

Deltek GovWin®

Turning Prospects into Contracts

DELTEK GOVWIN PROVIDES:

- Lead management
- Proposal automation
- Opportunity management

Competition for contracts in the federal market place is intensifying. Winning contracts has grown more complex and requires federal contractors to adopt collaborative processes to succeed. In order to compete in this environment, federal contractors need the best tools available to win and maintain federal contracts.

Deltek understands project-oriented businesses and knows what federal contractors need to be successful. That's why Deltek designed the first business development and capture solution specifically for federal contractors with a full range of lead management, proposal automation and opportunity management capabilities. With Deltek GovWin, government contractors can better compete, win and retain government contracts.

THE DELTEK GOVWIN™ ADVANTAGE

Organizations facing these challenges need the consistency and reliability of an integrated software system. GovWin differs from other CRM solutions in that it focuses on program opportunities rather than products and contacts. With Deltek GovWin, you can:

Manage pipeline for revenue growth —

Manage all aspects of the opportunity review process, including lead generation and tracking, revenue forecasting, proposal milestone scheduling; captures team strategy and bid reviews; performs document management and control, competitive assessments, and post award debriefs.

Ensure the most lucrative contracts are won —

Facilitate increased revenues and provide better business intelligence and decision-making tools to prioritize bid and proposal efforts. Create repeatable processes and best practices across the enterprise. Standardize business development and capture processes.

Easily manage corporate assets —

Access a single source of information for opportunities, customers and contracts for better decision making and greater collaboration. Measure performance. Communicate results with flexible, interactive reports for analyzing win rates, backlog, revenue forecasting and other business metrics without ever accessing another software package.

Rapidly implement and ensure early adoption —

User-friendly design tools enable configuration of fields and tabs to their unique business development process without accessing software code. Deltek delivers a system that gives federal contractors a tangible, sizable advantage over the competition. With one centralized web-based system, everyone in the organization — from business development to project management and administration — works together to meet their clients' needs.



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Deltek is a global leader dedicated to delivering enterprise management software that meets the unique needs of project-focused organizations. With over two decades of experience, Deltek enables companies to maximize profitability and productivity, integrating all aspects of their businesses. More than 11,000 customers worldwide rely on Deltek to streamline operations, improve performance and win more business.

KEY FEATURES AND BENEFITS

By automating the following key areas, Deltek GovWin helps federal contractors be more competitive, win more business and increase contract retention.

Client and Contact Management — Captures key information on agency contacts, subs and partners on a system pre-configured specifically for companies that sell to the U.S. government.

Configurable Design Tool — Allows administrator/power users to design the screen, move, hide or lock tabs/data fields without having to access the code.

Flexible Reporting Tools — Delivers a powerful, flexible and robust interactive reporting environment that meets the most demanding reporting requirements including performance metrics. Deltek GovWin tracks these metrics and communicates them to management via e-mail or dashboard.

Integrates with Microsoft Office™ Applications — Integrates with Microsoft Outlook™ for sharing calendars, contacts and activities and Microsoft® Word and PowerPoint to create presentations directly from the opportunity tracking system.

Document Management — Fully integrates with Microsoft SharePoint™ for Document Management. GovWin allows document ownership, security, collaboration and version control.

Built-in Workflow — Built-in workflow automates key business development/sales processes via workflow engine for responding to and assigning critical tasks.

Interfaces with Back-office System — Fully integrates with Deltek Costpoint® for sharing contract, contact, employee and customer information and communicates with any ERP system or other data source.

Past Performance Qualifications — Accesses relevant contract performance data and generates government forms.

Centralized Knowledge Repository — Consolidates multiple sources of information into a central repository for accurate, real-time information to be shared. Eliminates redundant information and increases data integrity. Guarantees a consistent corporate message.

Rapid Implementation — Averages two- to four- weeks to configure and deploy.

Lead Generation — Integrates with Federal Sources, Inc. (FSI) and INPUT market intelligence services for demand generation; eliminating manual data entry and updating key milestone dates.

To increase productivity and profitability, knowledge needs to be in the hands of those who need it most — when they need it most. Successful bids depend on it. Deltek GovWin provides the tools federal contractors need to make strategic decisions that impact their bottom line.