

## CAPTUREEXEC SUCCESS STORY

# AGEISS

### Organization

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Since our founding in 1988, AGEISS has expanded our capabilities to support nearly every facet of federal facility missions and operations. We have completed projects for more than 30 federal agencies covering 379 federal sites in 52 states and territories, Europe, Southwest Asia, and the Pacific Rim. We are a Wyoming company, with offices in Lakewood CO, Washington DC, San Antonio TX, near Seattle WA, and additional locations worldwide.

### AGEISS and CaptureExec

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AGEISS purchased BIT Solutions, LLC's CaptureExec software in December 2016 with the goal of improving our capture management process and bringing efficiencies to our overall business development practice.

CaptureExec quickly became integrated into our business development methodology, providing a centralized repository for tracking, qualifying and pursuing opportunities. Additional efficiencies were realized as we integrated the system with other tools to streamline our proposal development process.

# AGEISS

### Customer

Consultant and solution provider for Defense and Civilian Agencies

### Service Solutions

AGEISS stays in front of our clients' changing needs, helping them meet new demands for efficiency, environmental sustainability, and readiness in the context of a changing world. We have diversified our core competencies to include:

- Energy and Sustainability
- Environmental Services
- Facility Operation and Management
- Professional Services



## Integrated System Increases Efficiency

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Prior to CaptureExec, the business development team collected, stored and managed opportunities across a number of formats, including Microsoft Office. Now using CaptureExec, we are more efficient at tracking and qualifying opportunities. Using the SQA's, (Sections, Questions, Answers), within the system, the capture managers now are guided by the system to ask the right questions at the right time and the system automatically grades each Opportunity as to how well the Capture Manager has collected that knowledge in the system.

With the implementation of CaptureExec's automated formal Gate Review process, we now have a standardized output, using our company templates, and we are making better informed decisions regarding what opportunities to pursue. This has simplified the bid/no-bid decision and helped improve our PWIN.

Our weekly business development meetings are now run directly from CaptureExec, using reports, designed by our company, that focus on opportunities that we are pursuing, in capture mode, and proposal mode. This has brought very strategic focus to the meeting, streamlining our efforts to those opportunities where time and energy should be spent.

AGEISS fully integrated CaptureExec into our Contracts department and now the capture managers can easily and quickly bring new teaming partners to opportunities. The systems automated workflow for our Contracts Department has improved efficiencies in getting NDAs and TAs out to teaming partners. In addition, the various versions of the documents are automatically kept within the opportunity capture for quick and easy reference to anyone needing them.

AGEISS executive management has leaned on CaptureExec to provide our own designed reports showing real time business development data across business sectors and technical capabilities. We are using this data to make strategic decisions regarding future growth for the company.