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Customer Story

DXC Technology

DXC Tracks Government Spending and Plans Proactively with GovWin IQ

DXC Technology is a global IT services company that leads digital transformations for clients by modernizing critical systems and integrating them with new, scalable digital solutions.

DXC uses the market intelligence found within the GovWin IQ platform to track state, local and education (SLED) government spending activity and build out their public sector sales pipelines. With GovWin IQ, DXC is able to consistently make educated proposal decisions by creating search filters to find forecasted contracts, accessing analyst-backed government spending reports and obtaining complete contract profiles.

DXC.technology

Company: DXC Technology • **Headquarters:** Tysons, VA

Industry: IT

Products & Services: Information Technology Services

Employees: 130,000

www.dxc.technology

DXC Technology

Challenges

- DXC initially found it difficult to track detailed state, local and education (SLED) government spending information efficiently because their sales teams had to maintain large sales territories.

- Staying up to date on what different state and local governments were doing in various industry verticals was a laborious, time-intensive process.

- The company wanted to accurately assess potential opportunities, but without having access to the most recent contract documents from all the different agencies, they risked making inaccurate assessments.

Solution

- With DXC's GovWin IQ subscription, the sales team can easily access detailed reports on contract profiles, agency contact information and other critical documents to give themselves the full picture of each opportunity.

- DXC also set up reports directly in GovWin IQ to collect the latest updates on RFIs, RFPs, contracts, contract amendments, awards and general information about their competitors' activity, state-by-state.

- With timely information related to government spending and recent budget-related meetings, the sales team can be better prepared for conversations about current and future procurements.

Benefits

- With GovWin IQ, the DXC sales team is able to leverage analyst-backed reports to help them meet and maintain their sales goals.

- By having access to forecast pre-RFP and pre-RFP search options, DXC is able to stay ahead of the game by finding SLED government contracts to pursue years in advance. They can count on the depth of GovWin IQ's advanced opportunity coverage to help them further develop their pipelines for new and existing markets.

- Saving time on obtaining contract documents gives DXC's sales team more time to find viable leads and pursue the opportunities best fit for their business.

"I would have to hire numerous full-time people to acquire the intelligence GovWin's SLED solution offers! Every week I create score sheets for our sales organization going through pre-RFP and RFI opportunities fed by GovWin IQ. This report is key to our pipeline development."

Michael Culleton, Business Development Specialist, DXC Technology