

**VPC
enables an
entire
proposal team to
have a common
work center
with access
to the
tools and
information
needed to
create a
successful
proposal.**

Virtual Proposal Center

The Virtual Proposal Center (VPC) is a collaborative, browser-based intranet/internet application which enables organizations to more efficiently and effectively plan, assemble, review, store, and disseminate proposal information. By reducing the amount of time spent on non-value-added tasks, VPC permits teams to focus on proposal content and quality.

VPC facilitates...

- Faster turnaround
- Increased re-use
- Lower preparation effort
- Less administrative effort



To attain...

- Increased output
- Lower cost
- Higher quality
- Higher win rates
- Higher revenues

ADVANTAGES

COLLABORATIVE - share the same consistent, up-to-date information and maintain multiple, effective communication channels

CONTROLLED PROCESS - manage workflow and document changes

EASY TO LEARN AND TO USE - become productive quickly with little training and continue to use existing applications software

FLEXIBLE - adapt to different proposal development methodologies and to changes during the proposal creation process




INTRANET & JAVA BASED - provide enterprise-wide, multi-operating system accessibility

INTERNET-ENABLED - collaborate among geographically dispersed and multi-corporation proposal teams

SECURE - control access to sensitive proposal material

"Intravation's software provides a method of enhanced support to both Titan employees and our proposal teaming partners by allowing users to have a centralized, single point of contact for multiple proposal development efforts simultaneously across a worldwide organization. By reducing the amount of time spent on non-critical tasks, VPC permits teams to focus on proposal content and quality while maintaining configuration control and reducing costs."

**Denise Rhea-McKenzie,
Titan Corp**

Proposal Problems	VPC Solutions
Pre-RFP	
"Useful background information about the project doesn't get to the people working on the proposal."	Background Folders - share pre-RFP sales and marketing information with proposal teams
Proposal Creation	
"We re-create materials for new proposals when we could re-use prior materials - if only we could find them!"	<p>Document Repository - maintain controlled access to all work in-process proposal material as well as reference material, templates, and past proposals; archive automatically as part of proposal process</p> <p>Search Tool - locate materials by document contents using multiple criteria, or proposal attributes (user-defined characteristics)</p> <p>Setup - copy existing structures, templates and standard materials into new proposals through an easy to use drag and drop interface</p>
"Our proposals are created in multiple sections. We need an easy way to put it all together."	Document Merge - automatically create one document from multiple sections for review teams or final production
"We want to include our external partners in the process, but we have no easy way to do that today."	Internet Access - work with your partners across the Internet, with appropriate security and access control tailored to their status
Planning and Management	
<p>"The proposal development schedule is hard to maintain, usually out of date, and frequently ignored."</p> <p>"The proposal manager has to spend too much time following up with people just to get status."</p> <p>"Customers expect rapid turnaround."</p>	<p>Work Plan - manage action items and enable the entire team to view proposal status at any time; participants can view all pending tasks</p> <p>Notification - alert team members when steps must be started, are completed, or are past due; eliminate delays in communicating status changes or problem situations; two-way communication</p>
"Our document version and access controls are either non-existent or overly cumbersome."	<p>Access Control - ensure that information is only available to authorized individuals or groups at a level of access commensurate with their role</p> <p>Version Control - manage documents through 'check-in/check-out' functionality, automatically track changes, and keep prior versions for review</p>
Review	
"It is difficult to collect and incorporate review comments."	<p>Electronic Revision, Annotations - clearly communicate markups and reduce or eliminate the need to re-enter changes</p> <p>Review Folders - save comments and markups for future reference</p>
Post Submission	
"We don't have a good way to collect customer and internal data and feedback for future reference and analysis."	<p>Post Submission Folders - capture feedback data to foster continual process improvement</p> <p>Proposal Metrics - track critical proposal information, such as dollar value, categories and win/loss for proposal logs, analysis or management review</p>
<p>System Requirements</p> <ul style="list-style-type: none"> -Browsers: Netscape Navigator 7.0+ or Microsoft IE 6.0+ or Firefox (with Sun Java Plug-in 1.4.2_5+) -Network: TCP/IP -Aux. software: search engine, SQL database -Client, server: any platform that supports JVM 1.4.2_5+ <p>Recommended Hardware</p> <ul style="list-style-type: none"> -Server: Pentium 4 class or equiv 2.8 + Ghz 1+GB RAM (Server requirements will vary with the number of users) -Client: Pentium 3 class or equivalent 256+MB memory 	<div style="display: flex; justify-content: space-around; align-items: center;">    </div> <div style="text-align: right; padding-top: 20px;"> <p>intr@vation, inc. 1113 Hewitt Drive Des Plaines, IL 60016 Ph: 847.299.6423 Fax: 847.299.6428 E-mail: info@intravation.com Web: www.intravation.com</p> </div>
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