



RFP Software

Contenders									Leaders
Niche									High Performers

Satisfaction

Market Presence

G2 Grid[®] Scoring

(RFP Software continues on next page)

RFP Software (continued)

RFP Software Definition

Request for proposal (RFP) software, sometimes referred to as request for quotation (RFQ) software, helps companies create and manage RFP documents, as well as the processes used for vendors to respond to proposals or questionnaires outlining their products or services, pricing, and other relevant information. Companies use RFP software to streamline the creation of RFP documents, track submissions, and analyze the efficiency of their RFP activities. This type of software is used by buyers or procurement professionals to invite bidders to participate in RFPs and compare them to determine the best proposal. In addition, vendors, as well as sales and marketing teams, use this type of strategic response management software to submit RFP responses, track the results of their submissions, collaborate with other stakeholders, and maintain a content library.

RFP software usually includes features for proposal management and integrates with other products such as [purchasing software](#), [strategic sourcing software](#), and [proposal software](#).

To qualify for inclusion in the Request for Proposal (RFP) category, a product must:

- ▶ Provide standard templates to create RFP documents
- ▶ Generate quotes and proposals based on RFP documents
- ▶ Provide a repository of documents and templates which can be used to quickly generate request for proposals
- ▶ Integrate with solutions like CRM and CPQ to pull product and customer data
- ▶ Offer functionality to quickly and efficiently create, share, and send request for proposals, allow edits and feedback during the proposal process, and track changes made
- ▶ Include analytics to evaluate the efficiency of the proposal process
- ▶ Compare RFP responses based on custom selection criteria
- ▶ Maintain a history and audit trail of submissions, responses, and supplier details, which can be used to create new RFP documents

RFP Grid® Scoring Description

Products shown on the Grid® for RFP have received a minimum of 10 reviews/ratings in data gathered by March 05, 2024. Products are ranked by customer satisfaction (based on user reviews) and market presence (based on market share, seller size, and social impact) and placed into four categories on the Grid®:

- ▶ Products in the Leader quadrant are rated highly by G2 users and have substantial Market Presence scores. Leaders include: [Responsive](#), [formerly RFPIO](#), [Loopio](#), [Qvidian](#), and [Avnio Response Cloud](#)
- ▶ High Performing products have high customer Satisfaction scores and low Market Presence compared to the rest of the category. High Performers include: [Tribble](#), [Ombud](#), and [Precoro](#)
- ▶ Contender products have relatively low customer Satisfaction scores and high Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. Contenders include: [QorusDocs](#), [Zip](#), and [RFP360](#), [a Responsive company](#)
- ▶ Niche products have relatively low Satisfaction scores and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. Niche products include: [Keelvar](#), [Olive](#), [DeepStream Technologies](#), [RocketDocs](#), [XaitPorter](#), and [ProcurePort](#)



Grid® Scores for RFP Software

The table below shows the Satisfaction and Market Presence scores that determine product placement on the Grid®. To learn more about each of the products, please see the profile section.

Leaders

	# of Reviews	Satisfaction	Market Presence	G2 Score
Responsive, formerly RFPiO	629	99	89	94
Loopio	453	92	88	90
Qvidian	82	57	97	77
Avnio Response Cloud	72	67	71	69

High Performers

Tribble	23	71	34	52
Ombud	24	51	37	44
Precoro	48	53	30	41

Contenders

QorusDocs	111	40	60	50
Zip	22	29	64	46
RFP360, a Responsive company	261	27	61	44

Niche

Keelvar	13	43	43	43
Olive	45	38	39	38
DeepStream Technologies	11	32	32	32
RocketDocs	72	18	38	28
XaitPorter	13	25	26	25
ProcurePort	11	19	5	12

* Products are ordered by G2 Score. Satisfaction score is used as a tiebreaker if two products have the same G2 Score.



Grid® Methodology

Grid® Rating Methodology

The Grid® represents the democratic voice of real software users, rather than the subjective opinion of one analyst. G2 rates products from the RFP category algorithmically based on data sourced from product reviews shared by G2 users and data aggregated from online sources and social networks.

Technology buyers can use the Grid® to help them quickly select the best products for their businesses and to find peers with similar experiences. For sellers, media, investors, and analysts, the Grid® provides benchmarks for product comparison and market trend analysis.

Grid® Scoring Methodology

G2 rates products and sellers based on reviews gathered from our user community, as well as data aggregated from online sources and social networks. We apply a unique algorithm (v3.0) to this data to calculate the Satisfaction and Market Presence scores in real time. The Grid® Report for RFP | Spring 2024 is based on scores calculated using the G2 algorithm v3.0 from reviews collected through March 05, 2024. To view the RFP Grid® with the most recent data, please visit the [RFP](#) page. For more details on Grid® Scoring, please view the [G2 Scoring Methodology here](#).

Grid® Categorization Methodology

Making G2 research relevant and easy for people to use as they evaluate and select business software products is one of our most important goals. In support of that goal, organizing products and software companies in a well-defined structure that makes capturing, evaluating, and displaying reviews and other research in an orderly manner is a critical part of the research process.

To manage the process of categorizing the software products and the related reviews in the G2 community, G2 follows a publicly available [categorization methodology](#). All products appearing on the Grid® have passed through G2's categorization methodology and meet G2's category standards.

Many terms that appear regularly across G2 and are used to aid in product categorization warrant a definition to facilitate buyer understanding. These terms may be included within reviews from the G2 community or in executive summaries for products included on the Grid®. A [list of standard definitions](#) is available to G2 users to eliminate confusion and ease the buying process.

Rating Changes and Dynamics

The ratings in this report are based on a snapshot of the user reviews and social data collected by G2 up through March 05, 2024. The ratings may change as the products are further developed, the sellers grow, and as additional opinions are shared by users. G2 updates the ratings on its website in real time as additional data is received, and this report will be updated as significant data is received. By improving their products and support and/or by having more satisfied customer voices heard, Contenders may become Leaders and Niche sellers may become High Performers.

(Grid® Methodology continues on next page)

** Net Promoter, Net Promoter System, Net Promoter Score, NPS and the NPS-related emoticons are registered trademarks of Bain & Company, Inc., Fred Reichheld and Satmetrix Systems, Inc.



Grid® Methodology (continued)

Trust

Keeping our ratings unbiased is our top priority. We require the use of a LinkedIn account or verified business email address to validate a G2 user's identity and employer. We also validate users by partnering with sellers and organizations to securely authenticate users through select platforms. We do not allow users to review their current or former employers' products, or those of their employers' competitors. Additionally, all reviews are manually checked by our team after our algorithm filters out reviews that don't meet our submission requirements. All reviews must pass our moderation process before they are published.

Our G2 staff does not add any subjective input to the ratings, which are determined algorithmically based on data aggregated from publicly available online sources and social networks. Sellers cannot influence their ratings by spending time or money with us. Only the opinion of real users and data from public sources factor into the ratings.

G2 may occasionally offer incentives for honest reviews to help us gather a full and accurate data set. These incentives are offered as thank-yous for approved reviews. Incentives are never conditioned upon the substance of the review, positive or negative. Each such incentivized review is disclosed with an "Incentivized Review" banner.

Grid® Inclusion Criteria

All products in a G2 category that have at least 10 reviews from real users of the product are included on the Grid®. Inviting other users, such as colleagues and peers, to join G2 and share authentic product reviews will accelerate this process.

If a product is not yet listed on G2 and it fits the market definition above, then users are encouraged to [suggest its addition](#) to our [RFP category](#).

Product Profiles

Product profiles and detailed charts are included for products with 10 or more reviews.



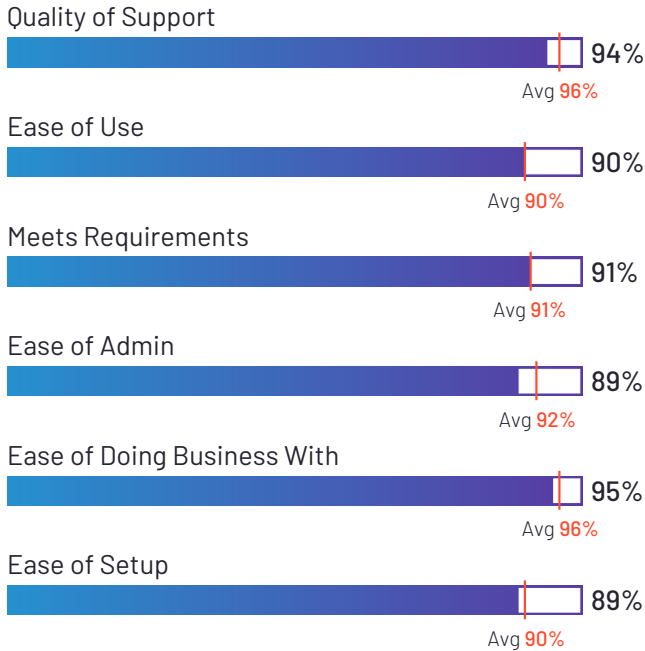
Responsive, formerly RFPIO

4.6 ★★★★★ (688)



Responsive, formerly RFPIO has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. Responsive, formerly RFPIO received the highest Satisfaction score among products in RFP. 98% of users rated it 4 or 5 stars, 92% of users believe it is headed in the right direction, and users said they would be likely to recommend Responsive, formerly RFPIO at a rate of 92%. Responsive, formerly RFPIO is also in the Vendor Security and Privacy Assessment, Salesforce AppExchange Apps, Proposal, and Document Generation categories.

