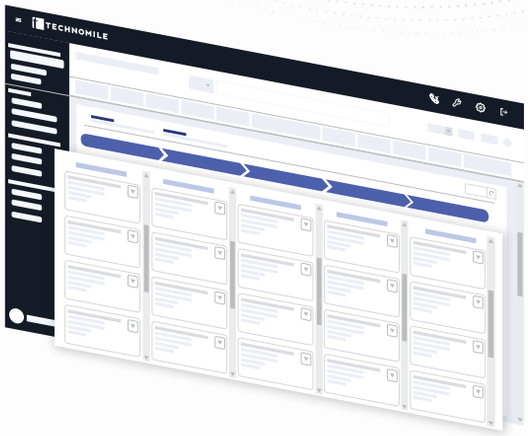
WinIt CRM

Build Your Pipeline & Execute to Win



WinIt is a GovCon CRM (Customer Relationship Management) solution designed for growing small businesses, coupled with AI-enabled opportunity and market intelligence. WinIt provides all the essential tools you need to build and execute your company's pipeline, a simplified CRM experience for rapid user adoption, and a turnkey solution that gets you up and running quickly. And, because WinIt is built on the Salesforce platform, GovCons benefit from highly scalable, secure cloud infrastructure that easily grows with your business. Join the community of thriving, diverse GovCon small businesses that rely on TechnoMile to mature and digitally transform their business processes and accelerate revenue growth.

Level Up Sales Efficiency & Effectiveness

WinIt is built for small businesses, providing everything you need to successfully execute your pipeline of federal opportunities, delivered through a simplified, user-friendly interface. Centrally track all your BD and capture efforts, making collaboration and knowledge sharing easy. Take advantage of pre-loaded federal accounts and contacts, eliminating the need for other subscription-based services and accelerating your federal sales efforts. Leverage tools like the opportunity scorecard and Pwin calculator to drive consistent, efficient opportunity management processes across your entire team and ensure they're focused on the right activities, at the right time, maximizing their effectiveness. Rely on GovSearchAI – TechnoMile's opportunity and market intelligence platform – for critical intelligence about competitors, potential partners, and agency contacts as you refine your win strategies. Plus, leverage WinIt's dashboards and reporting for easy visibility into pipeline and sales trends.

Leverage AI Agents to Find Best-Fit Opportunities Fast

WinIt comes with GovSearchAI, our opportunity and market intelligence platform that consolidates and enriches data from top federal sources, including USAspending, SAM, FedConnect, PIEE, and procurement forecasts. GovSearchAI agents evaluate your company's publicly-available past performance details and then continuously sift through expiring awards and new solicitations and your task order notices, generating a score that highlights the relevancy of each new lead. The result is an intelligent workstream of highly-relevant potential opportunities for your team to evaluate, allowing you to focus on the strongest opportunities to fill your pipeline. Along the way, Mila, TechnoMile's intelligent digital assistant, generates an instant analytical brief on each opportunity and can field any follow-up questions your team has, helping them quickly qualify a lead without wading through documents on their own. Users can push the details of any lead to WinIt in one click, speeding opportunity creation in your CRM.

Streamline Task Order Notices into One Workstream

WinIt also includes GovSearch NoticesIQ, which unifies all your company's task order notices into a single workstream and provides valuable, AI-powered opportunity insights. Our solution can ingest all task order email notices your organization receives from the government, as well as notices from any contract vehicle portal that employs standard security protocols. Mila then generates an instant brief on each task order and is ready to answer follow-up questions on the spot. The result? Rather than digging through attachments, your team already has the information at hand to rapidly qualify task order leads, saving significant time.

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Invest in a Future-Proof Solution That Can Grow with Your Business

With WinIt, you don't have to worry about outgrowing your technology investment. TechnoMile offers a full range of purpose-built solutions for GovCon to support every phase of your business's growth, making it easy to add new capabilities as your needs mature and evolve. And, because WinIt CRM is built on the Salesforce platform, layering TechnoMile's best-in-class capabilities that optimize BD and capture processes onto proven, world-class technology, you get all the benefits of Salesforce's scalable, flexible, and secure cloud infrastructure. All this makes WinIt a future-proof investment that equips your organization for sustained growth.

Key Features

- General/Customer Success
  - User interface tailored for GovCon needs
  - Simplified user experience to support rapid CRM adoption
  - Dashboards/reporting
  - Document management, incl. SharePoint integration
  - Library of how-to videos to drive adoption
- Fill Your Pipeline
  - Agentic-powered opportunity recommendations
  - Aggregated, AI-enriched TechnoMile Opportunity view
  - Lead source integrations (e.g., GovWin IQ)
  - Ingestion of task order notices from eBuy, eGos, Symphony
  - Ingestion of task order notices from any contract vehicle portal (add-on service)
  - AI-powered ingestion of email notices from contract vehicles, incl. attachments
  - Mila, your intelligent digital assistant
  - Lead tracking and opportunity quick-create
- Execute Your Pipeline
  - Pre-loaded with federal agency/office accounts and federal contacts
  - Embedded market intelligence (awards, contract vehicles, solicitations, agencies, vendors)
  - Embedded, human-validated contact intelligence
  - Shipley-aligned sales stages
  - Track opportunities, accounts, contacts, partners, and competitors
  - Track tasks/activities
  - Automated opportunity updates
  - Pwin/Pgo calculator
  - Shipley-based opportunity scorecard
  - Automated gate review briefing generation
  - Relationship mapper
  - Integrated post-award/CLM solutions available on same platform

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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