

2025.3 Release Preview

October 16, 2025

Today's Speakers



Stephen Hardy
Director, Customer Success



Grant Gearhart
Product Manager



Mai Suzuki-Scull
Product Manager



Rashad Mohammed
Product Manager

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

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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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On-Demand Webinar		<ul style="list-style-type: none"> • Release webinar recording - Register for live event
		<ul style="list-style-type: none"> • Release webinar PPT - Coming soon!
Release Notes	Growth Suite	<ul style="list-style-type: none"> • Growth CRM (on Salesforce Sales Cloud) - Read Article
		<ul style="list-style-type: none"> • Growth CRM (on Salesforce Platform) - Read Article
		<ul style="list-style-type: none"> • Growth CRM (on Microsoft Dynamics) - Read Article
		<ul style="list-style-type: none"> • Wintl CRM (on Salesforce Platform) - Read Article
	Contracts Suite	<ul style="list-style-type: none"> • Contracts Suite (on Salesforce) - Read Article
		<ul style="list-style-type: none"> • Contracts Suite (on Microsoft Dynamics) - Read Article

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

Elevate25

The Conference for **Innovators**
Shaping the Future of GovCon

by  **TECHNOMILE**

Agenda

Growth Suite Update, Demo, and Sneak Peek

Grant Gearhart

01

Contracts Suite Update, Demo, and Sneak Peek

Mai Suzuki-Scull & Rashad Mohammed

02

Q&A

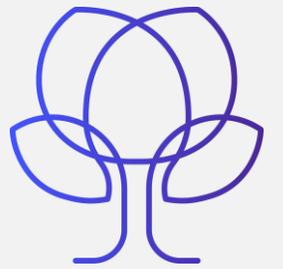
TechnoMile Product Management Team

03

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.**

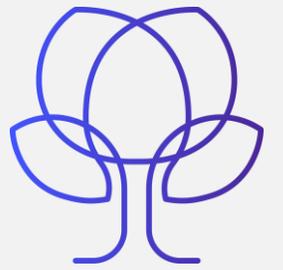
- Insights and automation that inform smart bid/no bid decision making and save your team time



- **Execute the pipeline.**

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

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

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.

The screenshot displays the 'Search Task Orders' interface. At the top, there is a search bar with the placeholder text 'Search by Title, RFX ID, Description, Customer Office, Customer Agency or Sub-Age'. To the right of the search bar are buttons for 'Saved Searches (1)', 'Filters', 'Save Search', and 'Search'. Below the search bar is a 'Sort by Due Date' dropdown menu. The main content area is titled 'Search Results' and shows 'Showing 1-10 of 267 results'. Two task order entries are visible:

- Engineering Support for Combat Systems Integration**: Status: Active, Spark, No Bid. Response Due Date: 10/21/2025 02:00 PM EDT. Details: NOO02425RTOI234 • Seaport-NxG • NOO-17819-D8304. Customer: Naval Sea Systems Command (NAVSEA). Source: Email_Seaport. Released 9/17/2025 3:25 PM EDT. Categories: Systems Engineering, Combat Systems Integration, Naval Systems, Program Management, Logistics and Sustainment.
- Enterprise Service Bus (ESB) Integration Modernization Project**: Status: Inactive, Spark, No Bid. Response Due Date: 07/07/2025 04:00 PM EDT. Details: RFQI754284S • MAS • GS-35F-110DA. Customer: State and Local Government. Source: GSA_EBUY_MAS. Released 4/22/2025 4:42 PM EDT.

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

NoticesIQ: New Tracked Notices Views

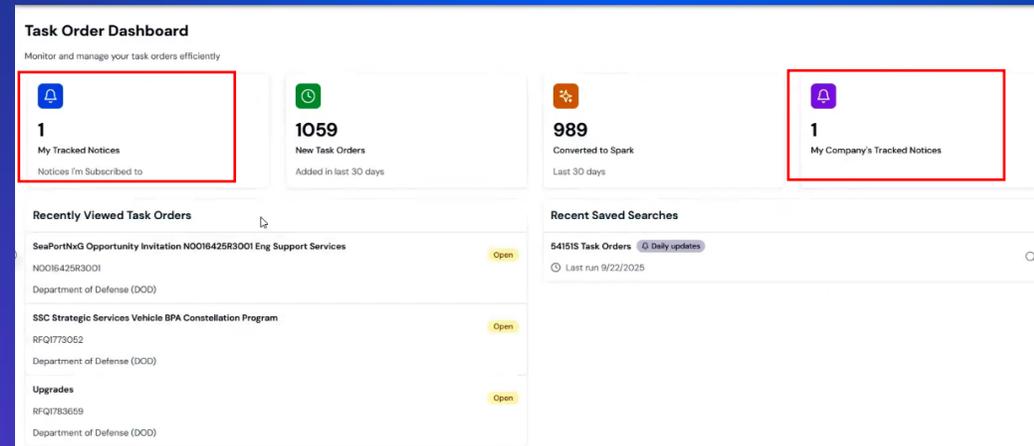
Get quick, easy visibility into relevant notices.

