

Proposal-Net

Web-Based Proposal Management Software

Capture and Use All of Your Proposal Information

Eliminates Physical and Organizational Boundaries

Encourages Team Thinking and Team Work

Makes Work-in-Progress Available to Remote Departments and Organizations

Provides Easy Access to Components From Past Proposals

Improves Quality Control and Turnaround Time

Make the Most of Every Proposal Opportunity! Gain Access to Previous Work and Assumptions! Take Charge of Version Control!

Use Every Asset!

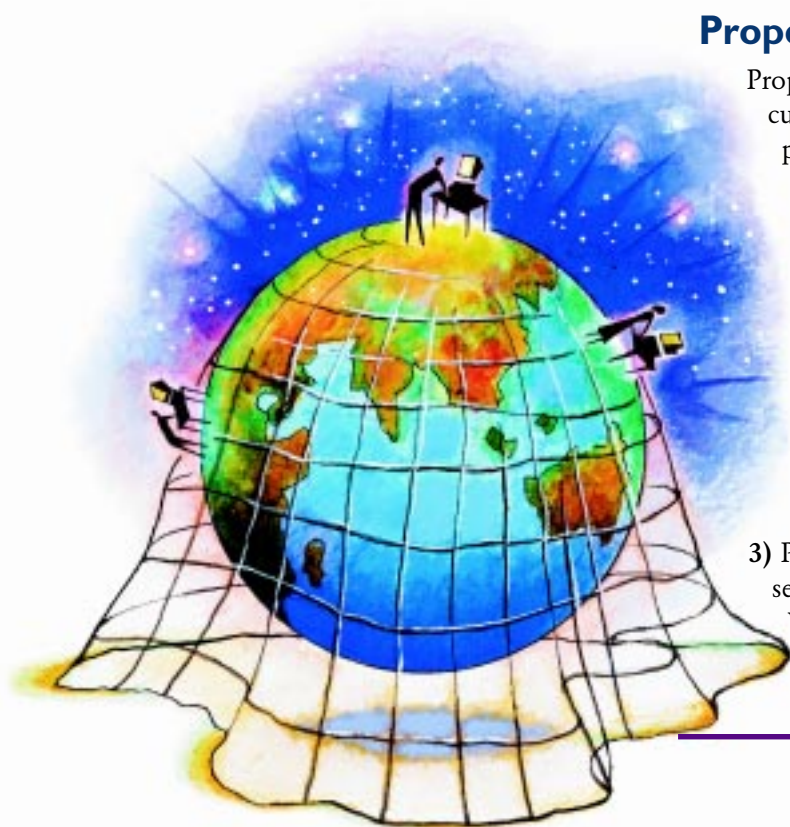
Managing proposals is a function of asset control. And, for the most part, assets in proposals are people, data, formulas and history. Even though corporations may spend hundreds of thousands of dollars preparing proposals, they often don't adequately protect or fully use or manage these 'assets.' Information from previous proposals resides in peoples' heads, on dozens, maybe hundreds, of PCs and in file cabinets. Best case, the information is difficult to reassemble and use again. Worst case, it is gone forever. And so, essentially, the process begins anew for every proposal. If the people who worked on past proposals are working on the current proposal and if the current proposal is similar to recent proposals, the company *may* benefit by using some of the work that has gone before. When that happens, it is more frequently serendipitous than part of a well-organized plan.

