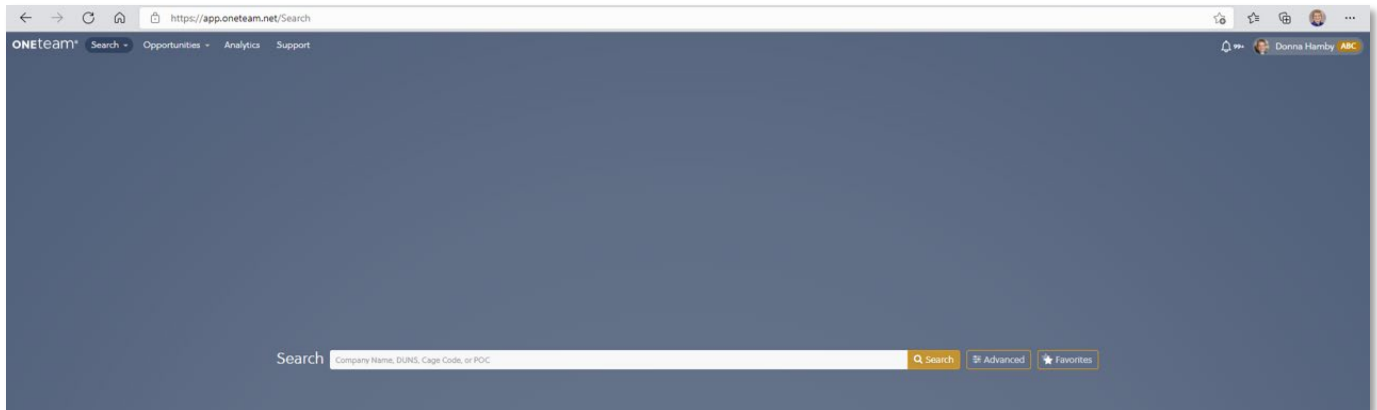


PROPOSAL MANAGEMENT

SEARCH



- Search Companies and identify teaming partners by name, DUNS, CAGE, POC, and Advanced Filters
- Single Sign-on using Office 365 Credentials
- Review SAM and User Defined Company Profiles
- Create Private Notes on Search Profiles
- Research competitors in Company Search
- Evaluate teaming partners based on integrated SAM and FPDS data

