GOVGISTICS

THE EVOLUTION OF DEFENSE MARKET BIDDING & RESEARCH

10

YEARS IN THE GOVERNMENT BUSINESS

WWW.GOVGISTICS.COM

MARKET RESEARCH

CONTRACT BIDDING

EXPORT

BATCH

BETA.SAM

Content

Guill

By Mark B

On the value of service and innovation... This testimonial is to let the Govgistics team know that they've done a great job and to let potential customers know why Govgistics would still be my vendor of choice for procurement management solutions. Guill Tool became a customer in 2014 and immediately the system began to help the Defense Sales Division at Guill Tool. The customer service was a great help in setting up our profile so that we would receive RFQ's that fit our capabilities. In the four years that we've been using Govgistics they have made many improvements. Our account manager is very knowledgeable about the system and every time there are enhancements made he contacts me to inform me of the improvements. In four years the system has truly become a world class procurement package. I use it for eight hours plus every day and I'm very pleased with both the software and support. If you'd like to talk to me about the Govgistics solution, please let me know. Great job Govgistics!!

About

Us

Govgistics system streamlines the process of finding, bidding on, and winning open government solicitations.

The Govgistics product is a comprehensive single source Government Research and Solicitation Monitoring Tool. By using Govgistics, government contractors can more effectively streamline the process of researching, finding and winning DoD contract awards.

In order to competitively bid on and win open solicitations, contractors must have access to notifications on new award opportunities. Regardless of the thoroughness of a company's current sourcing practices, it is impossible for them to uncover every contract possibility.

By using Govgistics, members are able to receive real time bid notifications via our 24x7 web portal and research them instantly. This ensures they will never miss a business opportunity.

In a market with 1.8 million potential clients, Govgistics is proving to be the most comprehensive bidding system available.

GOVGISTICS
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Govgistics is a people company that leverages technology to provide defense contractors with a means of matching their criteria to solicitations released by the Department of Defense. Additionally, we provide our members an unprecedented level of insight into product based research and CAGE analysis from simple PN CxRef and CAGE lookup to the ability to identify relevant NSNs from the millions that exist to finding out which companies› sales overlap with yours and much more.

Govgistics will change to method by which you research products, gain a competitive edge, find new RFQs/RFPs, where you find those RFQs/RFPs, and how you bid on them.

RALPH MERHI
PRESIDENT, GOVGISTICS

The Govgistics product is a comprehensive single source Government Research and Solicitation Monitoring Tool.

Join the leader with the most comprehensive bidding system available.–

06 | WHY CHOOSE GOVGISTICS

Our website receives an average of 40,000 visits per month with more than 2,300 sessions per day.

The ease-of-use makes Govgistics user-friendly and aids customers in maximizing productivity. Sorting and filtering results are simple tasks. Setting match criteria takes seconds. Award history and pertinent contract information are at your fingertips.

Govgistics offers a comprehensive single source Government Research and Solicitation Monitoring Tool to help you effectively streamline the process of researching, finding and winning government contracts.
Some of the benefits of using a service like Govgistics include the ability to receive real-time bid notifications 24/7 via our web portal with the ability to research them instantly. This ensures that you will never miss an opportunity to make money and keep growing your business.

Along with these notifications, Govgistics also provides procurement history and full access to the Federal Logistics Information System (FLIS) to help you effectively manage and successfully bid. This service lets you search by

Part Number, National Stock Number, Federal Supply Codes, CAGE codes and Keywords, along with the ability to export the data that you need. It will help you identify market opportunities and help you find the contracts you want to pursue.

The ease of use provided by Govgistics' interface lets you maximize your productivity by allowing you to sort out and filter your search results, along with the ability to access difficult to locate data will only save you time and money, which is invaluable to the progress of your business. Having the market intelligence that Govgistics provides will allow you to effectively make decisions that directly impact your revenue stream and give you an edge over the competition.

There are many more benefits that come with a Govgistics membership, such as access to vendor summaries and master cross reference library (MCRL), freight packaging, data management and much more. Feel free to give Govgistics a try today to see why so many are using this service to increase their market intelligence and continue to grow their revenue stream.

