Grid® Report for RFP
Summer 2024

RFP Software

Contenders | Leaders

Niche | High Performers

Market Presence

Satisfaction

G2 Grid® Scoring

(RFP Software continues on next page)

RFP Software (continued)

RFP Software Definition

Request for proposal (RFP) software, sometimes referred to as request for quotation (RFQ) software, helps companies create and manage RFP documents, as well as the processes used for vendors to respond to proposals or questionnaires outlining their products or services, pricing, and other relevant information. Companies use RFP software to streamline the creation of RFP documents, track submissions, and analyze the efficiency of their RFP activities. This type of software is used by buyers or procurement professionals to invite bidders to participate in RFPs and compare them to determine the best proposal. In addition, vendors, as well as sales and marketing teams, use this type of strategic response management software to submit RFP responses, track the results of their submissions, collaborate with other stakeholders, and maintain a content library.

RFP software usually includes features for proposal management and integrates with other products such as purchasing software, strategic sourcing software, and proposal software.

To qualify for inclusion in the Request for Proposal (RFP) category, a product must:

▶ Provide standard templates to create RFP documents

▶ Generate quotes and proposals based on RFP documents

▶ Provide a repository of documents and templates which can be used to quickly generate request for proposals

▶ Integrate with solutions like CRM and CPQ to pull product and customer data

▶ Offer functionality to quickly and efficiently create, share, and send request for proposals, allow edits and feedback during the proposal process, and track changes made

▶ Include analytics to evaluate the efficiency of the proposal process

▶ Compare RFP responses based on custom selection criteria

▶ Maintain a history and audit trail of submissions, responses, and supplier details, which can be used to create new RFP documents

RFP Grid® Scoring Description

Products shown on the Grid® for RFP have received a minimum of 10 reviews/ratings in data gathered by June 04, 2024. Products are ranked by customer satisfaction (based on user reviews) and market presence (based on market share, seller size, and social impact) and placed into four categories on the Grid®:

▶ Products in the Leader quadrant are rated highly by G2 users and have substantial Market Presence scores. Leaders include: Responsive, formerly RFPIO, Loopio, and Qvidian

▶ High Performing products have high customer Satisfaction scores and low Market Presence compared to the rest of the category. High Performers include: Tribble and Ombud

▶ Contender products have relatively low customer Satisfaction scores and high Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. Contenders include: QorusDocs and Zip

▶ Niche products have relatively low Satisfaction scores and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. Niche products include: Keelvar, LightSource, Olive, DeepStream Technologies, Precoro, RocketDocs, XaitPorter, and ProcurePort

Grid® Scores for RFP Software

The table below shows the Satisfaction and Market Presence scores that determine product placement on the Grid®. To learn more about each of the products, please see the profile section.

Leaders

	# of Reviews	Satisfaction	Market Presence	G2 Score
Responsive, formerly RFPIO	936	99	96	97
Loopio	541	90	90	90
Qvidian	82	55	92	74

High Performers

	# of Reviews	Satisfaction	Market Presence	G2 Score
Tribble	31	75	36	55
Ombud	24	55	39	47

Contenders

	# of Reviews	Satisfaction	Market Presence	G2 Score
QorusDocs	113	42	55	48
Zip	22	27	62	45

Niche

	# of Reviews	Satisfaction	Market Presence	G2 Score
Keelvar	13	45	39	42
LightSource	10	41	35	38
Olive	45	38	36	37
DeepStream Technologies	14	33	33	33
Precoro	50	33	32	32
RocketDocs	74	21	35	28
XaitPorter	13	28	21	25
ProcurePort	11	23	6	15

* Products are ordered by G2 Score. Satisfaction score is used as a tiebreaker if two products have the same G2 Score.

Grid® Methodology

Grid® Rating Methodology

The Grid® represents the democratic voice of real software users, rather than the subjective opinion of one analyst. G2 rates products from the RFP category algorithmically based on data sourced from product reviews shared by G2 users and data aggregated from online sources and social networks.

Technology buyers can use the Grid® to help them quickly select the best products for their businesses and to find peers with similar experiences. For sellers, media, investors, and analysts, the Grid® provides benchmarks for product comparison and market trend analysis.