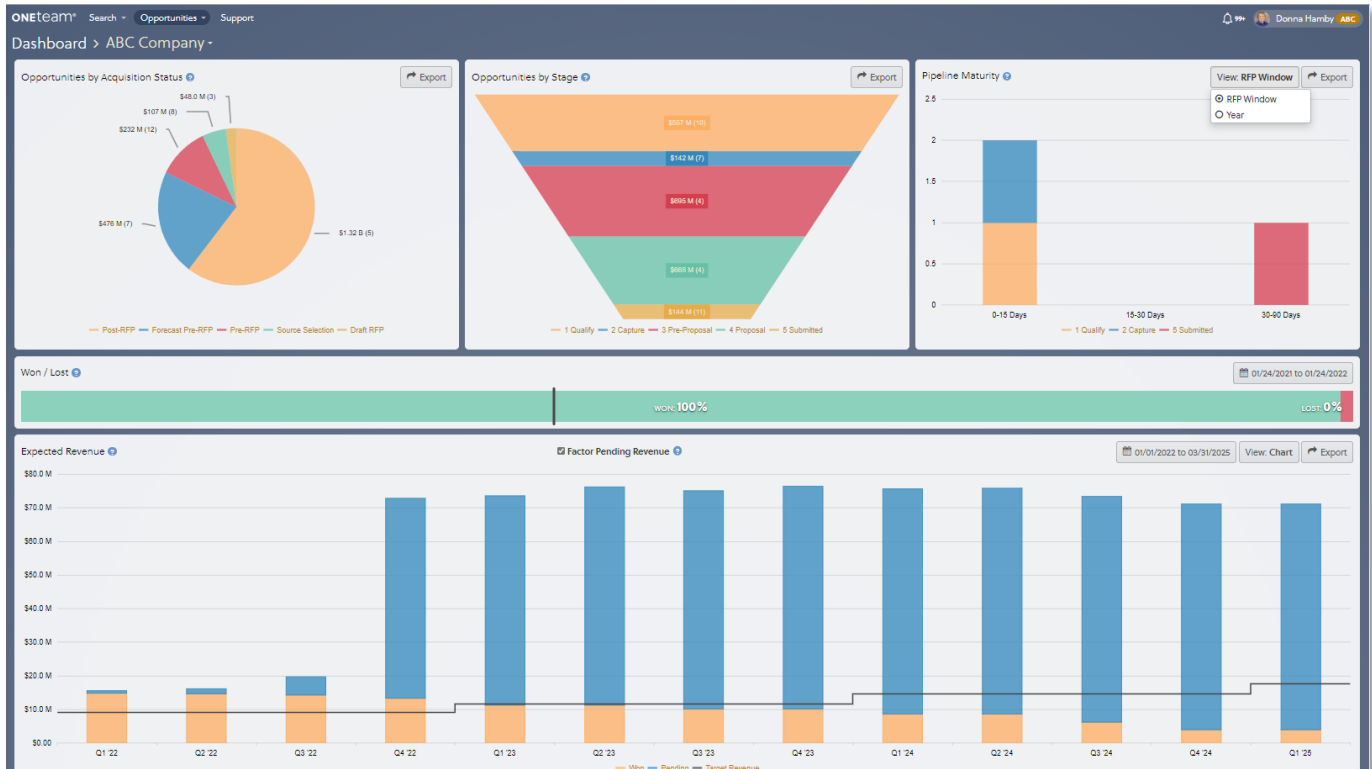
OPPORTUNITIES

ID	Opportunity Name	Quick View	Ow...	Days Since Modified	Days Since Created	Qualification Score	Division	Prime Perc...	Team Members	Primary Contact	Contract Value
1173	Sub SPACE AND EARTH SCIENCE DATA ANALYSIS		ABC	0	626	63 % 272 / 435	Research & Development	100%		Jason ...	\$242,780
1190	Sub ADVANCED TECHNICAL EXPLOITATION PROG...		ABC	0	388	39 % 168 / 435	Engineering Services	100%		Georg...	\$960,000
1231	USAID TANZANIA HORTICULTURE ACTIVITY		ABC	0	170	67 % 293 / 435	ABC IV	100%		Georg...	\$49,000
1250	SUPPLY CHAIN RISK MANAGEMENT DISCOVERY AN...		ABC	0	72	53 % 229 / 435	Software Solutions	100%		Georg...	\$8,000
1251	SYNTHETIC APERTURE RADAR		ABC	0	72	74 % 323 / 435	Missile & Aviation	100%		Georg...	\$22,000
142906	SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT...		ABC	4	1323	91 % 395 / 435	Software Solutions	40%	AVION SO... BOOZ ALL... DEM	Georg...	\$35,000

- View Pipeline of bids imported from GovWin, Salesforce, or manually entered.
- Manage VIEWS of Pipeline
 - Create custom VIEWS of Pipeline – set up VIEWS for BD Manager, Capture, Proposal, etc.
 - Set favorite VIEWS to add a shortcut to your Pipeline.
 - Share custom VIEWS with internal team.
 - View Active and Non-Active (Won, Loss, No-Bid, Bid Next Cycle) Opportunities.
 - Filter, Sort, and Group Pipeline by over 60 data fields and custom data fields.
 - Export Opportunities Pipeline to Excel.
 - Integrate custom VIEW for Meeting to quickly review updates of opportunities.
- Activity Feed
 - Create and edit NOTES from an ACTIVITY FEED post
 - Create new and view existing TASK ITEMS

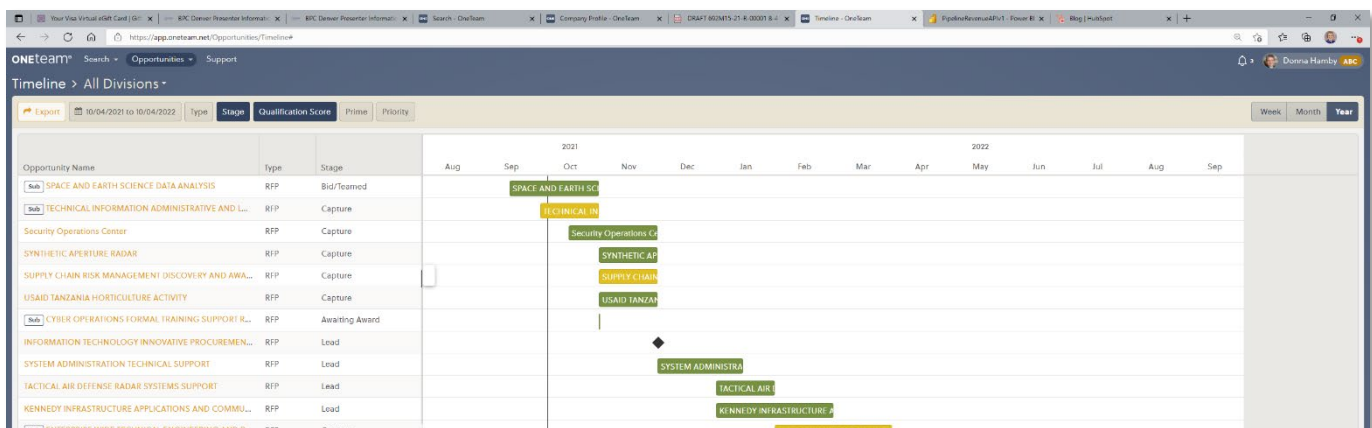
- Filter items by type
- Search posts and comments
- Mark items as read

DASHBOARD VIEW



- View graphic of Opportunities by Acquisition Status.
- View graphic of Opportunities by Internal Status – your sales funnel by status.
- View graphic of Opportunities by Pipeline Maturity. Drill down and select graphic to see opportunities in data set, View RFP Window or by Year. RFP Window is set in company settings.
- Quickly assess Won/Lost Ratio against target win rate set in company settings. The date option allows you to select 1, 3, or 5 years or custom date range.
- View Expected Revenue by list or chart – based on revenue of opportunities in won status, and revenue of in -process opportunities based on P-Win.
- Easily export DASHBOARD Graphics for reports and presentations.

