


# VisibleThread

Improve Compliance, Reduce Risk  
& Win More Business


\$528k

 Dollars saved per year on average

9.8%

 Average increase of PWIN rate

66.7h

 Time saved per proposal on average

## Additional Revenue from Increasing the PWIN

All Customers Surveyed

\$ 438,849,249



"...we have seen an **80%** decrease in the amount of time it takes to **shred a contract**, and **develop a matrix** to evaluate our performance against that contract."

**Holly Meyer**

Director - Business Development | Noridian Healthcare Solutions

Trusted by

accenture

BAE SYSTEMS

BOEING

GENERAL DYNAMICS

intel

## 2019 VisibleThread National User Conference Survey Results: VisibleThread Docs increasing PWIN

Tasks that are Electronically Automated by the VisibleThread Docs Software	Can it increase your Probability of Winning (PWIN) by 1% ?
Ensure Excel Compliance Matrix has all the requirements	<b>100% said yes</b>
Locate every FAR Clause	<b>83% said yes</b>
Review for risky language in the RFP and your response	<b>75% said yes</b>
Compare changes between two versions of a document (MS Word or PDF)	<b>92% said yes</b>
Compare changes between two versions of MS Excel Workbooks	<b>75% said yes</b>
Check Acronyms and Extract Acronyms	<b>83% said yes</b>
Review for Cliches in the response	<b>50% said yes</b>
Review your proposal to make sure it matches the RFP (Compliance Gap Analysis)	<b>92% said yes</b>
Review your proposal for readability	<b>100% said yes</b>
Check for clarity of message, understandability & single voice	<b>92% said yes</b>
Check response docs for liability, credibility and deliverability issues	<b>67% said yes</b>
Validate Core differentiation is in play and consistent message communicated	<b>92% said yes</b>

On average, VisibleThread customers estimate that they increase their **PWIN** by **9.8%** using VT Docs.

## Survey Results: VisibleThread Docs Saving Time

Manual Tasks	Hours each occurrence (manually)	No of times conducted (manually)	Hours spent manually	Hours Spent with VisibleThread	Hours Saved With VisibleThread
Review RFPs to make a Bid/No Bid decision	3.0	2.0	5.9	1.0	<b>4.9</b>
Review for risky language in the RFP	1.1	1.7	1.9	0.4	<b>1.5</b>
Locate FAR Clause for review	1.0	1.0	1.0	0.3	<b>0.8</b>
Create 1st cut Excel Compliance Matrix (pull out Wills, Shalls, Musts etc.)	4.0	2.1	8.3	1.0	<b>7.3</b>
Compare changes between two versions of a document (MS Word or PDF)	1.6	2.2	3.6	2.2	<b>1.4</b>
Compare changes between two MS Excel Sheets	1.5	1.2	1.7	0.3	<b>1.4</b>
Check Acronyms and Extract Acronyms	2.4	2.1	5.1	0.5	<b>4.6</b>
Review for Cliches in the response	0.7	0.6	0.4	0.2	<b>0.3</b>
Review your proposal to make sure it matches the RFP (Compl Gap Analysis)	4.2	1.9	7.8	0.5	<b>7.3</b>
Review your proposal for readability	3.9	2.4	9.2	0.6	<b>8.6</b>
Check for clarity of message, understandability & single voice	4.1	1.9	7.7	0.9	<b>6.8</b>
Check response docs for liability, credibility and deliverability issues	1.5	1.0	1.5	0.3	<b>1.2</b>
Validate Core differentiation is in play and consistent message communicated	1.9	1.8	3.4	0.9	<b>2.5</b>

On average, VisibleThread customers estimate that they **save 66.7 hours** of time per Proposal with VT Docs.