



2019 User Conference
INFORM. EDUCATE. INSPIRE

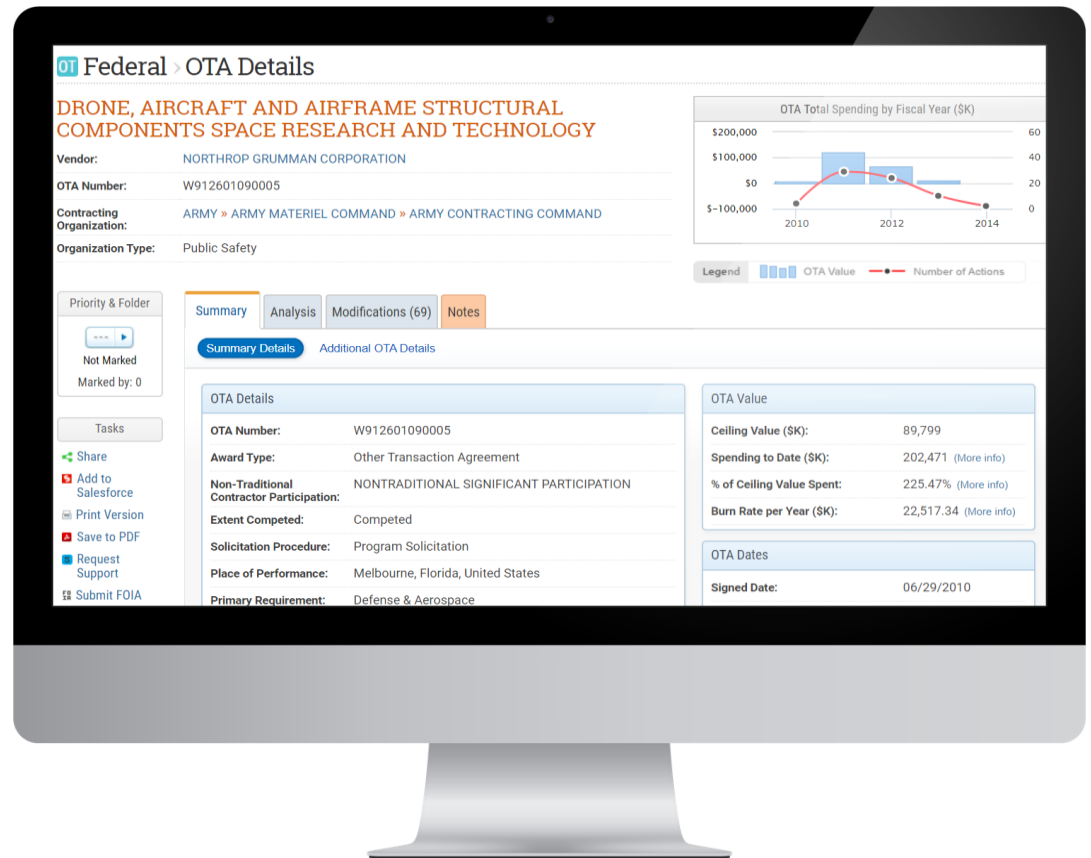


What's New in Deltek GovWin

Carey Webster
Sr. Director of Research
Deltek

Federal Other Transaction Authority Agreements in GovWin

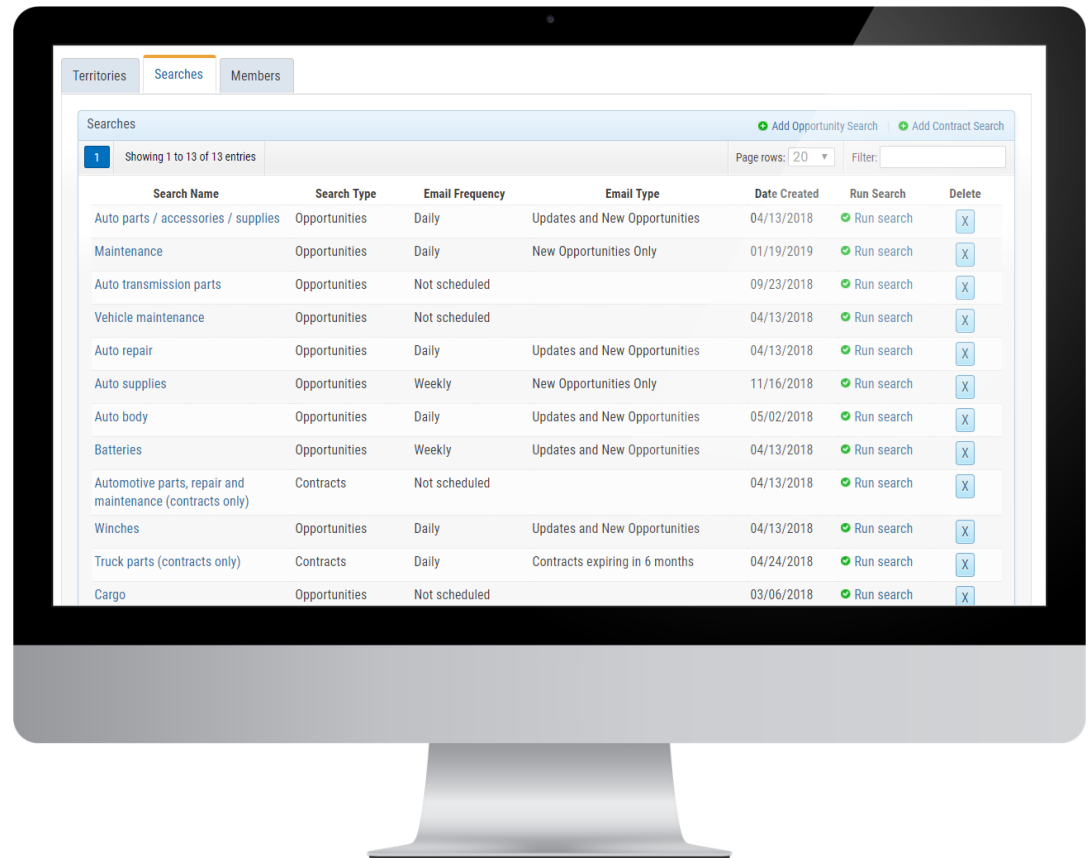
- OTA agreements are emerging as a significant tool for some agencies in funding R&D projects
- GovWin now reports OTA agreements and spending against them in the Contracts Database
- Gain unprecedented access to spending activity against this alternative contracting method



