



## Meridian for Proposal Teams from XRSolutions

"We considered several proposal packages and decided on XRSolutions because It was tailored to our department size; several of the other packages offered more than we could use. We are extremely pleased with the XRS' product and their ongoing support. We look forward to a long mutually beneficial relationship."

Director Business Development for a major defense contractor

XRSolutions offers **Meridian for Proposal Teams** – an ideal proposal management and collaboration solution with a distinctive library software tool tied to SharePoint. This library software tool is called **Meridian Proposal Contributor**.

We fully customize your proposal team SharePoint site "specific" to your unique needs and processes with:

- Supportive workflows
- Custom libraries and sub-libraries and
- Advanced communication capabilities for team members

Using our Meridian Proposal Contributor application, proposal teams instantly retrieve, preview and import content into their proposals or IDIQ / RFI responses. Your library is now searchable by filename, content or keywords.

The publishing capability of Meridian Proposal Contributor is vital for building and maintaining your library of reusable content.

- Easily upload information from previously created proposals
- Empower your subject matter experts to create and maintain content
- Refresh library content for new approaches or most current information

With Meridian Proposal Contributor, your proposal team is constantly enabled with the latest, greatest offerings your company brings to market.

Meridian Proposal Contributor is a stand-alone application. Your team can connect to any existing SharePoint library and become productive within minutes.

All Meridian Series products can run independently or be fully integrated, creating the most ideal solution for your team:

- Meridian for RFP Analysis
- Meridian for Teams – customized SharePoint for your proposal team
- Meridian for Teams – Contributor library tool



Visit: [www.XRSolutions.com](http://www.XRSolutions.com)  
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## Meridian for RFP Analysis from XRSolutions

*“Meridian for RFP Analysis helps us organize for a winning proposal by quickly pulling together and delivering the information that would otherwise be a time-consuming task.” “It used to take three to four days to prepare for a kickoff meeting—and now in a crunch, I can be fully prepared in two days.”*

Traci L. Anderson, AM.APMP  
Director of Proposal Mgmt.  
Training, Technology,  
& Systems Group  
Camber Corporation

**XRSolutions** provides a proven software application for enhancing the proposal response process.

**Meridian for RFP Analysis** is an advanced RFP analyzer that can assist your team in responding to complex government RFPs.

No aspect of the bid process is more critical than the decision period prior to actually writing the proposal. Authorizing resources for a full-blown proposal development effort is a serious and challenging commitment for most companies. Analyzing the RFP in this decision making, time sensitive setting, is both art and science.

Meridian provides quick and accurate results regardless of RFP complexity. With Meridian, proposal teams are assured that they have captured all of the critical information needed to jumpstart the proposal project with a successful kickoff meeting.

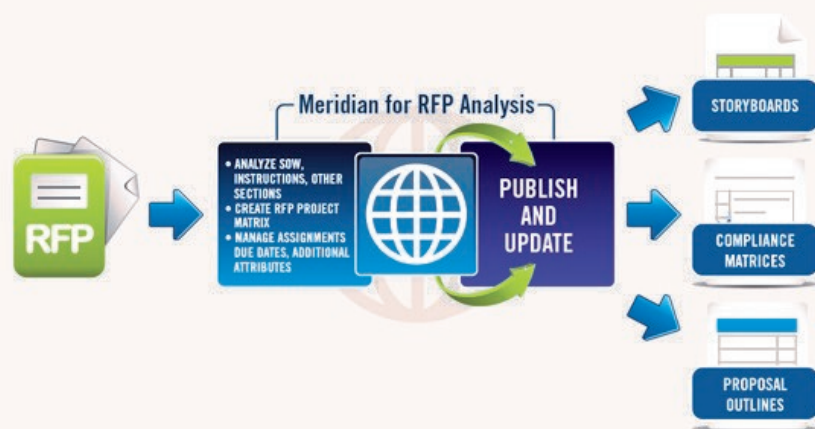
A thoughtful and thorough analysis of an RFP is directly tied to all of the essential outputs needed to develop a compliant and responsive proposal. Meridian’s most recent version provides an effective way to:

- ➡ identify and compile critical proposal requirements
- ➡ create proposal outlines to facilitate narrative development
- ➡ concurrently create compliance and mapping matrices and storyboards
- ➡ enable the proposal manager to efficiently direct the overall project

Meridian is the right software solution for providing valuable, quantitative insights for the most critical elements in your response. It will provide assurance that your bid is compliant and responsive – both critical to securing a winning proposal.

*“At an early point in the proposal project, Meridian for RFP Analysis helps us complete a scrupulous review and analysis of the RFP’s requirements. Meridian gives us an advantage over the competition—positions us to prepare a fully-compliant and well-prepared proposal for the customer.”*

Wayne Egan, Ph.D.  
Information Analyst and Proposal Editor  
L-3 Communication Systems-West



Meridian is affordable and easily deployed with training and support options available to suit your organization’s needs.

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## Professional Services

### Economic Benefits

- ◆ Reduced proposal costs
- ◆ Immediate and ongoing return on investment
- ◆ Process and quality improvements
- ◆ Significant productivity gains
- ◆ Fewer direct labor hours

### Technical Benefits

- ◆ Microsoft Certified Applications
- ◆ Builds upon existing IT investments
- ◆ Leverages latest Microsoft technology
- ◆ Integrates with Privia and SharePoint

#### [Custom Training](#)

Our professional services team will create custom training programs incorporating your style and storyboard templates, matrices, and RFP samples that you work with each day. These custom classes can be delivered at your facility or in an online setting. This flexibility allows you to choose the best training package to match the diverse schedules and locations of your proposal team.

#### [SharePoint Implementation Services](#)

Our SharePoint Implementation Services leverage our expertise with this Microsoft offering, together with Meridian, to deliver a fully integrated end-to-end proposal management solution.

#### [Product Support](#)

All our products can be purchased with a Gold level support contract. This support includes access to email and phone support, product upgrades, and monthly instructor-led Webinars.

## About XRSolutions

**We are a team of experienced proposal professionals and systems designers**—who have been working in proposal automation for a combined total of more decades than we care to admit.

The company was founded in 2002, the same year the **Association of Proposal Management Professionals** (APMP) published its benchmark study on the Business Development Capability Maturity Model (BD-CMM)<sup>®</sup> for our industry of proposal managers and writers.

**XRSolutions applies stringent quality practices to our software development and to the training and services we deliver.** Our clients include 7 of the Top 10 Federal Prime Contractors—and many, many more of the Top 100—along with numerous Fast 50 SBA/8(a)s. The clients we support are dedicated to the causes that protect our nation with vital defense capability, information technology, communications, and infrastructure.

We feel great pride in serving this esteemed client-base who depend on our software and services to support their organizations in pursuit of government business. Our integrity will not consider any less demanding quality practices for ourselves.

## Partnerships



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