By registering as a member with Govgistics, you and your business will have access to the full suite of services that Govgistics provides. Every membership will also be able to take advantage of our customer service line at Govgistics. You are guaranteed a dedicated and knowledgeable expert available daily. Give us a call at (561) 953-0769 ext. 2212 or visit our websiteto start your free trial today!
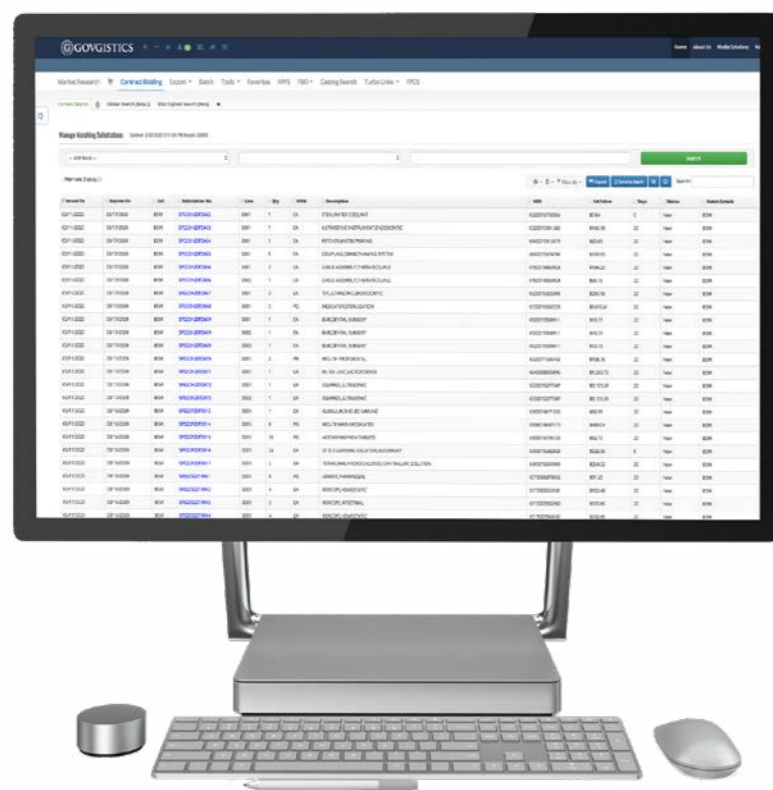
The Benefits of Using Govgistics

Contract Bidding

At Govgistics, we guarantee to make sure contract bidding is simple and valuable.

Contract Bidding from Govgistics combines coverage of hundreds of defense purchasing facilities, with real-time rules creation and editing, matching by Part Numbers and/or NSNs, FSCs, CAGE Codes (MCRL & Procurement), and Keyword (nomenclature)

- even by an entire Source of Supply. Each potential opportunity is delivered with full FLIS and Procurement History to effectively manage and successfully bid. Govgistics members gain two important commodities -Time & Money.

Govgistics Gets the Job Done

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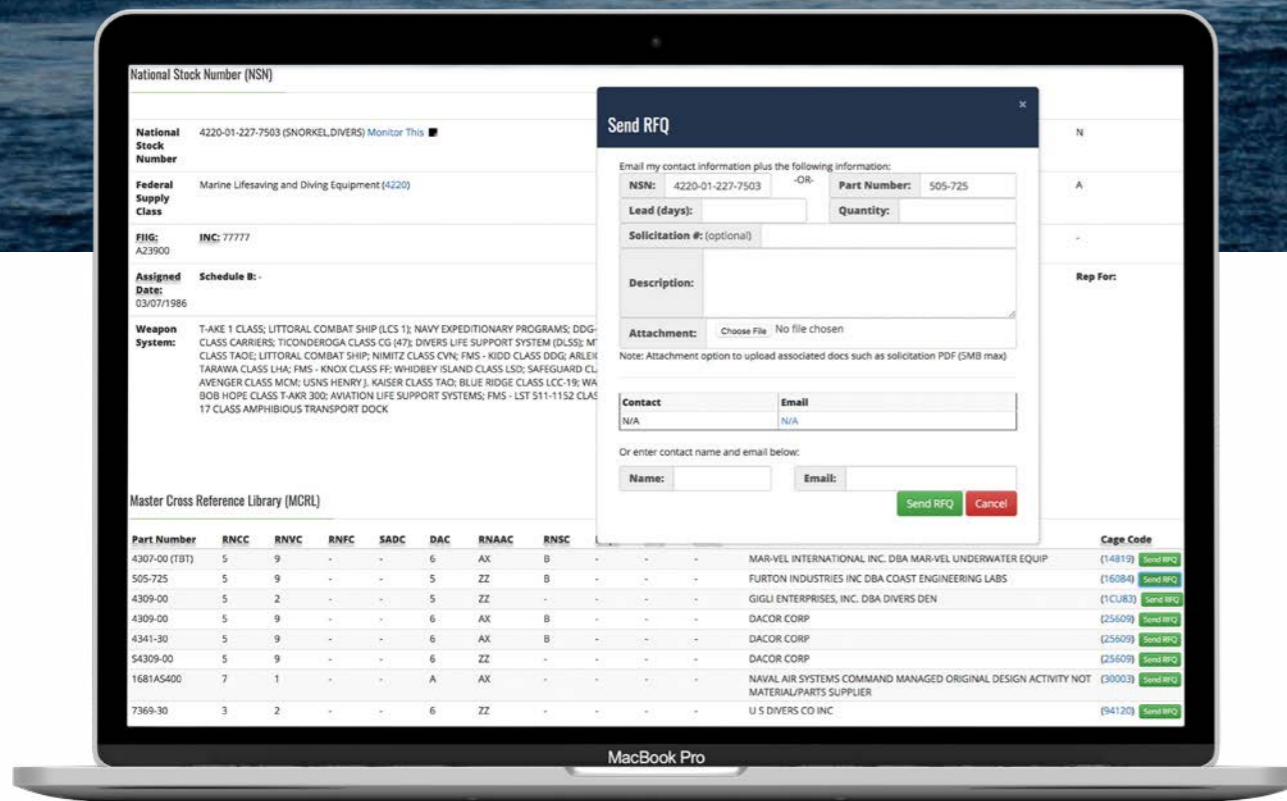## Reporting done the way you do business – saving you time and money.

