



Capture management
software developed by
government contractors
for government contractors

Testimonial By
Wendy Hodges
Quick Services LLC

powered by



Discuss the Challenge that you had before CaptureExec was installed

Prior to CaptureExec we maintained our Business Development opportunities in an Excel Spreadsheet. That platform allowed for very little collaboration or customization. It was basically just simple data on each opportunity. Additionally, critical documents for each opportunity were stored in disparate folders and locations on our company network and were not very well categorized and easily accessible.

Discuss your business processes and any issues prior to CaptureExec

We were conducting weekly BD calls off of the aforementioned Excel spreadsheet. Notes and discussion from those meetings were not captured in an easily accessible and categorized format. It made it difficult to keep up with information from week to week. During proposals, we were conducting proposal development from separate folders. Version control and accessibility by all who were participating in a proposal effort was a challenge.

Discuss how CaptureExec affected you right from the start

We immediately gained efficiencies as all information for one capture opportunity was now accessible in one location. It greatly reduces the time it takes to determine status on opportunities and reduces leaders and managers having to inquire about their respective aspects and questions about specific opportunities. We are able to collaborate with the entire team through CE at any time. The CE platform has endless resources that we can use to efficiently and effectively run our BD department and we learn more every day about how to use new aspects of the platform to gain additional efficiencies in our processes.

Discuss the results since using CaptureExec

CE has allowed us to be more productive with our BD time as all the information we need is at our fingertips. We can execute numerous activities all inside the platform seamlessly – for example sending out Teaming Agreements and NDA's. CaptureExec also gives us the chance to get deep inside each BD Opp. We can truly capture every aspect of an opportunity – PWin, Descriptions, Contacts, Important Dates, Budget items, conversations, addresses, teammates, NDA/TA's, Revenue, Tasks, competitors, Notes, etc. Each of these categories assist us to properly develop our BD Opportunities to the fullest, while storing all of the information for the entire team to see and use at anytime. Bottom Line – We have saved time and expended our BD resources to allow us to effectively go after and win new business.

What are the Long-Term Benefits you expected and have seen?

The CaptureExec team has partnered with QSL since day one through training, feedback and continual support. The CaptureExec Team offers “start up” training and regular continuing development training to allow users to maximize their use of the platform. Skip and Natalie offer exceptional customer service support to assist us to use CE to its fullest. We are very aware that we are not yet using all of the functionality of CaptureExec to its fullest potential. We know that we will continue to learn new processes on CaptureExec that will save time and resources.

Testimonial / Quote regarding the Benefits of CaptureExec

When we were exploring new CRMs, we were approached by larger companies that tried to sell us (a small business) very expensive platforms that cater to many different types of businesses. A good analogy would be when a person buys a new smart phone and ends up paying a significant amount of money for the latest and greatest technology and suite of applications, but ends up actually using only a small portion of the phone’s capabilities and applications. With a CRM, it seemed like larger companies were trying to sell us a lot of capability and functionality that our small business would likely never use, but we would have to pay for anyway. CaptureExec was much more cost-effective and did not try to upsell us to capabilities and functionality we did not need. It very much caters to our small business and our work in Government contracting spaces. Additionally, the BIT Solutions team worked closely with us to customize it to exactly what we need. They also trained and enabled us to be able to customize it ourselves as we learned more about it and discovered what we truly need in a CRM.

Contact BIT Solutions, LLC

If you are a potential client and would like to request a demonstration of CaptureExec, learn more about our Consulting Services, or have general queries about BIT Solutions, please contact us.

We look forward to hearing from you!

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