TIMELINE VIEW



- Gantt-style chart of opportunities
- Short-term and long-term planning
- Strategic planning
- Proposal and Bid resourcing

TASKS VIEW

ON1team® Search Opportunities Support

Tasks

Export

Late Tasks Due Within 7 Days Due After 7 Days

Drag a column header and drop it here to group by that column

Title	Opportunity Name	Start	End	Assignments
Pink Team	INTEGRATED DATA INFORMATION MANAGER SUPPORT	04/22/2018	04/28/2018	Lara Means
Talk to the KO	AIR FORCE SPACE COMMAND MODELING SIMULATION AND ANALYSIS	05/06/2018	05/09/2018	Lara Means
Pink Team Review	SERVICES FOR ENABLING AGILE DELIVERY	07/23/2018	08/01/2018	Lara Means
Pink Team	CYBER SECURITY AND INFORMATION MANAGEMENT	12/12/2018	12/12/2018	Jason Merkel Lara Means
Pink Team	PROTOTYPE OF ARTIFICIAL INTELLIGENCE AND MACHINE LEARNING ALGOR...	06/10/2019	06/10/2019	Jason Merkel
Gold Team	RAPID MOBILE APPLICATION DEVELOPMENT SERVICES	03/14/2020	03/16/2020	George Washington Jason Merkel Lara Means
Pink Team	STRATEGIC ANALYSIS AND COMMUNICATION SUPPORT SERVICES II	05/15/2020	05/16/2020	George Washington Jason Merkel
Test Task	Security Operations Center	01/26/2022	01/27/2022	Jason Merkel
Call KO	SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EESA	01/28/2022	02/03/2022	George Washington
Volume 2 Writing Assignments	Security Operations Center	04/16/2022	04/18/2022	Donna Hamby Molly Fitcher
Red Team	APPLICATION DEVELOPMENT SUPPORT FOR JOHNSON SPACE CENTER	06/25/2022	06/26/2022	George Washington
Pink Team	INFORMATION TECHNOLOGY SERVICES AT THE DETROIT ARSENAL IN WARRE...	07/02/2022	07/03/2022	Jason Merkel George Washington
Pink Team	MISSILE DEFENSE DATA CENTER	07/03/2022	07/04/2022	George Washington Jason Merkel
Pink Team	OBSOLESCENCE ENGINEERING SERVICES	07/16/2022	07/17/2022	Jason Merkel George Washington
Red Team	CYBER SECURITY SUPPORT	07/18/2022 10:00 AM	07/18/2022 5:00 PM	Alexander Hamilton George Washington
Red Team	OBSOLESCENCE ENGINEERING SERVICES	07/23/2022	07/24/2022	Jason Merkel George Washington
Red Team	INFORMATION TECHNOLOGY SERVICES AT THE DETROIT ARSENAL IN WARRE...	07/23/2022	07/24/2022	George Washington Jason Merkel Lara Means
Gold Team	CYBER SECURITY SUPPORT	07/28/2022 10:00 AM	07/28/2022 5:00 PM	Alexander Hamilton George Washington
Pink Team	NGA AERONAUTICAL MOBILE APPLICATION	07/31/2022	08/01/2022	George Washington Lara Means
Red Team	NGA AERONAUTICAL MOBILE APPLICATION	08/08/2022	08/09/2022	George Washington Lara Means
Pink Team	SOFTWARE DEVELOPMENT STAFF SUPPLEMENT	08/16/2022	08/17/2022	Jason Merkel
Pink Team	AGILE KILL VEHICLE TECHNOLOGY BAA	09/03/2022	09/04/2022	Jason Merkel
Test Task	ACQUISITION APP STORE	09/10/2022	09/10/2022	Jason Merkel
Industry Day	SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EESA	09/21/2022	09/22/2022	Test Merkel
Pink Team	ADVANCE RADAR AND ELECTRONIC WARFARE TEST STATION AND TEST PROG...	10/30/2022	10/31/2022	George Washington John Adams
Contact KO	Information Technology Services at Stennis Space Center 2	11/30/2022	11/30/2022	Alexander Hamilton
Red Team Technical Edits	SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EESA	12/02/2022 7:00 PM	12/06/2022 7:00 AM	Jason Merkel George Washington

- View tasks across all opportunities
- Filter and sort by Opportunity, Date, or Assignee
- View Late Tasks, Due Within 7 Days, Due After 7 Days

SUPPORT

ON1team® Support Sign In

How can we help?