Market Research by Govgistics greatly aids contractors by significantly improving the quality of research they run daily on National Stock Numbers and CAGE codes. This allows them to have access to otherwise difficult to locate data, thereby allowing them to delineate the differences and relationships between products and suppliers, and determine the impact on revenue. One of the most valuable features of the Market Research tool is the ability to closely identify and track Competition, or CAGE codes. Reports supply comparative analytics on competitor's P&L for contracts awarded. This gives customers the power to effectively target new business opportunities and recognize areas of strength and weakness in the marketplace – to whom did your competitor sell, what was sold, when and how much.

For CAGE codes, Govgistics provides macro and micro views about companies to effectively be better able to compete and gain an unparalleled edge in the market. This data is customizable and exportable in order for you to maximize your return on the information you need.

ADDITIONAL
Modules
& Tools

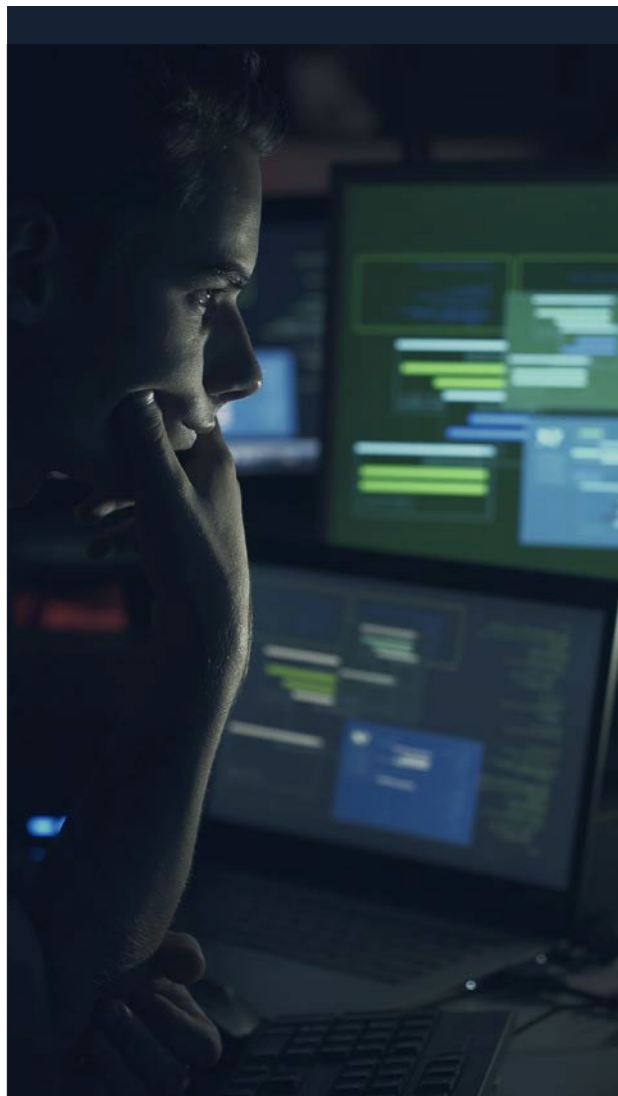## There are so many more tools accessible to our members.

