

paperless proposal

POWERFULLY VIEW AND DELIVER ON ALL DEVICES



We Have Closed The Loop



CREATE



Create dynamic content.



Easy access to sales and marketing materials for reps and clients.



Use Word, Excel, PDF, PowerPoint, video, and web pages in your proposal.



Rapid creation of eBrochures and proposals using merge documents, pricing tools and templates.

The screenshot shows the Paperless Proposal software interface. The top navigation bar includes the 'paperless proposal' logo, a '+ New' button, a search bar, and links to 'Dashboard', 'Proposals', 'Tasks', and a user profile icon. The main workspace is titled 'Editing document for Amazon.com, Inc.' and features a sidebar on the left with options: 'Info', 'Files', 'Send Email', 'Print & Download', and 'Preview'. The central area displays a file tree with folders such as 'Glen Long Sample Proposal' (containing 'Paperless Animated Video', 'Benefits and Features', 'Testimonials and Case Studies', 'Salesforce Netsuite Integration', 'Website', 'Blogs', 'Pricing', and 'Contact') and a 'LIBRARY' section with various documents like 'Company Wide', '1. Paperless Proposal', 'Paperless Creative', 'Glen's Proposal Files', 'Laurence's Proposal Files', 'Catering', 'MISC', 'Aberdeen Study', 'Intro Video', 'Online Advertising Contract', 'Paperless Proposal Flier', 'Pricing Summary-64389', 'Print Contract', 'Proposal Pain Points', 'Sponsorship Contract', 'WinningProposals.biz website link', 'ank', and 'Templates'. The right sidebar, titled 'Additional Info', shows details for the proposal: 'Assigned To: William McBride', 'Revenue: \$1468', 'Status: New', 'Category: Electronic commerce company', 'Proposal Number: 4857', 'Proposal Type: Firm Proposal', 'Market: Manufacturing', 'Proposal Expiry Date: 30 Sep. 2016', and 'Recipients (2): Mr. Jeffrey P. Bezos (Chief Executive Officer) and Mr. John Seely Brown (Visiting Scholar and Advisor to the Provost...)'. The bottom right corner features the 'paperless proposal' logo.

MANAGE



Easy search and filter function.



Access to unsent, sent, viewed, downloaded, and signed.



Immediate notifications when viewed or signed, or when comments are posted.



Manage and monitor what sales reps are working on.

paperless proposal

+ New

Search

Dashboard Proposals Tasks TV

All Proposals (246) \$125,000 1 selected Edit Preview Analytics Send Print Comment Tasks Enabled More

<input checked="" type="checkbox"/>	Name	Category	Status	View Status	Revenue	REP	Comments (4)
<input type="checkbox"/>	Amazon.com, Inc.	Electronic commerce company	New	Sent	\$1468	Mr. Jeffrey P. Bezos	<div>Add comment</div> <div>Click here to add a Comment</div> <div>Internal Comment 3 people will be notified Post</div>
<input type="checkbox"/>	Flipkart	Electronic commerce company	Won	Viewed	\$2865	Mr. Amancio Ortega	
<input type="checkbox"/>	Capgemini	Technology firm	Lost	Sent	\$1542	Mr. Warren Buffett	
<input checked="" type="checkbox"/>	HCL Technologies	IT Company	New	Downloaded	\$32000	Mr. Jeff Bezos	<div>Past Comments (6) Showing: All Comments</div> <div>Meeting has been postponed to tomorrow. by Mr. Today at 1:57pm</div> <div>We are agree with your new pricing. by john.seely@amazon.com Today at 1:57pm</div> <div>Pricing page is not completed yet. also add all plans comparison table on it by Zebulun Evans Today at 1:57pm</div> <div>Pricing page is not completed yet. also add all plans comparison table on it by Zebulun Evans Today at 1:57pm</div> <div>Meeting has been postponed to tomorrow. by Mr. Today at 1:57pm</div> <div>We are agree with your new pricing. by john.seely@amazon.com Today at 1:57pm</div>
<input type="checkbox"/>	Housing.com	Real Estate Portal	Pending	Signed	\$1978	Mr. Charles Koch	
<input type="checkbox"/>	Snapdeal	Electronic commerce company	Lost	Viewed	\$1500	Mr. David Koch	
<input type="checkbox"/>	Tata Communications	Technology firm	Won	Signed	\$1200	Mr. Michael Bloomberg	
<input type="checkbox"/>	Wipro	IT Company	Won	Signed	\$2300	Mr. Ingvar Kamprad	
<input type="checkbox"/>	MakeMyTrip.com	Online travel company	Won	Downloaded	\$1860	Mr. Sergey Brin	
<input type="checkbox"/>	Zomato	Restaurants finder	Pending	Downloaded	\$1250	Mr. Liliane Bettencourt	
<input type="checkbox"/>	Cisco	Technology firm	New	Signed	\$1400	Mr. Bernard Arnault	
<input type="checkbox"/>	Housing.com	Real Estate Portal	Pending	Viewed	\$1978	Mr. Charles Koch	
<input type="checkbox"/>	Snapdeal	Electronic commerce company	Lost	Viewed	\$1500	Mr. David Koch	
<input type="checkbox"/>	Tata Communications	Technology firm	Won	Signed	\$1200	Mr. Michael Bloomberg	

