

# GovWin IQ Quick Start Guide



## **Getting Started**

- To begin using GovWin IQ, this guide will take you through the following steps:
  - Step 1: Create Your Personal Profile Create a Personal Profile to track & share your GovWin IQ content, including: Governments & Agencies, Market Verticals, Product & Service Offerings, and Opportunities where you have Advertised Interest. Share your profile and connect with other members of the GovWin Network.
  - Step 2: Create & Save Your Searches Create & Save searches based on your custom search criteria. Set a frequency to your Saved Searches in order to receive email alerts when new opportunities have been added or when content has been updated which meet your search criteria.
  - Step 3: Track Your Opportunities Mark your Opportunities of interest and receive daily email alerts when updates have been made or content has changed. Choose to receive immediate Priority Update emails on your marked Opportunities.

## **Guide Contents**

- » Logging into GovWin IQ
- » Creating your Personal Profile
- » Searching for Opportunities
- » Saving a Search
- » Tracking an Opportunity
- » My Inbox
- » Sharing GovWin IQ content





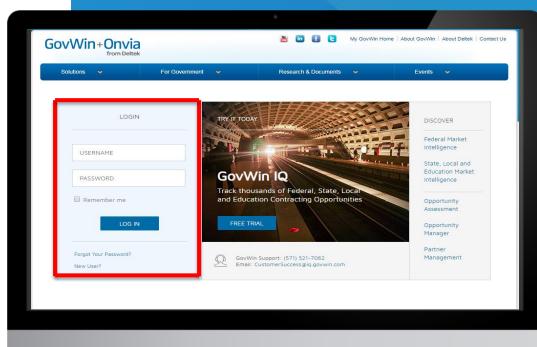


# Logging into GovWin IQ



## Log In to GovWin IQ

- » Open web browser and navigate to iq.govwin.com
- Enter username and password credentials specific to GovWin IQ
- » Click Log In







# Creating your Personal Profile



#### Access your Personal Profile

- » From the My GovWin Homepage:
  - » From the yellow banner, click on My Profile \*\*If you have not previously set up a profile, a yellow banner will be visible in the Homepage until a Personal Profile is created.
  - If you previously set up a personal profile, access it on the My GovWin tab, by clicking on My Profile or on the My GovWin Homepage, click on My Profile in the My Quick Links box.

#### **My** GovWin Quick Find Tip: Sharing your Profile in the GovWin Network" allows you to access over 30,000 profiles of business development professionals in the government contracting industry. Opp/Bid/Lead ID # Access Your GovWin My Alerts My Opportunities Chart **Ouick Links** Networks Demo Corporation My GoyWin Home My Market & Opportunity Alerts **Opportunity Manager and** Partner Management My Profile Network Alert Date I Notifications to 08/08/201 New article mentions ARMY: Respond to My Inbox A new article entitled Leidos makes health care acquisition was added that mentions My Alerts View All Networks ARMY My Searches (27) New article mentions CAL FORNIA 08/07/2019 My Opportunities (29) Featured Reports A new article entitled Upcoming Events, Webinars & Calls for Papers (Week of Aug. 5, My Sharing Activity 2019) was added that mentions CALIFORNIA. My Contacts (2) State and New article mentions CALIFORNIA: 08/07/2019 Local My Contracts (16) A new article entitled 5 ways to inject startup culture in your firm was added that mentions Procurement CALIFORNIA. My Task Orders (6) Snapshot - 02 2019 My Governments (27) New article mentions CALIFORNIA 08/07/2019 Published: August 07, A new article entitled 5 ways to inject startup culture in your firm was added that mentions 2019 My Companies (7) CALIFORNIA. My Compliance Matrices Survey of State 08/07/2019 New article mentions CALIFORNIA My Networks & Local A new article entitled F-35 Track Data Fed To Army Missile Defense System was added My Company Profile Governmen Procurement My Company View All Alerts | D Learn More Professionals - 2019 Subscription Published: July 08, 2019 Update My Salesforce

#### Edit Contact Information

- » By default, only information obtained when your login was created will be filled out in your profile.
- » To add or change contact information details, click on Edit Contact Information.
- » You can also upload a photo, provided it is in .jpg, .gif, or .png format and is less than 4 MB in size.

