BITsolutions LLC

CaptureExec™

AI-Powered Capture Management Software for Government Contractors

Capture.
Win.
Grow.

Customer Testimonial by

ICS InfiniSource CONSULTING SOLUTIONS

Learn how CaptureExec's data analysis features provided ICS the ability to bid work at an increasingly "higher weight class".

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"From day one, ICS received exceptional customer support from CaptureExec™ that exceeded our expectations. From group training sessions to one on-one coaching meetings, to telephone calls for advice, the training team has been invariably accessible and helpful. The CaptureExec Support Team members are experts at BD and capture management."

What were the challenges ICS experienced before CaptureExec was installed?

"Like most small businesses, ICS struggled with creating and maintaining an actionable business development pipeline that fit with our capture processes and areas of business emphasis. We found ourselves overwhelmed with the number of opportunities requiring tracking and the amount of data capture needed for each solicitatiion. ICS found our pipeline to be increasingly labor intensive and time consuming. We searched for various commercially available solutions, but found them to be expensive and in many cases included features that we did not need or that did not align with our capture management methods."

What were your business processes prior to using CaptureExec?

"Before using CaptureExec, we used an Excel spreadsheet as our pipeline tool. Very quickly we found Excel to be unwieldy given the number of opportunities we were pursuing and the different kinds of capture relevant information we need to collect and maintain."

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"CaptureExec™ software empowers smaller companies to bid work at a 'higher weight class' and to control their BD pipeline, rather than being controlled by it."

How has CaptureExec affected ICS right from the start?

"Immediately upon using CaptureExec we were able to customize the tool to reflect and support ICS ' capture management processes. We adjusted CaptureExec to support our processes rather than adjusting our processes to support CaptureExec. This was and continues to be a major discriminator for us compared to other BD pipeline tools. CaptureExec allows us to record and maintain the large volume of data necessary to perform effective business development. It also allows us to manage and analyze this data in different and more effective ways ."

Discuss the results ICS has had since using the CaptureExec software.

"CaptureExec allows us to understand our pipeline more deeply and provides us the information necessary to make bid/no-bid decisions earlier and more accurately. It provides a realistic assessment of our P-Win as opportunities are developed and a clear evaluation of what steps needs to be taken and what information needs to be obtained to increase our win rate ."

What are the long-term benefits ICS expected and you have seen using CaptureExec?

""As we grow as a successful company, CaptureExec is flexible and expandable to grow along with us. As we bring on additional capture tools we are easily able to add additional capture process steps. It provides ICS the ability to bid work at an increasingly 'higher weight class' ."

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About InfiniSource Consulting Solutions (ICS)

Professional Support Services consultant and solution provider for Department of Defense and Federal Civilian Agencies.

Service Solutions

ICS provides an array of business solutions for government business initiatives, ranging from Professional Support Services, Acquisition Support Services, Records Management, Training and Course Development, Support Base Services, and Information Technology. As a trusted and proven partner to our defense, and federal civilian customers, ICS is committed to delivering mission-matched solutions that increase efficiency, enhance performance, and reduce costs. This approach has been instrumental in meeting the needs of our diverse customer base. Whether it's providing a strategic solution on a military installation or providing the right professional services staff, we collaborate with our clients to meet mission requirements. Our unique combination of proven process management and operational agility helps our clients effectively and efficiently achieve their mission goals of strengthening national security and improving services to the citizens of the United States. https://icsfederal.com

About BIT Solutions, LLC

BIT Solutions, LLC provides the AI-Powered, **CaptureExec™** software, developed *by* Government Contractors *for* Government Contractors. With more than 30 years' experience executing complex captures, the BIT Solutions Team are experts at Capture Management. We automate and integrate every aspect of the manual capture process across the Sales Enterprise from inception to win. Founded in 2012, BIT Solutions is dedicated to developing integrated, user customizable, and automated processes for business intelligence, capture, contract, budget, proposal, and program management solutions to allow companies to better manage their GovCon businesses. Capture. Win. Grow.

Learn more or Book a Demo: https://www.bitsolutionsllc.com

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