

govSpend

# Product and Data

Enhancements, Early Releases, and Updates

What **motivated** you to  
join today?

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# Agenda






- **Data Harvesting:** YTD coverage increases and updates
- **Data Stewards:** How our team can improve your experience
- **Filtering Enhancements:** Lightbulb, *Population Count*, *UNSPSC*
- **Alert Customization:** Analyze Daily Digest, Immediate Alerts, or Weekly summaries, the possibilities are endless.
- **Meeting Intelligence and AI:** Meeting Summaries and other powered AI enhancements.
- **CRM Integration:** Latest and greatest Integration options.

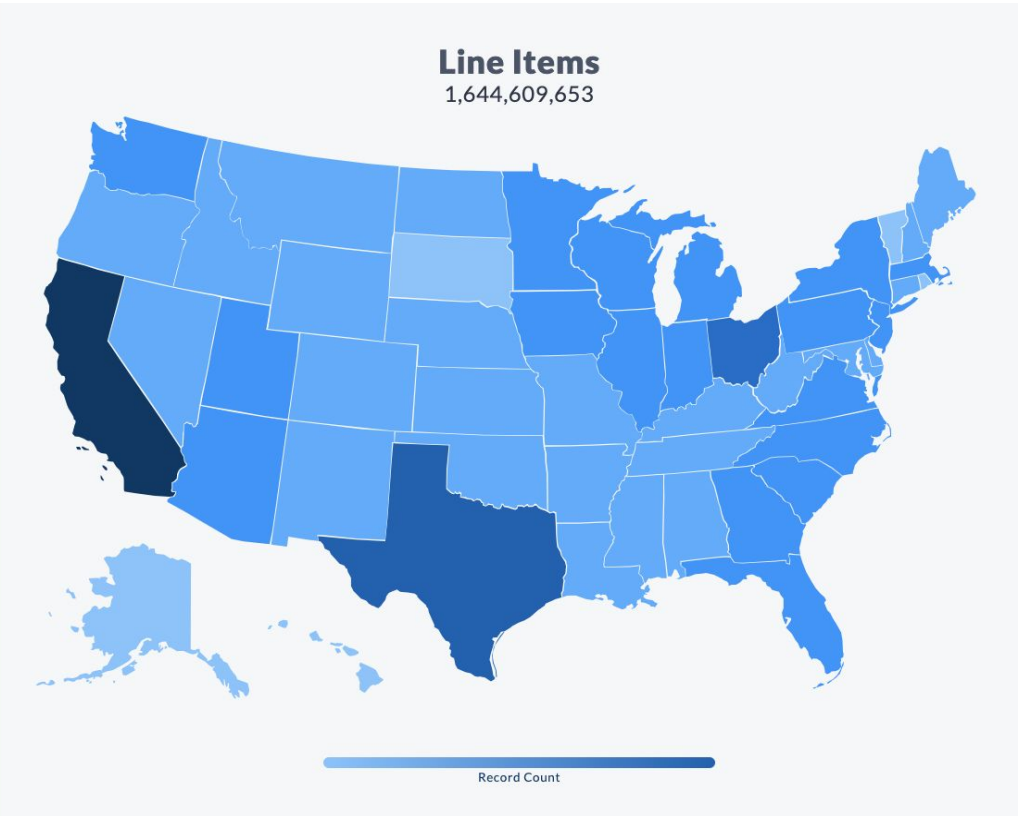
## Goals for Today

- Informed on enhancements and features that can help your business grow
- Increased value of GovSpend's Data
- Become 10% better in maximizing our GovSpend subscription



# Data Harvesting - Data Coverage

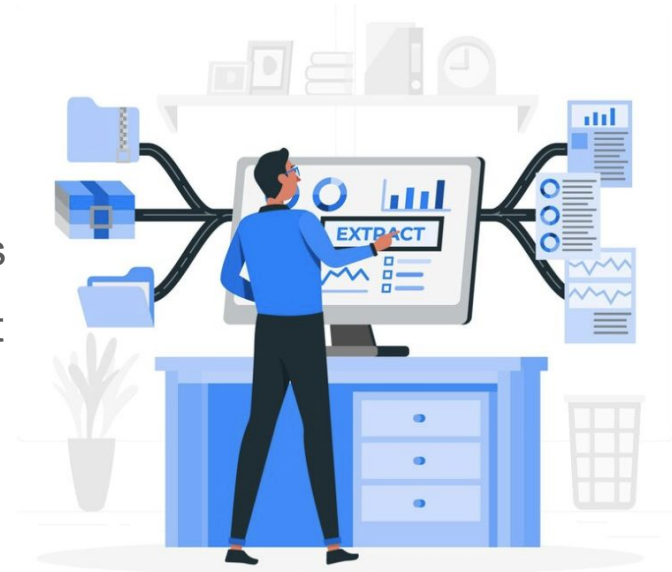
-  **1.6B+**  
Line Items
-  **92K+**  
Open Bids
-  **604.2K+**  
Active Contracts
-  **8.7M+**  
Agency Contacts
-  **1.3M+**  
Meetings