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.

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.

Details Incumbent

Key Information

Customer
Department of Defense (DOD) (2635654)
Department of the Air Force (USAF) (2672921)

Notice Status

Active Status: Active
Spark Status: % Converted to Spark
Bid Status: Open for Bidding

Key Capabilities: Secure cloud implementation, Data protection, Collaboration programs, Cybersecurity, GARS compliance

Summary

The government agency for this task order is the Department of the Air Force, 502d Contracting Squadron. The task order aims to procure BOX perpetual software licenses under the Department of Defense Enterprise Software Initiative, following DFARS PGI 206.7403 guidelines. Authorized resellers are sought to provide the licenses with technical capability and the lowest price technically acceptable approach. A response to the government for this task order is due by Tuesday, 23 September 2025 1:00 p.m. EST. The procurement involves the annual renewal of 7,000 BOX EntPlus Spark Rules.

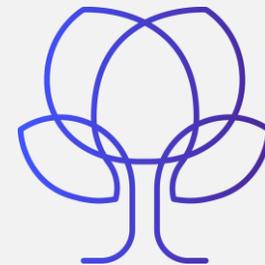
Associated Documents

RFQ 1783507 BOX SW.pdf
9/19/2025

Additional Details

Release Date: 9/19/2025
QA Deadline: 9/22/2025
Period of Performance: 9/30/2025 - 9/29/2026
eBuy SINs: 54151
Contract Type: firm-fixed-price
Award Method: lpta
NAICS Code: 54151
PSC Code: DADI
Commerciality: Non-Commercial
Source: GSA_EBUY_MAS

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



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

NoticesIQ: Auto-Create Spark Rules

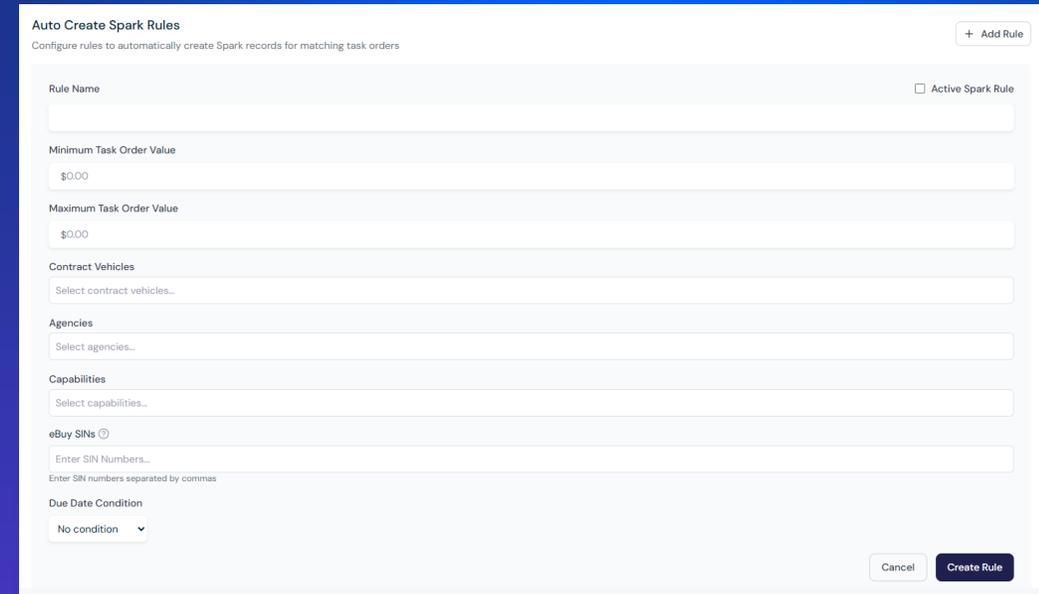
Automate the addition of relevant new task order opportunities to your pipeline.

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.



