Introducing Breeze: A Breath of Fresh Air for Streamlining RFPs and Other Business Documents

Alessio Demartis

Breeze Docs

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Introduction

Alessio Demartis

Chief Revenue Officer

Breeze

Close your eyes.

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Long, manual, repetitive tasks.

Asana

60% time spent on coordination and communication

Workfront

60% knowledge workers work on tedious tasks

Adobe

67% cannot accomplish important work because of tedious tasks

Request For Proposals (RFPs)

Request for Proposal

[ri-'kwest fər prə-'pō-zəl]

A business document that announces a project, describes it, and solicits bids from qualified contractors to complete it.

Investopedia

Request For Proposals (RFPs)

Companies & RFPs

Hubspot

63% of companies struggle with time

Proposify

37% of companies say time is the biggest challenge

memoQfest attendants

?

memoQfest 2024

Poll question

Does your company participate in RFPs?

My response

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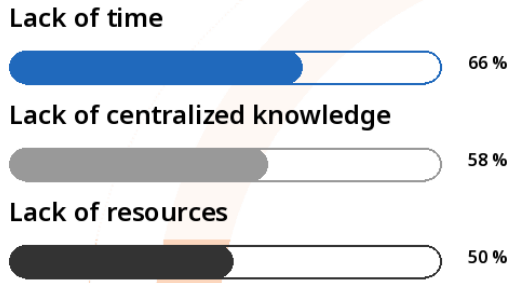
Poll question

What is the biggest problem you face when dealing with RFPs?

My response



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The SMB challenge

Click here to add description

- Time-consuming process
- Lack of centralized information
- Inconsistent responses
- Tight deadlines
- Compliance and regulatory challenges
- Resource constraints
- Opportunity costs

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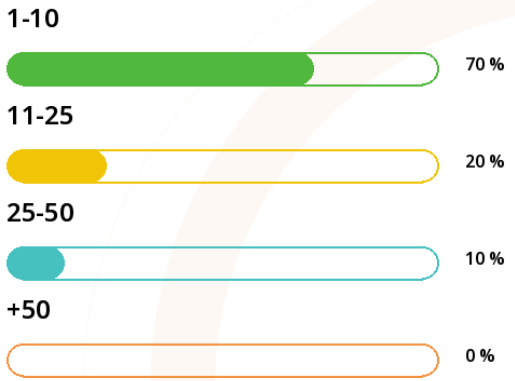
Poll question

If your company takes part in RFPs, how many RFPs do you submit every year?

My response



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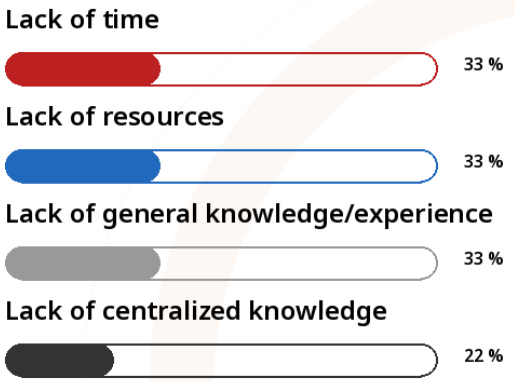
Poll question

What is stopping you from participating in the RFP market?

My response



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WHAT IF...

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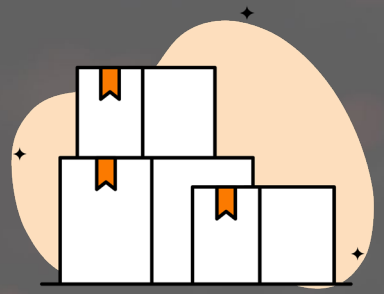
Breeze

Our mission is to level the playing field, empowering SMBs to compete for RFPs on equal footing with larger firms, no matter their resources.

