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2025.3 Release Preview

October 16, 2025

Today's Speakers

Stephen Hardy
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Grant Gearhart
Product Manager

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Product Manager

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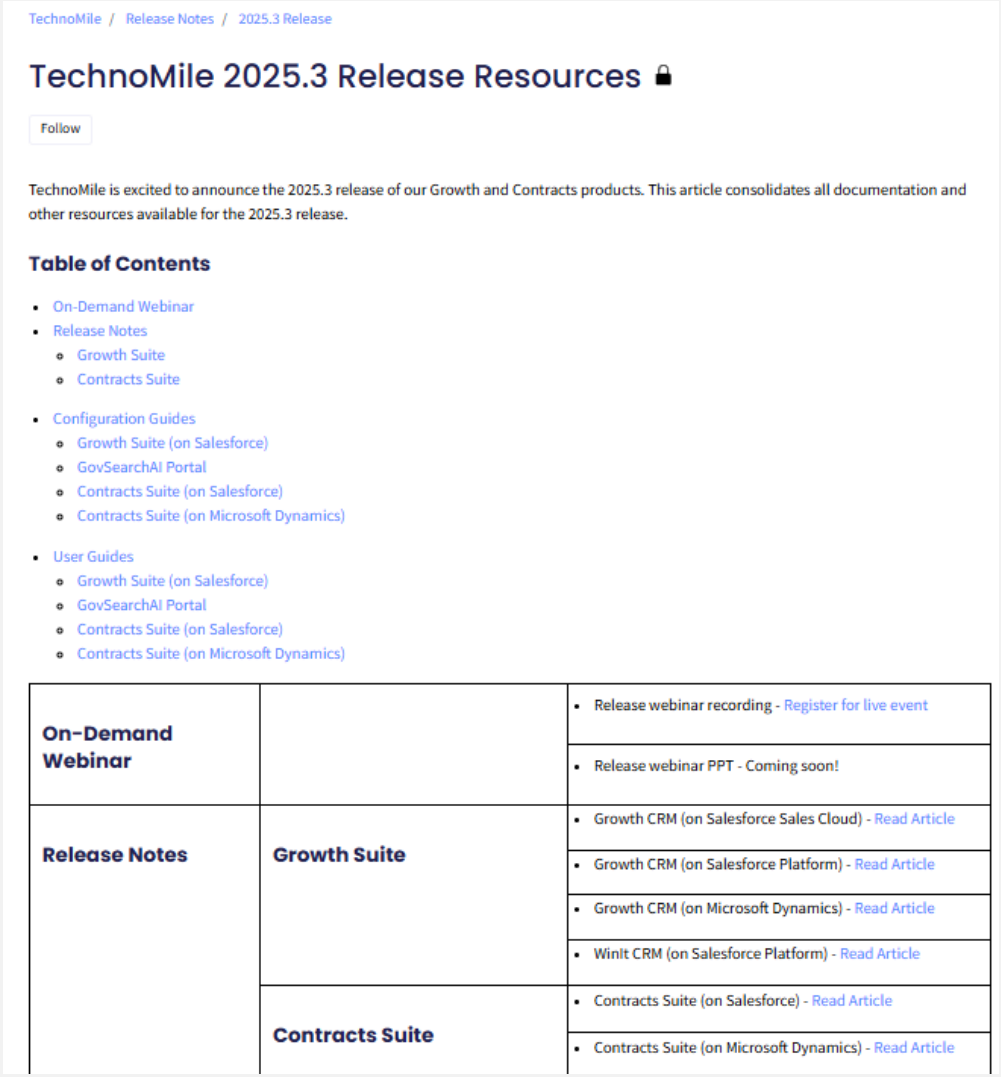
2025.3 Release Reminders

- Today's webinar covers highlights only – be sure to check out the Release Notes for a complete list of all new features, enhancements, and fixes
- Oct 20: Release available for deployment
- Available Now: New & updated documentation on our Customer Success Portal
  - 2025.3 Release Resources Page
    - Release Notes
    - Configuration Guides
    - User Guides
    - Today's Webinar Recording & Slides



TechnoMile / Release Notes / 2025.3 Release

TechnoMile 2025.3 Release Resources

Follow

TechnoMile is excited to announce the 2025.3 release of our Growth and Contracts products. This article consolidates all documentation and other resources available for the 2025.3 release.

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  - Contracts Suite (on Microsoft Dynamics)
- User Guides
  - Growth Suite (on Salesforce)
  - GovSearchAI Portal
  - Contracts Suite (on Salesforce)
  - Contracts Suite (on Microsoft Dynamics)

On-Demand Webinar		• Release webinar recording - Register for live event
		• Release webinar PPT - Coming soon!
Release Notes	**Growth Suite**	• Growth CRM (on Salesforce Sales Cloud) - Read Article
		• Growth CRM (on Salesforce Platform) - Read Article
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	Contracts Suite	• Contracts Suite (on Salesforce) - Read Article
		• Contracts Suite (on Microsoft Dynamics) - Read Article

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Don’t Miss It! Elevate25 – Our Annual Customer Conference

- **Nov 5 – TechnoMile HQ in Tysons**
  - Pre-Conference Admin & End User Training for Growth & Contracts
  - Elevate25 Welcome Reception with open bar, hors d'oeuvres, and lively conversation

- **Nov 6 – Elevate25 at the Hyatt Regency Reston**
  - Exciting product announcements
  - Exclusive industry insights
  - Hands-on learning
  - High-value networking opportunities

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Agenda

Growth Suite Update, Demo, and Sneak Peek 01

Grant Gearhart

Contracts Suite Update, Demo, and Sneak Peek 02

Mai Suzuki-Scull & Rashad Mohammed

Q&A 03

TechnoMile Product Management Team

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Growth Suite

Update, Demo, and Sneak Peek

Release Themes for Growth Suite

- **Build the pipeline.**
  - Intelligent tools to help your team rapidly find relevant opportunities and fill your company's pipeline

- **Research the pipeline.**
  - Insights and automation that inform smart bid/no bid decision making and save your team time

- **Execute the pipeline.**
  - Human-AI collaboration that focuses your team on the right priorities, reinforces sales best practices, and boosts win rates

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2025.3 Key Updates for Growth Suite on Salesforce or Dynamics

- NoticesIQ
  - Search Task Orders List View Improvements
  - New Tracked Notices Views
  - eBuy Integration Enhancements

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NoticesIQ: Search Task Orders List View Improvements

