GIVING RFP RESPONDERS
A REASON TO RAVE

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The Challenge

For a company committed to enhancing safety through innovative software solutions, the process of manually responding to RFPs and RFIs with hundreds of technical questions for higher education institutions and government agencies presented a significant problem. Yet, winning RFPs was critical to the continued growth and success of the business. Faced with this all-too-familiar problem, Rave Mobile Safety knew it needed to find a solution that would not only save time but also allow its team to respond more quickly and comprehensively to these important business initiatives.

The Search

In order to minimize the burden on Rave's response team, Scott McGrath, a public safety solutions architect responsible for overseeing the majority of the RFP process, began reviewing various RFP response tools on the market. To his dismay, he found that most software fit in one of two categories. The first encompassed solutions that were too light — these platforms made it difficult to get questions into them and even more difficult to search for appropriate responses. The second featured solutions that were too heavy and without an appropriate level of focus — generally these large sales proposal tools offered unnecessary functionality at a high price. In order to kick the manual habit and streamline the response process, Scott knew he had to keep looking for a better solution.

The Breakthrough

After refocusing his search, Scott found RFP365 and immediately everything changed. Used to manually updating Word documents and Excel spreadsheets while digging through a directory of sample responses, RFP365 was a breath of fresh air. The team discovered:

- **A straightforward process for uploading RFP questions into the system in just 5-10 minutes**

- **Outstanding search capability for instantly leveraging past responses**

- **Tagging helpful for categorizing sections and items with ease**

- **Quick access to technical users who comment without logging into the application**

For the admin staff, the export feature and its ability to render completed Word or Excel responses with standardized formatting provides major value. In fact, this efficiency has eliminated up to half a day of reformatting time per RFP response. Ultimately, RFP365 has given the team a reason to rave while removing a large source of frustration from their lives.

"Once I had the opportunity to demo the product, I never looked back. Other than the company I work for perhaps, RFP365 is the most responsive vendor I've ever worked with. The service is as great as it could possibly be. I'm a big evangelist of the solution for those tired of struggling with procurement. The software is very affordable, and based on its capabilities, it's the best tool on the market."

— Scott McGrath
Public Safety Solutions Architect

RFP 365

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RAVE
MOBILE SAFETY

Rave Mobile Safety designs, develops, and deploys innovative communication software for better emergency preparedness and faster response. Its technology solutions contribute to individual, group and public safety. Thousands of municipalities, colleges and universities use Rave solutions every day — which makes Rave one of the leading providers of campus and public safety solutions to higher education institutions and state and local agencies. Rave's award-winning portfolio of Rave Alert, Rave Guardian, Eyewitness, Panic Button, Smart911 and SmartPrepare enables millions to feel safe, secure and connected. Rave Mobile Safety is headquartered in Framingham, MA.