

2017 GovWin IQ Year in Review

Highlighting Deltek's Investments in Making GovWin IQ Better than Ever

2017 was a momentous year for Deltek and for our GovWin solutions. With the introduction of dynamic new search capabilities, and significant expansion of opportunity coverage, we continue making investments to provide the very best intelligence and tools to help you succeed in the government contracting market.

Another Year of Major Investment in Market Coverage to Help You Build Your Pipeline



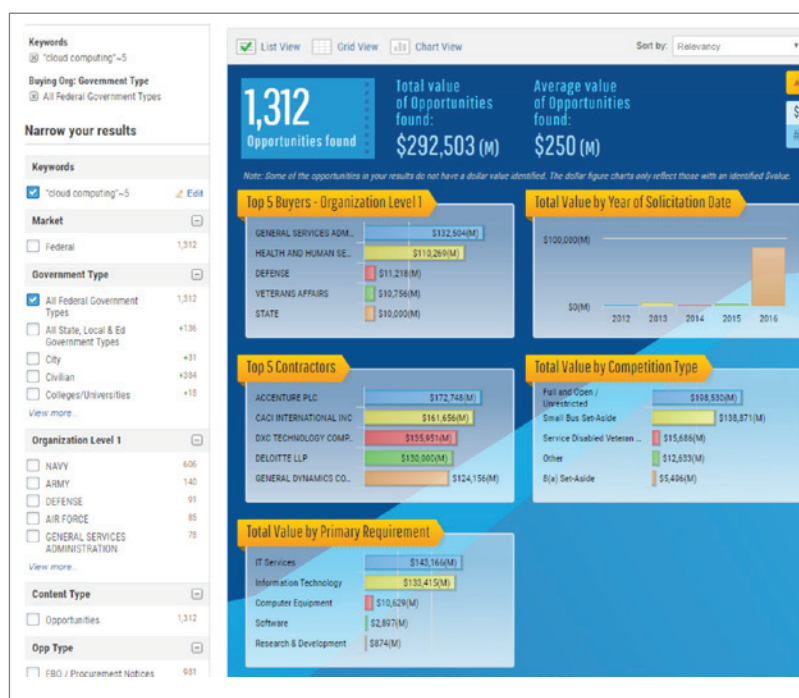
We expanded the robust content in GovWin IQ, adding more than:

- » **837,000** new Contract Awards
- » **210,000** new Task Order Awards
- » **74,000** new Company Profiles
- » **50,000** new Bid Tabulations
- » **2,500** new SLED governments tracked, leading to a **15%** increase in bids, leads, and contract awards identified for our clients

Faster, More Dynamic Opportunity Searching Unveiled for GovWin IQ

To improve efficiency in building your pipeline, we introduced major enhancements in GovWin IQ Intellisearch when searching Opportunities, including:

- » FedBizOpps (FBO) notices are now searchable and viewable. Bookmark FBO procurements/notices, receive automated updates in real time and save time accessing all federal procurement intelligence.
- » A new dynamic infographic for visualizing results, faster response times for searching, and more flexibility to choose the layout of your results.
- » Solicitation documents associated with an opportunity are now searchable to help you uncover niche requirements that may not show up in a summary description.
- » Real-time updates that an FBO notice was released about an opportunity you have marked. The analyst team will follow up with another update to the opportunity based on FBO notice details.



Enhanced Task Order Awards Search Helps Take the Mystery Out of the \$100B Task Order Market

Each year the federal government spends in excess of \$100B on task and delivery orders made against indefinite delivery, indefinite quantity (IDIQ) contracts. Gaining visibility and insight into who's winning the work and what agencies are buying on these contracts has become a significant challenge for companies. Through Deltek's new GovWin IQ Task Order Awards database, business development leaders will find answers to important questions like:

- » What are the brand preferences of government buyers?
- » What companies are most successful on specific IDIQs?
- » What contract vehicles are government buyers using most and who are they buying from?
- » How competitive are the awards and how many bids were received?