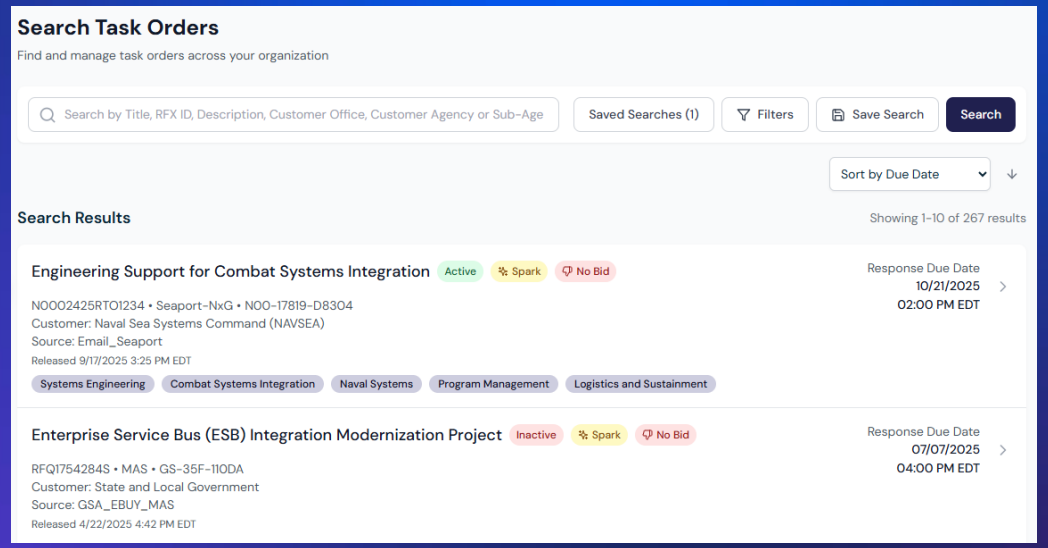
See helpful task order details and context at a glance.

Key Capabilities

- The list view of task order notices was enhanced:
  - New fields added, including release date, source, contract number, active/inactive status, and bid/no-bid status
  - Now displays the lowest-level agency/office customer name associated with a notice

Key Benefits

- Provides the user with helpful details and context at a glance, helping to speed qualification.



Speed qualification with additional details and context for each task order notice.

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NoticesIQ: New Tracked Notices Views

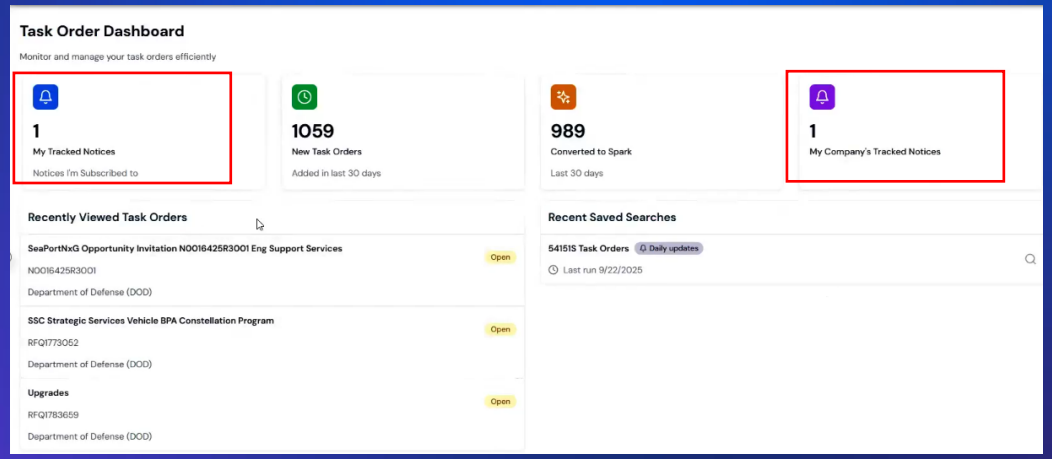
Get quick, easy visibility into relevant notices.

Key Capabilities

- NoticesIQ includes two new views accessible from the Dashboard:
  - My Tracked Notices – The list of all task orders the user has tagged to follow
  - My Company's Tracked Notices – The list of all task orders that anyone in your company has tagged to follow

Key Benefits

- Provides quick, easy visibility into the task order notices of interest to you or your company, saving time.
- Gives users involved in reviewing and qualifying task order notices who do not have CRM access a centralized place to view all relevant notices.



Save time with streamlined access to relevant task order notices.

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NoticesIQ: eBuy Integration Enhancements

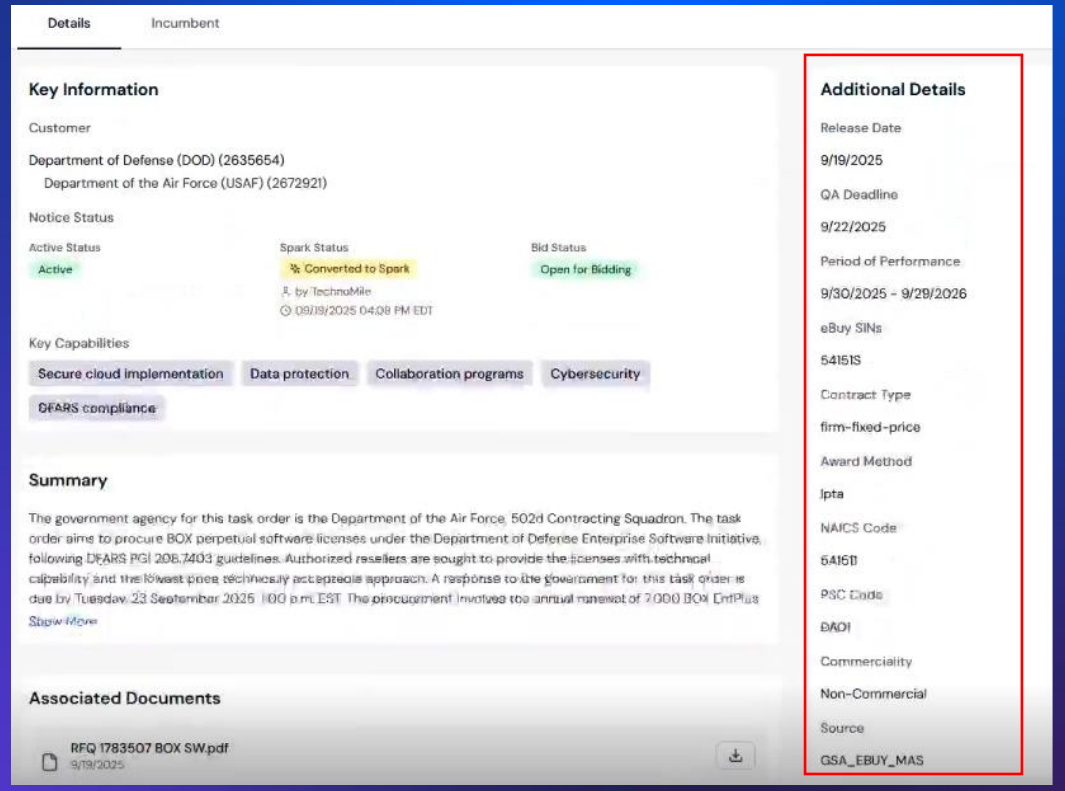
More rapidly find and qualify best-fit task orders issued via eBuy.

