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TECHNOLOGY SOLUTIONS ADVANCING GOVERNMENT SERVICES

FEDERAL TECHNOLOGY COMPETITIVE INTELLIGENCE COMPANY OF THE YEAR 2026



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DACIS

TRANSFORMING GOVERNMENT CONTRACT DATA INTO COMPETITIVE INTELLIGENCE

In government contracting, access to information has never been greater. Organizations can search solicitations, track procurement announcements, and identify potential opportunities through an expanding ecosystem of digital platforms.

Yet the ability to discover an opportunity is only the beginning of the challenge. The organizations that succeed are those that understand the broader environment surrounding that opportunity, including incumbent positions, acquisition histories, budget priorities, contract relationships, and potential teaming strategies.

This distinction has become central to DACIS's mission. While many platforms focus on making government data accessible, DACIS focuses on transforming that information into competitive intelligence.

"Our approach is built around connecting the relationships between contracts, companies, programs, budgets, and historical performance, allowing customers to see the larger story behind government procurement decisions," says Eric Hess, Chief Executive Officer, DACIS.

For three decades, DACIS has served organizations operating across the defense, aerospace, and government contracting sectors. The company has evolved alongside a changing marketplace where competition has increased, new technology companies have entered the federal space, and decision-makers require deeper insight before pursuing major opportunities.

"It's not enough to know about an opportunity, you have to be able to compete - that's hard to do when you don't have the total picture," says Joseph Loveless, Chief Marketing Officer, DACIS.

That perspective reflects a broader shift within government contracting. Identifying an opportunity is increasingly easier, but developing the intelligence required to position a company for success remains a complex challenge.

Connecting Information into Intelligence

The foundation of DACIS's differentiation is its ability to associate information rather than simply publish it. Government contracting data exists across numerous sources, but isolated records rarely provide the complete picture organizations need to make strategic decisions.

DACIS connects programs with contracts, companies, subcontractors, acquisition histories, performance records, and budget information, enabling customers to view individual opportunities within the broader defense acquisition ecosystem. Drawing on decades of historical data, the platform helps federal organizations, prime contractors, consultancies, startups, and private equity firms alike to identify incumbents and past participants, track shifts in government priorities, study acquisitions that reshape the marketplace, and anticipate where future opportunities may emerge.

> Our system provides the information in an extremely efficient way. It allows a person, a company, a team to gather information, and that information allows them to establish relationships.

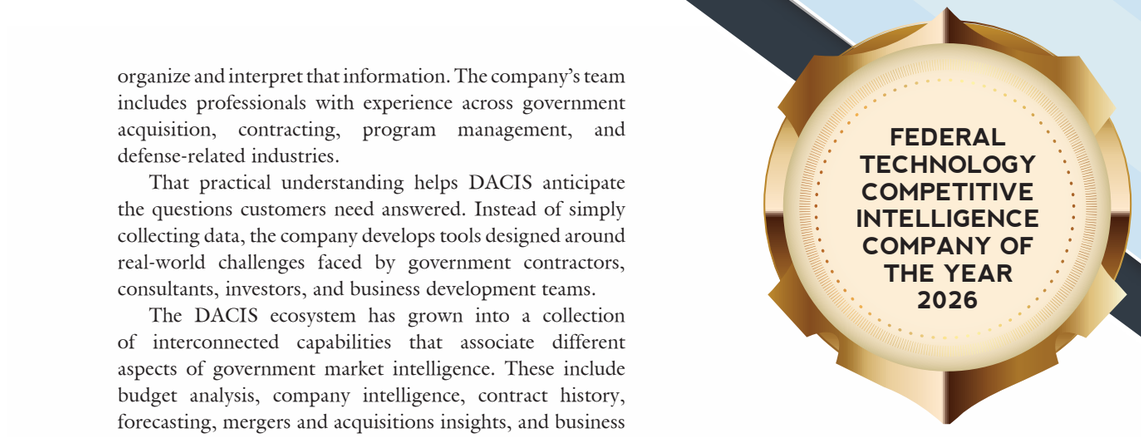
The value of this approach becomes especially important in markets where relationships and past performance influence contracting outcomes. Government agencies evaluate more than technical capabilities; they consider experience, reliability, partnerships, and the ability to deliver results. Simply put, DACIS helps customers identify and decipher current market activity enabling clarity and informed decision making.

Foundation Built on Market Understanding

DACIS's strength comes not only from the volume of information it manages but from the expertise used to organize and interpret that information. The company's team includes professionals with experience across government acquisition, contracting, program management, and defense-related industries.

That practical understanding helps DACIS anticipate the questions customers need answered. Instead of simply collecting data, the company develops tools designed around real-world challenges faced by government contractors, consultants, investors, and business development teams.

The DACIS ecosystem has grown into a collection of interconnected capabilities that associate different aspects of government market intelligence. These include budget analysis, company intelligence, contract history, forecasting, mergers and acquisitions insights, and business development research.





Bill Burton, Senior Director, Client Relations, explains that DACIS's customer-driven approach has been instrumental in shaping the platform's evolution. The company continuously examines customer challenges and develops solutions based on the needs of professionals working within the federal market.

Helping Organizations Make Strategic Decisions

The difference between information and intelligence becomes clear when organizations must make high-impact decisions. Government contractors often face questions that cannot be answered through opportunity searches alone.



