

Deltek GovWin - DLZ Standard



Asset Name	Description	Role
GovWin IQ Fundamentals Series: SLED Planners and Analysts - Video	This 30 minute video is designed for anyone that needs a broad understanding of the SLED market, and determine early strategies for relation. You will learn how to create searches for existing government contracts and for projects in the planning/budgeting stages. This course is part of the Fundamentals Series. [Keywords and Related Searches - training video, create searches, contract data, pre-rfp data, export to excel, analyze data, agency profiles module, SLED, State, Local, Education]	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Quick Start Guide - Clickguide	This clickguide takes you through the overview of using GovWin IQ. You will learn, through a step-by-step process, how to create your Personal Profile, create and save searches based on custom search criteria, and track Opportunities of interest. [Keywords and Related Searches - getting started, online guide, govwin iq guide, my personal profile, Federal, SLED, State, Local, Education]	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Task Order Awards - Video	This 11 minute video demonstrates on how to navigate the features of the Govwin IQ Task Order Awards database, including: searching for task orders, saving a search, navigating analytics, and tracking task order awards. [Keywords and Related Searches - training video, task orders, task order programs, intellisearch, strategic planning, budget]	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Salesforce Connector - Video	This 15 minute video focuses on GovWin IQ's Salesforce Connector, including information on how to access the connector and configuration guides, as well as instructions on how to add a GovWin IQ Opportunity to Salesforce. [Keywords and Related Searches - training video, demo, salesforce leads, salesforce opportunities, v4 installation, tracked opportunities, fbo notifications, sled bid notifications, sled lead alerts, toons records, opportunity manager records]	Business Development Representative
GovWin IQ Federal Agency Profiles - Video	This 15 minute video focuses on how Federal Agency Profiles give users high-level agency information such as Organization Structure, Strategic Plans, Mission and Vision, and in-depth Budget and Spending Data for tactical and strategic planning. [Keywords and Related Searches - training video, intellisearch, socioeconomic spending, contract spending, budget, employment, agency, agencies, quick search, market overviews]	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst
GovWin IQ SLED Government Profiles - Video	This 17 minute video demonstrates on how to navigate the features of the SLED Government Profiles, including: navigating analytics in the budget explorer and expenditure and purchasing trends. [Keywords and Related Searches - training video, intellisearch, leveraging states, specific data, analytics, strategic decisions, government contractors, budgets, budget, proposed budget, purchase orders, SLED, State, Local, Education]	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst

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GovWin IQ SLED Opportunities - Video	<p>This 20 minute video focuses on how to navigate the features of the Govwin IQ SLED Opportunities database, including: searching for opportunities, saving a search, and tracking opportunities.</p> <p>[Keywords and Related Searches - training video, demo, bid notifications, lead alerts, saved search, setup saved search, filtering, downloading, marking opportunities, push update notifications, SLED, State, Local, Education]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Getting Started with Profile Creation - Self-Paced Learning	<p>This 30 minute course will focus on how to create your personal profile, access the products included in your subscription, locate support information and navigate the My GovWin Homepage.</p> <p>[Keywords and Related Searches - Getting Started, GovWin, My GovWin, navigating, subscription, events, support, training, Federal, SLED, State, Local, Education]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Federal Organization Charts - Video	<p>This 10 minute video focuses on how to navigate the GovWin IQ Federal Organization Charts solution. This demonstration will cover how to access, navigate, and download federal organization charts.</p> <p>[Keywords and Related Searches - training video, reporting hierarchies, customize, crm tool, opportunities, contract awards, agency profiles, task order awards, org charts, contacts, POC, organization charts, points of contact, agency]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst
GovWin IQ Federal Contacts Database- Self-Paced Learning	<p>This 1-hour course will walk you through the features and functionalities of the Federal Contacts database, including how to search for both Government and Vendor points of contact.</p> <p>[Keywords and Related Searches - e-learning, online learning, online course, download a list of contacts, review a contract record, search for vendor program managers, govwin iq network, teaming contacts, vendor program managers, contact record, network contacts, points of contact, contacts, government contacts, government poc, poc]</p>	Business Development/Intelligence Analyst
GovWin IQ Federal Contract Awards - Self-Paced Learning	<p>This 1-hour course focuses on Federal Contract Awards database. You will learn how to access the federal contracts database, federal contract filters, search for awarded contractors, OTAs, contracts, and navigate the features of an awarded contract record.</p> <p>[Keywords and Related Searches - e-learning, online learning, online course, contractor, contractor type, agency, expiration date, save a search, contracts, contract awards, awarded contracts, FPDS, Federal Procurement Data System, OTA, Other Transaction Authority, Other Transaction Agreements, spending, agency spending, competition, competitor spending, company contracts, vendor contracts]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer

