

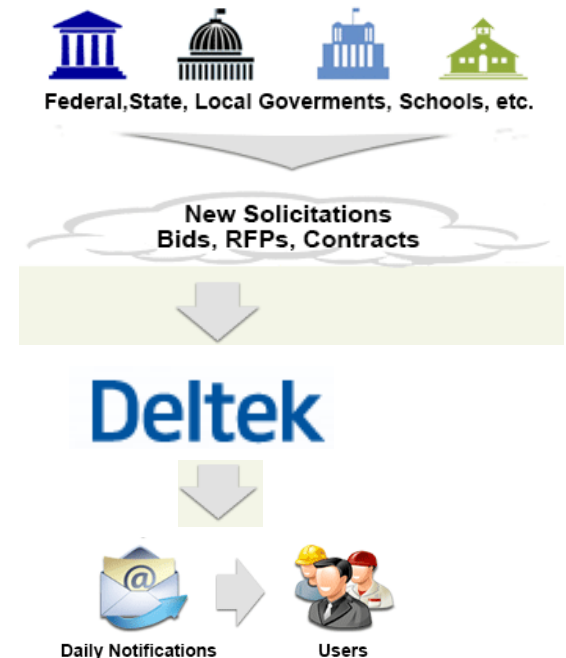
# Gathering Business Intelligence Using Visible Thread

GovWin  
from Deltek

October 21, 2015

# About GovWin

- Deltek's GovWin IQ helps government contractors win more business, by providing a centralized and detailed platform for insight into opportunities at all stages.
- The GovWin State & Local Database Includes:
  - Bid Notifications
  - Advance Project Notification
  - Bid Tabulations
  - Contract Awards
  - Purchase Order Data
  - Contacts
  - Government Profiles



# Business Problem

- High percent of state, local and education governments only transmit or announce contract award data through meeting minute documents.
  - These include city council meetings, county executive meetings, board of supervisor meetings, and finance meetings.
- Deltek's competitors reviewing and posting award notices from these data sources.
- Time to manually review meeting minutes & process content was unrealistic with current our process. As a result, missing content from a large universe of public sector entities

# Contract Award Meeting Minute Universe



**5,700+ meeting minute  
sites gathered (State, Cities, Counties)**

**~80% meet Visible Thread criteria**

**Utilize  
VT for  
~600 sites**

# Visible Thread Proof of Concept & Time Trials

- 1 Analyst Using VT from 6/11-6/18
- Sample of 10 Gov. Entities (Cities/Counties)

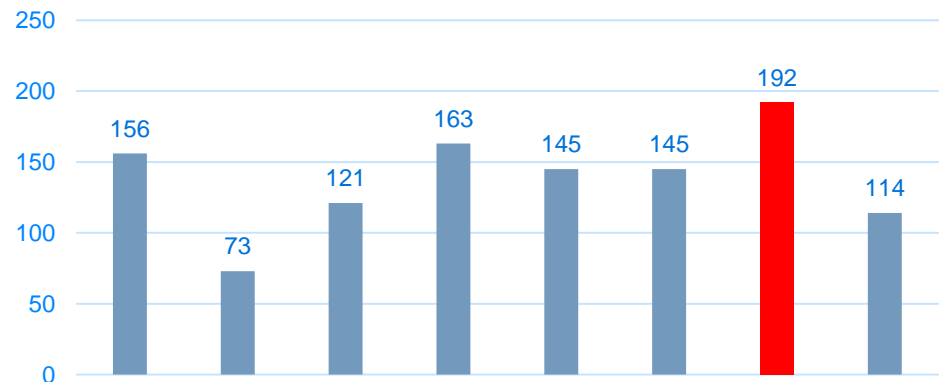
ENTITIES REVIEWED	# of MM documents
Orange County, California	3
Baltimore County, Maryland	3
Decatur, Illinois	2
Sunnyvale, California	2
Kissimmee, Florida	2
Lake County, Ohio	2
Birmingham, Alabama	6
Prince George's County, Maryland	2
Polk County, Iowa	6
Broomfield, Colorado	3

- Netted 192 new contract awards

Total # of entities reviewed	10
Total # of documents reviewed	31
Total # contract awards processed	192