Key Capabilities

- **SIN Code Support –** SIN codes are now ingested and displayed on each new task order notice and can be used to search for relevant notices and create Spark rules
- **New eBuy Fields Added –** NoticesIQ supports new fields – Notice Type, Award Method, Commerciality, and Contract Type – introduced with the GSA's recent updates to eBuy

Key Benefits

- More rapidly and easily find and qualify relevant task order opportunities.
- Automate creation of best-fit task order leads.



Rapidly find and qualify best-fit task orders issued via eBuy.

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2025.3 Key Update for Growth on Salesforce (Growth CRM or WinIt CRM)

- NoticesIQ: Auto-Create Spark Rules
- Growth/WinIt CRM: Spark-to-Opportunity Conversion Admin Panel – New Auto-Create Opportunities Feature

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NoticesIQ: Auto-Create Spark Rules

Automate the addition of relevant new task order opportunities to your pipeline.

Key Capabilities

- Admins can define rules so newly-ingested RFXs that meet a company's unique criteria will be automatically added to your Growth/WinIt CRM as Spark records
- Rules can be defined using criteria such as contract vehicles, minimum task order value, agencies, due date, capabilities, and eBuy SIN codes

Key Benefits

- Streamlines the addition of relevant new task order opportunities to your organization's pipeline.
- Saves users time by fully automating the initial qualification process.

Save time by fully automating initial task order qualification.

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Spark-to-Opportunity Conversion Admin Panel: Auto-Create Opportunities

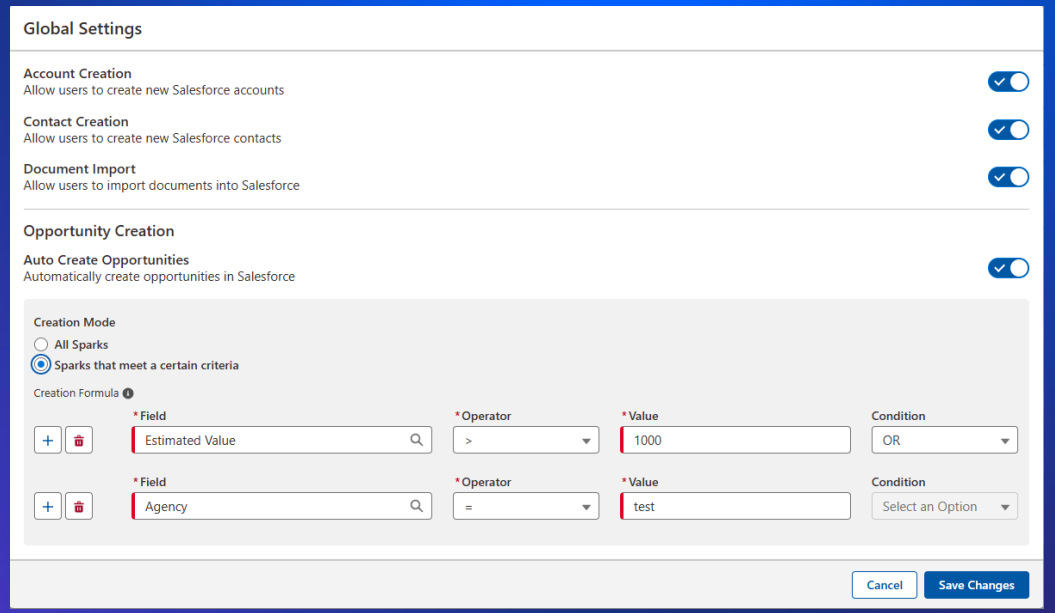
Save time with automated opportunity creation.

Key Capabilities

- Auto-create new opportunity records in your Growth/WinIt CRM from incoming Sparks, completely automating opportunity creation
    - Create new opportunities from “All Sparks” or only “Sparks that meet certain criteria” – e.g., agency, NAICS/PSC codes, etc. – to trigger opportunity creation

Key Benefits

- Significantly reduce the need for manual opportunity creation, saving users’ time.
- Efficiently fill your pipeline with opportunities that satisfy your company’s unique criteria.



Significantly reduce the need for manual opportunity creation.

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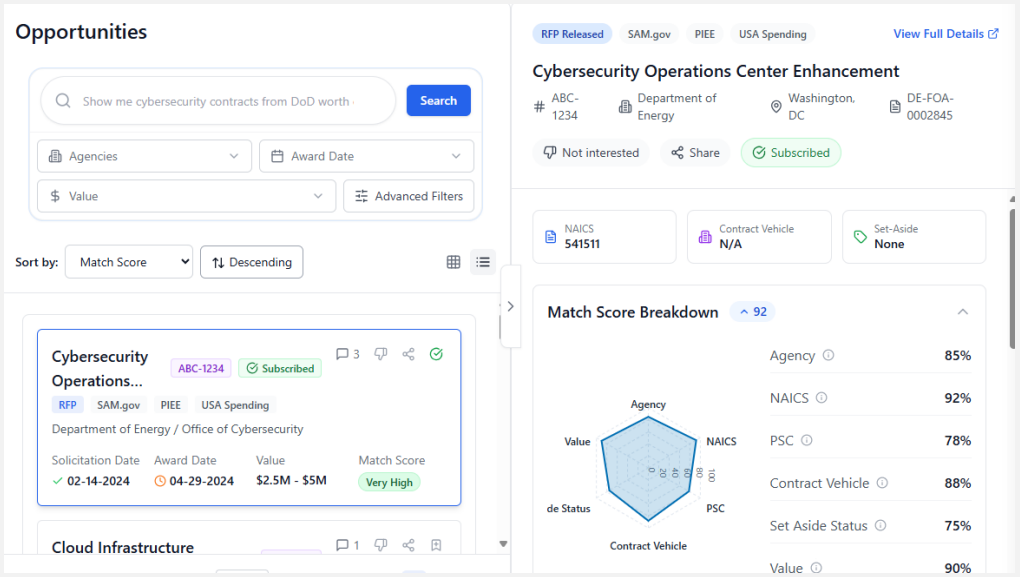
Sneak Peek: Premiering at Elevate25 for All Growth Suite Users

