

## Existing Structures Engineering, Inc. Accesses Their Government Data, When and How They Want It with Onvia Navigator

**Client:** Existing Structures Engineering, Inc.

**Location:** Cape Canaveral, FL **Onvia Client Since:** 2005

**Subscriber To:** Onvia Navigator

### Problem

Existing Structures Engineering, Inc. is a registered engineering business specializing in the evaluation, remediation, and preservation of existing structures, plants, and facilities that have been compromised by corrosion, fire, overloading or other events. Corrosion control of engineered materials, such as steel, aluminum, concrete and wood, is their specialty. Currently, 60% of the company's revenue is government business. Before utilizing Onvia's services, Byron Evetts, P.E. (Principal Engineer) of Existing Structures Engineering, would find out about government contracts through word of mouth or by directly calling agencies to inquire about their projects. Mr. Evetts first heard of Onvia after contacting the buyer of a school board in Florida, who told him that he could easily obtain the agency's bid package from Onvia. Existing Structures Engineering realized that they needed a simpler way to access government opportunities, award information and planholders lists, without having to manually track down the data in house. Most importantly, Existing Structures Engineering wanted to be in control of how and when they access the government information instead of waiting for it to become available.

### Solution

Existing Structures Engineering now relies on Onvia to access government procurement information and receive notifications about new planning and engineering projects. Onvia provides the company with a comprehensive solution, which includes searchable access to Onvia's database of government information. Mr. Evetts can search for information by using Onvia's search tool. He can uncover specific data through keywords and narrow down searches further with filtering options to access exactly what he needs. Mr. Evetts also has the ability to download information such as planholder lists to get an idea of who his competition might be. Through the contact information provided by Onvia, Existing Structures Engineering has been able to identify new partnering and subcontracting opportunities. Mr. Evetts also relies on Onvia to pinpoint award data, so he can further investigate the competition. Award data also allows Existing Structures Engineering to target contractors who  
*(continued on reverse)*



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– Byron Evetts, Principal Engineer, Existing Structures Engineering, Inc.

### About Existing Structures Engineering, Inc.

Existing Structures Engineering, Inc. ([www.existingstructures.com](http://www.existingstructures.com)) is headquartered in Florida; the main office is located in Cape Canaveral and another office is in Jacksonville. The company specializes in evaluation, remediation and preservation of existing structures, plants and facilities that have been compromised by corrosion, fire, overloading, or other events.

### Contact Us

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### **Solution (continued)**

may need engineering support. Mr. Evetts says, “We may go after a marine terminal contract and make contact with the winner in order to identify partnering or subcontracting opportunities.” By accessing government business opportunities and government market information through Onvia, Existing Structures Engineering has been able to make more informed government business decisions and have grown their government business revenue.

### **Value**

Every day, Onvia gives Existing Structures Engineering the power to navigate the government information they need to plan the next response to an RFP, target contractors and competitors, and investigate partnering and subcontracting opportunities. Mr. Evetts says, “Onvia puts me in control of the information, when and how I want it. I can use it when I want to, and search the way I want to.” Accessing Onvia data has even broadened the way Mr. Evetts approaches his government market business. With his exposure to the vast amount of government information, he has started to consider different ways in which he can uncover more business opportunities. “I currently don’t work with construction companies or receive construction notifications, but it’s something that I’d like to look into”, says Mr. Evetts. He also points out the value of winning even a few government contracts when he says, “we’ve won a couple of huge government contracts through Onvia. But the value is that these contracts are good for years.”

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