The screenshot shows a web interface for configuring 'Auto Create Spark Rules'. The title is 'Auto Create Spark Rules' with a subtitle 'Configure rules to automatically create Spark records for matching task orders' and an '+ Add Rule' button. The form includes several fields: 'Rule Name' with an 'Active Spark Rule' checkbox; 'Minimum Task Order Value' and 'Maximum Task Order Value' both set to '\$0.00'; 'Contract Vehicles' with a 'Select contract vehicles...' dropdown; 'Agencies' with a 'Select agencies...' dropdown; 'Capabilities' with a 'Select capabilities...' dropdown; 'eBuy SINs' with a 'Enter SIN Numbers...' field and a note 'Enter SIN numbers separated by commas'; and 'Due Date Condition' set to 'No condition' with a dropdown arrow. At the bottom right are 'Cancel' and 'Create Rule' buttons.

Save time by fully automating initial task order qualification.

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

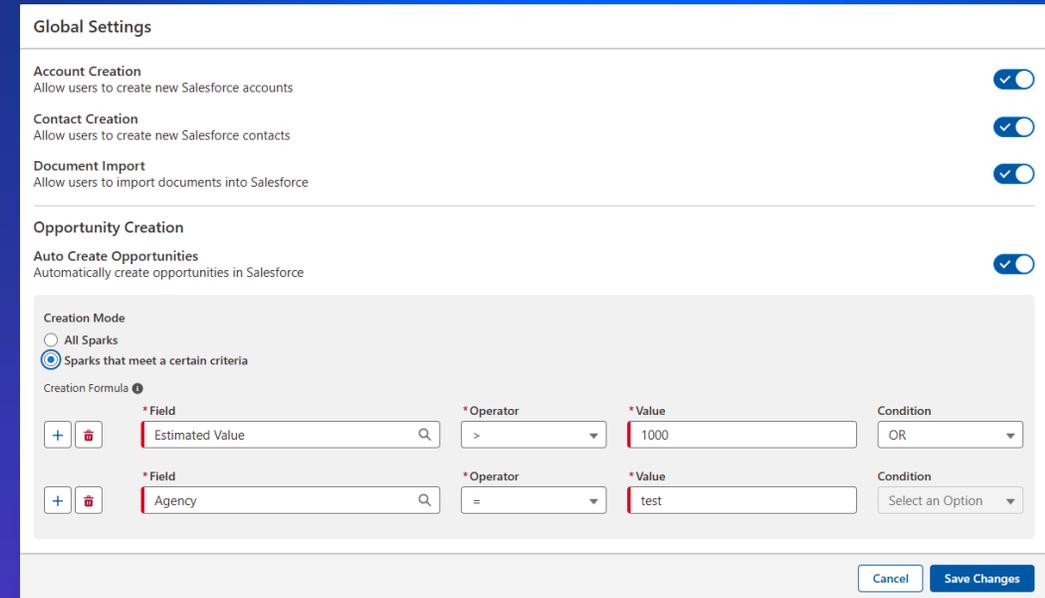
Save time with automated opportunity creation.

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.

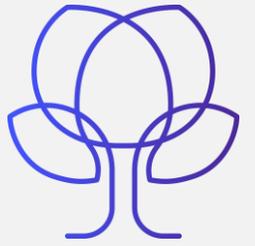


The screenshot shows the 'Global Settings' interface for 'Auto Create Opportunities'. It includes sections for 'Account Creation', 'Contact Creation', and 'Document Import', each with a toggle switch. The 'Opportunity Creation' section is active, showing 'Auto Create Opportunities' is turned on. Under 'Creation Mode', 'Sparks that meet a certain criteria' is selected. The 'Creation Formula' section contains two criteria: 'Estimated Value > 1000' and 'Agency = test'. The interface includes 'Cancel' and 'Save Changes' buttons at the bottom right.

Significantly reduce the need for manual opportunity creation.

