



BITsolutions
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CAPTUREEXEC SUCCESS STORY

NOVA Corporation

Chris Pereschuk

Director of Business Development

“I would personally recommend CaptureExec.”

IT Services with a Navajo Heritage

NOVA Corporation, developed via the establishment of the Diné Development Corporation by the Navajo Nation Tribal Council, is the Navajo Tribe’s first successful company to participate in the Small SOLUTIONS Business Administration’s (SBA) 8(a) Program. NOVA Corporation delivers to their customers business and mission-critical information technology solutions that streamline business processes and reduce the cost and complexity of their IT infrastructure.

NOVA Corporation and CaptureExec

NOVA Corporation purchased BIT Solutions, LLC’s CaptureExec Software in 2013, hoping to improve their knowledge management processes. Prior to using CaptureExec they had been struggling internally with many internal necessary inefficiencies, oftentimes resulting in time-consuming duplications of data.



Customer
Organization

Service Solutions

- Network Operations
- Data Center Services
- Cyber Security and IA
- Business Process
- Improvement via ITIL

An Integrated Dashboard

NOVA Corporation has seen a reduction in their two major pain points since implementing CaptureExec. First to improve was their knowledge management processes, which have since become far more efficient. NOVA's employees can now store information, track progress, and view a dashboard of any and all captures being worked by their organization within a single platform. Their data duplication challenge has also been resolved. NOVA Corporation now utilizes a one time, one point data entry that populates their internal system with the necessary critical information. Not only is this more convenient for multi-departmental use but CaptureExec's implementation has reduced the amount of time required to create reports; where previously time was allotted simply to duplicate information needed across multiple reports, these process has now been automated though integration with CaptureExec.

Future Growth and Improvements

CaptureExec's SQA (Section/Question/Answers) capability brings the most value to NOVA Corporation, allowing them to address and customize the questions that will most impact them, helping them to increase their position to win.

Since utilizing CaptureExec NOVA Corporation has seen a drastically improved win rate. Says Director of Business Development Chris Pereschuk, "I would like to think that CaptureExec helped us obtain a more structured process for our captures, and helped us ensure we had all the necessary bases covered to allow maximum PWIN for each of the opportunities we won this year."

CaptureExec is used by all of NOVA Corporation's departments, but the company expects to continue to experience further improvements as the use of many software features continue to spread through the company, bringing greater efficiency and stronger interdepartmental communications to the company.