For instance, in addition to the rules or saved searches you could create using our Contract Bidding, you also have access to a Global Search tool which allows you to glance at opportunities in the Solicitation Universe. Adjacent to this functionality exists another module designed to provide our members to research expired but quotable solicitations. The simple design however is greatly outweighed by the underlying data which is provided for our members to gain access to sales opportunities which would have otherwise been missed. If you like saving items for later view or if you collaborate with team members on a regular basis, Govgistics offers our members the ability to send messages to other team members, add items to favorites, and make individual notes on Solicitations and/or NSNs.

Whether you're looking for RFQs or RFPs from DIBBS, NECO, ASFI or AFMC, Govgistics will make sure these opportunities are delivered to your inbox as they become available.

Results are presented with custom sorting and filtering as well as the ability to export in order to ensure that you see every available opportunity for every one of your rules while allowing multiple users to contribute to your company's growth without interfering with each other thereby increasing your potential ROI with Govgistics and within your company. Additionally, each opportunity is delivered with full FLIS (ML-C, MCRL, MOE, Freight, Packaging, Cancellation/Replacement and Technical Characteristics, I&S) and Procurement History so you can see who did what, when and for how much - thereby providing you with the market intelligence that will allow you to effectively make decisions that impact you revenue stream.

Batch Search Manager

Did you know Govgistics offers a full and robust batch search manager?

- -

How do you lookup information on a hundred, a thousand or more NSNs or Part Numbers at the same time? Do you take each NSN or PN individually, run an NSN report, grab the FLIS information and procurement or sales history one by one and repeat?

Govgistics offers an automation tool we call Batch Search Manager which returns ALL the information you're looking for literally in minutes. This product was designed to give you every bit of information you›re seeking on Part Numbers, NSNs and CAGE Codes. For Part Numbers and National Stock Numbers (NSN), you can get Full FLIS, Forecast, Weapon System, Solicitations, Solicitation History, Procurement History and Availability. The Solicitations output includes all the data points with Prep for Delivery, Parcel Post Address and full PID or Procurement Item Description where available. You even have access to ALL companies who are stocking the parts along with condition codes and quantities on hand.

For CAGE Codes, easily and efficiently retrieve H4/H8 data, all the NSNs awarded to the company, all of the NSNs where the CAGE or company is on the MCRL, All Solicitations for the CAGE Code(s) and SAM information, Forecast and Weapon Systems Supported.

One additional feature of our Batch Search Manager provides you with even more control over the data you're seeking. Imagine you're reviewing your 1,532 bid opportunities. Or imagine you used our Market Research to find all the NSNs related to your competitor, coded G and have recent activity.

Now imagine clicking a 'send to batch' button and almost immediately downloading a full spreadsheet with all of the relevant data you're seeking...

Reverse Shopping Cart (Company Report Card)

Have you ever wondered what are the opportunities you missed and not just looked at the ones you won?

Have you ever wondered what are the opportunities you missed and not just looked at the ones you won? How do you know what you left behind or who took the business away from you?

We did so we built this tool, called Reverse Shopping Cart, and designed it to be your report card for you company. By the commonality of all the underlying data, it also allows you to grade any CAGE Code. How?

For starters, let's take your CAGE Code. By design, it has some relationships to parts or NSNs whether by being an approved source and/or by past sale to the DoD. What this means is that you plug in your CAGE Code (or any CAGE code) and what you will get is:

1. Your sales history for the last year with data export

2. All sales for your NSNs by other companies or CAGE Codes with data export

3. All 'expired' but remain available solicitations for your CAGE Code (or any CAGE Code) with data export

4. All open solicitations for your CAGE code, along with EVERY OTHER CAGE CODE or company qualifies to bid the parts with data export

5. ALL HISTORICAL contracts for your NSNs by any CAGE code other than yours with data export

6. Historical dollar value for all your NSNs with data export

In plain English, you might take a look at your last year's history and say to yourself 'I did well", but in using our reverse shopping cart, you can quickly grade your performance for how your company did vs how much you left behind and if you're like most you'll learn a few things and quickly discover the difference between what you thinks you know and what the facts actually are.

How should you respond to a Request for Quote (RFQ)

3RD
PARTY
RFQ

An RFQ is commonly used when an agency wants to determine the current market price for products or services.

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How do you send RFQs for NSNs or parts you want to buy?

