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Our story

For over 18 years, [Fabien Durand](#), the president and founder of Keepoint, has concentrated his efforts on advancing businesses across a variety of sectors, ranging from information technology to aeronautics. Constantly looking for new business opportunities and enterprises, Fabien turned to government procurement and immediately recognized the inherent value of public sector contracts.

In 2008, seeing his success, close colleagues insisted that Fabien monitor and write RFPs on their behalf, which led to the emergence of Keepoint. Success came quickly, especially with the Department of National Defense and Service Canada. Keepoint was born!



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4 Sep 2018 2017 **04** 2018 2019   
  [About this capture](#)

tools. Keepoint created Bidmatcher, an automated intelligence platform that matches businesses with the perfect opportunities and is built on Salesforce. Through the identification of top selection criteria, customers were able to focus on the proposals that fit their profile and win several highly lucrative contracts.

In 2017, visualising the convergence between Open Data, Big Data and newest B.I software, he developed innovative Business Intelligence Reports applied to public market, bringing a new way to understand the dynamic of this market. Today, Keepoint works with clients to identify thousands of hidden opportunities that are in line with their business objectives. Keepoint's strategy has helped clients exceed the industry average for successful RFPs, resulting in successful bids with government agencies at the municipal, provincial and federal levels.

At Keepoint, we thrive on success and improving the bottom line for our clients. Through government procurement, we have created lucrative partnerships with the Department of National Defense, Canada Revenue Agency, Service Canada, Health Canada, Alberta Justice, Alberta Gaming & Liquor Commission, SAQ, Loto-Quebec and the government of Nova Scotia, to name just a few.

Contact us

We are a proud Canadian company based in Montreal.

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[B.I Reports Catalog](#)

[Bid monitoring](#)

[Consulting](#)

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Go

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SEP

OCT

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2017

2018

2019



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