

A Corporate Government Affairs Team Saves Time and \$13,000

A corporate Government Affairs team needed to communicate frequently with Congressional and Agency staff. This was critical to achieving their strategic goals each year.

Problem



Outdated Congressional staffer info. No agency staff.

Their existing GRM frequently had outdated information on Congressional staff. To make matters worse, it did not contain Agency staff, so they had to use a separate directory to look those up.

They spent too many hours tracking down accurate staff information and too much money on a separate directory

Solution

The team decided to switch to GovPredict, which contains both up-to-date Congressional staff and a full set of Agency staff.

Every time they needed to contact someone, they could be sure of finding exactly the right person in the right office.

They simply searched for the staffers they needed to contact and sent their messages.

Result

They saved both time and money. Being able to find up-to-date contact information for all staff in one place reduced research time by 75%.

Being able to drop the separate directory of agency staff, saved \$13,000.

Biggest Wins Using GovPredict

- ✓ 75% REDUCTION IN RESEARCH TIME
- ✓ \$13,000 SAVED BY DROPPING OTHER DIRECTORY