Negotiators Advantage™ (NA) is a comprehensive software solution that helps unions better manage the collective bargaining process.

Including:

- **Conducting research**
- **Developing your list of issues**
- **Generating and presenting proposals and counter-proposals**
- **Complete tracking of negotiation outcomes**
- **Full document management**
- **Compiling the Memorandum of Agreement (MOA)**
- **Generating the final contract**

NA provides a generally accepted, yet flexible, structure to gather the details, research the facts and formulate the collective bargaining strategy. As issues are resolved it is progressively building the final agreement.

NA allows you to spend less time organizing, updating and keeping track of pertinent documents and more time focused on strategy that leads to more positive outcomes.

NA provides strict security controls - (everything is user, time and date stamped), while allowing bargaining committee members and leaders to stay abreast of the status of negotiations via an unlimited number of view-only ID's. This "self-service" ability frees the bargaining team from tedious, blow-by-blow communications to other members.
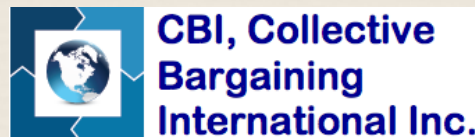
In summary, **NA is a collective bargaining process management tool that enhances the quality and thoroughness of preparations and outcomes.** It is also a full-fledged document management solution / repository, where everything to do with your collective bargaining efforts and agreement(s) are in one place.

Collective Bargaining

Current Response	
Union Counter Proposal	Proposed Clause ✓
	Accepted Clause
Management Counter...	Proposed Clause ✓
	Accepted Clause
Union Counter Proposal	Proposed Clause ✓
	Accepted Clause
Management Counter...	Proposed Clause ✓
	Accepted Clause
Union Counter Proposal	Proposed Clause ✓
	Accepted Clause
Management Counter...	Proposed Clause ✓
	Accepted Clause

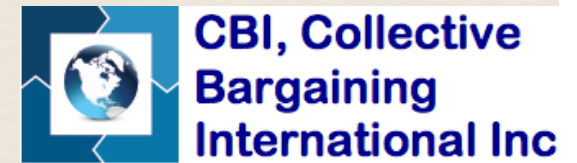*Every Proposal & Counter Proposal is tracked, recorded and can be printed in sequence.*

- *Time & date Stamped*

- *Only Lead Negotiator can edit*

- *Viewer access by Password*

- *Stored on 'hard drive' and 'server'*

CBI, Collective Bargaining International Inc.

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CBI, Collective Bargaining International Inc

Na Negotiators Advantage — *Your Digital Bargaining Binder — www.negotiatorsadvantage.com*

Collective Bargaining Software

"Negotiators Advantage is the leading edge and the future of Collective Bargaining in the 21st Century. This system practically captures your thinking and places it in the right place in the right order for the right purposes to add a major productivity gain to Collective Bargaining"

Richard N. Hayter – Director Community Relations – The Building & Construction Trades Council – Ottawa, Ontario

For Windows, Mac, & Android
Hosted, Unlimited Users,Viewers

Features

- *Fast & easy search of all articles and proposals*
- *Dramatically speeds up proposal research & development*
- *Table proposals individually, in groups, or in 'bundles'*
- *Automatically prepare the MOA & the Final Contract*
- *Store unlimited research reports*
- *Create unlimited Proposals*
- *Track Proposals & Counter Proposal*
- *Word & Excel capability - drag & drop*
- *Drag & drop charts and graphs*
- *Send invitations, agendas, minutes*
- *Integrates with Outlook,*
- *Email or store screenshots*
- *Keep a 'Running Minutes' Summary of every negotiations meeting*
- *Create 'notes' and 'stickies'*
- *Central Table Bargaining*
- *Links to Labour Codes, Employment Standards, Health Codes*
- *Easy progress tracking*
- *Print proposals and counter proposals in sequence*
- *Search by keyword*
- *Automatic updates*
- *Built-in manual and help*
- *Add users & viewers*
- *Use without an internet connection*

NAVIGATION SCREEN

Pre Negotiation →	Management Negotiation Details	Union Negotiation Details	Negotiation Notifications	Pre Negotiation Meetings	Current Contract Articles	Economic, Financial, Wage Data
Issues Review →	Grievance Review	Issues Development	Key Groups Review	Team Review	Go/NoGo Analysis	Negotiations Schedule
Finalize Proposals →	Proposals Research & Analysis	Develop Proposals Presentation	Proposal Exchange Union	Proposal Exchange Management	Research New Proposals	New Proposals Summary
Collective Bargaining →	Management & Union Proposals	Proposal Negotiation	Proposal Groupings	Build Proposal Bundles	Monetary Proposals Negotiation	Bargaining Proposals Summary
Post Negotiation →	Memorandum of Agreement	Final Contract	Ratification	Post Negotiation Notifications	Signings	Evaluation & Follow Up

PROGRESS SUMMARY SCREEN

#	Proposal	R#	Status	Category	Match		$	Priority	?/5	
1.02	Previous Documents and	4	Counter	Housekeeping	MATCH	(yellow)		Low	2 / 5	→
2.01	DEFINITIONS	1	Accepted	Housekeeping	----	(red)		Medium	1 / 5	→
4.03	Part Time Employees	3	Counter	Non-Monetary	MATCH	(blue)		High	4 / 5	→
4.04	Term Employees	1	Reject	Non-Monetary	----	(red)		Critical	3 / 5	→
6.01	Bargaining Unit	1	Accepted	Non-Monetary	----	(yellow)		Critical	5 / 5	→
7.01	WORK IN THE BARGAINING	3	Accepted	Non-Monetary	----	(blue)		High	5 / 5	→
8.01	Compulsory CHECK-OFF	1	Defer	Non-Monetary	Update...	(red)		Medium	3 / 5	→
9.01	Employee Lists	1	Defer	Housekeeping	----	(yellow)		Low	3 / 5	→