

BIT solutions
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CAPTUREEXEC SUCCESS STORY

Advanced Resource Technology, Inc.

Charles Anderson, Jr.
Chief Marketing Officer

CaptureExec is a significant force-multiplier that delivers tangible benefits for business development lifecycle management.”

Organization

Since 1986, Advanced Resource Technologies, Inc. (ARTI), a Service-Disabled, Veteran-Owned Small Business (SDVOSB), has remained committed to serve. ARTI is a CMMI Maturity Level 3 company, and Federal clients – both civilian and defense – rely on ARTI’s ability to deliver repeatable, cost-effective solutions in Technology, Cyber Defense, Health and Management services.

Advanced Resource Technologies, Inc. and CaptureExec

Advanced Resource Technologies Inc. purchased BIT Solutions, LLC’s CaptureExec software in May 2016, with the goal of maximizing efficiencies within our business development processes.

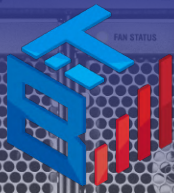


Customer

Solution Provider for
Government and Civilian
Agencies

Service Solutions

- Technical Services
- Cyber Defense Services
- Health Services
- Management Services



CaptureExec played a critical role in meeting this goal by providing a central platform for consolidating opportunity tracking and evaluation, competitive intelligence collection, knowledge management, expenses, and group communication.

Additional efficiencies were realized during our CMMI appraisal, when required artifacts to support our policies and processes were easily accessible for review and verification.

Integrated System Increases Efficiency

Prior to acquiring CaptureExec, the business development team struggled with efficiently collecting, storing and managing business development data across a number of existing, but outdated formats that did not allow for integration.

Now using CaptureExec, ARTI has seen a significant improvement in Opportunity tracking and “commitment-to-pursue” Gate Review decision making. CaptureExec’s automated Grading functions track the progress of intelligence gathering and displays this information as easy to understand percentages. This simplifies reaching bid/no bid decisions earlier which allows for the re-allocation of budget and resources for opportunities with a greater position to win (PWIN).

Secondly, the necessity to manually manipulate data between formats is resolved. ARTI’s overall data collection is now conducted at a single point and critical information is available to designated users across the CaptureExec system. Reporting is easily executed and offers a “real-time” indication of business development progress and status.

Potential Growth and Benefits

While still in the early stages of utilizing CaptureExec, ARTI has already realized numerous benefits, most notably when it comes to measuring competitive intelligence to increase PWIN.

We are hopeful that as the use of CaptureExec becomes more ingrained within the corporation, the benefits will be recognized across all departments leading to further improvements in efficiency, communication and growth.