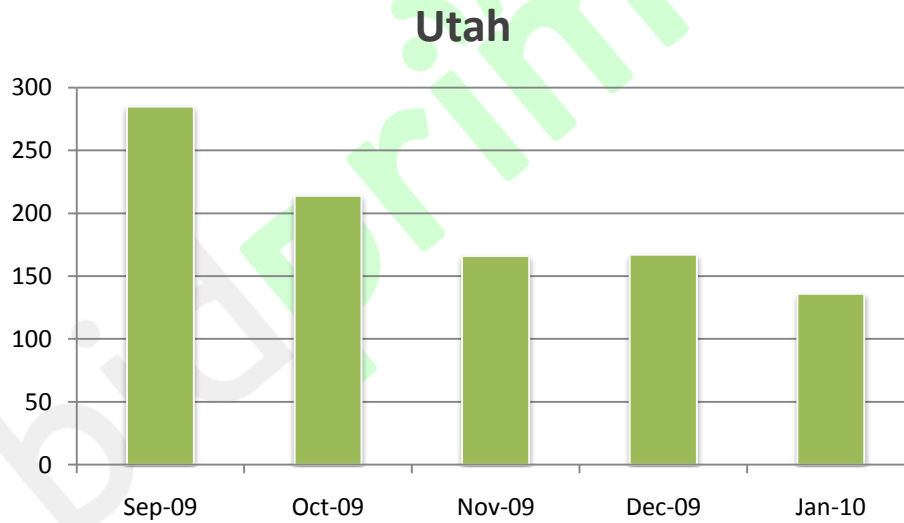


Utah

Utah issued over 136 bids in January 2010. The following are the most common purchases made by the State of Utah.

Industry	# of bids
Road Maintenance and Construction	13
Janitorial Services	5
Building Construction	5
Concrete and Asphalt	4
Software	4
IT Staffing Services	4
Janitorial Services	4
Environmental Services - Energy Efficiency and Conservation	4
Automobiles	3
Insurance Services	3

Contracts issued over time

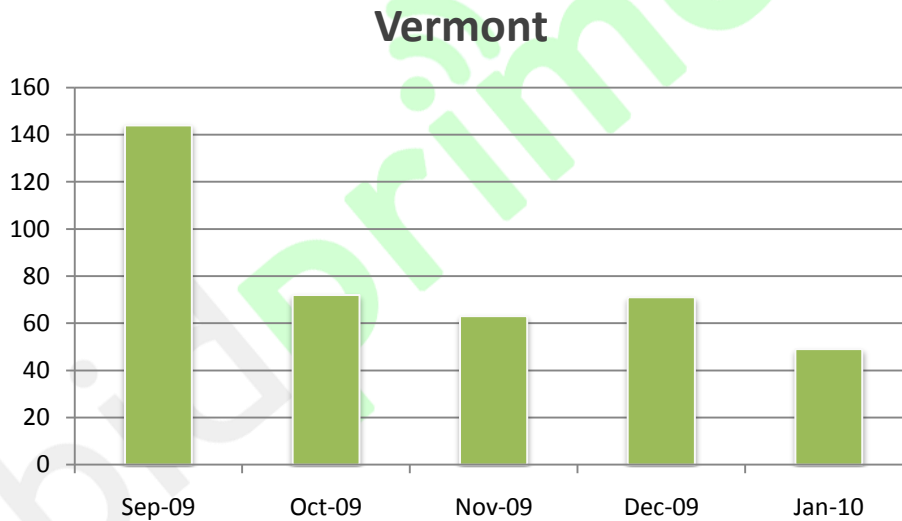


Vermont

Vermont issued over 266 bids in January 2010. The following are the most common purchases made by the State of Vermont.