GovSearchAI – A reimagined, agentic-fueled user experience to build your pipeline

Key Capabilities

- **New UI/UX:** A sleeker, modern interface and more intuitive navigation
- **Find Opportunities:** TechnoMile AI agents help more efficiently fill your pipeline – from analyzing, scoring, and highlighting the most relevant new opportunities in the market, to intelligent opportunity summarization, capability tagging, and value assessment
- **Personalized Opportunity Profile**: Each user can customize their default view of Find Opportunities, tailoring it to include only high-relevancy opportunities for their role
- **The TechnoMile Opportunity:** Users see a holistic, AI-enhanced view of each potential opportunity that aggregates all available details – any related notices, the solicitation, the related expiring award, all documents



Key Benefits

- Rapidly identify highly-relevant opportunities and leverage details at your fingertips that streamline research and qualification.
- See opportunities tailored to your specific role and your company's current and/or future target markets.

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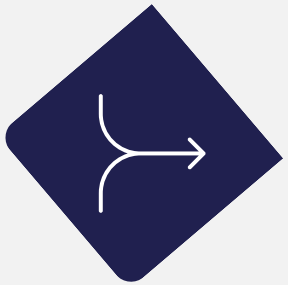
Contracts Suite

Update, Demo, and Sneak Peek

Release Themes for Contracts



- **Streamline pre-award analysis.**
  - Agentic-fueled solutions that enhance collaboration, assessment of risk, and pricing strategy in the pursuit of new business
- **Speed award intake.**
  - Automation and intelligence that accelerate contract set up so your team can focus on strategic priorities
- **Simplify post-award risk and compliance management.**
  - Tools and AI agents that streamline contract administration, safeguard against compliance gaps, and mitigate risk

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2025.3 Key Updates for Contracts Suite on Salesforce or Dynamics

- Transform Copilot: Update Contract Skip Step(s) Enhancement
- Transform Copilot: AI-Powered Contract Summary Includes Key Clauses

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Transform Copilot: Update Contract Skip Step(s) Enhancement

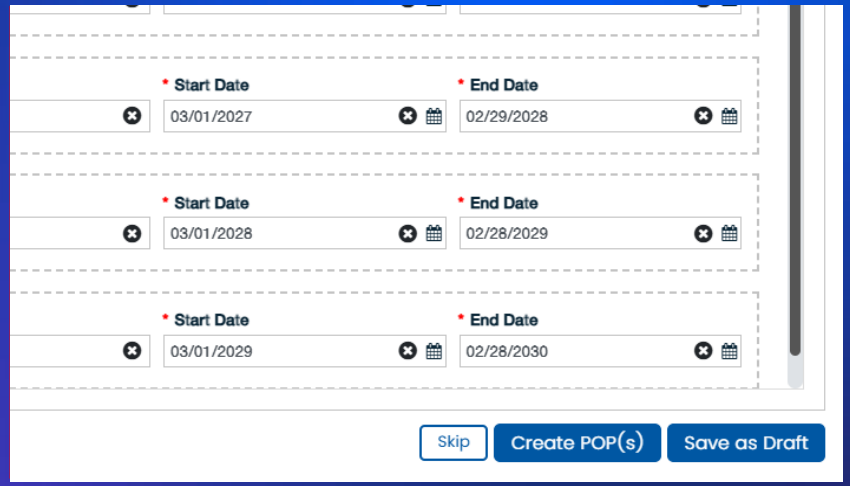
Gain added flexibility to accelerate the contract intake process.

Key Capabilities

- When updating a contract record, users have the option to skip the ingestion of extracted Period of Performance (POP), CLIN/SLIN, and/or Clauses data as they move through the data validation wizard

Key Benefits

- Delivers the flexibility to speed intake of additional contract details on records where some contract information has already been populated.



Leverage Transform Copilot to intake additional details when a baseline contract record exists.

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Transform Copilot: AI-Powered Contract Summary Includes Key Clauses

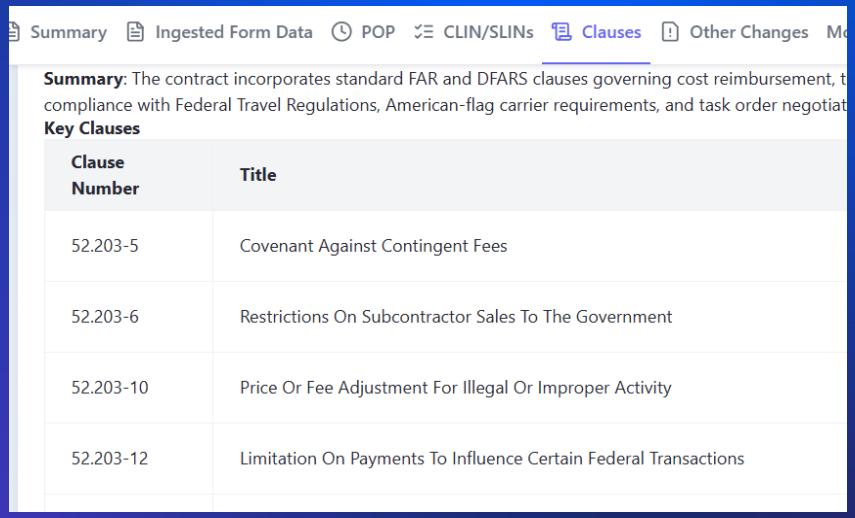
Gain visibility into the clauses that matter most to your company.

Key Capabilities

- The AI-powered contract summary now includes Key Clauses. The Clauses tab displays tables listing:
  - Your company's Key Clauses found within the ingested contract, including earlier revisions
  - Other standard and/or non-standard clauses found within the award document

Key Benefits

- Provides easy visibility into whether the clauses that matter most to your organization are contained in a new contract award.
- Delivers insight into any non-standard clauses in an award and the associated risks.



Gain easy visibility into key and non-standard clauses contained within a new award.

