

# Proposal Automation Products

By **GREG WILSON**

Specialized, computer-based proposal automation products were first introduced to the marketplace in the late 1980s. Concurrently, many practitioners began adding proposal management modules to their corporate data base management systems. Both elements continued to evolve, and now it is often possible for the two to be combined.

Our first survey of commercially-available proposal automation products (published in the Spring 1999 edition) proved to be one of the Journal's most popular articles. Quite a few changes have occurred since that survey:

Five vendors have ceased providing proposal tools or withdrawn from active marketing. The seven original vendors returning with this survey have added new versions and capabilities to previous products—including web-enabled product offerings, such as those recently introduced by Sant. One vendor, Deltek, is joining our survey following the introduction of its Deltek Proposals Version 3.0 tool. Thinksmith Corporation is also new.

What can these automation tools do for you?

- If your company responds to large, complex Requests for Proposal (RFPs), there are several products geared towards capturing the RFP, parsing its requirements, allocating them by author and section, and generating a compliance matrix when you are through.
- If your challenge is making intelligent bid-no bid decisions in the face of numerous bid opportunities, there are products that systemize the process of tracking and evaluation.
- If you want to automate your storyboard development process, or simply to manage your proposal text and graphics more efficiently, several of the tools have these capabilities.

In fact, nearly every aspect of technical and cost proposal development can be automated by combinations of the tools we list. The automation level and sophistication of listed tools varies. Not all tools will be suitable to you or to your company's needs. But chances are that one or more of these tools is worth considering.

Vendors and many of their customers speak glowingly of their system's features and benefits. In addition to bringing the normal economies of automation, many products are fully network compatible and Web-based, and can help facilitate the management and coordination of geographically disparate teams. Nearly every

one has access control and security features. Some are considered optimum in engineering environments. Others work best for commercial product sales.

Keep in mind that these products are not a cure-all. Proposal personnel must be diligent and must input concrete, useful data for these products to do their jobs correctly. These products will not "win" the proposal for you, but when used for their intended purpose they can save time, money, and the frustration and the risks associated with an uncoordinated, disorganized proposal effort.

So, how should you use this information?

We recommend you use it as a starting point in your own company's search. Contact the vendors or representatives directly. Take advantage of the demonstration packages that some vendors offer, call vendor references, and make your own judgment about which tools might be most helpful for you.

As we said in our original survey: Knowledge is power, and our list is just the tip of the knowledge iceberg. The data on these vendor products was compiled from questionnaires sent to and answered by vendor representatives. No judgments are made here about a product's performance, efficiency, return on investment, or ease of use. To fit the confines of our presentation matrix, the amount of information we have gathered has been reduced.

*more...*



Greg Wilson is a proposal professional at CACI, Inc. and wrote a review of Knowledge.Works in the previous issue. He can be contacted at [Gwilson@caci.com](mailto:Gwilson@caci.com). If you would like to recommend topics or products for review in a future edition, please contact him or the Managing Editor.