Grid® Scoring Methodology

G2 rates products and sellers based on reviews gathered from our user community, as well as data aggregated from online sources and social networks. We apply a unique algorithm (v3.0) to this data to calculate the Satisfaction and Market Presence scores in real time. The Grid® Report for RFP | Summer 2024 is based on scores calculated using the G2 algorithm v3.0 from reviews collected through June 04, 2024. To view the RFP Grid® with the most recent data, please visit the RFP page. For more details on Grid® Scoring, please view the G2 Scoring Methodology here.

Grid® Categorization Methodology

Making G2 research relevant and easy for people to use as they evaluate and select business software products is one of our most important goals. In support of that goal, organizing products and software companies in a well-defined structure that makes capturing, evaluating, and displaying reviews and other research in an orderly manner is a critical part of the research process.

To manage the process of categorizing the software products and the related reviews in the G2 community, G2 follows a publicly available categorization methodology. All products appearing on the Grid® have passed through G2's categorization methodology and meet G2's category standards.

Many terms that appear regularly across G2 and are used to aid in product categorization warrant a definition to facilitate buyer understanding. These terms may be included within reviews from the G2 community or in executive summaries for products included on the Grid®. A list of standard definitions is available to G2 users to eliminate confusion and ease the buying process.

Rating Changes and Dynamics

The ratings in this report are based on a snapshot of the user reviews and social data collected by G2 up through June 04, 2024. The ratings may change as the products are further developed, the sellers grow, and as additional opinions are shared by users. G2 updates the ratings on its website in real time as additional data is received, and this report will be updated as significant data is received. By improving their products and support and/or by having more satisfied customer voices heard, Contenders may become Leaders and Niche sellers may become High Performers.

(Grid® Methodology continues on next page)

** Net Promoter, Net Promoter System, Net Promoter Score, NPS and the NPS-related emoticons are registered trademarks of Bain & Company, Inc., Fred Reichheld and Satmetrix Systems, Inc.

Grid® **Methodology** (continued)

Trust

Keeping our ratings unbiased is our top priority. We require the use of a LinkedIn account or verified business email address to validate a G2 user's identity and employer. We also validate users by partnering with sellers and organizations to securely authenticate users through select platforms. We do not allow users to review their current or former employers' products, or those of their employers' competitors. Additionally, all reviews are manually checked by our team after our algorithm filters out reviews that don't meet our submission requirements. All reviews must pass our moderation process before they are published.

Our G2 staff does not add any subjective input to the ratings, which are determined algorithmically based on data aggregated from publicly available online sources and social networks. Sellers cannot influence their ratings by spending time or money with us. Only the opinion of real users and data from public sources factor into the ratings.

G2 may occasionally offer incentives for honest reviews to help us gather a full and accurate data set. These incentives are offered as thank-yous for approved reviews. Incentives are never conditioned upon the substance of the review, positive or negative. Each such incentivized review is disclosed with an "Incentivized Review" banner.

Grid® Inclusion Criteria

All products in a G2 category that have at least 10 reviews from real users of the product are included on the Grid®. Inviting other users, such as colleagues and peers, to join G2 and share authentic product reviews will accelerate this process.

If a product is not yet listed on G2 and it fits the market definition above, then users are encouraged to suggest its addition to our RFP category.

Product Profiles

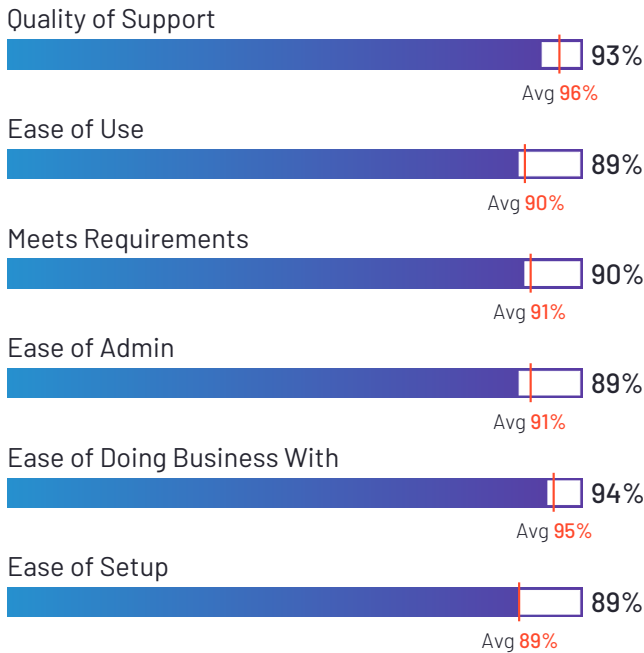Product profiles and detailed charts are included for products with 10 or more reviews.

