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AI-Powered Capture Management Software for  
Government Contractors

Capture.  
Win.  
Grow.

Customer Testimonial by



Discover how CaptureExec™ streamlines business development and capture processes, enhances team collaboration, and provides Zapata Technology's executives with real-time insights and reporting -- ensuring no opportunity is missed.



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Customer Testimonial by



*"CaptureExec™ has really revolutionized the way our company and team members find, track, collaborate and communicate on our BD and capture processes. Our pipeline doubled the first year we started using CaptureExec, and every year since then our pipeline has increased by 25%."*

**Brian Clark, Director of Business Development**

### **What were the challenges Zapata experienced before CaptureExec was installed?**

*"As a small team juggling multiple roles across the entire business development and capture lifecycle, we were challenged to keep track of tasks and opportunities without a centralized system. Spreadsheets made communication and collaboration difficult, and key details could be hard to find, leading to inefficiencies. We needed a user-friendly, cost-effective solution to bring everything—opportunity tracking, NDAs, TAs, and reporting—into one place. CaptureExec streamlined our processes, improved team communication, and provided our executive leadership with real-time executive and financial reporting and insights, ensuring nothing slipped through the cracks."*

### **What were your business processes prior to using CaptureExec?**

*"Before CaptureExec, we relied on spreadsheets and an outdated tool that wasn't user-friendly or secure, making us hesitant to input new opportunities. While we always used GovWin, we lacked a unified view of our users and the full business development lifecycle. With CaptureExec we have complete visibility, enabling better collaboration, efficiency, and decision-making."*



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Customer Testimonial by



*"We provide quarterly reports to our executives and previously the process was very manual - done with spreadsheets and powerpoint slides. Using CaptureExec's Executive Reporting and Financial Reporting tools we are able to build our reports quickly and easily."*

**Brian Clark, Director of Business Development**

## **How has CaptureExec affected Zapata right from the start?**

*"From day one, CaptureExec transformed our business development and capture processes, making them easier, more structured and collaborative. With all our data centralized in one place, our team seamlessly shares updates, tracks tasks, and stays aligned on opportunities. The platform not only streamlines our workflow and enhances efficiency but also simplifies reporting, giving executives real-time visibility into pipeline progress and key insights. With CaptureExec, we maximize every opportunity—ensuring we never miss a potential win."*

## **Discuss the results Zapata has had since using the CaptureExec software.**

*"CaptureExec has really revolutionized the way our company and team members find, track, collaborate and communicate on our business development and capture processes. Our pipeline doubled the first year we started using CaptureExec, and every year since then our pipeline has increased by 25%."*

## **What are the long-term benefits Zapata expected and you have seen using CaptureExec?**

*"We couldn't be happier with CaptureExec. The platform is cost-effective, enhances our team's communication, and has significantly boosted our efficiency and productivity. Skip and the CaptureExec team go above and beyond, delivering outstanding and truly personalized customer service."*



## About Zapata

### We Are America's Tech Defenders!

We save lives by deploying experts wherever they are needed to achieve results. U.S. government agencies rely on Zapata Technology to assure that our men and women in uniform have the most advanced technology and interoperability to support their missions. Wherever we are needed around the world, we develop the solution, create the design, and manage those critical systems and intelligence operations.

When called upon, Zapata Technology's people are America's tech boots on the ground directly supporting and protecting our Nation and its interests.

We are:

- SBA 8(a) Certified
- Veteran Owned Small Business (VOSB)
- Small Disadvantaged Small Business (SDB)

Learn more:

<https://www.zapatatechnology.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>