

Expedience Software and Strategic Proposals Resources Forge Partnership to Accelerate RFP and Proposal Automation

Partnership Integrates Next Generation Proposal Automation Solutions with Proven Implementation Methodology to Increase ROI in Software Investments

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BOSTON--([BUSINESS WIRE](#)) - [Expedience Software](#) and [Strategic Proposals Resources](#) (SPR) today announced a technology and integration partnership to maximize the efficiency of implementation of leading-edge Microsoft *Word*[®] based Expedience Software Suite.

The landmark partnership aims to redefine the challenging work of RFP response by combining three core capabilities:

- A new class of Proposal Automation software developed and contained completely within *Word* with no outside software beyond *Word*[®]'s native components and structures - truly 100% *Word*[®];
- Comprehensive assessment models for organizing content, defining roles, and training users to ensure a systematic approach that supports processes proven to work most effectively;
- An accelerated implementation model focused on getting the lead users into production very rapidly.

By keeping the user entirely within Microsoft *Word*[®], training requirements are reduced, adoption is accelerated and productivity is increased. The result is that centralized proposal teams directly responsible for producing proposals can get into production within days and realize dramatic reductions in the time and effort involved in each RFP or proposal.

"Expedience is thrilled to be entering into an alliance with Strategic Proposals Resources, a company we greatly admire," said Melissa Mabon, CEO and Chief Technology Officer for Expedience Software. "Through this partnership we're able to build on SPR's innovative approach to proposal software implementation and dramatically improve time-to-production. The result is greatly accelerated and amplified customer ROI on their software investment."

SPR offers implementation services for Expedience in two project models, a QuickStart Implementation model and an Enterprise Deployment Model. The Expedience QuickStart Implementation provides a very rapid implementation for proposal teams that have knowledge of Microsoft *Word*[®], a content library ready to connect and the resources to move quickly. The Expedience Enterprise Deployment model, by contrast, provides the planning, configuration, training and content-preparation services required by distributed proposal teams that include proposal managers, SMEs, writers, and the sales team.

According to Ken Lownie, one of the founders of SPR, "Adding Expedience as a partner was a big decision, because we want to focus on a small number of great solutions, but Expedience brings a fundamentally different approach to proposal and RFP software. As soon as I saw the product in action I knew we had to be a part of the extended Expedience team."

About Expedience Software

The Expedience Software Suite provides the ideal solution for RFP/RFI response, due diligence questionnaires, and compliance review. Expedience helps proposal professionals to create timely, accurate and attractive quotes and proposals using only one software platform – the simplicity of Microsoft *Word*[®]. Expedience Software is recognized as a market innovator in the RFP/RFI automation industry providing simple solutions to respond quickly and accurately to revenue opportunities resulting in a greater volume of responses and increased win-rates. Expedience Software serves financial services, asset management, healthcare, legal, business services, manufacturing and technology organizations. www.expediencesoftware.com.

About Strategic Proposals Resources

Strategic Proposals Resources (SPR) helps organizations implement automated proposal systems. The SPR team includes principal consultants with decades of experience working with proposal software, from the early days of Pragmatech to the latest tools from Expedience. The SPR approach to implementing proposal solutions centers on speed and flexibility. They get customers into production quickly, and then work with them to evolve rapidly, incorporating process improvements and best practices along the way. www.strategicproposalresources.com

For more information and to request an online product demo, visit www.expediencesoftware.com.

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Media Contact:

Sharon Coddington, 978-378-5330

scoddington@expediencesoftware.com

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