BITsolutions
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CaptureExec™

AI-Powered Capture Management Software for Government Contractors

Capture.
Win.
Grow.

Customer Testimonial by ODYSSEY

Discover how Odyssey Systems streamlined and standardized their capture processes with CaptureExec™, enhancing structure, intelligence, and efficiency. This powerful tool empowered them to confidently identify and pursue the right opportunities, while still maintaining the flexibility to customize processes to fit their unique needs.

"CaptureExec is a phenomenal tool configured to reflect Odyssey's processes and nomenclature – and it aligns well with our organizational culture of efficiency and agility. CaptureExec is an essential tool for both our Growth Team and our Executive Leadership Team, who rely on it for pipeline and funnel reports that are reviewed weekly, monthly, and quarterly."

Tonya Torgeson, Executive Director, Growth

What were the challenges Odyssey Systems experienced before CaptureExec was installed?

"As a high-growth, agile company, Odyssey has a plethora of potential recompete and new business opportunities coming into the top of our BD funnel on a regular basis. CaptureExec helped us automate, standardize, and centralize the capture process to facilitate communication and streamline operations. It is flexible enough to customize based on our process and unique needs, ensuring that our data drives meaningful decisions and that we can be as efficient as possible in our capture process. Documenting and streamlining a complex process gets us to Stage Reviews throughout the lifecycle so that we can focus on winning the work."

How has CaptureExec affected Odyssey right from the start?

"Odyssey has incrementally utilized CaptureExec's features and functionalities as we honed our internal processes, and now it is the backbone of how we track our high volume of opportunities from beginning to end. We track leads through Stage Reviews using the automated processes to build presentations and reports, and we also track teaming agreements, NDAs, competitive analyses, and even revenue projections based on pWin calculations. It's open on our desktops throughout the day as the reliable single source of truth to keep us on track and aligned."

BITsolutions LLC

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ODYSSEY

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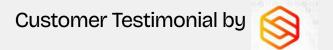
Tonya Torgeson, Executive Director, Growth

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

"CaptureExec is a phenomenal tool configured to reflect Odyssey's processes and nomenclature – and it aligns well with our organizational culture of efficiency and agility. I've worked with many others over the years, but CaptureExec truly stands out for its user interface and ease of administrative oversight, configuration, and access control. CaptureExec is an essential tool for both our Growth Team and our Executive Leadership Team, who rely on it for pipeline and funnel reports that are reviewed weekly, monthly, and quarterly."

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

"As a longstanding government solutions provider, we have more than a decade of data in CaptureExec, which means the historical insights and analysis help us make better decisions. It's easy to dive into the filters and explore win rates, contacts, competitors, and other knowledge centers within the database. CaptureExec helps us standardize and regularly create reports. The most impactful for our team is the ability to pull a Stage Review for any opportunity with just the click of a button. I love being able to view information from so many angles. With all the filters and data at our fingertips, we use it in countless ways. Having CaptureExec open in meetings gives us instant access to all the history we need to approach each opportunity with the right insights and win!"

About Odyssey Systems

Odyssey is dedicated to helping government leaders think ahead and accelerate capability.
Odyssey builds, secures, and integrates capabilities and technologies to meet tomorrow's mission requirements. We enhance operational readiness through comprehensive program support.

Odyssey is a leading provider of outstanding management, analytical, and technical support services to both the government and private sectors. People are our business, and our team comes from many different disciplines, industries, locations, and backgrounds to help solve your complex challenges that have a lasting impact at home and around the world. Established in 1997, Odyssey has built a long-standing reputation for delivering innovative solutions across varied disciplines.

http://www.odysseyconsult.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