



Ranked for relevance.  
Ready for action.

Meet the  
Opportunities  
module.



Opportunities

Agency Score Signal Source Date Favorites Hidden

**Regulatory And Compliance**

**\$1.23 · Florida's Agency Rulemaking Reforms Drive Compliance Needs**

08/01/2025

This development presents a critical opportunity for Florida state agencies to enhance their compliance with new regulatory requirements. Leveraging our expertise in government procurement data and analytics, we are well-equipped to support...

[View Details →](#)

**Recently Posted Bid**

**\$1.23 · Native American Cultural Resource Monitoring**

California State University, California 03/13/2026

This Request for Proposal presents a strong alignment with your business focus on government procurement within the higher education sector. Your ability to track and analyze procurement opportunities for agencies applicable here, particularly given the agency's location in California, one of your target states.

[View Details →](#)

**Recently Posted Bid**

**Predictive Electrical and Mechanical Maintenance**

Broward College, Florida 03/18/2026

This opportunity is highly relevant as it represents a government procurement bid within a target state. Leveraging our government procurement data and analytics, providing services like bid tracking and procurement opportunity example of the market you serve...

[View Details →](#)

# Presenters



**Bradley Scott**  
*Chief Product Officer*



**Kathryn Sanders**  
*Director - Product Platforms*

## GovSpend's Product Goals

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*"Make it easier to surface the signals from the noise"*

- GovSpend is the clear leader in terms of public sector market data. However, the bigger the haystack, the harder it can be to find the needles
- Using our legacy search interface can be intimidating
- The value of our datasets is even greater when used together, and our goal is to connect the dots on behalf of our users

*"Make it easier to action the information that's relevant to me"*

- None of our customers get paid to use GovSpend. Increasing value delivered while reducing time invested is our golden ratio
- We want to bake our value into your workflows, not the other way around, whether that's CRM, Slack, Copilot, or others
- What work can we take off your plate? Finding the right contact, drafting an email, determining the right pricing, etc.

## 2025 GovSpend Product Enhancements

- AI Prompts for Bids/Contracts/Meetings/Sam Opps
- AI Chat for Bids/Contracts/Meetings/Sam Opps
- AI Notebook
- AI Search (GovSpend + Web)
- Agency Search Module
- CRM Enhancements:
  - HubSpot Integration
  - Saved Search Automation
  - Many other miscellaneous items
- Federal Sam Opps Redesign with AI Descriptions
- ... and many more user submitted enhancements

Agency Name	K-12 District Enrollment...	Agency Address	Agency Website
Philadelphia City School District, Pennsylvania	137,309	440 North Broad Street	<a href="http://www.philadelp.org">http://www.philadelp.org</a>
Philadelph School District, Pennsylvania	19,709	3411 S Delaware Ave	<a href="http://www.philadelp.org">http://www.philadelp.org</a>
Central Bucks School District, Pennsylvania	17,257	20 Welles Dr	<a href="http://www.cbds.org">http://www.cbds.org</a>
Reading School District, Pennsylvania	16,617	800 Washington St	<a href="http://www.readingschool.org">http://www.readingschool.org</a>

I own a snow removal company based in Baltimore that services the Mid-Atlantic area (MD, DC, VA, PA, DE). Our services cover snow and ice prevention and removal, including snow plow services and road salt treatment. Please stack rank the best fitting RFPs for me, and include a summary of why they'd be a good fit

Searching entire project for "snow removal and deicing contr..."

Based on your company's capabilities and service area (Baltimore-based, servicing MD, DC, VA, PA, DE), snow and ice prevention/removal including plowing and road salt treatment, here are the best fitting RFPs stack ranked:

### 1. RFB No. B-10000365 Snow Removal and Deicing Services, Term Contract (Baltimore City, MD)

- Service Area: Baltimore, Maryland (local to your company)
- Scope: Specifically seeks snow removal and deicing services; term contract with options for snow plowing and salt application in the Baltimore area.
- Why fit: Directly matches both your geographic region and suite of services. Offers strategic positioning as a local provider and aligns with your existing infrastructure and presence in the Mid-Atlantic region[14709].

