



PrimeRFP SCOUT

FEDERAL INTELLIGENCE PLATFORM

BUYER'S GUIDE

How to evaluate a govcon intelligence platform — **measure outcomes, not record counts.**

Most platform comparisons lead with how much data sits in the warehouse. But no one wins a contract because a vendor stored 366 million rows. You win because you found the right opportunity earlier, judged it faster, and moved before the competition. Here is how to score a platform on what actually changes your win rate.

Minutes

Time from question to answer

0

Extra analysts to operate it

Answer

Delivered, not a result set

Risk

Assessed, not just listed

THE MEASUREMENT TRAP

Volume is an input cost, not an outcome. A bigger database means more rows to filter, more noise to clear, and more analyst hours before you reach a decision. Record counts, feature checklists, and green “yes” boxes measure how much a tool *contains* — not how quickly it gets you to a confident bid/no-bid call. When you evaluate a platform, hold it to the outcome it is supposed to produce: **a faster, better-informed capture decision with fewer people.**

SIX QUESTIONS THAT SEPARATE A DATABASE FROM INTELLIGENCE

1 How long from question to answer?

Time-to-decision is the metric that compounds. If answering “what should we pursue at this agency?” takes an afternoon of searching and export-wrangling, the tool is a filing cabinet. It should take minutes.

2 Records, or a recommendation?

A search returns a list you still have to interpret. Intelligence returns a synthesized read — who’s incumbent, when it recompetes, how contested it is, and whether it fits you. Ask to see the conclusion, not the result set.

3 How many analyst hours to operate?

The real cost of a platform is the headcount it takes to run it. Count the people between the raw data and the decision-maker. Outcome-driven tools shrink that to near zero.

4 Does it assess risk, or just list opportunities?

Anyone can show you open solicitations. The question is whether the tool tells you your odds — protest history and sustain rates, incumbent strength, recompete timing — before you sink capture dollars.

5 Does it come to you, or do you go to it?

A login you have to remember to check is a tool you'll under-use. Intelligence arrives — scheduled briefs, change alerts, capture bundles delivered to your inbox on your cadence.

6 Can you interrogate it in plain language?

Rigid filters force your question into the tool's schema. Ask whether you can pose a real capture question conversationally and get a direct, sourced answer back.

TWO WAYS TO BUILD A PLATFORM

DIMENSION	LEGACY DATA PLATFORM	OUTCOME-DRIVEN INTELLIGENCE — PRIMERFP SCOUT
Core promise	"We have the most data."	"You get the answer, not the haystack."
Headline metric	Record counts & feature checkboxes	Time-to-decision & analyst hours saved
Who does the analysis	You and your team, inside their UI	The platform — synthesized reads, delivered
How you ask	Saved searches & rigid filters	Plain-language questions, sourced answers
Risk & win-probability	Largely left to the user	Protest patterns, recompute timing, capture scoring
Delivery	You log in and go find it	Briefs, alerts & reports come to you

WHAT "OUTCOME-DRIVEN" LOOKS LIKE IN PRACTICE

● A recompute pipeline you can interrogate

Prioritized expiring contracts and vehicles with a transparent, queryable methodology — not just a feed of "analyst-tracked" items you take on faith.

● Capture scoring & fit

Opportunities scored against your profile and demand signals — positioning intelligence, not another notification stream.

● Risk intelligence before you spend

Protest sustain rates, GAO decision patterns, and incumbent strength surfaced against the opportunity, so bid/no-bid is informed by odds.

● Intelligence that arrives

Automated daily briefs, market landscapes, and capture bundles generated and emailed on your schedule — no login required to stay current.

Score your current tool against these six questions.

See what a decision — not a result set — looks like with PrimerFP SCOUT.

[Request a walkthrough](#)[See a sample brief](#)