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Top 10 Government Contracting Trends to Watch in 2010

VIENNA, Va.--([BUSINESS WIRE](#))--2010 is upon us, and so is a new decade. What will it hold for government contracting? Recently, 10 industry titans offered ExecutiveBiz their predictions. Here's what they're saying:

1. **Bad ideas will rise again.**

These include fixed price research and development contracting, says **Norm Augustine**, retired chairman and CEO of Lockheed Martin Corp.

2. **National security will remain a top priority.**

While some predict non-defense government spending will grow faster than defense spending, national security will remain a top challenge, says **Paul Cofoni**, president and CEO of CACI.

3. **Government contractors will remain key players.**

While last year brought on talk of insourcing, the industry will remain "robust" over the next decade, says **Renny DiPentima**, former president and CEO of SRA.

4. **Business models will offer more for less.**

Contractors will have to deliver more for less, says **Jacques Gansler**, former Under Secretary of Defense for acquisition, technology, and logistics.

5. **Need for industry-government partnership will grow.**

So will the government's demand for industry to deliver more secure software products and services, says **Melissa Hathaway**, president of Hathaway Global Strategies LLC.

6. **Confidence rebuilding will dominate the year.**

The "government services sector will continue to be the nation's 'anchor to windward,'" says **Bill Hoover**, president and CEO of AMERICAN SYSTEMS.

7. **Use of IDIQ contracts will increase.**

Other positive industry trends ahead include Secretary of Defense Robert Gates' push toward 75 percent solutions and spiral developments, says **Linda Mills**, corporate vice president and president, Northrop Grumman Information Systems.

8. **Intellectual property protection will top discussion.**

So will collaboration between industry and government. Meanwhile, reforms in bid protests will emerge — and not a moment too soon, says **Stan Sloane**, president and CEO of SRA.

9. **Economy and industry will see "modest growth."**

"I'm cautiously optimistic that 2010 will be a year of modest growth and productivity," says **Ralph Shrader**, CEO and president, Booz Allen Hamilton.

10. **Acquisition and contracting challenges will grow louder.**

The GAO has identified 15 acquisition and contracting challenges, says **David Walker**, president and CEO of the Peter G. Peterson Foundation.

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What else does 2010 hold for government contracting? See the full list of predictions [here](#).

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