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GovWin IQ Federal Spending Analytics - Self-Paced Learning	<p>This 1-hour course covers key points within the Federal Spending Analytics tool. This tool enables you to gain a clear picture of the market through dynamic and customizable spending analysis.</p> <p>[Keywords and Related Searches - e-learning, online learning, online course, search key points within the federal spending analytics tool, federal spending analytics tool, Federal Procurement Data System, pivot table, FPDS, spending, spending analysis, contractor analysis, spending trends, agency trends, customization]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Federal Company Profiles - Self-Paced Learning	<p>This 1-hour course focuses on company profiles. You will learn how to access company profiles, run a search to find a teaming partner or a competitor, navigate the results screen, and understand the content of a company profile.</p> <p>[Keywords and Related Searches - e-learning, online learning, online course, multiple product, key filters, run a search, vendor, vendor analysis, company, company analysis, teaming, competition, competitor, competitor analysis, teaming analysis]</p>	Proposal Manager/Writer
GovWin IQ Fundamentals Series: SLED Pursuers and Capture Managers - Video	<p>This 15 minute video is designed for anyone that is responsible for building winning strategies for SLED government opportunities. You will learn how to determine agency buying behavior, understand the competitive landscape, locate contract details including FOIA documents, research companies as competitors or potential partners, and locate contact information. This course is part of the Fundamentals Series.</p> <p>[Keywords and Related Searches - training video, locate contractors, government snapshots, search contracts, foia library, bid tabulations, company profiles, SLED, State, Local, Education]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Fundamentals Series: Federal Planners and Analysts - Video	<p>This 23 minute video discusses a broad understanding of the Federal market, and determine early strategies for relation. You will learn how to create searches for existing government contracts and for projects in the planning/budgeting stages. This course is part of the Fundamentals Series.</p> <p>[Keywords and Related Searches - training video, federal planners and analysts, determine early strategies, create searches for existing government contracts, create searches for projects in the planning and budgeting stages]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer

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GovWin IQ Fundamentals Series: Federal Pursuers and Capture Managers - Video	<p>This 25 minute video is designed for anyone that is responsible for building winning strategies for Federal government opportunities. You will learn how to determine agency buying behavior, understand the competitive landscape, locate contract details including FOIA documents, research companies as competitors or potential partners, and locate contact information. This course is part of the Fundamentals Series.</p> <p>[Keywords and Related Searches - training video, tracked opportunity, locate primes, idiqs, agency profile, save search, contracts database, submit request, advanced research, navigate company profiles]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Fundamentals Series: Screeners - Video	<p>This 20 minute video is designed for anyone that is responsible for screening and sharing leads. You will learn how to review, manage, and track your qualified leads, define a workflow to suit your job expectations. This course is part of the Fundamentals Series.</p> <p>[Keywords and Related Searches - training video, workflow, my inbox, navigation, navigate, qualify leads, manage leads, tracking, sharing]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Federal Opportunities - Self-Paced Learning	<p>This 1-hour course will walk you through the features and functionalities of the GovWin IQ Federal Opportunities database. You will learn how to search for Federal Opportunities using different key filters, save a search to receive alerts, and navigate the features of the Federal Opportunity types.</p> <p>[Keywords and Related Searches - e-learning, online learning, online course, database, alerts, navigate, pre-solicitation opportunities, rfps, federal filters, task order programs, toons, other transaction agreements, awarded opportunities, opportunity records, RFI, Request for Proposal, Request for Information, RFQ, RFP, Request for Quote, saving searches, pipeline, pipeline building, notifications, updates, alerts, marking, tracking, leads]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
GovWin IQ Fundamentals Series: Getting Started with GovWin IQ - Video	<p>This 30 minute video is designed to teach you basic navigation for the GovWin platform. You will learn to navigate the GovWin home page including the Quick Links, find available support options, build and save a lead search to deliver you result and manage your leads.</p> <p>[Keywords and Related Searches - training, video, navigation, navigate, lead search, my opportunities, federal searching, smart tags, quick links, SLED, State, Local, Education]</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer
Selling to the US Government Learning Portal	<p>In this 1 hour course, you will learn government contracting basics for selling to the US Government and supporting GovWin IQ Customers as well as exploring the government market.</p>	Business Development Representative,Capture Manager,Business Development/Intelligence Analyst,Proposal Manager/Writer