

SOLUTION BRIEF

RFPIO® LookUp for Sales Teams

Quickly respond to prospects and customers with immediate access to your company knowledge base



Introduction

Content, and the knowledge that fuels it, often lives in silos, stored in document storage systems, cloud storage databases, or simply the hard drives and minds across an organization. The impact this has on workers' ability to do their best work is significant: A recent [McKinsey study](#) found that workers spend nearly 20% of their time looking for internal information or tracking down colleagues who can help with specific tasks.

As a sales professional, you're responsible for building relationships, solving problems, staying up-to-date on your company's suite of products and services, and bringing in revenue. Instead of spending your valuable time chasing company information for a deal, RFPIO® LookUp brings a library full of pre-approved content to where you're already working, including Gmail, Outlook, Slack, Microsoft Teams, and more.

When all the answers you need are only a few clicks away, you can stay focused on doing your best work—growing relationships and closing deals.

Key Challenges

- Sales professionals spend too much time looking for accurate company information, which is often siloed and difficult to find
- Responding to tricky customer and prospect questions requires tracking down colleagues and/or company information, and often includes wait times that slow down deals
- Creating sales proposals, SOWs, slide decks, and other documents in Microsoft Office requires switching between different screens to find the content needed

Key Benefits:

- Quickly access the most up-to-date and accurate company information from where you're already working, including Salesforce, SalesLoft, Google Docs, and any web-based software.
- Respond to prospect and customer questions directly from Outlook, Gmail, or any web-based email platform
- Streamline sales proposal and slide deck creation in Microsoft Word, Excel, and PowerPoint

Solution Components:

- Access company content stored in RFPIO from multiple applications, including Google Chrome, Slack, Microsoft Office, Outlook, and Teams
- Download pre-approved slide decks, templates, and company content from Microsoft PowerPoint

Solution Overview

Unlike other tools that are built to handle parts of knowledge management or the content lifecycle, RFPIO® LookUp is powered by an AI-enabled Answer Library that absorbs all of an organization's information and expertise—and makes that library accessible to the individual team members who can make use of it.

It tackles head-on the struggle that other solutions have historically forgotten about in the market, such as how to efficiently get your best content, capture and store knowledge, and moderate content so it's always up-to-date, accurate, and on-brand.

The key with RFPIO® LookUp is that it provides the access points that make it available to customer-facing teams and content creators across the organization, including sales, marketing, customer support, and more.

RFPIO LookUp is a powerful add-on to:



	Without RFPIO® LookUp	With RFPIO® LookUp
Consolidate Content	Content is siloed in document storage systems, content management databases, and hard drives and minds across an organization	Content is consolidated in RFPIO's AI-enabled Answer Library, and easy to retrieve
Access Knowledge	Sales reps spend too much time looking for internal information, lengthening the sales process	Company knowledge can be accessed right from where people are already working, including Google Chrome, Slack, Microsoft Office, Teams, and Outlook.
Build Presentations	Completing presentation-type proposals requires copy-and-pasting from old proposals and templates saved on hard drives or shared cloud storage platforms	Slides, templates, and RFPIO Answer Library and Document Library content can be accessed directly from Microsoft PowerPoint

We'd like to help you do your best work

RFPIO® LookUp creates access to your company knowledge base from where you're already working.

[Schedule a custom demo](#) to see how it works.



For more information visit rfpio.com or call 971.470.3112

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