

# EAGLESHIELD PEST CONTROL SECURES OVER \$60K IN NEW BUSINESS

with the BidSyncPro™ Solution

Everyone needs pest control services, including the more than 100,000 public sector entities in the United States. CEO Jonathan Kendrick knew that when he bought EagleShield Pest Control over 10 years ago. What he and his team didn't quite know was how they were going to convince all of these potential customers that they needed EagleShield's particular services.

EagleShield Pest Control does much more than just preventative spraying and infestation treatments for your typical insect, spider and rodent concerns. It also offers specialized sanitation, disease prevention and control services related to wildlife and birds, including exclusion and netting, which are often in demand by airports, schools and government-run facilities where public safety is a top priority.

Approximately 80 percent of EagleShield's business comes from commercial customers, and government contracts provide the company a means to grow via an integrated pest management (IPM) program that is more extensive than pursuing individual accounts.

**The problem is that specialized pest control services aren't necessarily needed year-round like general pest control**, so EagleShield sales executive Andrew Klann has to keep a keen eye out for government bid opportunities. That's no easy feat when each state, city, county, municipal, special district and school district entity posts its solicitations on a different website. Klann and his team were spending hours visiting each website looking for the latest bid postings and calling potential government customers to see if and when they planned to put either routine or specialized pest control service contracts up for bid.

"We were missing some bids that we wanted the opportunity to look at," Klann explained. "It was also very difficult to keep track of the details and deadlines for the opportunities we did find using an Excel spreadsheet. We needed a way to streamline the government bid search process and better manage our sales pipeline."



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Sales Executive  
EagleShield Pest Control

The EagleShield Pest Control sales team started trialing a number of free government bid aggregation websites, but found the search results inconsistent. Bids that would appear on one website wouldn't appear on another. They weren't confident that they would be able to gain a complete view of all active solicitations with this search method, so they reconsidered an organic search strategy. However, past experience had also proven that ineffective in capturing all potential bid opportunities in a time-efficient manner.

That's when they started looking more closely at paid subscription-based services and learned about BidSync Pro. Although there were other bid notification services that cost less, BidSync provide more reliable and relevant results. **They were confident they would receive a return on investment (ROI).**

"We thought that the level of access and automation we would gain from BidSync's search and notification service would benefit us. Plus, it wasn't going to cost us that much if, for some reason, we didn't end up benefitting from the paid subscription. It was very low risk."

**Fortunately for EagleShield Pest Control, that investment paid off significantly and their subscription was paid for quite quickly.**

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**Andrew Klann**  
Sales Executive  
EagleShield Pest Control

EagleShield Pest Control reports that **one bid notification it received via BidSync in 2019 led it to secure over \$60,000 in new business** after follow ups, job walkthroughs and a winning bid. And that was just the start.

"One job with a public sector agency can lead to multiple jobs," Klann reminds us, noting that the large volume of bids provided in the BidSync dashboard and daily email notifications have reduced the amount of groundwork required of him and his team in order to build a strong sales pipeline.

"We no longer have to search everywhere for bids and spend our days essentially cold calling potential government customers. We know immediately when the types of services we offer have come up for bid by an agency," Klann explained.

As the EagleShield Pest Control team was relieved to learn, BidSync Pro subscribers often enjoy direct, single-click access to documentation related to the solicitations flagged in their search results. They don't have to track down the posting on the soliciting government entity's website in order to view the full RFP or bid notice every time now.

"With BidSync Pro, we can see the scope, bid requirements, deadlines and other details for many bids right there from our dashboard. We also know exactly who to contact with questions about the opportunity. This heightened level of bid awareness and direct access to tens of thousands of potential public sector customers has saved us a significant amount of time and money."

**BidSyncPro**<sup>TM</sup>  
POWERED BY Periscope

**LARGEST DATABASE OF GOVERNMENT BIDS**

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