

# 4 Tools to Help Your RFP Response Shine

Writing winning proposals after clients request RFP responses is a time-consuming process — but hopefully a fruitful one for your business.

That's why it's important to focus on finetuning your RFP response process, starting from building out a strategic RFP response team all the way to using the best printer for presentations.

We've compiled a list of four of our top proposal tools and RFP response software to help you create professional RFP documents online that will win you more business and impress your prospects.

## 1. RFPIO: AI Enabled RFP Response Software

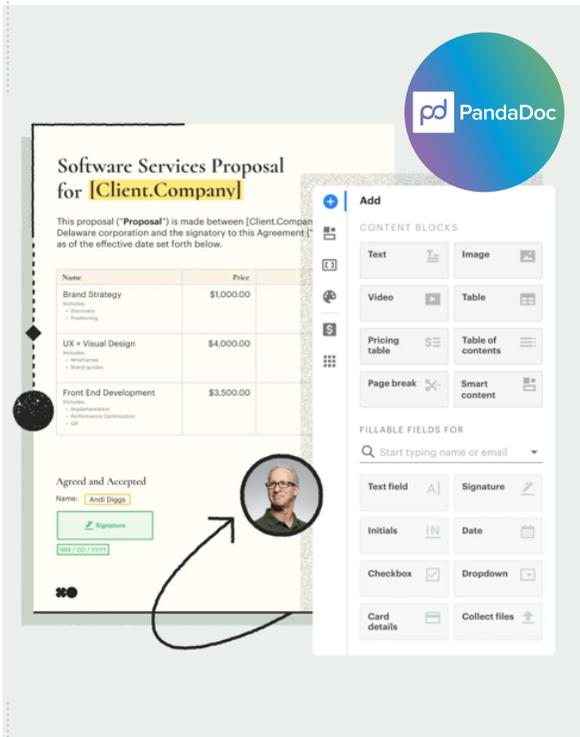
RFPIO is the [first artificial-intelligence enabled RFP software](#). It automates responses to not just RFPs, but RFIs, security questionnaires, and more — which allows your clients and prospects to receive the information they request in real-time.

Machine learning helps RFPIO create what they called an Answer Library, which makes sellers jobs easier and allows them to focus on the client relationships. Having data at the forefront of your sales strategy can help you win more projects, so this AI software could be key to your success.

By using RFPIO, your team will have more time to work on more proposals and print presentations with plenty of time to spare.



## 2. PandaDoc: Manage the Entire RFP Response Process in One Place



Software that offers all-in-one solutions are not only time-savers, but money-savers. PandaDoc is one of those products that allows your team to [manage the entire RFP process](#) from document creation to client signatures in a single location.

PandaDoc also integrates with your favorite sales tools like Salesforce, HubSpot, and ZoHo to streamline the entire sales process. PandaDoc was rated #1 in several categories by G2, but if you need to test it for yourself, you can try out their 14 day free trial.

The only thing PandaDoc isn't is an online print and delivery service. To complement this RFP response software, choose an on demand print service like Mimeo to make sure your response to RFP is printed and delivered to your prospects on time.

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## 3. QorusDocs: Save Your RFP Response Team Hours

QorusDocs boasts an intuitive auto-answer technology that sorts through RFP questionnaires quickly and helps sales teams find the correct answers quickly. For teams that are fielding several RFPs at once, this software [cuts out the repetitive](#) nature of typing the same answer for each prospect over and over again.

A global consulting firm claimed an RFI took them 20 minutes using Qorus, versus six hours without — the time savings alone could be enough for your team to try out this software!



If your proposal response team were to receive an RFP with a quick turnaround, QurusDocs can help get it done ASAP. If you need to print and deliver the proposal, on demand printing services can finalize your proposals the night before they are due and still get them in-hand on time.

#### 4. Mimeo: On Demand Presentation Printing

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It would be great if your RFP response team could finish proposals several days or even a week in advance of their due date, but that's not always the case when you have a full pipeline. Having presentation printing services that can complete on demand printing the night before your deadline can mean the difference between winning a deal or not.

Mimeo is an online print company that specializes in [on demand print services with overnight delivery](#), meaning you can upload your proposals as late as 10pm EST and have it printed, shipped, and delivered to your prospects as early as 8:30 am the next morning.

Work right up until the deadline to make sure your team creates the perfect proposal, then upload, build, and proof your RFP in less than 10 minutes on [mimeo.com](#). RFP response teams love Mimeo because its on demand printing technology allows them to utilize every last minute to answer RFPs. You can buy more time while still hitting deadlines and increase win rates.

#### Bonus Tip: Finalize Your RFP With the Perfect Cover Letter

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Last but not least, it's important to customize your proposal with an RFP response cover letter. This brief note is your RFP response team's chance to highlight your business and summarize the proposal at a high level.

For more information on how to write the perfect RFP response cover letter, check out our blog with [5 tips for personalizing your RFP cover letter](#).

