

SLED MARKET **GROW YOUR** **BUSINESS WITH** **CERTAINTY**



A TECH DATA COMPANY

This infographic breaks down the spending forecasts of high-growth SLED market segments so your organization can sell with certainty before most budgets expire on June 30.



Infrastructure



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Education



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Healthcare



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IT & Professional Services



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Infrastructure

“The SLED infrastructure industry will find a new baseline in the near-term as projects continue being planned, approved and executed. Technology use will likely accelerate to adapt to new site challenges for planning, scheduling, etc.” - GovWin









Total Market Size
(Bids & RFPs)

201,683

Average Quarterly Share of
Annual Bid Activity

Q1	Q2	Q3	Q4
28.2%	29.0%	22.8%	20.1%

Level of Government Share of Bids

 City	38.5%	 College/University	5.1%
 County	16.0%	 Special District	12.0%
 Independent School District	9.7%	 State Government	18.5%

Annual Bids
& RFPs Issued





Education

“Beyond the basics of computing and communication, recent challenges have shown that a broader range of tech is needed than just laptops and hot spots to create better learning environments.” - GovWin



Total Market Size
(Bids & RFPs)

5,085

Average Quarterly Share of
Annual Bid Activity

Q1	Q2	Q3	Q4
26.3%	32.2%	21.9%	19.7%

Level of Government Share of Bids



City

11%



College/
University

15%



County

8%



Special
District

3%



Independent
School District

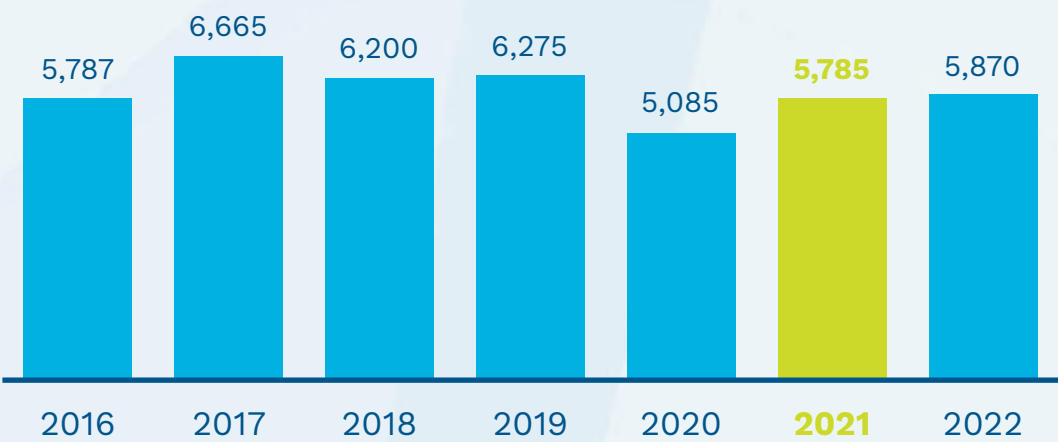
44%



State
Government

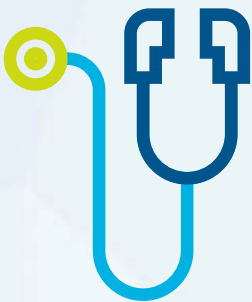
19%

Annual Bids
& RFPs Issued





Healthcare



“SLED governments are increasingly seeking out services and solutions to meet mental and behavioral health needs...Across the healthcare industry, the patient experience has become a top priority.” - GovWin







Total Market Size
(Bids & RFPs)

13,030

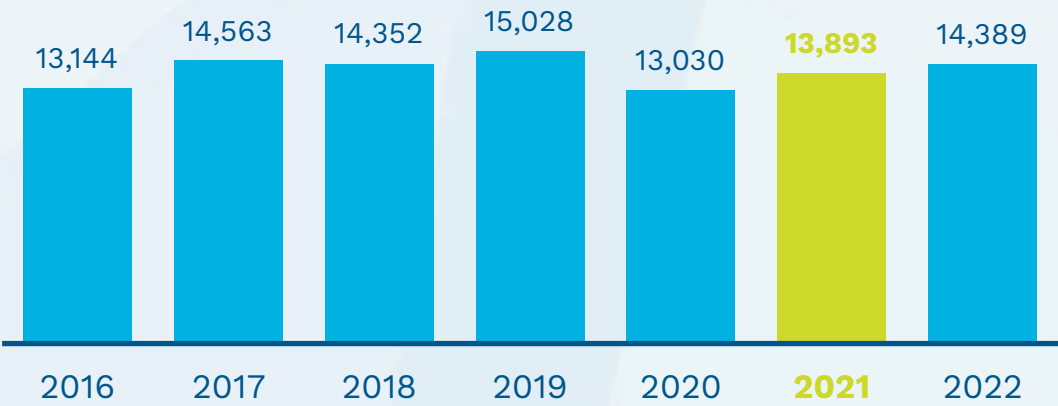
Average Quarterly Share of
Annual Bid Activity

Q1	Q2	Q3	Q4
26.0%	30.1%	22.2%	21.7%

Level of Government Share of Bids

 City	18%	 College/University	9%
 County	25%	 Special District	6%
 Independent School District	13%	 State Government	28%

Annual Bids
& RFPs Issued





IT & Professional Services



“Despite the recent slowing and uncertainty, state and local officials have increasingly given technology a seat at the table as a key stakeholder in planning and decisions.” – GovWin







Total Market Size
(Bids & RFPs)

55,401

Average Quarterly Share of
Annual Bid Activity

Q1	Q2	Q3	Q4
26.1%	28.0%	23.1%	22.9%

Level of Government Share of Bids

 City	27.8%	 College/University	11.6%
 County	15%	 Special District	12.5%
 Independent School District	13.6%	 State Government	19.5%

Annual Bids
& RFPs Issued