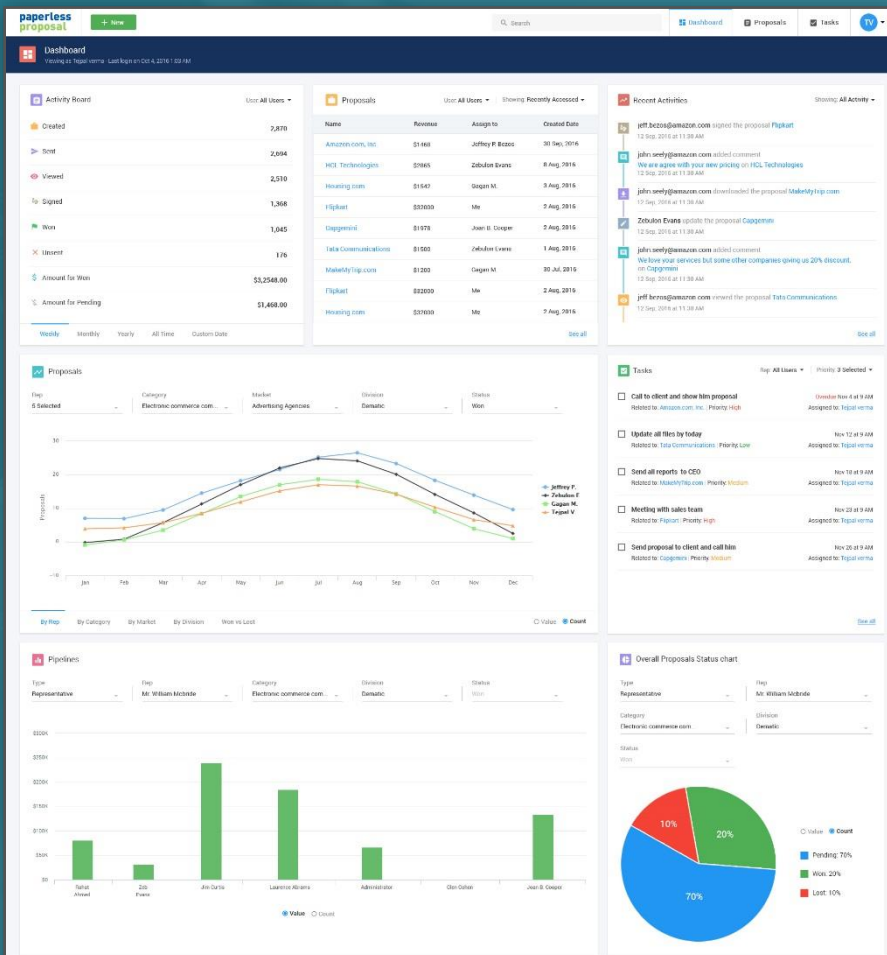
REPORTS



Activity Reports



Manage and monitor what sales reps pipelines



TRACK



Know who viewed and downloaded your proposal, how many times it was viewed and the duration, and who it was shared with.



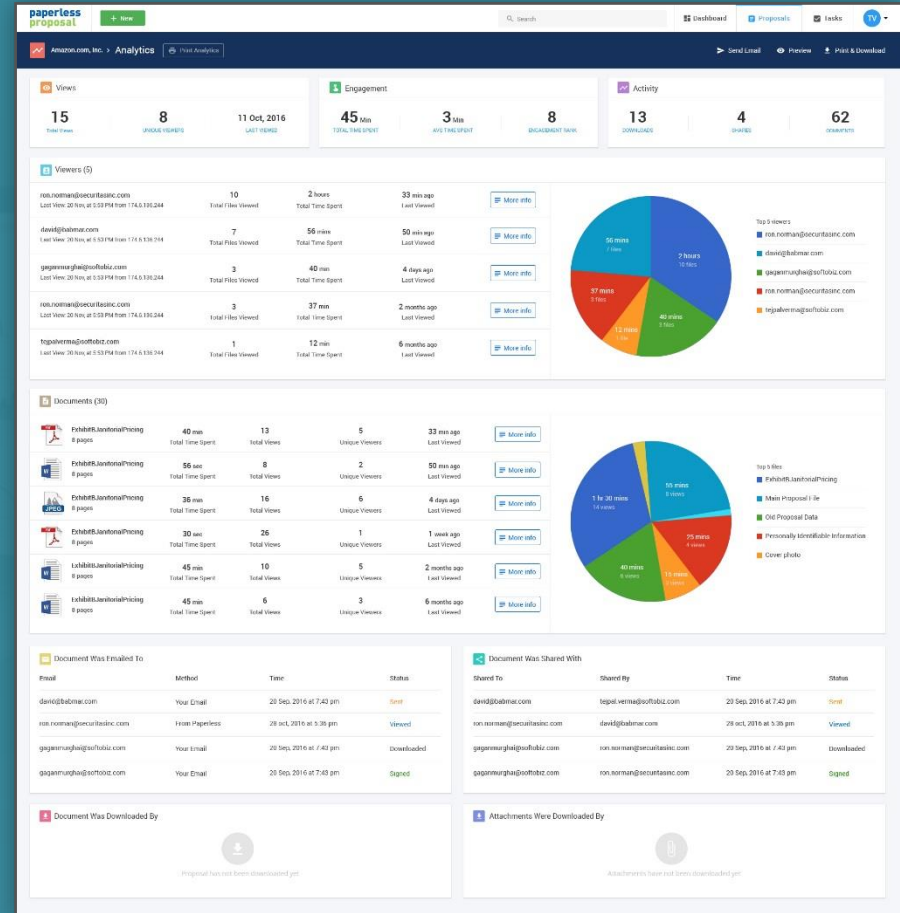
Gain valuable insight into who the actual decision makers are.



