OneTeam InSights

Software Releases & New Features

OneTeam released updated features on August 18 and September 30, 2022. Key features and updates are detailed on the following pages.
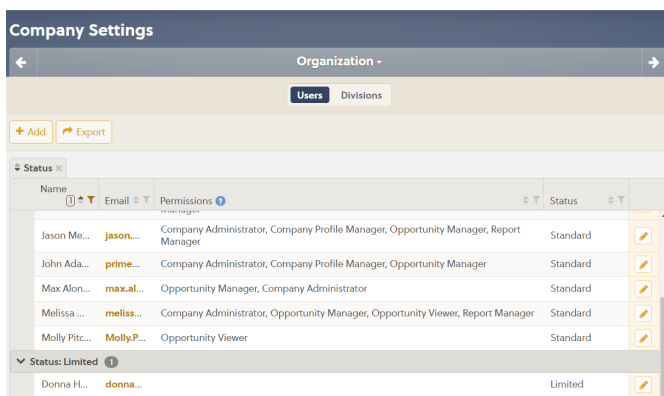
New Feature

Limited User Licenses

Several of our customers have requested a more limited permission license for their **internal Writers and Reviewers.** OneTeam now offers **Limited User licenses**. Limited Users can only be assigned the role of Writer or Reviewer. They cannot update Opportunity Information, and they cannot function as a Capture or Proposal Manager.

Subcontractor users have been able to join in the OneTeam proposal process for quite some time, but internal subject matter experts (SMEs), Writers, and Reviewers require a license or seat.

Traditional OneTeam Users are now called **OneTeam Standard Users**, they must have a license or seat, can be assigned to all opportunities in a company's pipeline, and can be a Capture Manager or Proposal Manager.

OneTeam customers can purchase individual licenses for Limited Users for a lower price than Standard Users. There is no minimum or maximum number of Limited Users a company can have. Limited Users are available for $10/month ($120 per year). 5 or more Limited Users are $100/year. You can add users at any time of your contract year and pricing will be prorated.

If you would like to discuss adding Limited Users to your existing OneTeam subscription, contact Melissa at sales@oneteam.net.

Help!

♦ Does your team need training on implementing new features? Email Donna Hamby

♦ Did you run into a problem working in OneTeam?

Support

♦ First try the **Support** button, search for your issue and see if there is a tutorial or answer to your issue.

♦ Next try the **Support Chat** button. If chat does not find a solution, OneTeam will open a ticket and notify our service team.

♦ **Are you a GovCon and need a demo to see if OneTeam is right for your company?**

Request a Demo

New Feature
GovWin Credential Notification

Many OneTeam users use GovWin for building and updating their pipeline. If you have the automated GovWIn integration, OneTeam checks your company's GovWin marked opportunities hourly for updates.

GovWin requires that all users re-enter in their GovWin credentials every 30 days. If your GovWin credentials are not entered into GovWin by day 30, your OneTeam updates from GovWin will be paused. This is not an action on OneTeam's part, it is a requirement in using GovWin's API.

We have updated the notification in OneTeam, so that when your credential expires, you will now see a RED warning box with the information shown below.
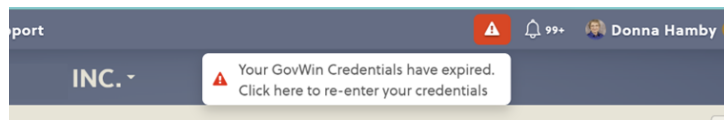
Users will also receive an email notifying them of the credential expiration. You will receive 1 email a day, until the credential is updated. The email is shown below and includes a link to update the GovWin credential.

Note: Your company will not receive updates or new opportunities from GovWIn if your company credentials are expired! Only Company Administrators can update the GovWin credentials.
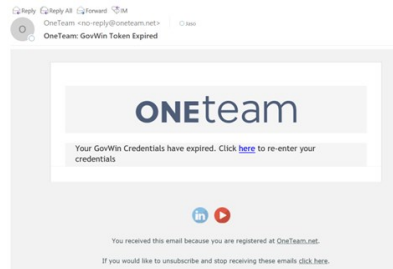
Updated Feature
OneTeam API

The OneTeam API is available for our users to download OneTeam data to integrate with other company software/system data. Some OneTeam users download OneTeam data to feed their Power BI reports that may be used in monthly, quarterly, or annual reports. Other users integrate OneTeam revenue data with their actual accounting data for better revenue projections or to aid in budgeting for upcoming months or years. We have made some upgrade in this software release to improve the OneTeam API. If you have questions about the API, contact Donna for more information.
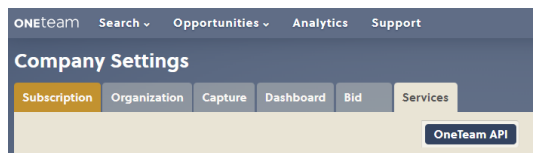
Melissa Gabor Midyett, Solutions Engineer

Melissa began her career as a government contractor in 2001. After working in both Project Management and Finance, she transitioned to Business Development starting as a Proposal Specialist and working her way up to VP of Business Development. Along the way, she learned the ins and outs of BD with small and large companies and proposal teams working stateside and abroad.

Preparing submissions to clients across the governmental, NGO, and commercial sectors resulting in awards ranging into the billions of dollars gives her an appreciation for attention to detail and the dedication of BD teams.

Melissa is certified at the Practitioner-level of the Associate of Proposal Management Professionals (APMP). She holds a BA in International Relations from Kent State University.

Melissa resides in east Tennessee, she is involved in her local community sitting on the Knoxville Opera board of directors and the Knoxville Museum of Art marketing committee. During her non-work hours, she is a voracious reader who also enjoys F1 racing, baseball, and camping.

Melissa previously used OneTeam and is excited to enter a new phase of her career—sharing the OneTeam platform that makes work and life better for fellow BD professionals. Melissa will introduce OneTeam to potential clients and help companies realize their potential for growth as they streamline and automate manual processes.

Quote of the Month

OneTeam visited the Energy Technology & Environmental Business Association (ETEBA) Business Opportunities Technical Conference (BOTC) in Knoxville, Tennessee on October 4-6, 2022.

After a quick demo of OneTeam, Dan (a visitor to the booth) exclaimed, **"Wow! This is so much better than SalesForce!"**

We agree with you Dan, OneTeam was designed specifically for GovCons and their unique BD terminology, timelines, and needs. We look forward to welcoming you to the OneTeam family soon!

Upcoming Webinar—BD Pipeline Automation

Date: Tuesday, October 18, 2022

Time: 12 noon—1 pm CT

Key Features: Do I need a Pipeline?
Build the Pipeline
Customize OneTeam to your BD Process
Manage the Pipeline
Pipeline and Revenue Projections
Navigate the Pipeline

Who should Attend: BD Managers, Capture Manager, Proposal Managers

WEBINAR
Business Development Pipeline Automation with OneTeam
Oct 18, 2022 12-1 pm CT