

# 3 Steps to Help Your Organization Secure Government Procurement Opportunities on a Global Scale





## **Navigating the Global Government Procurement Process**

Government procurement opportunities present robust and sustainable revenue streams for organizations across various sectors. Whether it's international development funds, global infrastructure projects, or multinational economic initiatives, the availability of funds is significant.

Securing revenue through these opportunities not only proves your function's value but also showcases your ROI. Read on for three steps to uncover where global procurement funds are available and how to position your organization for success.

## Step 1: Automate How You Source Opportunities



Securing global procurement funding starts with knowing what is immediately available. With enormous fund pools scattered across multiple countries and international agencies, manual tracking becomes overwhelming.

This is where technology becomes your strategic ally. **FiscalNote's Global Procurement Dashboard** continually identifies and brings relevant opportunities to your attention, letting you efficiently cut through the noise. The interactive dashboards include opportunity feeds and in-depth market analysis, such as competitor research, historical trends, and regular strategy sessions.

Your procurement dashboard — set up by a government procurement specialist and customized to your business — allows you to review and strategically pursue opportunities your organization has the best chance of winning. Gaining the business of just one of these opportunities can more than pay for the service in full.

## Aspects to consider when evaluating a solution

- ✓ **Timely alerts:** Receive automatic notifications when international entities post a relevant opportunity or give notice of a funding opportunity, empowering your decision-making process.
- ✓ **Relevance:** Identify your highest potential opportunities based on applicable data points, eliminating irrelevant results not tailored to your specific business needs.
- ✓ **Scope matching:** Your technology should be all-encompassing, sourcing opportunities from various countries and international organizations.

With a wide array of jurisdictions available, FiscalNote ensures you can pinpoint and act on the most relevant opportunities, no matter where they arise.

### Available jurisdictions:\*

#### North America

United States  
(Federal, State, & Local)

Canada  
(National & Provincial)

Mexico  
(National)

#### Europe (National level)

EU member states

United Kingdom

#### Asia-Pacific (National level)

Australia

India

Japan

Malaysia

Philippines

Singapore

South Korea

Taiwan

#### Middle East

Dubai

Saudi Arabia  
(National)

United Arab Emirates  
(National)

\*Additional jurisdictions available upon request and pending scoping.

## Step 2: Identify the Right Opportunities through Expert Guidance & Market Analysis



With a myriad of offerings, the global procurement process can be daunting. Even with an automated sourcing process, you'll still want to focus on the best opportunities you are in the strongest position to win. An expert guide who can assist in navigating the sea of global procurement opportunities can prove invaluable.

With **FiscalNote's Global Procurement Dashboard**, you can access useful market analyses like overviews of current contracts/awards, historical trends, competitor analysis, partnership identification, and detailed custom spend breakdowns (where available). This intelligence will help you decide which opportunity to pursue, get ahead of RFPs, predict trends, and frame business or product strategy.

Whether you want to take advantage of funding, grants, awards, or other financial incentives from these programs, we get to know your business, help curate the information you need, and promptly address any issues you may have.

## Step 3: Track Policy that Will Turn into Opportunities



Prior to the release of an RFP, tender, or any other formal opportunity, it typically undergoes a standard political procedure. Engaging and partnering with government entities during discussions about fund usage, challenges, and needs presents a prime opportunity for businesses to position themselves as valuable partners in shaping these opportunities. This proactive approach gives organizations a competitive advantage in securing this business.

With the right system in place, you can effectively stay updated about legislative packages, early-stage developments, and discussions. With FiscalNote, you can learn and be alerted to occurrences and potential opportunities ahead of time through:

- ✓ **Transcripts of U.S. committee hearings**
- ✓ **News articles and expert analysis**
- ✓ **Policy tracking**
- ✓ **U.S. local government meeting minutes and agendas**

You can receive email notifications of new policies that could signal emerging opportunities as soon as they're added to your dashboard. By staying current and knowing what could be coming, you can be prepared and ready to seize emerging opportunities.

## Stay Ahead of the Global Procurement Process with FiscalNote

With the right approach and resources, you can help your organization navigate the complexity of global procurement and prove the value of your function. Begin by crafting a strategy that aligns with your organizational needs and then extend your capabilities to capture immediate and future opportunities.

**FiscalNote's solutions** offer an effective way to monitor and act on procurement opportunities across all levels of international entities. Customized to your needs, we can help you tap into the vast potential of global procurement opportunities.

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