Responsive, formerly RFPIO

4.5 ★★★★½ **(1,020)**

Leader
SUMMER
2024

Responsive, formerly RFPIO has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. Responsive, formerly RFPIO has the largest Market Presence and received the highest Satisfaction score among products in RFP. 97% of users rated it 4 or 5 stars, 91% of users believe it is headed in the right direction, and users said they would be likely to recommend Responsive, formerly RFPIO at a rate of 91%. Responsive, formerly RFPIO is also in the Vendor Security and Privacy Assessment, Document Generation, Salesforce AppExchange Apps, Proposal, and Strategic Sourcing categories.
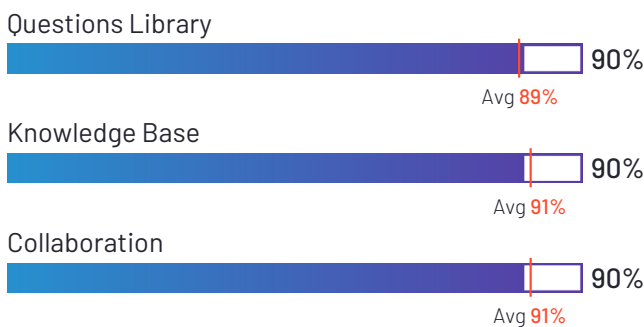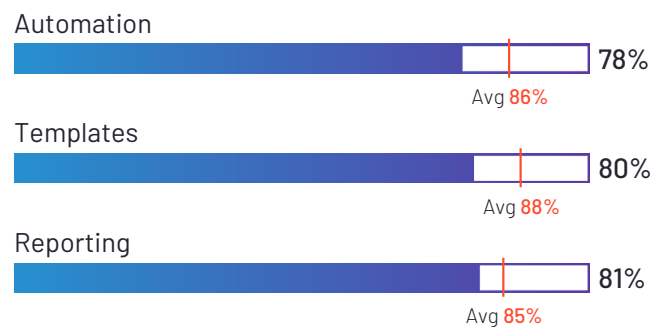
Satisfaction Ratings

Quality of Support
93%
Avg **96%**

Ease of Use
89%
Avg **90%**

Meets Requirements
90%
Avg **91%**

Ease of Admin
89%
Avg **91%**

Ease of Doing Business With
94%
Avg **95%**

Ease of Setup
89%
Avg **89%**

Top Industries Represented

● Computer Software	230
● Information Technology and Services	183
● Financial Services	71
● Insurance	48
● Hospital & Health Care	44

Highest-Rated Features

Questions Library
90%
Avg **89%**

Knowledge Base
90%
Avg **91%**

Collaboration
90%
Avg **91%**

Lowest-Rated Features

Automation
78%
Avg **86%**

Templates
80%
Avg **88%**

Reporting
81%
Avg **85%**

Ownership
Responsive

HQ Location
Beaverton, Oregon

Year Founded
2016

Employees (Listed On Linkedin)
566

Company Website
responsive.io

Loopio

4.7 ★★★★½ (599)

