



**Meridian for RFP Analysis 2014** is an advanced RFP analyzer that can assist your team in responding to complex government RFPs.

**In three easy steps**, you analyze, outline, and build cross-references.

A thorough analysis of an RFP is directly tied to all of the essential outputs needed to successfully develop a compliant, responsive and **WINNING** proposal.

**Export Multiple Reports to Excel or Word**



Cross Reference Matrices

Compliance Checklists

Proposal Worksheets

Annotated Outlines

**WIN!**



## 1 ANALYZE

Perform sophisticated requirements analysis on all RFP documents.

Location	Requirement	Rank	Key Terms
STATEMENT OF WORK - SECTION C			
C.1	C.1 Efficacy Requirements	Low	
C.1.1	C.1.1 Contractor shall provide all labor, materials, equipment, transportation, and supervision as necessary to perform inspection, testing, maintenance and repairs to building and underground structural, mechanical and electrical systems.	High	shall provide
C.2.0	C.2.0 Supportability	Low	
C.2.1	C.2.1 The Contractor shall implement contract management systems involving all management and operations functions involved in supporting, monitoring, and controlling project operations.	High	shall monitor
	The contractor shall implement necessary work control procedures to ensure compatibility and timely work completion and tracking of work progress.	High	shall track
C.2.2	C.2.2 Manage the total work effort associated with the construction and repair to ensure responsive and cost-effective performance of these services.	High	manage



## 2 OUTLINE

Create comprehensive proposal outlines.

Numbering	Text	Type	Volume	Author	Page Limit	Due Date
	Volume I	Title				6/6/2014
1.0	Efficacy	Heading 1	Technical	Joe Smith	3	5/9/2014
2.0	Supportability	Heading 1	Technical	Alice Jones	5	5/9/2014
2.1	Maintenance Planning	Heading 2	Technical	Alice Jones	5	5/9/2014
2.2	Manpower And Personnel Supply Support	Heading 2	Technical	Alice Jones	5	5/9/2014
2.3	Contract Management Systems	Heading 2	Technical	Alice Jones	5	5/9/2014
3.0	Integrated Master Plan	Heading 1	Technical	Bill Williams	7	5/9/2014
4.0	Materials Compatibility	Heading 1	Technical	Jane Walker	3	5/9/2014
5.0	ESOH	Heading 1	Technical	Joe Smith	2	5/9/2014
6.0	Operational Capability	Heading 1	Technical	Bill Williams	5	5/9/2014
7.0	Training	Heading 1	Technical	Alice Jones	5	5/9/2014



## 3 REFERENCE

Quickly cross-reference requirements to your outline.

Numbering	Text	Type	Volume	Author	Page Limit	Due Date	L Instruction	M Evaluation	SOW
	Volume I	Title				6/6/2014	Volume I		
1.0	Efficacy	Heading 1	Technical	Joe Smith	3	5/9/2014	L.2	M.1.1.1	C.1 C.1.1
2.0	Supportability	Heading 1	Technical	Alice Jones	5	5/9/2014	L.3	M.1.1.3	C.2.0 C.2.1
2.1	Maintenance Planning	Heading 2	Technical	Alice Jones	5	5/9/2014	L.3.1	M.1.1.3	C.2.1 C.2.2
2.2	Manpower And Personnel Supply Support	Heading 2	Technical	Alice Jones	5	5/9/2014	L.3.1	M.1.1.3	C.2.2 C.2.2 a.
2.3	Contract Management Systems	Heading 2	Technical	Alice Jones	5	5/9/2014	L.3.2	M.1.1.3	C.2.2 a. 1. C.2.2 a. 2.
3.0	Integrated Master Plan	Heading 1	Technical	Bill Williams	7	5/9/2014	L.7.	M.1.1.2	C.2.2 b.
4.0	Materials Compatibility	Heading 1	Technical	Jane Walker	3	5/9/2014	L.4	M.1.1.4	C.3.0 C.3.1
5.0	ESOH	Heading 1	Technical	Joe Smith	2	5/9/2014	L.5	M.1.1.5	C.4 C.4.1
6.0	Operational Capability	Heading 1	Technical	Bill Williams	5	5/9/2014	L.6	M.1.1.6	C.5.0 C.5.1
7.0	Training	Heading 1	Technical	Alice Jones	5	5/9/2014	L.7.1.3	M.1.1.6	C.5.1.1

Visit: [www.XRSolutions.com](http://www.XRSolutions.com)  
 Email: [Sales@XRSolutions.com](mailto: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.”

Traci L. Anderson, CPP, APMP  
Director of Proposal Mgmt.  
Mission Support Group  
Camber Corporation

## 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)<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.

## Partnerships



Visit: [www.XRSolutions.com](http://www.XRSolutions.com)  
Email: [Sales@XRSolutions.com](mailto:Sales@XRSolutions.com)  
Phone: 603.627.9770