SLED Vertical Profiles Bring Visibility for 12 Nationwide Vertical Markets

For companies that enjoy leadership status within a vertical sector or those who are looking to grow their vertical business in new SLED markets, GovWin IQ now offers:

State, Local & Ed Vertical Profiles			
Verticals Overview			
Vertical	Employees (2015, K)	Expenditures (2017 All Funds, Est. \$M)	Active
Community Development Construction, operation, and support of housing, community services, and redevelopment projects that support low-to-moderate income (LMI) geographies as well as investments with community-wide benefits. Includes recreational, cultural, public broadcasting, library, and convention/exhibition activities and facilities.	376,220	107,700	
Economic Development/Regulation Investments in individuals, businesses, and institutions that position the economy on a higher growth trajectory. Includes regulation and inspection of private businesses and other private establishments for the protection of the public.	119,900	13,989	
Education (Higher) Construction, operation, and support of degree-granting institutions operated by state or local governments to provide academic training beyond the high school level.	2,440,715	549,274	
Education (Primary/Secondary) Construction, operation, and support of public schools and facilities for kindergarten through high school, including vocational-technical education, whether operated by school districts or state, county, municipal, or township governments.	5,480,571	616,437	
General Government Services Construction, operation and support of government-wide executive, legislative, administrative, and staff service agencies. Includes construction and operation of sanitation/sewerage/solid waste management infrastructure and services along with construction of public buildings not assigned to other verticals.	622,181	388,648	
Health Care Operation and support of public health administration, research, education, treatment, and health insurance along with environmental health activities and ambulance service. Includes construction of hospitals and outpatient clinics administered by a government entity.	1,338,825	770,853	
Justice/Public Safety & Homeland Security Construction, operation, and support of activities and facilities that support correctional, emergency management, fire protection, judicial/legal, and police protection activities. Also includes federal	2,059,198	268,574	

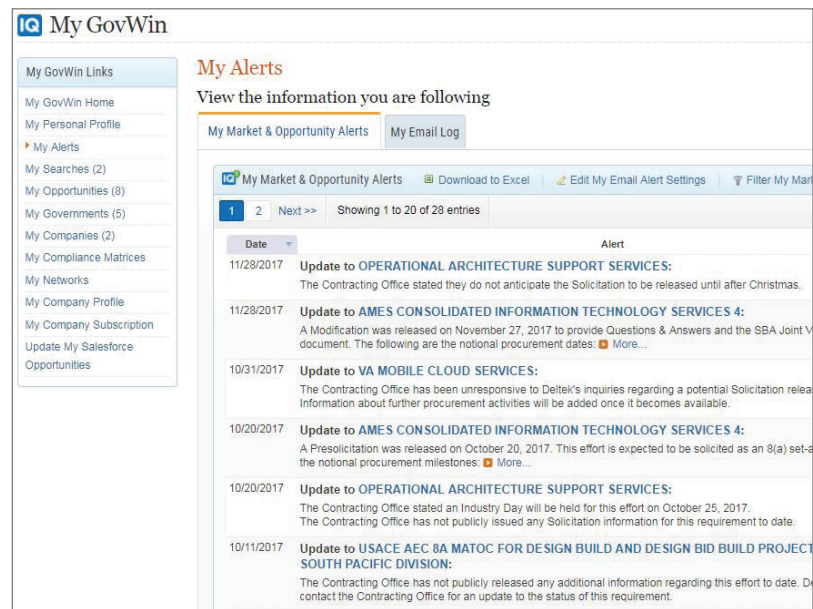
- » Comprehensive procurement data in 12 major vertical sectors: Health Care, Social Services, Justice/Law Enforcement, Community Development, Economic Development, General Government Services, Higher Education, Natural Resources/Environment, Primary/Secondary Education, Public Finance, Public Utilities and Transportation.
- » New data sets specific to SLED vertical markets including: Medicaid enrollment figures, E-Rate spending information, state transportation statistics, state government tax collection data and many others.
- » A refreshed user interface that makes it easy to see where the opportunities are for expansion, who the major contractors are doing business within those markets, and how to craft differentiated, winning proposals using exclusive GovWin expenditure, employment and grant data.



A More Personalized Approach to Content with New My GovWin Pages

To give you more options and control of the Personal Profile content you want shared, GovWin IQ now features:

- » New My GovWin pages provide a streamlined home for your marked content
- » Option to share your saved searches and access saved searches of other users within your company
- » Ability to leverage your personalized settings (e.g. marked agencies, governments or NAICS codes) to populate search forms
- » Redesigned GovWin Personal Profile giving you:
 - » Ability to share your Profile in the GovWin Network™ to facilitate teaming with other companies
 - » Options to Link your Personal Profile to your LinkedIn profile and Twitter feed
 - » More convenience in managing preferences, such as marked agencies or governments, NAICS, or offerings



For more information visit deltek.com/govwin,
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