

## For the Most Comprehensive Coverage of Architecture and Engineering Opportunities, Womer & Associates Relies on Onvia

**Client:** Womer & Associates

**Location:** Spokane, WA **Onvia Client Since:** 2001

**Subscriber To:** The Onvia Guide

### Problem

As a full service architecture and engineering firm, Womer & Associates offers their clients integrated services, providing faster project information, better building systems integration, more reliable pricing and better quality control than other firms who do not offer the same level of service. With the large number of government-funded facilities being built, repaired or altered, Womer & Associates is a perfect match for government A&E projects. In order to pursue government sector projects effectively, the company needed comprehensive coverage of RFPs within their market, to include Washington, Montana, Arizona, Nevada and California. They looked into multiple government notification and business intelligence services but Womer & Associates wasn't satisfied with their level of state coverage.

### Solution

When Womer & Associates discovered Onvia, they were pleased with the consistent, in-depth information that Onvia provides. Lynda Pryor, Project Assistant for Womer & Associates, says, "We looked into other services besides Onvia but their coverage wasn't as good." Pryor continues, "Onvia's information is very thorough and delivers the coverage we need for the states we work with." Womer & Associates signed up for the Onvia Guide, which delivers daily email reports with requests for proposals, bids, award data and other contracting opportunities. The report was customized for Womer & Associates' business focus and geographic market. Pryor says, "I check the Onvia Guide every day to identify opportunities. What's really nice are the project summaries, which help me sort out the projects by state so we can act on it quickly."

### Value

Womer & Associates has been an Onvia client since 2001. Each year, the company continues to renew their Onvia subscription because of the quality, breadth, and depth of information they receive and their consistent return on investment. In addition to identifying new architecture and engineering RFPs, Onvia even helps the company identify teaming opportunities. Pryor says, "We've gathered a lot of contact information *(continued on reverse)*"



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– Lynda Pryor, Project Assistant,  
Womer & Associates

### About Womer & Associates

Womer & Associates ([www.wwormer.com](http://www.wwormer.com)) is a Native American Business enterprise specializing in architecture, engineering, and environmental services with offices in Washington State. They specialize in planning, design and construction management of facilities for tribal, public, and private clients. Because the company is a Native American owned firm, they maintain an active internal Native American training program and are committed to enhancing the Native American culture in architecture and engineering design.

### Contact Us

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from Onvia that we use to identify teaming partners. This saves us a lot of time trying to gather that information ourselves.” Pryor does not have the time to spend many hours identifying projects and says, “On a daily basis, the Onvia Guide saves us a lot of time. The information is organized well, easy to read, and thorough.” For Womer & Associates, the top benefit of the Onvia Guide is the amount of revenue the service has helped generate through the years. “We win at least a couple projects per year as a result of Onvia.”

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