BITsolutions
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CaptureExec™

AI-Powered Capture Management Software for Government Contractors

Capture.
Win.
Grow.

Customer Testimonial by

DYNAMO

Learn how switching to AI-Powered CaptureExec™ transformed Dynamo's capture process-- bringing structure, intelligence, and efficiency to help them identify and pursue the right opportunities with confidence.

Chief Growth Officer Mark McIntosh:
"There is a quote from General Colin Powell that I tell my team and it's tied into what CaptureExec™ allows Dynamo to do.

There are 3 questions you always need to know:

1. *Tell me what you know*
2. *Tell me what you don't know*
3. *Tell me what you think*

As long as you discern these 3 things when you're providing information, you're always going to make the right decision. CaptureExec allows us to give the right information to our managing ELT members -- what we know, what we don't know, and we caveat what we think our customers are going to do and it's all in one place in the CaptureExec system."

What were the challenges Dynamo experienced before CaptureExec was installed?

""Like many businesses, Dynamo needed a more structured and intelligent approach to our capture process—especially in key areas like Gate Reviews and PWin calculations. Our previous opportunity hunting and searching processes were more manual and time-consuming, leaving us uncertain about missed opportunities. Now, with AI-Powered CaptureExec, we have complete confidence that nothing slips through the cracks. It not only streamlines our process but also enhances our ability to focus on the right opportunities. The AI-driven capabilities help our team refine their approach, ensuring that when a deal is brought forward for a Gate Review, it's a smarter, more strategic pursuit."

What were your business processes prior to using CaptureExec?

""Before CaptureExec, we relied on another tool, but when I joined Dynamo, I quickly realized it wasn't as capable or effective. Recognizing the need for a more powerful solution, we made the switch to AI-Powered CaptureExec—and haven't looked back since."

"Before AI-powered CaptureExec, we couldn't be sure we weren't missing valuable opportunities. Now, we have complete confidence that nothing slips through the cracks. It strengthens our ability to identify and pursue the right opportunities with precision."

Mark McIntosh, Chief Growth Officer

How has CaptureExec affected Dynamo right from the start?

""From a success standpoint, the formalization of Dynamo's capture process using CaptureExec has been a real success from day one. We're steadily building our pipeline of opportunities. I believe that if we fully leverage the system—ensuring the right people have the right information, staying up to date on opportunities, and preparing thoroughly—then we've already won by taking the best possible shot."

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

"AI-Powered CaptureExec has been a game-changer for my team, saving us valuable time in opportunity hunting and decision-making. It has surfaced deals we might have otherwise missed, giving us a competitive edge. The intelligent, easy-to-follow process, combined with data-driven insights, Gate Reviews, and PWin calculations, has helped us make smarter, more strategic decisions—and ultimately win more opportunities"

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

""I'm sure we'll be seeing great success. If you follow the CaptureExec process and you use the system as intended, you will be successful. We are continuing to build our pipeline, and I know that I'll be using CaptureExec until I retire. I recommend CaptureExec highly."

About Dynamo

We are a full-lifecycle **digital transformation and services company** dedicated to **delivering best-in-class technology and business services to over 20 Government customers.**

Since our founding in 2012, our mission has been to lead the digital modernization industry with a truly human touch. We build authentic partnerships, embrace bold strategies, and deliver exceptional results. Backed by a team of top-caliber experts, we challenge experts, we challenge the norms of traditional government contracting by consistently exceeding expectations, fostering innovation, and creating lasting impact.

.https://dynamo.works/

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