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				View My Shared Profile
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demoprofile @delte	ek.com			
My Roles & Interests				<b>2</b> E
Roles & Responsibilities:	No Roles & Reponsibilities	s entered. Click the "E	dit" link to add or edit.	
Markets of Interest:	Federal and State, Local &	Education		
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+ Federal Agencies				
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#### Edit Roles and Interests

- » Click on Edit in the My Roles & Interests box to access a pop-up window.
- » Type in your roles and responsibilities, highlight experience and expertise, and choose a specific Market of Interest.

Upload Photo	∠ Edit Contact In	. at	. ق		Share My Profile Profile Shared View My Shared Pro
My Roles & Intere	sts				
Roles & Responsil	bilities:	No Roles & Reponsi	bilities entered. Click th	ne "Edit" link to add or e	edit.
Markets of Interes	st:	No Government Ma	rkets of Interest selecte	ed. Click the "Edit" link	to add or edit.
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Edit Roles & Enter your Roles & Ro Roles & Responsibilities:			our expertise and exper	ierce.	king My Governments also wo
Enter your Roles & R Roles & Responsibilities:	eponsibilities and	d Interests to highlight y	our expertise and exper	ierce.	
Enter your Roles & R Roles &	eponsibilities and	d Interests to highlight y 500 characters or less. & Education	our expertise and experi	ierce.	king My Governments also wo

### Add Governments of Interest

- » Click on Add/Edit My Governments in the My Governments box to add.
- On the My Governments page, you will be able to select and add Federal Agencies and SLED Governments of Interest
- » To add Federal agencies, click Add Federal Agencies

Governments	🖉 Add/Edit My Governments
governments have been selected. Click Add/Edit My Governments link to add Government Markets of Interest (clicking M	y Governments also works).
l any governments you mark throughout the site (from search results or detail pages) will be shown here	

ty Federal Agencies	My SLED Governments			
Federal Agencies			- [	O Add Federal Agencie
UNMARK			Filter:	
		Government Agency		Priority •
		There are no related records		



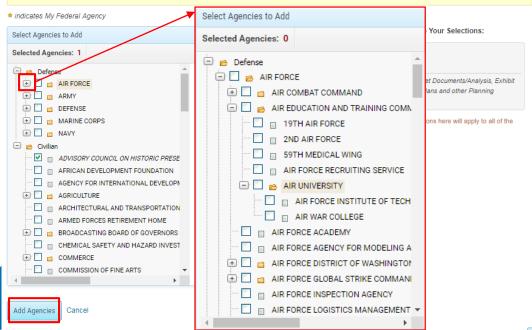
#### Select Federal Governments

- To narrow selections to an agency, department, or office, click on the "+" sign before each agency
- » Check those you want added, then click Add Agencies

#### Add Federal Agencies to My Governments

Select the Federal Agencies that you would like to add to the list.

P Tip: You can quickly add new agencies here. However, if you would like to find Federal Agencies through the advanced search, enter your search criteria, then can mark any of the resulting agencies (1-5). Those agencies will then appear in your My Federal Agencies list.





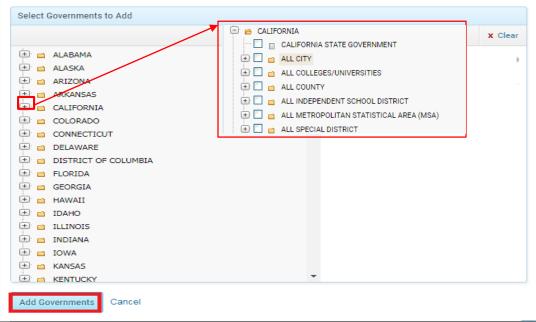
My Gov	ernments	
Follow yo	ar Government markets of interest	
My Federal A	gencies My SLED Governments	<u>ହ</u>
SLED Go	rernments	Add SLED Governments

Select the State, Local & Education Governments that you would like to add to the list.

Tip: You can quickly add new profiles here. However, if you would like to find SLED Governments through the advanced search, enter your search criteria, then can mark any of the resulting profiles (1-5). Those profiles will then appear in your My SLED Governments list.