### 2. VA ABC Store 181/195/201 Snow and Ice Removal Services (Richmond, VA) and Laurel Ridge Community College (Chestersfield, VA)

- Service Area: Virginia (Richmond area; college also in-state)
- Scope: Snow and ice removal, covers all labor, equipment, salt treatment, and incidentals as needed for government/education facilities.
- Why fit: Solid fit for your company given the service territory overlaps and clear demand for plowing and salt application. Contracts require comprehensive and reliable coverage for public facilities, a strong value prop for an established regional vendor[14638][14617][14637][14595].

Ask a question...

Open opportunities due in the next 60 days (top 10 urgent)

Title	Agency	Due date	Why this is relevant	Link
PUB-3676-B (EN-SP) (REV. 12-2024) CAT 95348LIRS CERT...	US Government Publishing Office (Illinois)	2026-01-08	Description contains the word table [matched search] a...	<a href="#">View bid</a>
FANUC Certified Education Training Program (RFP)	Eastern Washington University (WA)	2026-01-08	Includes replacement seat cushions and seating parts--directly relevant to our business, seating, and transit seating suppliers.	<a href="#">View bid</a>
250170 Big Bus Parts -Misc	Orange County Transportation Authority (CA)	2026-01-08	Includes replacement seat cushions and seating parts....	<a href="#">View bid</a>
Lamont Elementary School District FY2026 WAN	Lamont School District (CA)	2026-01-08	K-12 district procurement -- relevant for vendor...	<a href="#">View bid</a>

Chat History

Generate a sales brief for this bid.

Sales Brief: Architectural Engineering Services - Dwight Elementary School - FPS

Project Title: Architectural Engineering Services - Dwight Elementary School - FPS

Issuing Agency: The Town of Fairfield on behalf of Fairfield Public Schools

Project Description: The Town of Fairfield is seeking proposals from qualified firms to provide professional design services for the construction of a new building for Dwight Elementary School with an Early Childhood Center project.

Location: 1600 Reading Road, Fairfield, Connecticut

Type of Solicitation: Request for Qualifications (RFQ)

Services Sought: Professional design services for the construction of a new building.

Due Date: January 29, 2026, at 12:00 PM UTC.

Contact Information:

- Lori Fishery
- Email: [lfishery@fairfieldct.org](mailto:lfishery@fairfieldct.org)
- Address: 725 Old Post Road, Fairfield CT, 06424, United States

Important Links

- This solicitation is posted.

Ask me something...

Green Bay Harbor Dredging SATOC

Date Added: 01-08-2026 Date Updated: 01-08-2026 Due Date: 01-14-2026

Department: DEPT OF DEFENSE Agency: DEPT OF THE ARMY Contracting Office: W072 ENDIST CHICAGO Solicitation ID: W912P2628A009

Notice Details

Overview Contacts Attachments

Description

The U.S. Army Corps of Engineers, Chicago District, is soliciting proposals for the Green Bay Harbor Dredging Single Award Task Order Contract (SATOC), located in Green Bay, Wisconsin. The purpose of this SATOC is to provide maintenance dredging and related dredging support activities within the harbor and associated navigation channels over a three-year ordering period. Contractors are required to submit pricing for all fees (3) ordering periods in the final document titled "GBHHD Pricing Matrix." This pricing matrix is legally binding and will be used for evaluation and award purposes. Failure to complete the matrix in full may result in the proposal being deemed non-responsive.

Place of Performance

2561 S. Broadway St, Green Bay, Brown, Wisconsin, 54304, USA

Classification

Set Aside: Total Small Business Set Aside (FAR 19.5)

PSC: 21KF - Maintenance of Dredging Facilities

NAICS: 237990 - Other Heavy and Civil Engineering Construction

Filters

Agency Name

Level of Government

Agency Type

Include Exclude

Search...

Select All Visible

Municipalities 3,456

Counties 1,382

Consolidated City County 4

Showing 3 of 3 View More

Agency ID (GovSpend)

Population Count

10,000 - 50,000 Range 4,838 Results

Demo

## Opportunities Module: Upcoming Enhancements

**Ability to Generate an Outreach email**

**Ability to refine and customize signals to further improve relevance of opportunities surfaced to you**

**Ability to export your opportunities**

**AI chat integrated into the Opportunities module for additional research and discovery**

**Printable PDF Sales Brief for an Opportunity**

**Additional integration capabilities, including Slack, Iris, and more!**

**Relevant Agency Contact Information for a given Opportunity**

**Estimated Value of an Opportunity**



# Questions?

Reach out to our support team at

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

954-420-9900

