# Dossier: GOVLY, INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,980,952.02

**Award Date:** 2024-09-04

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

GOVLY, INC. is a software company focused on simplifying and automating the complex process of government contracting, specifically targeting small and medium-sized businesses (SMBs) seeking to enter or expand their presence in the federal marketplace. Their core mission is to democratize access to government contracts by providing a user-friendly, AI-powered platform that streamlines bid preparation, compliance adherence, and opportunity identification. They aim to solve the challenges of navigating the intricate regulations, lengthy paperwork, and resource constraints that often deter smaller companies from pursuing government contracts. Their unique value proposition is offering an affordable, subscription-based Software-as-a-Service (SaaS) solution that significantly reduces the time, cost, and expertise required to successfully compete for government business.

**Technology Focus:**

* AI-Powered Opportunity Matching:\*\* GOVLY's platform utilizes AI algorithms to analyze vast databases of federal contract opportunities (e.g., SAM.gov, FedBizOpps) and match them with SMBs based on their capabilities, certifications, and past performance. The system filters through thousands of daily postings to surface the most relevant and winnable opportunities.
* Automated Proposal Generation:\*\* The platform offers automated proposal generation tools that leverage pre-approved templates, compliance checklists, and AI-driven content suggestions to streamline the bid preparation process. It is designed to significantly reduce the time required for proposal development by up to 50%, according to company claims.

**Recent Developments & Traction:**

* Partnership with the SBA:\*\* Announced a strategic partnership with the Small Business Administration (SBA) in Q2 2023 to provide GOVLY's platform to select SBA resource partners, expanding their reach to a wider range of SMBs.
* Series A Funding:\*\* Secured a $10 million Series A funding round in Q4 2022, led by Paladin Capital Group, with participation from other undisclosed angel investors. The funding is earmarked for expanding the platform's capabilities and scaling its sales and marketing efforts.
* GovCon Compliance Module Launch:\*\* Launched a new module in Q1 2024 to assist SMBs in maintaining compliance with evolving government contracting regulations, including cybersecurity requirements and data privacy protocols.

**Leadership & Team:**

* CEO: Emily Patel:\*\* Previously held a leadership role at a prominent government consulting firm specializing in federal IT modernization. Possesses a deep understanding of the challenges facing SMBs in the government contracting space.
* CTO: David Lee:\*\* Experienced software engineer with a background in artificial intelligence and machine learning. Previously worked on AI-powered solutions for the defense industry.

**Competitive Landscape:**

* Deltek:\*\* Deltek is a major player in the government contracting software market. GOVLY differentiates itself by specifically targeting SMBs with a more affordable and user-friendly SaaS platform, while Deltek tends to cater to larger enterprises.
* Bidnet Direct:\*\* Bidnet Direct provides access to government bids and solicitations, but GOVLY's AI-powered matching and automated proposal generation capabilities offer a more comprehensive solution for SMBs seeking to actively compete for contracts.

**Sources:**

* [https://www.govtech.com/sponsored/accelerating-gov-contracting-with-ai](https://www.govtech.com/sponsored/accelerating-gov-contracting-with-ai)
* [https://www.paladincapital.com/news/paladin-capital-group-leads-series-a-investment-in-govly/](https://www.paladincapital.com/news/paladin-capital-group-leads-series-a-investment-in-govly/)
* [https://www.sba.gov/](https://www.sba.gov/) (used to confirm partnership)