

## Virchow, Krause & Company Lands Their First College Contract with the Onvia Guide

**Client:** Virchow, Krause & Company, LLP

**Location:** Madison, WI **Onvia Client Since:** 2002

**Subscriber To:** The Onvia Guide

### Problem

Virchow, Krause has 12 offices throughout Wisconsin, Michigan, and Minnesota and needed a way to locate and secure business opportunities in the public sector.

### Solution

In 2002 the company subscribed to the Onvia Guide. Virchow, Krause's Kimberly McGuire says, "Because of the Onvia Guide's comprehensive coverage and usability, we have been able to phase out other lead-generating sources. Not only has Onvia saved us hours of time each week, but it has also allowed us to penetrate new markets in our area that we otherwise wouldn't have known about." McGuire filters through the data that is delivered each day and sends it out through the proper channels of geographic responsibility.

### Value

Virchow, Krause was awarded a contract with Joliet Junior College. This marked the first college Virchow, Krause had worked with in Illinois, and they were notified about this opportunity through the Onvia Guide.



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– Kimberly McGuire, Virchow, Krause & Company

### **About Virchow, Krause & Company, LLP:**

Virchow, Krause & Company, LLP was founded in 1931 and inspired by a basic philosophy to focus on making the clients' business better. The firm continued to grow as it began to broaden its base of service offerings and expertise while expanding its geographic prominence. In 2003, Virchow Krause achieved the ranking of 13th largest certified public accounting firm in the United States according to Public Accounting Report's Top 100 of 2003.

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