# Data Harvesting - Amazing Data Milestones

## Data Harvesting Trends:

- 20% increase in **PO** data coverage for Local Government and K-12 Districts
- 25% increase in **Contact** coverage
- 21% increase in **Contract** coverage
- 23% increase in **Bid Documents** included with open bids
- Newly Released - **City Population** for Local Government
- 1.3 Million **Public Meetings** transcribed
- **New Data** added daily



# Data Harvesting - On The Horizon



- **Expanding coverage** in all data sets for local Libraries, Public Hospitals, local Law Enforcement, Fire Departments, Transit, and Utility Agencies
- Release of **Student Enrollment** for K-12 Districts
- Leveraging **Artificial Intelligence** to score opportunities
- Many other **New Modules** and **Enhancements**

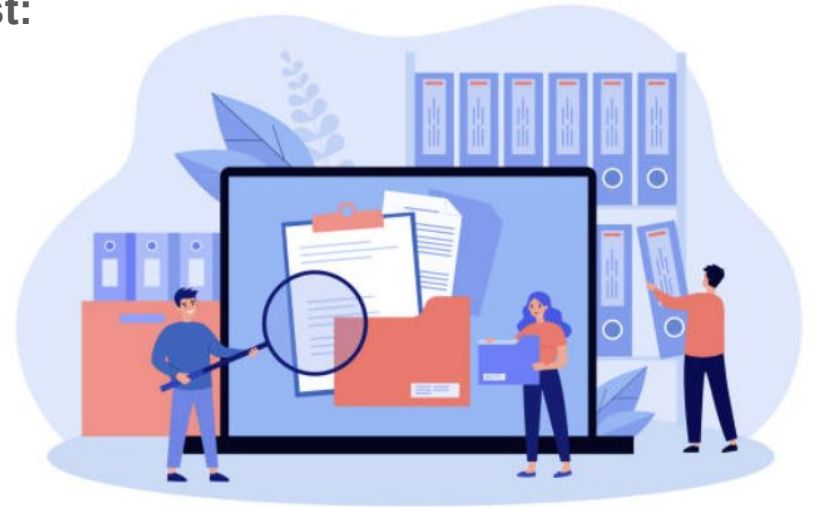
# Data Stewards

**Team of Data Stewards dedicated to increasing coverage and quality data in all modules!**

Make Public Record requests for Contracts, Spending & PO's, Bid sources and Contacts!

## Required Information for Successful Request:

- Agency Name, State
- Contract Name or Bid Title
- Time Frame
- Contract #
- Details!





# All About Enhancements - Screen Share Portion

- **Filtering Enhancements:** Lightbulb, *Population Count, UNSPSC*
- **Alert Customization:** Analyze Daily Digest, Immediate Alerts, or Weekly summaries, the possibilities are endless.
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# Filtering Enhancements: AI Keyword Suggestions

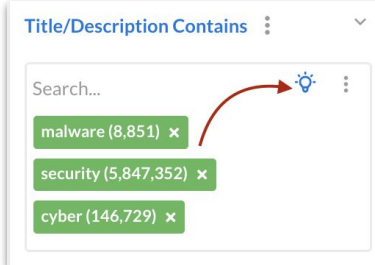
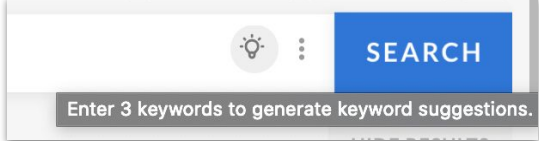
The AI Keyword Suggestion Tool helps expand and enhance your search keywords! With just the click of a button, receive keyword suggestions related to those already entered in your search. Add the ones you like and immediately enrich your search results.