Sneak Peek: Premiering at Elevate25 for All Growth Suite Users

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

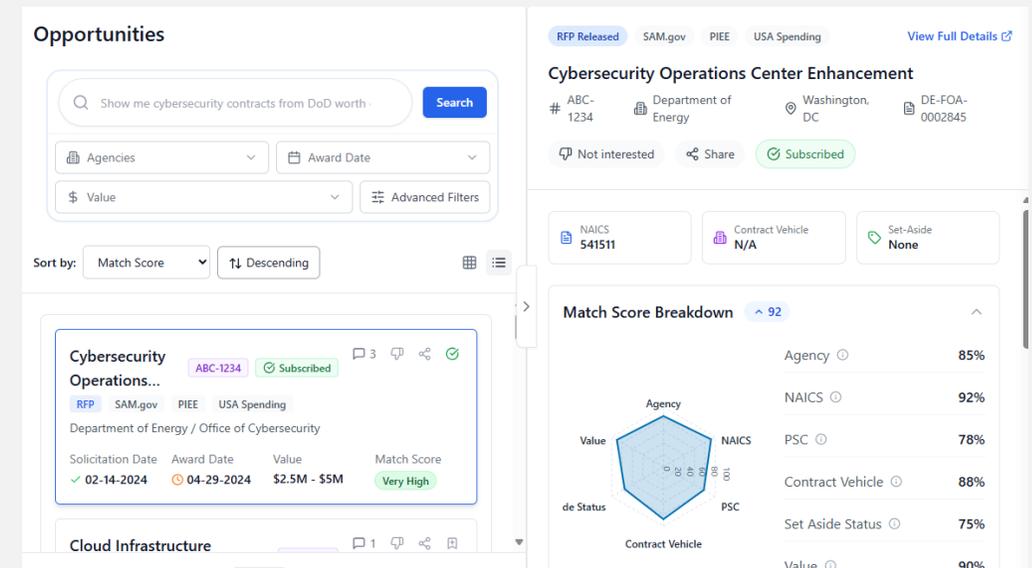


Key Capabilities

- **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

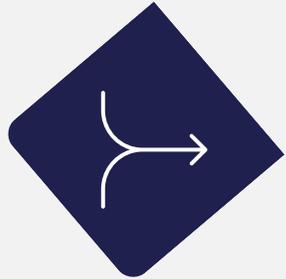
- Rapidly identify highly-relevant opportunities and leverage details at your fingertips that streamline research and qualification.
- See opportunities tailored to your specific role and your company's current and/or future target markets.



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



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

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.

The screenshot displays a data validation wizard interface with three rows of date fields. Each row contains a 'Start Date' field and an 'End Date' field, both with a calendar icon and a close button. The dates are: Row 1: 03/01/2027 to 02/29/2028; Row 2: 03/01/2028 to 02/28/2029; Row 3: 03/01/2029 to 02/28/2030. At the bottom right, there are three buttons: 'Skip', 'Create POP(s)', and 'Save as Draft'.

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

Transform Copilot: AI-Powered Contract Summary Includes Key Clauses

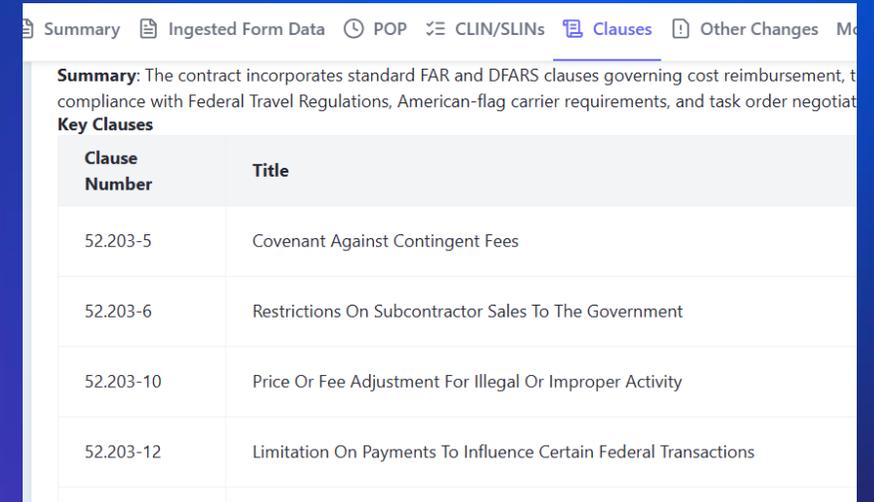
Gain visibility into the clauses that matter most to your company.

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.



Clause Number	Title
52.203-5	Covenant Against Contingent Fees
52.203-6	Restrictions On Subcontractor Sales To The Government
52.203-10	Price Or Fee Adjustment For Illegal Or Improper Activity
52.203-12	Limitation On Payments To Influence Certain Federal Transactions

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

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/Wint CRM

Key Benefits

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

The screenshot displays a software interface for reviewing a solicitation. The main area shows a PDF document titled "SOLICITATION, OFFER AND AWARD" with a table of contents and various sections. The sidebar on the right contains key details:

- Solicitation Number:** W912HQ24R0015
- Date Issued:** 10/08/2024
- Return By:** 11/08/2025 (with a 16:30 deadline)
- Contract Number:** [Empty field]
- Purchase Order Number:** [Empty field]
- DPAS Rating:** [Empty field]
- Solicitation Type:** RFP
- For Information Call:** [Empty field]

