**GovWin IQ Connector E2E Scenarios Template**

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| Primary Persona: | Business Development (BD) Executive, Capture Managers |
| Configuration Settings | Client: Web Client (Browsers: Chrome, Edge) |
| Problem / Opportunity Statement: | TechnoMile’s GovWin IQ Connector injects more information directly from GovWin IQ into Microsoft Dynamics for Sales, including GovCloud version. This data can then be used in a more collaborative and mobile environment increasing speed of decision making on opportunities enabling users and managers to stay focused on going after the right opportunities at the best time. |
| Pain Points: | The standard usage of MS Dynamics Sales in conjunction with GovWin IQ requires the users to switch between the two User Platforms and Interfaces to view and/or reference data. Data needs to be manually copied into the MS Dynamics for Sales in order to report on them. |
| User Goals: | Centralize data and enables users to contextualize data from GovWin IQ and track/report with accurate real time on pertinent information including Contract Vehicles, Contacts, Competitors & intelligence on opportunities all with the click of a button |
| Business Goals: | Track and report on Opportunities with accurate real time on pertinent information and actionable intelligence |
| Triggers: | NA |
| Narrative Description (e.g., plans, evaluation, actions, objects, context, events): | The integration of GovWin IQ and Microsoft Dynamics for Sales centralizes data and enables Capture Managers and BD Executives to contextualize data from GovWin IQ and track/report with accurate real time information, all with the click of a button. |
| Detailed Steps | ***1) GovWin IQ - Solicitation Request: User can import GovWin IQ data into Microsoft Dynamics for Sales by entering an GovWin IQ Opportunity ID number in the GovWin Opportunity Id field, saving, and clicking "Get GovWin IQ Data"***  ***2) GovWin IQ – Updates: User can view all modifications made to the GovWin IQ solicitation by clicking on Update records and viewing the before and after information***  ***3) GovWin IQ – Attachments: User can view attachments from GovWin IQ posted to the Files object of Microsoft Dynamics for Sales after getting GovWin IQ data***  ***4) GovWin IQ – Contact Roles: User can view contact roles from GovWin IQ posted to the GovWin IQ Opportunity Contact Roles object of FedCapture after getting GovWin IQ data***  ***5) GovWin IQ – Batch Updates: Admins can configure an GovWin IQ nightly update using the standard Microsoft Dynamics for Sales schedule apex feature. Batch updates will update all GovWin IQ fields and add any new attachments to the record***  ***6) GovWin IQ – Web Links: Users can click on the weblinks and be brought to the record information directly in GovWin IQ as long as they are logged into both GovWin IQ and Microsoft Dynamics for Sales in the same browser***  ***7) GovWin IQ – Single Updates: User can update GovWin IQ data by clicking "Update GovWin IQ Data". This will update all GovWin IQ fields and add any new attachments to the record***  ***8) GovWin IQ – Configuration: Admin must configure GovWin IQ by setting up the GovWin IQ client and secret codes. These can be gotten from the GovWin IQ administrative panel and require a webservices license to access*** |
| Success Metrics: | 1. Successfully saving above data 2. Successfully viewing the GovWin IQ data in its tab on the Opportunity Form |