## HOW TO FIND IT

- Navigate to any search module
- Notice the gray lightbulb icon in the main search bar or any “Matches” filter
- Enter at least 3 keywords to see the lightbulb change from gray to blue
- Click the blue lightbulb to generate keyword suggestions based on your 3 (or more) original keywords
- Click any suggested keyword to add it to your search
- To generate new suggestions based on newly added keywords, or refresh the set of original keywords, click the lightbulb again
- We’ve added a few user “tips” to the bottom of the suggestion container that cycle through as you use the tool.
- **Review our [help documentation](#) for more information!**



Lightbulb always appears as gray and tooltip prompt displays on hover



Once a user adds minimum of 3 keywords, the lightbulb becomes blue to indicate the user can now click it to generate suggestions

We’ve added a few tips that cycle through as you use the tool to help users get the best results

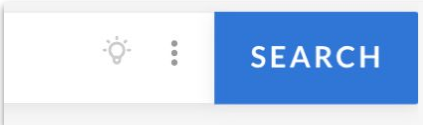


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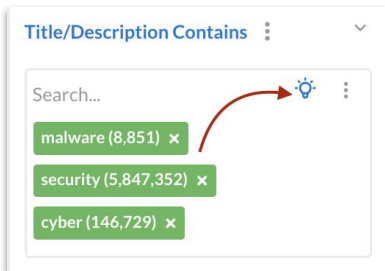
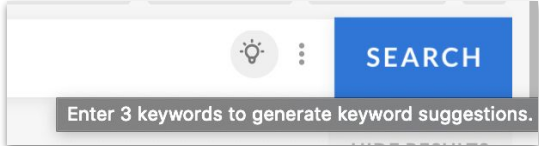
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# Filtering Enhancements: Population Count in Spending & Contacts

Filter on Agency Population Count in Spending & Contacts! Easily filter your results based on population ranges across Counties and Municipalities.

## HOW TO FIND IT

- Navigate to [Spending](#) or [Contacts](#)
- Click “Add Filter” and search “population count”
- Select “**Population Count**”
- Use the number slider to select preset ranges of population count and hit “Search” to filter your results
  - ◆ You can select multiple ranges at once
  - ◆ The result count displayed within the filter reflects the number of Contacts or Purchase Orders, not the number of agencies
- To input a custom range, use the three dot menu in the filter and change your filter type to “number”
- **Note:** Population count is only available for Counties and Municipalities.
- **Review our [help documentation](#) for more information!**

Company Name >

Hidden POs >

Product Classification (UNSPSC) >

**Population Count** ⋮ ▾

1,000 - 10,000 33.40 Million

Range 10,000 Results

ADD FILTER

**Population Count** ⋮ ▾

1,000 - 3.40 Million

Range Results

Filter type: Number Slider

**- Change to Number**

Pick Field

Clear Filter

Delete Filter

**Population Count** ⋮ ▾

10700 - 25500

ADD FILTER

# Filtering Enhancements:

## AI Purchase Order Categorization by UNSPSC Codes

### Let us help you search more efficiently!

With over 1.4B PO line items in GovSpend, identifying actionable data can often feel like finding a needle in a haystack. We're here to help!

We've introduced AI to categorize and standardize purchase orders using the industry-standard UNSPSC Code system (product/service categorization system). Scrap the complex keyword combinations and get more relevant results with a simple filter!

### Highlights

- Available in [Spending](#)
- Filter your search results by product/service categories like Software or Office Supplies to get more actionable results using fewer keywords
- Search and identify relevant categories within the UNSPSC code system via a searchable hierarchy filter
- View the full hierarchy classification for each line item in your search results and export with the click of a button
- [Review our Release Notes & Use Cases Documentation](#) for more information!

**Product Classification (UNSPSC)**

Select your code using the list below...

**Office suite software x**

office

- Digital subscriber loop DSL captive office pla...
- Digital subscriber loop DSL captive office spl...
- Software (43230000)
  - Business function specific software (43231500...
    - Office suite software (43231513)**
- Office Equipment and Accessories and Supplies (44...
- Office machines and their supplies and accessori...
  - Printer and photocopier and facsimile accessori...
  - Office machine trays or feeders (44101705)
  - Facsimile units for office machines (44101...
  - Office machine accessories (44102900)
  - Travel kits for office machines (44102901)
- Classifications for office machines (441...