Sneak Peek: Premiering at Elevate25

ElevateAI Chat – Gather More Intelligence from Your Documents

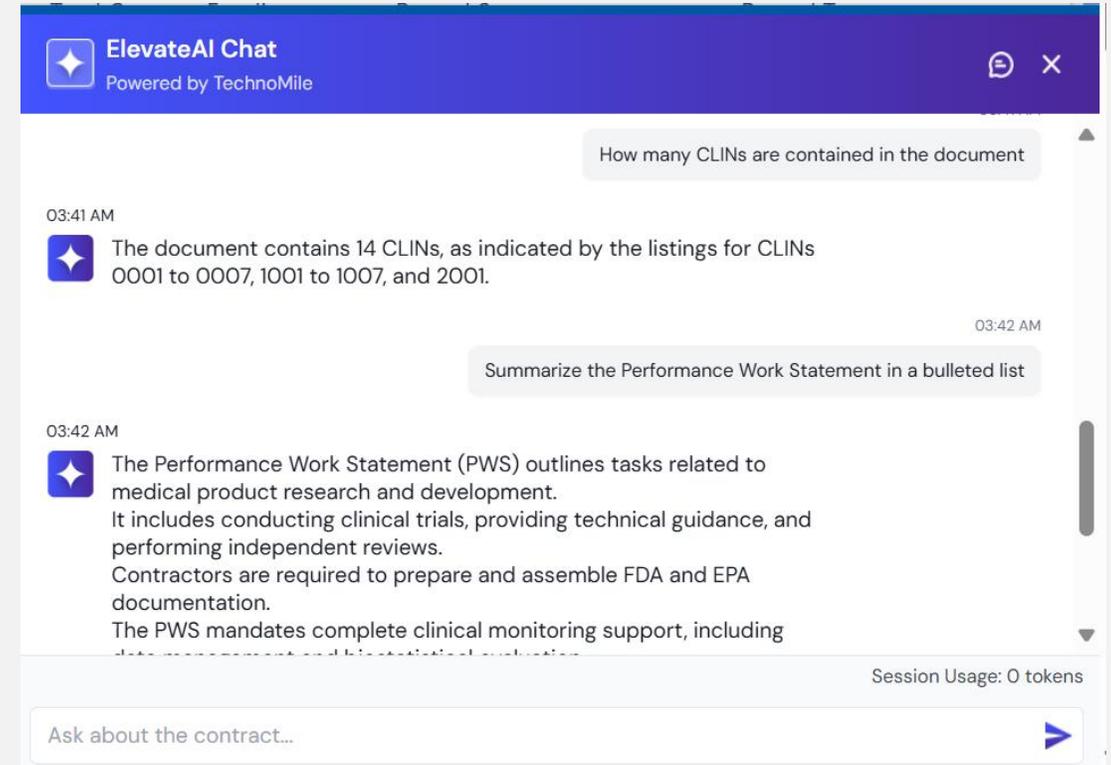


Key Capabilities

- 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



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

Configurable Email Notification Templates

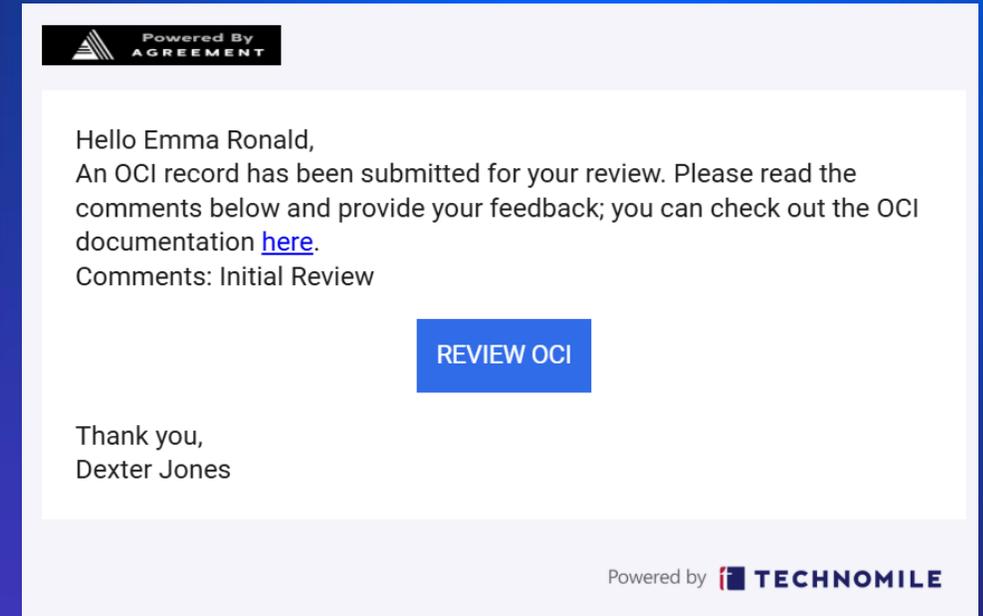
Gain flexibility to tailor email notifications to your company's needs.