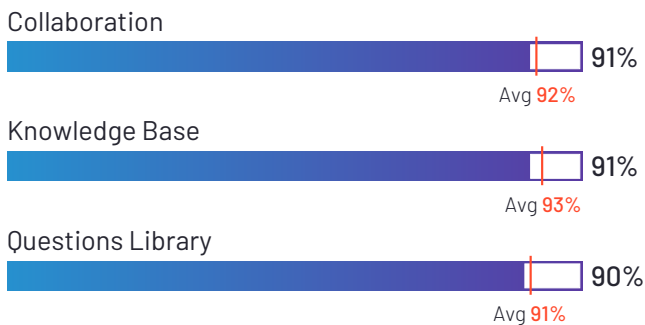
Satisfaction Ratings



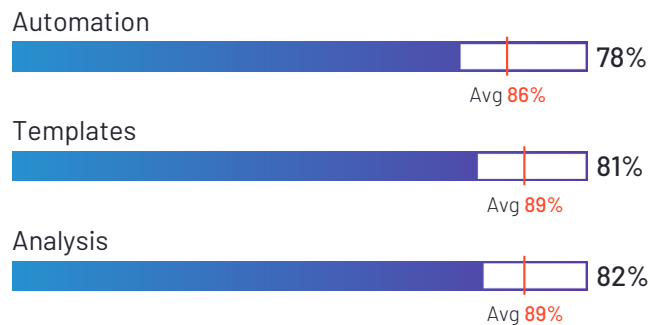
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Responsive



HQ Location
Beaverton, Oregon



Year Founded
2016



Employees (Listed On LinkedIn)
538



Company Website
responsive.io



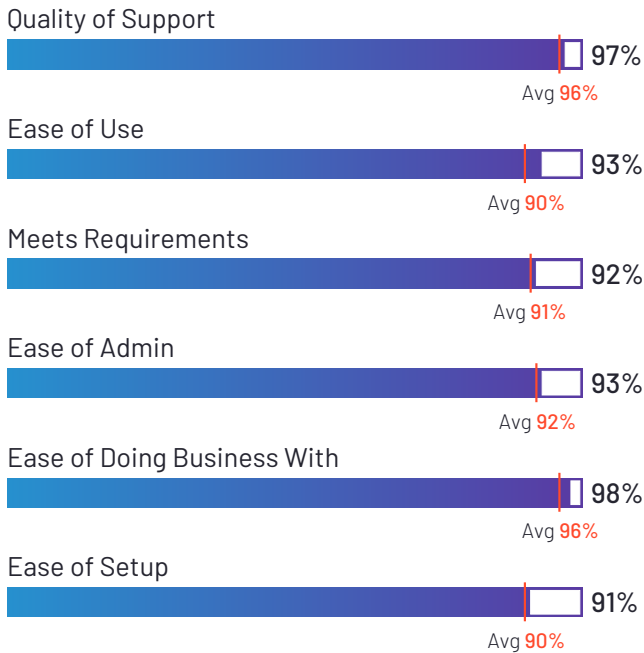
Loopio

4.7 ★★★★★ (504)



Loopio has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 99% of users rated it 4 or 5 stars, 97% of users believe it is headed in the right direction, and users said they would be likely to recommend Loopio at a rate of 94%. Loopio is also in the Vendor Security and Privacy Assessment and Proposal categories.

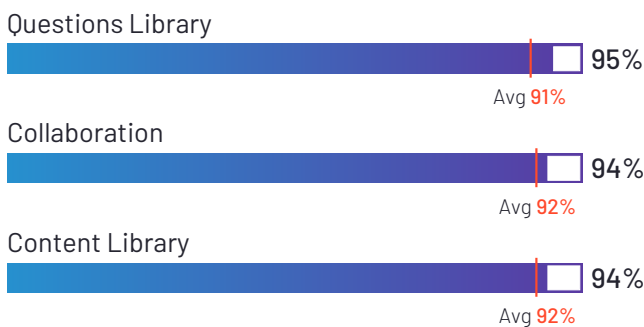
Satisfaction Ratings



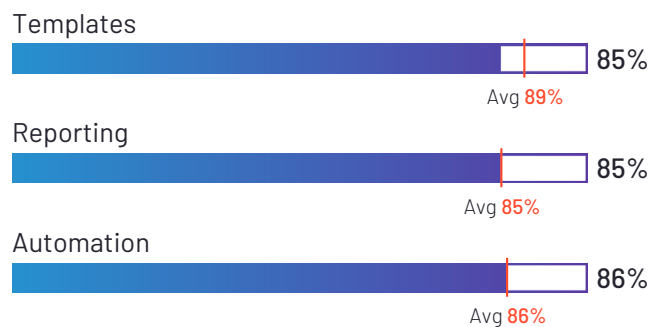
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Loopio Inc.



HQ Location
Toronto



Year Founded
2014



Employees (Listed
On LinkedIn)
275



Company Website
www.loopio.com



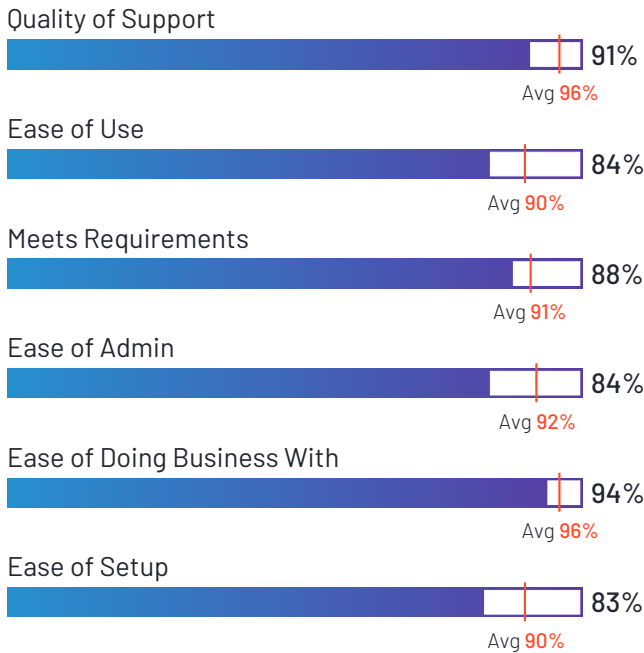
Qvidian

4.3 ★★★★★ (111)

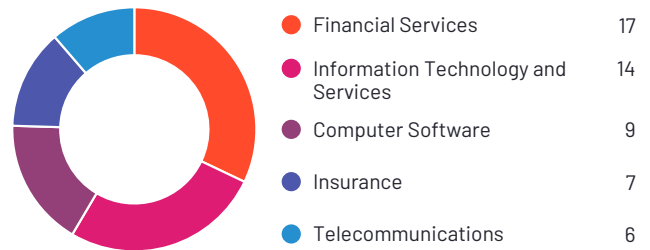


Qvidian has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. Qvidian has the largest Market Presence among products in RFP. 94% of users rated it 4 or 5 stars, 92% of users believe it is headed in the right direction, and users said they would be likely to recommend Qvidian at a rate of 87%. Qvidian is also in the Proposal category.

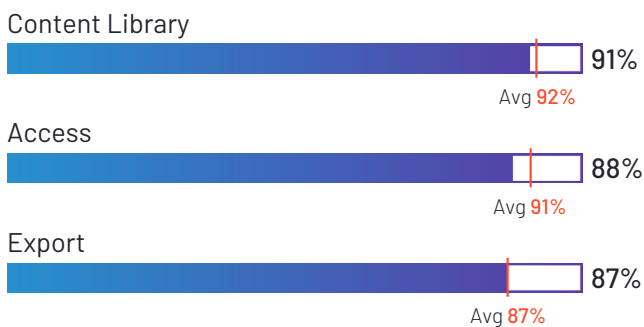
Satisfaction Ratings



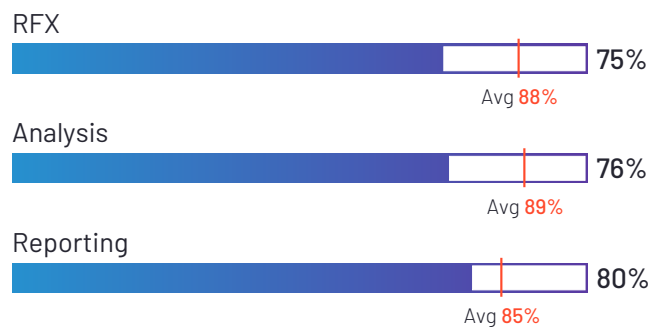
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Upland Software