Product Survey

# PROPOSAL AUTOMATION PRODUCTS

PRODUCT NAME	VENDOR (Listed Alphabetically)	PLATFORM/ CONFIGURATION	DESCRIPTION (GENERAL)	INTRODUCTION/ MATURITY	TRAINING AND SUPPORT
RESTRIEVE	Applied Solutions, Inc. 3959 Pender Drive, Suite 306 Fairfax, VA 22030  Voice: 703-691-3004 Fax: 703-691-3006  Email: asi@ appliedsolutions.com Web: www.appliedsolutions.com  Primary Application: government and commercial procurement	Windows 3.1, 95/98/NT  Single and Multi-user  Stand-alone and network  Compatible with MS Word, WordPerfect, Excel	RESTRIEVE is an advanced applicant and skills tracking system combined with resume generation and management capabilities. RESTRIEVE includes a comprehensive data entry system and extensive queries and reports to assist in identifying the most qualified and cost effective team of profession- als to submit with your proposal. RESTRIEVE can generate stan- dard resumes formatted to meet any custom set of specifications.	Product introduced 1994  Current Version 6.1 released 11/00  Current customers: 4	None
WinAward	Bayesian Systems, Inc. Gaithersburg, MD  Marketed by: Advantage Consulting, Inc. 7611 Little River Turnpike, 204W Annandale, VA 22003  Voice: 703-642-5153 Fax: 703-658-0159  Email: JBender@acibiz.com Web: www.acibiz.com  Primary Application: government and commercial procurement	Windows 3.1, 95/98/2000/NT  Single and Multi-user  Standalone or network  Web-enabled  SQL Server available (LAN)	Tracks business opportunities through entire life cycle with continual assessment of busi- ness case and win probability.  Interfaces with Microsoft Outlook Contact Management	Product introduced April 1996.  Current version: 4.1  Current users: over 1,000.  Evaluation CD- ROM available.	<ul style="list-style-type: none"> <li>• Training - Admin (1 day) and user (1/2 day)</li> <li>• Warranty: 6 month support and upgrades</li> <li>• Annual support available at 15% of current price; includes phone support, upgrades, user group and news</li> </ul>
Deltek Proposals Version 3.0  Deltek CRM	Deltek Systems, Inc. 8280 Greensboro Dr. McLean, VA 22102  Voice: 703-734-8606 800-456-2009 Fax: 703-734-1146  Web: www.deltek.com  Primary Application: government and commercial procurement	Windows 95/98/2000/NT  Compatible with MS Word, Adobe Pagemaker, WordPerfect, Quark  Scalable client/ server architecture, WAN, Winframe/ Meta-frame, WTS	Proposal generation and tracking system that enables users to efficiently deliver proposals tailored to customer-unique requirements. Custom Proposals component provides search and retrieval capabilities, customized formats, creation of an unlimited catalog of custom templates, proposal status tracking, data sharing tools, and proposal review tools. The Government Proposals component includes SF255/SF254 generators allow- ing users to retrieve stored infor- mation into government forms.	Originally intro- duced in 1986  Proposal Component introduced in 2000  Over 675 cus- tomers	<ul style="list-style-type: none"> <li>• Training courses available and listed at www.deltek.com</li> <li>• Training CD, on-site training, portable wireless classroom, training space available at Deltek locations</li> <li>• 60 day money back guarantee</li> </ul>
Virtual Proposal Center  Version 2.48 released December 2000	Intravation, Inc P.O. Box 413 Los Altos, CA 94023  Voice: 847-299-6423 Fax: 847-299-6428  Email: info@intravation.com Web: www.intravation.com  Primary Application: government and commercial procurement	Windows 95/98/NT Unix  Compatible with all desktop application software including graphic packages  Multi-user through browser across an intranet/ Internet network	Collaborative, workflow-enabled intranet/Internet application that helps manage, support, and simplify the proposal development process. Allows user to plan, assemble, review, store, and disseminate proposal information.	Introduced in January 1989  Current number of customers or installations: 12	<ul style="list-style-type: none"> <li>• Training: 1-3 days on customer site included with software license purchase, tailored to customer</li> <li>• Annual technical support (normal business hours) at 17% of license fee</li> <li>• Additional support available on request</li> </ul>



