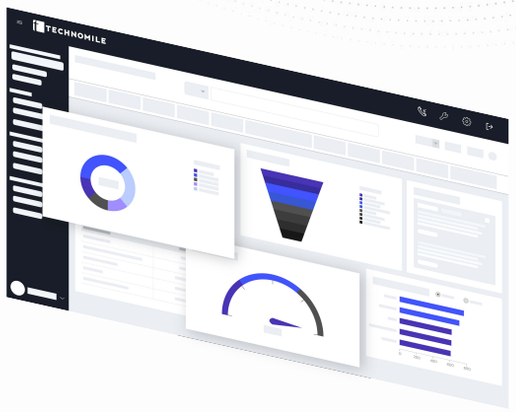
Growth CRM

Transform BD & Capture Processes and Boost Win Rates



TechnoMile's Growth CRM is purpose-built to help companies address the complex requirements of doing business with the government by transforming their BD and capture processes, pairing best-in-class CRM capabilities with AI-enabled opportunity and market intelligence. Designed for more mature CRM needs, Growth delivers a comprehensive solution for efficient, effective federal sales that's easily tailored to your organization's unique business processes and enables teams to work together seamlessly as they collaborate to win more business.

Drive efficient opportunity management processes across your entire team.

Lead Source Integration

Pre-built integrations with top federal lead sources – such as SAM.gov, GovSearchAI, and GovWin IQ – streamline opportunity creation by automatically populating solicitation details and capturing related documents. Opportunities remain linked to their source, and any updates or new documents are automatically visible on the opportunity.

Standardized, Automated Processes

Growth uses configurable sales stages to drive consistent opportunity management processes across your entire team. The solution's opportunity scorecard reinforces capture execution best practices, highlighting critical activities expected during each stage and tracking their completion. Automation of workflows and common tasks, one-click gate review briefings, and a library of pre-built reports decrease time spent on data entry and creating important reports and briefs, leading to more efficient, cost-effective pursuits.

Document Management & Email Integration

With our SharePoint Connector, clients have a single, online repository for each opportunity's documents and files, organized into a standard folder structure, making it fast and easy to find and share documents such as NDAs, TAs, RFPs, RFIs, proposals, historical contracts, and gate reviews. And, with optional email integration, the solution can be configured to capture relevant emails for a centralized history of these communications.

Task Order Notices in One Workstream

Growth comes with GovSearch NoticesIQ, which uses agentic AI to streamline and optimize task order workflows. Our solution can integrate with any contract vehicle portal and ingest all email notifications, giving your company a one-stop view of its notices. Mila, TechnoMile's intelligent digital assistant, delivers an instant brief on each notice and answers any follow-up questions, equipping your team to rapidly qualify task order notices and make smarter bid decisions.

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Growth CRM

Gain visibility and insight to make better decisions, faster.

KPI Visibility

Real-time dashboards and a library of best practices-based reports give leaders and decision makers easy visibility into KPIs regarding your pipeline, opportunities, accounts, and more. Efficiently track and report on win/loss trends, forecast revenue, understand B&P patterns, and conduct partner and competitor analysis. Quickly and easily build or modify dashboards and reports to suit your business's unique needs.

Agentic Intelligence Right Where You Work

Our GovSearchAI platform, which consolidates data from top federal sources, is accessible from right within Growth CRM, putting valuable intelligence at your team's fingertips. GovSearchAI agents surface highly relevant new opportunities to your team and deliver a holistic, AI-enriched view of each potential lead, while Mila – TechnoMile's intelligent digital assistant – helps simplify opportunity analysis, speeding the qualification process and helping to build your pipeline. In addition, leverage GovSearchAI to research customers, competitors, and potential partners as you sharpen your win strategies.

Pwin/Pgo Calculators

With the solution's configurable Pwin/Pgo calculators, clients can tailor the questions and weighting to align to their organization's specific needs and preferences. This enables easy calculation throughout an opportunity's lifecycle and allows you to strategically focus resources where you have the highest probability of winning.

Forecasting & Cost Tracking

Leverage our Forecasting and Revenue Analysis tool to quickly understand expected revenue across any time horizon for an individual opportunity or across your entire portfolio. B&P Budget Forecasting allows you to plan your resources and make smart decisions regarding an opportunity's pursuit. And, with B&P Cost Tracking that can be integrated with ERP systems, you have easy visibility into budget versus actuals, enabling effective resource utilization throughout an opportunity's lifecycle.