HQ Location
Austin, TX



Year Founded
2010



Employees (Listed On LinkedIn)
1,032



Company Website
uplandsoftware.com



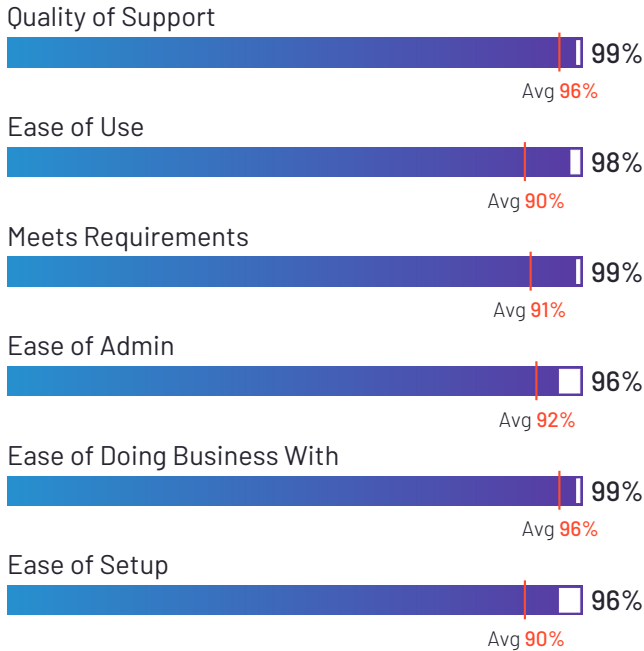
Avnio Response Cloud

4.9 ★★★★★ (77)



Avnio Response Cloud has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 100% of users rated it 4 or 5 stars, 89% of users believe it is headed in the right direction, and users said they would be likely to recommend Avnio Response Cloud at a rate of 98%. Avnio Response Cloud is also in the Vendor Security and Privacy Assessment, Salesforce AppExchange Apps, and Proposal categories.

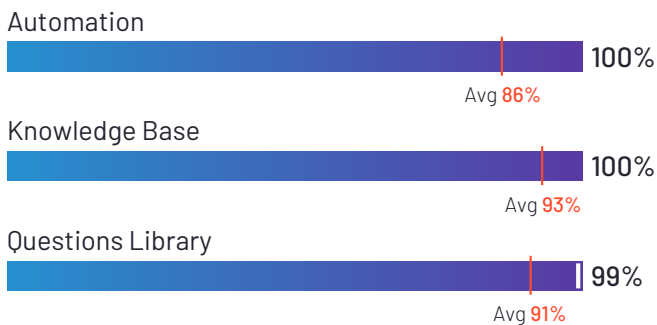
Satisfaction Ratings



Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Loopio Inc.



HQ Location
Toronto



Year Founded
2014



Employees (Listed On LinkedIn)
275



Company Website
www.loopio.com



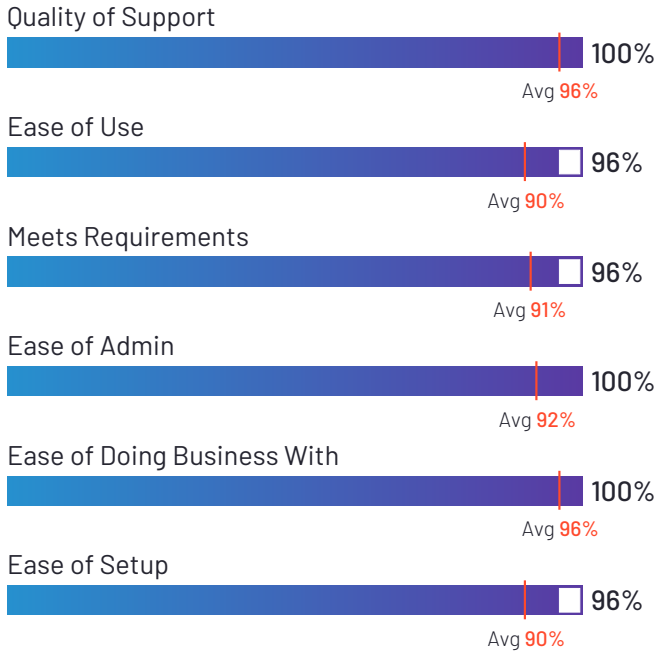
Tribble

4.9 ★★★★★ (25)

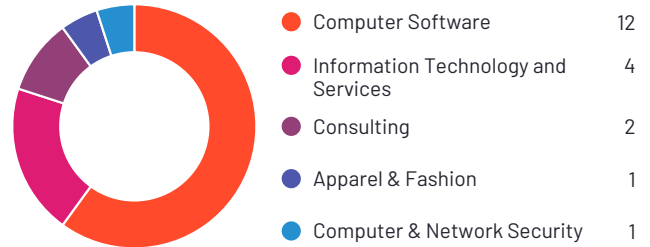


Tribble has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend Tribble at a rate of 98%.

Satisfaction Ratings



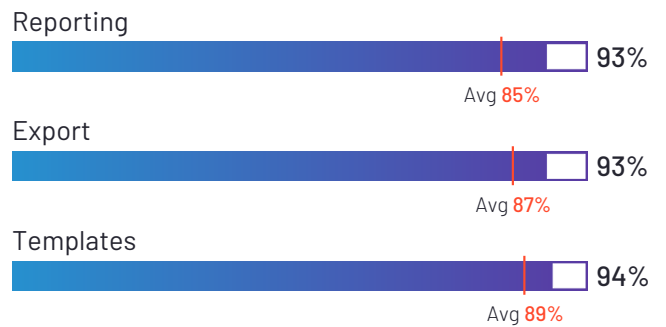
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Tribble



HQ Location
Los Angeles, CA



Year Founded
2023



Employees (Listed
On LinkedIn)
8



Company Website
tribble.ai



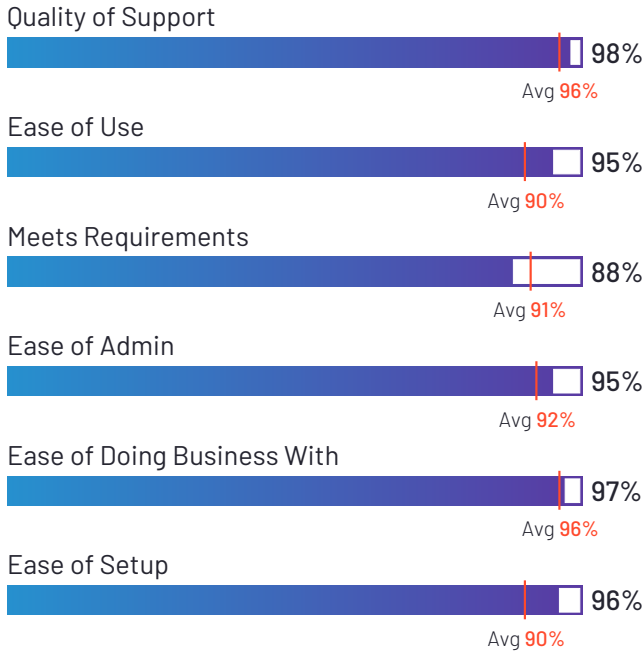
Ombud

4.7 ★★★★★ (25)

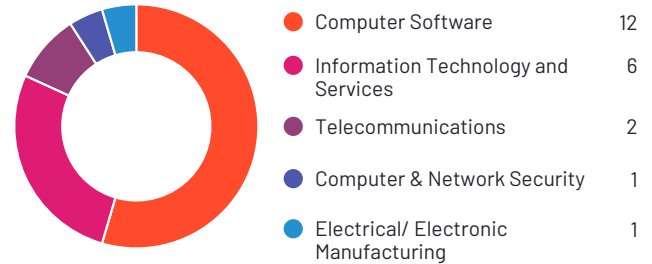


Ombud has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend Ombud at a rate of 94%. Ombud is also in the Proposal and Vendor Security and Privacy Assessment categories.