\* indicates My SLED Government

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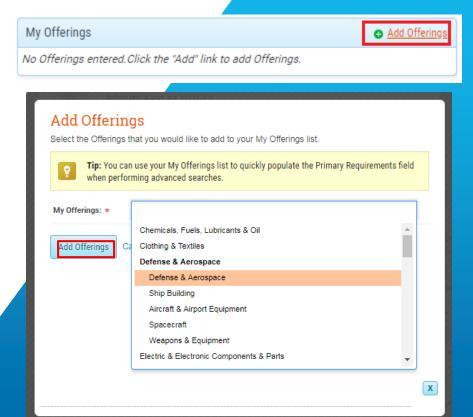
#### Select SLED Governments

- » On My Governments page, click Add SLED Governments under My SLED Governments tab.
- » To narrow selections down to a specific local government, click on the "+" sign before each State, and pick a particular city, county, etc.
- » Check those you want to add, then click Add Agencies



### Add Offerings

- » My Offerings can be added to your profile to help potential teaming partners find you within the network. It also lets you quickly populate the Primary Requirement field when creating Advanced Searches.
- » Click on Add Offerings from the My Offerings box in your profile.
- » Choose the product and industry offerings that apply to your company, then click Add Offerings.





#### My NAICS



No NAICS entered. Click the "Add" link to add NAICS Codes.

## Add NAICS Codes

#### Add NAICS

Select the NAICS codes that you would like to add to your My NAICS list.

Tip: You can advanced se	use your My NAICS list to quickly populate the NAICS field when performi earches.	ng	
My NAICS: *	613		]
	311613 - Rendering and Meat Byproduct Processing	*	
	325613 - Surface Active Agent Manufacturing		
Add NAICS Canc	32 <u>613</u> 0 - Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing	l	
	332613 - Spring Manufacturing		
	333613 - Mechanical Power Transmission Equipment Manufacturing		
	334613 - Blank Magnetic and Optical Recording Media Manufacturing		
My Ciferings	44 <u>613</u> 0 - Optical Goods Stores		2
	541613 - Marketing Consulting Services		ec
	C04000 Condemand Condema	*	

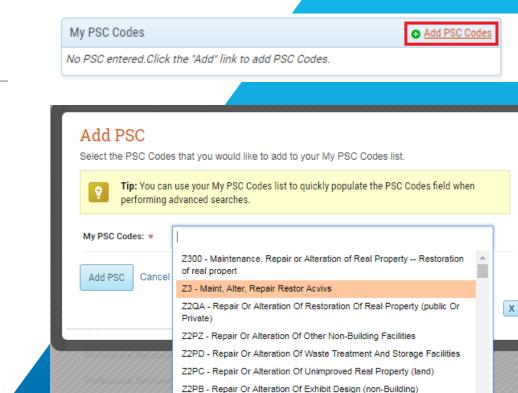
Х

- » NAICS codes can be added to your profile to help potential teaming partners find you within the network. Saving NAICS also lets you quickly populate the NAICS field when creating Advanced Searches.
- » Click on Add NAICS from the My NAICS box in your personal profile.
- » A window will pop-up and you can type in numbers to search for specific NAICS. Select your NAICS then click Add NAICS.
- » As an alternative, click Add My Company NAICS to quickly populate your Company's NAICS



#### Add PSC Codes

- » Click on Add PSC Codes from the My PSC Codes box in your personal profile.
- » Select the PSC from the drop down box, then click Add PSC.



Z2PA - Repair Or Alteration Of Recreation Facilities (non-Building)

## Share your Profile

- Sharing your personal profile enables you to list yourself as a potential bidder on opportunities, and find other teaming points of contact in the GovWin network
- Unless changed by you, your Personal Profile is shared with the GovWin Network.
- To edit the sharing settings: From your Personal Profile page, click on the arrow key under Share My Profile. A window will pop-up where you can choose which aspects of your profile to share/ hide.
- Note that if you have advertised interest in any opportunity, your profile and contact information cannot be hidden.

#### My Personal Profile

🔒 Change Password

#### Share your business expertise, experience and interests

You can configure your profile and manage which information to share with other members of the GovWin Network™.

Your Personal Profile is shared with the GovWin Network™. Share My Profile Check below to share with the GovWin Network<sup>TM</sup>: View My Shared Profile Share My Profile (displays your Name, Title & Company) Your Profile and Contact Information cannot be hidden when you have advertised interest on one or more Opportunities. Choose any additional information you would like to share: My Contact Info (displays your Phone & Email) My Roles & Interests My Governments My Offerings Mv NAICS My Verticals



# Searching for Opportunities





## Basic Search vs Advanced Search

- Use the Basic Search IntelliSearch box if you know the solicitation number or name of a program.
- Use Advanced Search to pre-select filters to narrow your search results





