

## The Benham Companies Wins a \$2 Million Open-Ended Contract, Thanks to the Onvia Guide

**Client:** The Benham Companies

**Location:** Oklahoma City, OK **Onvia Client Since:** 2000

**Subscriber To:** The Onvia Guide

### Problem

The Benham Companies needed a way to coordinate the efforts of their 14 offices throughout the country. Jeanne Sapon says, "Coordination before using the Onvia Guide was a disaster. We had different offices going after the same contracts. We were constantly crossing wires. Some offices knew where to look for some of the contracts, but they were all doing their own thing."

### Solution

The company subscribed to the Onvia Guide in 2000 to solve their business problem. Onvia has provided The Benham Companies with a single source for comprehensive government procurement information, saving them time in locating data and in correcting the crossed-wire situations.

### Value

A \$2 million open-ended contract with the Minnesota Army National Guard was awarded to The Benham Companies. They found out about the project through the Onvia Guide.



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— Jeanne Sapon, The Benham Companies

### About The Benham Companies:

The Benham Companies, Inc. is a solutions-based firm that provides a full range of services to its clients. The company's diverse service offerings include architecture and engineering design, infrastructure, environmental, systems engineering/integration, advanced communication systems, performance contracting, project consulting/development, design build project delivery, and a variety of specialized consulting services.

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