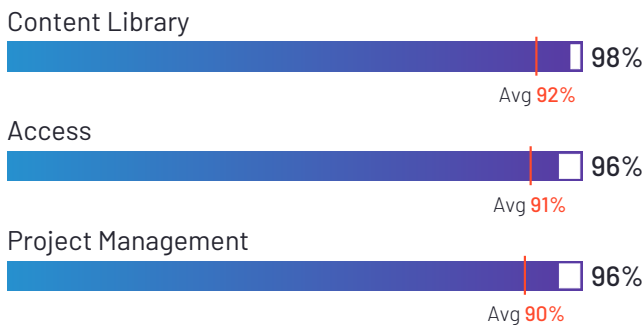
Satisfaction Ratings



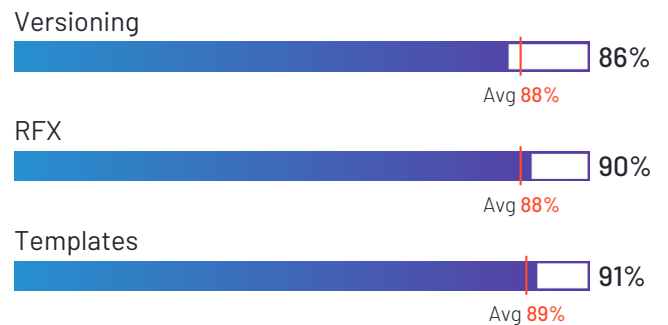
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Ombud



HQ Location
Denver, Colorado



Year Founded
2011



Employees (Listed On LinkedIn)
48



Company Website
www.ombud.com



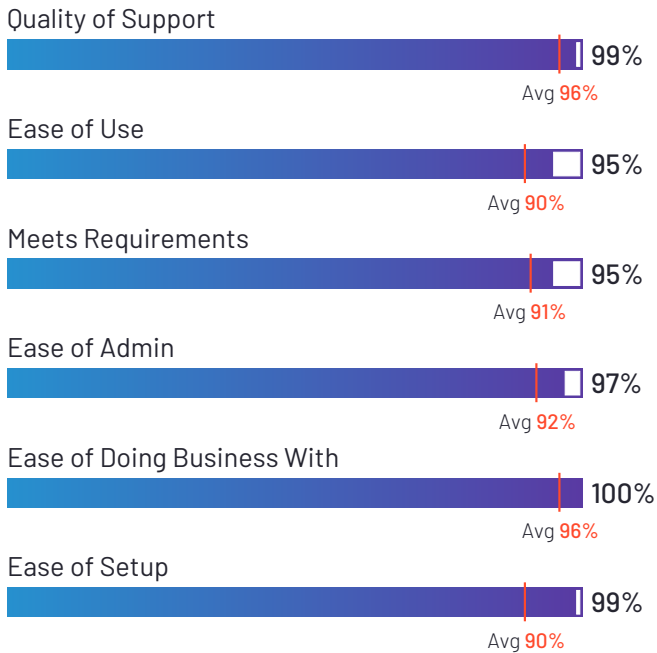
Precoro

4.7 ★★★★★ (135)



Precoro has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users rated it 4 or 5 stars, 95% of users believe it is headed in the right direction, and users said they would be likely to recommend Precoro at a rate of 97%. Precoro is also in the Accounts Payable (AP) and Spend Analysis, Procure to Pay, Spend Management, Strategic Sourcing, Vendor Management, Purchasing, and Expense Management categories.

Satisfaction Ratings



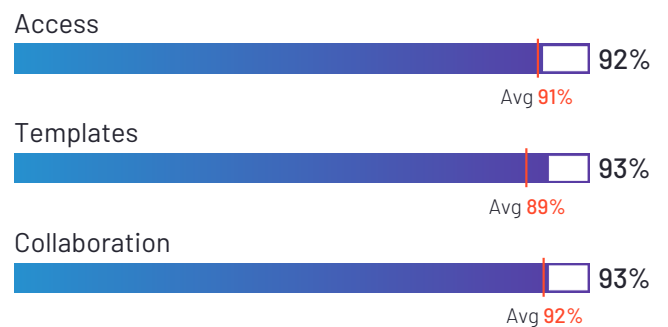
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Precoro



HQ Location
Brooklyn, New York



Year Founded
2014



Employees (Listed On LinkedIn)
80



Company Website
precoro.com

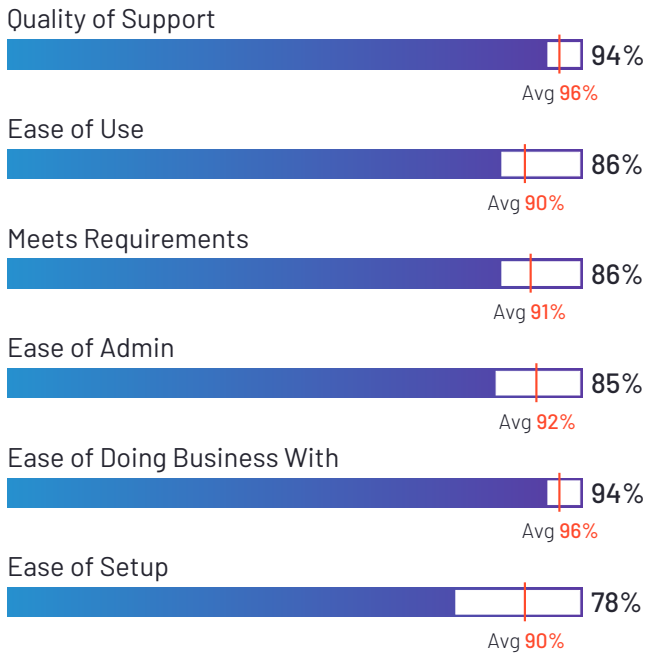


QorusDocs

4.4 ★★★★★ (156)

QorusDocs has been named a Contender product based on having a relatively low customer Satisfaction score and large Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 91% of users rated it 4 or 5 stars, 87% of users believe it is headed in the right direction, and users said they would be likely to recommend QorusDocs at a rate of 87%. QorusDocs is also in the Sales Enablement, Proposal, and Document Generation categories.

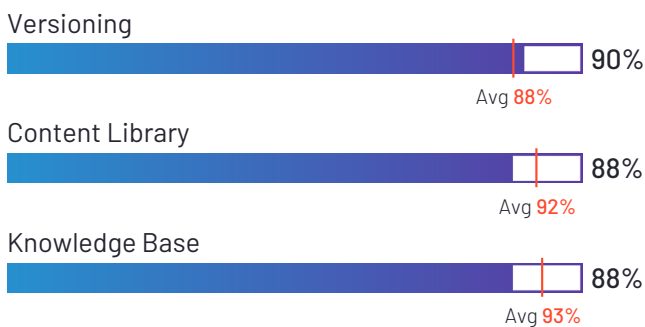
Satisfaction Ratings



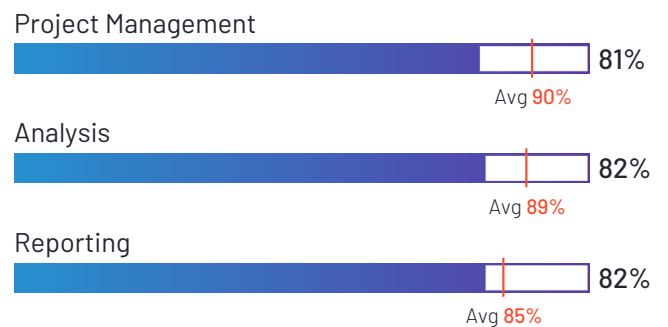
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
QorusDocs



HQ Location
Seattle, WA



Year Founded
2012



Employees (Listed On LinkedIn)
60



Company Website
qorusdocs.com

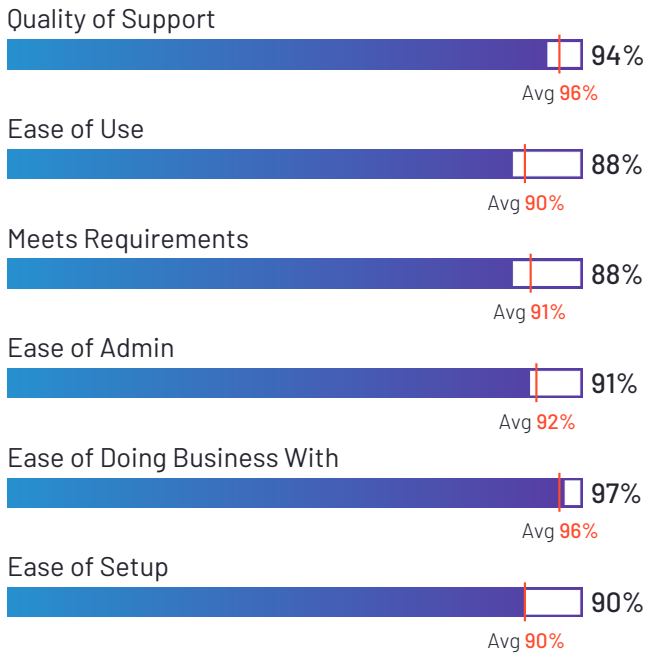


Zip

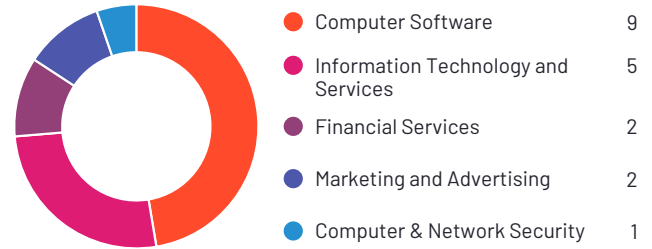
4.7 ★★★★★ (51)

Zip has been named a Contender product based on having a relatively low customer Satisfaction score and large Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 88% of users believe it is headed in the right direction, and users said they would be likely to recommend Zip at a rate of 95%. Zip is also in the Accounts Payable (AP) and Spend Analysis, Procure to Pay, Spend Management, Supplier Relationship Management (SRM), Enterprise Payment, AP Automation, Invoice Management, Strategic Sourcing, Purchasing, and Vendor Management categories.

