



Meridian

For RFP Analysis

“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.

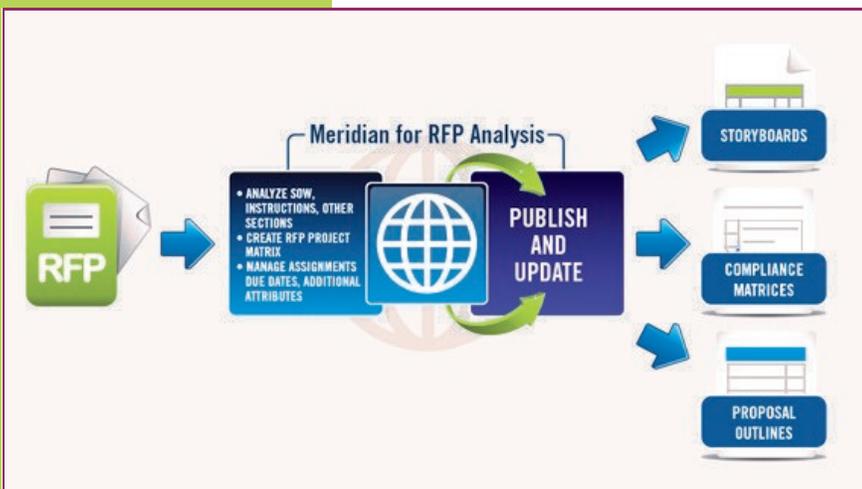
No aspect of the bid process is more critical than the decision period prior to actually writing the proposal. Authorizing resources for a full-blown proposal development effort is a serious and challenging commitment for most companies. Analyzing the RFP in this decision making, time sensitive setting,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

Visit: www.XRSolutions.com
Email: Sales@XRSolutions.com
Phone: 603.627.9770





The Meridian Series

RFP and Proposal Software for Government Contractors

“The two-day investment in onsite training for *Meridian for RFP Analysis* was definitely worth it. XRSolutions taught us how to use *Meridian for RFP Analysis* in our environment—how to analyze the documents we were working on, and how to customize our storyboards for each opportunity. Not only did we acquire the knowledge to use the tool, but we produced the desired results within the training session. This was highly valuable.”

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Partnerships



Professional Services

- ➔ [Quick Start and RFP Analysis Services](#)
Do you have an RFP in house and deadlines looming? We can help you expedite the analysis process and deliver training on a real effort. Or we can do the work for you and provide you with a Meridian project, complete with identified requirements, proposal outline and compliance checklists.
- ➔ [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 and Hosting Services](#)
Our SharePoint Implementation and Hosting 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 Standard or Gold level support contract. These contracts offer varying levels of 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)[®] 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.

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