SKYWAY ACQUISITION

GovCon Mission Effectiveness Index: Q3 2026

Survey window: August 2026 • Published October 2026 • 100 = neutral effectiveness

Q3 2026 COMPOSITE

56

CURRENT CONDITIONS (PAST 12 MONTHS)

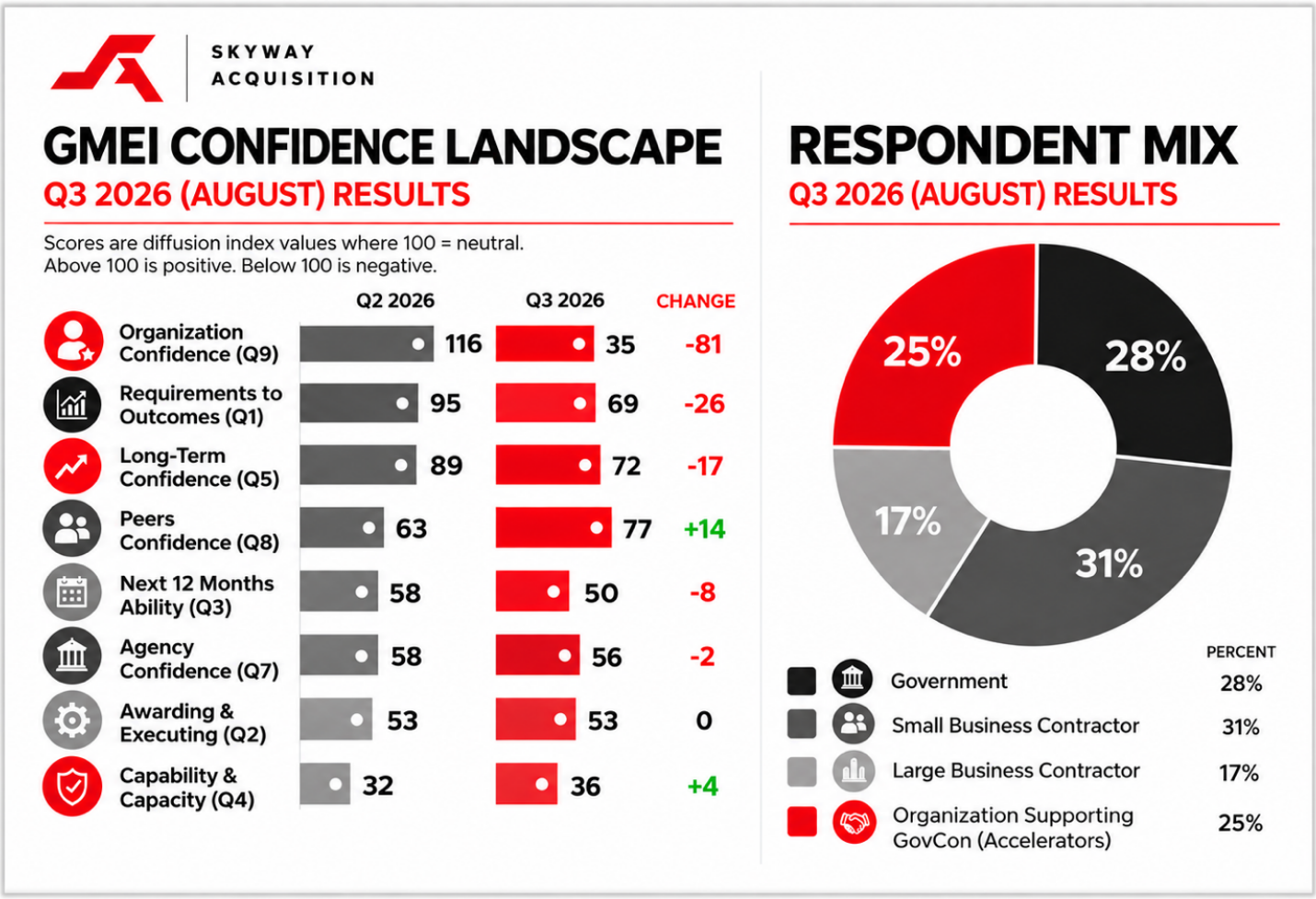
61 (Q2: 64)

EXPECTATIONS (NEXT 12 MONTHS)

53 (Q2: 82)

The Q3 GMEI suggests that GovCon professionals perceive the current GovCon ecosystem as still operating below neutral effectiveness levels (100). However, the alarming change is the collapse in respondents' confidence in the ability of their own organizations to support the missions over the next 12 months. The 81-point drop (from a positive index of 116 to a negative index of 35) is extraordinary. This finding is particularly concerning because it suggests that doubts about the GovCon ecosystem are no longer limited to external factors. This implies that GovCon professionals are not simply questioning the effectiveness of the broader ecosystem. They are increasingly questioning whether their own organizations are going to have the capability and capacity it takes to accomplish the GovCon missions. As someone who has spent decades working within this ecosystem, I find this especially troubling.

Overall, respondents are significantly less confident in the ecosystem's ability to support agency missions going forward. The Expectation Index reached 82 in Q2, suggesting that respondents anticipated some improvement in the GovCon Acquisition Environment. Its decline to 53 indicates that this optimism has substantially weakened. This index suggests that GovCon professionals from both sides of GovCon are concerned about the ecosystem's ability to meet the mission. This concern was shared across employees of government agencies, small and large contractors, as well as the Accelerators who support both. Three quarters in, we now have an emerging pattern: concerns over having the capability and capacity to effectively award and execute contracts still persist. The capacity and capability index remains exceptionally low at 36. Below is a breakdown of the data.



Background on the GovCon Mission Effectiveness Index (GMEI)

Government contracts exist to meet requirements that support government missions. Contracts are the primary mechanism agencies use to meet those missions. How can we know we're doing this well, if we're not measuring it?

GovCon is often measured by speed, volume, and dollars obligated. These metrics reflect how efficiently contracts are awarded and funds are spent. While important, these measures do not fully capture whether contracts are achieving their intended mission outcomes. They do not answer a more fundamental question: how effectively is government contracting enabling agencies to meet their mission?

The GovCon Mission Effectiveness Index (GMEI) answers that question by gauging the perceived effectiveness of the government contracting ecosystem at meeting the government's mission. The GMEI measures effectiveness over time based on input from professionals working in the ecosystem every day.

The mission of Skyway Acquisition is to "bring context to both sides of GovCon so we all do GovCon Well." The GMEI extends that mission by providing a consistent, system-level measure of how effectively government contracting supports agency mission execution. Each quarter, we survey professionals from across the GovCon ecosystem to gauge how effectively the federal government is able to meet its mission through awarding and administering contracts over the last 12 months and over the next 12 months.

The GMEI reflects the perspectives of professionals working within the GovCon ecosystem. It measures system-level effectiveness, not specific policies, agencies, or programs. The GMEI uses a diffusion index methodology similar to widely used economic indicators. The value of the GMEI will increase over time as additional responses and trend data are incorporated.