

Ashling Partners

"Automate to Innovate"



Work with one of the largest service providers in North America with a laser focus on hyperautomation.

RFP AUTOMATION SOLUTION

Make a meaningful impact and create a strong foundation for the future

Why use the RFP Automation Solution?



EFFICIENCY GAINS

Lower error rates in RFP handling.



COST SAVINGS

Increase RFP intake capacity to drive higher revenue.



RESPONSE COMPETITIVENESS

Increase customer satisfaction with higher-quality responses.

SERVICE DESCRIPTION



This service is designed to leverage advanced technologies from Power Platform and Azure to streamline the handling of Requests for Proposal (RFPs) at scale. By automating email intake, data extraction, and processing workflows, we enable enterprises to improve efficiency, accuracy, and customer responsiveness in their RFP management processes.

This service boosts revenue by increasing RFP intake capacity while maintaining strong profit margins with only a modest rise in COGS. It also reduces error rates, enhances customer satisfaction through higher-quality responses, improves employee experience by reducing repetitive tasks, and strengthens market competitiveness. This holistic approach ensures financial growth and operational efficiency, positioning the company for long-term success.

ENTERPRISES SEEKING TO...



Optimize RFP Management Processes



Minimize Manual Effort



Elevate the Customer Experience

ALSO PROVIDES...

Automated Email Intake and Verification

LLM Workload Processing using Azure OpenAI

Custom Validation Dashboard Built with Power Apps & Power BI

AI-Driven RFP Data Extraction from Emails and Attachments

Excel Summaries & Email Notifications Creation via Power Automate

Power BI Reports for RFP Submission Trends and Metrics

Integration with Dataverse and Azure Storage

Office Integration for Seamless User Experience

Custom Integration to Reduce Technical Debt*

*Integration will depend on the customer's tech landscape and the scope defined during discovery.

SERVICE BREAKDOWN



Estimated Duration

3-6 Months

Plan 1-2 wks for Discovery, Design and Elaboration
Build 2-5 mo. for Development, QA, UAT, and Go-Live activities
Run 2-4 wks to run pilot, refine governance, and train



Estimated Cost

Customized pricing based on the scope and complexity of the implementation. Please contact us for a detailed quote tailored to your organization's needs.



Our Resources

(1) Solution Architect (1) Delivery Manager
(1) Applied AI Developer (1) Low Code Developer (1) Business Analyst

Roles subject to pre-sales discovery



Client Resources

(1) Business Process Owner (1) Business Process Subject Matter Expert (SME)
(1) Application Owner (1) Database Administrator (1) Development Resource*

*As required for integration and customization

BENEFITS

1 Cost Take Out through Process Optimization and Automation
We are committed to improving employee experience by enabling your team to concentrate on exception cases while expanding the intake funnel without increasing COGS.

2 Revenue Growth
Automation and AI expand your funnel and capacity, boosting response rates and creating more opportunities to close deals, ultimately driving increased revenue.

3 Increased RFP Response Time
We have a dedicated team of low-code application and workflow specialists that have worked in Microsoft Power Platform for years. Lean on our team to guide you to success.

4 Increased Pricing Velocity
We are committed to enhancing customer experience by significantly increasing the number of responses each customer receives.

5 Reduced Error Rate
We are committed to delivering measurable ROI through our comprehensive implementation approach, ensuring valuable outcomes for your business.

6 Reduced Employee Fatigue
We are deeply committed to ensuring an enhanced employee experience by focusing on exceptions and eliminating repetitive, mundane tasks.

START YOUR INTELLIGENT AUTOMATION JOURNEY

Our team has significant experience helping our clients improve efficiency and embrace change. That is our #1 priority.

Schedule a consultation with an automation expert.

ASHLING PARTNERS

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