Leader SUMMER 2024
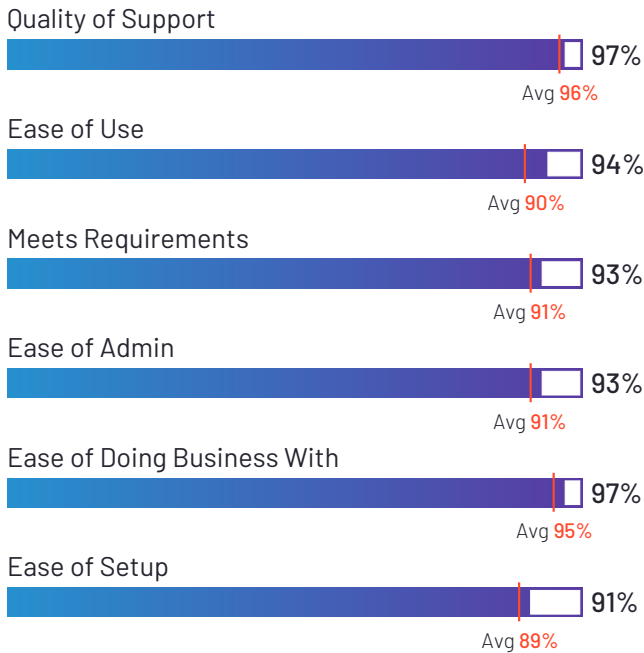
Loopio has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 99% of users rated it 4 or 5 stars, 96% of users believe it is headed in the right direction, and users said they would be likely to recommend Loopio at a rate of 95%. Loopio is also in the Proposal, Salesforce AppExchange Apps, and Vendor Security and Privacy Assessment categories.
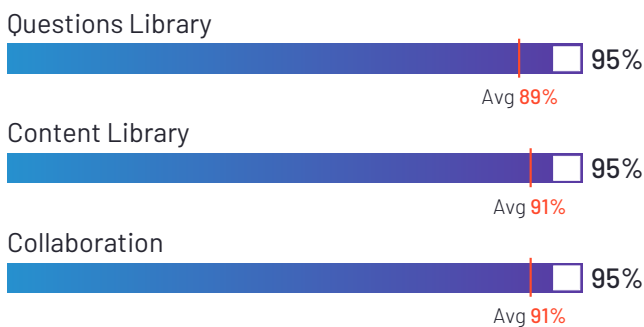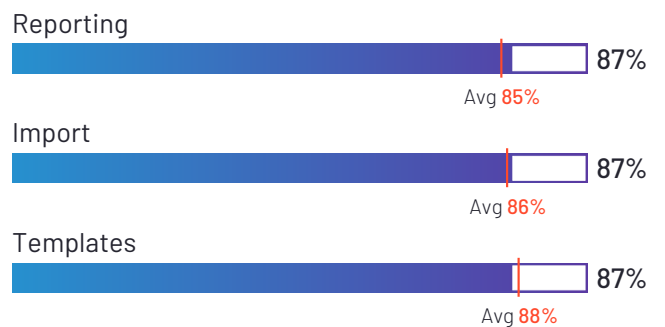
Satisfaction Ratings

Quality of Support
97%
Avg 96%

Ease of Use
94%
Avg 90%

Meets Requirements
93%
Avg 91%

Ease of Admin
93%
Avg 91%

Ease of Doing Business With
97%
Avg 95%

Ease of Setup
91%
Avg 89%

Top Industries Represented

● Computer Software	172
● Information Technology and Services	76
● Financial Services	37
● Hospital & Health Care	23
● Marketing and Advertising	18

Highest-Rated Features

Questions Library
95%
Avg 89%

Content Library
95%
Avg 91%

Collaboration
95%
Avg 91%

Lowest-Rated Features

Reporting
87%
Avg 85%

Import
87%
Avg 86%

Templates
87%
Avg 88%

Ownership
Loopio Inc.

HQ Location
Toronto

Year Founded
2014

Employees (Listed On Linkedin)
264

Company Website
www.loopio.com

Qvidian

4.3 ★★★★½ (111)