### **Advanced Search**

- » Use a combination of keywords and filters to search specific content.
  - » Tip: Hold <CTRL> on your keypad to make multiple selections.
  - » Tip: Select Keyword Search Help for best practices.
  - » Tip: Click Add My Agencies to populate Agencies selected in your personal profile.
  - Search with Smart Tags: Vendors and agencies do not speak the same language. Smart Tags review the context of a project using a unique set of rules that determine the proper categorization of a project -even if there are misspellings and nondescript titling.
  - » Use additional filter options to narrow your results
- When finished selecting filters, click Search Opportunities

>	State, Loc	al & Ed 🤟 🛛 Te	eaming 🗸	Support 🗸	Ø							
		IntelliSe	arch > 0	Opportu	inities							- Loac
		Opportunities	Contacts	Contracts	Task Orders	Governments	Companies					
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					AFRICAN D	evel 1 () Council on his Development fo Dr Internation	ORIC PRESERV		Opportunity Type	٣		

## Search Results: Dynamic Infographic

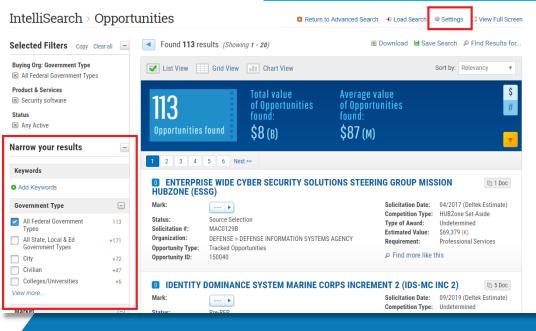
<b>113</b> Opportunities found	Total value of Opportunities found: \$8 (B)	Average value of Opportunities found: \$87 (M) Ientified. The dother figure charts only refi	ant there with an identified dischar
Top 5 Buyers - Organizat		Total Value by Year of Soli	
ENERGY	\$100(M) \$10(M) \$10(M) \$282(M)	50(M)	2017
Top 5 Contractors CACI INTERNATIONAL INC BUCHANAN & EDWARDS, WORLD WIDE TECHNOLO. GENERAL COMMICS COLL BOOZ ALLEY HAMILTON	\$5,001(M) \$5,000(M) \$5,000(M) \$5,000(M) \$5,000(M)	Total Value by Competitio Small Bus Set-Aside Puil and Open / Unrestructed HuB2cne Set-Aside 8(a) Set-Aside Service Disabled Veteran	n Type \$8,150(M) \$5,060(M) \$3,069(M) \$3,063(M) \$5,063(M)
IT Services	equirement \$8,237(M) \$182(M) \$178(M) \$1170(M)		

- » Visual analysis of search results, including Top Buying Organizations, Contractors, Place of Performance, Competition Type, and Primary Requirement
- » Enables you to see in real-time, the market landscape for your pursuits.



#### Filters

- Further filter results using the filters on the left side of screen under
   Narrow Your Results by clicking or unclicking the appropriate box
- » To add or remove filters, click the Settings link at the top of the page

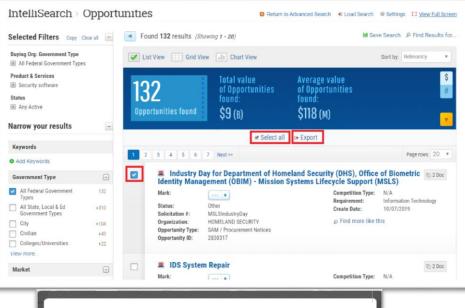


Narrow your results



## **Download Options**

- » Two Download Options: Individual Opportunities or Entire List
- » Download Entire List: Click Select All
- » Download Select Opportunities: Check box next to desired Opportunities
- » Click **Export**
- » Select box for either Selected Content or All Content
- » Click either Excel or PDF
- » Click Proceed to Field Selection
- » Select desired Fields
- » Click Download



Content to Export:	
Content to Export.	Only the Content I've selected (1)
	All Content in List (132)
Export to:	Excel - Limited to 5,000 items.
	PDF - Limited to 100 items.
Proceed to Field	Selection Cancel





