Capture 360
Agile, Intuitive, Empowering

Achieving Contractor Excellence

Highlights

- Microsoft Cloud Based
- Leverages Microsoft AI Platform
- Built on Dynamics® 365 and Power Platform
- Integrates with Microsoft Office and Teams
- Highly Scalable and Secure Remote Work Environments
- Familiar Microsoft® user experience
- Rapid Deployment
- Rapid Adoption
- Streamlines Process
- Ensures FAR/DFAR/AMS compliance
- Comprehensive Real Time Dashboards
- Comprehensive workspaces
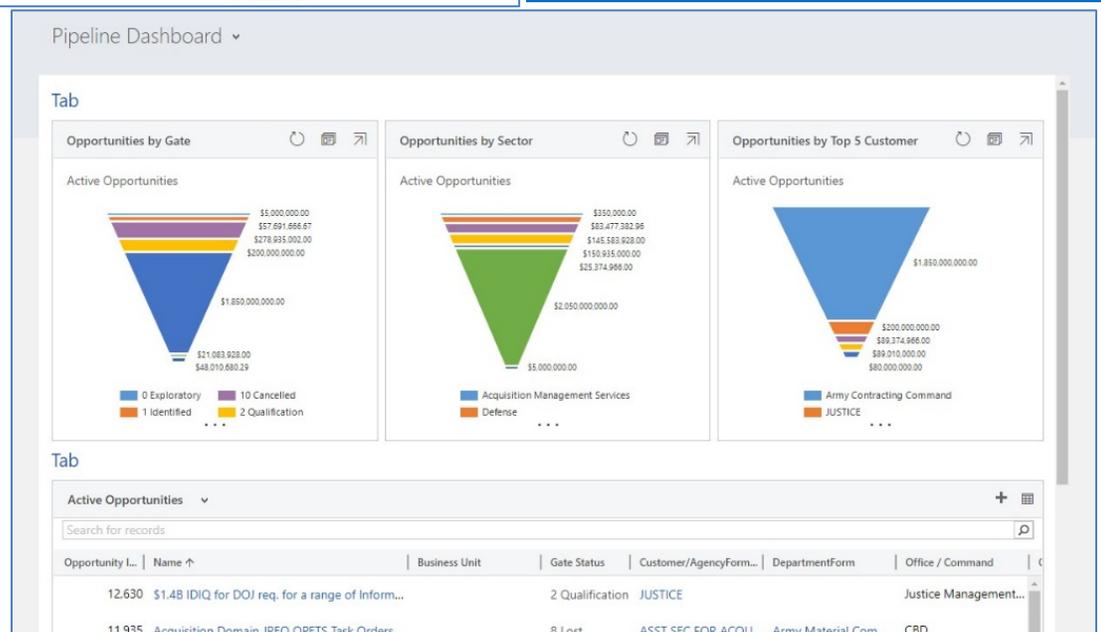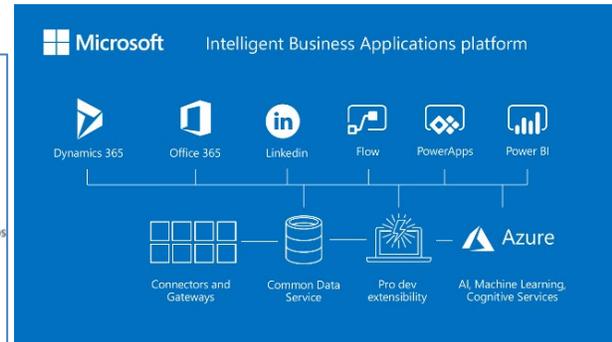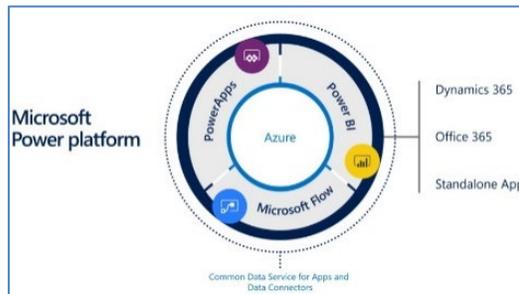- Seamless Integrations to existing applications