Take Control of Opportunity Distribution to Your Sales Team with GovWin Territory Manager

Companies with large sales teams and territories are looking to manage

- The territories and who are in them (user management)
- Centralize control over distribution of good fit opportunities to the people in those territories
 - Simplify work for the sales team yet give them the leads they need to succeed
- Reporting on the activities related to those opportunities



Federal Labor Pricing Analytics

- Introducing a new capability for helping you benchmark your pricing and price to win
- Draws from millions of rates extended by thousands of companies to federal customers
- Leverages Smart Tag technology so that comparisons can be made to like job titles
- Available for Federal Complete subscribers and as an Add On

IntelliSearch > Labor Pricing Return to Advanced Search Load Search Settings Request Support View Full Screen

Analysis Fields Found 217 results (Showing 1 - 50) Download Save Search

Select Rows (1 of up to 5) Reorder

Contract Number
 Contract Vehicle/Program
 Contractor NAICS
 Contractor Socioeconomic Status
 Contractor
 GSA Special Identification Number (SIN)
 Job Title

Select Columns

Average Annual Escalation Rate
 Average Rate
 Effective End Year (CY)
 Min & Max Rate
 Number of Rates
 Standard Deviation
 Work Site

Analysis View Grid View

217

Labor Rates found

Total Average Rate:

\$93.86

Total Average Escalation Rate:

1.86%

Total Average Min. Work Experience:

2.54 years

Row Labels	Contractor Site			Government Site	
	Average Rate	Average Annual Escalation Rate	Number of Rates	Average Rate	Average Annual Escalation Rate
<input type="checkbox"/> CHIEF INFORMATION OFFICER SOLUTIONS AND PARTNERS 3 SMALL BUSINESS	\$98.89	2.96%	57	\$96.93	2.55%
Web Software Developer	\$93.50	1.87%	9	\$93.20	1.87%
Web Software Developer II	\$95.71	1.31%	19	\$94.55	1.36%
Web Software Developer III	\$98.16	2.62%	11	\$96.73	1.33%
Web Software Developer IV	\$102.33	0.89%	6	\$99.33	0.89%
Web Software Developer V	\$104.84	1.46%	12	\$100.84	1.46%
<input type="checkbox"/> GSA SCHEDULE 70 IT EQUIPMENT SOFTWARE AND SERVICES	\$87.77	1.46%	32	\$87.77	1.46%

Other Features Coming Soon

New Authentication Options

- 2 Factor Authentication as an option
 - Increase the security of your access to GovWin
- Single Sign On
 - Leverage the same credentials you use for your company



Solution Speed Sessions (On-Demand Webinars)

- Find Quality, Relevant Government Contracts Quickly with Smart Tags
- Decipher Contract Spending with Federal Spending Analytics
- Make Better Business Development Decisions with GovWin IQ's Tracked Opportunities
- Navigate the Layers of Federal Bureaucracy with GovWin IQ's Organization Charts
- Remove Guesswork from Bid/No-Bid Decisions with Opportunity Assessment
- Drive Speed, Efficiency, in Control in Your Task Order Response Process

[Register Now!](#)



GovWin
from Deltek

Top Federal Opportunities for FY 2020

October 1 – 10, 2019 | 2:00 pm ET



Delte INSIGHT >

ORLANDO

GAYLORD PALMS > NOVEMBER 18-21 2019

2019

"Come be a part of Deltek Project Nation!"

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Thank you!



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