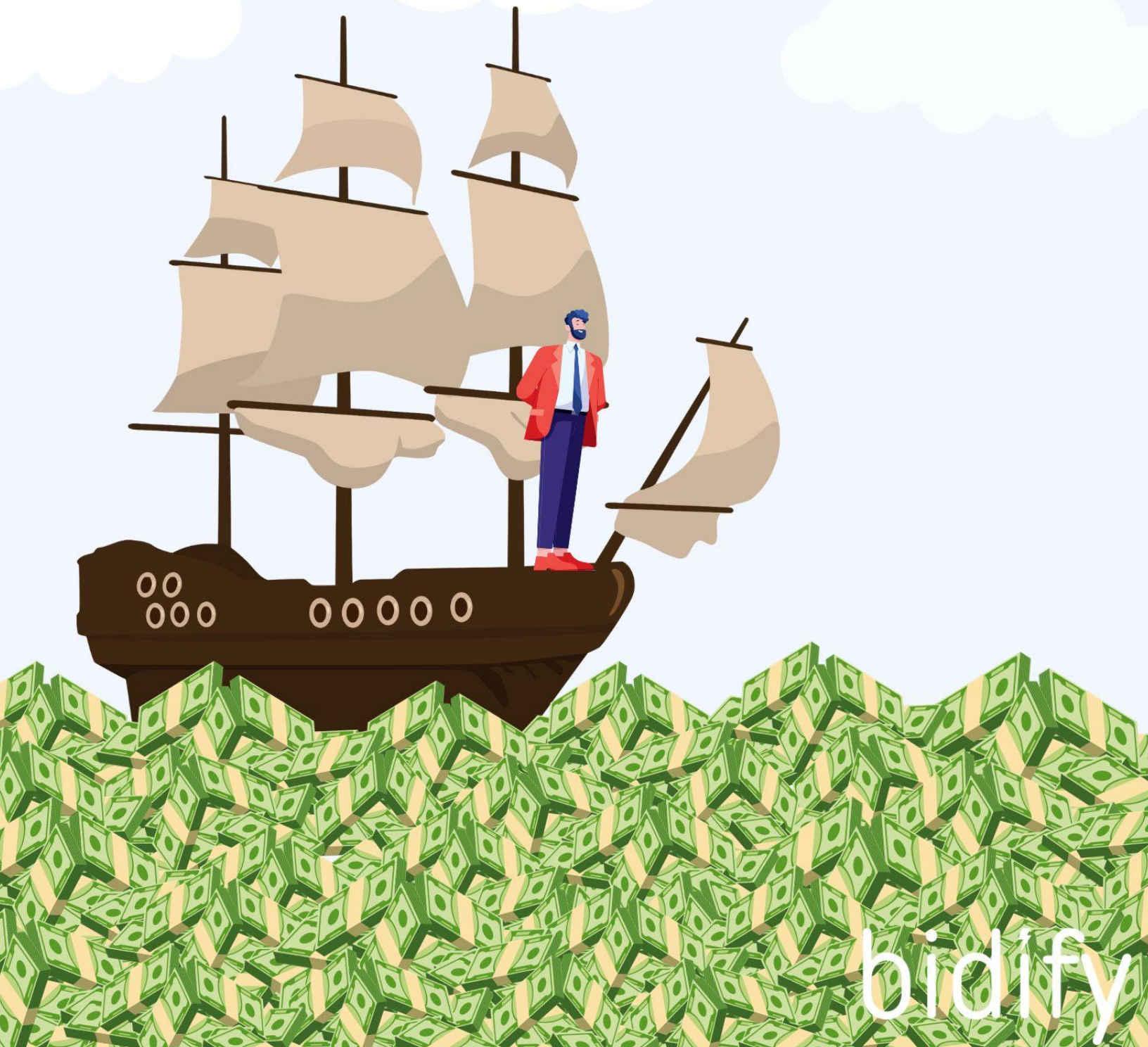


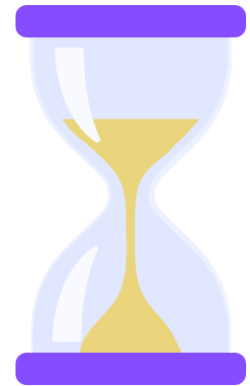
# No time for RFPs

Navigating RFPs... with no proposal team



# No time for RFPs?

Small and medium-sized businesses (SMBs) often face a challenge when it comes to responding to RFPs: they don't have the time or resources to dedicate to a formal proposal process. This can be a major disadvantage, as RFPs can be complex and time-consuming to complete. The result? Missed deadlines, and missed RFP opportunities altogether. This causes SMBs to miss out on RFP revenue and puts the business at a disadvantage.



But there is a solution: automated proposal software. Automated proposal software can help SMBs create professional and compliant proposals quickly and easily, without having to invest in a dedicated proposal team or spend hours on manual tasks.

Here are just a few of the benefits of using automated proposal software for SMBs:

**Save time:** Automated proposal software can automate many of the time-consuming tasks involved in proposal creation, such as formatting, inserting boilerplate text, improving value props, and inserting tables, charts, and images. This frees up your team to focus on more strategic tasks, such as tailoring your proposal to the specific needs of the client.

**Improve efficiency:** Automated proposal software can help you streamline your proposal process and improve efficiency. For example, if you spent 32 hours responding to an RFP (average time spent on proposals) it would be difficult to pursue more than one RFP per month, or even per quarter as a SMB. Automated proposal software can help you create a repeatable process and pursue as many RFPs as you'd like without the risk of sunk cost in a bid you don't win. Simply put - more opportunities equals more revenue. Automation can save you a lot of time and effort when responding to multiple RFPs.

**Ensure compliance:** Automated proposal software can help you ensure that your proposals are compliant with all applicable RFP requirements. For example, the

software can automatically check your proposals for errors in grammar and formatting, and with auto-parsing, it can also ensure that you're meeting all of the client's specific requirements.

**Increase your chances of winning:** A well-written and professional proposal is essential for winning RFPs. Automated proposal software can help you create proposals that are both persuasive and compliant, which will increase your chances of winning the business.

If you're a SMB that doesn't have the time or resources for a formal proposal process, automated proposal software is a great solution. Tools like Bidify can both supplement a proposal team for more efficiency and fill in as a proposal team for the smallest of teams. Bidify takes the burden off individuals and teams so you can focus on what matters most, while increasing your chances of winning RFPs.

Here are a few specific examples of how automated proposal software can help SMBs:

- 1** A staffing firm can use automated proposal software to create customized proposals for each client, even if the firm doesn't have a dedicated proposal team.
- 2** A marketing agency can use automated proposal software to generate proposals for new clients quickly and easily, without having to spend hours on manual tasks.
- 3** An EdTech company can use automated proposal software to create proposals for school districts that are compliant with all applicable RFP requirements.

If you're a SMB that's looking for a way to improve your RFP response process, **Bidify** is a great option to consider. It will help you save time, improve efficiency, ensure compliance, and increase your chances of winning RFPs.