

CARVER ENERGY SOLUTIONS

with BidSync™ LinksPlus Bid Notification Software

BidSync™ LinksPlus

POWERED BY Periscope

Just like many businesses today, Carver Electric is always looking for new contracts and strategic ways to drive new growth. Recognizing the opportunities that exist in the public sector, Carver Electric started evaluating ways to more efficiently pursue government-funded contracts as a way to meet its own business objectives.

CHALLENGE

Like most lighting and construction-related projects, Carver Electric found that acquiring blueprints and specifications related to public sector bid solicitations was a time-consuming task that often involved picking up a hard copy of the blueprints and specifications. Then, once ready to submit a proposal, someone from Carver Electric's team would have to stand in line at the requesting agency's procurement department to physically handover their response — and sometimes have to wait until someone could verify that the bid was indeed complete and received on time.

The time-consuming process made it hard to justify the pursuit of public sector opportunities. But Doug Carver was determined to find a better way, as he was confident that his business expertise and lighting services would prove valuable to many government-funded entities.



“I was looking for new opportunities to grow the company, and an engineer friend of mine was working on a school remodel that needed lighting for the gym. I asked him how I could get the information so we could bid on the opportunity and was directed to BidSync Links.”

Doug Carver, Co-Founder
After learning about Periscope Holding's BidSync service

SOLUTION

Doug Carver investigated Periscope's BidSync Links and BidSync LinksPlus services and ultimately chose to invest in the BidSync LinksPlus subscription. Almost immediately, Carver Electric submitted a bid via the BidSync LinksPlus portal and won the contract.

“We were a small company and money was tight,” Carver said. “With the growth and opportunities that the BidSync service has afforded us, we have never regretted our decision to become a BidSync LinksPlus subscriber. In fact, we started using BidSync more and more to find opportunities and research potential customers,” Carver added. “It's been phenomenal for us. The BidSync LinksPlus portal is now our main source for finding construction projects and new business for our company.”

In addition, gaining access to bid-related blueprints and design specifications has become easier with BidSync LinksPlus, Carver noted.

“I am able to pull the documentation I need electronically through the BidSync portal, saving myself a trip to the requesting agency and the hassle and wait time that goes along with it.”

Plus, Carver Electric has been able to identify potential new clients using the BidSync service's comprehensive bid search and tracking tools. In fact, the company has won a number of contracts from opportunities found via their BidSync LinksPlus subscription.

RESULTS

Since that first contract win, Carver Electric has used Periscope Holdings' BidSync LinksPlus subscription service to find, submit and win multiple government and public sector contracts. The resulting growth has been so tremendous that the company has even been able to spin off a separate organization, Carver Energy Services, to handle lighting design and strategy.

“The BidSync LinksPlus service is my best friend,” said Carver. “Before we started getting opportunities and bidding on them through BidSync, our business had three employees and had gross revenue of \$200,000. Now we are a multi-million-dollar company with more than 18 employees.”

Carver says that he traces more than 80 percent of the company's contracts to the BidSync LinksPlus service. The opportunities that the company has won through BidSync have also resulted in being invited to bid or submit on contracts before they are opened to the public.



CONCLUSION

Using Periscope Holdings' BidSync LinksPlus service, Carver Electric has been able to grow the company exponentially. The company has saved its public sector clients tens of thousands of dollars in energy consumption for public buildings and facilities.

Carver and his companies are also able to give back to the community with the time saved. Doug Carver is an active member of the Rotary Club and regularly volunteers his time in the community. His employees also regularly volunteer in the community.

ABOUT CARVER ELECTRIC

Carver Electric is dedicated to bringing high quality, energy-saving lighting to businesses, schools, prisons, hospitals and government facilities. As an award-winning lighting contractor, Carver Electric has implemented lighting projects that have saved clients 40-72% energy usage on average while still improving overall lighting quality.

One of the founders, Doug Carver, was even honored by Rocky Mountain Power's Energy Efficiency Alliance for his outstanding contributions to Utah institutions and businesses. He solely achieved a savings of more than 1 million kilowatt hours through lighting re-design in just five projects.

HOW PERISCOPE'S BIDSYNC LINKSPLUS SERVICE CAN HELP YOU

BidSync LinksPlus, powered by Periscope, is a search and daily bid notification service that enables vendors and service providers such as yourself to access active contracts and bid opportunities from more than 90,000 state and local, county, municipal, military and Federal agencies. As the largest bid opportunity database in North America, BidSync LinksPlus gives you access to over one million public sector solicitations that are posted yearly across all categories. Plus, Periscope's in-house research team and proprietary bid extraction software does all the heavy lifting

of identifying and posting the opportunities not automatically submitted to the database by Periscope's in-network government agency partners. All you have to do is set up alert profiles through the BidSync online portal, review relevant RFP information, and submit a strong proposal. In other words, the BidSync service saves you time and money and increases your growth potential while reducing the risk of missing opportunities — a common issue with manual RFP searches. For more information, visit www.periscopeholdings.com/bidsync or call 1-800-990-9339

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SYSTEM IN THE U.S.

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