Capture Copilot

When opportunity isn't the issue – execution is.

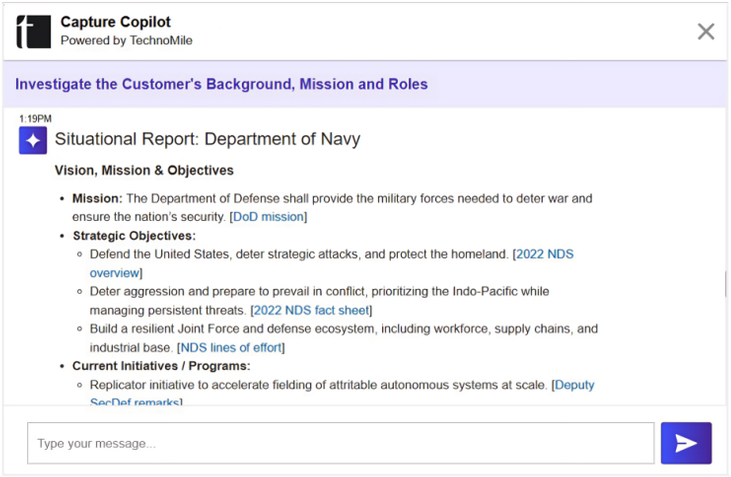
The value of capture planning is well documented – significantly higher win rates, improved profitability, and more predictably meeting revenue and profit forecasts. However, consistently executing a disciplined business development and capture process against your opportunity pipeline can be difficult and costly to operationalize across your sales team. TechnoMile Capture Copilot addresses these challenges, augmenting your team with domain-trained AI agents who either execute or assist your sales professionals through a rigorous, proven capture process, removing time-consuming research and administrative work from their plates and elevating win rates, reducing capture costs, and driving growth.

Maximize sales effectiveness, accelerate growth.

Capture Copilot is rooted in proven capture execution best practices, assisting your team and focusing them on the right activities at the right time to maximize their effectiveness and improve win rates.

Gain time to focus where humans excel – strategy, creativity, and relationships.

TechnoMile AI agents serve as part of your team – conducting research, analyzing historical opportunities and past performances, creating documents and briefs, updating the opportunity record, and more – freeing up your professionals to focus on strategy, creative solutioning, and relationship building.



Run more cost-efficient captures and boost your team's capacity.

Capture Copilot automates research, writing, and administrative tasks that typically require hours of manual effort, reducing labor costs for each pursuit and freeing up capacity to pursue more opportunities without adding headcount.

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Example Capture Copilot Agents

Throughout each stage of the opportunity lifecycle, Capture Copilot agents work as collaborative members of your team, saving BD, capture, and proposal professionals' time and utilizing best practice-based capture processes to improve effectiveness and boost win rates.

Task	TechnoMile AI Agent	Agent's Responsibilities
Stage: Interest		
Investigate the Customer's Background, Mission, Vision, and Key Players	ClientIntel Agent	Conduct research using information in your CRM, TechnoMile's GovSearchAI, and external sources to create a briefing report that outlines the customer's: 1) vision, mission, and objectives; 2) location and geographic focus; 3) key staff and any recent staffing changes that could impact this opportunity; 4) key words and hot buttons that should make it into your win themes. Update the account in the CRM.
Investigate Current Events Involving this Customer	ClientWatch Agent	Conduct research using the information in your CRM, TechnoMile's GovSearchAI, and external sources to summarize any material events involving this customer such as good/bad performance reports, key personnel changes, mission modifications, etc. Update the account in the CRM and apply the key points to your win strategy.
Investigate Organization Executing this Contract	OrgNavigator Agent	Conduct research using the information in your CRM, TechnoMile's GovSearchAI, and external sources to create a list of key personnel and an org chart showing decision makers and influencers for this opportunity. Add these individuals to your call plan and update TechnoMile's Relationship Mapper on the opportunity in the CRM.
Assess Opportunity Objective, Requirements, and Capabilities	RFXIntel Agent	Analyze the RFX and any related legacy awards in the CRM or TechnoMile's GovSearchAI to create an executive summary that outlines the opportunity's: 1) desired outcomes/objectives the customer wants to achieve; 2) required capabilities to execute the contract; 3) other requirements (set asides, location, clearance, key personnel, contract vehicle, etc.). Add the list of capabilities to the opportunity in the CRM for solutioning and capture planning.
Identify Potential Competition	CompetiBrief Agent	Conduct research using the information in your CRM, TechnoMile's GovSearchAI, and external sources to create a weighted list of potential competitors and summarize why each one was included. Assess intelligence such as contract vehicle holders (if task order), incumbents, customer relationships, recent hirings/job openings, capabilities, etc. Update the competition on the opportunity in the CRM.
Complete Gap Analysis	GapFinder Agent	Analyze all completed research to identify any gaps relative to the opportunity – capabilities, location, key personnel, security, customer intimacy, etc. – and create a list of gaps that must be addressed to win. This list will guide strategic investments or teaming strategy. Update the opportunity in the CRM.
Initiate Initial Call Plan	ConnectCompass Agent	Analyze all completed research and TechnoMile's Relationship Mapper to assess the customer relationships required to win, who within a company should be responsible for establishing and/or cultivating each contact, and what messaging should be conveyed to accomplish positive results. Generate a call plan and the scripts necessary to succeed. Update the opportunity in the CRM.
Initiate Solution Scoping and Solution	SolutionScope Agent	The capture plan – this is the origin. Analyze all completed research and create an initial Capture/Solution Summary table that identifies the company's solution, related discriminators, gaps, and win strategy. This is a line-by-line game plan for what needs to be addressed to win and how to do so. Update the opportunity in the CRM.