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.



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.

Type	Start Date	End Date	Exercised?	NSP	Total
FFP			<input type="checkbox"/>		\$0.00
Cost			<input type="checkbox"/>		\$0.00
Cost	Mar 1, 2025	Feb 28, 2026	<input type="checkbox"/>		\$0.00
FFP	Mar 1, 2026	Feb 28, 2027	<input type="checkbox"/>		\$0.00
Cost	Mar 1, 2026	Feb 28, 2027	<input type="checkbox"/>		\$0.00
Cost	Mar 1, 2026	Feb 28, 2027	<input type="checkbox"/>		\$0.00
FFP	Mar 1, 2027	Feb 29, 2028	<input type="checkbox"/>		\$0.00
Cost	Mar 1, 2027	Feb 29, 2028	<input type="checkbox"/>		\$0.00
Cost	Mar 1, 2027	Feb 29, 2028	<input type="checkbox"/>		\$0.00

Capture quality, consistent contract data.

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

Internal POCs Replaced by Team Members

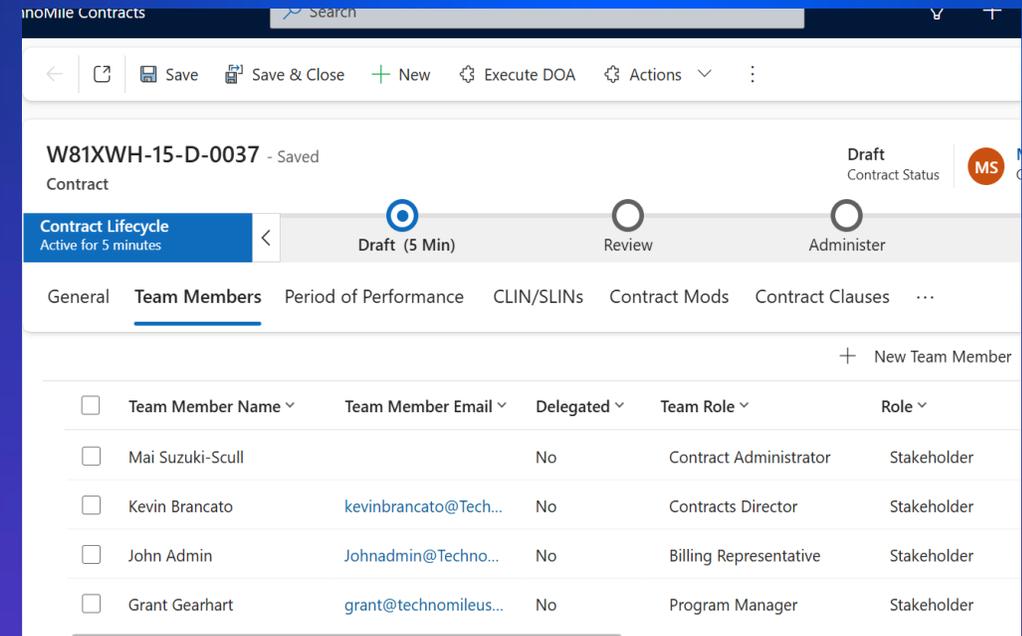
Capture a more comprehensive view of the internal team associated with each contract.

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.