Satisfaction Ratings



Top Industries Represented



Ownership
Zip



HQ Location
San Francisco



Year Founded
2020



Employees (Listed On LinkedIn)
508



Company Website
ziphq.com

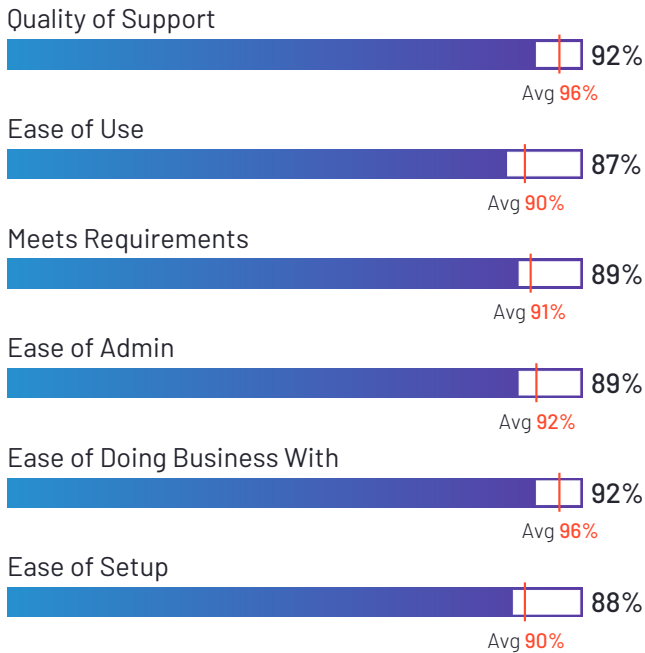


RFP360, a Responsive company

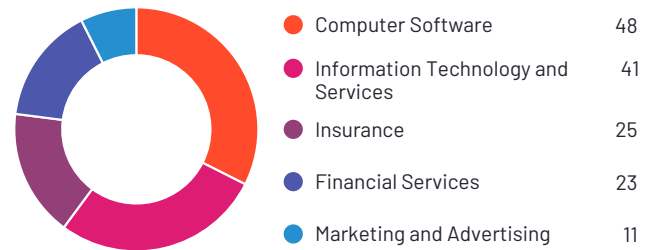
4.4 ★★★★★ (285)

RFP360, a Responsive company has been named a Contender product based on having a relatively low customer Satisfaction score and large Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 94% of users rated it 4 or 5 stars, 85% of users believe it is headed in the right direction, and users said they would be likely to recommend RFP360, a Responsive company at a rate of 88%. RFP360, a Responsive company is also in the Strategic Sourcing, Proposal, and Vendor Security and Privacy Assessment categories.

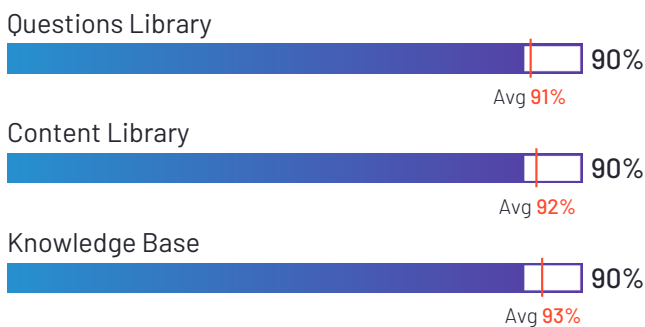
Satisfaction Ratings



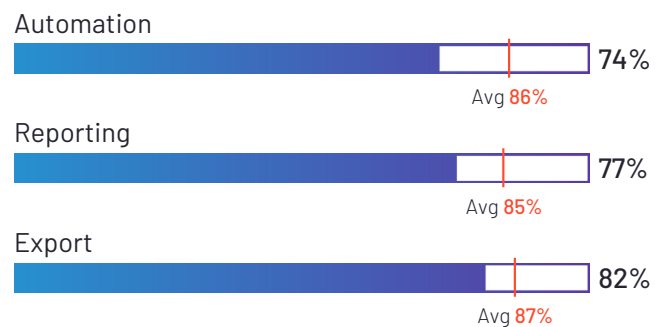
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Responsive



HQ Location
Beaverton, Oregon



Year Founded
2016



Employees (Listed On LinkedIn)
538



Company Website
responsive.io

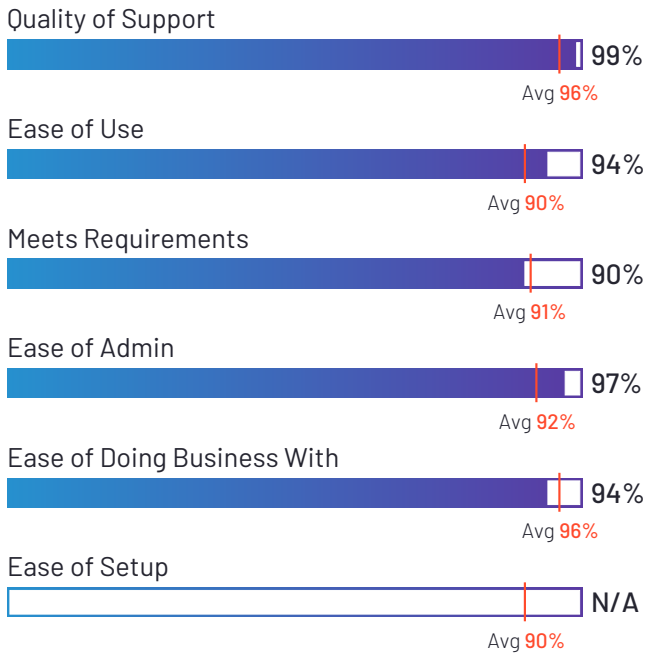


Keelvar

4.7 ★★★★★ (18)

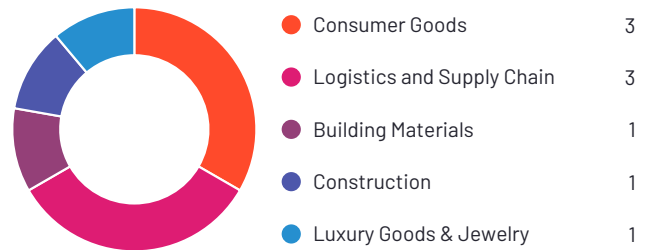
Keelvar has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend Keelvar at a rate of 93%. Keelvar is also in the Strategic Sourcing category.

Satisfaction Ratings

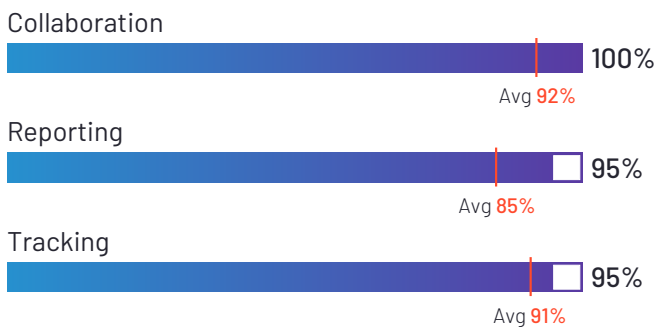


*N/A is displayed when fewer than five responses were received for the question.

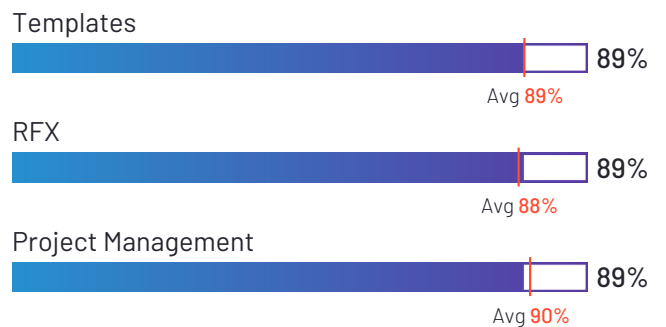
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Keelvar



HQ Location
Cork



Year Founded
2012



Employees (Listed On LinkedIn)
112



Company Website
keelvar.com

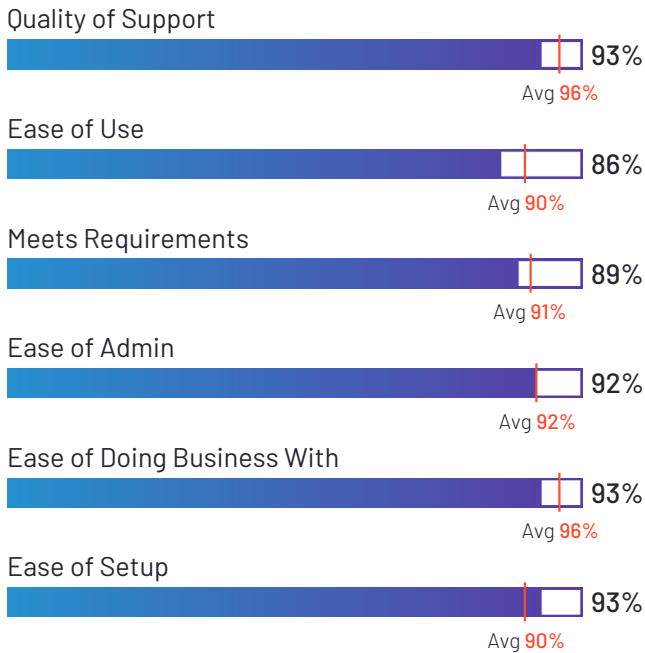


Olive

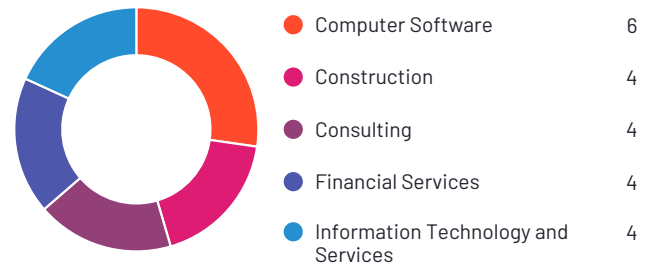
4.4 ★★★★★ (54)

Olive has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 93% of users rated it 4 or 5 stars, 84% of users believe it is headed in the right direction, and users said they would be likely to recommend Olive at a rate of 88%. Olive is also in the Requirements Management, Technology Research Services, and Strategic Sourcing categories.