**CLOSE** **APPLY 1 CODE**

Purchases	Agencies	Agency	Companies	Analytics	
142,570	12,274	Contacts	14,219	\$1.03 Billion	
ISSUED DATE	AGENCY NAME	COMPANY NAME	DESCRIPTION	QUANTITY	PRODUCT CLASSIFICATION(UNSPSC)
<input type="checkbox"/> 06/06/2024	Oneida County, Wisconsin	CDWG	MICROSOFT OFFICE LTSC STANDARD 2021	1	43000000 - Information Technology Broadcasti... 43230000 - Software 43231500 - Business function specific software 43231513 - Office suite software
<input type="checkbox"/> 05/31/2024	City of Fremont, Ohio	Dell Marketing	CSP NCE - Office 365	1	43000000 - Information Technology Broadcasti... 43230000 - Software 43231500 - Business function specific software 43231513 - Office suite software

# Saved Search Alerts: Improved Customization

Better manage your inbox! We know you love being notified when new results match one of your Bid or Purchase Order searches, but sometimes the number of emails can be overwhelming. We've added alert customization options for GovSpend saved search alerts so you receive them when you want them and how you want them.

## Highlights

- Manage your alert settings from one central location: [Saved Searches](#)
- Set alert preferences on a per search basis
- Customize frequency you receive email alerts: Immediate, Daily, or Weekly
- Set whether you receive a combined email digest of alerts or individual alert email per search
- Email Enhancements:
  - ◆ Improved formatting
  - ◆ Indication of # of new alert records
  - ◆ Keyword highlighting available on detail pages
- [Review our Release Notes, Help Video & Help Documentation](#) for more information!

Saved Searches

≡ SAVED SEARCHES (1,917)

Name Type Tags Created By Search Status +

NAME	ALERT STATUS	ALERT FREQUENCY	ALERT FORMAT	ALERT GROUP
Farm	<input checked="" type="checkbox"/>	Daily	Digest	New & Updated
coffee1	<input checked="" type="checkbox"/>	Daily	Individual	New
DueDate_This_Cal_Month	<input checked="" type="checkbox"/>	Immediately	Digest	New & Updated
New York	<input checked="" type="checkbox"/>	Weekly	Digest	New & Updated

GovSpend

Daily Digest

**You have 147 new alerts!**

The following alerts have been added/updated between 03/05/2024 10:36 PM EST and 03/06/2024 6:00 AM EST

New Bids & RFIs (95)

**energy bids** 87 New

Supply and delivery of YZ Odorizer NJEX ZEO  
CPS Energy (Texas)  
Details: Bid Solicitation Information Title/Brief Description Supply and delivery of YZ Odorizer NJEX ZEO Reference Number 7000190962 Organization CPS Energy Department Gas Solutions Staff Contact...  
- Due Date: 03/11/2024

Supply and delivery of VALVE, CT INLET AIR HEATING CTRL NPS 8  
CPS Energy (Texas)  
Details: Bid Solicitation Information Title/Brief Description Supply and delivery of VALVE, CT INLET AIR HEATING CTRL NPS 8 Reference Number 7000190964 Organization CPS Energy Department Power Gene...  
- Due Date: 03/11/2024

# AI Generated Meeting Transcript Summaries

Too busy to listen to and review the hours of meetings returned in your Meeting Intelligence search results? Use our AI generated meeting summaries for brief, executive overviews of meeting content and quickly determine which meetings are most relevant to you.

## Highlights

- Available in [Meeting Intelligence](#) for all meeting videos
- Summaries displayed on the results page and details page for all meeting records with an associated video
- Summaries generated with government contractors in mind, focusing on budget discussions, vendor evaluations, and open or upcoming RFP opportunities
- Search across meeting summaries using “Any Field” in the main search bar, which also searches across meeting transcripts, documents, and meeting title
- Search specifically within meeting summaries using the “**Meeting Summary Contains**” filter in your left set of filters
- [Review our Release Notes](#), [Help Video](#), or [Help Documentation](#) for more information!

Agency State >

Agency Country >

Agency Type >

Meeting Summary Contains ▾

Search...

open bids (930) ✕

**Bid Opening - ITB 24-03-EN, April 23, 2024**

04/23/2024 Town of Fort Myers Beach Florida Documents: 0

Jason Freeman from Fort Myers Beach **opened bids** for the Estero Island Beach Nourishment and bidding \$50 million, Maronex Construction bidding \$0, Otna Marine and Construction bidding \$21.7

**Lebanon, Indiana Board of Works Meeting 4/23/24**

04/23/2024 City of Lebanon Indiana Documents: 0

The April 23rd Lebanon Board of Works meeting covered updates on various department project improvements, and police and fire department initiatives. The meeting discussed the suspension of t

SEARCH Any Field

Show Raw Data Edit Inputs Reset All Save Search Save as New Export Share Search Load Search

roadwork (3) ✕

SEARCH

RESULTS 3

Sort By: Relevance Meeting Date

Report Results

**Regular Meeting**

02/08/2022 Grayson County Texas Documents: 0

The text discusses a meeting where various agenda items were approved, such as bills, interlocal agreements, and **roadwork** projects. Commissioner's Court comments included discussions on road conditions and frontline workers' efforts during a storm. Progress on completing Highway 75 with TechStock officials in San Antonio was highlighte...