If you're like most, you probably google the part umber and try to see who makes it, look up their contact information, you open up your email client, click 'new', copy and paste an email address or two, type a subject line then type up your message which includes who you are and what you're looking for.

Then you click send, and repeat five more times, 10 more times or more.

Govgistics offers an application which will help you do this faster and more efficiently. This feature is designed with simplicity in mind and is meant to cut down the time between what you need to buy and having the product in your hand.

While you're reviewing a typical NSN report or a Bid report, right next to known suppliers and approved sources for that NSN or part, you'll see a "Send RFQ"
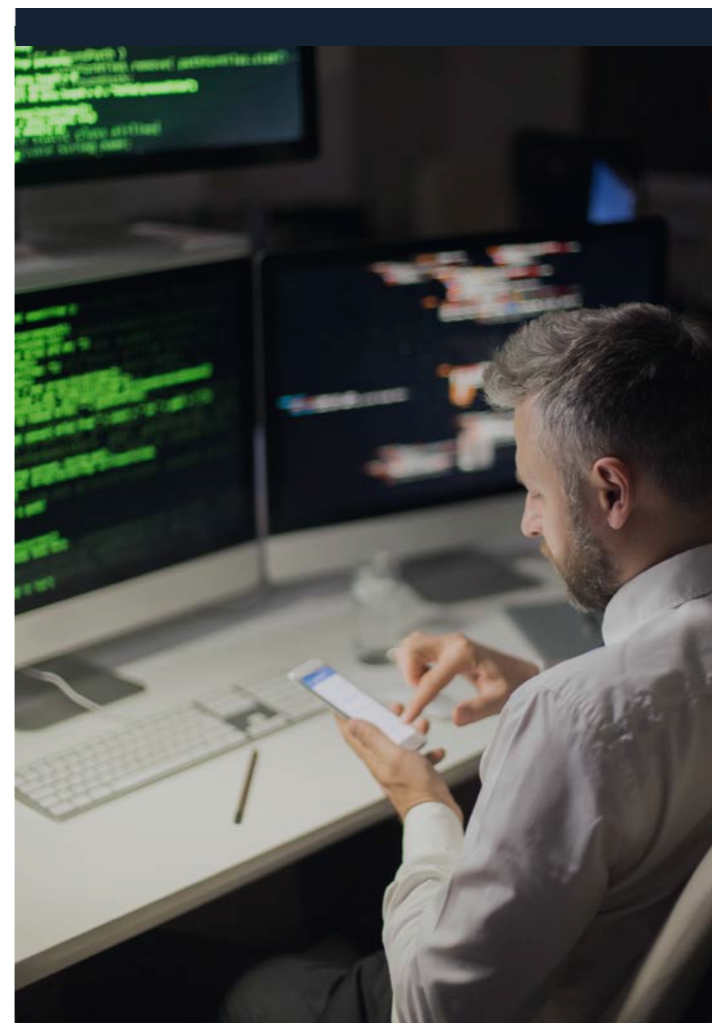
At Govgistics, we provide all the information and market research you need.

button. In order to send that company a request for quote, click the button, type in your lead time and quantity, add personalized message if you want to and send. That's it.

A well formatted email goes out from you to that company which includes all the information needed for them to understand what you want and provide you with a quote. It includes who you are, who they are and detailed information about the part for which you need a quote. At that point the supplier is going to quote you or direct you to their distributor.

Collaboration

Govgistics is a company that strives to provide members with the highest level of insight to promote your business.

How do you keep track of notes you take for parts or NSNs, CAGE Codes or solicitations? Do you find that you can reference them easily? Are they always in the right place? Or do you lose time trying to get at what you wrote down last week?

Govgistics members use a very handy feature which is part of their service. Whenever they are reviewing a CAGE Code or NSN, they can type up notes. Whenever they are reviewing a solicitation, they can type notes.

What makes it even better is all the notes they have ever taken, don't disappear which means if they took a note on an NSN last year, and that NSN is now up for bid, they click on the note icon and review what they left there.

Additionally, everything you record remains in your personal tracking page for review, print or export anytime and there are no limits on how many notes you can keep and view.

Login in and let me show you how it works.

Through our company we can help you with the two things businesses' desire to save and have - Time and Money.

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Navy AEL / APL

BATCH SEARCH MANAGER NOW INCLUDES   DATA

Become a Govgistics member and streamline the process of researching, finding and winning DoD contract awards.

