Customer Case Study

Sealaska

8(a) Government Contractor Secures More Business Across the Federal Sector with GovWin IQ from Deltek

Sealaska is an Alaska Native Corporation representing the rich heritage of the Tlingit, Haida, and Tsimshian people. The company has eight different subsidiaries doing work in construction, data management, IT, environmental remediation, environmental consulting services, marine science, and engineering.

Prior to subscribing to GovWin IQ from Deltek, the company was using homegrown spreadsheets to track opportunities and wanted to find a better, more proactive way to stay ahead of the competition. With GovWin IQ, Sealaska saves time, makes better bid decisions, finds more teaming partners and ultimately, wins more business.

Company: Sealaska • Headquarters: Juneau, AK • Industry: Professional Services

Products & Services: Construction, data management, IT, environmental remediation, environmental consulting, marine science, and engineering.

Employees: 1,000+

sealaska.com
Sealaska

Challenges
• Sealaska was trying to expand its federal footprint but did not have the insight into opportunities or competition.
• The company was using spreadsheets to track opportunities, which was time consuming and not always up to date.
• The lack of centralized, real-time data made it difficult to make informed bid/no-bid decisions and expand into new agencies.

Solution
• Sealaska began subscribing to GovWin IQ from Deltek to get ahead of opportunities and be far more prepared before opportunities are released to the public.
• With GovWin IQ, Sealaska can do a deep-dive analysis of its competition, learn about agency spending trends, and make more informed bidding decisions.

Benefits
With GovWin IQ, Sealaska is:
• Winning more federal business with a wider range of agencies
• Finding perfect-fit teaming partners
• Freeing up time to work on projects and strategic priorities instead of wasting hours searching for opportunities
• Looking to expand into SLED markets now with access to new data

“With the information we got from GovWin IQ, we were able to secure a meeting with the stakeholders, developed and built our team, and ultimately won the work.”

April Horsley, Business Development Manager, Sealaska