Leader SUMMER 2024
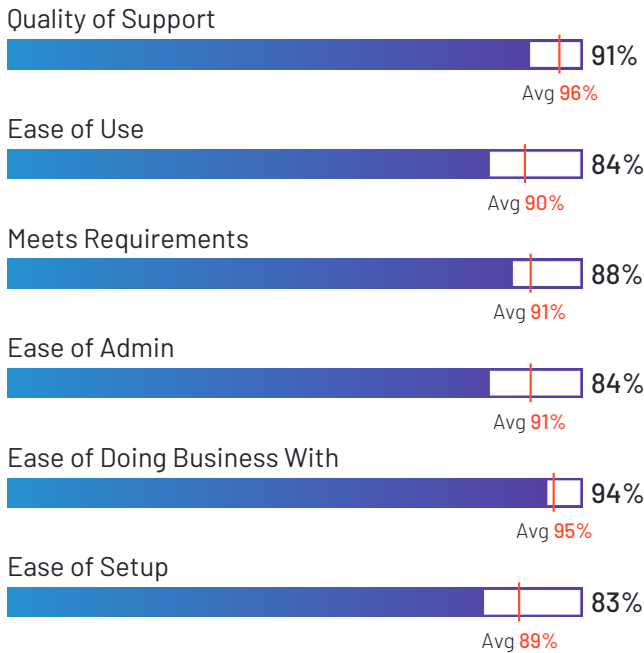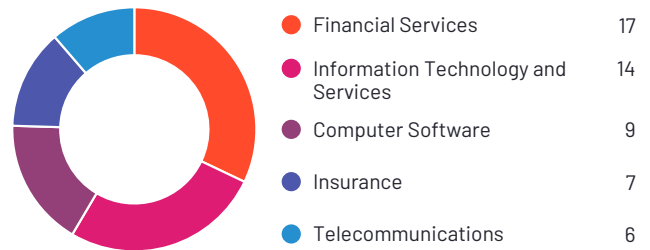
Qvidian has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 94% of users rated it 4 or 5 stars, 92% of users believe it is headed in the right direction, and users said they would be likely to recommend Qvidian at a rate of 87%. Qvidian is also in the Proposal category.
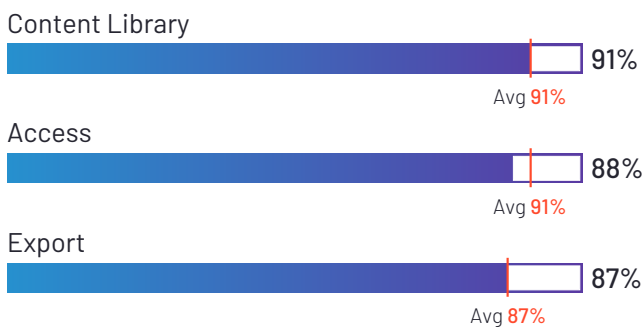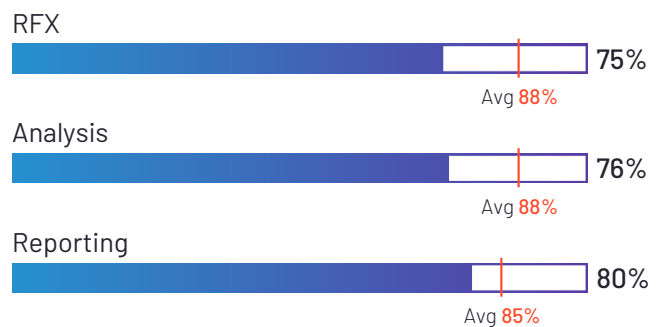
Satisfaction Ratings

Quality of Support
91%
Avg 96%

Ease of Use
84%
Avg 90%

Meets Requirements
88%
Avg 91%

Ease of Admin
84%
Avg 91%

Ease of Doing Business With
94%
Avg 95%

Ease of Setup
83%
Avg 89%

Top Industries Represented

● Financial Services	17
● Information Technology and Services	14
● Computer Software	9
● Insurance	7
● Telecommunications	6

Highest-Rated Features

Content Library
91%
Avg 91%

Access
88%
Avg 91%

Export
87%
Avg 87%

Lowest-Rated Features

RFX
75%
Avg 88%

Analysis
76%
Avg 88%

Reporting
80%
Avg 85%

Ownership	HQ Location	Year Founded	Employees (Listed On Linkedin)	Company Website
Upland Software	Austin, TX	2010	1,020	uplandsoftware.com

Tribble

5.0 ★★★★★ (31)