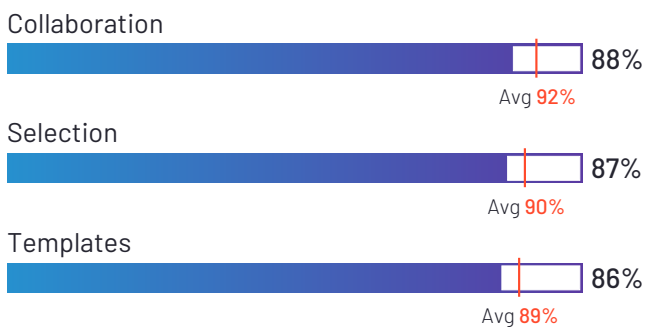
Satisfaction Ratings



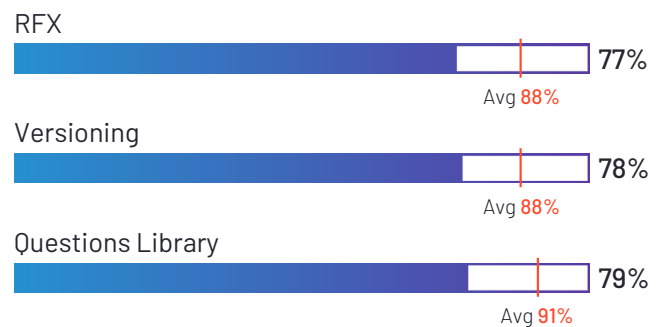
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Olive Technologies



HQ Location
Vancouver, Canada



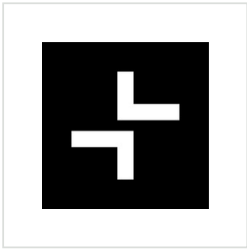
Year Founded
2018



Employees (Listed On LinkedIn)
29



Company Website
www.olive.app

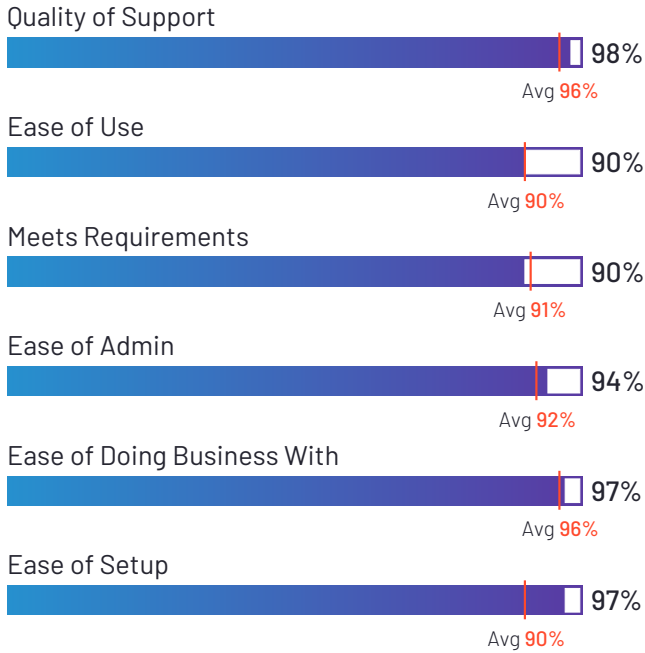


DeepStream Technologies

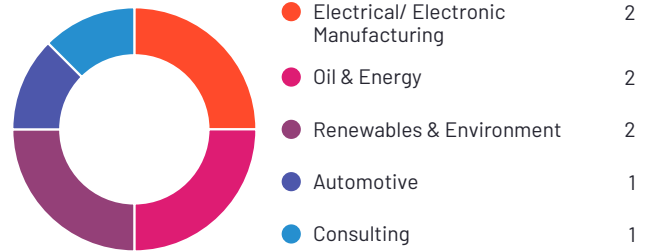
4.8 ★★★★★ (14)

DeepStream Technologies has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 67% of users believe it is headed in the right direction, and users said they would be likely to recommend DeepStream Technologies at a rate of 95%. DeepStream Technologies is also in the Proposal and Strategic Sourcing categories.

Satisfaction Ratings



Top Industries Represented



Ownership
DeepStream Technologies



HQ Location
London, England



Year Founded
2016



Employees (Listed On LinkedIn)
17



Company Website
deep.stream

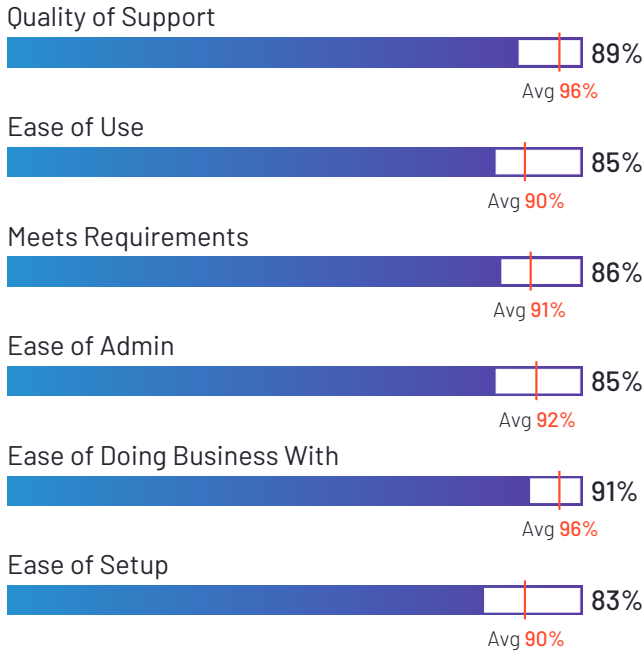


RocketDocs

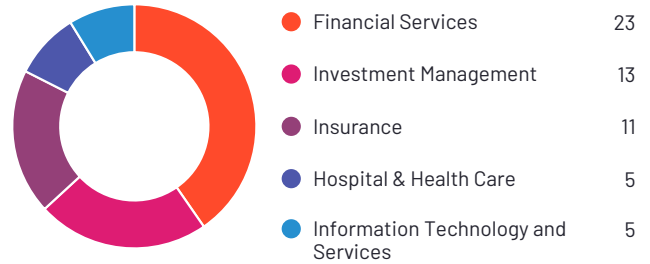
4.2 ★★★★★ (94)

RocketDocs has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 93% of users rated it 4 or 5 stars, 86% of users believe it is headed in the right direction, and users said they would be likely to recommend RocketDocs at a rate of 84%. RocketDocs is also in the Proposal and Document Generation categories.

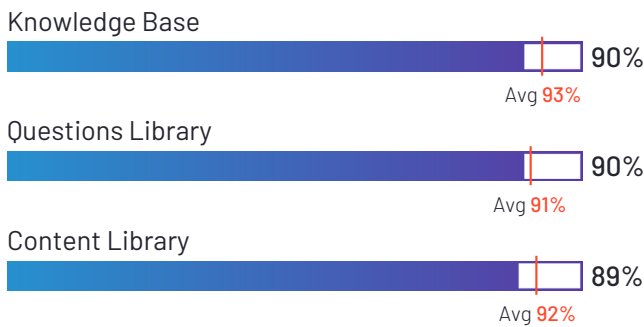
Satisfaction Ratings



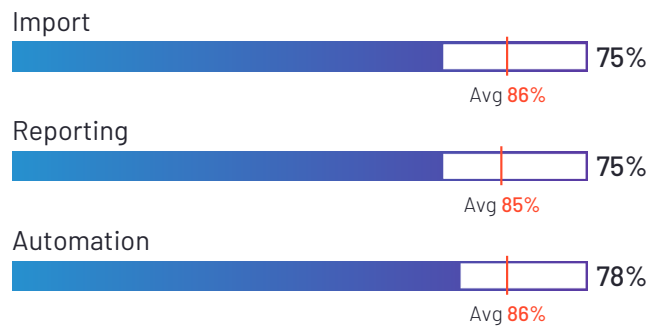
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
RocketDocs