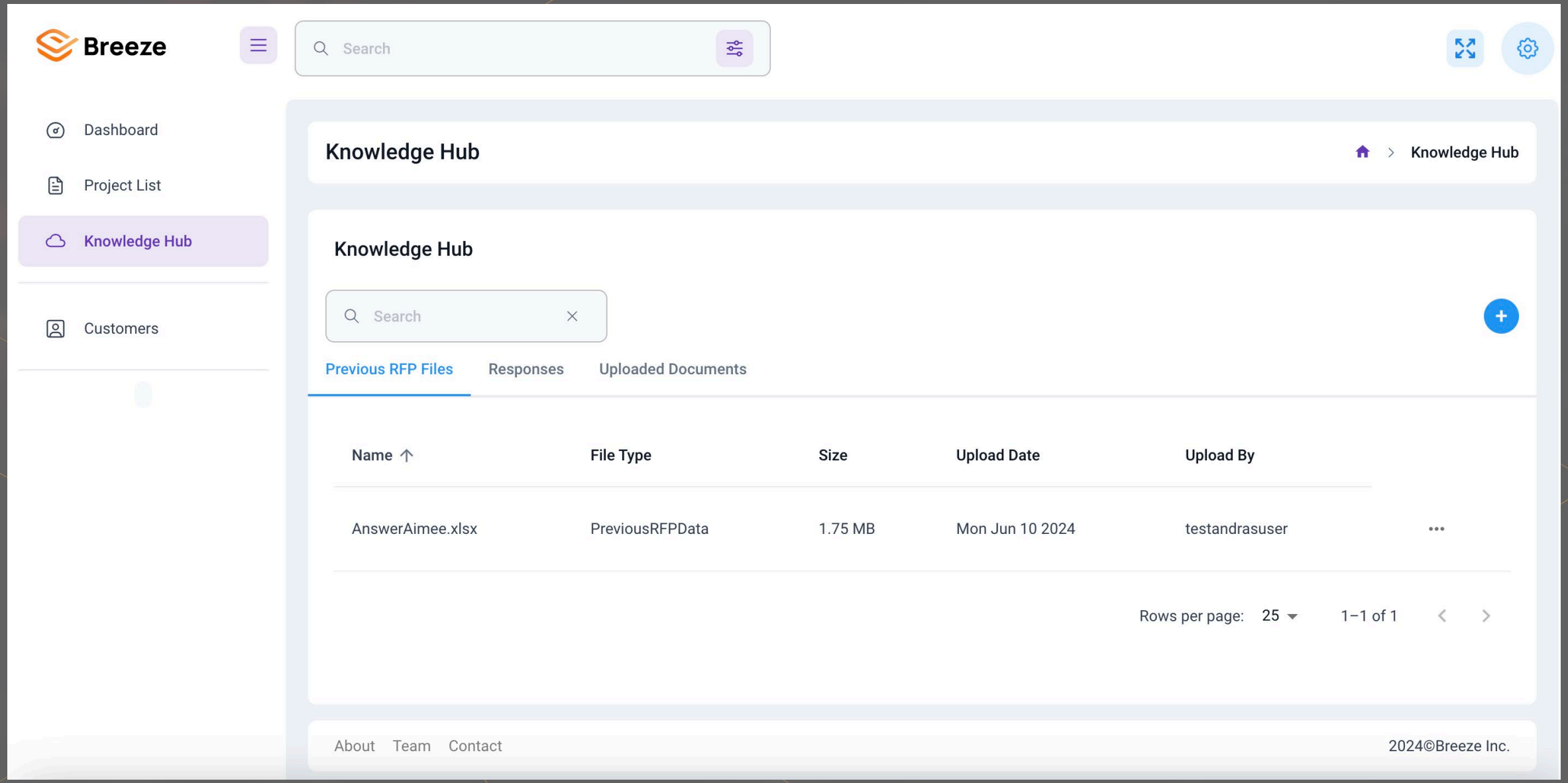


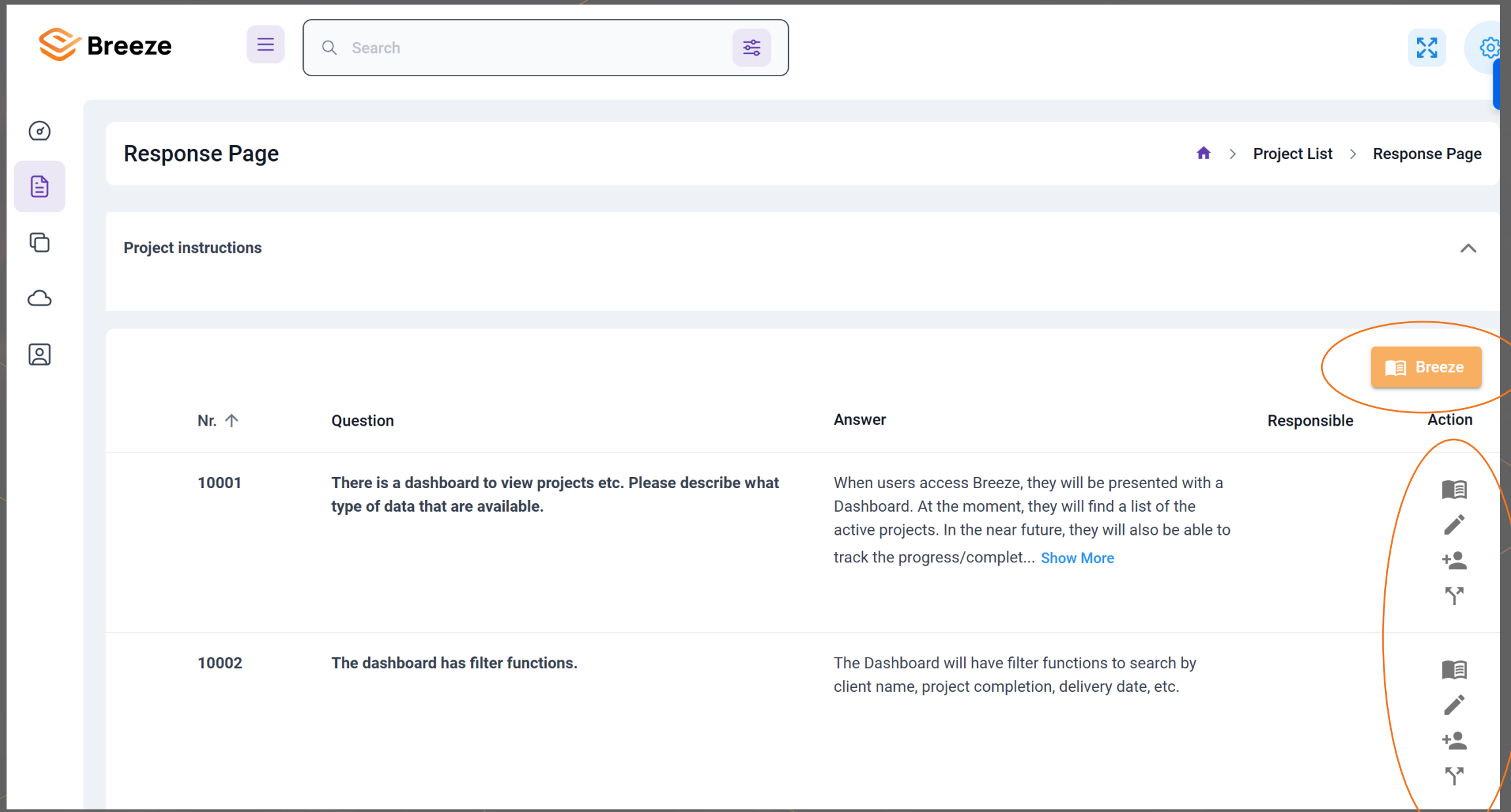
1. Import

- Previously submitted RFPs
- Company documents (procedures, policies...)
- URL (coming soon)

2. Knowledge Hub

3. Completed RFP


Breeze
Search
Dashboard
Project List
Knowledge Hub
Customers
Knowledge Hub
Knowledge Hub
Knowledge Hub
Search
Previous RFP Files
Responses
Uploaded Documents
Name
File Type
Size
Upload Date
Upload By
AnswerAimee.xlsx
PreviousRFPData
1.75 MB
Mon Jun 10 2024
testandrasuser
Rows per page: 25
1–1 of 1
About
Team
Contact
2024©Breeze Inc.


Breeze
Search
Response Page
Project List
Response Page
Project instructions
Breeze
Nr.
Question
Answer
Responsible
Action
10001
There is a dashboard to view projects etc. Please describe what type of data that are available.
When users access Breeze, they will be presented with a Dashboard. At the moment, they will find a list of the active projects. In the near future, they will also be able to track the progress/complet... Show More
10002
The dashboard has filter functions.
The Dashboard will have filter functions to search by client name, project completion, delivery date, etc.

	120001	**Describe your password policy and rules for all users, including:** **• Password complexity and history.** **• Password expiry and reset.** **• Force change upon initial login.** **• Password management for privileged accounts, service accounts, and general users (PAM etc.).** **• How many invalid attempts will prompt a user account to lockout?** Show Less			

Question	*Answer*	*Responsible*	*Action*
Describe your password policy and rules for all users, including: Password complexity and history.?	*Passwords must contain lower and upper case letters and one special character and must be 8 characters long. The last 3 passwords cannot be reused.*		
