

# Streamlining the Government Solicitation Search and Submission Process

## with Periscope S2G Premium Bid Notification Software



Periscope S2G

SUPPLIER TO GOVERNMENT

Just like many businesses today, Carver Electric is always looking for strategic ways to drive new growth. Recognizing the opportunities that exist in the public sector, co-founder Doug Carver started evaluating ways to more efficiently identify and submit bids.



## Challenge

Like most lighting and construction-related projects, Carver Electric found that acquiring blueprints and specifications related to public sector bid solicitations was a time-consuming task that often involved picking up a hard copy of the blueprints and specifications. Then, once ready to submit a proposal, someone from Carver Electric's team would have to stand in line at the requesting agency's procurement department to physically handover their response — and sometimes have to wait until someone could verify that the bid was indeed complete and received on time.

The time-consuming process made it hard to justify the pursuit of public sector opportunities. But Doug Carver was determined to find a better way, as he was confident that his business expertise and lighting services would prove valuable to many government-funded entities.

*"I was looking for new opportunities to grow the company, and an engineer friend of mine was working on a school remodel that needed lighting for the gym. I asked him how I could get the information so we could bid on the opportunity and was directed to Periscope S2G [formerly BidSync]."*

Doug Carver  
Co-Founder, Carver Electric and  
Carver Energy Services

## Solution

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Carver investigated both the Periscope S2G Limited and Periscope S2G Premium services and ultimately chose to invest in the Periscope S2G Premium subscription. Almost immediately, Carver Energy Services submitted a bid via the Periscope S2G Premium portal and won the contract.

“We were a small company and money was tight,” Carver said. “With the growth and opportunities that the Periscope S2G [BidSync] service has afforded us, we have never regretted our decision to become a Periscope S2G Premium subscriber. In fact, we started using the service more and more to find opportunities and research potential customers,” Carver added. “It’s been phenomenal for us. The Periscope S2G Premium portal is now our main source for finding construction projects and new business for our company.”

Gaining access to bid-related blueprints and design specifications has also become easier with Periscope S2G Premium, Carver noted.

**“I am able to pull the documentation I need electronically through the Periscope S2G portal, saving myself a trip to the requesting agency and the hassle and wait time that goes along with it.”**

Plus, Carver Energy Services has been able to identify

potential new clients using the Periscope S2G service’s comprehensive bid search and tracking tools.

## Results

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Since that first contract win, Carver Electric has used the Periscope S2G Premium subscription service to find and submit bids that have resulted in multiple contracts with public sector agencies. It’s growth has been so tremendous that the company has even been able to spin off a separate organization, Carver Energy Services, to handle lighting design and strategy.

“The Periscope S2G Premium service is my best friend,” said Carver. “Before we started getting opportunities and bidding on them through the service, our business had three employees and had gross revenue of \$200,000. Now we are a multi-million-dollar company with more than 18 employees.”

Carver says that he traces more than 80% of the company’s contracts to the Periscope S2G Premium service. The opportunities that the company has won through Periscope S2G have also resulted in being invited to bid or submit on contracts before they are opened to the public.



## About Carver Electric

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Carver Electric is dedicated to bringing high quality, energy saving lighting to businesses, schools, prisons, hospitals and government facilities. As an award-winning lighting contractor, Carver Electric has implemented lighting projects that have saved clients 40-72% energy usage on average while still improving overall lighting quality.

Doug Carver, was even honored by Rocky Mountain Power's Energy Efficiency Alliance for his outstanding contributions to Utah institutions and businesses. He solely achieved a savings of more than 1 million kilowatt hours through lighting re-design in just five projects.

## How Periscope's Periscope S2G Premium Service Can Help You

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Periscope S2G Premium, powered by Periscope Holdings, is the largest government bid database in North America. It gives vendors and service providers such as yourself access to more than one million solicitations posted annually by more than 100,000 state, local, and federal entities, including schools, municipalities, counties, military units and more. Plus, our in-house research team and proprietary bid extraction software does all the heavy lifting of identifying and posting the opportunities not automatically submitted to the database by Periscope's in-network government. So, you just have to login to your dashboard or email each day for up-to-date notifications

about new bid opportunities. No extra searching needed. All you have to do is set up alert profiles through the Periscope S2G Premium online portal, review relevant RFP information, and submit a strong proposal. In other words, the Periscope S2G Premium service saves you time and money and increases your growth potential while reducing the risk of missing opportunities — a common issue with manual RFP searches. For more information, visit [www.periscopeholdings.com](http://www.periscopeholdings.com) or call **1-800-990-9339**

### Conclusion

Using Periscope Holdings' Periscope S2G Premium service, Carver Electric has been able to grow the company exponentially. The company has saved its public sector clients tens of thousands of dollars in energy consumption for public buildings and facilities.

Carver and his companies are also able to give back to the community with the time saved. He is an active member of the Rotary Club, and he and his team regularly volunteer in the community.



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