**02/29/24 Finance Committee**

02/29/2024 Warren County New York Documents: 0

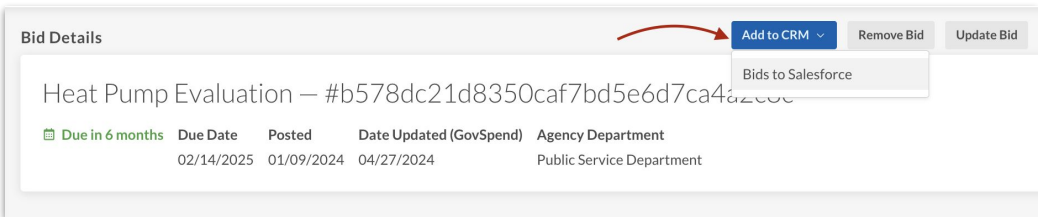
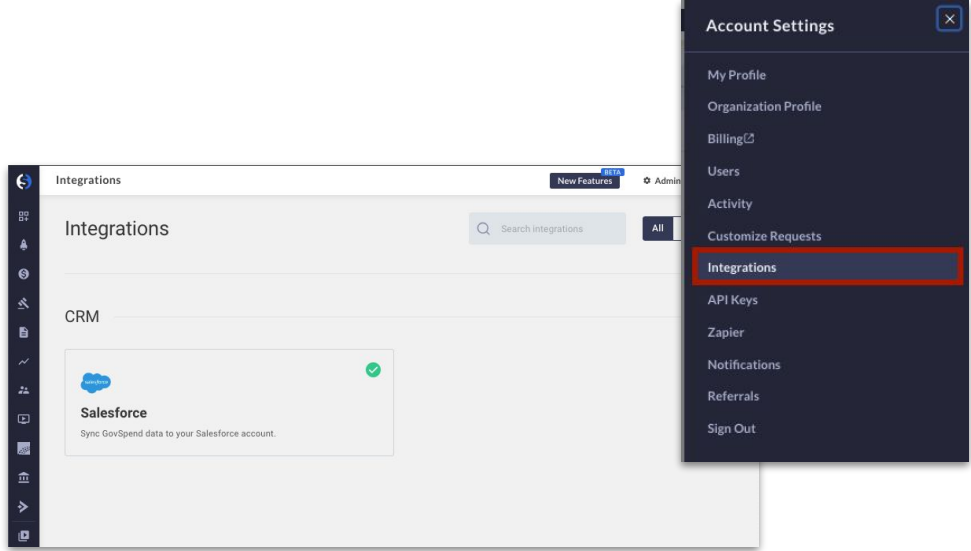
The Finance and Budget Committee meeting discussed approving minutes, transferring funds, closing a capital project, appropriating funds for road projects and equipment, obtaining a bond for current projects, purchasing defibrillators, budget amendments, rolling over funds for emergency **roadwork**, potential savings in equipment purchases, usin...

# Coming Soon: CRM Integration Solutions

Move data seamlessly from GovSpend to your CRM System

GovSpend helps you uncover amazing opportunities through Spending, Bids, Contracts, and Meeting modules, along with Agency Contact information to pursue them. But, we know that's only the first step in your sales process. With GovSpend's new CRM integration solution, take those opportunities and integrate them into the tools where you do most of your work so you can action them efficiently and effectively.

- Connect seamlessly with your CRM tool from directly within GovSpend
- Create or update records in your CRM with the click of a button from:
  - An individual record in GovSpend
  - Multiple records in GovSpend
  - On a schedule from a saved search
- Integrate data from across the GovSpend platform (Bids, Contracts, Contacts, Purchase Orders, Agencies, Companies)
- Select pre-built integration flows or customize to your specific needs
- Simple mapping interface to review and update how GovSpend fields map to your CRM records









# Questions?

Reach out to our support team at

[support@govspend.com](mailto:support@govspend.com)

954-420-9900

# Interested in learning more?

[Email for a Demo!](#)

