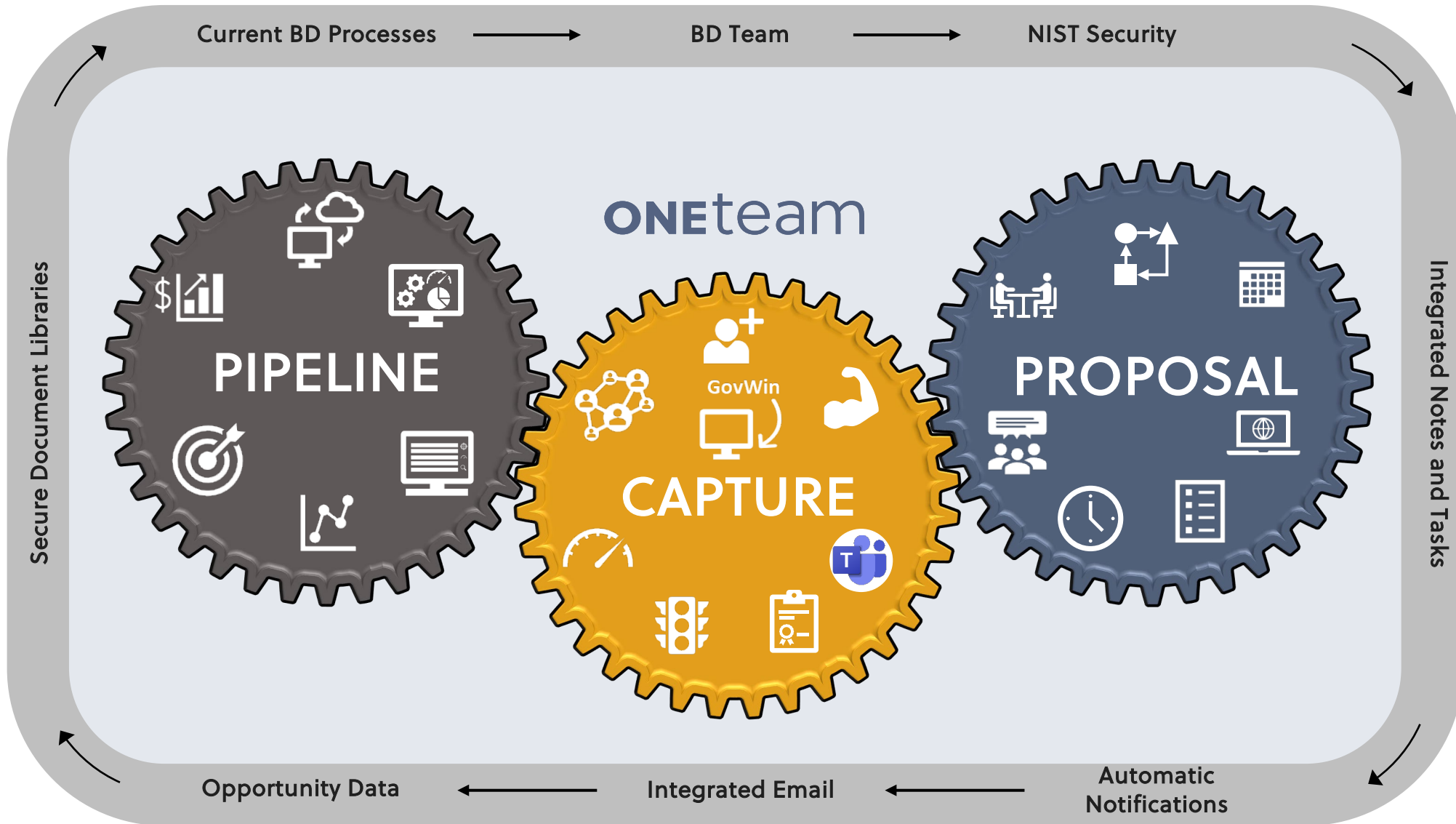


ONETeam

Integrated Cloud-Native Business Development Platform



Business Development & Pipeline Management



Revenue Projections

Embedded analytics with Power BI for revenue forecasts, factored revenue.



Strategic Planning

Assess long-term and short-term planning, create custom reports, and pipeline views.



Current Tool Integration

Auto-imports and updates from GovWin or Salesforce, and integration with Microsoft 365, Teams, and Outlook.



Opportunity-Centric Pipeline Management

Single point of truth for BD lifecycle. Data is secure, easily accessible and automatically updated.



Pipeline Analytics

View and assess overall health of opportunity pipeline by division or company level.



Business Development Dashboards

Visualize timeline, revenue, win/loss ratio, pipeline by company or division.

Capture Management



Gate Reviews

Create custom gate review checklists, tasks, and charts. Set criteria for advancing to next phase.



Capture Planning

Integrate tasks, notes, meetings, events, contact plan, team info, and strategies in single location.



GovWin Integration

Auto create opportunities with 50+ data fields, add newly identified bids, and receive auto-updates from GovWin.



SWOT Analysis

Search for intel on competitors and conduct SWOT analysis.



Microsoft Teams Integration

Integrate with Microsoft 365, Teams, SharePoint for secure NIST & CMMC compliant collaboration.



Team Management

Search for teaming partners, manage workshare, NDAs, TAs, and subcontractor permissions.



Qualification Matrix

Customize to your BD process, track progress with quantitative approach based on Shipley or other methodical approach thru bid process.



Dynamic Capability Matrix

Customize, auto workflow, aggregate team responses, build team with 'what-if' scenarios.

Proposal Management & Development



Auto-generate Word Writer Packages

Define writers in Proposal Manager Dashboard and auto-generate writer packages in Microsoft Word without cutting/pasting RFP annotations.



Automated Workflows

Easily generate workflows to send, receive, accept, or reject data calls, emails, tasks, and assignments to internal team and subcontractors.



Collaborative Color Team Reviews

Auto-Generate color team review documents from writer packages without cutting/pasting. Reviewers score in OneTeam Word add-in.



Proposal Outline

Develop proposal outline and link RFP requirements to eliminate annotated outline. Requirements show in OneTeam Word add-in.



Secure Subcontractor Collaboration

Subcontractor writers and reviewers only access proposal documents for their assigned section, complete capability matrix, and view public information.



Proposal Schedule

Integrate opportunity milestones, color team reviews, tasks, and deadlines. Opportunity team notified of schedule updates in auto-notifications.



Capture Integration

Integrate capture strategies into winning proposals by mapping them to proposal outline, where it is visible to writers and reviewers.



Real-Time Status

View real-time status of writers' progress and reviewer' scores in Proposal Manager Dashboard. Receive auto-notifications.