	FEATURES/CAPABILITIES*					PRICING*
	CAPTURE PHASE	PROPOSAL DEVELOPMENT	PROPOSAL DATABASE COMPONENTS	PRICING ACTIVITY	OTHER	
		Capture/maintain proposal text  Allow export to other applications packages	Resume library	Materials/hardware estimating capability		\$2,500 for single user standard addition  \$14,000 for multi-user site license for standard addition.
	Prompt, capture and track: • Opportunities • Win strategy • Response strategy • Competition/risk assessment • Capture plan • Bid/no bid analysis Decision engine and historical data base (DB) for win probability calc				Search/query  Access control (security)  Export to other applications  Links to email  Imports from: GOVCON, Fed Sources (CD), Input, Eagle Eye DBs	Concurrent user pricing on 1 server: 1 \$2,100 5 \$5,000 10 \$8,000 15 \$20,300 50 \$35,000  Multi-server and enterprise pricing available
	Opportunity tracking  Prompt response tactics  Prompt, capture and track competition/risk assessment  Security/controlled access	Import an electronic RFP  Allocate and link RFP requirements  Allocate "win factors" to sections  Capture/maintain proposal text  Capture/maintain proposal graphics  Allow export to other applications packages  Security/controlled access	Resume library  Previous proposal library  Past performance library  Integration with other corporate data bases	Work breakdown structure (WBS) correlation (available in next release)	Core features include: • Custom proposal style sheets • Dynamic section builder • Graphical relational report writer • Build resume by query • Proposal tracking  Deltek Proposals integrates with Deltek CRM (Client Relationship Management) solution	Base price: Deltek Proposals is sold in two Modules, Government and Custom Proposals, on a per user basis and can range from \$3,000 to \$35,000. Bundled together, the price ranges from \$5000 to \$50,000  Add ons: The Import/ Export Utility - \$1,995
	Opportunity tracking  Capture and track win strategy  Capture and track response strategy  Capture and track competition/risk assessment  Capture and track capture plan  Security/controlled access	• Import an electronic RFP • Capture/build proposal outline • Allocate "win factors" to sections • Produce/maintain completed storyboards • Capture/maintain proposal text • Capture/maintain proposal graphics • Allow export to other applications packages • Configuration/ version control (of proposal sections and volumes) • History of document changes • Security/controlled access	• Shared reference document library  • Resume library  • Previous proposal library  • Past performance library  • Integration with other corporate data bases	• Search • Version control with check-in/check-out • Work Plan (status view) • Notification ("due" alerts) • Document viewing in any file format • Proposal metrics	Server license: \$8,000  "Active" user license: \$1,500  Users with "read only" access do not count towards license total	

\*NOTE: Information listed is considered reliable but not guaranteed. Pricing current as of February 2001. In most cases, prices subject to change without notice. Other discounts, features and/or options may be available or apply. Please contact vendor for additional information, pricing, and features specific to your need.

