

TERM CONTRACTS REPORT

Report of Actionable Sales Information on Term or Continuing Service Contracts



Staying on top of the government market means you need to be able to identify sales opportunities well in advance in order to plan a winning sales strategy. The BH Sky Term Contracts Report provides a targeted list of actionable sales leads, such as IDIQ, BPA, and on-call service contracts, allowing you to get in early, size up your market, be competitive and win more public sector business

The Term Contracts Report is a custom report of government term or continuing service contracts with actionable sales information, including project name, agency name, agency contact, key dates, current provider, price and many more data elements as information is available. This report will help you plan your sales now and into the future.


BH Sky's Term Contracts Coverage Area:

BH Sky collects contract information from more than 89,000 federal, state, local and education purchasing

offices, including term contract purchasing events from general service agencies in all 50 states. The BH Sky Term Contracts Report delivers the most complete coverage of term contract opportunities you'll find.

BH Sky's Term Contracts Report will help you:

- Develop a pipeline of actionable sales opportunities
- Evaluate re-compete opportunities in advance of a formal solicitation
- Identify opportunities that may never be formally announced
- Build relationships prior to re-compete
- Understand who is buying your products
- Understand who is competing in your marketplace
- Identify the going rate of goods and services to price competitively

 TERM CONTRACTS REPORT						
Agency Name	Project Name	St	Contract End Date	Contract Term	Contract Value	Awarded Vendor(s)
Broward County School Board	Group Vision Care Insurance	FL	7/26/2009	4 year	\$17,500,000	B&L Machine Fabrication
City of Austin	Medical Coverage	TX	8/25/2008	3 years	\$183,997,000	Martin Marietta Materials
San Mateo County	Pharmacy Benefit Management ..	CA	9/27/2007	2 years	\$30,880,000	MedImpact Healthcare ...
San Mateo County	Dental Plan Benefits	CA	12/6/2008	3 years	\$600,000	Blue Shield Dental
Rockland County	Dental Insurance	NY	12/20/2007	2 years	\$1,441,356	AETNA Life Insurance
El Dorado County	Group Health Benefits	CA	5/23/2007	1 year	\$1,400,000	Pacificare
Illinois Dept of Central Manage...	Medical Bill Review & Insurance	IL	6/1/2007	1 year	\$1,200,000	Coventry Health Care, Inc

BH Sky's Term Contracts Report is customized to your business' focus, geography and sales cycle. You'll spend less time gathering key information and more time executing winning sales strategies.

Identify upcoming term contracts, specific to your business

- Get a jump on your pre-sales activities
- Forecast future sales opportunities
- Identify a more predictable sales cycle

Identify opportunities that may not be formally announced

- Gain insight into opportunities that your competitors may not be aware of
- Find leads that might otherwise go unnoticed

See who the current contract holder is on the term contract, along with the contract value

- Gain a better understanding of who your main competitors are in the marketplace
- Get insight into the going rate of goods and services

Pinpoint the contracting agency and buyer contact information

- Save time searching for contact information
- Build relationships prior to re-compete
- Leverage relationships for future project opportunities

Easily filter and format the information based on your needs

- Integrate data into current business workflow

Get in early, size up your market, be competitive and win more public sector business with BH Sky's Term Contracts Report.

Sample Actionable Term Contract Information

Term Contracts Report Fields*	Description
Project Name	Name of the project
Project Description	Description/overview of the project
Category	Industry the project falls under
Agency Name	Name of the state, local, educational or federal purchasing office
Project Location	City, county, state, and zip*
Buyer Contact Information	Contact name, phone, fax, and email*
Key Dates	Contract begin and end dates, publication date, submittal date and award date*
Contract Details	Contract number, contract term, number of extensions*
Awarded Vendor(s)	Current vendor/supplier*
Contract Value	Awarded contract value*
Document URL	Link to the Related Document(s)*

Note: This is not a full representation of all the fields available in BH Sky's Term Contracts Report.

* If Available

Get more actionable sales leads today!

For more information, call 866-468-7420 or email info@bhskyassociates.com