Streamlining Opportunity Capture with Generative AI

September 2025

Customer:

A business development organization supporting a large Federal Government contracting company. The organization's growth and capture team is responsible for tracking and pursuing new contract opportunities released across multiple Federal Government acquisition platforms.

Team:

Koniag Government Services (KGS) internal solutions development team

Customer Challenge:

The customer's growth and capture team was overwhelmed by the volume and velocity of Government contracting opportunities—particularly RFIs and RFQs published through the GSA's eBuy platform. Email notifications from eBuy often lacked context, forcing users to manually log into the site, navigate dense listings, download attachments, and assess relevance. This process consumed hours per opportunity and strained staff capacity, often leading to missed or inaccurately prioritized opportunities to bid on Federal contracts.

Solution:

To streamline this process, the KGS team deployed a generative AI-powered opportunity capture platform using AWS native services. The system ingests email alerts, scrapes the eBuy platform, downloads associated attachments, and analyzes the opportunity's relevance using Retrieval-Augmented Generation (RAG).

Key AWS services included:

- **Amazon Bedrock** for summarizing attachments and categorizing opportunities
- **AWS Step Functions** to orchestrate the multi-stage automation workflow
- **Amazon S3** for storing raw and enriched data
- **Amazon SES** to email opportunity summaries to the appropriate teams
- **Amazon Athena** for querying captured data and generating executive dashboards

The platform classifies each opportunity by business line, scores alignment based on

historical performance, and distributes a summarized snapshot to relevant personnel — all automatically.

Outcomes, Results, and Benefits:

The solution reduced opportunity analysis time from several hours to minutes. Hundreds of hours per month were saved through automatic triage and routing, significantly improving capture team productivity and response speed. Just one hour saved per user each month was enough to pay for investment to develop the solution. Business leaders now benefit from real-time dashboards tracking opportunity quality, bid alignment, and contract vehicle performance.

Learn More:

If you would like more information, please contact KGSinfo@koniag-gs.com. In your email, be sure to reference the title of the use case document and include any specific follow-up requests or details you'd like us to provide.