PRODUCT NAME	VENDOR (Listed Alphabetically)	PLATFORM/ CONFIGURATION	DESCRIPTION (GENERAL)	INTRODUCTION/ MATURITY	TRAINING AND SUPPORT
Proposal Assembler v4 Proposal Express v4 Web Publisher	Pragmatech Software, Inc. 4 Limbo Lane Amherst, NH 03031  Voice: 603-672-8941 800-401-9580 Fax: 603-673-0687  Web: www.pragmatech.com Email: rfpinfo@pragmatech.com  Primary Application: government and commercial procurement	Windows 98/2000/NT  Single and Multi-user  Stand alone or network  Compatible with MS Office	Automates the production of RFP responses, proposals, and other sales documents. Simplified DB creation. Provides a non-technical process for bringing knowledge base content to the Web.  Ensures consistency of message across the sales force, sales support, marketing channels, and others.	Introduced in 1995  Current customers: over 1,500  Over 35,000 installations	<ul style="list-style-type: none"> <li>• Proposal Automation Suite: 4-day course</li> <li>• Blueprints and On-Line Form Development: 2-day course</li> <li>• Annual Support and Maintenance: 18%</li> <li>• Includes: unlimited access to Technical Support Center w/ phone support, fax-back service, and access via Web. Includes all upgrades and enhancements for a 1 year period</li> </ul>
RFP Machine v4 RFP Tracking System v4 RFP Express	Pragmatech Software, Inc.  [Same As Above]	Windows 98/2000/NT  Single and Multi-user  Stand alone or network  Compatible with MS Office	[See Above]	[See Above]	<ul style="list-style-type: none"> <li>• RFP Machine: 3-day course</li> <li>• RFP Tracking System: 1-day course</li> <li>• RFP Express – "Train the Trainer": 1-day course</li> <li>• Annual Support and Maintenance: 18%</li> <li>• Includes: unlimited access to Technical Support Center w/ phone support, fax-back service, and access via Web. Includes all upgrades and enhancements for a 1-year period</li> </ul>
Proposals Organized to Win—POW95™ version 1.1  POW2000 Version 1.0 estimated shipping late spring 2001	Ransone Associates, Inc. 5320 Jessie Dupont Memorial Highway Wicomico Church, VA 22579  Voice: 804-580-5929 Fax: 804-580-4028  Email: Ransone@aol.com Web: www.ransone.com  Primary Application: government, commercial and international procurement	Windows 95/98/2000/NT  Compatible with MS Office 97 Professional, MS Project 98  POW2000 compatible with MS Office 2000 Professional and MS Project 2000  Multi-user  Network or stand-alone	Win Strategy development, proposal scheduling, RFP shredout to proposal, CDRL tracking to proposal, text and illustrations tracking, Integrated Program Management, CWBS, CSOW, IMP/IMS, Cost/Pricing tracking, risk assessment and management planning,  Storyboards, Red Team Review, CR/DR response. Also includes a unique "Proposal Running Start" function that provides an online, MS Word-based continuum from RFP requirements to Storyboards/ Instructions to Authors/Proposal Drafting.	Introduced in 1988 (DOS)  POW95 v1.0 for Office 95 released 1997  POW95 v1.1 released 1999  POW2000 scheduled for release late spring 2001  Current customers: 9	<ul style="list-style-type: none"> <li>• One-Day Training and OJT on bona fide proposals</li> <li>• 6 months free telephone support</li> <li>• 30-day money back guarantee, 6 month warranty program</li> </ul>
RFP Master 4.1	The Sant Corporation 4950 Franklin Avenue Cincinnati, OH 45212  Voice: 888-448-7268 Fax: 513-396-5182  Email: info@santcorp.com Web: www.santcorp.com  Primary Application: government procurement	OS: Windows 95, 98, 2000, or NT 4.0  Compatible with MS Word 97 and 2000  Single or Multi-user; stand-alone or network.	Enables responses to complex RFPs by searching a comprehensive library of answers automatically. Shows answers that match criteria and lets user choose best one, or combine several. Allows user to distribute tasks among several people or work alone.	eRFPMaster 4.0 released 1/1/98  First introduced in 1994  Currently over 10,000 RFP Master users.	<ul style="list-style-type: none"> <li>• Training and workshops available</li> <li>• 30 days free technical support</li> </ul>

