

Q&A with David Hulsen, Co-Founder and Operations Lead of RFP365 providing the First end-to-end Request for Proposal Software that Streamlines the Process for both Buyers and Vendors



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Interview conducted by:
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CEOCFO: *Mr. Hulsen, would you tell us about RFP365?*
Mr. Hulsen: Beyond just moving the RFP process out of a paper format and into digital, we are trying to remove the *limitations* of RFPs. The problem with the traditional RFP process is that information gets stagnant and outdated. Key data is lost in scattered Excel spreadsheets, Word documents, and other files; it's not secure, and it's not effective.

But when we bring that process into a web-based application, data can easily be shared, organized, and kept in context. You can see trends and understand what needs to be reworked for the next opportunity. When everyone is working from one true source of knowledge, sharing feedback is simple.

CEOCFO: *Is there resistance to getting rid of paper?*

Mr. Hulsen: People don't often object to getting rid of the paper process, but they sometimes have a hard time rethinking how to *send* information. People typically want to email information, but between version confusion and scattered email notes, it gets confusing quickly. What we provide is a clear audit trail of the questions that were asked and the changes that were made. Plus, who updated it, and when it happened.

CEOCFO: *Would you walk us through the process?*

Mr. Hulsen: In its simplest form, it begins when someone is looking to procure a good or service. First, they write an RFP in RFP365. We have a number of features that makes the authoring process easier. Then the purchasing team publishes the RFP out to their vendor community. These are the people they are asking to respond to their request and submit proposals. These vendors will then write their RFP responses in RFP365. We make responding easier by bringing the whole team together to work in one proposal version that shows real-time updates and edits. There is 24/7 visibility on who is working on what, and how much progress has been made. They can easily assign, write, and approve all content as well as quickly search and reuse past content. One of the things that makes our platform so unique is that we help both those who are issuing out RFPs *and* those who are responding to them.