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Beyond the Bid: EdTech

Industry Insights that Win

What **motivated** you to join today?

EdTech 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.

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Who wants to **BREAK** that cycle?

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Agenda

→ **Allow the Filters to do the Prospecting For YOU!:** Understand how to quickly action your list and build relationships.

→ **Create Value-Driven Proposals:** Develop compelling proposals that address specific agency needs and highlight clear value propositions.

→ **Utilize Data and Analytics:** Analyze trends and spending patterns to effectively time and plan your pipeline.

→ **Get Ahead of the RFP:** Identify early buying signals to control the conversation.

→ **Enhance Follow-Up Strategies:** Implement effective follow-up tactics to maintain momentum and build lasting trust.

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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.

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Questions?

Reach out to our support team at
support@govspend.com
954-420-9900

Interested in Learning more?

Email for a Demo!