

Federal Architecture, Engineering and Construction Solutions

To compete and win Architecture, Engineering and Construction (AEC) government contracts in today's federal landscape, AEC firms need world-class business development tools and processes. Offering the single largest source for government contracting information and analysis in the world, GovWin from Deltek delivers the most powerful, comprehensive and timely-lead market intelligence tools and CRM capabilities that will greatly accelerate how AEC firms find, manage and win Federal business.

Our portfolio of innovative business solutions will help AEC firms Win More Federal AEC Contracts:

- Fill your pipeline daily with top federal AEC opportunities
 - Save time conducting research
 - Identify and connect with key federal government contacts that impact contract decisions
 - Analyze and compare the federal business pipeline of your competition
 - Compare your labor rates with millions of rates collected from industry proposals
 - Build more data-driven, priced-to-win proposals
 - Leverage comprehensive CRM capabilities to manage your contracts, clients, opportunities and marketing activities in Deltek's CRM system or through Microsoft Outlook
 - Find teaming partners that strengthen your offering to the Federal Government
- Deltek's **GovWin IQ** solutions support you throughout the entire government business development and sales lifecycle, and help you craft an efficient and effective capture process for today's biggest AEC contracts. Our cutting-edge market intelligence offering will fill your pipeline with billions in Federal opportunities. Key features of this solution include:

- **Federal Opportunities Database** - Identify and qualify more opportunities, six to thirty-six months before the solicitation release date.
- **Agency Profiles** - Discover the agency's mission, goals and buying behavior to better identify which agencies have the budget and requirements for your solutions
- **Federal Vendor Profiles** - Link to the Federal Procurement Data System vendor profiles and access prime contract spending analysis on 490,000+ vendors.
- **Teaming Network** - Find teaming partners and develop relationships to increase your public sector business
- **Federal Labor Pricing** - Develop priced-to-win strategies by benchmarking against thousands of industry utilized rates

Our opportunity and market intelligence offering works together with Deltek Vision CRM to provide AEC contractors with a complete solution for managing your contacts, clients, opportunities, and marketing activities in Deltek's CRM system or through Microsoft Outlook. Deltek Vision CRM also automates the entire proposal process to help you generate new wins and repeat business from your key customers.