

# Deltek Vision Proposals

Save time and create professional proposals

## Key Benefits

- Search for projects rather than asking around
- Stop hassling people to get the information you need
- Increase proposal accuracy
- Consistent proposal formatting
- Generate proposals faster

Many companies use a very tedious process for generating proposals. First you search for similar proposals on a network share somewhere. You then save that proposal as a new document as a starting point for this proposal. Next you copy and paste info from other proposals to include the right boilerplate material and resume info. For project references, you have to ask billable people for project examples and details on those projects. And when you ask them, their first response is "haven't I already given you this information before?" Yes, but it is buried in some previous proposal. But you are not done. To include resumes for the project team, you have to ask them for updated info on their role on a project. Then you have to glue it all together and make it look professional. And that is just for one proposal.

There are some key challenges with this approach:

- Copy/paste errors.
- It's difficult to find the most recent copy of material. Are you copying the latest and greatest info? Do you have the latest employee resume? The latest company intro?
- Copying and pasting makes it a nightmare for keeping styles and formatting consistent.
- You spend time tracking down information rather than customizing this proposal for this opportunity.

Vision Proposals alleviates this problem - you pull in the most recent info directly from the Deltek Vision and the templates contain all the styles. No copying and pasting errors. Proposals are generated in minutes, not days.

## Save time

Do you pursue differ types of business? You can have several different templates and use the appropriate one for that particular case. Pick and choose the information you need pulled into your proposal. Vision stores unlimited project descriptions and employee text so you can select the text that is appropriate for this project. Select specific projects and employees to build a resume for this proposal without having to ask people for this information.

Pull data from Deltek Vision into your proposal template

- Projects - Have we done a similar project?
- Clients - Who's a good reference?
- Employees - Who's our best resource?
- Pictures of projects
- Text Library (Boilerplates)

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**Automate Data Gathering**

Leverage workflow in Vision to gather project information when the project is closed so the info is there when you need it for future proposals. This alleviates the need to keep hassling co-workers for the same information multiple times.

**Integration with Microsoft Word**

Microsoft Word is a tool that nearly everyone already owns and knows how to use. Deltek Vision Proposals gathers all of the information you need and publishes it into a very professional looking Microsoft Word document. This gives you all of the capabilities of Word, with a very familiar product and still allows you to customize the proposal according to this specific RFP.

**Using templates and pulling data from Deltek Vision, you can create professional, eye-catching proposals with very little effort.**

**Boston Women's and Children's Hospital (BWCH)**

**Deltek Facility**

**General Experience**  
Boston Women's and Children's Hospital is the largest community-based pediatric facility in the country with over 12,500 deliveries annually. The new hospital is a 325,000-square-foot facility designed to consolidate the location of Obstetric and Gynecologic Services, Diagnostic, Educational and Specialty Adult Women's Health Services such as:  
Prenatal Diagnostic Center, Breast-Care Center, 48 Labor-Delivery-Postpartum Rooms, 80 Postpartum Rooms, Neonatal Nursery, 20-Bed Level III Neonatal Intensive-Care Unit, Lactation Center, 22 GYN, Pelvic Rooms.

The design for this comprehensive medical campus introduces new, more efficient operational concepts and a more flexible facility design to support current and future technological and clinical demands. It is designed with traditional architectural elements.

The building is designed to provide a safe, healthy and more pleasant and family-oriented environment for our patients and staff. It includes state-of-the-art energy conservation and green building features and is designed to be a model of energy and resource efficiency.

**William Apple, LEED AP**

**Project Manager**

**General Experience**  
William Apple has extensive experience and award-winning expertise in interior design. With health-care experience and processes such as: design facilities as medical laboratories, children's hospitals, medical office buildings, and women's hospitals. He will bring his unique approach to user-friendly interiors to your project.

**Education**  
Harvard University  
Bachelor of Science in  
Architectural Engineering | 1995

**Employment**  
Professional Engineer  
Ohio, Florida, Maryland,  
Georgia, Illinois, Minnesota

**Project Experience**  
Adelphi Research Lab | Project Manager  
Responsible for the overall design and management of the project.

Boston Women's and Children's Hospital | Project Manager  
Responsible for conceptual design and project management throughout the design phase of the project.

West End Women's Hospital | Project Manager/Design  
Responsible for conceptual design and project management.

South River Environmental Test Laboratory | Project Manager  
Responsible for all aspects of the project including planning, design and budgeting.

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,500 organizations and 1.8 million users in approximately 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects. Deltek – Know more. Do more.® [deltek.com](http://deltek.com)