Search for answers

Capture and Pipeline

Grow your business with effective opportunity tracking and qualification

- Custom Views on the Opportunities List
- GovWin Import Fields
- Opportunity Reporting Fields

See all articles →

Teaming and Data Calls

Simplify team communication and improve teaming decisions

- Setup a Capability Matrix
- Invite Companies to an Opportunity
- Send, Receive, and Review Data Call Documents

See all articles →

Proposal Management

Streamline proposal writing and color team reviews

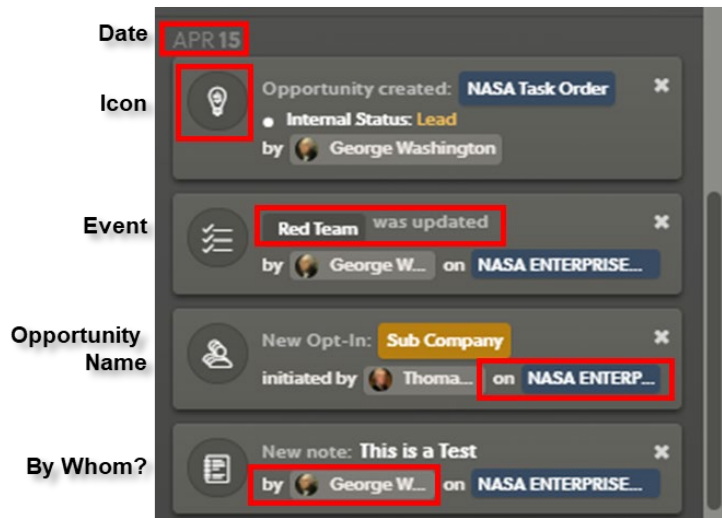
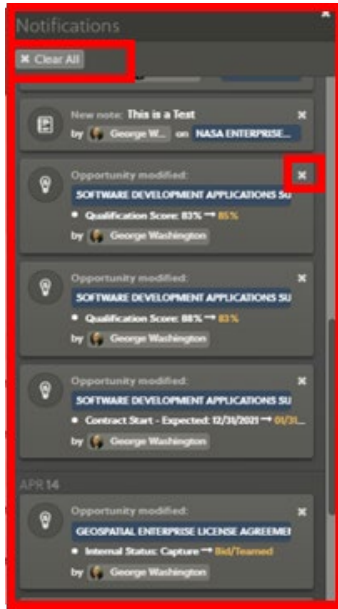
- Contribute to a Proposal through a Writer Package
- Evaluate Proposal Content in a Color Team Review

See all articles →

- Search for specific issue or by topic.
- Access Help Chat in lower right side.
- Type RESET PASSWORD in search to get link to reset your password.

NOTIFICATIONS

- Email notification of task assigned.
- Email notification of Writer Package assignment.
- Icons denote Writer Packages assignment, Task updated, Opportunity Modified, and Note.
- Can be dismissed individually or all cleared.



INSIDE of EACH OPPORTUNITY there are several tabs of data as follows:

DETAILS



- View Details of Opportunity – solicitation name and number, status, contract type, competition type, etc.
- View Company Division and Primary POC
- View/Update expected (E) dates to actual dates (A)
- Link to Parent or Child Opportunities, or to other opportunity (previous contract)
- Review Incumbent information
- View or Edit Stage
- Review Facility Clearance requirement for proposal planning and writing
- View estimated FTE for management and transition writing

DESCRIPTION



- View additional information on solicitation.

CONTACTS

Opportunities > SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EBSA -

Details Description **Contacts** Qualification Notes Documents Schedule Team Strategy Compliance Matrix Capability Matrix Communication

Team Buying Organization

+ Add

ABC	View Opportu...	Update Capability Matrix	Receive Communica...	Primary	Contact	Roles	Email	Phone (Cell)	Phone (Work)	Fax
Avion	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Alexander Hamilton	Capture Manager	proposals@oneteam.net			
BLU	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	David Marconnet		david.marconnet@tgi-us.com	2566585179		
BOOZ ALLEN HAMILTON ENGL...	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Donna Hamby		donna.hamby@oneteam.net	(256) 797-8866		
SAIC	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	George Washington	Capture Manager, Contract Adminis...	capture@oneteam.net	(555) 555-5555	(555) 555-5555	(555) 555-5555
DUM	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Jason Merkel	Proposal Manager	jason.merkel@tgi-us.com	256-679-7910		
ECG	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>						
INNOVA STRATEGIES, LLC	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>						

- View and add internal company contacts to opportunity.
- Assign roles to contacts from Teaming Partners and Buying Organizations.
- View contacts by company, update information as needed.
- Simply adding a contact will NOT trigger an automated workflow email for them to join OneTeam. Add the Company under the Team tab, INVITE the company to team using the Communication Tab (and a primary contact email). The invited company, receives an email to set up account in OneTeam, and can add other contacts at their company.

QUALIFICATION

Opportunities > SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EBSA -

Details Description Contacts **Qualification** Notes Documents Schedule Team Strategy Compliance Matrix Capability Matrix Communication

Matrix Gate 1 (Interest) Gate 2 (Pursue) Gate 3 (Plan) Test Pursuit Decision

Take Snapshot Export Edit + Add

Description	1	2	3	4	5	Notes	Rating	Weight	Score	Gate 3	Gate 2	Gate 1
Strategic Fit?	Counter to core business and corporate direction	Somewhat counter to our core business model and corporate direction	Neutral to core business and corporate Direction	Very close to our core business model and corporate direction	Fully aligned to core business and corporate Direction		5	7	35	35	35	14
Program Manager ID'd?	No PM Identified	PM Identified, barely qualified but unknown to	PM Identified, well qualified but unknown by the	PM Identified, extremely well qualified, unknown or little	PM Identified, extremely well qualified and known to be very well liked and trusted by		5	10	50	50	40	30

- Qualification Matrix primarily used by Capture Manager.

