**Top Three Audits Companies Have Undergone:**

**Top Three Contract Management Challenges:**

**Top Three Tracked KPIs:**

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**Business Development:**
- Growth is up and organizations are investing in business development, but are facing resource limitations.
- Organizations are growing quickly, leading to an increased need for forecasting costs and defining scope.

**Project and Risk Management:**
- Organizations are addressing retention issues with improved employee engagement and performance management.

**Finance:**
- Organizations are reporting very healthy financials and are increasingly concerned with reducing costs.
- IT departments continue to prioritize cloud-based applications and have ongoing concerns about security and compliance.

**Human Capital Management:**
- 68% of organizations take more than 3 months to fill an open position.
- 18% of organizations have a turnover rate of 16% or greater.

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**To p Three BD Challenges:**
- Limited resources
- Customers using contract vehicles that organizations are not associated with
- Increased competition

**Top Project Management Challenge:**
- Accurate project cost forecasting

**Top Three Project Management Challenges:**
- 8%
- 31%
- 26%

**To p Three Project Challenges:**
- 26%
- 24%

**To p Three Information Technology Trends:**
- Government Requirements
- IT and data security
- NIST Compliance

**Manufacturing:**
- 46%
- 10%

**To p Three Challenges:**
- Quality control
- Calculating true manufacturing costs
- Staying compliant with government regulations

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**Results from our annual Deltek Clarity Government Contracting Industry Study show a healthy market of growth and competition.**

Want to learn more? [Download the full Deltek Clarity Government Contracting Industry Study](deltek.com/Clarity)