

Capture Management

# Case Study



**Tatitlek** Gains New Efficiency and Pipeline Visibility with Help from TechnoMile





The Tatitlek Corporation is an Alaska Native Corporation (ANC) and SBA certified 8(a) firm headquartered in Anchorage, with project and business offices located throughout Alaska and the continental U.S. Since 1973, Tatitlek has been providing the U.S. government with solutions for complex, logistically challenging projects. The company's range of global services include satellite imagery and solutions for geospatial decision making, IT and professional technical services, construction services, and facilities operations and maintenance and installation support services.



**1973**  
Founded



**Anchorage,  
Alaska**  
Headquarters



**450+**  
Company Size



**IT Services and  
IT Consulting**  
Industry



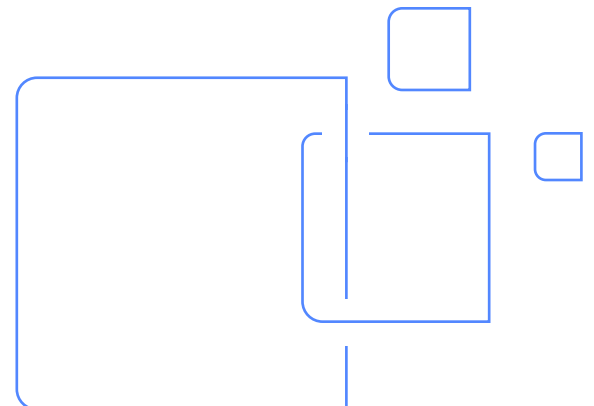
"I wanted to be sure we selected the solution that was most aligned to our leadership's reporting expectations and the needs of a business development team in GovCon. TechnoMile's solution was head and shoulders above the others in these areas. If you're in the GovCon industry, this tool is the most in line with how we track business opportunities, in terms of the way the data is laid out and can be reported on. Out-of-the-box, our industry's BD and RFP process is embedded into the solution."

Mark Wamsher, Vice President of Business Development at Tatitlek

## More Efficient Opportunity & Pipeline Management

Over the past five years Tatitlek has experienced tremendous growth, more than doubling its annual revenue and achieving the largest backlog in the company's history. Like many rapidly growing GovCons, the company found itself ready to upgrade its opportunity management technology to bring greater efficiency to its business development and pipeline reporting processes. Explains Mark Wamsher, Vice President of Business Development at Tatitlek, "We were leveraging five different Excel

spreadsheets to track opportunities and wins/losses. Routine reporting to the Board on Bid & Proposal team activities meant piecing together data about completed RFIs, submitted RFPs and how many were won or lost, which subsidiary was involved, and more – it was an absolute headache!"





Against this backdrop, it piqued Wamsher's interest when TechnoMile approached him about a demonstration of its Growth Suite, which is a CRM solution designed specifically to address the complexities of selling to the federal government. Shares Wamsher, "During the demo, I immediately keyed in on the solution's dashboard and interface. I could see instantly how I'd leverage it for my reporting for the Board and that it was an industry standard solution in terms of the way things were organized."

## A Solution in Line with GovCon Needs

After evaluating several CRM solutions, Tatitlek ultimately selected TechnoMile's Growth Suite. Says Wamsher, "I wanted to be sure we selected the solution that was most aligned to our leadership's reporting expectations and the needs of a business development team in GovCon. TechnoMile's solution was head and shoulders above the others in these areas. If you're in the GovCon industry, this tool is the most in line with how we track business opportunities, in terms of the way the data is laid out and can be reported on. Out-of-the-box, our industry's BD and RFP process is embedded into the solution."

## Hitting the Ground Running

It was important for Tatitlek's BD organization to be able to hit the ground running with its new TechnoMile solution. Wamsher's goal was to provide his upcoming bi-annual briefing to the Board using the tool. Close partnership with TechnoMile's implementation team and his TechnoMile Customer Success Manager ensured that Wamsher met his objective. He explains, "I was very deliberate about how I wanted to see opportunity details organized in the interface and the TechnoMile team was great about executing on my requirements. Leading up to the Board meeting, I met weekly with my Customer Success Manager, who walked me through creating any reports I needed and helped ensure I had everything ready for my meeting. It was a great experience all around and an easy transition to TechnoMile."



## Clear Visibility & Streamlined Reporting

Today with its TechnoMile solution in place, Tatitlek enjoys clear visibility into pipeline metrics as well as streamlined reporting capabilities that save its BD team time. "In the past, culling all of the necessary information together – which required running through five different

spreadsheets – meant that I could spend half a day putting together reporting for the Board. Now I can generate a report with all the details I need in one click. TechnoMile provides an excellent tool for briefing our leadership," shares Wamsher.

## A Partner to Expedite Client Vision

Tatitlek also leverages TechnoMile Premium Support, which provides clients with extra assistance with their training, enablement, and technical support needs. Says Wamsher, "We know we're just scratching the surface of what we can do with our TechnoMile solution. As we partner with our Customer Success Manager and develop new requirements for our solution, it's great to be able to leverage TechnoMile's expertise and have a team at the ready to help execute on our vision and quickly implement what Tatitlek needs as we continue our rapid growth trajectory."





## 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