Govgistics, Inc. is pleased to announce that we have deployed a much anticipated and highly requested upgrade to our proprietary Batch Search Manager. In addition to FULL Parts Availability, FULL FLIS, FULL Sales History, FULL GSA Sales History and FULL Solicitations against your parts/NSNs, the application now includes AEL/APL data so you can quickly and efficiently gather Ship information and relevant other data such as Repair Prices and more. Come by Govgistics, Inc. and see for yourself why thousands of companies rely on us as their daily driver.

Did you know that Govgistics offers AEL and APL information as part of EACH & EVERY NSN and Bid report? You can customize you reports to include this information, so you know what ship the NSN goes on and additional Part information such as AINAC codes, repair prices and more.

If you deal with the Navy and you like this data but want more detailed information, Govgistics is pleased to let you know that we have a feature enhancement called Navy BOAPL which gives you access to the entire Navy parts management database. This service component will enable you to query the Alternate Parts file, Component Characteristics file, Master Allowance Parts List file (APL/RSN), NEMAIS A1, B1 & C1, Supplemental Nomenclature file and the ability to run full AEL Reports.
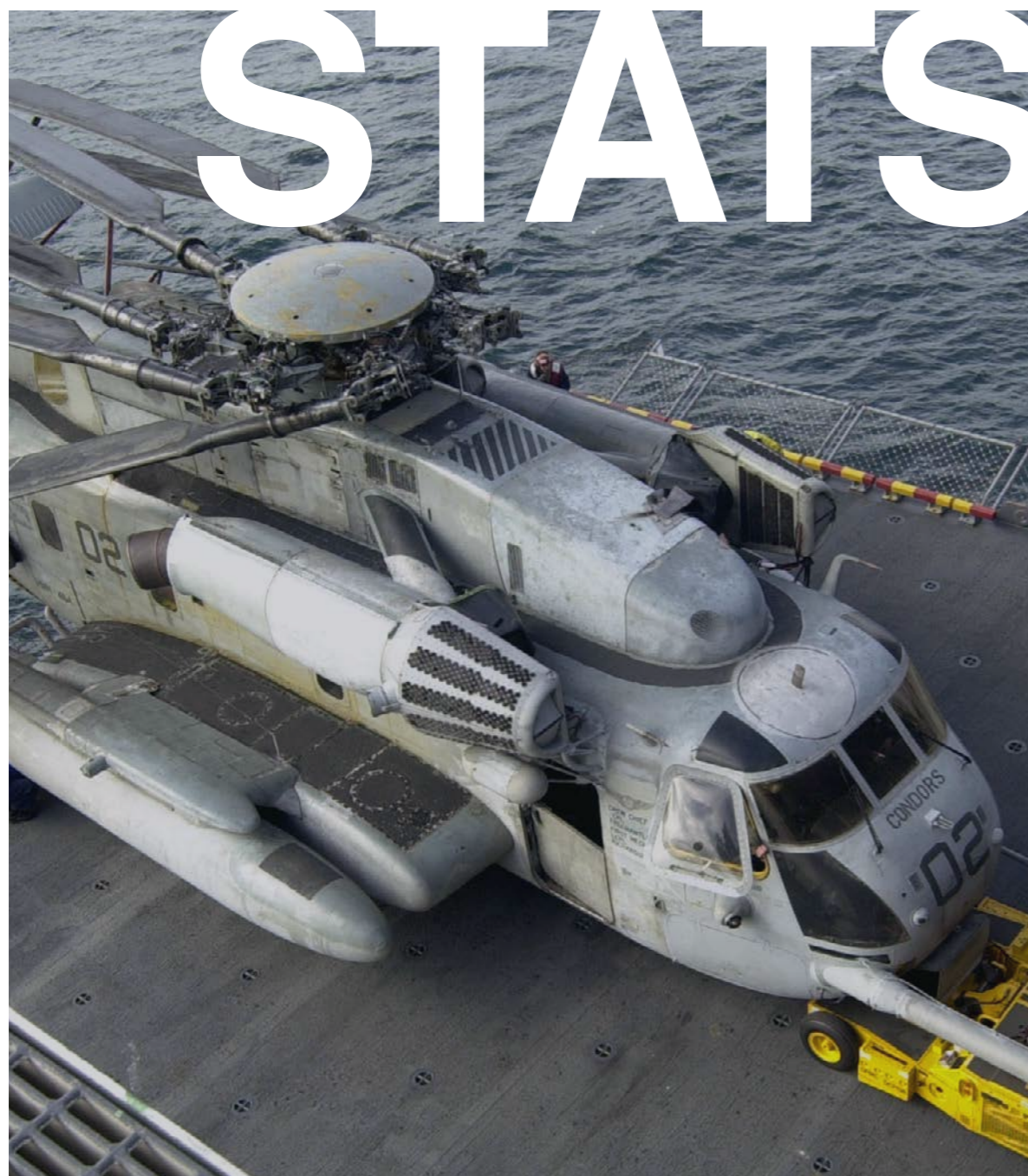
This module combines faster, more efficient and interlinked technology allowing our members to work faster and more efficiently. Additionally, quickly print, print to PDF or export to Excel your search results. Let me show you how it works.

