



Don't just bid. Win.

GovBD is the first cloud-based Software as a Service (SaaS) solution that is built specifically for federal government contractors. It is a pipeline health management tool providing Business Development (BD) professionals with the resources needed to be successful in the full BD lifecycle, from tracking the opportunity and capture, to crafting effective proposals and winning federal business.

Track, Capture, Succeed.

One Location for All Tools

Save time and resources managing your pipeline by having all data, tools, and opportunities in one location.

Focus on Strategy

Conserve resources by focusing on the most impactful procurement efforts across an organization.

Be Competitive

Stay ahead of the competition by cultivating customer relationships in capture of the opportunity.

Use Resources Wisely

Allocate internal resources appropriately against the most strategic and highest value opportunities.

Features across BD lifecycle.

GovBD Features	Opportunity Discovery	Capture Management	Proposal Delivery
All Tools in One Data Repository			
Partner & Teaming Integration			
Insights & Reporting Tools			
Allocate Roles & Responsibilities			
Communication with Chatter			
Assign Action Item & Call Plans			
Built in Gate Reviews			

In-Depth Pipeline Management

Enter Data in One Place, One Time, From Anywhere.

Reduce time and increase accuracy by entering information into one data repository. GovBD delivers real-time searchable and sortable information that users can access anywhere – from a computer, mobile device, or tablet.

Integration with Third Party Opportunity Listings.

GovBD integrates with *GovWin* and *FedBizOps* to allow users to incorporate public sector opportunity data into the system with just the click of a button.

Streamlined Capture Management

Record and Store Actions in Real-Time.

GovBD understands the time and effort it takes to complete the full government BD lifecycle. With its *Action Item & Call Plan* feature tied to every opportunity, GovBD makes it easy for the entire team to see real-time action items and call plans.

Partner and Teaming Integration.

Identify strategic partners and gain competitive intelligence using GovBD's *Partner and Teaming* features. GovBD helps users tailor their solution with an automated capture plan that builds ongoing databases, including RFP requirements such as size and socio-economic status.

Oversight and Collaboration

Allocate Business Development Resources Wisely.

Track BD resources with GovBD's *Roles & Responsibilities* feature. Managers can delegate assignments on every opportunity and get a visual on how BD staff is being utilized and deployed.

Have Real-Time Conversations about Opportunities.

Users have the ability to follow their colleagues on *Chatter* to get thoughts and status updates regarding every opportunity in the pipeline.

Executive Insight

Integrated Reviews for Opportunity Qualification.

GovBD's *Built-in Gate Reviews* save executives and BD professionals time with pre-built gate review templates at their fingertips. Built-in gate reviews means that data doesn't have to be re-entered and provides an auditable workflow step.

Insights and Reporting Tools.

BD managers can go beyond the data to review the health of their pipeline with GovBD's *Insights and Reporting* tools. Dashboards with customizable graphics instantly provide visualizations so users can easily analyze the data.

Tracking Government Opportunities in Another System?

As part of the GovBD package, REI will migrate your existing customers, contacts, and proposal data, provide on-going technical support, and conduct a series of training sessions to ensure a quick and seamless transition. GovBD puts the power of business development back in your hands by letting you focus your time and energy on what really matters - capturing government business.

REI Systems | Salesforce

REI Systems has been a Salesforce.com consulting partner since 2005 and has deployed over 400 successful Salesforce implementations in both the commercial and non-profit sectors. REI helps clients realize the full value of Salesforce through the application of industry best practices, the development of custom applications, and by tailoring solutions to individual business processes.