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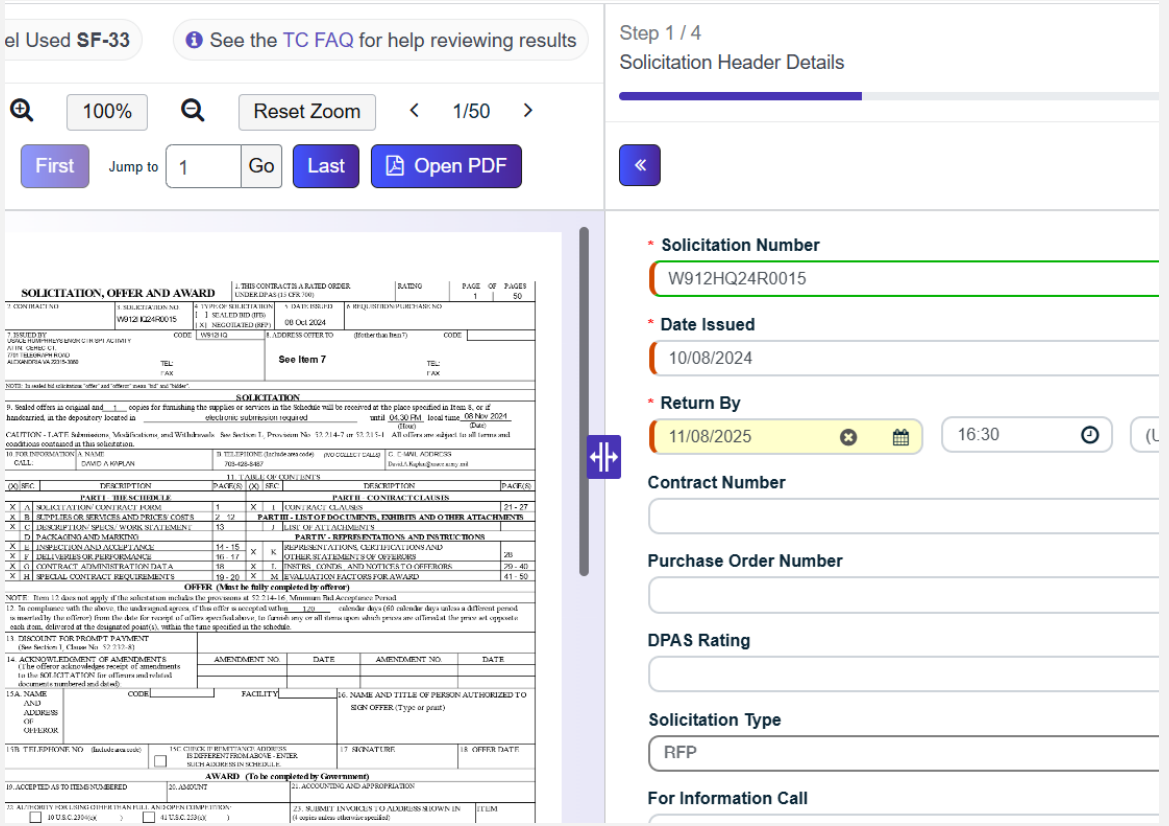
Sneak Peek: Premiering at Elevate25

Transform Copilot for Pre-Award – Streamlined solicitation intake and risk analysis

Key Capabilities

- AI-powered extraction of key business intelligence from solicitations – including proposed Periods of Performance, CLINs/SLINs, and clauses – to automate creation of detailed solicitation and proposal records
- AI summary of the solicitation and any identified risks
- Leverages ElevateAI chat to enable conversational querying of the solicitation
- Compatible with Pre-Award Management, which can be added on to CLM or Growth/WinIt CRM



Key Benefits

- Eliminates hours of manual data entry.
- Accelerates risk assessments and compliant proposal creation.
- Helps inform pricing approach and strategy.

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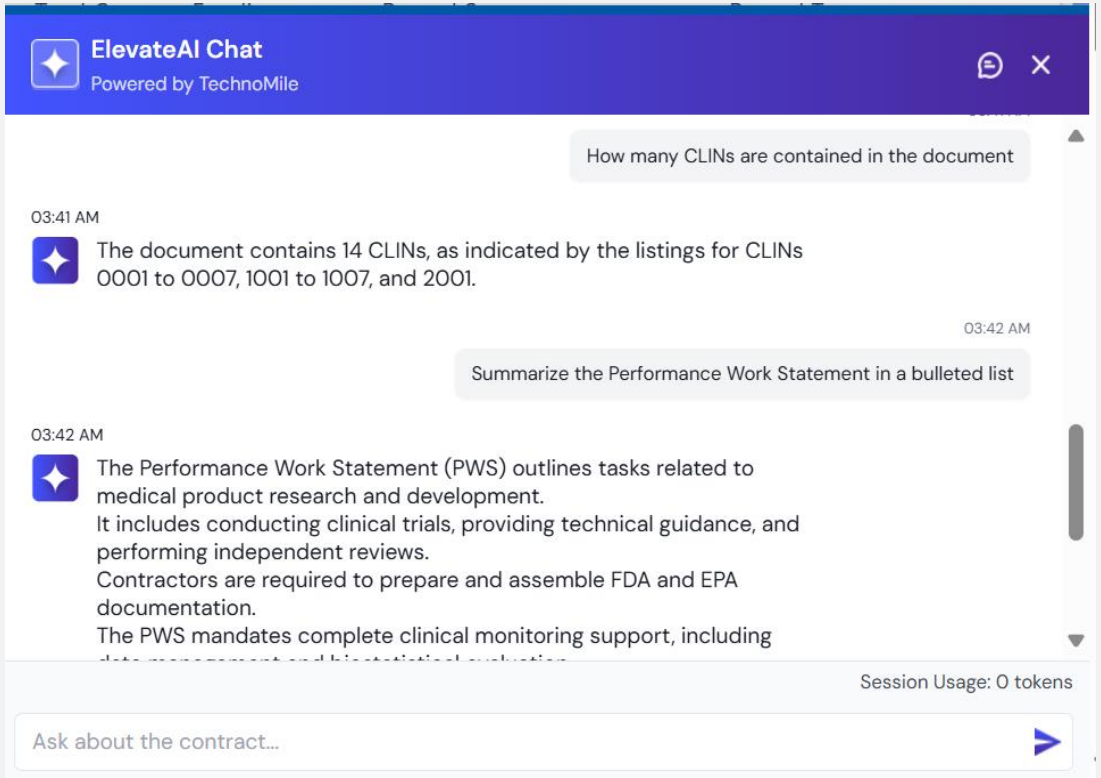
Sneak Peek: Premiering at Elevate25

ElevateAI Chat – Gather More Intelligence from Your Documents

Key Capabilities

- Utilize AI through natural conversation
- Pre-trained model speaks to you like an experienced contract manager
- Rapidly analyze and produce artifacts from solicitation and contract documents on demand



Key Benefits

- Automates production of organized synopses of specific sections of a contract or solicitation document
- Accelerates analysis for faster responses to new or changed contracts and solicitations
- Assists users in AI adoption with minimal training needs

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2025.3 Key Updates for Contracts Suite on Salesforce

- Configurable Email Notification Templates
  - CLM – OCI and CPAR Review Emails
  - Pre-Award Management – Proposal Review Emails
  - Agreement Management – External Reviewer Emails
- Help Text Added

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Configurable Email Notification Templates

Gain flexibility to tailor email notifications to your company's needs.

