

AI-Powered Pursuit Intelligence for GovCon Growth Teams

PursuitTeam.ai Inc. | Product: BD Signal™ | Decision intelligence for government pursuits

COMPANY OVERVIEW

PursuitTeam.ai Inc. is the platform company behind BD Signal™, an AI-powered pursuit intelligence layer for GovCon growth teams. BD Signal was created from BD Succeed consulting work performed since 2020 and turns opportunity noise into pursuit-ready intelligence - contractor-fit scoring, signal detection, prioritization, and explainable pursue/pass/monitor recommendations across the entire pursuit lifecycle.

CORE CAPABILITIES

- ✓ On-demand opportunity matching against capabilities, agency targets, and growth map
- ✓ Predictive pursuit scoring using past performance, vehicles, NAICS, certifications, and disqualifiers
- ✓ Public opportunity ingestion from SAM.gov, forecasts, RFIs, task orders, and market data
- ✓ Fit scoring with plain-English pursue/pass/monitor guidance
- ✓ Pre-RFP signal detection: agency movement, budget signals, incumbents, forecasts, and news
- ✓ CRM-ready capture workflows for pipeline reviews, bid/no-bid decisions, teaming, and pursuit management
- ✓ AI-enhanced pipeline analysis, ranked pursuit queues, and executive decision support
- ✓ Optional practitioner capture coaching from BD Succeed/PursuitTeam.ai advisors

DIFFERENTIATORS

 Practitioner-Built Built from BD Succeed consulting workflows and GovCon judgment	 Decision Layer Answers what to pursue, why, and how early to shape it	 95% + 1-5% Starts with visible opportunities then moves upstream	 Explainable AI Fit scores, rationale, and clear recommendations	 Partner-Ready API, CRM/ERP, enterprise, and white-label paths
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STAGE 1 + STAGE 2 ROADMAP

STAGE 1: 95% PUBLIC OPPORTUNITY LAYER

- ✓ Active opportunities, forecasts, RFIs, and task orders
- ✓ Contractor-specific fit scoring and qualification
- ✓ Pursue, pass, or monitor recommendations

STAGE 2: 1-5% SIGNAL ADVANTAGE

- ✓ Agency, budget, congressional, and incumbent movement
- ✓ Early indicators of demand before the RFP drops
- ✓ Design partner validation path to pilot-ready beta

COMPANY DATA

- **Legal Name:** PursuitTeam.ai Inc.
- **Product:** BD Signal™
- **Entity:** Delaware C Corporation
- **Code/IP:** Owned by PursuitTeam.ai Inc.
- **Origin:** Built from BD Succeed consulting work since 2020
- **HQ:** 251 Little Falls Drive, Wilmington, DE
- **Market:** Washington, D.C. Metro federal marketplace
- **Website:** www.pursuitteam.ai

PLATFORM FOCUS

- **Decision Intelligence:** Not another CRM, data feed, or proposal tool - a pursuit decision layer.
- **Qualification:** Contractor-fit intelligence based on capabilities, vehicles, agencies, and readiness.
- **Shaping:** Pre-RFP influence mapping around agency behavior, funding, and incumbents.
- **Workflow:** Daily or weekly pursuit queue for BD/capture reviews and bid/no-bid calls.

NAICS CODES

- **541511:** Custom Computer Programming Services
- **541512:** Computer Systems Design Services
- **541519:** Other Computer Related Services
- **541611:** Administrative & General Management Consulting
- **541618:** Other Management Consulting Services
- **541690:** Scientific & Technical Consulting Services
- **541990:** All Other Professional, Scientific & Technical Services

SELECTED TRACTION

- **BD Succeed Field Validation:** Methodology developed from advisory work supporting qualification, capture, pipeline governance, and growth decisions.
- **BD Signal™ Stage 1 MVP:** Live MVP analyzes public opportunities, matches contractor profiles, scores fit, and recommends pursue/pass/monitor.
- **Design Partner Path:** 90-day strategic design partner model to pressure-test Stage 2 with real GovCon growth teams.
- **Stage 2 Beta Roadmap:** 180-day path to a pilot-ready signal engine focused on pre-RFP demand formation and early market indicators.

SIGNAL

Platform intelligence for in-house BD/capture teams.

PURSUIT

BD Signal plus capture coaching and pipeline cadence.

OPERATOR

Embedded pursuit operations, CRM workflow, and capture support.

BD Succeed built the method.
PursuitTeam.ai / BD Signal™ scales it.

PursuitTeam.ai
Analyze. Pursue. Win.

ANALYZE
See the right opportunities.

PURSUE
Focus on best-fit work.

WIN
Act with confidence.