KEY
STATS

Govgistics offers the premier defense market solution for both monitoring the market and researching potential business and competition.
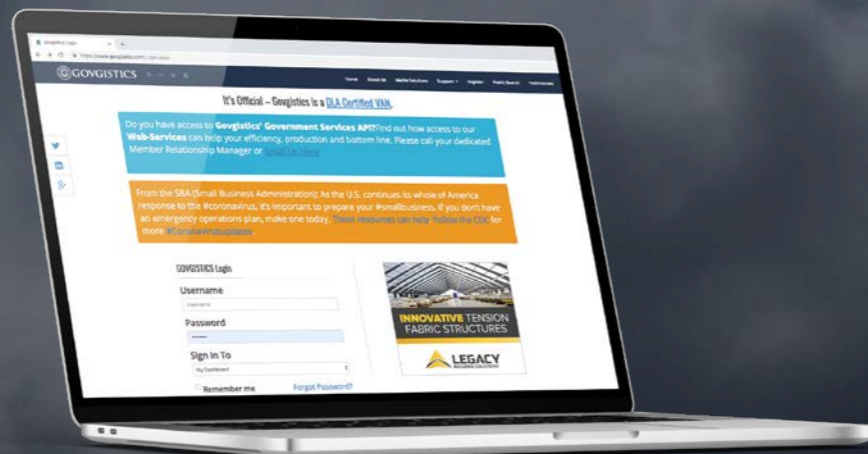
Our Commitment to Excellence

Govgistics system streamlines the process of finding, bidding on, and winning open government solicitations. In a market with 1.8 million potential clients, Govgistics is proving to be the most comprehensive bidding system available. With our dedication and commitment to this industry and the time devoted to the cultivation of our technology, our only goal is to corner this market and take this industry to the highest level possible.

GOVGISTICS
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• Over 33,969,981 National Stock Number Data Rows with Segments A-W where available

• Over 64,587,824 Rows of Procurement History and Counting Covering the DoD (All), DHS and GSA

• Over 2,508,687 of USN AEL and Over 8,84,883 of USN APL Data Rows

• Over 2,985,586 CAGE Code Data Rows with SAM Registration Information When Available

• Over 2,681 Average Solicitations Added Daily covering DLA, Army, Navy and Air Force including SAM

(FBO) Delivered with FULL FLIS, FULL PROCUREMENT, AEL/APL, PID and More

• 24 Months DLA Forecast

• FULL Weapon System Database and DLA On-Hand and Back-Order

• Nearly 3,000 Member Companies with 8,549 Site Users

• Over 200,000 weekly page views -- With an Average Session Duration of 23 Minutes
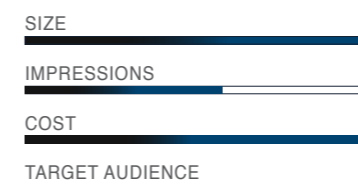
22 WHY
Advertise
With Us

By advertising as a member of the Govgistics network

we can provide your business with more opportunity for growth and credible recognition. We offer a wide variety of affordable advertising options targeted specifically to the right industry professional.
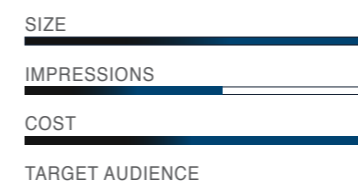
Banner Ads

On average, Govgistics members view more than 25,000 pages per day. Your run-of-site banner is displayed on every page and is in front of every buyer and key decision maker. If you're looking for a high-volume avenue to promote your company, new products, or special promotion - let your message stand out and find businesses looking for exactly what you're offering.