NOTES

Opportunities > SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EBSA -

Details Description Contacts Qualification **Notes** Documents Schedule Team Strategy Compliance Matrix Capability Matrix Communication

+ Add

Private Note Test	Title	Occurred On
George Washington ABC 11/19/2021	Private Note Test	11/19/2021
Donna Hamby ABC 9/21/2021		
Donna Hamby ABC 8/26/2021		
Customer Phone Call George Washington ABC 3/05/2021		

Content

B I U abc [Icons] Format

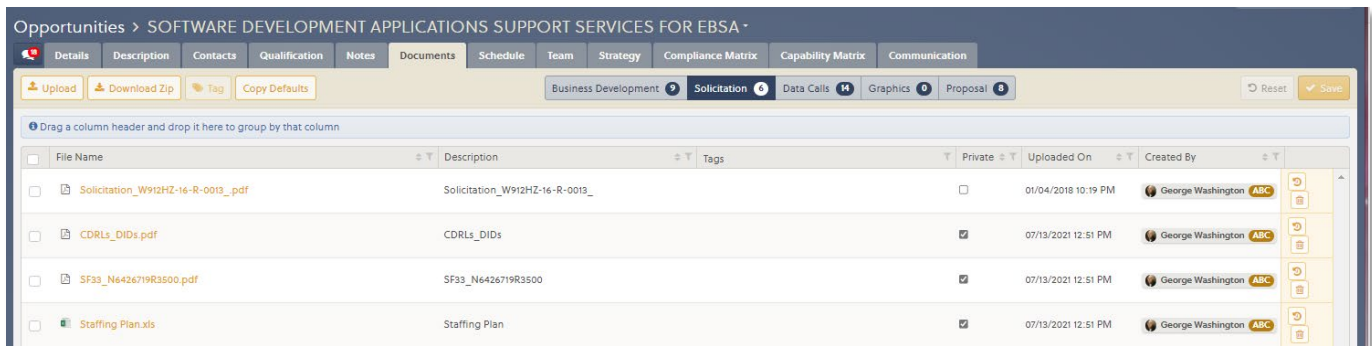
- Document meetings, phone calls, and emails with opportunity centric notes.
- Add notes to share with proposal or capture team.

DOCUMENTS – BUSINESS DEVELOPMENT



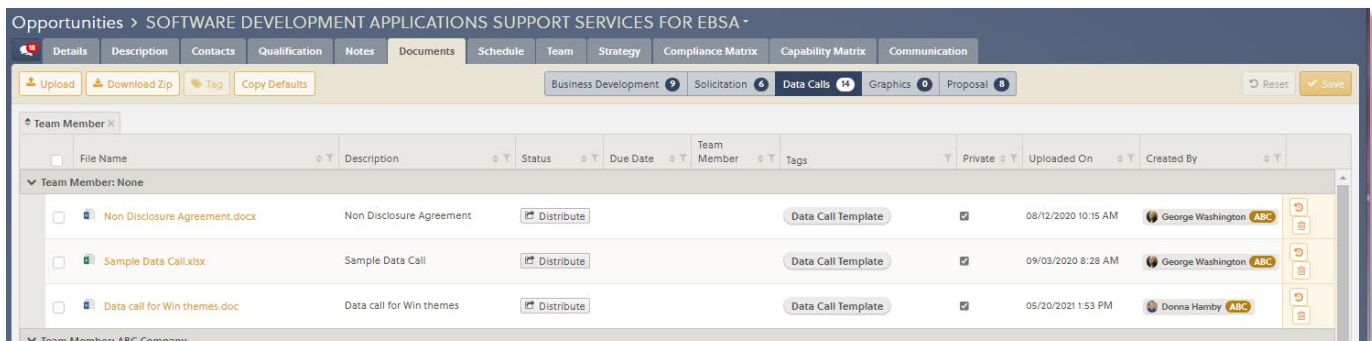
- View pre-solicitation documents, industry day presentations, etc.

DOCUMENTS - SOLICITATION



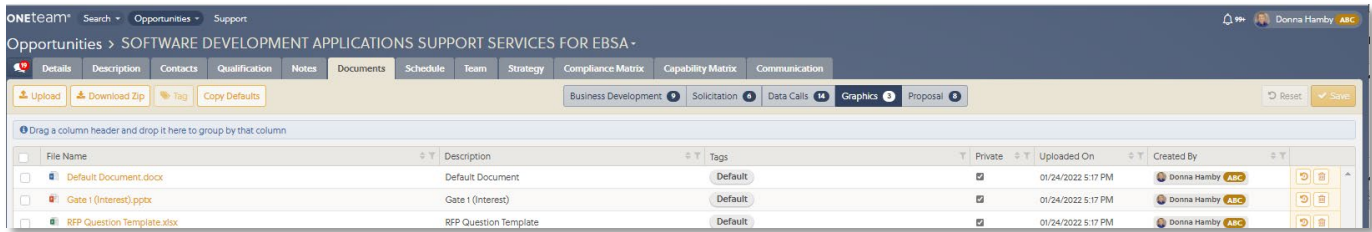
- View Solicitation documents auto-downloaded from GovWin.
- Upload documents not added from GovWin.