HQ Location
Dallas, TX



Year Founded
1994



Employees (Listed On LinkedIn)
22



Company Website
rocketdocs.com

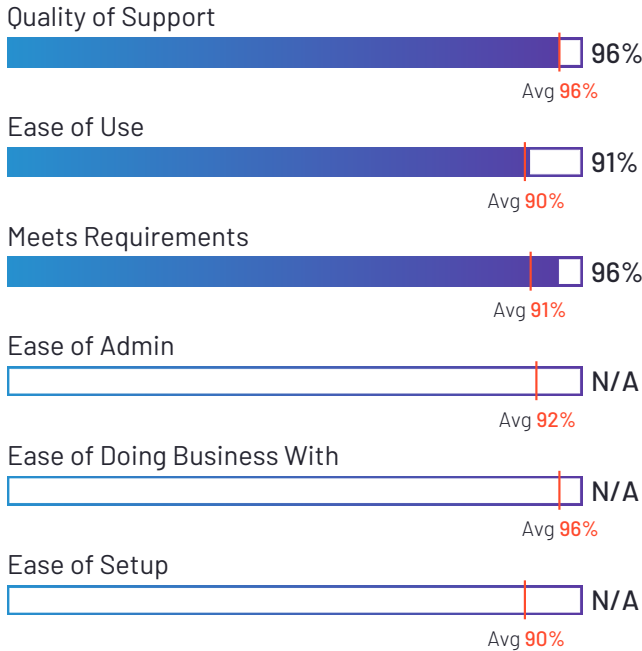


XaitPorter

4.6 ★★★★★ (51)

XaitPorter has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 86% of users believe it is headed in the right direction, and users said they would be likely to recommend XaitPorter at a rate of 91%. XaitPorter is also in the Document Generation, Document Creation, Salesforce AppExchange Apps, and Proposal categories.

Satisfaction Ratings

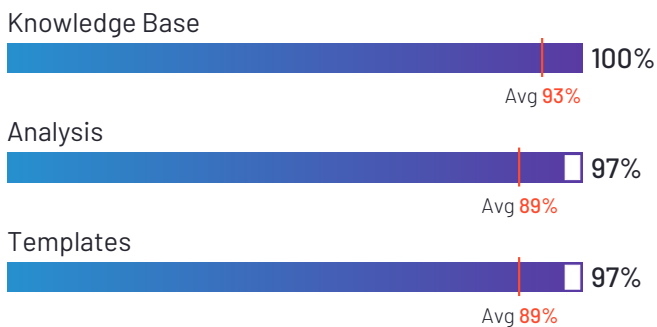


*N/A is displayed when fewer than five responses were received for the question.

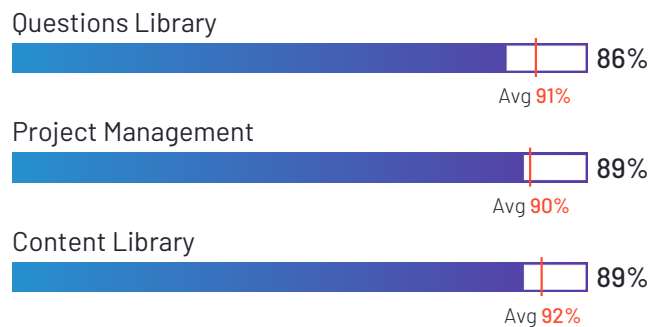
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Xait



HQ Location
Sandnes, Norway



Year Founded
2000



Employees (Listed On LinkedIn)
83



Company Website
www.xait.com

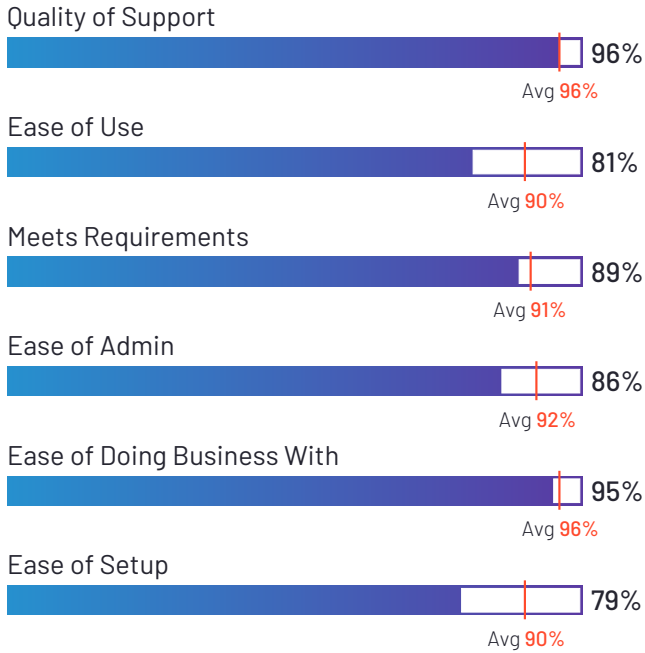


ProcurePort

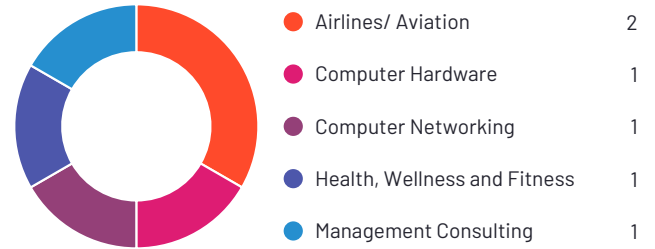
4.0 ★★★★★ (13)

ProcurePort has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 91% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend ProcurePort at a rate of 81%. ProcurePort is also in the Procure to Pay, Strategic Sourcing, Contract Management, Accounts Payable (AP) and Spend Analysis, Invoice Management, and Supplier Relationship Management (SRM) categories.

Satisfaction Ratings



Top Industries Represented



Ownership
ProcurePort



HQ Location
Indianapolis, IN



Year Founded
2011



Employees (Listed On LinkedIn)
7



Company Website
procureport.com

Satisfaction Ratings for RFP

G2 reviewers rated software sellers ability to satisfy their needs as shown in the table below.

	Satisfaction		Satisfaction by Category						Net Promoter Score (NPS)
	Likelihood to Recommend	Product Going in Right Direction?	Meets Requirements	Ease of Admin	Ease of Doing Business With	Quality of Support	Ease of Setup	Ease of Use	Net Promoter Score (NPS) (Range from -100 to +100)
Responsive, formerly RFPIO	92%	92%	91%	89%	95%	94%	89%	90%	74
Loopio	94%	97%	92%	93%	98%	97%	91%	93%	83
Qvidian	87%	92%	88%	84%	94%	91%	83%	84%	54
Avnio Response Cloud	98%	89%	99%	96%	99%	99%	96%	98%	95
Tribble	98%	100%	96%	100%	100%	100%	96%	96%	100
Ombud	94%	100%	88%	95%	97%	98%	96%	95%	87
Precoro	97%	95%	95%	97%	100%	99%	99%	95%	100
QorusDocs	87%	87%	86%	85%	94%	94%	78%	86%	50
Zip	95%	88%	88%	91%	97%	94%	90%	88%	86
RFP360, a Responsive company	88%	85%	89%	89%	92%	92%	88%	87%	56
Keelvar	93%	100%	90%	97%	94%	99%	N/A	94%	84
Olive	88%	84%	89%	92%	93%	93%	93%	86%	55
DeepStream Technologies	95%	N/A	90%	94%	97%	98%	97%	90%	90
RocketDocs	84%	86%	86%	85%	91%	89%	83%	85%	48
XaitPorter	91%	86%	96%	N/A	N/A	96%	N/A	91%	76
ProcurePort	81%	100%	89%	86%	95%	96%	79%	81%	27
Average	91%	92%	91%	92%	96%	96%	90%	90%	73

*N/A is displayed when fewer than five responses were received for the question.

**Net Promoter Score ranges from -100 to +100

Feature Comparison for RFP

G2 users have evaluated the following products by feature. Feature ratings are representative of reviewers overall satisfaction with each feature and do not necessarily take into account the breadth of individual product features. The results are shown below.

RFP Generation

	Templates	RFX	Versioning	Questions Library
Responsive, formerly RFPIO	81%	86%	83%	90%
Loopio	85%	93%	87%	95%
Qvidian	82%	75%	80%	87%
Avnio Response Cloud	98%	98%	97%	99%
Tribble	94%	100%	94%	99%
Ombud	91%	90%	86%	93%
Pecoro	93%	94%	96%	98%
QorusDocs	87%	85%	90%	83%
Zip	N/A	N/A	N/A	N/A
RFP360, a Responsive company	82%	85%	85%	90%
Keelvar	89%	89%	N/A	N/A
Olive	86%	77%	78%	79%
DeepStream Technologies	N/A	N/A	N/A	N/A
RocketDocs	88%	84%	79%	90%
XaitPorter	97%	91%	94%	86%
ProcurePort	N/A	N/A	N/A	N/A
Average	89%	88%	88%	91%

(Feature Comparison for RFP continues on next page)

*N/A is displayed when fewer than five responses were received for the question.