## Saving a Search



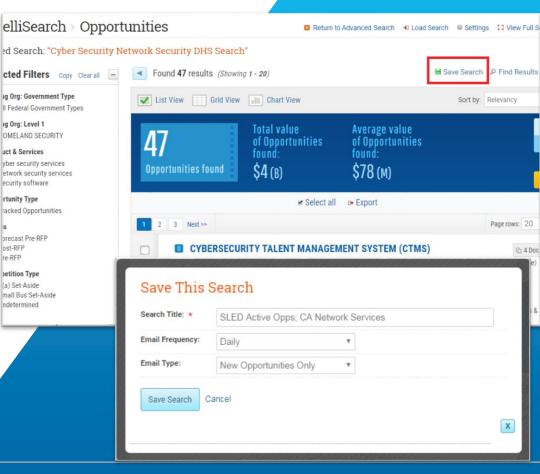
### Saving a Search

- » Save your search to get alerts when new content is added
- » To Save your Search, click Save Search on the upper right hand corner
- » When the Pop-Up appears
  - Name Search »
  - Select Email Frequency of Daily **»** or Weekly

ost-RFP

re-RFP

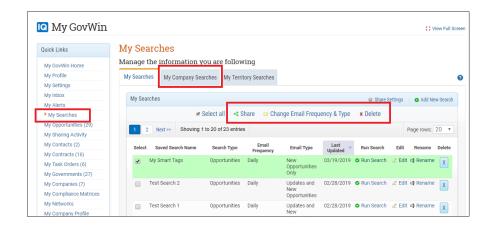
Select Email Type of New **» Opportunities Only or Updates** and New Opportunities





## Accessing, Editing, and Sharing Saved Searches

- » Click the **My Searches** link within the **Quick Links** menu.
- » My Searches is a repository for saved searches across all products, including: Opportunities, Contract Awards, and Task Order Awards.
- » Click the box next to a search and click the appropriate link to Share, Edit Email and Alert Settings, or Delete a search
- » Click My Company Searches to access searches saved by other users at your company







# Tracking an Opportunity





## Tracking Opportunities

- » GovWin IQ provides two options for tracking Opportunities
  - » Marking
  - » Adding to a Folder

## Mark an Opportunity

- » Use this feature to receive an email when the opportunity is updated.
- Marking an opportunity will also save the opportunity to your My Opportunities
- » To Mark an Opportunity:
  - » Click the arrow in the Priority and Folder box
  - » Click the appropriate priority level

Federal	> Opportunity ]	Details	Share Feedback	Opportunity ID UD #
		I SYSTEM GCSSJ DATA	At a Glance	Customize
APPLICATI	ONS INTEGRATI	ON ANALYSIS SUPPORT	Status:	Pre-RFP
Opportunity ID:	174450		Solicitation Date:	09/2019 (Deltek Estimate)
Buying	DEFENSE » DEFENSE INFO	ORMATION SYSTEMS AGENCY » DEFENSE INFORMATION	Award Date:	12/2019 (Deltek Estimate)
Organization:		FING ORGANIZATION (DITCO) / PROCUREMENT	Value(\$K):	5,000
	🚓 View Org Chart		Competition Type:	Small Bus Set-Aside
Organization Type:	Public Safety		Primary Place of Perf:	Fort George G Meade, Maryland, United States
Priority & Folder	Snanshot Timeline		& Teaming Flex Fields Not	es Kona Analyst Update
Marked by: 0		Defense (DOD), Defense Information Systems Agency (DISA), bal Combat Support System (GCSS-J) Data Applications & Inf	tegration Accor Procu	ding to the DISA Forecast of rement Actions (circa May 2019), P is projected during Q4 of FY19
Assess Opp	Opportunity Summary		FY20.	e contract award during Q1 of Deltek has contacted the acting Office within the past week to
Assess Opportunity	Status	Pre-RFP	verify	a status of the RFP release.
Capture (0) Qualifying (0)	Solicitation Date	09/2019 (Deltek Estimate)		e Note: Deltek has limited to no
	Award Date	12/2019 (Deltek Estimate)	visibil task c	ity to all RFQ 's that are issued as

#### Marking an Opportunity

## Folder an Opportunity

- Adding an opportunity to a folder will help organize your opportunities in your My Inbox
- » To Folder an Opportunity:
  - » Click Move to Folder in the Priority and Folder Box
  - Select an existing folder or create a new folder, then click
     Move to Folder

	fove to Fold		new folder to mo	ve this content	to.			
	🛛 🛯 Create a new	folder:						
	🔍 🗀 Air Force							
	Construction							
	🔍 🗅 cyber security	y						
	🖲 🗀 Defense							
Fede	🔍 🗅 Network Seci	urity						
Feue	🔍 🗀 SLED							
INGINE	🔍 🗀 Smart Tags							
	🔵 🗀 Telecommun	ications						
uying rganization:	Move to Folder	ancel				x Remove prior	· _	
rganization T							X	
Priority & Folder	Snapshot	Timeline	Description	Contracts	Contacts	Resources	Vendors & T	
Not Marked	Program	Summary						
Marked by: 0 Folder: Move to Folder	provide	Contractor	the Navy, Nav Instructional S Control Trainir	Services (CIS	) requireme	ents for provid	ding Fire Fight	



