

GovBidPro.com, Inc.

Research, Training and Government Bids and Grants Consultants



Top 5 Products and Services
Government will buy in 2022

By

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GovBidPro.com Founder and Sr. Consultant

Meet Govbidpro.com's Founder

Mike Menahem, MBA



16 years ago, after a career in sales and finance, I left the Northeast and returned to Florida to be close to family and to better utilize my MBA. At a small, family-owned company, I was able to hone my experience in the government sales sector.

I learned every facet of the public sector contracting space, from marketing to selling to delivering. Through a self-taught method, I learned about the bid process, RFPs and RFQs, the submission process and what and how to submit to the contract officers. In the back office, I learned how to build relationships with suppliers, acquire new credit streams and learned the most efficient and effective methods of invoicing the government.

From only an idea, I built a department with a small staff and we grew the company's government sales from zero to \$2 million in sales. I learned how to work with deals from cradle to grave: from the time the bid was on FBO, Fedbid.com or GSA Ebuy, all the way to the my firm was wired the funds.

In 2015, I decided to go out on my own. I created and founded Govbidpro.com, built a website, and incorporated. The mission of our firm is to consult and sell the private sector on how to navigate the process of doing business with the government. The firm's activities are full service. We have clients that prefer to use only one service, such as research or sourcing bids. And we have clients that use us as their B2G department and "hand us the keys".

Over time and based on sector demands, I've grown our services to include proposal design and writing, including technical writing. I've created and written capability statements and business plans, as well as other marketing materials for small business owners to provide contracting officers in various government agencies.

We hope you come on board, join us and begin your B2G journey with Govbidpro !

More about Mike:

Residence: Albuquerque, NM.

Hometown:
Buffalo, NY
Clearwater, FL

Education:
UCF, BS-- Business

CW Post College of
Management, NY,
MBA, Finance

Fun Fact:
Worked at Disney World at Wilderness
Lodge Resort as Valet

Favorite Travel Destination:
Las Vegas

Top 5 Industries Government will buy in 2022



Number 1 -- IT – Telecom, Computers, Software, Cybersecurity, Helpdesk, IT Staffing, IT training.

Govbidpro Analysts findings:

The Federal government will continue to purchase IT equipment as it is sold, like other hardware, as brand new. Software will have an uptick as more platforms and operations are going to the cloud. With the Biden budget being \$1.5 Trillion, and more funds are allocated to non-Defense agencies, we're going to see more activity in the acquisition for office equipment including computers, warranties, software, helpdesk, staffing, training and cybersecurity.

The fact that not only the private sector is coming out of the Covid pandemic and returning to the office, but also the Federal government and State and Local government agencies returning to the workplace, will have a positive effect on procurement for IT products and services. Government, as we've researched, will also buy hardware products but also buy and upgrade current and old software. Public sector will also outsource helpdesk functions as well as training operations.

Cybersecurity will get some attention. On top of the conflict in Eastern Europe, government agencies and their employees, domestic as well as abroad, will want to improve their security measures as well as their constituents from foreign digital attacks.

Finally, the presence of inflation and the mid-term elections, we predict, will weigh in on procurement activity. Agencies will purchase more of IT products and services in 2022.

Top 5 Industries Government will buy in 2022



Number 2 -- IT – Medical Device, Software, Medical -Cybersecurity, Med. Staffing.

Govbidpro Analysts findings:

The Federal government will not lower its budget for the Veterans Administration. In fact, they will increase it. There are other Departments that have medical budgets including the Dept. of Interior that handles the Indian Affairs office.

There will be new medical devices purchase for healthcare. New softwares that act as platform for the purpose of rolling out more efficient services to patients.

Cybersecurity will get some attention in this space. On top of the conflict in Eastern Europe, government agencies and their employees, domestic as well as abroad, will want to improve their security measures as well as their constituents particularly hospitals from foreign digital attacks.

Finally, due to the Covid pandemic, government will outsource medical staffing to the private sector. For example, nurse staffing to American Indian reservations will see an increase.

Top 5 Industries
Government will buy in 2022



Number 3 -- Construction, Road, Bridges, Tunnels- Infrastructure, Facilities Management

Govbidpro Analysts findings:

The Federal government will increase the budget for construction and rehabilitation of infrastructure across the country, including road, bridges, tunnels, subways, trains, planes, buses and other transportation.

The Green energy push will continue for more windmills, solar panels, and increase development in Electric vehicle technology.

Government, as everyone both in private and public sector returns to work, will roll out programs to fix and rehab buildings across its footprint. Roofing, painting, windows, new tile floors, plumbing, HVAC and Janitorial services and the management of the services most likely by IDIQ will come to fruition in the next 6 to 9 months.

As there is more staffing done in these government buildings, we'll also see increase in wiring and telecom services. We'll also see purchasing of more office furniture and the construction of cubicles.

Top 5 Industries Government will buy in 2022



Number 4 -- Staffing, HR, HR services, HR Consulting

Govbidpro Analysts findings:

The Federal government will increase the budget HR areas including temporary and full time staffing. Previous pages above and the findings show that IT and medical have an increase, but we will also see other areas get increases in budget including Education, EPA, Justice, State and other non-Defense agencies.

There will be an increase in social programs and government will rely on industry for its expertise as it will award vendors that are of consultative nature to guide them through areas new government employees are less familiar with.

Number 5- All Other, Services, Trainings, Educational Series

Govbidpro Analysts findings:

The final area where will see activity is on “All other” and Services. This is vague yet includes areas that government can outsource to set-asides in industry. Those areas may include services like:

Auditing and financial, Training for soon-to-be retired government employees, sexual harassment prevention training, lodging for the trainings, leadership training, and compliance trainings as teams across the Federal government employees increase.

There will also be programs for STEM- Science, Technology, Engineering, and Math programs.
