

# Virtual Proposal Center Implementation: Using SharePoint to Manage Proposals

SOS Healthcare Staffing (SOSHCS) is an established medical staffing resource for professionals seeking employment and for healthcare organizations seeking top-quality professional support. For more than 30 years, SOSHCS has been helping healthcare organizations and home health clients fill their nursing and allied health staffing needs.

As part of its business development goals, SOSHCS wanted to implement a SharePoint-based solution to centralize its opportunity identification and qualification and proposal development and management activities. SOSHCS wanted to streamline and improve its opportunity identification, qualification, and proposal pursuit process. The current method was often "hit-or-miss" or rushed, which led SOSHCS to make a lot of arbitrary, unplanned, and costly decisions.



**USE CASES** 

Project Planning, Site Mapping, Site Structure, Creative Concepting, Site Mockups, Identity Access Management



**TECHNOLOGIES** 

Microsoft Office (Word, PowerPoint), Office 365 SharePoint



### Challenges motivate change

Persistent challenges are often what motivate us to change. For SOSHCS, those recurring challenges included:

- Not being able to tame content dispersed in multiple locations; making it time-consuming for the team to find what they needed
- Not having a dedicated person to manage proposals; someone who could develop, update, and maintain the required content
- Not having a centralized area to maintain proposal artifacts; duplication of effort was a regular occurrence

It was clear what SOSHCS needed. Contentiful recommended a SharePoint-based virtual proposal center (VPC) to provide the SOSHCS team with flexibility and scalability and offer immediate and improved accessibility to proposal-related content.

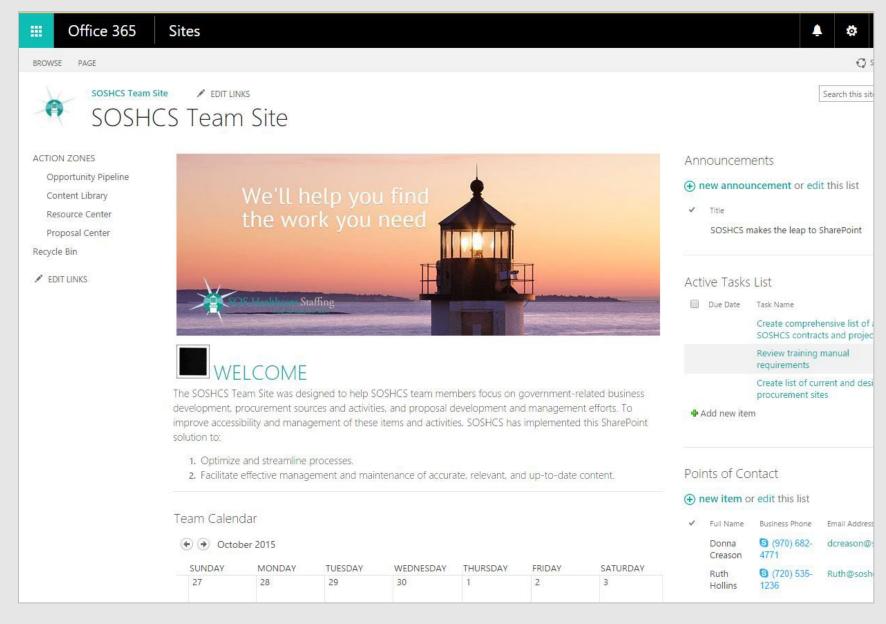
## Centralizing proposal activities

The SOSHCS VPC was easy to design, develop, and implement. Using the out-of-the-box features of SharePoint 2013, Contentiful launched the "bones" of critical resource center quickly, in three days!

With the established VPC, SOSHCS had a common work area allowing onsite and remote proposal teams to collaborate effectively—with around-the-clock access to relevant tools and information needed to plan, assemble, create, review, and distribute proposals and other BD-related activities.

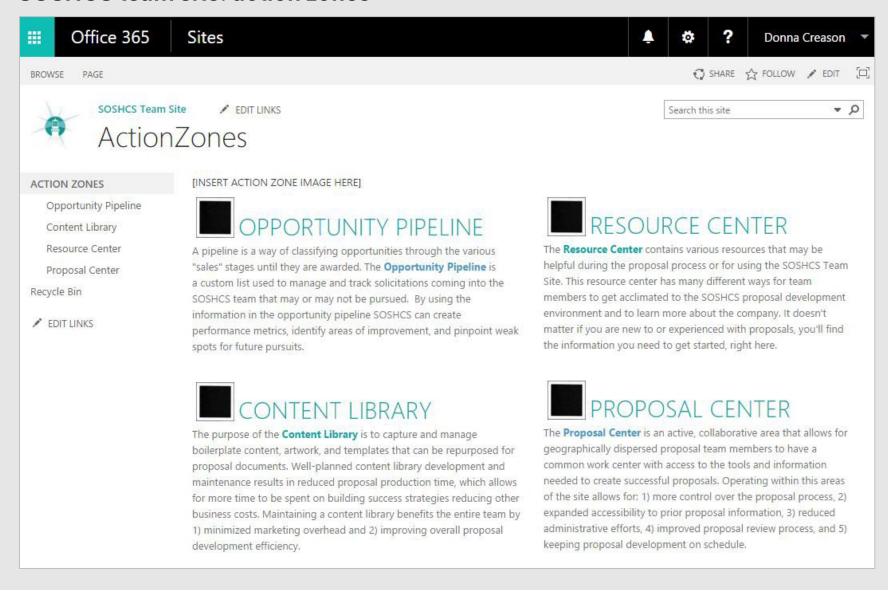


#### SOSHCS team site: landing page





#### **SOSHCS** team site: action zones



Let's connect in



