

govSpend

Top 5 Ways to: Boost Sales with GovSpend

What **motivated** you to
join today?

Prospect Problems

- **Reactive** and wait for the bid to come out and it's already spec'd for competition.
- Too Early in the process to truly **determine** opportunity to be added to the pipeline.
- Too Late - Already **under contract**/made the purchase.
- **Budget** has been set or **Funding** cut.
- Need more **discovery** to price and compete, etc.
- Not **viable**.
- Certification **requirements** or scope of work.
- POC **ghosts** me.

Who wants to **BREAK** that
cycle?

Agenda

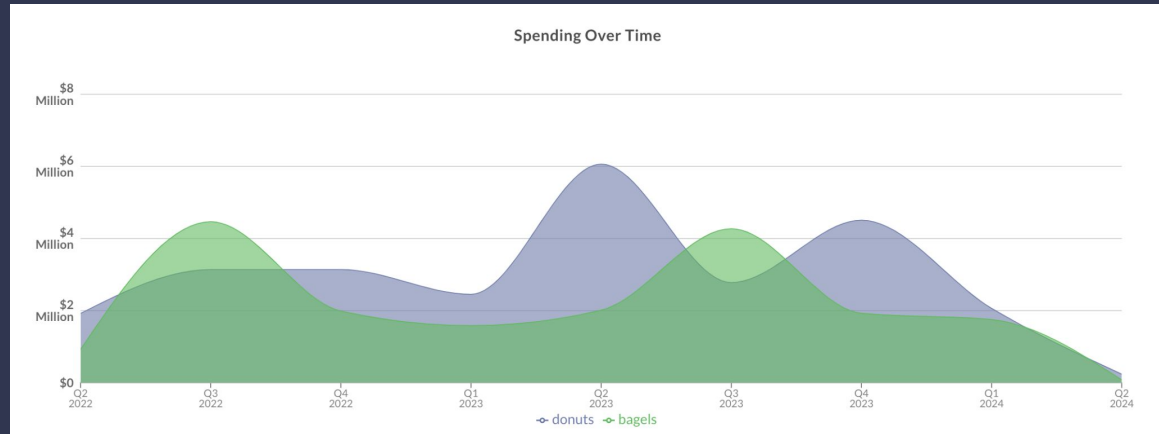
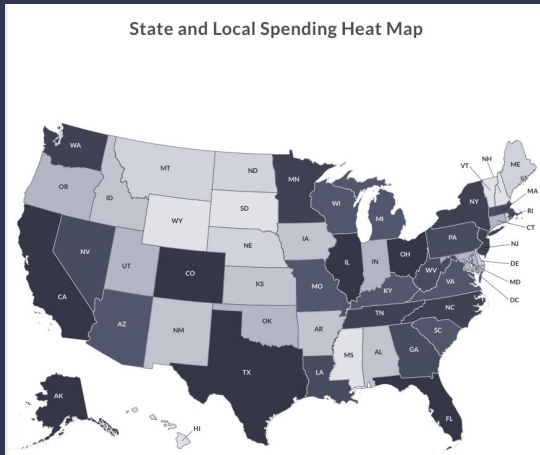
- Understand and segment your **total addressable market** (TAM) with Report Builder as well as SWOT Analysis.
- How to draft compelling proposals and **increase win ratio**.
- Proactively **identify buying signals** to get ahead of upcoming opportunities.
- **Forecast** when opportunities will be opening up before they hit the RFP.
- **Turn you insights into actionable, repeatable steps for team-wide success!**

Goals for Today

- Elevate and enhance current data strategy with Govspend
- Make informed business decisions
- Save time, money, resources and make money
- Become 10% better in maximizing our GovSpend subscription



Importance of understanding your total addressable market





Questions?

Reach out to our support team at

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954-420-9900

Interested in Learning more?

[Email for a Demo!](#)