Industry	# of bids
Building Construction	6
Road Maintenance and Construction	5
Janitorial Services	4
Printing Services	4
Automobiles	4
Environmental Services - Energy Efficiency and Conservation	3
Elevator Installation and Maintenance	3
Security/Guard Service	3
Advertising/Marketing Services	2

Contracts issued over time



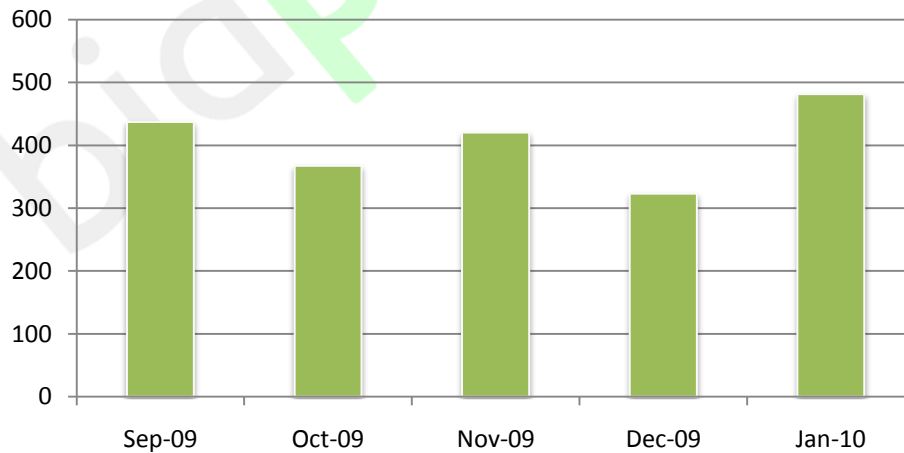
Virginia

Virginia issued over 481 bids in January 2010. The following are the most common purchases made by the State of Virginia.

Industry	# of bids
Road Maintenance and Construction	29
Building Renovation	21
Automobiles	18
Wastewater Design/Construction	13
Concrete and Asphalt	12
HVAC General and Supply	11
Landscaping Services	10
Roof Installation/Repair	9
Sidewalk Construction/Installation	9
Software	9
IT Staffing Services	9
Engineering Services	9
Janitorial Services	8
Advertising/Marketing Services	8
Bridge Construction	7
Architect Services	7

Contracts issued over time

Virginia



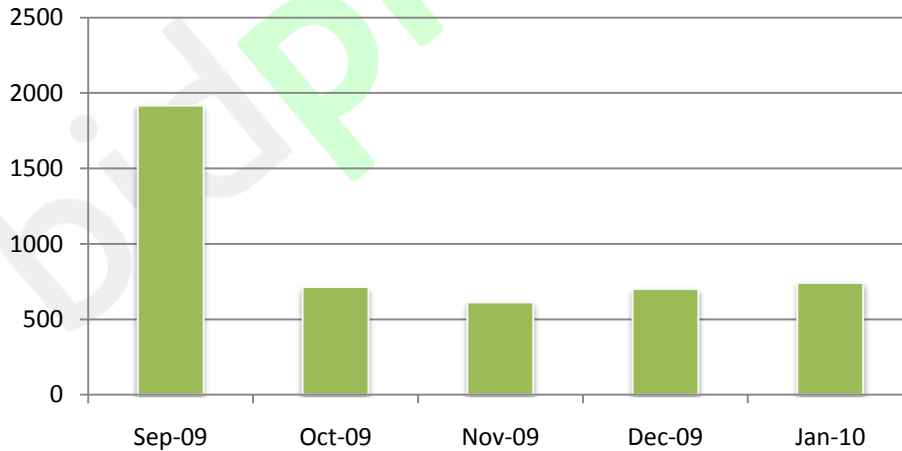
Washington

Washington issued over 740 bids in January 2010. The following are the most common purchases made by the State of Washington.