Proposal-Net Manages and Maintains

Proposal Data

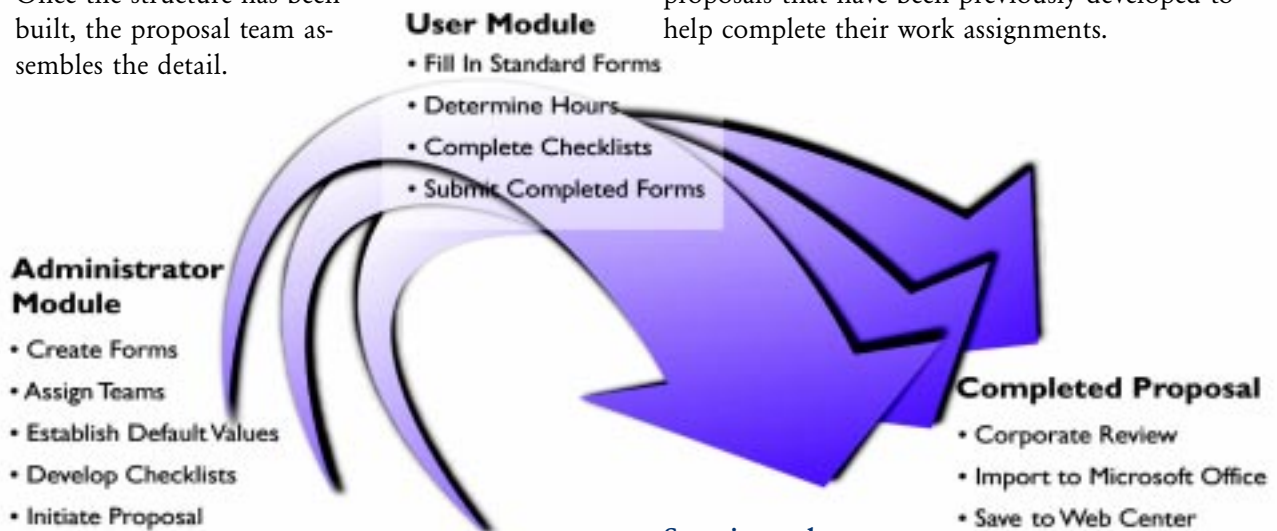
Proposal-Net software is designed to bring order to the current proposal and to make maximum use of all previous proposals. It expedites proposal preparation and coordinates the flow of information.

- 1) Proposal-Net maintains an enterprise-wide repository of the knowledge/information used in all previous proposals. The repository is maintained in a web center where employees can access and use all of the materials from previously prepared proposals.
- 2) Proposal-Net's Administrator Module defines and maintains corporate-wide standards for assumptions and underlying costs used in proposal preparation.
- 3) Proposal-Net provides a simple, web-based structure that serves as an information and communication center. Web pages and the information they contain can be designed to follow a WBS (work breakdown structure).



An Enterprise-Wide Solution to Proposal Preparation

Administrator Module: Proposal-Net's Administrator Module is the heart of the system. It is where a proposal is first initiated and where the company's building blocks for proposals are created. **Pre-defined Forms and Formulas:** The administrator module provides tools to create standard proposal templates that predefine tasks. Formulas can be created to calculate the cost of specific types of work. These equations can be saved and applied to future proposals. Tasks can be organized into categories/departments of activities. The work of the Administrator Module is basically that of creating a 'shell' for a proposal. Once the structure has been built, the proposal team assembles the detail.



Web-Centered Communications: Proposal-Net provides the tools to create a proposal web center. The web center serves as a central communication mechanism for everything that happens during a proposal's preparation from draft to final version. A proposal web center can be set up to be accessed via intranets and over the Internet. **Automated E-mail:** Proposal teams and members are defined in the administrator module. Standard e-mail messages can be created and sent to pre-defined lists of teams members. **CheckLists:** The proposal process is tracked by checklists created by administrator and completed by the users. This ability to create and track custom checklists ensures that a proposal and all of its elements are complete when issued from the Administrator Module.

User Module: Once a proposal has been initiated, forms and templates developed and team members assigned, the User Module takes the focus. Within the User Module, team members begin the detail work - labor hour estimates, hardware costs, testing requirements etc. - to build the proposal. Option codes track estimate versions. Pre-defined equations automatically build line item costs and checklists ensure that every element is fully developed. Team members have access to everything contained in previous proposal work. They have the time-saving luxury of using estimates, definitions, descriptions and boilerplate from any and all proposals that have been previously developed to help complete their work assignments.

Security and

Platforms: Proposal-Net's security can be set to discriminantly share the information at a proposal's web center. This makes it much easier to involve consultants and subcontractors in the proposal process without divulging proprietary information. Each participant, depending on his or her function, can be granted read only or read/write access and can be assigned web access based on levels in the web-center structure.

Proposal-Net is platform independent. Designed with the latest client-server technology, Java and Oracle, it can reside on any web server that supports Oracle 8. Individuals can access Proposal Net and its knowledge based using any computer that is connected to the server and runs a Netscape or Internet Explorer browser, version 4.0 and higher.