



## FAQ

# Jurisdictions

Position your company as a trusted advisor with deep market intelligence.

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## How deep is Navigator's jurisdictional intelligence?

Navigator gathers market intelligence on nearly 150,000 jurisdictions and agencies across all levels of U.S. state and local government, K-12 and higher education. Our bid coverage captures anything within the following thresholds:

### GOV

- ✓ 50 state governments
- ✓ Cities with populations over 18,000
- ✓ Counties with populations over 43,000
- ✓ Special districts with budgets greater than \$33 million

### EDU

- ✓ Public universities, private universities and community colleges with enrollment greater than 2,500
- ✓ K-12 school districts with student enrollment greater than 5,000

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## How often do you update budget information?

All state budgets are updated in accordance with each independent state budget schedule. Local and education budgets are updated once annually.

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## What other data points do you gather?

- ✓ Vendor registration information
- ✓ Agency directories
- ✓ IT strategic plans
- ✓ Organizational charts

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## How are the estimated IT budgets calculated?

Navigator's estimated IT budgets are calculated using our proprietary formula. These estimates are based on actual government expenditures, CIO estimates, surveys and 10 years of historical procurement data.

Put the most **powerful** sales and marketing intelligence tool in gov tech on your team.

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