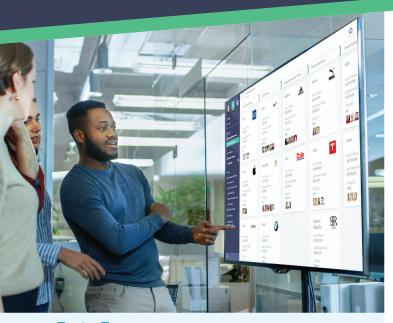# RFP & TENDER COLLABORATION
IMPROVE YOUR WIN RATES

Winmore
RFP & Tender Collaboration

Winmore software streamlines the bid qualification and response process, increases the efficiency of your bid desk, and improves overall win rates by as much as 25%.

Dynamic RFP Qualification. Bid Scoring shows you which RFP's and Tenders will drive the highest margin and value, helping you avoid low-probability and unprofitable contracts.

Top-Down Process Visibility. Know the status of every bid. Provide clear insights so everyone knows what's expected when, and if bottlenecks threaten the process.

Collaborate with Context. Sales, Pricing, Legal, Procurement and Finance teams work together so everyone is informed and aware of the decisions and approvals, around the world.

The RFP Process Today

- Most LSP's rely on Email to send Excel files across the business.
- The process is slow, fragmented and difficult to coordinate.
- Many pricing and commercial teams struggle to find reference material at the right point in the process.
- Commercial leaders lack visibility of the process, and certainty that RFP's will be submitted on time.

How Winmore Helps

- Out-of-the-box RFP qualification and response workflows guide team members through the process of preparing high quality responses.
- Teams collaboration with one another in real time on mobile devices, to document pricing approvals and discuss account strategies.
- Bid Repository keeps a digital archive of all RFP documents, helping distributed teams have fingertip access to the most important files.

Case Study in RFP Success

Brad Price
Director of Contract Carrier Sales, ArcBest

ArcBest
More Than Logistics

"With Winmore's exclusive focus on the transportation RFP process – and its intuitive, easy-to-use interface that allows employees with little or no training to use the software on Day One – Winmore has made a significant contribution to our productivity."

– Brad Price
Director of Contract Carrier Sales, ArcBest

Winmore
Customer Success Platform for Logistics

DEMAND — RFP and Tender Collaboration

DELIVERY — Customer Solution On-Boarding

ABOUT WINMORE

Customer Success Platform for Logistics Companies

Winmore's Customer Success Platform helps commercial teams win more RFPs, accelerate time-to-value and build customer relationships at scale.

- **Bid and Tender Collaboration** for commercial, pricing, contracts and product teams to qualify and respond to RFPs and tenders, boosting win rates.

- **Customer Solution On-Boarding** for managing complex on-boarding customer implementations, accelerating time-to-value, reducing the risk of scope creep and improving operating margin.

- **Business Process Design Studio,** a drag-and-drop business process modeling tool for developing multi-stage, collaborative workflows to bring your custom processes to life.

Winmore powers the customer success initiatives at some of the world's most respected logistics service providers, including carriers such as Averitt Express, brokers like CH Robinson, forwarders including Kuehne + Nagel and contract logistics providers such as LF Logistics.

Winmore was recently recognized by FreightWaves as a *FreightTech 100*, an award reserved for the most innovative software companies in the world.

Learn more at winmore.app

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