



Increase Efficiency and Reduce Risk through Structured Collaboration and Traceability with Jama Connect® for Requests for Proposals (RFPs)

Managing Requests for Proposals (RFPs) is often a chaotic process that if not handled well, can result in lost bids, margin erosion, and delivery risk. It requires subject matter experts to step away from their primary work to produce high-quality detailed responses quickly to meet tight deadlines. The typical manual approach involves Proposal, Capture, Product, Engineering, and Compliance managers and other staff juggling spreadsheets and lengthy PDF documents in email threads, struggling to maintain version control and track status of individual items. Without content libraries or automation, responding to similar questions that exist across different proposals leads to inefficient, repetitive, and frustrating work. Any resulting mistakes in responses jeopardize the success of the bid and create a disconnect between what is promised in the proposal and what is eventually delivered.

Jama Connect® for RFPs is a structured requirements and traceability solution purpose-built to manage proposal complexity and risk. By bringing the RFP lifecycle directly into the Jama Connect platform, organizations can import product or project requirements from RFP documents, trace them to existing capabilities, and manage responses with greater speed and accuracy. This solution ensures that every proposal is backed by data, compliance is verified early, and the quality of responses reflects the true capabilities of your organization.

KEY BENEFITS

Faster Time to Submit

Produce high-quality, detailed responses faster by replacing manual data entry in disparate documents with a solution providing workflows and automation for importing, organizing, and responding to RFP requirements.

Higher Response Consistency

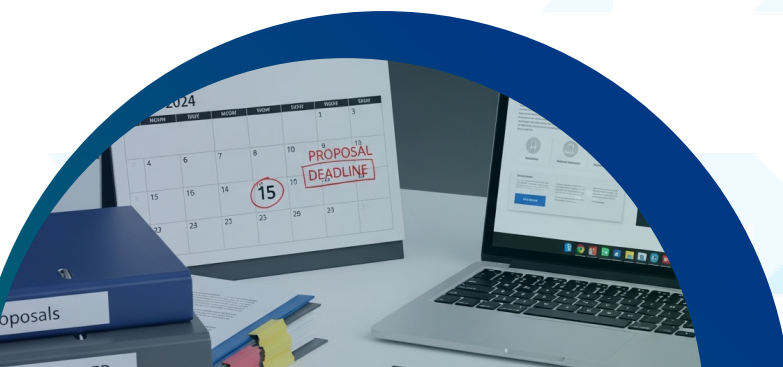
Maintain end-to-end traceability between RFP requirements and your current and planned engineering capabilities by ensuring that every item is verified and validated to generate reports that are accurate and professional.

Reduce Subject Matter Expert Disruption

Replace siloed email feedback on RFP related documentation with a structured, collaborative environment that makes it easy for internal subject matter experts and external stakeholders to comment, review, and approve responses.

Lower Bid Risk

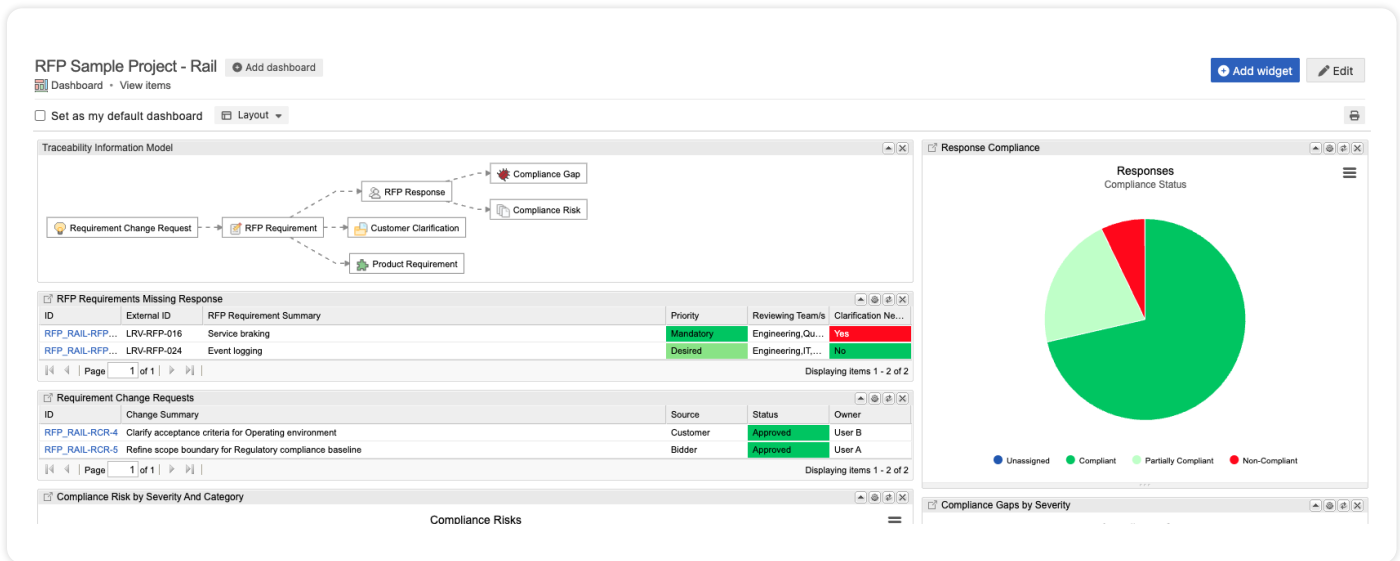
Identify gaps and potential risks during the bid phase through dashboards that provide real-time view of RFP progress, showing requirement status, risks, ownership, and gaps in one place to quickly identify bottlenecks, overdue items, and high-risk areas.



What's Included in Jama Connect for RFPs

Jama Connect for RFPs replaces ad-hoc proposal chaos with a purpose-built, traceable system of record. The solution delivers a preconfigured framework for managing RFP complexity, anchored by a dedicated Traceability Information Model™ that enforces clear, auditable relationships between RFP requirements, responses, gaps, and clarifications. The result is disciplined, traceable proposals where commitments are verified, risks are visible, and delivery expectations are set correctly from day one.

Sample RFP Project Dashboard



Companies choose Jama Connect for RFPs to increase efficiency, accuracy, and consistency and reduce risk when responding to RFPs. To learn more, visit www.jamasoftware.com



Suitably validated by TÜV SÜD for safety-related development



Jama Software® complies with all EU Privacy Shield Framework program requirements



Jama Connect is SOC2 Type 2 certified in both the server and application



Ensures strong privacy management practices



Data transferred is secured and encrypted



Jama Software® is focused on maximizing innovation success in multidisciplinary engineering organizations. Numerous firsts for humanity in fields such as fuel cells, electrification, space, software-defined vehicles, surgical robotics, and more all rely on Jama Connect® requirements management software to minimize the risk of defects, rework, cost overruns, and recalls. Using Jama Connect, engineering organizations can now intelligently manage the development process by leveraging Live Traceability™ across best-of-breed tools to measurably improve outcomes. Our rapidly growing customer base spans the automotive, medical device, life sciences, semiconductor, aerospace & defense, industrial manufacturing, consumer electronics, financial services, and insurance industries. To learn more, visit us at: jamasoftware.com.