2019 User Conference INFORM. EDUCATE. INSPIRE

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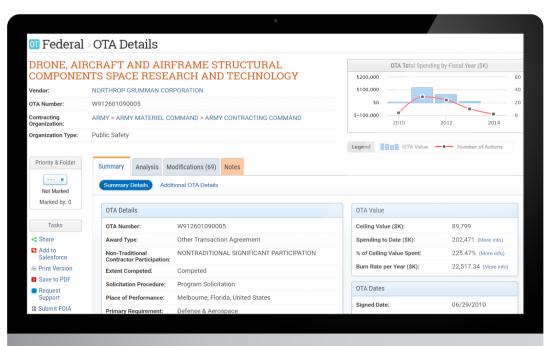
VVVV

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





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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

itories	Searches Members						
earches					Add Opportuni	ity Search 📋 🗿 Add	Contract Search
1 Sho	wing 1 to 13 of 13 entries				Page rows: 20 🔻	Filter:	
Search Name		Search Type	Email Frequency	Email Type	Date Created	Run Search	Delete
Auto parts / accessories / supplies		Opportunities	Daily	Updates and New Opportunities	04/13/2018	Run search	X
Maintenance		Opportunities	Daily	New Opportunities Only	01/19/2019	Run search	X
Auto transmission parts		Opportunities	Not scheduled		09/23/2018	Run search	X
Vehicle maintenance		Opportunities	Not scheduled		04/13/2018	Run search	X
Auto repair		Opportunities	Daily	Updates and New Opportunities	04/13/2018	Run search	X
Auto sup	plies	Opportunities	Weekly	New Opportunities Only	11/16/2018	Run search	X
Auto bod	у	Opportunities	Daily	Updates and New Opportunities	05/02/2018	Run search	X
Batteries		Opportunities	Weekly	Updates and New Opportunities	04/13/2018	Run search	X
Automotive parts, repair and maintenance (contracts only)		Contracts	Not scheduled		04/13/2018	Run search	X
Winches		Opportunities	Daily	Updates and New Opportunities	04/13/2018	Run search	X
Truck par	rts (contracts only)	Contracts	Daily	Contracts expiring in 6 months	04/24/2018	Run search	X
Cargo		Opportunities	Not scheduled		03/06/2018	Run search	X



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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 Sear	ch 🛛 🗨 Load Sear	ch 🔍 Setting	s 🔋 Reque	st Support	View Full Scree	
Analysis Fields [®]	Found 217 results	(Showing 1 - 50)	Showing 1 - 50) 🔳 Download 🗎 Save Se					
Select Rows (1 of up to 5) Reorder 🕨	Analysis View	Grid View						
Contract Number Contract Vehicle/Program Contractor NAICS Contractor Socioeconomic Status Contractor GSA Special Identification Number (SIN) Contractor	217 Labor Rates found	Total Average Rate: \$93.86	Total Average Escalation Rate: 1.86%		M E>	Total Average Min. Work Experience: 2.54 years		
Job Title			Contractor Site		Government Site			
Select Columns Average Annual Escalation Rate	R	Row Labels		Average Annual Escalation Rate	Number of Rates	Average Rate 🔷	Average Annual Escalation Rate	
Average Rate	CHIEF INFORMATION OFF SMALL BUSINESS	ICER SOLUTIONS AND PARTNERS 3	\$98.89	2.96%	57	\$96.93	2.55	
Effective End Year (CY)	Web Software Developer		\$93.50	1.87%	9	\$93.20	1.87	
Min & Max Rate	Web Software Developer	Web Software Developer II Web Software Developer III Web Software Developer IV		1.31%	19	\$94.55	1.36	
Number of Rates Standard Deviation	Web Software Developer			2.62%	11	\$96.73	1.33'	
Work Site	Web Software Developer			0.89%	6	\$99.33	0.89'	
Mork one	Web Software Developer	V	\$104.84	1.46%	12	\$100.84	1.46'	
	GSA SCHEDULE 70 IT EQU	IPMENT SOFTWARE AND SERVICES	\$87.77	1.46%	32	\$87.77	1.46	

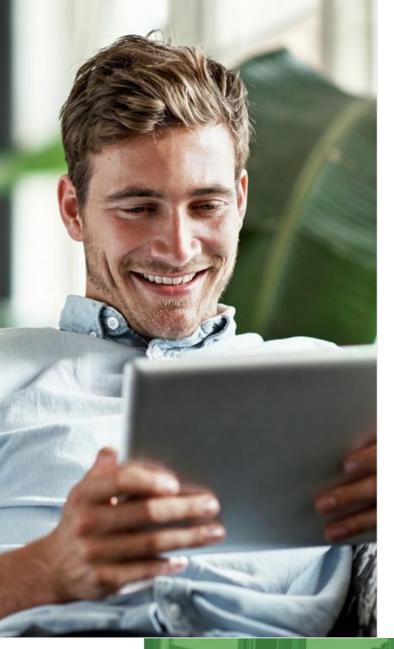
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Other Features Coming Soon

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

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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!

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GovWin from Deltek

Top Federal Opportunities for FY 2020 October 1 – 10, 2019 | 2:00 pm ET

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