



Capture.
Win.
Grow.

Testimonial By



CaptureExec: TMG’s Strategic Edge for Securing Opportunities
and Accelerating Growth!

powered by



Service Solutions

TMG consistently anticipates and adapts to the evolving needs of our clients. Our expertise spans across both human and animal medicine, reflecting our commitment to diversification. Our core competencies encompass:

- Life Sciences Support Services
- Environmental Services
- Facility Operation and Management
- Regulatory Support
- Medical Supplies and Equipment

Discuss the Challenge that you had before CaptureExec was installed

Although we had a system in place for identifying opportunities, we lacked a user-friendly software-based system that facilitated easy access and evaluation, essential for making informed decisions about pursuing specific opportunities.

What were your processes prior to CaptureExec and the issues

Our business process relied on a project spreadsheet that had limited data fields. This system was hosted on an internal platform and required manual input of all information. This approach often led to inefficiencies due to limited scope of data captured and the time-intensive nature of manual data entry.

How has CaptureExec affected you right from the start

CaptureExec has revolutionized our contract acquisition strategy by offering a comprehensive framework for strategic planning. Its user-friendly, centralized data collection and key features like pwin and capture data points enhance our bid/no-bid decision-making process. The software effectively helps us prioritize opportunities based on strategic alignment, potential profitability, and compatibility with our core competencies.

What are the results since using the CaptureExec software

The implementation of the software has markedly refined our BD process and decision-making. It has made vital information more accessible and provided a unified platform for our Executive team to manage the BD pipeline. This has led to an increase in the quality of our proposals, allowing us to craft them more precisely to customer needs, address critical evaluation criteria, and showcase our contract fulfillment capabilities. These improvements have been instrumental in enhancing the success and efficiency of our proposal development

Talk about the Long-Term Benefits you expect and have seen so far

Our long-term benefits include enhanced business efficiency and resource optimization. A key advantage is the software's ability to prevent wasting resources on opportunities with a low win probability. By identifying opportunities with the best cost-benefit ratio, we avoid investing in low-probability prospects. This strategic resource allocation has fundamentally improved our business operations and long-term success.

How has our Customer Support been a helpful to you

CaptureExec's customer support has been pivotal for us. Their team is highly knowledgeable, quickly resolving any issues we encounter. The quarterly calls are especially beneficial, allowing focused time for addressing and solving specific problems.

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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