**AI Use Cases for Proposal Development**

| **Use Cases** | **Description** |
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| **Proposal Shredding and Summarization** | Break down the solicitation. This would essentially replace or reduce the effort that is taken in analyzing an opportunity, getting critical details, and creating an understanding document. |
| **Content Generation** | Generate boilerplate text, suggestions, or even complete sentences based on predefined patterns or prompts, saving time and reducing repetitive tasks. |
| **Compliance Matrix** | Helps us in creating a compliance matrix out of the solicitation. |
| **Outline Creation** | Helps in creating an outline/template on which the proposal will be written based on the requirements and evaluation criteria |
| **Review/Compliance/Quality Check** | * Check a document's grammar, language rules, punctuation, and other set rules. We should be able to adjust the rules for that tool - have some standard and some custom rules. * Assist in improving the clarity, coherence, and overall quality of the written content by providing suggestions for better phrasing and grammar. That helps identify inconsistencies, errors, or areas for improvement in the proposal content * Assist in the formatting of documents, ensuring consistency in style, font, and layout throughout the proposal |
| **External and Internal Data sources** | * Analyze competitors' proposals and industry trends, providing valuable insights to help us make informed decisions and highlight unique selling points (external data source) * Generate particular reports/answers/trends based on that data and answer questions on that data (internal data source) |
| **Text Conversion** | Convert text to tables and graphics from the given content. |
| **Proposal Evaluation and Optimization** | **Automated Scoring:** Evaluate proposals against predefined criteria, providing a quantitative assessment of each proposal's strengths and weaknesses. |
| **Real-time Collaboration** | Assist in contract/project management by automating task assignments, tracking deadlines/progress, and streamlining collaboration among team members. |