



BITsolutions
LLC



CAPTUREEXEC SUCCESS STORY **Provideo Management, Inc.**

Kristin Hilbert

Business Development Executive

"I frequently hear Business Development colleagues complain about the unnecessarily complex pipeline management tools and processes they are forced to work with. Every time, I recommend that they should start using CaptureExec software."

Organization

Provideo Management, Inc., is a certified Small Business Administration (SBA) 8(a)/small-disadvantaged business with a strong history of providing a broad range of services to United States federal government agencies and the Department of Defense (DoD).

We deliver information technology (IT) business solutions, products and services to our customers in the areas of cybersecurity/information assurance (IA); program management; IT infrastructure engineering and management; and systems analysis, design and support.



Customer

IT Solutions and Professional
Management Services Provider

Service Solutions

- Cybersecurity Services
- Information Technology
- Solutions
- Business Financial Management



Provideo Management and CaptureExec

Provideo purchased BIT Solutions, LLC's CaptureExec Software in 2015 to organize and drive our business development and capture activities throughout the company. Prior to using CaptureExec, information regarding opportunities was kept in a spreadsheet that contained limited information and did not promote good capture practices.

Since moving to CaptureExec, we have been able to keep timely, comprehensive intelligence on all opportunities that is available to everyone in our management chain. Additionally, using the SQA (Section, Question, Answer), tool promotes objective discussions about our real chances of winning a contract, and helps us understand weaknesses that we need to address on any given bid. We are able to prioritize and manage resources based on expected RFI, RFP and award dates.

Moreover, we use the Teammates feature to keep track of the many relationships involved in all our proposal efforts. Using CaptureExec keeps the Capture team focused on the critical information and tasks required for effective capture in a simple, straightforward format.

Future Growth and Improvements

CaptureExec's current capabilities are a very good fit for the current size of Provideo Management. As we continue to grow, we plan to begin using additional existing features to track all active contract agreements, including period of performance, spending, remaining options and more. We will also continue to develop our gate review process using the automatically integrated templates for each gate review. In addition, we plan to make better use of the briefing tools at all our regular meetings. CaptureExec is so flexible and forward thinking, that we will grow and organize better, just because we use the software on a daily basis.