DOCUMENTS -DATA CALLS



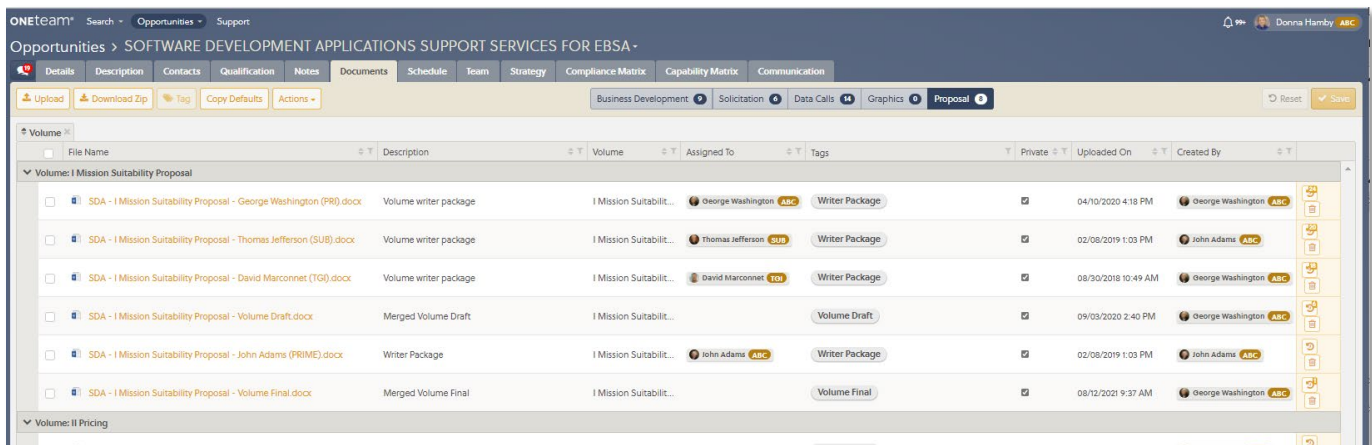
- Upload default Data Call Documents.
- Auto-distribute Data Calls to teammates with checklist of recipients.
- Auto-receive Data Calls from teammates – Submitted Status.
- Mark Data Calls as Accepted or Rejected.
- Automated workflow streamlines data calls.
- Dashboard View to status all data call by company or data call name.

DOCUMENTS – GRAPHICS



- Populate Graphics folder with sample graphics
- Assign control number to graphics for easy identification.
- Add Tags to Documents.
- Identify documents and create document library for reference.
- Add default documents to use as templates.

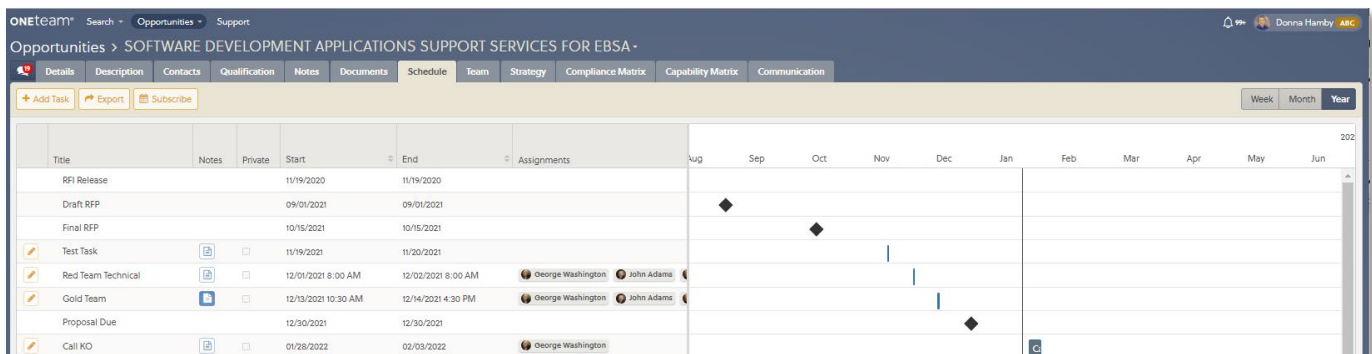
DOCUMENTS - PROPOSAL



Actions Button

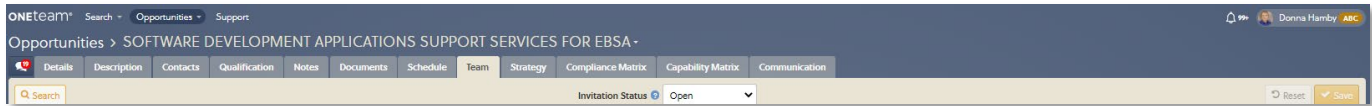
- Generate Writer Packages based on compliance Matrix.
- Sort proposal documents by volume or other criteria.
- Merge Writer Packages into Review Copy.
- Split Merged Packages after color team or proposal review.
- General final volume – after all reviews are completed to remove OneTeam metadata.

