

Win More Government Contracts with Cloverleaf AI



80% of government deals never make it to an RFP. If you're waiting for formal solicitations, you're already too late. To win more contracts, you need to **be where decisions happen – before the paperwork is filed.** That's where Cloverleaf AI gives you the ultimate advantage.

The Problem: Why Government Sales Teams Miss Opportunities

Winning government contracts isn't just about submitting proposals – it's about influencing decisions early. The biggest challenges for government contractors include:



Late Entry into Deals

By the time an RFP is released, competitors have already built relationships and shaped requirements.



Limited Visibility

Government meetings are scattered across thousands of local, state, and federal agencies, making it hard to track opportunities.



Time-consuming Research

Sifting through meeting minutes, transcripts, and fragmented data takes away time that could be spent selling.



Missed Connections

Finding and engaging with decision-makers at the right time is difficult without direct access to stakeholders.

The Solution: Cloverleaf AI Puts You Ahead

Cloverleaf AI monitors **1.5 million government meetings** across all levels of government, tracking discussions where funding decisions and project needs are first identified. **You receive pre-RFP leads directly in your inbox – before your competitors even know they exist.**



Track Emerging Opportunities

Identify government needs before they turn into formal RFPs.



Identify Key Stakeholders

Access decision-makers discussing these projects, complete with contact information.



Act First to Secure Contracts

Get the inside track to shape RFPs or secure deals through sole sourcing.

Facility upgrade

Search

1

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City Council Workshop

Published on Feb 25, 2025 by [City of Kennewick](#) in Kennewick, Washington

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Contacts

Name	Title	Role	Email	Phone
Jane Doe	Mayor	Top Elected Official	jdoe@laytoncity.org	801-123-2567
John Smith	Council Member	Governing Board Member	jsmith@laytoncity.org	801-987-6543

Transcript

Briefing

Full Briefing PDF

Copy Full Briefing to Clipboard

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Sales Insights

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Potential Sales Opportunities:

This meeting reveals several strong opportunities for Architecture, Engineering, and Construction (AEC) services within public sector. The focus is on capital projects, with significant budget discussions.

- 1. City Hall Facility Upgrade (Strong Opportunity):** The council extensively discussed the need for major upgrades or a complete replacement of the aging City Hall. The estimated cost for a renovation is approximately \$7.5 million. This presents a substantial opportunity for comprehensive AEC services, including design, engineering, and construction management.
- 2. Fire Station Number Six (Moderate Opportunity):** Construction of this station is estimated at \$12.5 million. The project scope is slated for a future year but the land has been purchased and ambulance rate increases for staffing are already underway.

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SHARE

How It Works: Faster, Smarter Government Sales

1

Set Your Search Criteria

Define the topics, policies, or agencies you want to track. Cloverleaf AI continuously scans government meetings within the past 5 years to surface relevant discussions.

2

Receive AI-Powered Alerts

Get daily email updates with direct links to the exact moment your keywords are mentioned in government hearings. Skip lengthy recordings and jump straight to the key discussion.

3

Track Key Stakeholders

See how decisions are discussed, identify who's involved, and access their contact information instantly.

4

Leverage AI-Generated Insights

Get concise summaries of key takeaways on your topic or stakeholder – no need to sift through lengthy transcripts.

5

Share Leads with Your Team

Easily send key opportunities via email, Slack, Teams, or your CRM.