Key Capabilities

- **Company Logo Inclusion** – Your admin can upload your company's logo to appear on all Contracts Suite notification emails
- **OCI and CPAR Review Emails** – Can include client-specific messaging and local merge fields
- **Proposal Review Emails** – Can include client-specific messaging and local merge fields
- **Agreement External Reviewer Emails** – Can customize the subject and body of the emails confirming successful ingestion of an external reviewer's reply and the email alerting the reviewer when there is an error ingesting the reply

Key Benefits

- Incorporate your corporate branding into email notifications.
- Tailor email notifications to meet your unique requirements.

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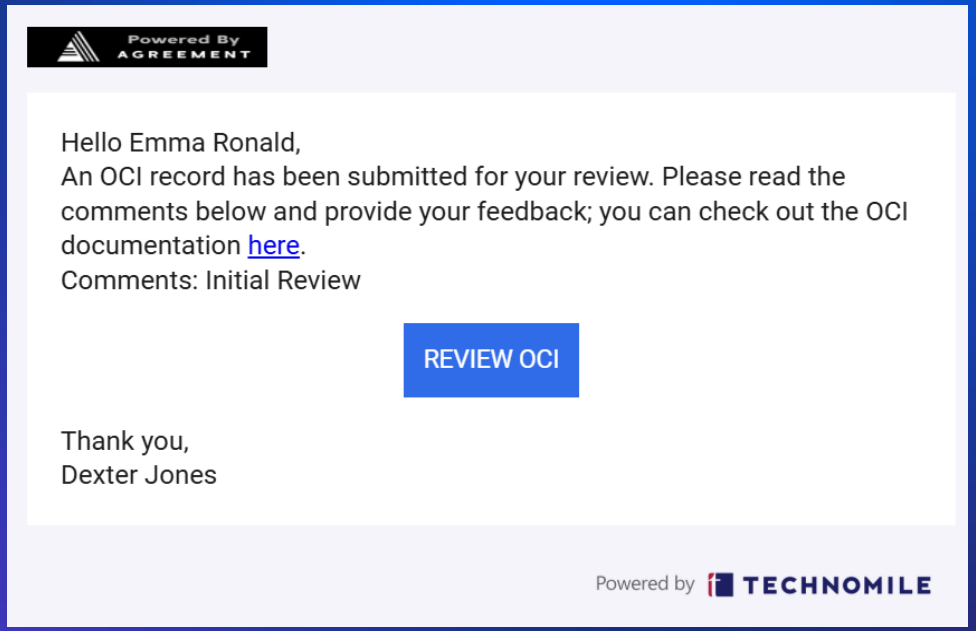


Tailor email notifications to your company's branding and messaging requirements.

Help Text Added

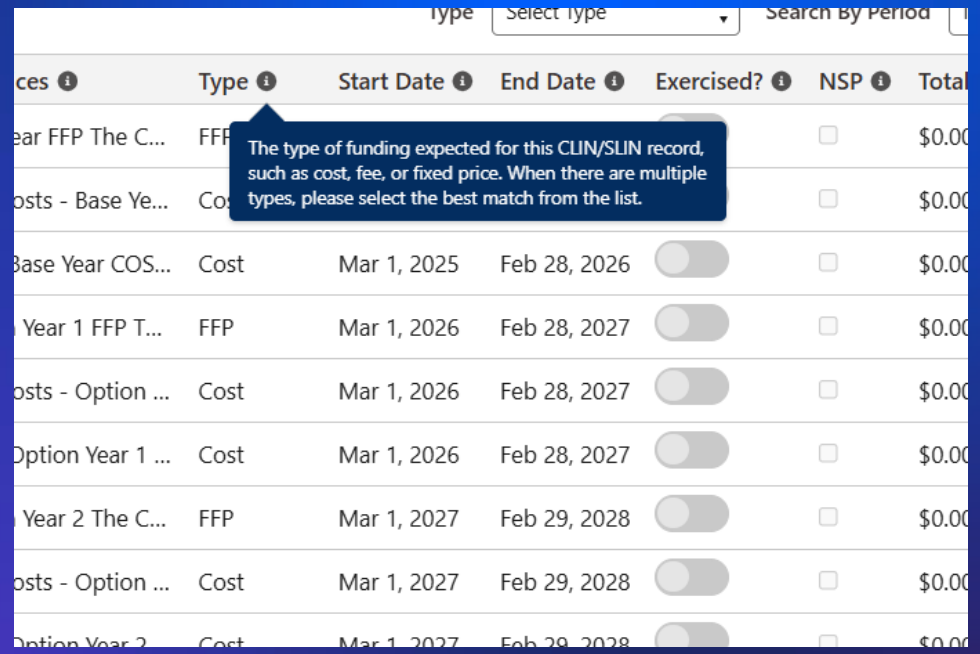
Enjoy an improved user experience.

Key Capabilities

- Help text is available to users when viewing or editing data in the tables for:
  - Period of Performance (POP) tables
  - CLIN/SLIN tables
  - Mod tables
  - Closeout tables within the CLM

Key Benefits

- Improves the user experience.
- Supports the capture of quality, consistent data.



Capture quality, consistent contract data.

