

Cisco RfP Tool powered by Qvidian

Qvidian provides cloud-based sales execution solutions that save sales, content, RFP, and proposal teams time while improving effectiveness and optimizing productivity. At Cisco, Qvidian is mainly used to automate content - from RFP responses and proactive proposals, to personalized presentations, security/audit questionnaires, and other sales and presales documents. ***Get the relevant requirements for your customer and answer them in a matter of seconds!***

What's in the RFP Tool so far? Around 97,000 items

Technical Q&A Pairs ~ 95,000

- Enterprise Networks
- Security
- Collaboration
- Data Center
- Service Provider
- CIC / Legal
- Portuguese Content

Non-Technical Q&A Pairs ~ 2,000

- Corporate Information
- Business Continuity, Service & Support
- Financial Information
- Product, Quality, R&D
- Security "Wired" RFP Documents
- Competitive Content (Coming Soon!)
- Advanced Services Content (Coming Soon!)
- PoV Test Plan Docs (Coming Soon!)



Contact Us

- ❑ Hours of operation : Monday – Friday (8am – 9pm EST)
- ❑ Tool Link : <http://www.cisco.com/go/rfptool>



Escalation/Prioritization Path

- ❑ Need help with the tool? Write to: rfptool-support@cisco.com
- ❑ Feedback / suggestions: rfp@cisco.com



Reference Documents

- ❑ Find introductory video trainings on rfp.cisco.com or on [Salesconnect](#)
- ❑ RFP Tool Sales connect Trainings: <http://cs.co/rfptooltrainings>

Buyer's Guides



- Create a **first draft RFP** for your customer in a few clicks
- Requirements include **recommendations from Cisco** which are **Industry State of the Art**
- All requirements will be **compliant with the respective Cisco solution**
- Run the RFP as-is through the RFP tool and **all questions will be automatically answered in a matter of seconds** including explanations and link references!
- **Modify the RFP** and at least the **original sections will still get answered** by the tool!

Companies who have deployed Qvidian's Proposal software achieve:

40% increase in productivity

28% win rate improvement

30% reduction in RFP response time