Industry	# of bids
Building Construction	29
Automobiles	25
Road Maintenance and Construction	19
Concrete and Asphalt	16
Architect Services	16
Engineering Services	14
Paving	14
Software	11
IT Staffing Services	11
Janitorial Services	10
Advertising/Marketing Services	10
Sidewalk Construction/Installation	9
Electrical Equipment	9
Roof Installation/Repair	8

Contracts issued over time

Washington

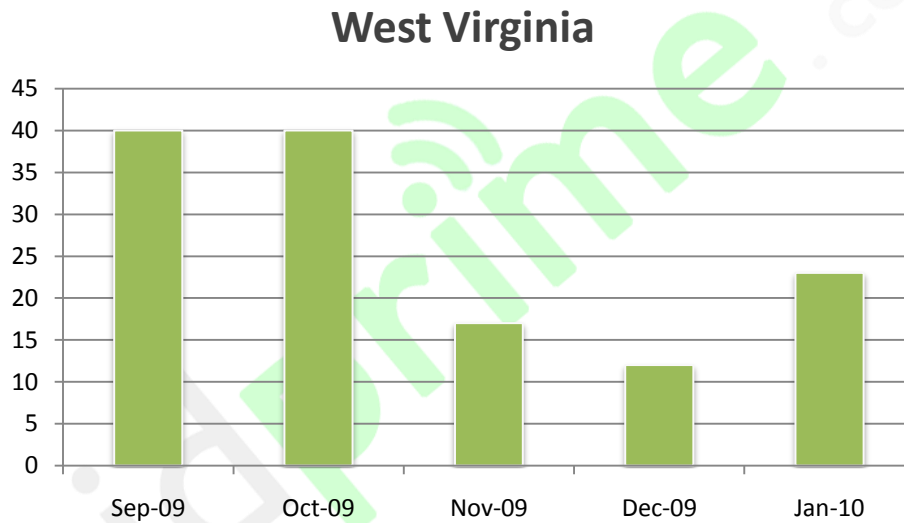


West Virginia

West Virginia issued over 23 bids in January 2010. The following are the most common purchases made by the State of West Virginia.

Industry	# of bids
Building Renovation	2
Automobiles	2
Electrical Equipment	2
Cisco Software and Maintenance	2
General Construction Equipment	2
Plumbing Equipment	2
Firearms	2

Contracts issued over time

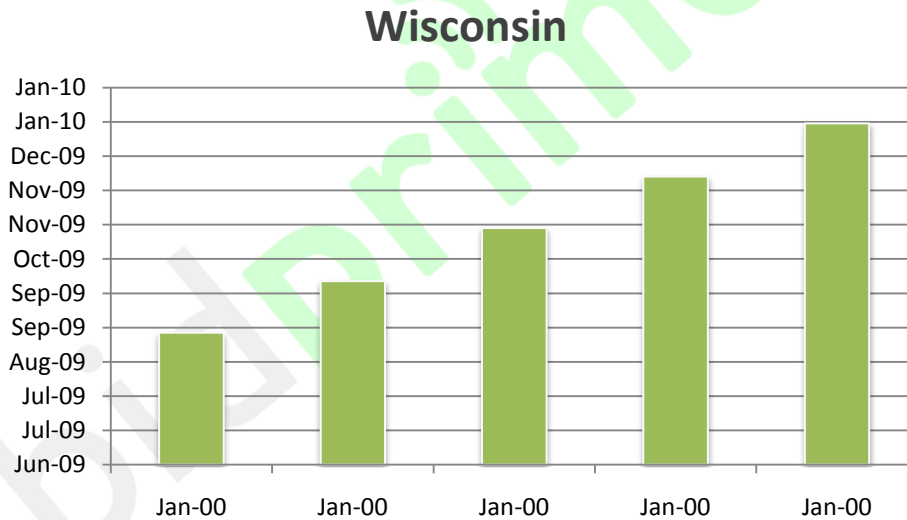


Wisconsin

Wisconsin issued over 435 bids in January 2010. The following are the most common purchases made by the State of Wisconsin.

Industry	# of bids
Automobiles	17
Software	13
IT Staffing Services	13
Printing Services	11
Building Renovation	8
Roof Installation/Repair	7
Network Services	6
Insurance Services	6
Timekeeping Software	5
Workforce Management Software	5

Contracts issued over time



Wyoming

Wyoming issued over 84 bids in January 2010. The following are the most common purchases made by the State of Wyoming.

Industry	# of bids
Road Maintenance and Construction	31
Automobiles	3
Janitorial Services	3
Concrete and Asphalt	2
Body Armor	1
Bridge Construction	1

Contracts issued over time

