

Management Concepts, Inc. Maximizes Proposal Productivity with Privia



PRIVIA
CUSTOMER SUCCESS

“We chose Privia for its functionality and the “instant on” cloud service eliminating the need for IT involvement. Now we can effectively collaborate and maximize productivity on each of our proposal efforts.”

**— Steve Maier,
Managing Executive Director,
Training & Development,
Management Concepts**

Management Concepts is the leading training and performance-improvement firm that, for over 39 years, has successfully worked with every major agency in the federal government, dozens of state and local government offices, numerous associations and non-profit organizations, and hundreds of large and mid-sized corporations throughout the world.

Their innovative, high-impact and highly-effective approach to individual and organizational achievement includes over 250 training courses, custom professional development programs and consulting services that have helped over 1,000,000 professionals to develop the skills and competencies needed to be successful; help project teams maximize their performance and effectiveness; and enable organizations to achieve their mission.

However, as Management Concepts continues to experience dynamic growth, it becomes increasingly difficult to quickly respond to and manage the growing number of RFQs and RFPs while maintaining a relatively small staff and cost effective proposal team. Averaging over thirty RFQ/RFP responses per week, it was clear that Management Concepts had to find a better and more efficient solution for producing high quality bids.

Management Concepts faced several challenges that many growing government contractors experience. Organizations are finding that it is too difficult to try to manage complex proposal efforts via email and a shared drive.

**Effective Collaboration.
Maximum Productivity.**

Management Concepts chose Privia over other CMS systems for a variety





Highlights

- Rapid response for RFP/RFQ proposal development
- Central management of the proposal process and all documentation, including templates for both standard and customized proposal responses
- Leveraged small staff of SMEs
- Leveraged multi-division offerings
- Expands to meet growing business needs
- Role-based security for greater control

Benefits

- Improved collaboration and workflow across business development, division, and proposal management teams
- Maximized productivity and efficiency on proposal efforts
- Central repository for management of past performance knowledge base and resumes to improve quality and turnaround on future bids and proposals

of reasons. "We needed a solution to efficiently manage our proposal efforts entire across the organization," said Steve Maier, Managing Executive Director, Training & Development, Management Concepts. "And as our business continues to expand, the system will grow with us."

Privia allows Management Concepts to effectively manage their proposal lifecycle and collaborate between their business development, division support, and proposal management teams anytime, anywhere. Privia also assures that their team members can consistently establish and utilize proposal management best practices using our structured process, which includes standardized templates and customized proposal responses, as well as a comprehensive means to securely access and manage document version control and commenting. Privia also maintains an accurate and comprehensive

central repository of information and documents, including an archive of past proposals, resumes, and past performance histories which gives the team the ability to leverage past work and well as apply their learning for future proposals.

In addition, Privia enables team members to quickly access competitive analysis data, and automatically download data from online federal opportunity information resources such as FedBizOps and GovWin to improve efficiencies and ensure data accuracy.

Results as Dramatic as Management Concepts' Growth

Privia's successful track record, combined with their document management and proposal expertise for government contractors made them the clear choice for Management Concepts. And the

results have been as dramatic as Management Concepts' growth. Not only has Privia enabled Management Concepts to streamline their proposal process, the system helps them to deliver high-quality proposals and provide rapid response for IDIQs.

Privia

571-234-1410

privia-sales@privia.com

www.privia.com