



# The World's First RFP Technology Platform Built to Solicit Exact and Measurable Responses

**DirectRFP simplifies the procurement process while ensuring you find the right vendor for your needs.**

- 1 Procurement Officers must fulfill complex legal and financial conditions in complicated RFPs.
- 2 The solution: automation to allow disparate teams to work from a single view to complete the RFP.
- 3 Every addition, change, and approval is documented by a digital footprint to ensure a 100% complete audit trail for compliance and transparency.
- 4 Once published, a single click allows buyers to invite prospective bidders and get their RFP in front of qualified vendors.
- 5 Bidders create accounts and begin completing their proposal right within the platform.
- 6 Buyers can see the progress of proposals in real-time and communicate directly with bidders through the platform.
- 7 Once closed, procurement teams traditionally spend weeks weeding through proposals, comparing pages and pages of documents and responses.
- 8 This process is frustrating for both the buyer and vendor, as misinterpretation and biases can cloud decisions. With DirectRFP, questions are weighted and scored ahead of time and proposals can be easily compared in real-time.



Create, share, and measure RFPs in a single view; providing a full audit trail for compliance.



See bidder activity in real-time, score vendor proposals instantly, and crush RFP turnaround times.

## Key Challenges Solved



### Challenge #1:

#### Creation and Deployment

The time and effort to create and deploy multiple RFPs can tie up your team and resources; resulting in RFPs often never getting off the ground.



### Challenge #2:

#### Scoring and Analysis

The effort wasted in analyzing vague and ambiguous paragraph-based answers often leads to misinterpretation and confusion.



### Challenge #3:

#### Transparency

The lack of analytics, tracking and reporting often creates distrust and anti-compliant RFPs and vendor (responder) frustration.

**60%** reduction in RFP creation time

**50%** reduction in cost

*DirectRFP reduces 60% of the time and 50% of the cost of the procurement process.*

Selecting from a library of past questions DirectRFP will automate 90% of your RFP allowing you to spend more time on the critical information unique to your project.

# A Win-Win for Buyers and Vendors

## Ease-of-use attracts the most qualified vendors.



Instantly invite prospective vendors and attract more qualified proposals to widen your selection pool. *Once the proposals begin rolling in, DirectRFP gives you real-time bidder progress and instant scoring, making it simple to select the most qualified vendor.*



“ Responding to RFPs has never been more easy. We can quickly ascertain our client needs and respond with the exact solution requirements. Traditional paragraph-based, open-ended RFPs can invite ambiguity; DirectRFP®’s exact sections that require specific answers on a wide-range of telecom and cloud requirements means that we’re able to answer each question to best support our client’s needs. ”

- **Chris Werpy**, Senior Vice President, Solutions and Services



## DirectRFP Access Roles

Pay Per RFP Issued (\$1500 per RFP)  
No Monthly User Fees. No Other Hidden Fees.



**Buyers**  
(Unlimited)

Day to day management, monitoring of all RFPs

Management dashboard including all key metrics and KPI

Role-based security - ability grant access privileges to all or some parts of the RFP



**Bidders**  
(Vendor, Unlimited)

Bidders receive invites from Buyers to participate in RFPs

Ability to assign multiple bidders within one organization

Respond to multiple bids simultaneously