CAPTUREEXEC SUCCESS STORY
Odyssey Systems

Tom Portlock
Chief Executive Officer

"I would highly recommend CaptureExec. It's been a tremendous asset for us and was a catalyst in helping us reinvigorate our entire capture process."

James Petrosky
Corporate Business Development Analyst

"CaptureExec has allowed us to apply order and organization to the highly complicated and ever-evolving capture process. It has directly contributed to the development and implementation of key metrics that are used to track our overall growth and has helped bring clarity to opportunity risks and the nuances that accompany each opportunity. The tool is integral to our business development process, and we rely on the data we collect with it to assist in achieving our goals. The latest version is visually more appealing, easier to navigate, and more readily customized to our needs. CaptureExec's new centralized contact system, which allows us to more accurately track teammates and competitors, has been particularly helpful."

Customer
Industry-Leading Advisory and Assistance Support Services

Service Solutions
- Acquisition and Program Management Support
- Systems and Specialty Engineering Services
- Cyber Security and IA
- Operational Analysis

Organization

Odyssey Systems Consulting Group is an innovative mid-size business dedicated to providing outstanding technical, analytical, and management support services for our Government customers. Since our founding in 1997, Odyssey has experienced tremendous growth by providing best-value solutions for complex and challenging projects. Odyssey develops and deploys leading-edge expertise, innovative tools, and superior technical efforts to meet our customers' most challenging needs.

Odyssey and CaptureExec

Odyssey purchased BIT Solutions, LLC's CaptureExec in 2015, hoping to improve our business development pipeline and knowledge management processes. Before using CaptureExec, we had been struggling internally with ineffective processes for tracking our Business Development pipeline and advancing programs through the funnel. Since implementing CaptureExec, Odyssey has experienced a vast improvement in pipeline visibility, opportunity tracking and advancement, volume of gate reviews, and funnel management. CaptureExec has become an instrumental capture tool that, especially with the latest version upgrade, we continue to tailor to help us achieve our aggressive growth goals.

Additionally, CaptureExec's Deal Shaping capability has provided the opportunity to quantitatively assess the progress of every capture efforts.