Track most to least time spent on each page of the proposal.



View stats of individual sessions.



Some of our Customers



1

CASE STUDY

Vortex Aquatic Structures International



The Situation

The sales team at Vortex would manually create business proposals by writing and compiling many different documents. Some of these documents were templates while others were written from scratch. The average time was 4-8 hours per proposal, and they were inconsistent in their appearance, content, and corporate brand message, and were not differentiated from their competitors.

The Solution

Paperless Proposal worked with Vortex to build custom business proposal templates that matched their exact business needs. Paperless Proposal then trained the Vortex sales teams how to use the Paperless Proposal system to create, track, and manage all of their business proposals.

The Result

98% Decrease in time spent creating proposals. Vortex sales team went from 8 hours per proposal to only 10 minutes.

2

CASE STUDY

Securitas USA



The Situation

Securitas North America was first using an internal MS Word sales proposal template they created in-house. They were not satisfied with it so they switched to a commercial proposal creation system offered by a competitor of Paperless Proposal, which was not much better than using MS Word and was very time consuming and cumbersome.

The Solution

Paperless Proposal worked with the management team at Securitas North America to build custom business proposal templates that matched their exact business needs and brand image. Securitas management receives great value from the robust proposal tracking, analytics, and reporting tools offered by Paperless Proposal in the Proposal Management Center. Paperless Proposal gives them a strong competitive advantage in their marketplace.

The Result

Securitas USA sales team went from 3 hours per proposal to only 30 minutes increasing sales productivity by 600%. This translated to a 25% increase in their 2015 sales over prior years.

3

CASE STUDY

Mauzy Heating, Air and Solar



The Situation

Mauzy were using a 2-part NCR form that they would complete by handwriting the required information. The proposals were time consuming, inconsistent and error prone, and did not look professional because much of the proposal was handwritten. They were difficult to track and manage and not easily accessible, trackable, and in a manageable digital format.

The Solution

Paperless Proposal worked with Matt Mauzy and his team to build a proposal template that matched his business needs. Matt and his team were then trained on how to use the Paperless Proposal system to create, track, and manage all of their business proposals.



The Result

100% Increase in Sales from \$5.7 million in 2014 to \$11.4 million in 2015. 75% Reduction in time spent creating proposals from 20 mins to less than 5 mins. Proposal data errors were reduced by over 95%.

LEADERSHIP



Laurence Abrams
CEO

A successful serial entrepreneur, passionate mentor about the use of technology and innovation within organizations to differentiate, streamline, and automate the organization's sales processes and solutions to create explosive growth. Laurence developed Paperless Proposal for GMI out of the need to differentiate his company in the sales and marketing process from his competition.



Glen Cohen
CMO

As a co-founder Glen leads the business development and marketing team. He brings more than 25-years experience in inbound and outbound marketing, communications and sales enablement. Glen was the co-owner of a start-up restaurant chain and later the CEO of GlenCo Advertising, a creative services and web based technology firm, working with a prominent client base.



Zeb Evans
CTO

CTO responsible for overseeing the development of all software for Paperless Software, Inc. Prior to joining Paperless Software Inc., Zeb developed web application and web infrastructure expertise while re-architecting the fixed web application for the Sprint, Virgin Mobile and Amp'd Mobile game communities while at Motricity.



Clifford Boro
Board of Directors

Co-Founder at Team Group, Board Member 6Sense, 1AppWorks. Former CEO Infogate (sold to AOL) Named White House Champion of Change.

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Thank you