FEATURES/CAPABILITIES*						PRICING*
CAPTURE PHASE	PROPOSAL DEVELOPMENT	PROPOSAL DATABASE COMPONENTS	PRICING ACTIVITY	OTHER		
	<ul style="list-style-type: none"> <li>Allocate "win factors" to sections</li> <li>Allocate "evaluation criteria" to sections</li> <li>Capture/maintain proposal text and graphics</li> <li>Configuration/ version control (of proposal sections and volumes)</li> <li>History of document changes</li> </ul>	<ul style="list-style-type: none"> <li>Shared reference document library</li> <li>Previous proposal library</li> <li>Past performance library</li> <li>Integration with other corporate data bases</li> </ul>		<ul style="list-style-type: none"> <li>Template- and forms-based proposals</li> <li>Publish knowledge base content for Web distribution</li> </ul>	<p>Per named user:</p> <p>Web Server Software: \$9,000                      Proposal Assembler: \$5,000                      Proposal Express: \$7,500 (per 10 users)</p> <p>Web Publisher: \$60,000 server license</p>	
<ul style="list-style-type: none"> <li>Opportunity tracking</li> <li>Capture and track response strategy</li> <li>Capture and track competition/risk assessment</li> <li>Capture and track capture plan</li> </ul>	<ul style="list-style-type: none"> <li>Import an electronic RFP</li> <li>Capture/build proposal outline</li> <li>Parse RFP</li> <li>Allocate and link RFP requirements to/by author and to/by capture requirements</li> <li>Facilitate amendment/ requirements changes</li> <li>Allow export to other applications</li> </ul>			<ul style="list-style-type: none"> <li>Automatically reads RFP questions, presents possible answers from DB and inserts answer (under user control) into document</li> </ul>	<p>Per named user:</p> <p>RFP Machine: \$1,350</p> <p>RFP Express: \$7,500 (per 10 users)</p> <p>RFP Tracking System: \$495</p>	
<ul style="list-style-type: none"> <li>Opportunity tracking</li> <li>Prompt, capture and track win strategy</li> <li>Prompt, capture and track response strategy</li> <li>Prompt, capture and track competition/risk assessment</li> <li>Prompt, capture and track capture plan</li> <li>Bid/no bid analysis</li> </ul>	<ul style="list-style-type: none"> <li>Import an electronic RFP</li> <li>Capture/build proposal online</li> <li>Parse RFP</li> <li>Allocate and link RFP requirements to/by author or capture rqmts.</li> <li>Allocate "win factors" to sections</li> <li>Allocate "evaluation criteria" to sections</li> <li>Produce storyboard forms</li> <li>Produce/maintain completed storyboards</li> <li>Capture/maintain proposal text</li> <li>Capture/maintain proposal graphics</li> <li>Allow export to other applications packages</li> <li>Facilitate amendment/ requirements changes</li> <li>Configuration/ version control (of proposal sections and volumes)</li> <li>History of document changes</li> </ul>		<ul style="list-style-type: none"> <li>WBS correlation</li> <li>Correlation/ link to standard application packages (MS Excel, ProCyon)</li> <li>POW can export the ILS detailed tasks to Excel</li> </ul>		<p>Base price: \$7,500</p> <p>Corporate discounts</p> <p>Site licensee may load software on all computers at one proposal organization</p> <p>Licensee may load software on teammate computers temporarily for duration of a proposal.</p> <p>CD includes self-training program and user's Tour Guide</p>	
<ul style="list-style-type: none"> <li>Prompt response tactics, messaging</li> </ul>	<ul style="list-style-type: none"> <li>Import electronic RFP, or import manually</li> <li>Capture, build and maintain proposal outline</li> <li>Parse RFP</li> <li>Capture/maintain proposal text and graphics</li> <li>Data base library for:                             <ul style="list-style-type: none"> <li>reference documents</li> <li>resumes</li> <li>previous proposals</li> <li>past performance</li> </ul> </li> </ul>			<ul style="list-style-type: none"> <li>Access control (security)</li> <li>Automatically creates a compliance matrix</li> <li>Integrates with other corporate data bases</li> <li>Creates an MS Word document.</li> </ul>	<p>Professional: \$1,250 per user</p> <p>Client: \$595 per user</p>	

