

Proposal for ATB Financial - Request for Quotes - ATlassian Reseller Partner

Submitted by: ABC Corp
Date: May 26, 2025
RFP Reference #: AB-2025-03697

1. Executive Summary

ABC Corp is pleased to submit a proposal in response to ATB Financial's Request for Quotes for an Atlassian Reseller Partner. We understand that ATB Financial is seeking a reliable partner to provide quotes for Atlassian solutions, including Jira, Jira Service Management, Confluence, and Atlassian Guard. Our company, with its expertise in IT consulting and cloud solutions, is well-positioned to meet this need. We propose to leverage our technical capabilities and experience with Atlassian products to deliver tailored solutions that enhance ATB Financial's collaboration, project management, and service delivery. By partnering with us, ATB Financial can expect to benefit from our expertise, flexible pricing models, and dedicated support, ultimately driving efficiency and innovation within their organization.

2. Cover Letter

Dear ATB Financial Team,

We are delighted to submit our proposal in response to your Request for Quotes for an Atlassian Reseller Partner. At ABC Corp, we have a proven track record in delivering IT consulting and cloud solutions that drive business value for our clients. Our team is well-versed in Atlassian products, and we are confident in our ability to provide high-quality solutions that meet your needs.

Thank you for considering our proposal. We look forward to the opportunity to collaborate with ATB Financial and contribute to your success.

Sincerely, ABC Corp

3. Capabilities Mapping

Our capabilities align closely with the requirements outlined in your RFP. Key strengths include:

- Expertise in Atlassian solutions: Jira, Jira Service Management, Confluence, and Atlassian Guard
- Proven IT consulting capabilities to understand and address client needs
- Cloud solutions expertise to ensure scalable and secure deployments
- Flexible pricing models to accommodate different budgetary requirements
- Dedicated support to ensure timely resolution of issues and ongoing success
- Experience in delivering tailored solutions to meet specific client needs

4. Relevant Past Projects

Project 1: Atlassian Implementation for XYZ Corporation

- **Client:** XYZ Corporation
- **Problem Statement:** Needed to streamline project management and collaboration across multiple teams.
- **Approach:** Implemented Jira and Confluence, customized to fit their specific workflow requirements.
- **Outcome:** Improved project visibility, enhanced team collaboration, and reduced project timelines by 30%.

Project 2: Cloud Migration for DEF Inc.

- **Client:** DEF Inc.
- **Problem Statement:** Required assistance in migrating their Atlassian instances to the cloud.
- **Approach:** Conducted a thorough assessment, planned, and executed the migration to Atlassian Cloud.
- **Outcome:** Successfully migrated to the cloud, achieving improved scalability, reduced infrastructure costs, and enhanced security.

Project 3: Jira Service Management for GHI Ltd.

- **Client:** GHI Ltd.
- **Problem Statement:** Needed to enhance their IT service management capabilities.
- **Approach:** Implemented Jira Service Management, configured to their service desk requirements.
- **Outcome:** Achieved a significant reduction in ticket resolution times and improved customer satisfaction.

These projects demonstrate our ability to deliver Atlassian solutions that meet diverse client needs, aligning with the requirements of your current opportunity.