High Performer SUMMER 2024
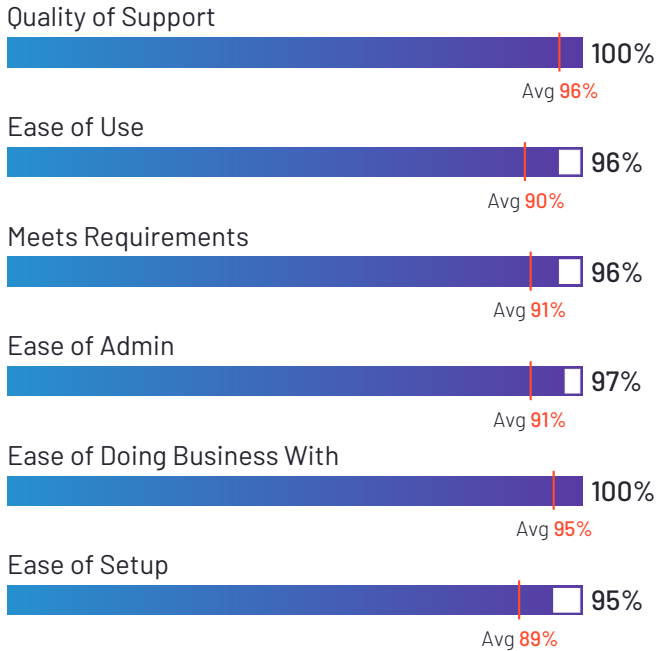
Tribble has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend Tribble at a rate of 99%.

Satisfaction Ratings

Quality of Support
100%
Avg 96%

Ease of Use
96%
Avg 90%

Meets Requirements
96%
Avg 91%

Ease of Admin
97%
Avg 91%

Ease of Doing Business With
100%
Avg 95%

Ease of Setup
95%
Avg 89%

Top Industries Represented

Computer Software	16
Information Technology and Services	6
Consulting	2
Apparel & Fashion	1
Computer & Network Security	1

Highest-Rated Features

RFX
99%
Avg 88%

Automation
99%
Avg 86%

Access
99%
Avg 91%

Lowest-Rated Features

Reporting
90%
Avg 85%

Export
93%
Avg 87%

Collaboration
94%
Avg 91%

Ownership
Tribble

HQ Location
Los Angeles, CA

Year Founded
2023

Employees (Listed On Linkedin)
8

Company Website
tribble.ai
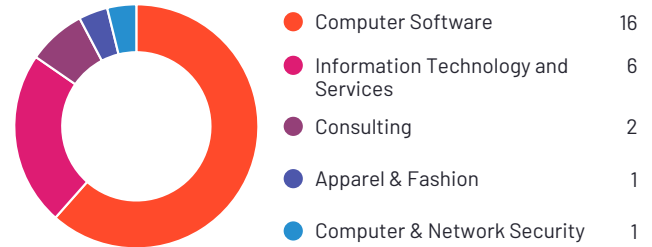
Ombud

4.7 ★★★★½ (25)