SIZE

IMPRESSIONS

COST

TARGET AUDIENCE
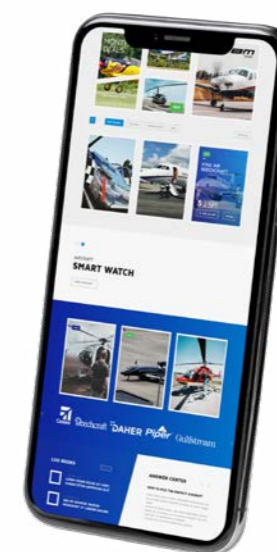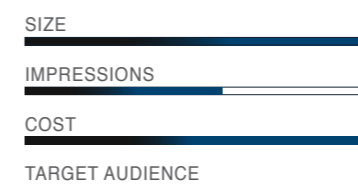
170"W x 397"H pixels

Billboard Ads

Billboard advertising with Govgistics is the best way to gain recognition for your products, services or promotion. Strategically placed directly next to the login area, your billboard is guaranteed XXX impressions monthly and is the only billboard ad displayed during that member's session.

SIZE

IMPRESSIONS

COST

TARGET AUDIENCE

450"W x 375"H pixels

Email Campaigns

With more than 800,000 company records including active CAGE code holders, Govgistics can help get your message delivered to key decision makers that are looking for what you're offering. Email marketing drives clicks and gives immediate results to your brand or promotion. Govgistics also offers a complete email marketing service that includes preparation of artwork, execution and reporting.

SIZE

IMPRESSIONS

COST

TARGET AUDIENCE

Testimonials

Quality Aerospace Corp.
By Reynaldo Z

To the Govgistics Team on the value of trained professionals

QAC takes great satisfaction on extending a word of gratitude to the GOVGISTICS team for assisting us on becoming a US government supplier of aerospace parts.

Thanks to their expertise, and diligence we have increased our business revenues substantially. Their highly trained professionals have made our journey incredibly painless. Their recommendations have been extremely valuable in learning how we should adapt our business to pursuing government solicitations.

Betlar Services
By Richelle

As Geraldine has just taken over our account recently she has help me a great deal with increasing our work load and giving me suggestions. She is very informative and more than willing to help whenever I call. She answers my questions and if she doesn't have an answer she will research and get back to me with an answer. I do appreciate that. She polite and I enjoy working with her.

Thanks

DT&D, Inc.
By Deborah D

I love GOVGISTICS. It simplifies the process bidding & winning government contracts.

My company has been using GOVGISTICS for a few months. The service was recommended to me by a very satisfied, current user of GOVGISTICS. What we have learned so far:

- GOVGISTICS is an excellent, efficient, well supported system that streamlined our process and eliminated much NVA work.
- Our GOVGISTICS designated support agent, Patrick Loftus is awesome. Patrick has been patient educating us on best practices best utilizing GOVGISTICS.
- If you are looking to grow your business, I highly recommend using GOVGISTICS.

HUB Zone
By Mary P

I really like using Govgistics - the market research tool helps me assess very quickly whether or not I want to pursue a bid opportunity. It's helped me price products competitively and win contracts!

The information is very useful and consolidates data from several different places that normally would be very tedious to retrieve and summarize. I use it every day as my main research tool for government products.

Mid-South Calibration, LLC
By Patrick M

I would like to complement the professional follow up of our Customer Service Manager. Having moved from selling software systems to municipal governments to bidding on different types of specialized parts for our Military has been challenging. There are substantial differences and our rep has expert knowledge of this market. He not only has been familiarizing me with the indispensable tool that Govgistics is for us, but also quite a bit about the market itself. It's uncommon for customer service professionals to be pro-active. Andrew has been pro-active, and we truly appreciate this.

Midisco
By Pete B

The value of personalized service

We had some staff changes and needed immediate assistance getting the new members of the team up to speed on Govgistics. Our dedicated customer service manager gave us the kind of one on one attention and time needed to get us on the right track! His service as our account manager has been outstanding and second to none!! Many thanks to Chad and everyone at Govgistics!

Häwser Sling Co.
By John N

Customer Focus
I wanted to take a moment and thank you for getting your IT folks to add delivery days to Hawser Sling Co dashboard. In this age of automation and innovation, nurturing relationships with your customers is a crucial part of growing a successful business. **Creating a customer focused culture** puts Govgistics and its customers into a higher class of business. From everyone at Hawser Sling Co, we thank you.

ULMAS
By Peter C

I want to thank you for all the above and beyond work you did for me regarding the batch files. I have been very specific on what I need and it was great that you were able to understand them all. After seeing the "send to batch" button feature on the contract bidding page, I have decided to change from using the SOS service to yours. Looking forward to many years of working with your company.

WEB-SERVICES API | BATCH | EXPORT | CONTRACT BIDDING | ANALYTICS | MARKET RESEARCH

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