Dynamics 365
for Government Contractors

Dynamics 365 for Government Contractors provides government contractors with a flexible solution based on Microsoft Dynamics 365 that helps automate business capture processes, including market intelligence analysis and in-depth proposal management. Dynamics 365 for Government Contractors is built on the Microsoft Dynamics platform to facilitate integration with ERP, accounting, and document management.

Dynamics 365 for Government Contractors – Capture Management Process

The Dynamics 365 for Government Contractors provides in-depth analysis of the government contracting capture management process through market intelligence, opportunity review workflows, proposal collaboration, and management of post-award activities.

You can use Dynamics 365 for Government Contractors to:

- Create and organize opportunity reviews to manage bids and teams.
- Streamline the proposal process through complex reviews and SharePoint integration.
- Setup custom reviews using workflow management
- Manage post-award activities starting with project creation and providing a framework for integration of timesheet, accounting and Project Server systems.
- Generate ad-hoc reports and dashboards to streamline operational and strategic communications.

Manage Proposals
Dynamics 365 for Government Contractors allows an organization to manage their proposals through the use of a process flow. The proposal will only advance through the process flow if certain criteria in each stage have been met, which can be customized. This allows users to track proposals easily, streamlining the processes.

Post Award Activities
Dynamics 365 for Government Contractors helps you manage post award activities for a winning proposal. Capabilities include project creation to track progress on the awarded project. Also, timesheet integration, accounting integration, and Project Server integration is simplified. SharePoint project sites can be created to store important project information, track progress, and meet project deadlines.

Flexible Reporting
Creating custom reports for different users can be time consuming. Dynamics 365 for Government Contractors empowers users to easily build new custom reports using Microsoft SQL Server Reporting Services. Outlook email integration is also included for many functions, such as applicant notifications and correspondence.
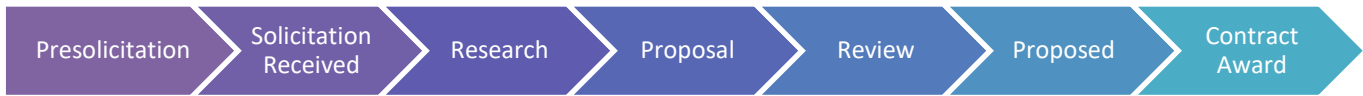
Review Process
Dynamics 365 for Government Contractors allows organizations to define workflows specific to a unique review process. The interface will show the active reviews, and allow a proposal to move forward only when the review process is complete. This solution supports both internal and external teaming capabilities in order to allow transparency throughout the review of each proposal.

Active Reviews

Opportunity	Label ↑	Name	Review Date	Proposal Approv...
10--CHUTE,AMMUNITION	Blue	Review 16	1/1/2014	Yes
Leading Strategic Corporate Change ...	Blue	nm	1/8/2014	No
Accounting System Replacement	Financial	rev2	1/8/2014	No
Accounting System Replacement	Project Plan	Rev1	1/8/2014	No
Intrusion Detection System Maintena...	Red	Intrusion Detection O...	1/16/2014	No
Q--Nursing Home Services	Red	reviewmk19	1/9/2014	Yes
2012 DHS S&T LRBAA	Red	dummy		No
2011 DHS S&T LRBAA	Red	main review	1/21/2014	Yes
Intrusion Detection System Maintena...	Technical	MasonTest		

External Interfaces
Government Contractors can increase transparency and enhance internal communication by publishing their active proposals and opportunities within their organization. Dynamics 365 for Government Contractors supports open standards, such as XML and web services, so you can integrate the solution to interact with existing accounting systems and servers. This solution also offers SharePoint and Project Services integration.

Market Intelligence	Opportunity Review Processes	Proposal Processes	Post-award activities
Research (public and subscription services) Competitive Intelligence Award History Government Account Lists	Bid/No Bid Bid Team Teaming	Complex Reviews Bid Calendar SharePoint Integration	Create Projects Timesheet Integration Accounting Integration Project Server Integration

| Presolicitation | Solicitation Received | Research | Proposal | Review | Proposed | Contract Award |

Workflow Automation

Workflows in Dynamics 365 for Government Contractors help you automate both simple and complex processes with notification to all participants. The comprehensive log of activities tracked in workflows helps you establish accountability in accordance with your agency guidelines.
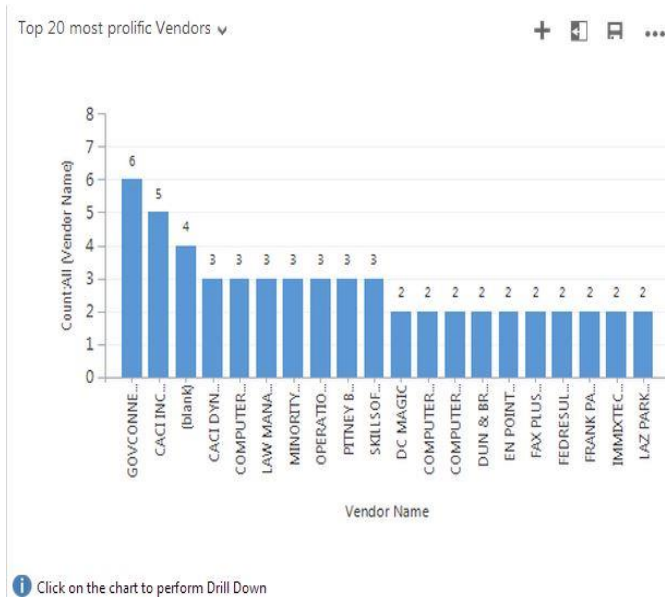
Works with popular Microsoft products

Dynamics 365 for Government Contractors works seamlessly with popular tools including: Office 365, Outlook®, Word, Excel®, and SharePoint. Office SharePoint Server is often used for document management and collaboration integration.

Store Data and Metrics

Government Contractors can improve efficiency and business rules by utilizing the historical and operational data stored in the system. Full exploration and analysis of data combined with related KPIs and metrics provides a broader view of a program's success and impact.

Top 20 most prolific Vendors ∨   + ⬚ 🖫 ...

[Bar chart: Count:All (Vendor Name) vs Vendor Name]
Values: GOVCONNE... 6, CACI INC... 5, (blank) 4, CACI DYN... 3, COMPUTER... 3, LAW MANA... 3, MINORITY... 3, OPERATIO... 3, PITNEY B... 3, SKILLSOF... 3, DC MAGIC 2, COMPUTER... 2, COMPUTER... 2, DUN & BR... 2, EN POINT... 2, FAX PLUS... 2, FEDRESUL... 2, FRANK PA... 2, IMMIXTEC... 2, LAZ PARK... 2

ⓘ Click on the chart to perform Drill Down

Dynamics 365 for Government Contractors Benefits

Extensible platform using well known development tools. You can tailor the solution to match your sales methodology and unique requirements. Because it is based on the Microsoft development platform, you can be sure of wide technical support from a large software development community.

Easy to adopt and learn. By taking advantage of the excellent usability and familiar interface of Microsoft products, you can drive user adoption quickly. Dynamics 365 for Government Contractors is fully customizable to your organization's needs and proposal processes.

For more information

For more information about streamlining your Government Contracting process, contact sales@infostrat.com