High Performer SUMMER 2024

Ombud has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users sa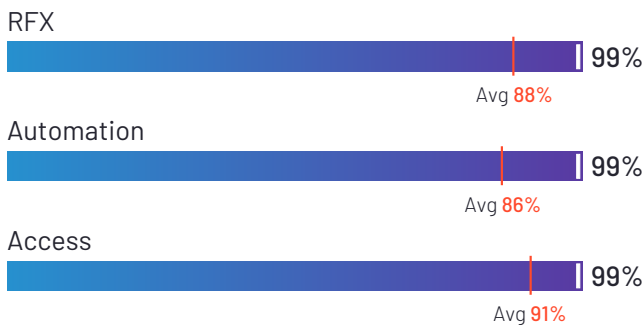id they would be likely to recommend Ombud at a rate of 94%. Ombud is also in the Proposal and Vendor Security and Privacy Assessment categories.
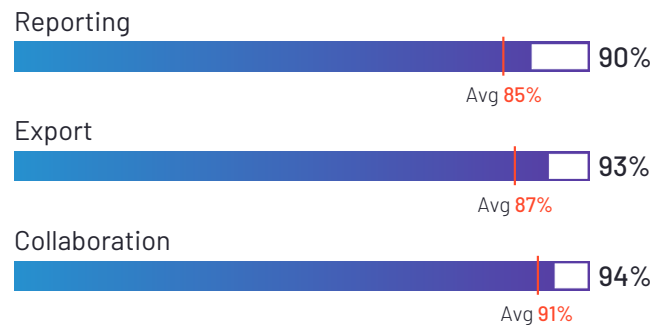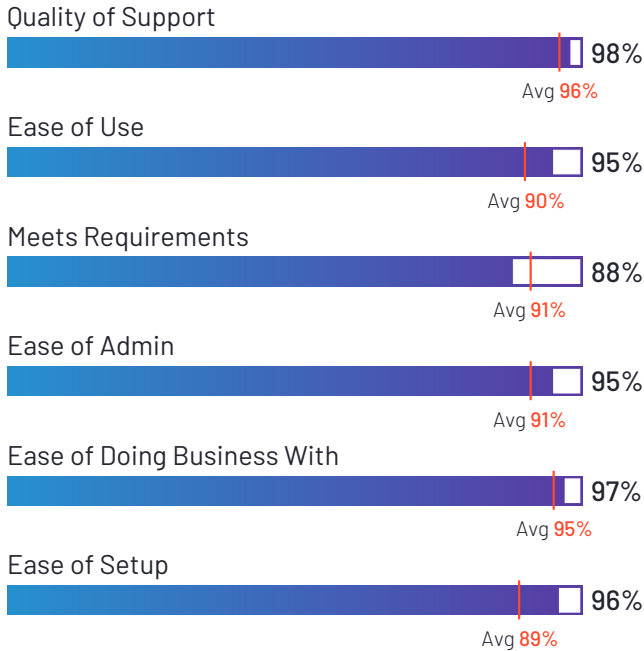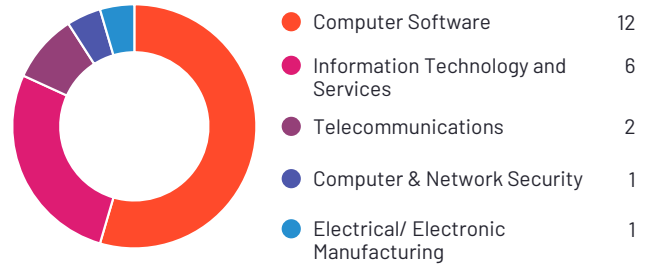
Satisfaction Ratings

Quality of Support
98%
Avg 96%

Ease of Use
95%
Avg 90%

Meets Requirements
88%
Avg 91%

Ease of Admin
95%
Avg 91%

Ease of Doing Business With
97%
Avg 95%

Ease of Setup
96%
Avg 89%

Top Industries Represented

● Computer Software	12
● Information Technology and Services	6
● Telecommunications	2
● Computer & Network Security	1
● Electrical/ Electronic Manufacturing	1

Highest-Rated Features

Content Library
98%
Avg 91%

Access
96%
Avg 91%

Project Management
96%
Avg 89%

Lowest-Rated Features

Versioning
86%
Avg 87%

RFX
90%
Avg 88%

Templates
91%
Avg 88%
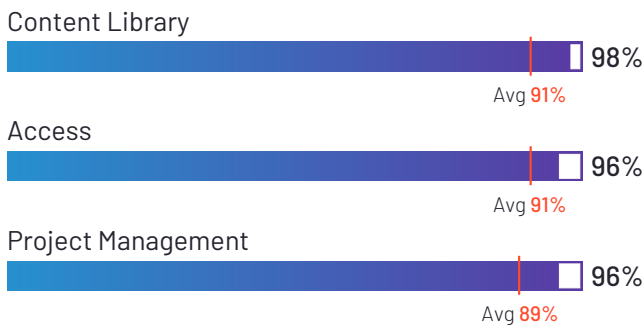
Ownership
Ombud

HQ Location
Denver, Colorado

Year Founded
2011

Employees (Listed On Linkedin)
49

Company Website
www.ombud.com

QorusDocs

4.4 ★★★★½ (160)