Capture 360 is available on the Dynamics 365 Customer Engagement or Power Apps Platform and may be deployed individually or as part of our Contractor 360 system. Capture 360 is designed with the complex federal pursuit process at its core. Capture 360 supports full native integrations into necessary government sites such as FBO/beta.sam.gov along with all subscription services. Capture 360 supports multiple: Opportunity Types, Milestone Dates, Capture Team Members, Win Themes and Probabilities, Partner Competitor Teaming and PWIN analysis, Gate reviews, Color Teams, re competes and incumbents. Capture 360 leverages the next generation capabilities of RPA, AI, and ML to accelerate your data driven organization into an industry leader.
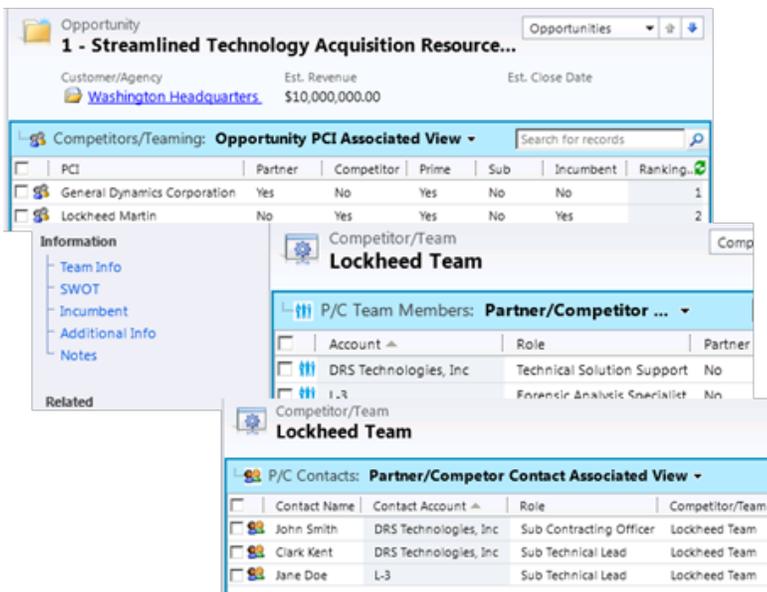
Native integrations into Microsoft 365 and Teams allow workflows to alert team members of required actions and due dates, manage response content, and provide a meeting space for team members to collaborate in the cloud.

Native integrations to your existing ERP and Timekeeping system provides extremely accurate adjusted Backlog and Pipeline analytics.

Capture³⁶⁰© provides:
- ✓ Familiar Microsoft® Desktop Displays
- ✓ Relative Information organized per process phase
- ✓ Highly Intelligent work environment
- ✓ Automated Acquisition Processing
- ✓ Operational Intelligence
- ✓ Full Historic Detail

Competitors/Teaming: **Opportunity PCI Associated View** ▾   Search for records

	PCI	Partner	Competitor	Prime	Sub	Incumbent	Ranking..
☐	General Dynamics Corporation	Yes	No	Yes	No	No	1
☐	Lockheed Martin	No	Yes	Yes	No	Yes	2

Information
- Team Info
- SWOT
- Incumbent
- Additional Info
- Notes

Related

Competitor/Team
Lockheed Team

P/C Team Members: **Partner/Competitor ...** ▾

	Account ▲	Role	Partner
☐	DRS Technologies, Inc	Technical Solution Support	No
☐	L-3	Forensic Analysis Specialist	No

Competitor/Team
Lockheed Team

P/C Contacts: **Partner/Competor Contact Associated View** ▾

	Contact Name	Contact Account ▲	Role	Competitor/Team
☐	John Smith	DRS Technologies, Inc	Sub Contracting Officer	Lockheed Team
☐	Clark Kent	DRS Technologies, Inc	Sub Technical Lead	Lockheed Team
☐	Jane Doe	L-3	Sub Technical Lead	Lockheed Team

