

# GOVERNMENT CONTRACTING SCORECARD



The 2023 Deltek Clarity Government Contracting Industry Report is the most comprehensive resource for GovCon leaders. More than 700 government contractors participated in this year's study. Use this scorecard to see how your responses stack up against the Clarity benchmark averages and the High Performers to identify areas of strength and improvement.

	YOUR RESPONSE	CLARITY BENCHMARK - ALL PARTICIPANTS	CLARITY HIGH PERFORMERS
<b>FUNCTIONAL AREA KPIS</b>			
<b>BUSINESS DEVELOPMENT</b>			
Bid & Proposal Costs		22%	57%
Win Rate on Recompetes		58%	80%
Win Rate on New Bids		44%	87%
Revenue Growth Forecast		22%	53%
Target Pipeline-to-Win Ratio		3x	3x
<b>PROJECT &amp; RISK MANAGEMENT</b>			
Percentage of Projects Under Budget		17%	42%
Percentage of Projects Ahead of Schedule		20%	30%
Steps to Address Supply Chain Challenges		New domestic vendors	New domestic vendors
<b>FINANCIAL &amp; FINANCIAL COMPLIANCE METRICS</b>			
Average Monthly Invoice Cycle		28 days	50 days
Average Days Sales Outstanding		63 days	34 days
Median Profit/Loss Margin		20%	70%
Median Growth Rate (2022)		22%	57%
Median G&A Rate		20%	29%
Median Fringe Rate		18%	14%
Median Overhead Rate		22%	16%
Financial Audits Started		12	12
Cybersecurity Audits Started		5	9
Shop Floor Audits Preparation Time		27 days	57 days
<b>MANUFACTURING</b>			
Percent with Automated Manufacturing		55%	80%
<b>CONTRACT MANAGEMENT &amp; PROCUREMENT</b>			
Top Contract Management Challenge		Monitoring time and expenses	Tracking changes
Top Supply Chain Challenge		Talent shortage	Cost of goods
Purchase Order Cycle Time		52 days	4 days

	YOUR RESPONSE	CLARITY BENCHMARK - ALL PARTICIPANTS	CLARITY HIGH PERFORMERS
<b>HUMAN CAPITAL MANAGEMENT</b>			
Current Retention Rate		75%	99%
New Hire to Bill Time		39 days	84 days
Top Reasons Candidates Turn Down Offer		Compensation too low	Not interested in actual job
Employee Development Initiatives		Manager coaching	Mentoring/manager coaching
Top DEI Metrics		Job satisfaction & engagement	Retention
<b>INFORMATION TECHNOLOGY / CYBER SECURITY</b>			
Percentage of Business Applications in Cloud		More than half, less than 75%	Almost all
Most Concerning Security Threats		Phishing & social engineering	Unpatched systems

Download the full report for more insights and trends:

[deltek.com/GovCon-Clarity](https://deltek.com/GovCon-Clarity)

**Deltek.**

**Clarity 2023: Government Contracting Industry Study**

Trends and Benchmarks in the US and Canada  
14<sup>th</sup> Annual Comprehensive Report

At the time of survey fielding, the labor market was influenced by voluntary departures more so than layoffs, which is now a current condition.

**62% expect increasing government sales revenue in 2023**

**Development Resources**

To the right are additional free resources to help your government contracting organization optimize its business development function in the year ahead.

- Guide: How to Forge Trusting Agreements Virtually
- Guide: Selling to the Government as Small Business
- Guide: Selecting the Right Tools for Your Sales Solution