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2025.3 Key Updates for Contracts Suite on Dynamics

- Internal POCs Replaced by Team Members
- CLIN/SLIN Management Enhancements
- Clause Management Improvements
- Streamlined Cloning for Child Contracts

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Internal POCs Replaced by Team Members

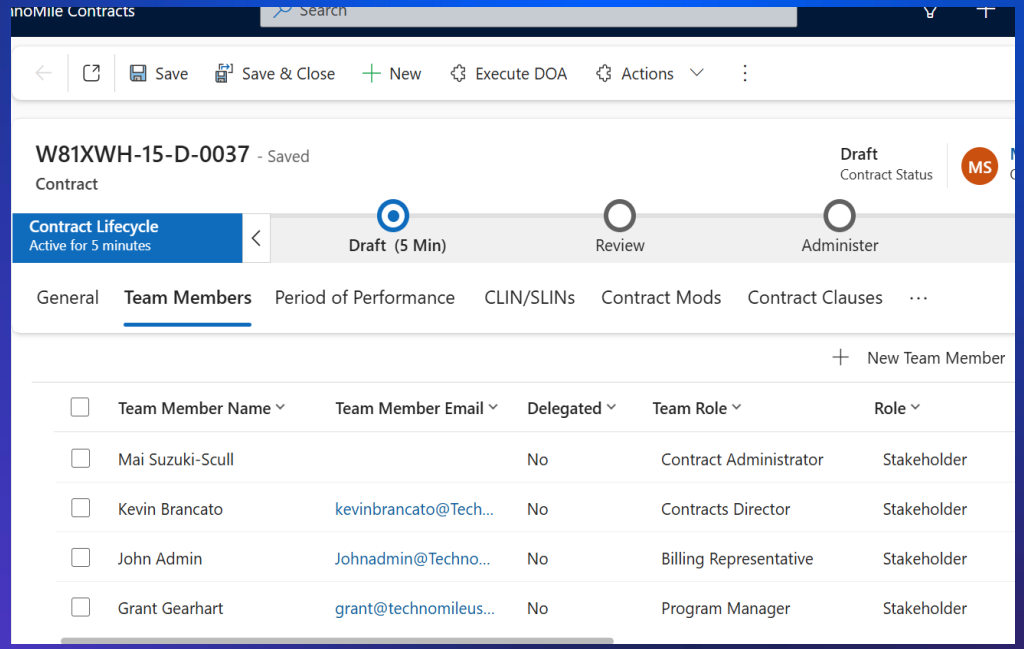
Capture a more comprehensive view of the internal team associated with each contract.

Key Capabilities

- This release introduces contract Team Members as a replacement to Internal POCs
- Each team member can be assigned a team role and/or an approval role (reviewer, signatory) or simply be designated as a stakeholder who requires visibility

Key Benefits

- Gives clients more flexibility to capture all internal contacts and their role(s) associated with a contract and provide appropriate visibility and/or review/approval authority.
- Frees up fields on the contract record.



Capture a comprehensive view of each contract team.

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CLIN/SLIN Management Enhancements

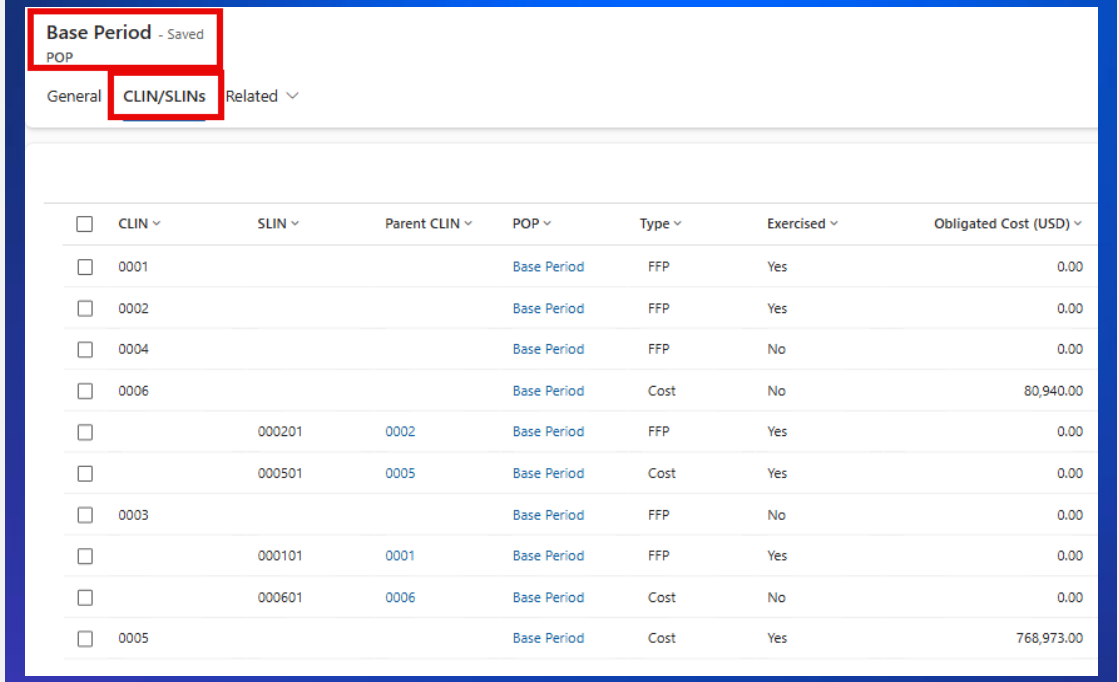
Easily understand the relationships between POP, CLIN, and SLIN data, saving time.

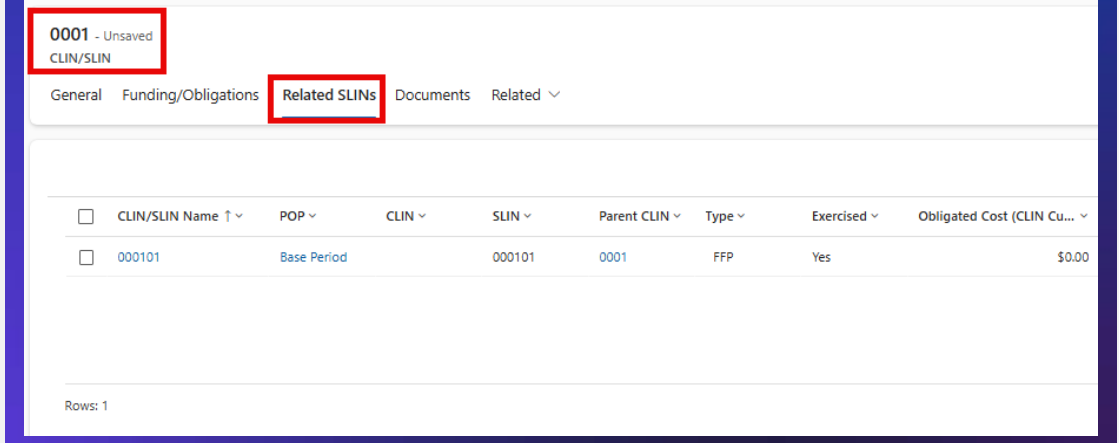
Key Capabilities

- New views of related CLIN/SLIN data now available:
  - POP page includes a related CLIN/SLINs tab, providing easy visibility into all CLINs/SLINs associated with an individual period
  - CLIN/SLIN page includes a related SLINs tab, making it easy to understand which SLINs are children of a parent CLIN

Key Benefits

- Makes it quicker and easier for users to track and understand the relationships between periods of performance, CLINs, and SLINs.
- Eliminates the need to toggle between pages, streamlining the user experience.





