



govSpend

Top 5 Ways to Build a Better Pipeline with GovSpend

What **motivated** you to
join today?

Pipeline Problems

- Too early in the process to truly determine opportunity to be added to the pipeline
- Already under contract/made the purchase
- Budget has been set
- Need more information/discovery to price, compete, etc.
- Not viable
- Certification requirements or scope of work
- Relationship hasn't been established
- POC ghosts me

Agenda

- **Navigate the Procurement Process:** Understand government procurement methods and how agencies buy your products/services.
- **Build Strategic Relationships:** Identify the cast of characters and branch out to ensure opportunities progress into wins.
- **Utilize Data and Analytics:** Analyze trends and spending patterns to effectively time and plan your pipeline.
- **Create Value-Driven Proposals:** Develop compelling proposals that address specific agency needs and highlight clear value propositions.
- **Enhance Follow-Up Strategies:** Implement effective follow-up tactics to maintain momentum and build lasting trust.

Goals for Today

- Elevate and enhance current pipeline planning with GovSpend.
- Fuel and maintain your pipeline using data strategy.
- Save time, money, and resources and make money.
- Become 10% better in maximizing our GovSpend subscription.





Questions?

Reach out to our support team at

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954-420-9900

Interested in Learning more?

[Email for a Demo!](#)