## My Opportunities

- My Opportunities is a repository for all of your marked Opportunities, Task Orders, Bid Notifications and Lead Alerts
- Click My Opportunities in the Quick Links box to access
- » Check the box next to an opportunity, then click Actions and Settings to download or filter your opportunities
- » Click My Company Opportunities to opportunities marked by other users at your company

#### **IQ** My GovWin C View Full Screen My Opportunities **Ouick Links** Follow all of your business opportunities of interest My GovWin Home My Profile My Opportunities My Company Opportunities My Settings My Inbox My Opportunities Actions & Setting: My Alerts I Change Display Fields UNMARE Next >> Showing 1 to 20 of 36 entries My Searches (34) Download to Excel My Opportunities T Filter My Opps Opportunity Opportunity Buying Type Notes Accentation Add Opportunities My Sharing Activity Name Organization Archived CMIT18IE920 My Contacts (6) . ORGANIZATIONA DEFENSE/ MESSAGING DEFENSE My Contracts (21) SERVICE OMS INFORMATION SYSTEMS AGENCY My Task Orders (9) AND NATIONAL GATEWAY My Governments (178) CENTER NGC SYSTEM My Companies (9) SOFTWARE AND My Compliance Matrices SECURITY ENGINEERING My Networks SERVICES My Company Profile WRV-USACE AEC WEST ARMY/ ARMY Awarded W012P818B0056 08/24/2018 My Company EVM-10) BANK AND CORPS OF (FVM-10 VICINITY **ENGINEERS** Subscription **ENVIRONMENTAI** Update My Salesforce MITIGATION EVM10 Opportunities 6111294 CALIFORNIA » Expired/Archived Update My Vantagepoint Services for SACRAMENTO Projects

My Opportunities

Renewable Assets MUNICIPI

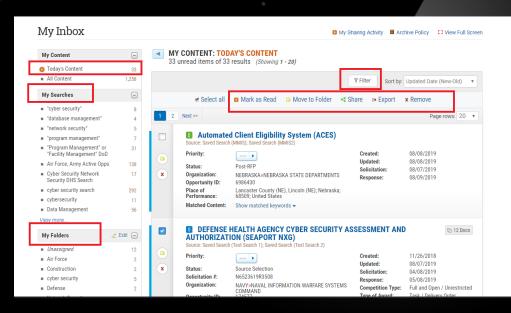


# My Inbox



### My Inbox Features

- » My Inbox allows you to organize your Saved Searches and Opportunities
- » Review Opportunities: Saved search results populate your inbox allowing you to organize projects into customizable folders and receive updates.
- » Stay Organized: Within My Inbox you can organize leads into folders – to keep yourself organized, remove irrelevant items, review projects shared with you, filter, and sort.
- You can filter all the content in your inbox to find the projects of interest easily. Filtering options include but are not limited to: • Content Type • Status • Priority • Keywords • Unread only
- » Review only content added Today
- » My Inbox automatically removed duplicate results
- » View content shared with you





## Accessing My Inbox

uick Find					
Opp/Bid/Lead ID #	GovW	in			
uick Links	from D				
My GovWin Home	My GovWin	Federal 🗸	State, Local & Ed 🚽	Teaming 🗸	Support 🗸
My Profile	wy oov win			<b>J</b>	
My Settings					
My Inbox	My GOVWIN		OPPORTUNITY ASSESSMENT	FOIA REQUESTS	
My Alerts	My GovWin Ho			» My FOIA Requests	
My Searches (27)	My Inbox		Create New Assessment	My Company FOIA	· -
My Opportunities (29)	My Upportunit	ies .	My Pipeline	Requests	
My Sharing Activity	My Searches		Company Pipeline	TERRITORY MANA	GER
My Contacts (2)	My Profile	;	All Assessments	My Territory Searc	hes
My Contracts (16)	Deltek Import			s wy terniory searc	lies li
My Task Orders (6)	Web Services	Download			
My Governments (27)	Contacts in M	y Company			art
My Companies (7)					a
My Compliance Matrices	More Info: About N	ly GovWin   On-De	mand Training   Contact GovW	ïn	
My Networks					Now ort

