

Pre-Award Management

Enhance Pre-Award Efficiency, Collaboration, and Compliance

TechnoMile Pre-Award Management improves your organization's efficiency, strengthens its compliance, and seamlessly connects resources from across your company – including Business Development, Capture, Proposal, and Contracts teams – as they collaborate to successfully win more business.

Efficient Tracking of Solicitations & Bid Decisions

Keep on top of all potential bids and enable easy visibility into bid/no bid trends. TechnoMile Pre-Award Management can be used with either the TechnoMile Growth or Contracts Suite to track any type of incoming solicitation from the government. Capture each new solicitation, including all related documents and files, dynamically route it for internal review and approval, and document your organization's ultimate bid/no bid decision.

AI-Powered Risk & Compliance Analysis

Fast track your team's analysis of a solicitation's risk and compliance. Clients have the option to add on TechnoMile's RFX Copilot, powered by TechnoMile ElevateAI Service. This copilot extracts key business intelligence from the solicitation – including proposed CLINs/SLINs, the statement of work, proposal requirements, evaluation factors, labor categories, clauses, CDRLs, and deliverables – and presents these details to users via an intuitive, user-friendly workflow that enables fast data validation, efficient risk reviews, and rapid compliance matrix generation. This eliminates hours of manual data entry, enhances data integrity, and speeds up risk assessment and compliant proposal creation.

Streamlined OCI Reviews

Streamline Organizational Conflict of Interest (OCI) sweeps using our solution's configurable OCI questionnaire and dynamic review and approval workflows. Create and track adjudications and capture mitigation plans as needed, equipping your company to proactively identify any potential conflict, implement appropriate mitigations, and capture an auditable history of these efforts.

Collaborative Proposal Development

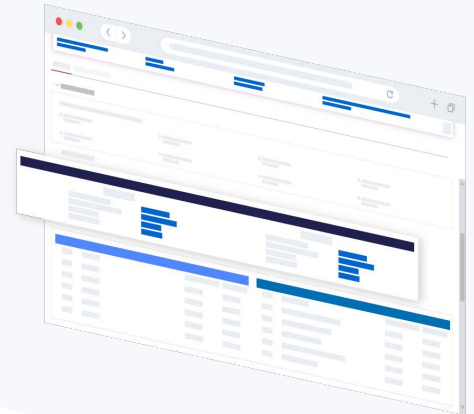
More effectively collaborate to win. Track the creation of proposals as well as commercial statements of work (SOWs), including details regarding the proposal team, proposed pricing and costs, any federal clauses, and any TINA exemption. Seamless integration with SharePoint supports efficient, cross-organizational collaboration on each proposal, which can then be routed for internal review and approval prior to submission to the customer.

Auditable Records of Negotiations

Easily maintain compliant, auditable records of your negotiations with the government. Document all contract negotiations, including costs and contractual terms, in the system, route negotiated values for internal review and approval, and then capture the final, agreed-upon changes to enable proposal and contract updates. Negotiation records must be approved before changes are finalized, ensuring compliance with internal and external requirements and maintaining an audit trail of cost and contract adjustments.

Simplified TINA Sweeps

Simplify your company's management and documentation of Truth in Negotiations Act (TINA) sweeps. The system automatically generates TINA certifications for non-exempt proposals, ensuring compliance with government regulations on cost and pricing data submissions. All supporting TINA documentation can be routed for internal review and approval before the TINA certification letter is generated from the system.



Pre-Award Management



Rapid Intake of New Awards

Save time and eliminate keystrokes. Upon award, rapidly create a new contract record that auto-populates contract details using information from the related solicitation, proposal, negotiation, and TINA certification records. This includes automatic capture of all clauses added during the proposal stage, ensuring that key and custom clauses are consistently applied throughout the contract lifecycle.

Key Features

- TechnoMile Growth or Contracts Suite Integration
- Solicitation Tracking and Review/Approval Workflows
- OCI Sweep Questionnaire & Review/Approval Workflows
- Bid/No Bid Decisions Capture
- Proposal/SOW Tracking and Review/Approval Workflows
- SharePoint Integration for Collaborative Proposal Development
- RFX Copilot Integration
 - AI-Powered Extraction of Solicitation Details
 - Capture of Proposed CLINs/SLINs, SOW, Proposal Requirements, Evaluation Factors, Labor Categories, Clauses, CDRLs, and Deliverables
 - Generation of Configurable Risk Assessments and Compliance Matrices
- Negotiation Tracking and Review/Approval Workflows
- TINA Sweep Review/Approval Workflows
- Generation of TINA Certification Letters
- Auto-population of New Contract Record Details at Award
- Set of Standard Pre-Award Reports

**Pre-Award Management available only when solution is deployed on Salesforce*

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
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