Describe your password policy and rules for all users, including: Password management for privileged accounts, service accounts, and general users (PAM etc.).?	*Passwords are not stored in any configuration file or code snipplet. Breeze uses KeyStore provided by Azure to hand over the authentication keys between modules. Services are using Managed Identities...* Show More		
Describe your password policy and rules for all users, including: How many invalid attempts will prompt a user account to lockout?			
Describe your password policy and rules for all users, including: Force change upon initial login.?			
Describe your password policy and rules for all users, including: Password expiry and reset.?			

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User case

Aimee Quilbet

RFP Manager

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Stage 1

No system in place.

- Time-bound
- Team effort
- Inconsistencies
- No library/repository
- Content chaos
- No orderly communication
- Decentralized process

Stage 2

Internal workflow - Manual

- New role
- Centralized workflow
- Resource alignment
- RFPs answered +300%

- Manual workflow
- Lack of automation
- Complex templates
- Collaboration

Stage 3

With Breeze

- One-platform solution
- Automated workflow
- Centralized library
- Leverage past RFPs + **AI**
- Easier communication with SMEs
- Less preparation work
- Quicker Go/No Go decision (coming soon)
- Ability to export in a template (coming soon)

Breeze

Simplify. Succeed. With Breeze.

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Thank you!

Any questions?

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