

Capture Management

Case Study

TechnoMile Empowers **Alutiq's** New,
Modernized Approach to Business Development
and Capture Management



Alutiiq LLC and its family of companies support government and commercial entities around the world with facility maintenance and improvement; industrial health, safety and security; professional and business management; training and program support; and engineering and technical services. With Alutiiq's wide range of offerings comes a high volume of business development opportunities – and the need for consistent global collaboration.

Alutiiq's management recognized that their decade-old, homegrown system for managing these opportunities had ventured into the realm of "working harder" versus "working smarter," so the company began the search for a solution that could provide them with a dynamic, transparent approach for collaborating, viewing, and sharing information. Explains Allen Hines, COO of Alutiiq, "It was painful to enter data, reporting was terrible, and it lacked any real communication tools. It was holding us back."



2001
Founded



Anchorage, AK
Headquarters



4,000+
Company Size



Defense & Space Manufacturing
Industry

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Allen Hines, COO of Alutiiq

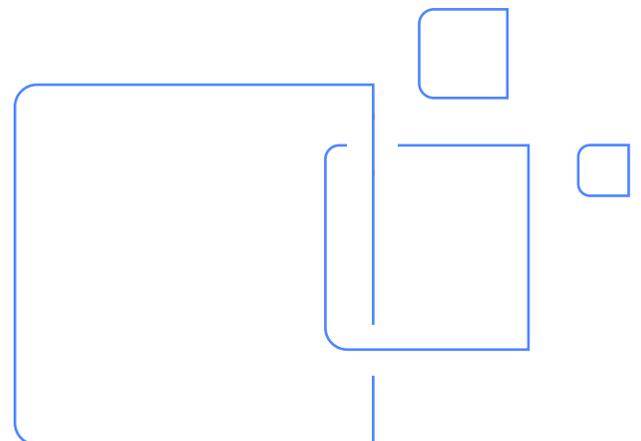
A Highly Flexible Solution, Delivered Fast

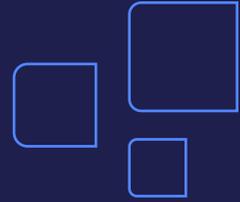
Alutiiq’s goals for a new system were simple: to find a customizable, easily configurable, and agile solution to support business development and capture management – delivered in an expedited timeframe.

Alutiiq approached the implementation with a clear vision and realistic expectations about the challenges of their expedited timeline. The company also wanted a partner with expertise, proven performance in the government environment, a solid reputation, and a solution set with customization capabilities.

“The solution really solidified the processes that we had in place, so we have consistency now in how we approach each opportunity.”

Allen Hines, COO of Alutiiq





A Partnership That Instilled Confidence

After evaluating multiple potential solutions, Alutiiq chose TechnoMile, which succeeded in “checking the boxes,” and also clearly understood their timeframe, as well as what Alutiiq needed to reach their goals. “We did our homework, and it was clear that TechnoMile got it,” recalls Hines. “As soon as we met the development team, we were off and running. We had complete confidence right from our starting state.”

A leading provider of best-in-class cloud solutions, TechnoMile created its Growth Suite to help companies transform their BD and capture processes through a purpose-built solution for managing the complexities of selling to the government. The Growth Suite provides a centralized place for teams to efficiently pursue opportunities and manage pipeline, while focusing them on the right activities to qualify, capture, win, and retain business. This results in more efficient, cost-effective pursuits and stronger collaboration across internal teams and with partners. Using the solution, companies gain enhanced pipeline visibility and decision support that empowers their organizations to focus resources on the right activities and pursuits. The Growth Suite also delivers actionable intelligence regarding the people, processes, and tools that correlate to more wins and greater contract profitability.

“We have complete visibility now, and we’re continuing to grow because we have the right people tracking the right leads.”

Allen Hines, COO of Alutiiq

Automation & Improved Collaboration

With TechnoMile, Alutiiq went from organizing data in lists, to using a cloud-based solution to organize data on dashboards. TechnoMile was able to exceed Alutiiq's expectations, helping them get closer to the next level of their business by leveraging automation to simplify tasks such as data sharing, reporting and tracking, and budgeting. Looking forward, Alutiiq will be able to continue adopting and modifying their solution as they grow.

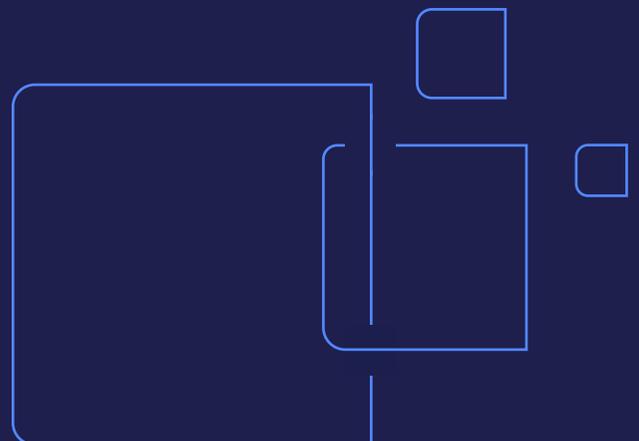
To date, the Growth Suite has helped Alutiiq to:

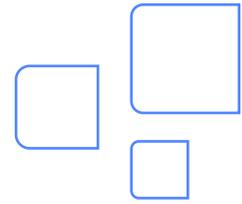
- Seamlessly integrate automation and customization to support their business processes
- Continue providing unique services to a variety of businesses
- Easily collaborate with their teams worldwide

Consistent, Efficient Opportunity Management

Alutiiq was also able to create better structure around its existing processes and procedures, which helped improve compliance and efficiency. "The solution really solidified the processes that we had in place, so we have consistency now in how we approach each opportunity," shares Hines.

The features that Alutiiq uses most are the PWin and budgeting capabilities. "Those are the two that we've never had the ability to do, and actually track it from plan to actual," says Hines. "With TechnoMile's solution, I find it very easy to make my own reports and my own graphics."





Clear Visibility and the Agility to Scale



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About TechnoMile

From go-to-market to contract closeout, TechnoMile provides transformative cloud solutions that empower companies to find, pursue, win, and retain more business with the government. With our best-in-class cloud platform, companies optimize BD and capture processes, gain unique competitive insights, source contact intelligence, automate and de-risk the contract lifecycle, and gain an information advantage that elevates enterprise performance.



Scan the QR code to schedule a demo

