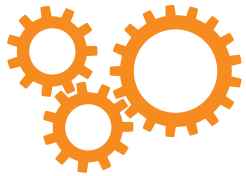




RFP & PROPOSAL AUTOMATION

**Automate your proposals and RFP responses.
Create better proposals faster.
Win more business.**



Here's how:

- Increase efficiency by creating a content library where everyone can quickly find answers to common questions—all in approved language and templates.
- Boost collaboration by making it easy for subject matter experts (SMEs) to review, approve, and update content.
- Enable your sales and RFP teams to create more proposals—and more personalized, effective sales documents—that win more business.



› Keep Your Content Current, Compelling, and Compliant

The hardest part of responding to RFPs? Tracking down the right answers. Qvidian's content library provides a centralized, searchable location for all the information you need. Find the right content quickly—don't waste time digging through old proposals or emailing colleagues so you can copy and paste potentially outdated information. Create reference links and archives or assign business rules to a piece of content to ensure accuracy. Present final packages to clients using professional-looking templates that adhere to brand standards, improving consistency and impact.



› Improve Collaboration

Streamline communication and collaboration between RFP teams and SMEs with a shared workspace. Let each team member see their tasks via an easy-to-use interface, and keep them on task with automated notifications and reminders. Make it easy for your SMEs to review, edit, and approve content. Standardize content and process in one place and spread best practices throughout your entire organization.



“Qvidian’s latest enhancements – especially the AutoFill capabilities – have been critical in helping us respond to RFPs even faster than before and with the best content. The intelligence-driven recommendations, combined with speed, are the key ingredients to helping us win more business. Because of this, Qvidian has allowed our team to respond to a greater number of RFPs, which has led to more wins and increased revenue across the board.”

Flavio Zanetti
Senior Systems Engineering Manager,
CISCO Systems

› Create Workflows that Work for You

Enterprises with complex products or strict compliance requirements often struggle to streamline the RFP process. Qvidian's flexible workflows let you manage projects your way—whether you need linear approvals or simultaneous reviews. A wide range of permissions and user control settings let administrators give each user the right access and capabilities.

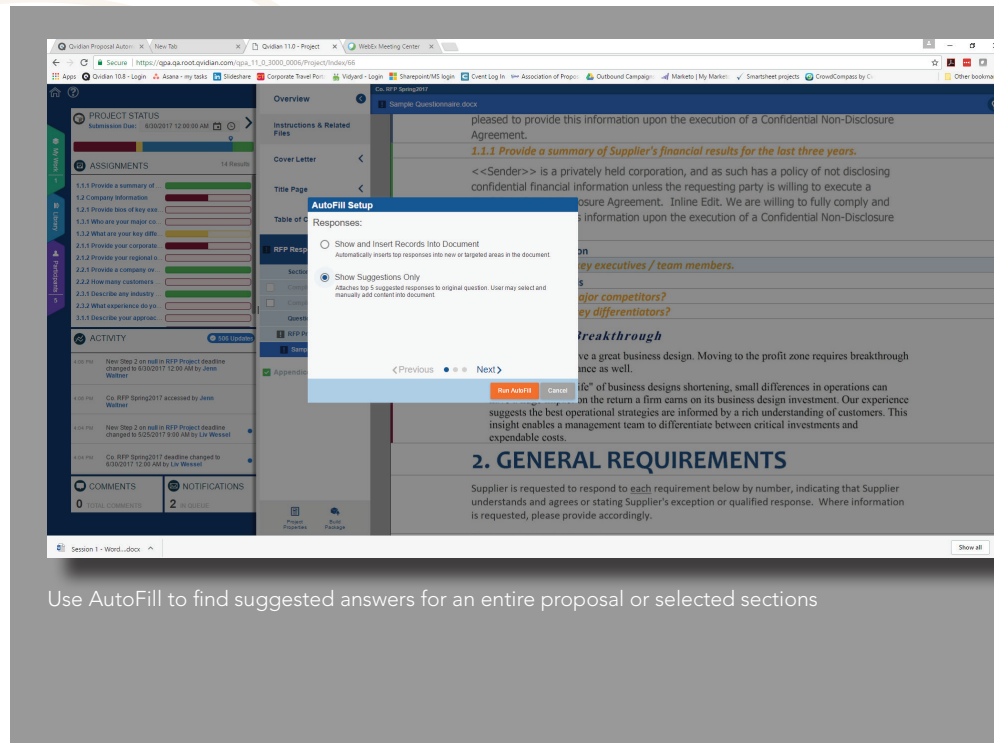
› Use Insight to Make Better Business Decisions

Go beyond content analytics: gain visibility into all your RFP projects and workflows. Identify unused content—as well as content that helps win more business. Evaluate your proposal process to pinpoint areas for improvement. Integrate with Salesforce for deeper ROI analytics. Get the data you need to become more efficient and effective.



Customer results:

- 40% increase in productivity
- 30% reduction in RFP response times



Use AutoFill to find suggested answers for an entire proposal or selected sections

Quickly create a variety of sales documents:

- RFP/RFI responses
- Sales proposals
- Due diligence questionnaires
- Security questionnaires
- Presentations
- Statements of Work
- Contracts
- Sales Playbooks