



Accelerating Government Opportunities

Winvale

Founded in 2003, Winvale is strategically headquartered in the center of Washington, D.C. Supporting more than 3,000 commercial and government organizations, Winvale has built a world-class company singularly focused on our client's success.

Winvale's Government reseller partner program is designed to assist Information Technology and Scientific Equipment companies, and their channel partners to accelerate their sales within the Public Sector. Winvale's partners currently support all levels of government including Federal, State, Local and Educational agencies and institutions.

Partner Program Overview

Winvale's Government Reseller Program is designed to quickly add your solutions to our GSA Schedule so that you sell faster. Winvale will work with you to ensure that your solutions are properly represented and maintained on the GSA Schedule, while managing the order and delivery process. Partners are able to list their products and services on Winvale's GSA Schedule contract with unlimited modifications for a period of 12 months.

Winvale handles all the GSA contract maintenance, including audits, so its partners do not have to worry about the creation, research, filing, revisions, and communication with GSA. Winvale will solicit, accept and process all incoming GSA orders for its partner's products and/or services, and for payment of the GSA industrial funding fee (IFF).

Sales Support



Tier One "Opportunity Monitoring"

Your Winvale account manager will review daily government bid boards to find your sales team the opportunities to connect with the government.




Tier Two "Pipeline Development with Government Contacts"


Includes all the Opportunity Monitoring support plus: federal procurement forecast analysis, re-compete & expiring contract monitoring, and government program contact/lead list

Why Partner with Winvale





 **Consultants and Contractors:** We act as both a government contractor and consultant. This helps us deliver a unique perspective to our clients.


 **Speed-to-Market:** GSA approvals in less than 1 month versus 6 months plus.

 **Reduced Cost:** Eliminate hard and soft costs associated with: applying for, managing, remaining compliant and preparing for GSA Audits.

 **Reduce Compliance Risk:** Winvale absorbs your liability by becoming responsible for Commercial Sales & Discounting Practice compliance.

 **Reduce Marketplace Risk:** Expand and contract your investment and/or migrate between Federal, State & Local markets based on market economics.

 **Reduce Pricing & Discounting Risk:** Shift the compliance risk to us by having Winvale take on the burden of "best pricing" and contractor compliance.

 **Qualify for Set-Aside Business:** Leverage Winvale's SBA Small Business designation and network of 8(a), Veteran-Owned, Woman-Owned and HUBZone partners and Prime Contractor Teaming Agreements with large Systems Integrators like CACI, Booz Allen Northrop Grumman and SAIC.

Contact

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Healthcare IT

The federal government estimates that the federal portion of national health care spending will grow to \$1.7 trillion by 2025. As the need for improvements grows, federal agencies acting will continue to invest in technologies solutions to improve health outcomes and reduce waste, fraud and abuse.

Federal agencies will increase spend on efforts to digitize, share, analyze and secure healthcare data. Currently two major healthcare IT projects will solidify the future spending on this

market. The Department of Defense is currently implementing a new electronic health records system (EHR) and the Department of Veterans Affairs is in the center of creating an entire digital health platform.

Federal efforts to improve the overall Healthcare sector from a payers, providers, and promoters perspective with also strengthen the overall invest on Healthcare IT goods and services.

The charts below represent the historic spending on the federal healthcare IT market. By partnering with Winvalwewe can help you unlock the information to grow your federal government customer base and revenue.

	2012	2013	2014	2015	2016
Civilian Healthcare IT	\$3,647,346,810	\$4,566,228,449	\$5,434,484,543	\$6,062,384,937	\$6,055,314,141
DoD Healthcare IT	\$1,265,989,379	\$1,139,478,442	\$1,379,520,876	\$1,336,927,724	\$1,904,305,870

Top 10 Federal Agencies Healthcare IT Spending					
Funding Agency	2012	2013	2014	2015	2016
HHS - Department of Health and Human Services	\$2,157,492,859	\$2,678,171,247	\$3,273,461,188	\$3,543,200,885	\$3,734,027,517
DOD - Department of Defense	\$1,265,989,379	\$1,139,478,442	\$1,379,520,876	\$1,336,927,724	\$1,904,305,870
VA - Department of Veterans Affairs	\$1,220,748,197	\$1,664,773,497	\$1,733,413,874	\$1,906,725,025	\$1,680,387,044
USDA - Department of Agriculture	\$55,687,560	\$51,155,545	\$76,958,684	\$86,247,887	\$111,329,134
DHS - Department of Homeland Security	\$26,785,479	\$22,445,852	\$78,231,968	\$125,819,120	\$83,057,023
DOL - Department of Labor	\$56,680,673	\$40,729,941	\$48,498,687	\$56,772,686	\$45,498,403
DOC - Department of Commerce	\$27,849	\$3,934,568	\$34,817,069	\$50,048,779	\$78,134,528
DOS - Department of State	\$30,161,478	\$18,066,639	\$30,166,734	\$35,076,149	\$33,856,814
DOJ - Department of Justice	\$7,157,172	\$6,182,495	\$19,901,545	\$45,754,011	\$66,437,925
TREAS - Department of the Treasury	\$27,880,649	\$24,755,884	\$13,309,017	\$35,084,810	\$32,332,443

Contact Us

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