CLIN/SLIN Management Enhancements

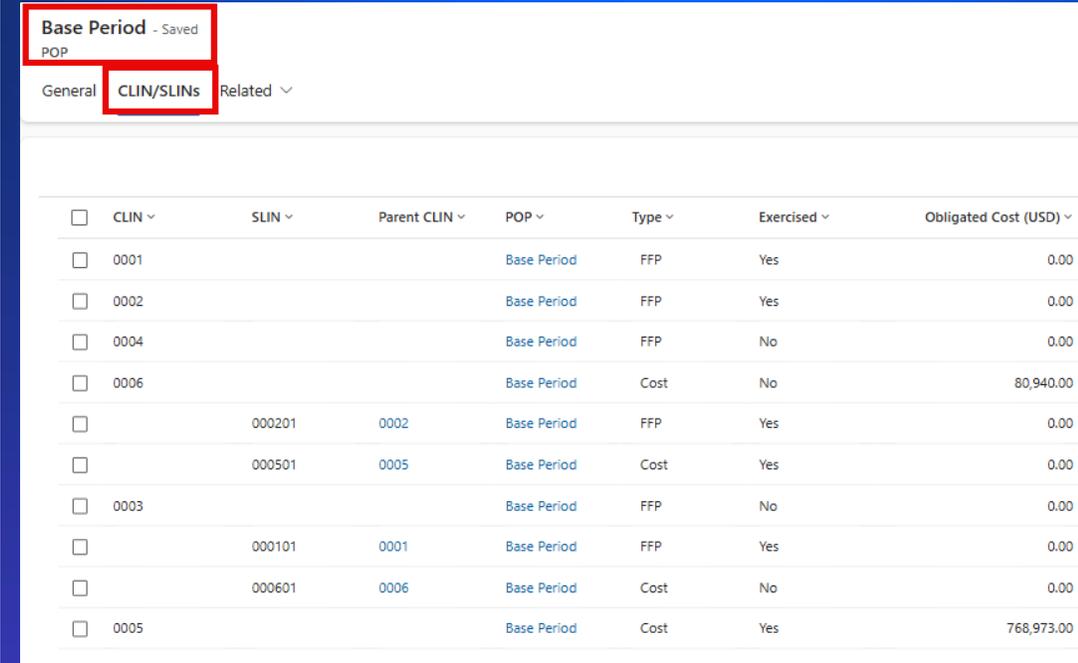
Easily understand the relationships between POP, CLIN, and SLIN data, saving time.

Key Capabilities

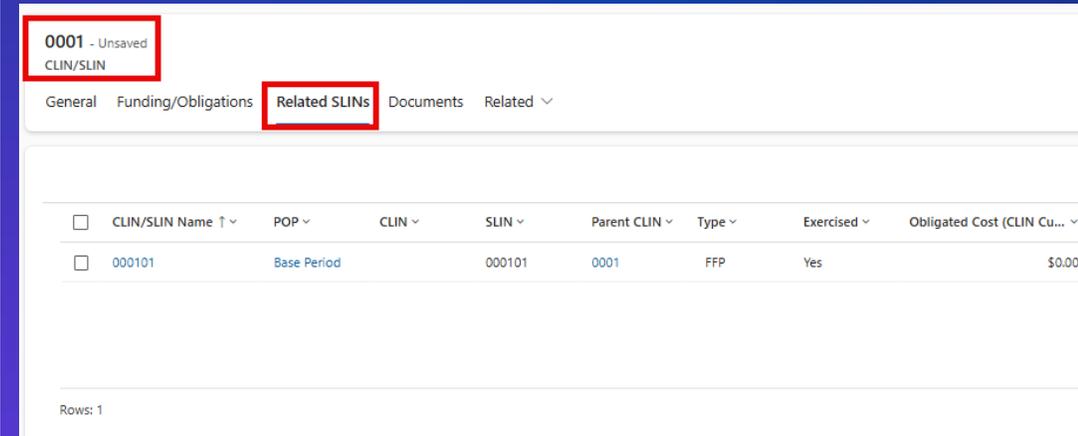
- New views of related CLIN/SLIN data now available:
 - POP page includes a related CLIN/SLINs tab, providing easy visibility into all CLINs/SLINs associated with an individual period
 - CLIN/SLIN page includes a related SLINs tab, making it easy to understand which SLINs are children of a parent CLIN

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.



<input type="checkbox"/>	CLIN	SLIN	Parent CLIN	POP	Type	Exercised	Obligated Cost (USD)
<input type="checkbox"/>	0001			Base Period	FFP	Yes	0.00
<input type="checkbox"/>	0002			Base Period	FFP	Yes	0.00
<input type="checkbox"/>	0004			Base Period	FFP	No	0.00
<input type="checkbox"/>	0006			Base Period	Cost	No	80,940.00
<input type="checkbox"/>		000201	0002	Base Period	FFP	Yes	0.00
<input type="checkbox"/>		000501	0005	Base Period	Cost	Yes	0.00
<input type="checkbox"/>	0003			Base Period	FFP	No	0.00
<input type="checkbox"/>		000101	0001	Base Period	FFP	Yes	0.00
<input type="checkbox"/>		000601	0006	Base Period	Cost	No	0.00
<input type="checkbox"/>	0005			Base Period	Cost	Yes	768,973.00



<input type="checkbox"/>	CLIN/SLIN Name	POP	CLIN	SLIN	Parent CLIN	Type	Exercised	Obligated Cost (CLIN Cu...)
<input type="checkbox"/>	000101	Base Period		000101	0001	FFP	Yes	\$0.00

Rows: 1

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

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.