Gate 1 - Interest Review

Gate 1 - Scheduled Date	1/31/2012	Gate 1 - Review	1/31/2012
Gate 1 - Chairperson	Jane Doe	Gate 1 - VP/GM	John Michaels
Gate 1 - Result	Pass (No Actio ▾)		

Gate 2 - Pursue

Gate 2 - Schedule Date
Gate 2 - Chairper
Gate 2 - Result

Gate 3 - Bid/N

Gate 3 - Bid/No B Scheduled Date
Gate 3 - Chairper

Question	Answer Name	Min Possible	Max Possible	Current Score
Are we cost competitive?	We are competitive	6	14	6
Client knows us?	No	0	5	5
Do we have the required facilities	Yes	15	20	15
How many sub-contractors to be used	1-4	8	10	10
Incumbency	No eligible incumbent	0	5	5
Is this RFP in our top 5 specialities?	Yes	7	10	10
Proposal Resources People available	Yes	5	15	5
Is this a set aside?	No	-5	0	-5

CAPABILITIES & FEATURES

Agile. **Capture$^{360©}$** provides government contracting organizations with a highly agile system that is easily re-configured to meet the evolving and unique needs of the user community, while also reducing the need for costly software upgrades. Built upon the Microsoft Dynamics® 365 platform, **Capture$^{360©}$** provides a single master source of all contract information, giving enhanced Outlook®-based access and visibility into all relevant procurement data for users across the organization.

Transparent. **Capture $^{360©}$** enhances visibility by automating the collection and delivery of capture and contract related information such as Excel spreadsheets, RFIs (market assessments), previous RFPs, PowerPoint® presentations, Outlook® artifacts and other documents that relate to specific objectives. For example, everything associated with an opportunity or contract, including all relevant emails, Team reviews, calendar invites and documents, emails and approvals, can be tagged, searched and pulled together instantaneously into an electronic folder that presents users with all the specific information required.

Productive. To increase efficiencies and optimize productivity, **Capture$^{360©}$** streamlines processes by making arduous entry and cataloging tasks much easier to complete and more accurate. In addition, Contractor$^{360©}$ provides management with the real-time dashboard reporting and data analysis needed to quickly identify and resolve workflow bottlenecks

Familiar. **Capture $^{360©}$** is designed to track all lifecycle communications and interactions -- and facilitate activities through automated workflow messaging. Communications and tracked activities are visible in Outlook®, any browser, and SharePoint®, which present users with these familiar desktop environments.

Aligned Business Solutions
Aligning People, Process, Strategy & Technology

Aligned Business Solutions, LLC
(703) 752-3746
sales@alignedllc.com
www.alignedllc.com

Microsoft Dynamics 365

Pipeline Management
♦ Track GWAC & IDIQ opportunities
♦ Supports recurring federal contract lifecycles
♦ Over 300 opportunity data elements including:
  ○ 20 milestone dates
  ○ Win strategy
  ○ 12 capture team members
  ○ Lessons learned
  ○ Partner/Competitor Teaming with FOIA
  ○ Return-on-Investment Determination
♦ Manage date entry requirements by sales stage
♦ Complete workflow enablement integrated with Exchange & Outlook
♦ Back office ERP integration for pipeline and backlog analysis
♦ Target automatically load opportunities from external sources (SAM, etc.)

Collaboration
♦ Opportunity Teaming relationships
♦ Tracks Partner/Competitor/Incumbent SWOT on opportunities
♦ Automatically creates SharePoint document library for proposal teaming & documents
♦ Outlook & browser user interfaces

Decision Support
♦ Opportunity Win Probability calculations
♦ Complete Freedom of Information Act analysis
♦ Industry standard capture and proposal best practice support
♦ Automated and targeted opportunity mining