**Tools for Getting into Large Opportunities**

In the tables below, complete as many of the gray cells as appropriate for your strategy. Feel free to add rows if needed but for bid sites, public information, and other resources, be selective. Choose sites and opportunities that fit your company strategy, and then be consistent with your monitoring/activity.

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| **Services / Lists** | | | |
| **Site** | **Website** | **Login** | **Update Frequency** |
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| --- | --- | --- | --- |
| **Public Information** | | | |
| **Source** | **Website** | **Meeting Frequency** | **Meeting Time(s)** |
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| --- | --- | --- | --- |
| **Other Influencers** | | | |
| **Organization** | **Contact** | **Title** | **Note** |
|  |  |  |  |
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