The screenshot displays a web interface for managing contract clauses. At the top, it shows the contract ID '252.204-7006 -- 05/01/2023' and a 'Saved' status. Below this, there are tabs for 'General' and 'Related'. The main content area lists various fields for the clause, including 'Contract', 'Clause Library', 'Name', 'Number', 'Clause Type', 'Clause Type Name', 'Title', 'Flow Down', 'Revision Date', 'Alternate', 'Text', 'Subcontracts FlowDown', 'In Library', and 'Key Clause'. The 'Clause Type Name' field, which contains the value 'DFARS', is highlighted with a red rectangular border. Other visible values include 'W900KK-18-D-0001 name' for the contract, '252.204-7006' for the clause library and number, '252.204-7006 -- 05/01/2023' for the name, 'Agency' for the clause type, 'Billing Instructions-Cost Vouchers.' for the title, '5/1/2023' for the revision date, 'mm' for the text, 'Yes' for 'In Library', and 'No' for 'Key Clause'.

Field	Value
Contract	W900KK-18-D-0001 name
Clause Library	252.204-7006
Name	252.204-7006 -- 05/01/2023
Number	252.204-7006
Clause Type	Agency
Clause Type Name	DFARS
Title	Billing Instructions-Cost Vouchers.
Flow Down	---
Revision Date	5/1/2023
Alternate	
Text	mm
Subcontracts FlowDown	
In Library	Yes
Key Clause	No

See additional details and context that streamline clause management.

Streamlined Cloning for Child Contracts

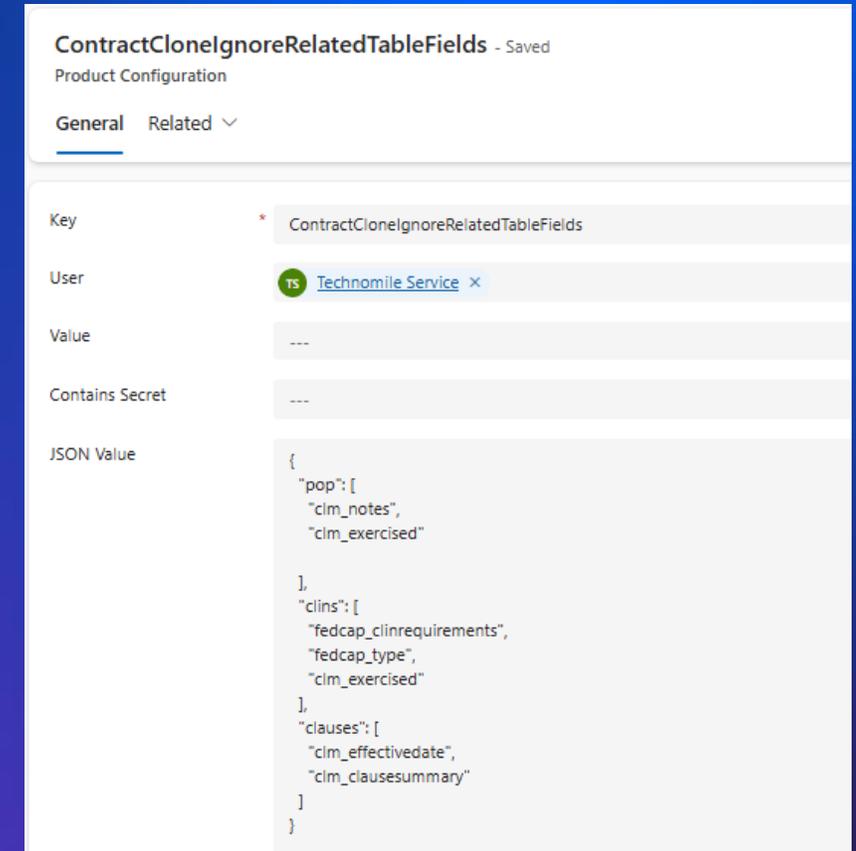
Save users time when creating child contract records.

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.

Live Q&A

See you on November 6 at the Hyatt Regency Reston!

Elevate25

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by  TECHNOMILE