Columbia Basin Section
ASQ Excellence Through Quality™

Invitation from
ASQ Innovation Division
July 24, 2025 Virtual Webinar

WE ACHIEVED SILVER LEVEL IN 2024!
PERFORMANCE EXCELLENCE PROGRAM
ASQ

DATE:

**Thursday,
July 24, 2025**

This is a virtual/online webinar via Webex. Log-in information will be provided on the registration confirmation email.

Time: 4:00 pm – 5:00 pm PDT

(check website to confirm time)

There is no charge for ASQ members or non-members

[Advance registration] is required for planning purposes and to receive RU credit following the event.

More information about ASQ's Innovation Division is available [here].

For more information about our ASQ section and other upcoming events: [www.asq614.org/] or our [myASQ community site].

AI-Driven Innovations Revolutionizing Acquisition Modernization: Unleashing the Power of AI Tools in Capture Management

Skip Blackburn
Founding Partner & CEO, BIT Solutions, LLC

AI is transforming the landscape of acquisition modernization, with AI-driven tools revolutionizing capture management strategies. Traditional methods of identifying and securing deals in the marketplace often rely on outdated capture tools and manual processes, which can limit efficiency and scalability. By leveraging cutting-edge AI technologies, organizations can gain a competitive edge by utilizing advanced algorithms to identify not only more lucrative opportunities but also deals that are more winnable and a better fit for the organization.

The evolving role of AI in the capture management process will be examined, showcasing how it enhances the discovery of high-value deals while ensuring alignment with an organization's capabilities and strategic goals. AI tools enable organizations to predict the likelihood of success in securing specific opportunities, allowing for a more targeted approach that reduces risks and maximizes the chances of winning. From data-driven insights to predictive analytics, AI is revolutionizing how acquisition teams assess and prioritize deals, making the process more efficient, precise, and effective.

This presentation will offer a comprehensive overview of how AI can be integrated into your capture management framework, comparing it with existing tools on the market. Learn how to harness the full potential of AI to modernize your acquisition processes, improve operational efficiency, and secure better deals faster, with greater precision, and more strategically aligned with your organization's strengths.

About the speaker: Skip Blackburn is the Founding Partner and Chief Executive Officer of BIT Solutions, LLC. Since leading the company through its reinvention in 2012, Skip has played a pivotal role in the startup phase, overseeing design and development as well as spearheading sales and marketing initiatives. Under his leadership, BIT Solutions has experienced consistent growth and has emerged as a leader in its field.

Before founding BIT, Skip co-founded a software firm in the late 1970s, where he served as a partner for 20 years. The company specialized in designing and developing enterprise software solutions for nonprofit associations, which ultimately led to its successful sale. Skip then transitioned to executive roles at leading companies, including Sarcom, Accenture, IBM, and SAIC, honing his expertise in capture management and leading teams and divisions through large, complex capture efforts. Skip then created CaptureExec™, a comprehensive capture management software, and transformed BIT Solutions into the dynamic company it is today.

A respected industry leader, Skip was a founding member of the Board of Directors of the Chesapeake Regional Technology Council. He holds a Bachelor's degree in Computer Science and Mathematics from Towson University and attended the MBA program at Loyola College of Baltimore.