

Automate RFP Responses and Sales Proposals to Win More Business

“We handle about 2,500 RFPs per year. Each RFP has at least 200 or 300 questions. Qvidian has allowed our team to respond to a greater number of RFPs, which has led to more wins and increased revenue across the board.”

– Flavio Zanetti, Senior Systems Engineering Manager, CISCO Systems

Qvidian is the enterprise-standard RFP and proposal automation solution, empowering users to win more business by streamlining processes, maximizing productivity, and creating superior sales documents.

As a cloud-based solution, Qvidian provides security, compliance, and simplicity at scale. Qvidian is backed by an expert professional services team with offerings ranging from training and technical to in-depth proposal management and content workshops.

Access and Manage

Qvidian's content library provides a single trusted location for sales content stored in approved language and branding. Keep content up-to-date and remain compliant, with custom expiration dates, usage alerts, and role-based access control. Rather than digging through old proposals or emailing back and forth with colleagues and subject matter experts, get right to the best content quickly.

Collaborate and Create

Qvidian users collaborate from dashboards tailored to their roles. Drag and drop to build multi-step workflows for RFP and questionnaire answer reviews and content approvals. Get to first draft responses faster with intelligent answer suggestions, and then format your projects in minutes with custom brand templates and Microsoft Office integration.

Track and Measure

With Qvidian's analytics you can identify trends, workflow bottlenecks, expiring content, and other KPIs to maximize productivity and make smarter decisions. Integrate with Salesforce for closed-loop reporting. Go beyond exporting raw data, to win more with actionable insights.

The Enterprise-Standard RFP and Proposal Solution

With more than twenty years of industry experience, Qvidian is trusted by leading enterprises globally. Our more than 200,000 users come from diverse verticals ranging from financial services and healthcare to telecommunications and beyond. After starting with Qvidian, on average, clients report accelerating sales content creation by 40%, reducing RFP response times by 30%, and increasing win rates by 28%.

Key Features

Content Library

Establish a “single source of truth” with a cloud-based sales content repository that is accessible anytime from anywhere.

Intelligent AutoFill

Retrieve the most relevant RFP and questionnaire answers. Insert answers automatically, or select from top suggestions.

Assignment Workflows

Build multi-step review and approval workflows for questions and content with automated notifications to participants.

RFP Package Builder

Combine covers, questionnaires, charts, and more to build complete RFP response packages, all in approved branding.

Custom Analytics

Move beyond seeing what is happening to understand the why. Improve workflows and productivity with on-demand analytics.

Leading Integrations

Qvidian integrates with Microsoft Office and Office 365 without add-ins to simplify editing and collaboration. With Salesforce integration, users can create new Qvidian projects from Salesforce and link projects to accounts. Qvidian also integrates with Microsoft Dynamics, single sign-on, common pricing systems, and other leading software solutions.

Build a Variety of Sales Documents

- RFP/RFI Responses
- Proactive Proposals
- Questionnaires
- Presentations
- Statements of Work
- Contracts

For more information on Qvidian,
visit uplandsoftware.com/qvidian

Who We Work With



About Upland Software

Upland Software [Nasdaq: UPLD] is a leading provider of cloud-based Enterprise Work Management software. Our family of applications enables users to manage their projects, professional workforce and IT investments; automate document-intensive business processes; and effectively engage with their customers, prospects and community via the web and mobile technologies. With more than 4,000 customers and over 450,000 users around the world, Upland Software solutions help customers run their operations smoothly, adapt to change quickly, and achieve better results every day.