



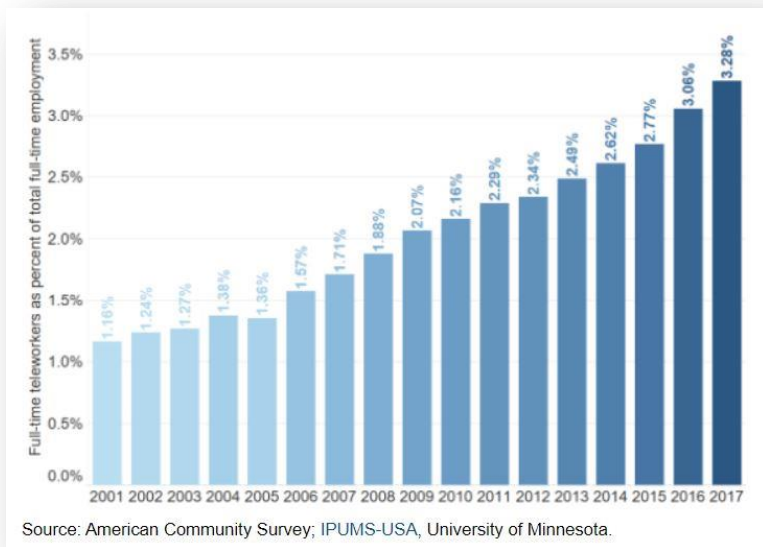
**2019 User Conference**  
INFORM. EDUCATE. INSPIRE



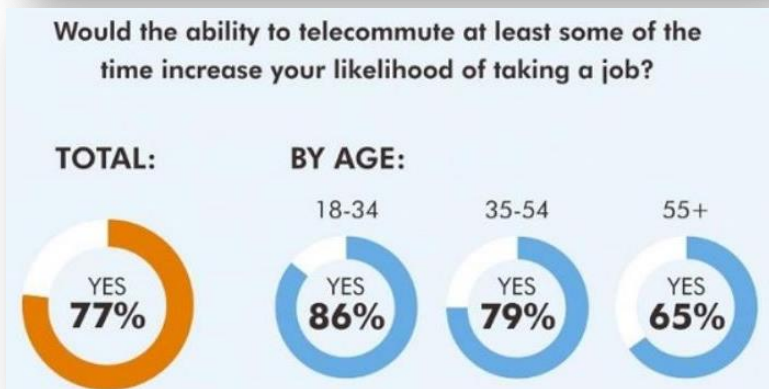
**Jay McConville**  
President and CEO  
Privia

*Welcome!*

# Online Work Continues to Trend Up



- Since 2005, FT employees working from home has increased.
- Attempts to reduce teleworking has failed to halt growth.
- 16% of new white-collar jobs filled by teleworkers, 2010 and 2017.
- Increased growth from 2% in the early 2000s to about 5.5 % in 2017.
- 46% with education beyond high school performed some work from home (those aged 25 and over).
- *The trend is not slowing.*



Human Resources, "Potential productivity boost from working at home and telecommuting," <https://www.humanresourcesonline.net/potential-productivity-boost-from-working-at-home-and-telecommuting> ; June 22, 2018

The Conference Board; "Teleworking Continues to Expand," <https://www.conference-board.org/blog/postdetail.cfm?post=6995>; Gad Levanon and Frank Steemers, March 11, 2019

# Collaboration Remains a Challenge...



*of employees and executives cite lack of collaboration or ineffective communication for workplace failures.*

- Salesforce

## and a Benefit

**25%**

*Productivity improves by 20-25% in organizations with connected employees.*

– McKinsey Global Institute

# Collaboration Starts Now

Privia is dedicated to:

- Building a community of proposal professionals.
- Educating the industry on time-saving, quality-driving best practices and collaboration tools.
- Learning from experience: when team's collaborate, they win.

*“By 2022, 50% of midsize and large organizations...will use a content collaboration platform to implement document workflows and improve collaboration and productivity.”*

- Gartner

# Today's Agenda

**BEST PRACTICES**  **COLLABORATIVE TOOLS**  **SUCCESS**

- Persuasive Proposal
- Storyboarding for Quality
- Proposal Skimmability
- Proposal Templates
- Shape Federal Procurements

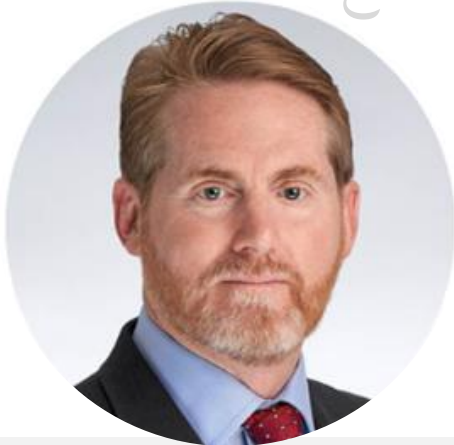
- What's New in Deltek GovWin
- On-the-Go Web Commenting
- Proposal Reporting
- Proposal Automation
- Manage Proposal Content

- Collaboration
- Efficiency
- Productivity
- Quality
- For the win!

  Thank you  Ask questions  Virtual Swag Bag  Happy Hour 

**KEEP CALM AND PROPOSAL ON!**

*Thank you!*



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