

DATASHEET

RFPIO® LookUp

Access the RFPIO Answer Library from your favorite software



Summary

As organizations recognize the power of content as a tool in B2B marketing and sales, it has become increasingly critical that teams leverage technology to deliver timely and relevant content throughout the buyer's journey.

RFPIO® LookUp gives everyone at your organization immediate access to subject-matter-expertise to deliver what buyers need, when they need it. In just a few clicks, users can find information and easily make use of it in a document, spreadsheet, slide presentation, email, or any cloud-based solution.

If your organization already has a subscription to RFPIO, your proposal teams and subject matter experts have already curated a rich database containing the most accurate and up-to-date information about your organization. Adding the RFPIO® LookUp subscription amplifies the reach of your RFPIO Answer Library—empowering the rest of your organization with high-quality, pre-vetted content.

RFPIO® LookUp is compatible with:

- Microsoft Word
- Microsoft Excel
- Microsoft PowerPoint
- Microsoft Outlook
- Chromium Edge
- Google Chrome
- Microsoft Teams
- Slack
- Google Hangouts

Workers spend nearly 20% of their time looking for internal information or tracking down colleagues who can help with specific tasks.

- MCKINSEY

Features:

- Access company content from multiple applications, including Slack, Teams, MS Office, & Google Chrome
- Initiate RFPIO projects
- Mark sections, subsections, questions, sub questions, and answers
- Check how many times a piece of content has been used
- Create presentations using templates and slides stored in RFPIO

Benefits:

- Minimize time spent searching for company information
- Ensure a consistent customer experience across touchpoints
- Stay compliant by giving everyone access to the most accurate information
- Streamline day-to-day interactions with customers with quick responses to questions

Easy access to your company's best knowledge

RFPIO® LookUp unlocks the power of the Answer Library and enables teams across the organization to create their best work.

Make your company knowledge useful and accessible

From sales proposals to strategic planning mind maps, consolidate your organization's information and expertise into a complete library to ensure it is available to the individual team members who can make use of it. Users can search the Answer Library and immediately pull the information or content into a document, spreadsheet, slide presentation, email, or online application with just a few clicks.

Supported software includes:

- Microsoft Office Suite
- Microsoft Outlook
- Slack, Google Hangouts, and Microsoft Teams
- Any cloud-based software using Google Chrome or Chromium Edge

Create consistent and high-quality presentations

RFPIO® LookUp allows users to create presentations from templates stored in RFPIO and to access slides and images from the Document Library. Ensure everyone has the templates they need to build impactful presentations that are on-brand.

Supported software includes:

- Microsoft PowerPoint

Enrich Answer Library content

Create alternate questions, responses, attach files, assign privacy settings, set moderators, and more from wherever you're working. Note: You must have permission to add Q&A pairs in RFPIO to add them in RFPIO® LookUp.

Supported software includes:

- Google Chrome
- Chromium Edge
- Slack

With RFPIO® Lookup, bid managers have immediate access to pre-approved content they can easily add to their proposals. As a result, proposal quality has increased dramatically.

SHASHI KUMAR

Assistant VP of Content
Genpact

