The Solution
- Craft a customized story
- Leverage RFP knowledge base
- Improve cross-functional workflows

The Value
- Personalized, flawless proposals
- Central, updated knowledge base
- Enhanced quality and productivity

Proposals

Proposals are produced at a critical time in the sales cycle, when buyers are approaching a decision point and whittling down their options. For a proposal to make the cut, the seller has to craft a story that really speaks to the individual buyer, and back it up with specific answers to RFP questions and common concerns. Seismic provides the platform and tools for efficiently weaving an engaging story and detailed answers into every proposal, enabling sellers to produce more proposals – better proposals – ultimately shortening the sales cycle, and closing a higher percentage of deals.

Seismic's LiveDocs® technology makes quick work of building a branded proposal that tells the right story for a given buyer. Intuitive forms guide users through picking and personalizing recommended content, then proposals virtually build themselves. Live data streams in automatically from CRMs, CPQs, and other sources to populate dynamic tables, charts, and sections. Built-in rules and logic provide quality and compliance control, and formatting is always pixel-perfect, by design.

Seismic's Microsoft Office add-ins substantially reduce the hours and headaches involved in responding to detailed RFP questions. No searching through past proposals for answers. No recreating the wheel. No barraging SMEs with repetitive requests. The Seismic ribbon in Word and PowerPoint enables users to find existing answers fast and make updates easily. New RFP questions are added to the library on the fly straight from a proposal, assigned to owners, and updated automatically in the proposal when answered in the library. Simple and streamlined.

Seismic also helps streamline cross-functional workflows, with tools for task management, proposal reviews, and final approvals. From Seismic's ControlCenter, users can assign proposal tasks and follow task progress through the Activities dashboard.

Reminders of an assigned task appear on users' home pages until the task is marked complete.

Seismic's Workspace provides cloud storage and sharing that dramatically reduce email clutter and confusion over versions. Inviting team members and contributors to share the proposal folder in Workspace grants instant cloud access. Workspace has robust annotation tools for proposal review and enhancement, and each revision is saved automatically, including all comments and markup. All folder subscribers are notified automatically when new comments, revisions, or content are added to the shared folder. Once completed, proposals can be launched into automated workflows for final approval.

Seismic is the comprehensive proposal solution, delivering an automated approach to crafting the perfect story, a cross-functional knowledge base for answering RFP questions, and optimization tools for task management, team reviews, and final approvals. Produce more proposals. Make them more personalized and more compelling. Close more deals. That's Seismic's proposal solution.

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