

Available. Accurate. Actionable.

Why Lockton has greater data confidence with RFP365

The Problem

As the world's largest privately held insurance brokerage firm, providing **insurance, risk management and employee benefits solutions**, Lockton's Technology & Outsourcing Practice had their work cut out for them.

"We had **3 objectives in choosing RFP365** to replace our old system:

1. Free us to **focus on consulting** by automating administrative tasks.
2. **Replace our Excel spreadsheets** and give us more actionable data at our fingertips.
3. **Truly partner with our vendors** by making it easier for them to respond and work with us.

"We're pleased to say all three of those goals have been met."



The Solution

RFP365 provided Lockton's consultants with the automated scoring and **apples to apples comparison** they needed. Moreover, it allowed their vendors to leverage past responses for **faster response times**.

Also gone was the need for annual RFIs, which became outdated quickly. Vendors could update their **dynamic vendor profiles** any time, Lockton always had up-to-date information.

"**We would like to see RFP365 become an industry standard tool.** We encourage sourcing advisers to try it because it will encourage more vendors to respond, since it's so easy to save their responses."

The Success

"Before we were divided between being consultative and tracking down information.

Now RFP365 **saves us a tremendous amount of time** with countless day to day job efficiencies, **freeing us up to be** more available and **truly consultative with our clients**.

I also have **more confidence in our information now**. Not having to manually compute Excel matrices not only saves a lot of time, but it also means **more data integrity**.

Before it was so hard to keep vendor information up-to-date, using spreadsheets and legacy software. But now we can see our **vendors activity and data in real time**. **As a result, our client deliverable is much stronger.**"



RFP 365 ROI



Actionable Information



Stronger Vendor Relationships



Enhanced Data Integrity



Freedom to Focus on Core Business

What Lockton's vendors say about writing proposals in RFP365

Businessolver

“At first, we were **skeptical**. We have responded to RFPs through numerous systems and we frequently ran into issues.

However, once we accessed RFP365, we were all very **pleasantly surprised**. It was a **clean and easy-to-use system that was very user-friendly.**”

 **businessolver**



Sarah Sinclair
RFP Manager

PlanSource

“We implemented RFP365 a little over a year ago and are **hoping it becomes the standard for all brokers to issue RFPs to vendors**. It provides all parties within the RFP process a productive, seamless experience that **significantly reduces the amount of time spent on an RFP**.

We believe implementing RFP365 has **deepened our partnership** with Lockton. The platform allows us to be **more efficient and precise in our RFP responses**, providing Lockton with an even better bidding experience.

Our productivity has continued to increase in excess of 90%. We're getting more work done, with less effort. RFP365 has been **instrumental to our success** and has solved many of the issues we experienced in the past.”

PLANSOURCE



Whitney Russell
RFP Quarterback /
Proposal
Coordinator

Ultimate Software

“Using RFP365 has improved our relationship with Lockton in that **we have far fewer consumer frustrations**.

The **RFP tool Lockton used previously** would sometimes **lose all our responses**, and we continually experienced timing out issues which also resulted in lost data.

We're thrilled to **no longer have to start from scratch**. Using RFP365 allows us to easily reuse previous responses, which **saves us hours**. The stored Knowledge Base means we **only have to ask SMEs new questions**, and our sales representatives love only having pricing questions to complete now versus larger sections in the RFP.

RFP365 is the best method of completing RFP's out there!!! Superb improvement. It's helped us **win more deals in a shorter period of time**, which is a fantastic bonus for our organization and all because of our relationship with Lockton!”

Ultimate
SOFTWARE



Lesa Alexander
Enterprise Pre-Sales
Manager