

Actiance is writing proposals

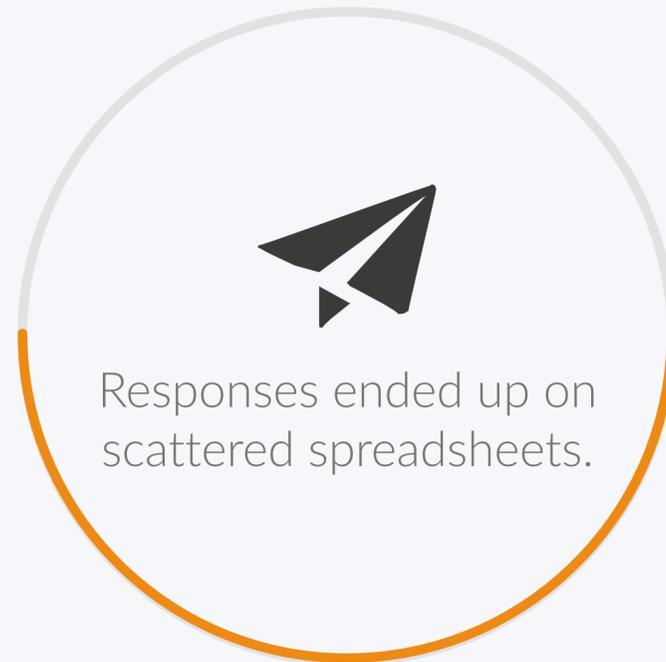
5X FASTER

with RFP365

RFP365 ROI Summary

How Actiance used RFP365 to:

- ✓ Write proposals 5X faster.
- ✓ Enhance partnerships.
- ✓ Increase deliverability confidence.
- ✓ Stop working nights & weekends (leveraging previous proposals instead).



The Problem

Imagine 10 sales engineers frantically searching the internet, hoping to find a tool that can help them scale their proposal writing process, so they can stop working overtime.

As a multinational IT security corporation, **Actiance** knew they needed to **upgrade their RFP response strategy** in order to continue to grow the business.

Too many long evenings and weekends were being spent agonizingly searching through disjointed files and emails, trying to find past answers to reuse for current proposals.

Not only was it painful, but **the redundancy massively slowed down productivity**. They didn't like the RFP software they'd tried, so everything ended up on scattered spreadsheets.

Exhausted, they started hunting for a tool that could help them **manage their content and improve response rate**. Their search for the right tool was a major undertaking which required *months*.

The Legacy Experience



By the time Actiance found RFP365, they had already **tested several other popular platforms.**

“When you talk to providers it all sounds great, but then you **do the evaluation and find out just how slow and difficult they are to use.**”

“Some of the legacy products we tested required **thousands of dollars worth of consulting** just to get your data into the system.

“But with RFP365 we could **easily upload our own data with a simple spreadsheet.** The other products we evaluated were much more complicated.

“**The legacy search engines were also incredibly slow,** even with a limited data set.

“But in RFP365, everything is there in an instant and **unlike other systems, in RFP365 I can modify responses directly in the proposal** or in the Knowledge Base, which keeps me in context.

“When you **compare it against the competitive products, the time saved in RFP365 is huge.**”

“

We did a lengthy evaluation of several Proposal Management software platforms, including the market favorites, and RFP365 blew them all away.

”



actiance[®]

Lynne Jennings
Corporate Sales Engineer



RFP365 Experience

“**Answering questions in RFP365 is an absolute DREAM.**”

“It’s **clean and easy to use** with minimal clicks. It actually **makes completing RFP’s fun!**”

“**We did a lengthy evaluation** of several Proposal Management software platforms, including the **market favorites, and RFP365 blew them all away.**”

“Implementation was unbelievably easy.

“Especially since competitors estimated it would take a *few weeks* to get their products going. But I **set up RFP365 in a weekend,** It was really easy to get off the ground.

“**It was mind-blowing for our seasoned Sales Engineers. They were asking ‘oh my gosh where did you find this?!’**”

“And I feel very fortunate we did.”



The Success

1 Enhanced partnerships

“Using RFP365 has really **helped us in our partnership with IBM**. The system enables us to turn proposals around very quickly, which **builds confidence in our ability to deliver**.

“So from a partnership perspective, **RFP365 has been absolutely critical.**”

2 Quality of life

“With this new efficiency we can produce more with less effort, **it’s strongly impacted our quality of life.**”

“**Before we had this system we were working all weekend and staying up all night**, so the hours it saves us are very significant.”

