



## SI International Case Study

CORASWORKS

THE NEXT STEP IN THE EVOLUTION OF COLLABORATION

### SI International Improves RFP Delivery-Time and Reduces Overall Operational Costs

#### *Leading Systems Integrator uses Workplace Suite to deploy Proposal Management Solution*

SI International is a leading provider of information technology and network solutions, primarily to the United States government. Business at SI International is strong and growing as they continue to successfully define, design, build, deploy, and operate mission-critical solutions for the Department of Defense and several Federal Civilian agencies.

As a result of SI International's impressive ability to turn requests for proposals (RFPs) into winning bids, the company enjoys a significant backlog of consulting projects. Previous to SI International's investment in CorasWorks, their influx of RFPs caused a heavy load of manual and time-consuming project management work. The process of collecting feedback from multiple RFP reviewers was a full-time project on its own. In addition, scheduling the staff, ordering materials, and communicating with internal employees, executives, and subcontractors was a never-ending challenge.

SI International (SI) needed a solution that could handle its ever growing proposal management efforts. Initially, they considered building a custom database application which could track the changes made to draft RFPs in the proposal review process. However, SI International's CIO, Steve Hunt, recommended the company use pre-built applications wherever possible. Having already begun using Windows SharePoint Services® (WSS) and SharePoint Portal Server® (SPS) to deploy its corporate intranet, the decision was made to try to leverage the SharePoint platform more broadly to create a proposal management solution.

David Shaw, Manager of Capture and Proposal Operations, IT Support, at SI International was introduced to CorasWorks by a colleague in another SI International division. David attended a free one-day CorasWorks Workplace Workshop™ to determine if CorasWorks software could meet SI International's proposal management requirements. At the Workshop, David went "hands-on" with the CorasWorks Workplace Suite™ and its wide range of capabilities, web parts, templates, and pre-built solutions. David saw that the CorasWorks Workplace Suite offered much more potential than simply managing the review process of RFPs. With the Workplace Suite, SI International could build an integrated workplace to handle the entire proposal management effort and seamlessly connect the workplace with its SharePoint portal site.

Using CorasWorks, SI International designed, configured, tested, and deployed its entire proposal management solution in less than three weeks. Today, SI has seventeen projects using their proposal management workplace. Their workplace capitalizes on the key capabilities available in the CorasWorks Workplace Suite, including Navigation, Roll-Ups™, Data Publisher™, CorasWorks Charts, and Microsoft InfoPath® integration.

Using CorasWorks navigation capabilities, SI International is able to structure its workplace in a logical and organized manner providing users with an easy-to-use interface to access the information they need, when they need it. Since CorasWorks navigation is customizable and dynamic, the site administrator can easily change content or reorder navigation. The administrator can also hide navigation that they don't want to make visible to users for instance in the situation where a site is still under development.



## SI International Case Study

CORASWORKS

THE NEXT STEP IN THE EVOLUTION OF COLLABORATION

SI International uses CorasWorks Roll-Ups to pull proposal milestones up to a centralized corporate calendar. Now key dates are effectively communicated across the entire organization, eliminating the need for managing duplicate data in multiple locations. SI also uses Data Publisher™ to copy information from a single central location to other sites. Copied information includes system messages and frequently asked questions (FAQs).

CorasWorks Charts are used to add visual representation for more rapid decision making. For instance, in addition to displaying key business metrics, SI International can use CorasWorks Charts to display other necessary business information such as a six-week view of what inventory items are needed to deliver RFPs.

An InfoPath form is used to calculate inventory, such as how many binders are needed to bind to complete a proposal. The numbers returned from the inventory “ordering” process are rolled-up to a single calendar view which displays the items needed, quantity, and due dates, enabling the staff to plan ahead and ensure enough inventory is available to meet proposal deadlines.

SI International chose the CorasWorks Workplace Suite because it is a cost-effective product that is easy-to-use and implement without the need for custom development. Shaw explained, “An effective and efficient proposal management system allows us to deliver superior quality RFPs in record-time, enabling us to win more projects and continue our corporate success. With CorasWorks, we were able to take a set of unconnected websites and transform them into an integrated workplace to solve one of our most critical business problems. The CorasWorks Workplace Suite has allowed us to design a proposal management workplace our staff can effectively use and actually enjoys using.”

Shaw was able to create custom roll-ups in his first day using CorasWorks software. Since the Workplace Suite ships with ready-to-run web parts and templates, it now only takes SI fifteen minutes to launch a new site with the necessary information and resources to start a proposal.

Shaw stated, “With CorasWorks, we were able to take our successful implementation of SharePoint and transform it into a planning and delivery platform.” The SI solution now enables 300 users, spread across several offices, to work together, at anytime from any place.

Even subcontractors outside SI International can efficiently collaborate with SI staff by connecting into the portal from external offices. As Shaw notes, “A subcontractor who evacuated their offices during a hurricane was able to relocate to a safer location and continue to work on a proposal without interruption and without missing the deadline.” This effort has been so successful, external contractors who used the proposal management solution plan to license the product for their own proposals.