# Why OneTeam?

**ONE**team

### Integrates the Entire BD Lifecycle

**Identification** ➡ **Qualification** ➡ **Capture** ➡ **Proposal** ➡ **Submittal**

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### Single Source of Truth

Customer Notes, Documents, Planning, Capture Strategy, SWOT Analysis, Schedule, Tasks, Gate Reviews, Qualification Matrix, Pipeline Management, Teaming, Proposal Development, Revenue Projections, Strategic Planning, and much more.

### Cloud-Native

Born and Built in the cloud for maximum efficiency for your virtual or co-located BD Team. New features and updates do not require long downtimes to implement.

### Secure

Currently store documents on Azure Government Cloud, FedRAMP High.
Letter of Attestation as SAAS provider for support customers' Security Plan and CMMC process will be available after August 2023.

### Customizable

Customize the terms and processes to your successful BD processes.

### Scalable

Your OneTeam subscription grows as your BD Team and your company grows!

### Time-Saving Integrations

Microsoft Teams, Outlook, GovWin, SalesForce, Word, and more!

### Real-Time Status not Outdated Reports

Dashboards provide real-time status, not reports that may have changed since downloading.

### Supports Shipley BD Processes

Supports over 90 of the Shipley 96-step BD process.

### Continuous Improvement and New Features

Adding many new features and updates each year at no additional cost

**Follow OneTeam on LinkedIn** and keep up with blogs posts, new features, and news from the GovCon BD world!

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## CAPTURE

OneTeam organizes Pipeline and Bid Data, so

Capture Managers can **Focus on Developing Winning Strategies.**

### 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 processes, track progress with quantitative approach to bidding 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.

Time and Resource saving during Capture activities:

- **GovWin automation** for opportunity data – reduces typing errors and saves at least 10 minutes per opportunity!
- **Gate Reviews** – reduces manual inputs of data into PowerPoint slides as OneTeam automatically populates over 40 fields from capture data, saving hours per review.
- **Auto workflows** for NDAs, teaming agreements, and data calls saves time looking for completed documents, and organizes every document by opportunity.
- **Integrated Capability Matrix** – reduces combining company responses into a single response, and allows you to play 'what-if' scenarios with a single click to asses different teaming arrangements.
- **Real-Time Qualification Matrix** – assess opportunities throughout lifecycle and keep snapshots of each assessment for easy review and decision making.

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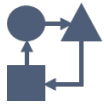
**ONE**team

## PROPOSAL

OneTeam automates proposal tasks, so
Proposal Managers can **Focus on Developing Compelling, Winning Bids.**

### Auto-generate Word Writer Packages

Define writers in Proposal Manager Dashboard and auto-generate writer packages in Microsoft Word. Get documents to writers quickly and save hours and resources by not cutting/pasting RFP annotations into multiple documents.

### Automated Workflows

Easily generate automated workflows to send, receive, accept, or reject data calls, emails, tasks, and assignments to internal team and subcontractors. Never email documents – simply provide links to securely work within OneTeam.

### Collaborative Color Team Reviews

Auto-Generate color team review documents from writer packages without cutting/pasting. Reviewers score volumes in OneTeam custom Word add-in. Save 10-12 hours on EACH review using our Word Add-In and Microsoft 365 collaboration!

### Proposal Outline

Develop proposal outline and link RFP requirements to eliminate the tedious annotated outline. Requirements are shown in OneTeam Word add-in for writers and reviewers.

### Secure Subcontractor Collaboration

Subcontractor writers and reviewers only access proposal documents for their assigned section for specific opportunity, complete capability matrix, and public opportunity info.

### 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 reviewers' scores in Proposal Manager Dashboard. Receive auto-notifications.

Time and Resource saving during Proposal activities:

- **Auto-generate Writer packages** instead of manually creating an annotated outline saves hours per proposal.
- **In application proposal writing and review** reduces emailing documents, where subcontractors can keep your competition sensitive information.
- **Color Team Reviews** leveraging OneTeam's Word add-in and Microsoft 365 reduce review time by hours and eliminates manual combination of review comments.

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## PIPELINE

OneTeam integrates the BD team, processes, and technologies, so
BD and Pipeline Managers can **Focus on Growing the Business.**

### 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.

## Learn More About OneTeam

OneTeam is a complete, secure, cloud-native collaboration platform for GovCons to track, qualify, capture, propose and win more contracts. See how OneTeam can streamline and automate your BD Team and processes with this **3-minute video**.

**Request a Demo!**

OneTeam was designed and developed by a federal government contractor to address the pain associated with winning government contracts. **Request a demo** of OneTeam to see how we can tailor a solution to fit your business size.

**Email OneTeam** to discuss our free full-feature 30-day trial for your entire BD Team! Or call us at 202-909-0346 and we will have a Solutions Engineer return your call!