Proposal Automation Products

PRODUCT NAME	VENDOR (Listed Alphabetically)	PLATFORM/ CONFIGURATION	DESCRIPTION (GENERAL)	INTRODUCTION/ MATURITY	TRAINING AND SUPPORT
eRFP Master 4.1	The Sant Corporation  [Same As Above]	Server OS: Windows NT 4.0 or Windows 2000  Client OS: Windows 98/2000/NT  Compatible with MS Word 97 and 2000	Web-based version of RFP Master. [Not just "web enabled."] eRFPMaster runs completely through the browser, requiring no special software on the user's computer.	eRFP Master released July 2000	[Same as above.]
ProposalMaster 4.5	The Sant Corporation  [Same As Above]	Windows 95/98/2000 or NT 4.0  Single or Multi-user  Stand-alone or network.  Compatible with MS Word 95/97/2000 and PowerPoint 95/97/2000	Allows user to create formal proposals, letter proposals, or sales letters quickly. Asks questions about the opportunity/prospect, then creates a professional proposal (in Microsoft Word) that user can modify.	Introduced in 1993.  Current users: over 40,000	<ul style="list-style-type: none"> <li>• Training and workshops available</li> <li>• 30 days free technical support</li> </ul>
eProposal Master 4.5	The Sant Corporation  [Same As Above]	Server OS: Windows NT 4.0 or Windows 2000  Client OS: Windows 98/2000/NT  Compatible with MS Word 97 and 2000 and MS PowerPoint 97/2000	Web-based version of ProposalMaster.  eProposalMaster runs completely through the browser, requiring no special software on user's computer.  [Functions same as above.]	Introduced in November 2000	[Same as above.]
SLATE v5.1 – Sept. 2000	SDRC Slate Solutions Group (formerly TD Technologies) 2425 N. Central Expressway Suite 200 Richardson, TX 75080 Parent Company: SDRC  Voice: 214-570-3000 Fax: 274-570-3001  Email: info@slate.sdrc.com Web: www.sdrc.com/slate  Primary Application: government procurement	OS: Unix and PC platforms. HP/UX, Solaris, Windows 95/98/2000/NT  Compatible with office suites such as MS Office 97, 98, 2000, Visio, Project, and Framemaker  Multi-User groupware accessible via standard clients, "live" desktop integrations (such as Excel-live), and Web  Stand-alone or network	SLATE provides a set of Object Oriented building blocks for capturing proposed systems and relating those systems back to RFP/RFI document elements (providing complete traceability and real-time decision support to entire development/ proposal teams. SLATE captures documents, identifies customer requirements, captures approaches, organizations, processes, etc. and associates quantifiable information (such as cost/time to various approaches) and exports to standard word processors finished proposals with complete traceability.	Introduced July 1994  In use at over 100 organizations  5000 licenses in use	<ul style="list-style-type: none"> <li>• Customer service included in maintenance cost</li> <li>• 90-day warranty</li> </ul>
Thinkwire Version 2.0	Thinksmith Corporation 20 Camden St., Suite 200, Toronto, Ontario Canada, M5V 1V1 Voice: 1-866-504-7007 ext. 224 Fax: 416-504-6696  Email: info@thinksmith.com Web: www.thinksmith.com  Primary Application: Government, Commercial, and International procurement	OS; Windows, Unix and Linux; requires Internet Explorer or Netscape Navigator browser with Java VM enabled.  Multi-user, Network configuration  Compatible with Internet Explorer or Netscape Navigator browser with Java VM enabled	Web-native and client-free document creation tool that enables users to work on-line—at any time—to discuss, research and build RFPs, RFQs, RFIs, plans, budgets, proposals, etc. Includes: graphical organization and navigation of elements/ideas; document assembly; instant updating; fast and easy team evaluations and decision-making; in-line editing of team decisions and responses; HTML output of complete document; automatic storage and archiving of all team comments/decisions/responses; web-native encrypted access from browsers.	First released October, 1999  Version 2.0 to be released April, 2001  Current customers: 10	<ul style="list-style-type: none"> <li>• Customer service available 24x7 via toll free number and e-mail</li> <li>• Product and service 100% guaranteed</li> <li>• Training features "Quickstart Workshop," a three day introductory course</li> </ul>