Get easy visibility into the relationships between POPs, CLINs, and SLINs.

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Clause Management Improvements

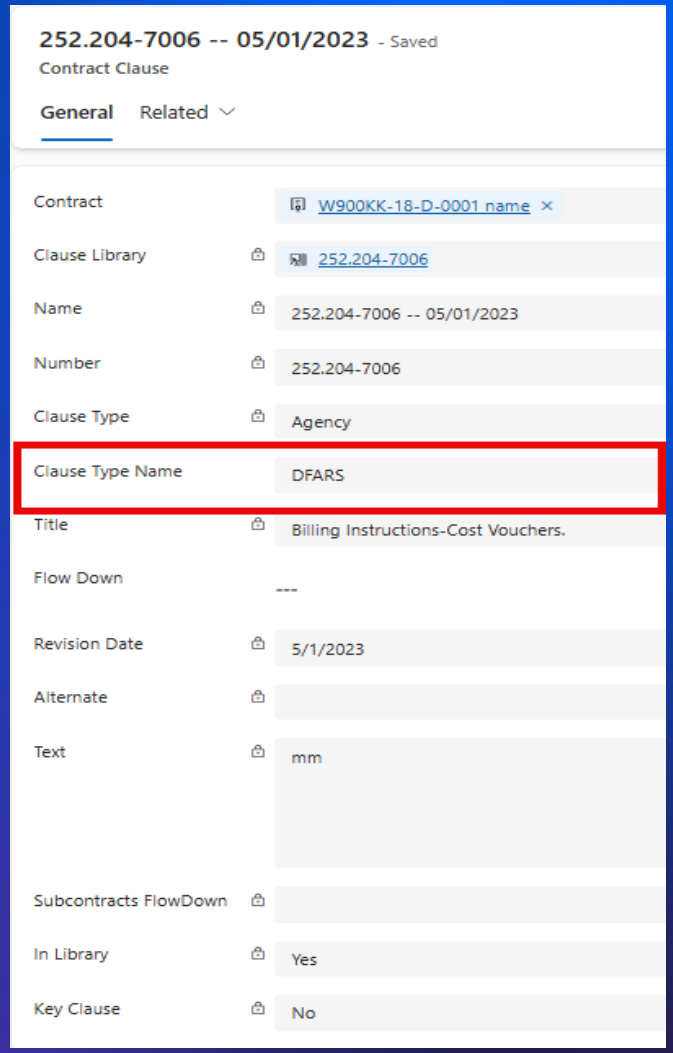
Save time while strengthening compliance.

Key Capabilities

- Users can see the agency supplement name (AFARS, NMCARS, etc.) associated with contract clauses, making it quicker to identify and add clauses
- When reviewing Key Clauses, users have the option to show/hide archived versions, making it easier to select Needs Review – Yes/No based on the most current version of these clauses.

Key Benefits

- Get easy visibility into additional details and context regarding clauses that saves users time.



See additional details and context that streamline clause management.

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Streamlined Cloning for Child Contracts

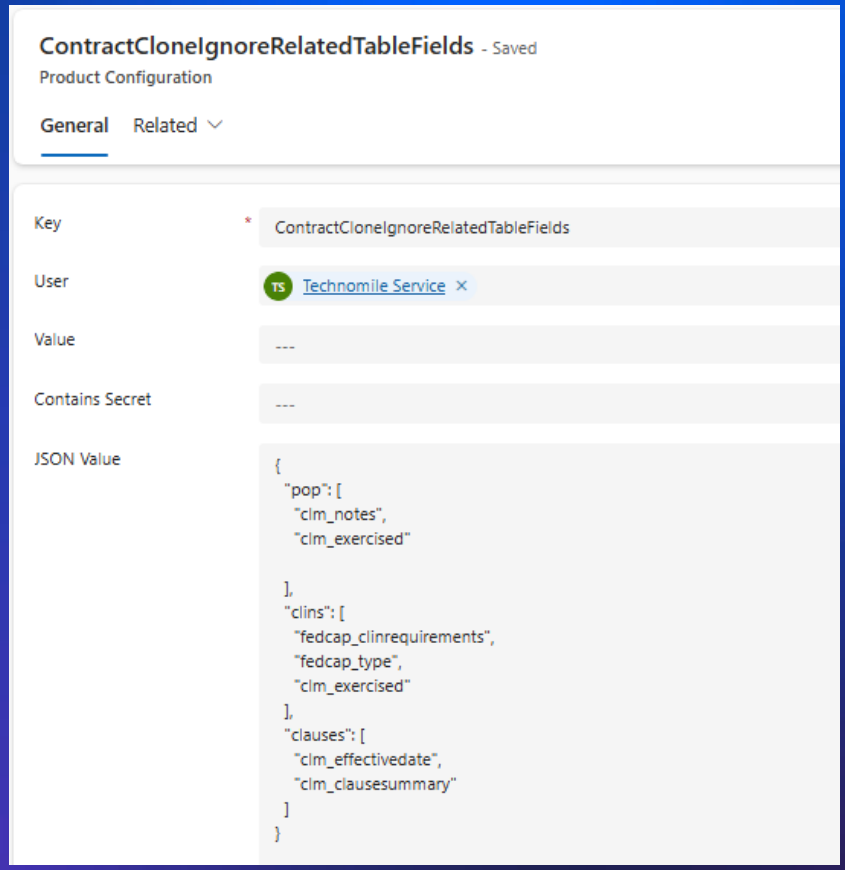
Save users time when creating child contract records.

Key Capabilities

- Client admins can configure whether certain data should be excluded from child records when a parent contract is cloned to create a new child contract
  - Can choose to exclude POPs, CLIN/SLINs, Contract Clauses/Contract-Specific Clauses, and other custom fields

Key Benefits

- Streamlines the creation of child records by eliminating the need to manually remove unwanted data.



Streamline the creation of child contract records.

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Live Q&A

See you on November 6 at the Hyatt Regency Reston!

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