SCHEDULE



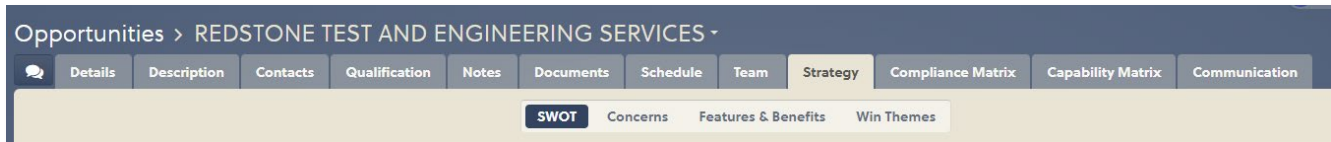
- Create Proposal Schedule with color team reviews
- Assign and review tasks to users with due dates.
- Export Schedule to pdf.
- View schedule as Timeline of events with milestones by week, month, or year.

TEAM



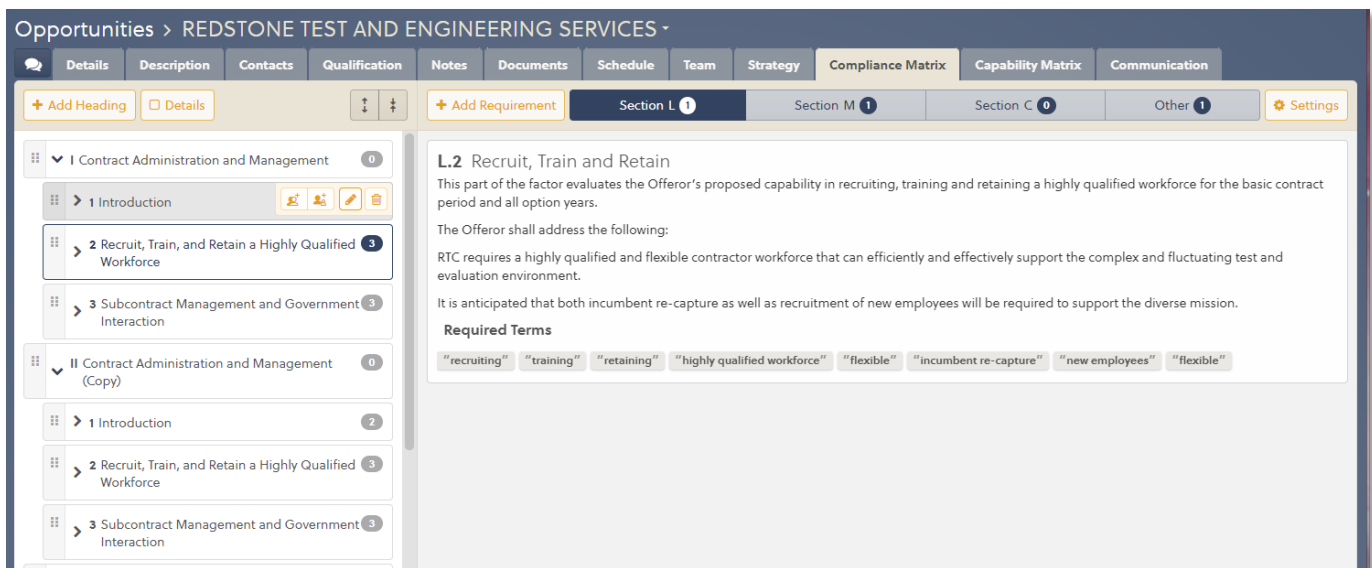
- View Team.
- View teammate workshare percentages.
- View past teaming arrangements.

STRATEGY



- Develop capture strategies.
- Conduct Black Hat or Competitor Review and rate companies and evaluate yourself and the competition with a SWOT Analysis. Select rating – very weak to very strong with numeric color-coded system.
- Perform separate SWOT analyses for each potential competitor. Add prime and subcontractor competitors using the Search function and assess competition's strengths, weaknesses, etc. and rate competitors – very weak to very strong with numeric color-coded system.
- Create list of Customer Concerns, issues, problems, and hot buttons to be used in developing solutions.
- Map Customer Concerns to Features/Solutions, Benefits to Customer, and detail a proof point or experience example to validate the solution and benefit. Designate which Features/Solutions are discriminators and innovations.
- Develop Win Themes based on Customer Concerns, Features, Benefits, and Proof Points. Refine Win Themes in work space and indicate when they are approved by management and are finalized by the Capture Manager. This allows Proposal Manager to use them in the proposal.

COMPLIANCE MATRIX



- Create Proposal Outline by Volume.
- Add proposal subsection, to desired level.
- Input Section L, Section M, Section C (PWS/SOW), and other requirements.
- Map requirements to Proposal Outline.
- Set Required Terms and map to individual outline sections.

- Add capture strategy, win themes, innovation, hot buttons, key words, required terms to map to outline.