	FEATURES/CAPABILITIES*					PRICING*
	CAPTURE PHASE	PROPOSAL DEVELOPMENT	PROPOSAL DATABASE COMPONENTS	PRICING ACTIVITY	OTHER	
	[Same as above.]	[Same as above.] Also: • Broadcast email to team members			<ul style="list-style-type: none"> <li>• SQL Server</li> <li>• Automatic compliance matrix</li> <li>• Integrates with other corporate DBs</li> <li>• Creates an MS Word document.</li> </ul>	Server license: \$9,000
	Connects to: ACT!, GoldMine, SalesLogix, Pivotal, and Outlook	<ul style="list-style-type: none"> <li>• Capture/build proposal outline</li> <li>• Capture/maintain proposal text</li> <li>• Data base library for:                             <ul style="list-style-type: none"> <li>• reference. documents</li> <li>• resumes</li> <li>• previous proposals</li> </ul> </li> <li>• Integrates with other corporate databases</li> <li>• Allows export to MS Word</li> <li>• Proposal Tracker maintains separate proposals and revisions</li> </ul>		<ul style="list-style-type: none"> <li>• Correlates / links to standard application packages including MS Excel, Calico, Trilogy, Exactuim</li> </ul>	<ul style="list-style-type: none"> <li>• Architecture includes standard proposal elements:                             <ul style="list-style-type: none"> <li>• Cover letter</li> <li>• Executive summary</li> <li>• Needs analysis</li> <li>• Benefits</li> <li>• ROI graphs</li> <li>• Solution statement</li> <li>• Generates management reports</li> <li>• Configuration control</li> <li>• Presentation Builder module creates PowerPoint presentation.</li> </ul> </li> </ul>	Professional: \$895 per user  Client: \$595 per user  Presentation Builder: \$99 per user
	[Same as above.]	[Same as above.]		[Same as above.]	[Same as above.]	Server license: \$9,000
	<ul style="list-style-type: none"> <li>• Opportunity tracking</li> <li>• Prompt, capture, and track win strategy</li> <li>• Prompt response tactics</li> <li>• Capture and track response strategy</li> <li>• Prompt, capture, and track competition/ risk assessment</li> <li>• Prompt, capture, and track capture plan</li> <li>• Bid/no bid analysis</li> <li>• Security/controlled access</li> </ul>	<ul style="list-style-type: none"> <li>• Import an electronic RFP</li> <li>• Import RFP data through manual means only</li> <li>• Capture/build proposal outline</li> <li>• Parse RFP</li> <li>• Allocate and link RFP requirements to/by author or to/by capture requirements</li> <li>• Allocate "win factors" to sections</li> <li>• Allocate "evaluation criteria" to sections</li> <li>• Produce/maintain completed storyboards</li> <li>• Capture/maintain proposal text</li> <li>• Capture/maintain proposal graphics</li> <li>• Allow export to other applications packages</li> <li>• Facilitate amendment/rqmts. changes</li> <li>• Configuration/ version control</li> <li>• History of document changes</li> <li>• Security/controlled access</li> </ul>	<ul style="list-style-type: none"> <li>• Previous proposal library</li> <li>• Integration with other corporate data bases</li> </ul>	<ul style="list-style-type: none"> <li>• Materials/ hardware estimate capability</li> <li>• Work breakdown structure correlation</li> <li>• Correlation/ link to standard application packages (Word, Excel, Lotus, Visio, Project)</li> </ul>	<ul style="list-style-type: none"> <li>• All documents, decisions, and rationale captured</li> <li>• Automatic generation/ maintenance of traceability matrices</li> </ul>	Based on enabled features (i.e. req. mgmt list price is \$4995)  Price for features enabled - \$12,995  Add-ons are typically \$2,000  Web client access - \$2000  Prices are for simultaneous access, floating licenses
	<ul style="list-style-type: none"> <li>• Opportunity tracking</li> <li>• Prompt, capture, and track win strategies</li> <li>• Prompt response tactics</li> <li>• Capture and track response strategy</li> <li>• Prompt, capture and track capture plan</li> <li>• Bid/no-bid analysis</li> <li>• Security/ controlled access</li> </ul>	<ul style="list-style-type: none"> <li>• Import an electronic RFP</li> <li>• Capture/build proposal outline</li> <li>• Parse RFP • Allocate and link RFP requirements to/by author and capture requirements</li> <li>• Allocate "win factors" to sections</li> <li>• Allocate "evaluation criteria" to sections</li> <li>• Capture/maintain proposal text</li> <li>• Capture/maintain proposal graphics</li> <li>• Allow export to other applications packages</li> <li>• Facilitate amendment/ requirements changes</li> <li>• Configuration/version control (of proposal sections and volumes)</li> <li>• History of document changes</li> <li>• Security/controlled access</li> </ul>	<ul style="list-style-type: none"> <li>• Shared reference document library</li> <li>• Resume library</li> <li>• Previous proposal library</li> <li>• Past performance library</li> <li>• Integration with other corporate data bases</li> </ul>	<ul style="list-style-type: none"> <li>• Work breakdown structure correlation</li> </ul>	<ul style="list-style-type: none"> <li>• Archives information/ process</li> <li>• Web-based researching &amp; filesharing</li> </ul>	Licensing and rental models: based on customer configuration/ requirements. ASP model: 0-15 users: \$150 per month/per user plus set-up ASP model: 16-50 users: \$100 per month/per user plus set-up  *Costs can be configured based on higher volume of users.