

PUBLIC SECTOR & INSTITUTIONAL

Win the recompile before it's a recompile.

Federal, state, local, and institutional procurement — from grant-funded capital projects through agency forecasts and incumbent contract recompetes. Buyer type drives sales motion, and ArcReact routes signal to match.

THE COST OF WATCHING SAM.GOV

By the time a federal RFP posts to SAM.gov, the incumbent has spent two years building the requirements with the program office. You are not bidding into an open competition. You are bidding into a wired one.

WHO THIS IS FOR

Federal contractors, state and local government vendors, institutional sales professionals, capture managers, and grant-pursuit teams selling into public-sector and institutional buyers across federal civilian, DoD, state/local, K-12, higher ed, and healthcare systems.

Federal Capture Managers | State & Local BD | Institutional Sales | Grant Pursuit Teams | SLED Account Managers | GovCon Channel Sales

WHAT CHANGES FOR YOU

YOUR WEEK

You stop refreshing SAM.gov and start working a forecast nobody else has.

Agency budget submissions, capital plans, grant awards, and contract expiration data are all public — just scattered across thirty different sources. ArcReact consolidates them into a working forecast tied to the procurement events that actually matter.

YOUR PIPELINE

You position 12–24 months ahead of the solicitation.

An incumbent contract expiring in 18 months is your window to be in front of the program office — influencing requirements, shaping the acquisition strategy, and becoming the known alternative. The win is built before the RFP exists.

YOUR COMPANY

You stop chasing wired deals.

Most federal RFPs are won before they post. ArcReact lets your capture team focus only on the opportunities where the requirements are still forming and the incumbent is not yet entrenched — so your win rate reflects skill, not luck.

THREE WAYS SELLERS USE IT

USE CASE 01

Catch the recompile before it's announced.

A federal capture lead configures ArcReact for IT services contracts expiring in the next 18–30 months across civilian agencies. The platform surfaces incumbent contracts with expiration data, ceiling values, and the agency program office context that drives capture strategy.

RESULT: You're meeting the program office two acquisition cycles before the RFP — while the incumbent is still assuming the recompile is safe.

USE CASE 02

Find grant-funded projects in formation.

A state and local BD lead pulls a Market Radar for federal grant awards funding capital projects in K-12 and higher education across the southeast. ArcReact surfaces grants funded but not yet spent — the window where institutional buyers are scoping out vendors.

RESULT: You're in the conversation while the budget is being designed — not after the institution has already picked a vendor.

USE CASE 03

Read the agency forecast like a roadmap.

An institutional sales lead configures the profile for state agency capital plans and budget filings across her territory. ArcReact surfaces forecasted procurement events tied to confirmed funding, with timing windows that align to her quota cycle.

RESULT: You build pipeline from public forecasts, not from waiting for solicitations that may not match your capability set.

WITHOUT ARCREACT

- You react to SAM.gov solicitations alongside every other contractor watching the same feed.
- You guess at agency priorities from budget headlines and trade press fragments.
- You bid into wired competitions because the incumbent already shaped the requirements.

WITH ARCREACT

- You see incumbent contracts, grant awards, and budget cycles 12–24 months before the solicitation.
- You work a sourced, scored forecast routed to your sales motion — federal, SLED, or institutional.
- You become the alternative that shaped requirements alongside the program office.