COMPLIANCE MATRIX DETAILS/ASSIGNMENTS

Opportunities > REDSTONE TEST AND ENGINEERING SERVICES

Details Description Contacts Qualification Notes Documents Schedule Team Strategy Compliance Matrix Capability Matrix Communication

+ Add Heading Details Reset Save

ID	Heading	Page Limit	Writer	Last Modified	Progress	Book Boss	Reviewers	Rating
I	Contract Administration and Mana...	75						
1	Introduction		Donna Hamby ABC	01/20/2022	1 / 2			
1.1	Team Chart		Donna Hamby ABC		0 / 1			
2	Recruit, Train, and Retain a Highly Qu...				0 / 3			
2.1	Recruiting, Hiring, Training, and Rete...		George Washington ABC		0 / 4			
2.2	Hiring Approaches for New Employee...		Jason Merkel ABC		0 / 2			
2.3	Retention of Skilled Incumbent Work...		Jason Merkel ABC		0 / 2			
2.4	Key Personnel		Jason Merkel ABC		0 / 3			
3	Subcontract Management and Gove...		Abigail Adams ABC		0 / 3			
3.1	Subcontract Management Plan		Abigail Adams ABC		0 / 3			
3.2	Contract Management		Abigail Adams ABC		0 / 8			
3.3	JV Organization		Abigail Adams ABC		0 / 2			
II	Contract Administration and Mana...	75						
1	Introduction				0 / 2			

- Under Details/Assignments button (upper left) assign page limits, writers, book bosses, and reviewers.
- View progress of writers against number of requirements addressed.
- After review, view reviewers' color-coded ratings for each proposal section, view overall volume rating, and number of sections at each rating level.

CAPABILITY MATRIX

Opportunities > SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EBSA

Details Description Contacts Qualification Notes Documents Schedule Team Strategy Compliance Matrix Capability Matrix Communication

+ Add Requirement Select Categories Export Reset Save

Overview

The best response is shown for each requirement (along with a count for that response). Hover over any summary cell for more info.

Reference	Requirement	Notes	Capability Level	Past Performance	Technical Writing	Customer Experience
3.0	This Statement of Work describes technical requ...		1 Full ABC	3 Prime ABC Avion SUB	1 Lead ABC	1 Similar Work ABC
4.1.1	The contractor shall develop comprehensive aer...		3 Full ABC DUM SUB	3 Sub ABC SUB TGI	3 Lead ABCx2 TGI	3 Similar Work ABC SUB TGI
SOW 3.0 (3)	(1) Provide secretarial and financial services for t...		1 Full ABC	5 None ABCx2 DUM SUB TGI	1 Lead SUB	1 Similar Work SUB
SOW 3.1	Effective contract management is essential to th...		2 Full DUM TGI	3 Prime ABC DUM SUB	3 Lead ABC DUM TGI	2 Similar Work ABC DUM
SOW 3.1 (1)	Manage the contract in a fiscally responsible ma...		3 Full ABC DUM SUB	3 Prime ABC DUM SUB	3 Lead DUM SUB TGI	3 Similar Work DUM SUB TGI
SOW 3.1 (10)	Provide monthly reports of the state of all tasks, ...		1 Full ABC	1 Prime ABC	3 Assist ABC DUM SUB	4 Different Work ABC DUM SUB TGI
SOW 3.1 (11)	Provide property management, if applicable, to ...		2 Full ABC DUM	2 Prime ABC SUB	2 Lead ABC DUM	2 Similar Work ABC DUM
SOW 3.1 (12)	Provide risk management activities that will be u...		3 Full ABC SUB TGI	1 Prime SUB	3 Lead ABC SUB TGI	2 Similar Work ABC TGI
SOW 3.1 (13)	The Government will issue Task Orders (TOs) to ...		3 Partial ABC SUB TGI	1 Prime ABC	4 Assist ABC DUM SUB TGI	1 Similar Work SUB
SOW 3.1 (14)	The Contracting Officer's Representative (COR) ...		4 Full ABC DUM SUB TGI	2 Prime ABC DUM	3 Lead ABC SUB TGI	3 Similar Work ABC SUB TGI

- Develop dynamic customizable Capability Matrix of all potential team capabilities.
- Create capability matrix for proposal from dynamic inputs.

Opportunities > SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EBSA

Details Description Contacts Qualification Notes Documents Schedule Team Strategy Compliance Matrix Capability Matrix Communication

New Message

Save Draft Send

Opportunity: SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EBSA
George Washington ABC Sent 11/13/2018

Subject
Opportunity: SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EBSA

Recipients
George Washington ABC Thomas Jefferson SUB Jason Merkel TOB Test 979 TOB + Add

Message

B I U link

Dear Partner,

We are looking at potentially putting together a team to bid on the upcoming opportunity below:

- Opportunity: SOFTWARE DEVELOPMENT APPLICATIONS SUPPORT SERVICES FOR EBSA (SDA)
- Customer: No Buying Office at No Agency
- Final RFP: 09/22/2017
- Primary NAICS: Custom Computer Programming Services
- Incumbent: No Incumbent
- Incumbent Contract Number: No Incumbent Contract Number
- Incumbent Contract Award Date: No Incumbent Award Date
- Incumbent Contract Expiration Date: No Incumbent Expire Date

If you're interested, please let us know if you have any current work with No Buying Office, particularly, if you're doing any work on the SDA program, and if you might be interested in teaming.

- Securely communicate with team using pre populated templates to streamline communications.
- Send communication to internal and/or external team.
- Create custom template with opportunity specific information – OneTeam auto populates.