Which companies should they partner with? Which competitors are positioned strongly? Which programs are receiving increased investment? Which markets show long-term potential?

DACIS provides visibility into these questions by revealing relationships hidden within government data. The platform allows users to examine acquisition patterns, identify potential partners, and understand how contracting activity develops over time.

For example, organizations can evaluate how certain contracting officers have historically managed procurements, identify companies frequently associated with successful awards, and determine which partners may strengthen their competitive position.

This intelligence can influence everything from proposal strategy to merger and acquisition decisions. Companies are able to approach the market with greater awareness rather than reacting to opportunities after they appear.

Steve Siegmund, Chief Operating Officer, DACIS, highlights the importance of speed and context in competitive environments. "Our system provides the information in an extremely efficient way. It allows a person, a company, a team to gather information, and that information allows them to establish relationships."

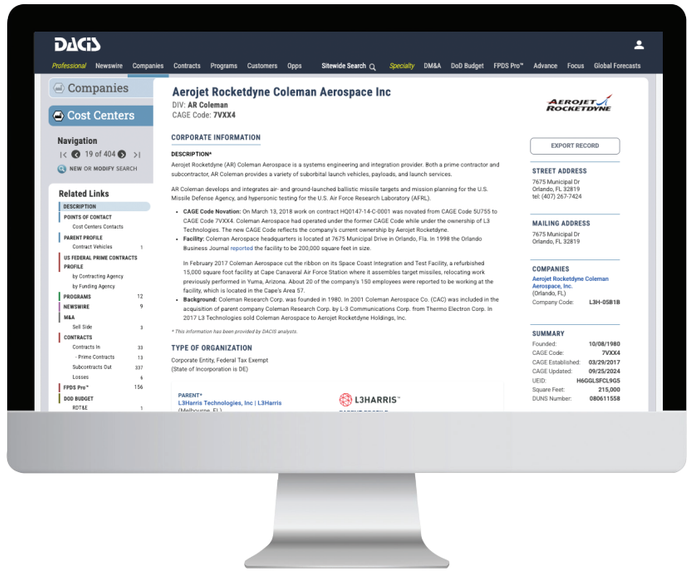
The ability to build relationships before an opportunity reaches the solicitation stage can provide organizations with a significant advantage. By understanding customer priorities and market dynamics earlier, companies can position themselves more effectively.

Applying AI with Purpose

Artificial intelligence is transforming how organizations research markets and analyze information. However, DACIS views AI as an enhancement to intelligence rather than a replacement for expertise.

The company recognizes that AI can accelerate research, improve workflows, and help customers access insights faster. However, meaningful competitive intelligence requires more than automated searches. It requires accurate connections, historical understanding, and human interpretation.

DACIS's advantage comes from applying AI to an established foundation of structured and associated information. Rather than beginning with artificial intelligence and attempting to build intelligence from disconnected sources, the company is enhancing an ecosystem that already contains decades of validated relationships.



This distinction becomes increasingly important as more organizations experiment with AI-driven procurement research. Faster access to information does not automatically create better decisions. The quality of intelligence depends on the depth, accuracy, and context behind the information being analyzed.

> Our approach is built around connecting the relationships between contracts, companies, programs, budgets, and historical performance, allowing customers to see the larger story behind government procurement decisions.

By combining technology with human expertise, DACIS aims to help customers navigate an increasingly complex federal marketplace without losing sight of the strategic thinking required to compete.

Expanding Access to Competitive Intelligence

Historically, competitive intelligence tools have often been associated with the largest defense contractors and established government organizations. DACIS continues to serve major industry players while expanding its ability to support emerging companies and mid-market organizations entering the federal space. Infact, 65 percent of Federal Defense Spending went to primes using DACIS competitive intel.

As more innovative companies seek government opportunities, they require deeper insight into how to navigate federal procurement processes. DACIS provides these organizations with visibility into markets, competitors, potential partners, and government priorities.

The company's customer base reflects this broad applicability, including major contractors, consulting firms, financial organizations, advisory groups, and companies seeking growth through government markets.

This diversity demonstrates that competitive intelligence is not limited to one type of organization. Any company seeking to understand government opportunities, evaluate strategic decisions, or strengthen its market position can benefit from deeper insight.

Building the Future of Government Market Intelligence

The next phase of DACIS's evolution will focus on expanding capabilities while maintaining the foundation that has supported the company for decades. The organization continues to explore ways technology can improve customer experiences, accelerate research, and make complex information easier to navigate.

AI will play a role in this evolution, supporting research functions, reporting capabilities, and workflow improvements. However, DACIS's strategy remains centered on the value of associated information and market expertise.

The company's long history provides an important advantage. Government contractors change, companies merge, programs evolve, and acquisition strategies shift. DACIS's ability to maintain relationships between historical and current records allows customers to understand these changes over time.

The company's customer base reflects the broad utility of its intelligence, spanning major contractors, consulting firms, financial institutions, advisory groups, and companies pursuing growth in government markets.

Across these organizations, the underlying need is consistent: reliable intelligence that supports better-informed decisions. Whether evaluating opportunities, assessing market dynamics, shaping growth strategies, or strengthening competitive positioning, customers use DACIS to bring greater context and clarity to decisions involving the government marketplace. GC