

# AGENCY CENTER

## DO YOU KNOW WHICH AGENCIES BUY WHAT YOU SELL? **WE DO.**

Onvia's new Agency Center makes it easier than ever to find and market to government agencies. It lets you quickly and accurately target the agencies in your markets that need your product or service – and the decision makers to talk to. With this new feature of the Onvia Online Database, you can...

- ▶ Qualify agencies and opportunities to make the best use of your sales and marketing resources
- ▶ Track the spending of the agencies you want to work with
- ▶ Build relationships with agencies in advance of bids and RFPs
- ▶ Connect with the right people on the projects you're pursuing
- ▶ Better compete for the contracts that will drive your business

### GET A ROAD MAP TO THE MOST PROMISING PROJECTS

Search for projects in your industry, then display the agencies involved with those projects. In seconds, you've got an actionable targeted marketing list and sales pipeline.

### EQUIP YOUR SALES TEAM WITH THE **LEADS THAT MATTER**

Search for target agencies based on location, purchasing history, annual budget, and area of focus. Once you've fine-tuned your search results and targeted the agencies that make sense for your business, export those results directly into a marketing list to give to your sales and business development managers.

The screenshot shows the Onvia Agency Center interface. A table of search results is visible, with columns for Agency Name, Address Line, State, Zip, County, Phone, Agency Focus, Sector, Annual Expenditure, Population Served, and No. of Employees. An overlay titled 'Target Agency List' shows a filtered view of these results.

Agency Name	Address Line	State	Zip	County	Phone	Agency Focus	Sector	Annual Expenditure	Population Served	No. of Employees
USDA, Farm Service Agency	Independence Av	Missouri	20250		(202) 720-3860	Natural Resources	Federal			
NAVSEA, Washington, DC	300 Highway 361	Virginia	47822		(812) 854-1762	Public Safety, Armed Services	Federal			
ACA, ITEC4	3212 Fort Huachu	Arizona	85613		(520) 533-0363	Public Safety, Armed Services	Federal			
		Florida	33024			Transportation and Ports, Development, Natural Resources, Economic Development, Parks and Recreation, Roads	State/Municipal	\$1,291,511,000.00	1,157,738	11,929
		Colorado	80217		(303) 556-3291	Education, Post-Secondary	State/Municipal			
		California	94404		(925) 835-8800	Public Safety, Armed Services	State/Municipal			



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## **FOLLOW THE MONEY WITHOUT LEAVING YOUR OFFICE**

Create a saved search of your targeted agencies and you'll get a daily email message that updates you on those agencies' buying activities, from prebid notices to bids and RFPs to contract awards.

## **LOOK AT AGENCIES' PAST, PRESENT AND FUTURE SPENDING – ALL AT ONCE**

For the first time, you can access agencies' buying histories, current projects, and (with the Database's optional Spending Forecast Center) future expenditures in a single online solution. This gives you an unprecedented view of agency buying patterns and plans as well as the markets where your competitors are – and aren't – major players.

## **LINE UP YOUR BUSINESS FOR HIDDEN REVENUE STREAMS**

Here's a best-kept secret: 80% of government purchases never go out to formal bid because they fall below agencies' purchasing thresholds. Use Agency Center to find these thresholds and register for the vendor lists agencies use to award informal, unpublished contracts.

**TODAY, THERE ARE MORE PROJECTS THAN EVER IN THE gBUSINESS MARKET. GET YOUR SHARE.  
CALL US AT 800.331.2320.**