

Parsolvo Levels the Playing Field with Industry Navigator

How a Boutique Advisory Firm Thinks Big, Saves Time, Expands Reach, and Finds New Opportunities in the Public Sector



INDUSTRY
NAVIGATOR

parsolvo





Introduction

As a boutique advisory firm, Parsolvo thrives on big consulting capabilities and helping large, complex enterprise and agencies succeed. With leadership from Joseph Janecka and Tim Barto, the company specializes in solving complex technology and procurement challenges for clients across energy, public sector, and regulated industries.

Parsolvo's team of senior consultants brings decades of combined experience across both public and private sectors. Their mission is simple: help, not sell.

But as a certified small business with limited time and resources, Parsolvo faces the same challenge as many firms expanding within the public sector: how to find and act on the right opportunities without a large capture team or expensive enterprise software tools

That's where Industry Navigator became a game-changer.

“We're counselors more than consultants. Our goal is to help people succeed — not to sell them something.”

— Joseph Janecka, CEO, Parsolvo



The Challenge: Too Much Noise, Too Little Signal

Before adopting Industry Navigator, Parsolvo's biggest barrier wasn't expertise — it was bandwidth to research and cut through the clutter of real opportunities. With a lean team and half their business in the public sector, they needed a smarter way to find, qualify, and prioritize opportunities without spending hours manually searching through portals.


Key Challenges

Fragmented Data: Tracking opportunities across 50+ state and local procurement portals consumed valuable time.

Late Awareness: Many RFPs were discovered after scopes were already defined, leaving little room to influence outcomes.

Limited Visibility: Understanding agency priorities, budgets, and key contacts required hours of manual research.

Tight Resources: As a smaller firm, Parsolvo needed tools that delivered high ROI — every dollar and every hour counted.



“We love the market intelligence Navigator provides. It saves us hours of research and gives us the prioritized insight to show up informed.”

**— Tim Barto,
Chief Client Officer,
Parsolvo**



The Solution: Intelligence that Works as Hard as They Do

To break through the noise, Parsolvo turned to e.Republic's Industry Navigator, a purpose-built intelligence platform designed to help teams serving the public sector find and pursue opportunities faster.

Navigator immediately became Parsolvo's central source for opportunity tracking, market insight, and relationship intelligence—helping them work smarter, not harder.

Key Use Cases Include:

Discovering Opportunities Earlier

Navigator's Developing Opportunities alerts surface early signals of upcoming projects — from legislative bills to budget requests — months before formal RFPs are issued.

This allows Parsolvo to engage key stakeholders sooner, positioning their expertise where it matters most.

“Navigator gives us a heads-up on a process that's already a two-year cycle. That visibility is invaluable.”

— Joseph Janecka

Saving Time Through Centralized Intelligence

By replacing dozens of procurement portals with a single source of truth, Navigator dramatically reduces manual effort.

With pre-filtered daily emails and searchable reports, Parsolvo's small business development team can now focus its energy on strategy and relationships instead of research.

Maximizing Event ROI

Parsolvo is deeply relationship-driven and event-forward. Navigator provides detailed org charts and attendee data that help the team know exactly who's in the room — turning GovTech and Insider Texas events into targeted engagement opportunities.

“Applied knowledge is power, and Navigator provides the insight and timely data to empower our team.”

— Tim Barto



Results: Big Wins for an Agile Team

For Parsolvo, Industry Navigator isn't just a data tool — it's a force multiplier. By automating research and surfacing actionable intelligence, Navigator helps them compete with larger firms while staying lean and efficient.

Measured Impact

Hours Saved Weekly: Replaced manual portal checks with automated daily insights.

Early Pipeline Growth: Identified new opportunities well before RFPs dropped.

Smarter Engagement: Used data-driven context to build stronger, trust-based relationships.

Higher ROI: Bundled Navigator with e.Republic's events to stretch marketing spend further.

“Economically, being able to bundle our go-to-market events with Navigator was huge. With other tools, you're just negotiating on software — with e.Republic, you're building on relationships.”

— Joseph Janecka

Why Industry Navigator for Small Businesses

When evaluating other platforms, Parsolvo found that only Industry Navigator combined the affordability, usability, and integration small firms need to compete.

While one platform offered federal data, it turned out to be cost-prohibitive, and other platforms had fragmented intelligence. Navigator struck the perfect balance — high-impact insights, a flexible model for small teams, and the added value of events, relationships, and expertise through e.Republic.

“e.Republic has done a great job of reinventing themselves — being flexible, adding value, and building tools that fit growing businesses like ours.”

— **Tim Barto**

