

# RFPIO Feature Overview

Drive productivity and improve sales outcomes with AI-enabled response software



## Create your best content, respond to opportunities, and exceed expectations

Respond confidently with AI-enabled knowledge management, built-in analytics, in-app collaboration, and project management tools.

### Organize content with an intelligent Answer Library

Consolidate subject matter expertise into RFPIO's AI-enabled Answer Library, and make it easily accessible to your entire organization. Features like moderation, content owners, and review cycles ensure users that their Answer Library is accurate and up-to-date.

### Manage projects with features specifically designed for proposal management

RFPIO's patented import function identifies components of a questionnaire (e.g., question, answer, and descriptive text), and automatically organizes them to begin your response. Proposal managers can then assign questions or sections to subject matter experts for completion.

### Automate responses with the power of machine learning

Auto Respond leverages machine learning to match incoming RFP questions with existing question-and-answer pairs stored in your RFPIO Answer Library.

*RFPIO is absolutely brilliant. It answers 80% of an RFP in a few seconds.*

— Paul Taylor, VP of Solutions Engineering at Crownpeak

### Features:

- Cut response time by an average of 40%
- Manage complex questionnaires with features designed for proposal management
- Consolidate and moderate company knowledge, and make it available across your organization
- Make go/no-go decisions based on past data
- Gain full visibility into proposal status

### Benefits:

- AI-enabled Answer Library simplifies knowledge management for sales proposals, questionnaires, sales enablement, and more
- Auto Respond automatically finds answers to questions, powered by machine learning
- Built-in proposal management and collaboration features
- Out-of-the-box reporting dashboards and analytics
- Translation and user interface support for 19 languages
- Integrations with 20+ third-party tools, including popular CRM, cloud storage, communications, and SSO authentication platforms
- Sign contracts, sales agreements, hiring documents, and more with RFPIO Autograph e-signature

## **Simplify collaboration with in-app comments and @mentioning**

Communicate with teammates on the question, section, or project level, and keep project-related conversations all in one place.

## **Unlimited user licenses, for everyone**

Invite as many users to RFPIO as you'd like, at no extra cost—transforming your RFPIO Answer Library into a content hub for your entire organization. You can also invite unlimited guest collaborators from both inside and outside the organization.

## **E-sign contracts, sales documents, and more**

Autograph, e-signature powered by RFPIO, is free for all RFPIO users. Which, thanks to RFPIO's unlimited user-licensing model, means everyone. Learn more about Autograph at

<http://www.rfpio.com/blog/autograph>.

## **Gain insight with built-in reporting dashboards and analytics**

RFPIO offers more robust reporting than any other RFP software solution. Our built-in reporting gives you visibility into project status, Answer Library usage, user bandwidth, win rate, keyword searches, and more.

## **RFPIO supports more integrations than anyone**

Respond where your team is already working. RFPIO integrates with popular CRM, cloud storage, communication, and SSO authentication platforms. Visit

[www.rfpio.com/integrations](http://www.rfpio.com/integrations) for the full list.

*18 months after implementing RFPIO, Microsoft saved an estimated \$2.4M.*

— Rhonda Nicholson, Senior Business Program Manager at Microsoft

## **Modernize your sales stack with the most advanced response management software available**

RFPIO uses AI and machine learning to transform your RFP responses into a revenue-driving engine. Schedule a demo to see how it works at <http://www.rfpio.com/schedule-a-demo>.

