



Sales Proposal Development



Sales & Marketing Productivity Solution

- Increase Sales Volume
- Improve Sales Force Management
- Track Sales Opportunities

Problem Description

A consulting firm was concerned over erosion in their proposal closure rate and the time and cost involved in producing major consulting proposals.

AIM Solution

A database of all in-house and contractor costs was developed and integrated into an automated bid price “take-off” sheet to allow quick and accurate development of proposal costs and pricing. Included in the system was a project history database that allowed proposal developers to quickly enter project parameters and produce a collection of case histories that promoted their ability to perform similar projects.

Benefits

Proposal closure rate improved 21%.

Why choose AIM?

Choose AIM to guarantee a quality project managed by a hands-on project manager, engineer, MBA, with Six Sigma quality credentials and decades of experience not only designing and implementing productivity and management solutions, but using them as a “real-world” professional manager.

Choose AIM to ensure your project does not go over budget. AIM can offer fixed or ROI-based pricing. Over many years and dozens of projects, AIM has never exceeded a fixed priced budget – and never will.

Choose AIM to reduce delays and missed deadlines. AIM eliminates needless layers of management and communication obstacles inherent to traditional project teams.

Choose AIM because you want a partner with both a winning attitude and record that brings a competitive advantage to your team.

How can I learn more?

Contact Chris Kliesmet at **ADVANCED INTEGRATED METHODS**
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