



DQE, INC.

with BidSync™ LinksPlus Bid Notification Software

CHALLENGE

Vendors often find the search for federal, state, and local government bid opportunities to be daunting. For those businesses just entering this complex maze of public sector procurement, it's not unusual to have several unanswered questions.

To make matters more challenging, many companies find themselves trying to pursue government business opportunities with little to no guidance on how to best uncover bid solicitations specific to their goods and services portfolio. DQE, Inc. — a company providing practical products and expert support in emergency preparedness — found itself in this very situation and needed a way to pursue new public sector business opportunities more efficiently.



SOLUTION

DQE first signed up for Periscope Holdings' free-of-charge BidSync Links subscription. Though they did receive actionable bid opportunities from Periscope Holdings' contracted government agency partners for the first 12 months, they knew that a subscription to the full-service BidSync LinksPlus level would give them more complete visibility into all current North American bid opportunities without having to invest any of their own time into conducting manual agency searches. (On average, the BidSync LinksPlus research team uncovers — and automatically notifies its users about — more than 1 million public sector solicitations every year.) Plus, DQE felt they needed more access to expert support throughout the entire bid search and submission process.

So they upgraded to the premium BidSync LinksPlus service. The user friendly interface, consistently supportive Customer

Solutions associates, and 24x7x365 online system access allows BidSync LinksPlus subscribers to reach out and search for valuable government leads from anywhere, anytime — and with the help of public sector procurement experts if needed.

“I have never seen any other government RFP finding process to be as easy. I think it is just the most amazing thing!”

Jeff Miller
Business Development Manager, DQE

www.dqeready.com

RESULTS

“We upgraded to the BidSync LinksPlus service and the whole subscription paid for itself in less than 2 weeks!” Miller added ecstatically. “And, within the first month of subscribing to the enhanced service, we had already won business. For a sales manager, this is the ultimate dashboard. If the government buys what you offer, BidSync LinksPlus is a must have service.”

By upgrading to the BidSync Link PLUS subscription level, DQE was not only exposed to additional bid opportunities, but automatically notified of opportunities that specifically fit their goods and service profile every day. But not only did the BidSync LinksPlus filter bring more relevant opportunities to DQE’s attention, it also enabled the company to increase the number of exceptionally qualified RFP responses it submitted, which resulted in multiple awards.

“If your company sells to a government agency — state, city, county, etc. — then the BidSync LinksPlus subscription service is worth every penny. We won our first deal within 2 weeks and realized a full ROI in less than 30 days; what more can one say,” Miller reiterated. “In our organization this service enhances and supplements our existing sales practices.”

He went on to explain that, from a management perspective, the true value of the BidSync LinksPlus service — which is a combination of

increased sales productivity and greater market intelligence — has been realized in three main areas:

First, it has significantly reduced the time DQE spends completing and maintaining vendor registrations across hundreds of state, city, and county procurement offices.

Second, BidSync LinksPlus gives DQE the control, as a niche solution provider, over the ‘vendor classification’ process. It empowers them to choose the RFQ/RFP opportunities their team pursues. As Miller put it, “Can you really depend upon government sourcing agents to classify your firm’s offering correctly, place you on the right list, and send you the right RFQ/RFPs?”

Finally, DQE found that the BidSync LinksPlus subscription service provides outstanding market intelligence and visibility. As Miller explained, “We know exactly what the market is buying, when they’re buying it, and how they articulate or define their needs.”

CONCLUSION

BidSync LinksPlus has saved DQE both time and money, while also delivering new revenue-generating opportunities.



ABOUT DQE, INC.

DQE, INC. HAS BEEN AN INDUSTRY LEADER IN EMERGENCY PREPAREDNESS SINCE 1990. IN ADDITION TO PROVIDING EMERGENCY MANAGEMENT SUPPLIES, DQE IMPLEMENTS AND CONSTRUCTS EMERGENCY MANAGEMENT PROGRAMS, PREPARES AGENCIES FOR DECONTAMINATION EMERGENCIES, AND PROVIDES UNMATCHED EXPERIENCE IN TRAINING OF DISASTER PREPAREDNESS SERVICES.

www.dqeready.com



HOW PERISCOPE'S BIDSYNC LINKSPPLUS 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

BidSync™ LinksPlus

POWERED BY Periscope

THE LARGEST GOVERNMENT BID NOTIFICATION
SYSTEM IN THE U.S.

Learn more at PERISCOPEHOLDINGS.COM