3 5X faster response rate

“We’re **saving a ton of time** on each RFP and security questionnaire. Because we can **build on work we’ve already done.**”

“**Projects that used to take 100 hours, now take less than 20.**”

“Try RFP365 immediately, because if you try it you will buy it. It’s **an unbelievable bargain** and actually **makes responding to RFPs fun!**”

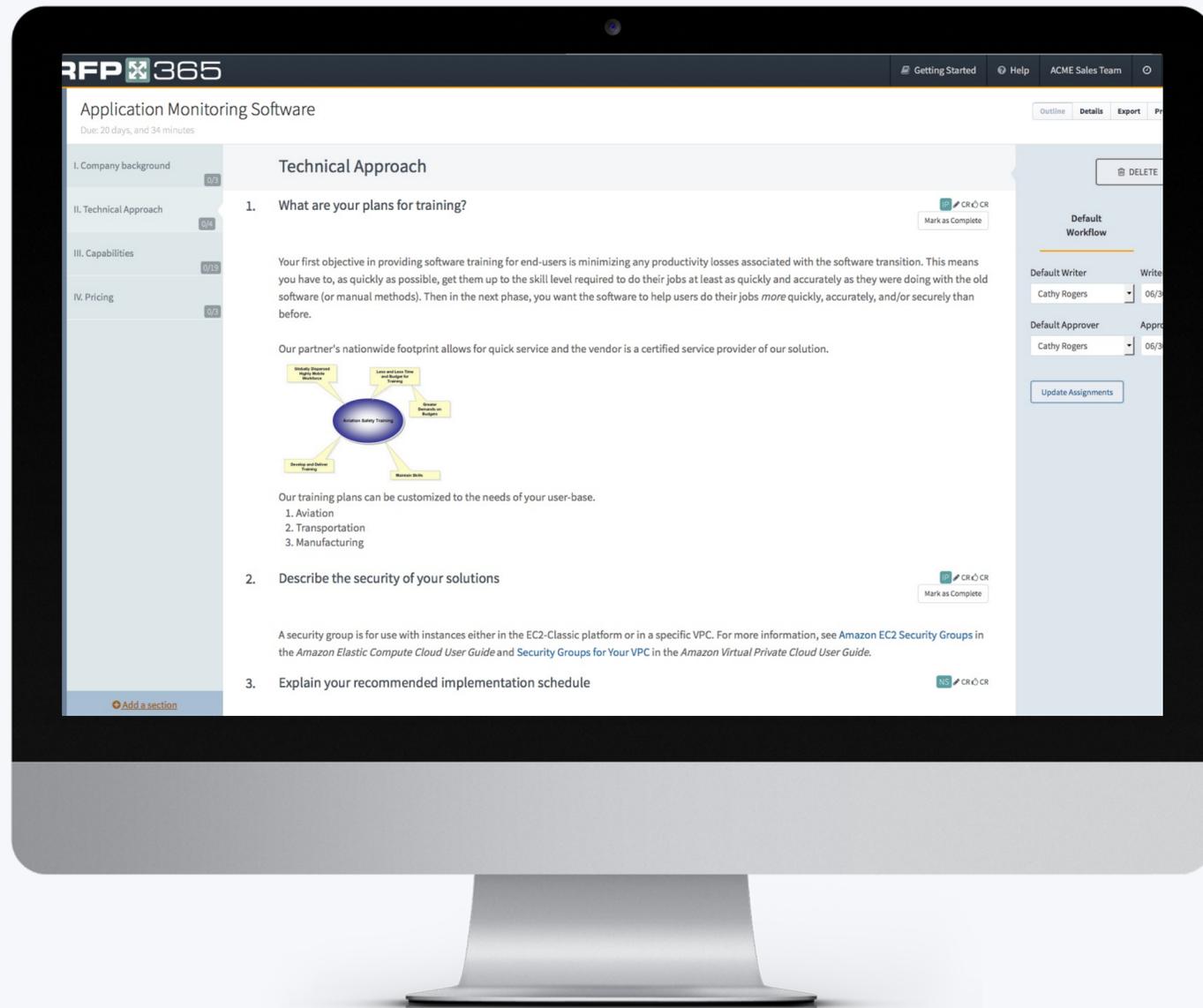
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Selection Factors

- ✓ Knowledge Base speed
- ✓ Product usability
- ✓ Ease of implementation

RFP365 ROI Summary



Writing proposals 5X faster.



Enhanced partnerships.



Increased deliverability confidence.



More output with less effort.

Actiance **uses their Knowledge Base for everything,** including:

- ✓ RFIs & RFPs
- ✓ Security questionnaires
- ✓ Sales Rep questions
- ✓ Onboarding new employees