- » My Inbox is accessed on your My GovWin Homepage
- Click My Inbox in the Quick Links box

#### » OR

» My GovWin drop down > My Inbox

Update My Salesforce Opportunities



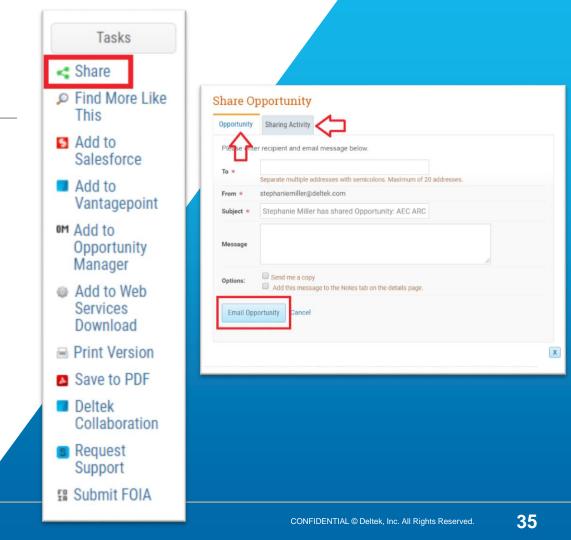
## Sharing GovWin IQ Content



#### How to Share Tracked Opportunities

The recipient(s) of a shared Tracked Opportunity must be a GovWin IQ user, with an active login, to access any details and documents

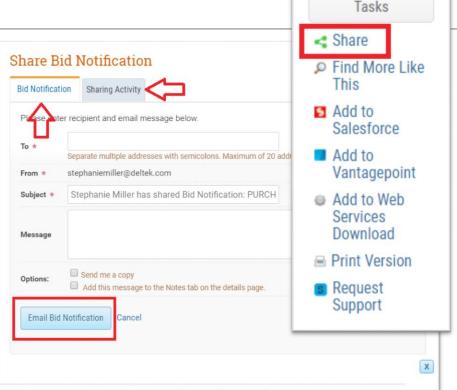
- » Click Share under Tasks
- » Type in email addresses of recipients, separating each with a semicolon. There is a max of 20
- » Type in message, if desired
- » Click Email Opportunity
- » Click Sharing Activity to see who has received this opportunity



### How to Share SLED Bid Notifications and SAM Procurement Notices

Shared SAM Procurement Notices and SLED Bid Notifications are sent with documents. The recipient(s) does not need a GovWin IQ login to access these documents

- » Click Share under Tasks
- » Type in email addresses of recipients, separating each with a semicolon. There is a max of 20
- » Type in message, if desired
- » Click Email Bid Notification or Email FBO Notice
- » Click Sharing Activity to see who has received this notification





#### How to Access My Sharing Activity

- » On the My GovWin Homepage, click My Sharing Activity, in the Quick Links box
- » View the content you shared with others and whether or not the recipients have read the information

#### ly Sharing Activity

ew content which y	ou have shared wit	th others		ę
hare to Others			Ē	🛛 Download to Excel 🕕 🍸 Filter
Showing 1 to 4 of 4 entries				Page rows: 20 🔻
Last Share 🔻	Name	Organization	Recipients	Action Date
10/01/2018 CYBER SE	CURITY ADMINISTRATION	AGRICULTURE » FOREST SERVICE » OFFICE OF THE CHIEF	🛛 Cara Freedman	Resp: 06/19/2018
My GovWin Links	ingineering and	CONNECTICUT » NORWALK TRANSIT	Annie Reynolds	Resp: 07/31/2018
My GovWin Home	nagement Services	DISTRICT		
My Personal Profile	RE ADMINISTRATION MANAGEMENT AGEMENT OUTPATIENT LES	PENNSYLVANIA » HUMAN SERVICES DEPARTMENT OF	Jaime Winslow	Resp: 03/29/2019
My Inbox				
My Alerts	TY RISK	AIR FORCE » AIR EDUCATION AND	Annie Reynolds	Resp: 04/18/2018
My Searches (18)	ERVICES	TRAINING COMMAND	• Annie Reynoldo	Nesp. 64/16/2010
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