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epipeline continues growth, expands research team

(Reston, Va., April 20, 2010) – epipeline (www.epipeline.com), a leading online source for federal contracting research and business intelligence, has announced further expansion of its research component, supporting the continued growth of the platform and its capabilities.

Founded in 1999, epipeline has long been focused on research-based data related to federal government contracts. Over the past dozen years, epipeline has continued to grow its research capabilities, first with the acquisition of B2Gsource, and more recently, with an affiliation with Government Contracts USA, a leader in offering a range of information services related to government business information.

The proprietary short and long-lead contracting research offered by epipeline allows business development professionals and researchers to expand their planning horizons and become more competitive in the multi-trillion dollar federal procurement marketplace. epipeline delivers targeted sales leads and market intelligence, and a suite of information management tools to help companies minimize their business development costs and maximize their government-based revenues.

According to company Vice President Dan Ansell, epipeline's growing client base includes firms of all sizes, seeking to become more competitive and profitable in selling to the federal government. epipeline's customers range from 8(a) to Fortune 50 companies. "The key to our success is helping our clients to succeed," said Ansell. "Our expanded research team brings dozens of years of experience to capturing market information, including in-depth market research and analysis to build quality reports on federal procurement contracts."

Ansell said that expanding the research team helps epipeline to identify new and re-competed short- and long-term opportunities in three key vertical markets: Information Technology C4I (Command, Control, Communications, Computers and Intelligence); Architecture/Engineering and Construction; and Operations and Maintenance. The research team also monitors the release of solicitation documents, modifications, and contract awards notices, scours industry publications and websites, and networks with contacts and contracting officers in the federal procurement arena. The expanded team helps ensure that epipeline clients have access to the latest and most accurate information available.

About epipeline:

epipeline is the leading online source for federal contracting opportunity research and business intelligence. Affiliated with Government Contracts USA, epipeline is based in Reston, Va., and is online at www.epipeline.com

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