- For time trials, did 1 day of time in motion study for 38 records
  - On average, took 5-7 mins to review a VT document to determine awards to process
  - Average processing time per CA was 3:27
- Overall Productivity

CA Processing 6/11-6/18



# Visible Thread Pilot

- Piloted 10 meeting minute sites

**Home**

ALLEN COUNTY, OHIO

- M040715.pdf
- M040915.pdf
- M041415.pdf
- M041615.pdf
- M051915.pdf
- M052615.pdf

DECATUR, ILLINOIS

- DECATUR 4.pdf
- DECATUR 3.pdf
- DECATUR 2.pdf
- DECATUR 1.pdf

DELAWARE COUNTY, OH

- 01\_12\_15.pdf
- 01\_08\_15.pdf
- 01\_05\_15.pdf

HOUSTON, TEXAS

- Minutes\_2015\_5\_27\_Me
- Minutes\_2015\_5\_12\_Me
- Minutes\_2015\_5\_5\_Mee
- Minutes\_2015\_4\_28\_Me
- HOUSTON 2.pdf
- HOUSTON 1.pdf

JACKSON COUNTY, OKLA

- 500.pdf
- 502.pdf
- 505.pdf
- 508.pdf
- 514.pdf
- 513.pdf

**HOUSTON, TEXAS**

Summary | Discovery | **Concept Tracking** | Structure Analysis | Quality Analysis | Activity

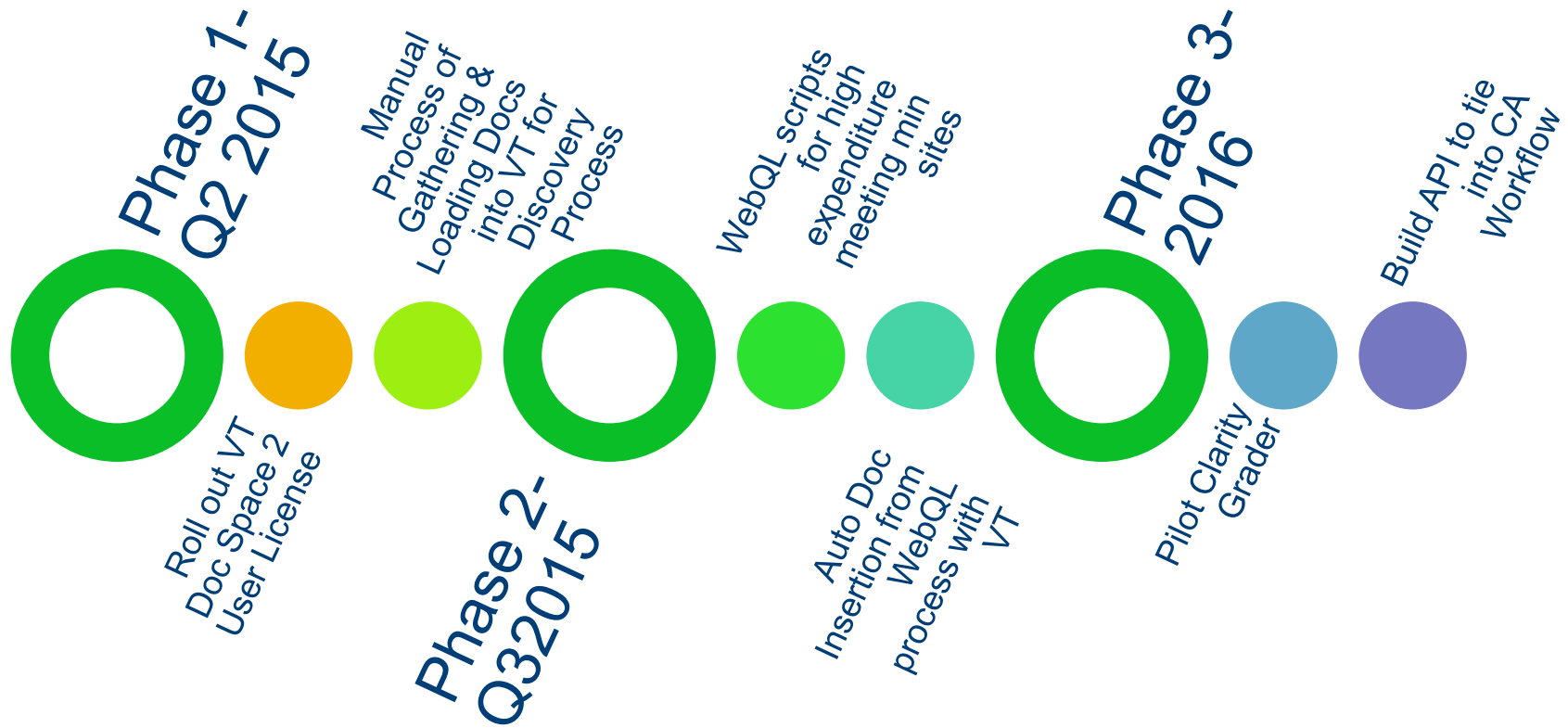
→ Use different dictionary | → View PDF Report | Type to filter | Add search term | Export

