Presence of IT Efficiently Produces Proposals Using Expedience's Proposal Automation and RFP Response Solutions

In 2017, Presence of IT (PoIT) embarked on a mission to improve the ability of the sales teams in Australia and the US to present more professional, compelling, and accurate information for use throughout the sales process within proactive proposals and RFP, RFT, RFQ, RFI and EOI responses.

Critical Business Objectives

- Reduce time required to produce proposals and responses
- Improve content quality by eliminating human error caused through copying previous proposal content
- Raise the standard for presentation quality with reduction in formatting issues and consistent use of corporate branded styles
- Decrease the demands of the content review process required for completion of each proposal

Solution

PoIT chose Expedience to achieve its proposal automation and RFP response objectives. According to Sheryl Grant, SAP National Presales Lead at PoIT, "The company selected Expedience because the solution provides the features and functionality PoIT requires. The solution enables the sales team to maintain its existing consultative sales methodology while automating the documents needed to support the sales cycle." Grant continues, "We now have access to one central source of approved, accurate, and perfectly formatted company and service information and can quickly and easily locate the content needed to fulfill prospect and client requests for information. The content is readily available to the sales organization through the Expedience Word-based solution – where and when they need it. The automatic assembly of a proactive proposal document takes minutes versus the hours needed prior to the use of the Expedience Assembler product. The Expedience solution has been a key factor in our ability to improve sales productivity and deliver a unified message to our customers." In addition, Grant concluded, "PoIT took full advantage of Expedience's comprehensive training services to aid with a smooth implementation. The organization found Expedience Professional Services to be very knowledgeable, helpful, and responsive. We have since added a Statement of Work template for use by our Project Manager. This was done with no additional support – it has proved that easy to maintain."

Next Steps

In the future, PoIT is looking at Expedience's Excel Connect product to improve responses to Excel-based RFPs and is also considering integrating other divisions of the organization for corporate-wide efficiency and consistency.

About Expedience Software

Expedience Software creates fast, accurate, and beautiful proposals directly from Microsoft Word! Automate RFP & RFI responses (even Excel RFPs!), FAQs, DDQs, SOWs, Questionnaires, PowerPoint presentations, and more! With more than 20 years of proposal automation experience, Expedience is the premier solution for sales and proposal professionals in financial and asset management, healthcare, legal, manufacturing, and technology organizations.

Presence *of IT*
excellence in people

Company
Presence of IT

Industry
Presence of IT is a leading consultancy in the world's foremost HR/Payroll and Workforce Management solutions.

Project Lead
Sheryl Grant, SAP National Presales Lead

Critical Issue
Improve ease of producing proposals and responding to RFPs while improving the quality of the content.

About Presence of IT
Presence of IT provides thought leadership, process improvement, software implementation and support services in human capital management the world over.

Industry Partner Recognition

SAP Gold Partner

ORACLE Platinum Partner