Past Performance Library

Track high-level information about each contract, along with key personnel, partners, and capabilities. These past performance records can then be related to opportunities, giving your organization visibility into where and how frequently past performances are being used and their associated win rates. *Feature available with Salesforce deployment only.*

Build and grow the right relationships.

Contact Intelligence

View intelligence from our industry-leading GovSearch contacts database directly on contact and account records. This enriches your team's view of their contacts and accounts, enabling them to see analyst-curated details – including emails and phone numbers, biographical information, plus informative org chart views of agency/office hierarchies – all without leaving the CRM, helping to create more effective call and account plans.

Visual Relationship Mapping

Use the relationship mapper to visually track and gain insight into the key influencers within an agency's power structure and decision-making processes, allowing your team to build more strategic call plans and prioritize building the right relationships within an account.

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Growth CRM

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Account Management

Create account plans and capture a centralized, digital account playbook for each customer that provides a comprehensive, 360-degree view of the account and its health. This enables you to strengthen relationships and identify growth opportunities with customers, proactively mitigate customer risks, and more successfully retain strategic accounts.



Invest in technology designed for growth.

Trusted Mission Execution Platform

TechnoMile's Growth, Contracts, and SIMS Suites combine to support mission-critical operations end-to-end – from identifying contract opportunities through compliant execution – helping clients leverage the power of agentic AI and connect their workflows to strengthen security and compliance, reduce risk, safeguard brand reputation, boost operational efficiency, and fuel mission success and sustained business growth.

Best-in-Class User Experience

Deployed on top of a world-class CRM platform – either Salesforce or Microsoft Dynamics 365 – our solution layers TechnoMile's unique, best-in-class capabilities that optimize BD and capture processes onto a best-in-class CRM and user experience.

Highly Secure

As a natively-built CRM application, Growth CRM can be deployed in a Salesforce or Microsoft SaaS/PaaS environment that is FedRAMP-authorized (Moderate or High), enabling your organization to meet FedRAMP and CMMC compliance objectives and satisfy highly stringent cloud security requirements.

Future-Proof Solution

Regular product releases provide you with a steady stream of innovative product enhancements as market needs and technologies advance, helping to future-proof your TechnoMile investment. In addition, our solutions are built on highly flexible platform technology that enables easy configuration and the ability to extend our solutions with low-code/no-code development. This makes it easy to make changes in-house and gives clients the ability to adapt their solution on their own to support emerging business needs.

Key Features

- SAM.gov and GovWin IQ Connectors
- Agentic-powered opportunity recommendations via GovSearchAI
- Ingestion of task order notices via GovSearch NoticesIQ
- Opportunity quick create
- Configurable sales process/stages
- Embedded market intelligence (awards, contract vehicles, solicitations, agencies, vendors)
- Embedded, human-validated contact intelligence
- Configurable Pwin/Pgo calculators
- Opportunity scorecard
- One-click gate reviews
- Forecasting & revenue analysis
- B&P budget forecasting and cost tracking
- Partner & competitor tracking
- Relationship mapper
- Past performance library (Salesforce deployments only)
- Account management dashboard and plan generation
- Document management via SharePoint Connector
- Dashboards & report library

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Growth CRM

TECHNOMILE

Relied upon by Leading Organizations

Day&Zimmermann

ARCFIELD™

ASRC FEDERAL

BAE SYSTEMS

GENERAL DYNAMICS

OCTO an IBM Company

NIS | Nationwide IT Services

Cherokee FEDERAL

XCELERATE

VERSAR GLOBAL SOLUTIONS

CAYUSE GOVERNMENT SERVICES

RHEINMETALL

About TechnoMile

TechnoMile is the trusted, AI-enabled platform that unifies growth, contracts, compliance, and security operations for organizations executing the government mission. Powered by domain-trained AI and decades of federal expertise, our connected platform embeds continuously-learning intelligence into regulated workflows – helping companies win more opportunities, de-risk contract execution, and strengthen security and compliance posture with clarity, confidence, and continuous audit readiness.

Scan the QR code to schedule a demo

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