**A blank box indicates that a seller has selected that they do not offer that feature.

Feature Comparison for RFP (continued)

G2 users have evaluated the following products by feature. Feature ratings are representative of reviewers overall satisfaction with each feature and do not necessarily take into account the breadth of individual product features. The results are shown below.

RFP Distribution

	Tracking	Analysis	Selection
Responsive, formerly RFPIO	87%	82%	83%
Loopio			
Qvidian	83%	76%	82%
Avnio Response Cloud	99%	99%	99%
Tribble	100%	99%	97%
Ombud	N/A	N/A	N/A
Pecoro	95%	98%	98%
QorusDocs	83%	82%	83%
Zip	N/A	N/A	N/A
RFP360, a Responsive company	87%	82%	85%
Keelvar	95%	92%	90%
Olive	86%	86%	87%
DeepStream Technologies	N/A	N/A	N/A
RocketDocs			
XaitPorter	94%	97%	91%
ProcurePort	N/A	N/A	N/A
Average	91%	89%	90%

(Feature Comparison for RFP continues on next page)

*N/A is displayed when fewer than five responses were received for the question.

**A blank box indicates that a seller has selected that they do not offer that feature.

Feature Comparison for RFP (continued)

G2 users have evaluated the following products by feature. Feature ratings are representative of reviewers overall satisfaction with each feature and do not necessarily take into account the breadth of individual product features. The results are shown below.

Submissions

	Collaboration	Knowledge Base	Review	Reporting
Responsive, formerly RFPIO	91%	91%	89%	83%
Loopio	94%	94%	92%	85%
Qvidian	84%	87%	81%	80%
Avnio Response Cloud	99%	100%	99%	99%
Tribble	96%	96%	98%	93%
Ombud	94%	96%	96%	N/A
Pecoro	93%	98%	95%	N/A
QorusDocs	83%	88%	85%	82%
Zip	N/A	N/A	N/A	N/A
RFP360, a Responsive company	89%	90%	88%	77%
Keelvar	100%	94%	91%	95%
Olive	88%	81%	86%	86%
DeepStream Technologies	N/A	N/A	N/A	N/A
RocketDocs	88%	90%	86%	75%
XaitPorter	94%	100%	94%	N/A
ProcurePort	N/A	N/A	N/A	N/A
Average	92%	93%	91%	85%

(Feature Comparison for RFP continues on next page)

*N/A is displayed when fewer than five responses were received for the question.

**A blank box indicates that a seller has selected that they do not offer that feature.

Feature Comparison for RFP (continued)

G2 users have evaluated the following products by feature. Feature ratings are representative of reviewers overall satisfaction with each feature and do not necessarily take into account the breadth of individual product features. The results are shown below.

RFP Response

	Project Management	Content Library	Access	Automation	Export	Import
Responsive, formerly RFPiO	88%	89%	89%	78%	84%	82%
Loopio	92%	94%	93%	86%	87%	87%
Qvidian	81%	91%	88%	85%	87%	86%
Avnio Response Cloud	99%	99%	99%	100%	99%	94%
Tribble	96%	99%	99%	99%	93%	98%
Ombud	96%	98%	96%	N/A	N/A	N/A
Precoro	98%	95%	92%	N/A	N/A	N/A
QorusDocs	81%	88%	87%	83%	85%	82%
Zip	N/A	N/A	N/A	N/A	N/A	N/A
RFP360, a Responsive company	89%	90%	88%	74%	82%	83%
Keelvar	89%	89%	91%	89%	N/A	N/A
Olive	82%	83%	86%	84%	82%	83%
DeepStream Technologies	N/A	N/A	N/A	N/A	N/A	N/A
RocketDocs	87%	89%	86%	78%	82%	75%
XaitPorter	89%	89%	89%	N/A	N/A	N/A
ProcurePort	N/A	N/A	N/A			N/A
Average	90%	92%	91%	86%	87%	86%

*N/A is displayed when fewer than five responses were received for the question.

**A blank box indicates that a seller has selected that they do not offer that feature.

Additional Data for RFP

The table below includes a breakdown of the customer segments for each product, as represented by G2 reviewers.

Customers by Size

	Small Business (50 or fewer emp.)	Mid-Market (51-1000 emp.)	Enterprise (>1000 emp.)
Responsive, formerly RFPiO	11%	52%	37%
Loopio	10%	58%	31%
Qvidian	12%	28%	60%
Avnio Response Cloud	38%	43%	19%
Tribble	26%	35%	39%
Ombud	0%	46%	54%
Precoro	33%	63%	4%
QorusDocs	14%	33%	52%
Zip	0%	55%	45%
RFP360, a Responsive company	19%	56%	25%
Keelvar	15%	23%	62%
Olive	16%	44%	40%
DeepStream Technologies	40%	50%	10%
RocketDocs	22%	51%	26%
XaitPorter	23%	46%	31%
ProcurePort	36%	45%	18%
Average	20%	46%	35%

(Additional Data for RFP continues on next page)

*N/A is displayed when data is not publicly available.

Additional Data for RFP (continued)

The table below highlights implementation and deployment data as indicated in real user reviews on G2.

Implementation

	Deployment		Implementation Time	Implementation Method				Number of Users Purchased	Contract Term
	Cloud	On-Premises	Avg. Months to Go Live	In-House Team	Seller Services Team	Third-Party Consultant	Don't know	Median Number of Users Bought	Avg. Contract Term (Months)
Responsive, formerly RFPIO	85%	15%	1.7	72%	13%	0%	15%	17	17
Loopio	79%	21%	1.5	71%	14%	0%	15%	17	15
Qvidian	100%	0%	3.2	51%	24%	3%	22%	17	23
Avnio Response Cloud	64%	36%	0.5	33%	67%	0%	0%	7	15
Tribble	100%	0%	N/A	80%	20%	0%	0%	N/A	N/A
Ombud	86%	14%	1.7	57%	14%	0%	29%	N/A	24
Precoro	86%	14%	1.8	67%	11%	0%	22%	N/A	22
QorusDocs	77%	23%	4.5	67%	13%	0%	20%	75	15
Zip	100%	0%	2.1	43%	43%	0%	14%	175	26
RFP360, a Responsive company	65%	35%	1.8	64%	16%	0%	20%	17	16
Keelvar	N/A	N/A	N/A	20%	60%	0%	20%	N/A	N/A
Olive	82%	18%	1.8	92%	8%	0%	0%	7	7
DeepStream Technologies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
RocketDocs	47%	53%	3.1	62%	24%	0%	14%	7	16
XaitPorter	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
ProcurePort	100%	0%	0.8	71%	29%	0%	0%	3	N/A

(Additional Data for RFP continues on next page)

*N/A is displayed when data is not publicly available.

Additional Data for RFP (continued)

The table below highlights the average user adoption of each product as indicated in real user reviews on G2.

User Adoption and Return on Investment (ROI)

	User Adoption	Payback Period
	Average User Adoption	Estimated ROI (payback period in months)
Responsive, formerly RFPIO	59%	12
Loopio	66%	11
Qvidian	58%	21
Avnio Response Cloud	82%	10
Tribble	N/A	N/A
Ombud	67%	N/A
Pecoro	45%	N/A
QorusDocs	41%	16
Zip	78%	8
RFP360, a Responsive company	52%	14
Keelvar	N/A	N/A
Olive	48%	18
DeepStream Technologies	N/A	N/A
RocketDocs	73%	16
XaitPorter	N/A	N/A
ProcurePort	27%	N/A
Average	58%	14

(Additional Data for RFP continues on next page)

*N/A is displayed when data is not publicly available.

Additional Data for RFP (continued)

The table below highlights third-party market presence data used to inform the G2's Market Presence Score that highlights each products impact and influence in the category.

Market Presence

	Seller Name	Year Founded	Employees on LinkedIn (Seller)	LinkedIn Followers	Twitter Followers (Seller)	Glassdoor Rating
Responsive, formerly RFPiO	Responsive	2016	538	45,978	1,859	4.3
Loopio	Loopio Inc.	2014	275	24,519	1,769	4.4
Qvidian	Upland Software	2010	1,032	19,295	923	3.3
Avnio Response Cloud	Loopio Inc.	2014	275	24,519	1,769	4.4
Tribble	Tribble	2023	8	3,153	23	N/A
Ombud	Ombud	2011	48	2,608	298	3.9
Precoro	Precoro	2014	80	3,138	881	5.0
QorusDocs	QorusDocs	2012	60	5,107	2,813	4.5
Zip	Zip	2020	508	11,697	257	3.3
RFP360, a Responsive company	Responsive	2016	538	45,978	1,859	4.3
Keelvar	Keelvar	2012	112	6,834	889	4.3
Olive	Olive Technologies	2018	29	3,211	204	N/A
DeepStream Technologies	DeepStream Technologies	2016	17	4,263	62	4.2
RocketDocs	RocketDocs	1994	22	1,920	48	3.7
XaitPorter	Xait	2000	83	5,262	738	3.9
ProcurePort	ProcurePort	2011	7	389	208	3.0

*N/A is displayed when data is not publicly available.