State and Local	Freq.	Minutes...	Minutes...	Minutes...	Minutes...	HOUS...	HOUS...
<b>Meeting Minute Terms (13 Items)</b>							
Contract*	272	74	23	25	56	41	53
Agreement*	102	25	16	16	14	21	10
Award*	71	21	12	4	18	10	6
LLC*	54	13	4	8	13	6	10
Corp*	18	5	3	1	2	2	5
Inc.	11	3		2	5		1
Enter into vendor	3	1		1	1		
Purchase order	1					1	
Single Source							
Sole Source							
Purchase Or.							
PO							

**Analysis** | Viewer

Page / Heading / Worksheet	Concepts	Ref	Document Content	Document
Page 14	<ul style="list-style-type: none"> <li>Award</li> <li>Contract</li> <li>LLC</li> </ul>	61.	61. ORDINANCE awarding Work Order Sidewalk Repair Contracts to LMC MED TRANSPORTATION, LLC dba CCITS, and IPSUM BUILDING SUPPLIES & SERVICES, INC; appropriating any and all contributed funds as received into the fund for the purposes set out herein- was presented and the City Secretary announced that the item had not been received and would be considered at the end of the meeting if received during the meeting.	<a href="#">HOUSTON 1.pdf</a>
Page 14	<ul style="list-style-type: none"> <li>Award</li> <li>Contract</li> </ul>	62.	62. ORDINANCE appropriating \$6,599,999.79 out of Metro Projects Construction - DDSRF, \$5,244,794.93 out of Street & Traffic Control & Storm Drainage - DDSRF, \$1,638,817.61 from Water & Sewer System Consolidated Construction Fund, \$164,163.98 from Contribution for Capital Projects Fund and \$730,407.69 from Water & Sewer Contributed Capital Fund, awarding contract to REYTEC CONSTRUCTION RESOURCES, INC for Buffalo Speedway Paving and Drainage: Holmes to West Airport; setting a deadline for the bidder's execution of the contract and delivery of all bonds, insurance, and other required contract documents to the City; holding the bidder in default if it fails to meet the deadlines; providing funding for engineering testing, CIP Cost Recovery, and contingencies relating to construction of facilities financed by Metro Projects Construction - DDSRF, Street & Traffic Control & Storm Drainage - DDSRF, Water & Sewer System Consolidated Construction Fund, Contribution for Capital Projects Fund, and Water & Sewer Contributed Capital Fund - DISTRICT K - GREEN- was presented, all voting aye, nays none. ORDINANCE 2015-0306 ADOPTED	<a href="#">HOUSTON 1.pdf</a>

# Implementation & Roadmap



# Recorded Demo

- Creating folders
- Creating concept dictionary
- Uploading documents
- Running scans and reviewing results (concept tracking and discovery)
- Exporting to Excel
- Scanned documents conversion
- Deleting items



# Results to Date

- Implementation Period; 7/1-10/1
- 2 Processing Analysts
- ~639 URLs reviewed monthly
  - Statewide –19
  - City –272
  - County – 348

- Processing Metrics
  - On average, takes 4-6 mins to review a VT document to determine awards to process
  - Average processing time per award is 3:15 minutes
- Overall Productivity

Contract Awards Processed