QorusDocs has been named a Contender product based on having a relatively low customer Satisfaction score and large Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 91% of users rated it 4 or 5 stars, 87% of users believe it is headed in the right direction, and users said they would be likely to recommend QorusDocs at a rate of 87%. QorusDocs is also in the Sales Enablement, Proposal, and Document Generation categories.
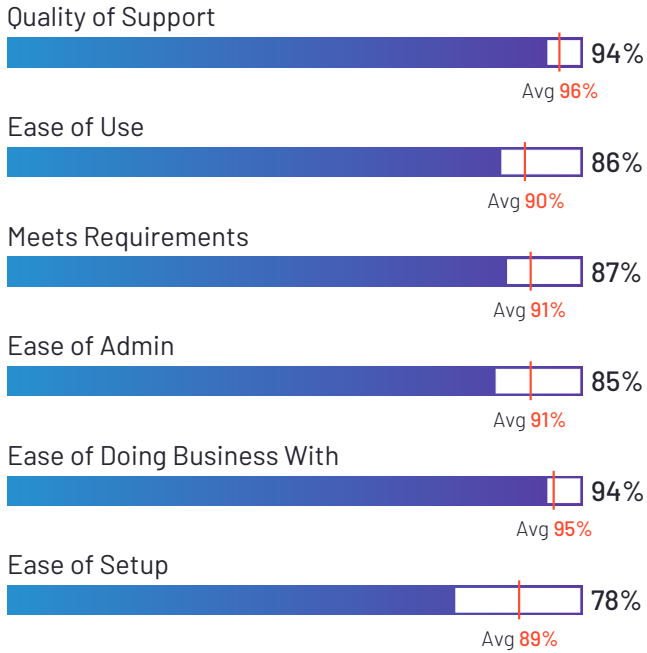
Satisfaction Ratings

Quality of Support — 94% — Avg 96%

Ease of Use — 86% — Avg 90%

Meets Requirements — 87% — Avg 91%

Ease of Admin — 85% — Avg 91%

Ease of Doing Business With — 94% — Avg 95%

Ease of Setup — 78% — Avg 89%

Top Industries Represented

Industry	
● Information Technology and Services	20
● Staffing and Recruiting	9
● Legal Services	8
● Computer Software	7
● Telecommunications	5

Highest-Rated Features

Versioning — 91% — Avg 87%

Content Library — 89% — Avg 91%

Knowledge Base — 89% — Avg 91%

Lowest-Rated Features

Analysis — 82% — Avg 88%

Project Management — 82% — Avg 89%

Import — 82% — Avg 86%
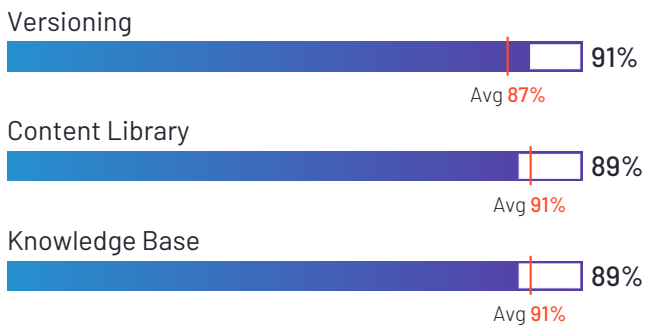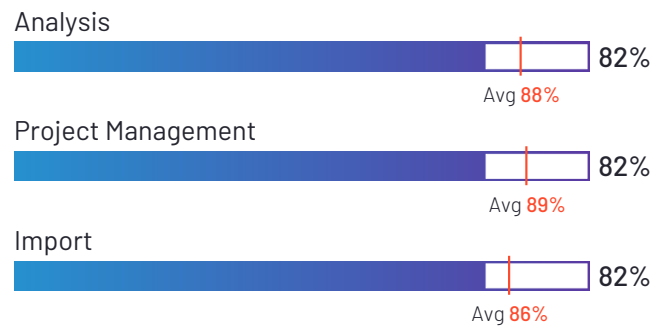
Ownership	HQ Location	Year Founded	Employees (Listed On Linkedin)	Company Website
QorusDocs	Seattle, WA	2012	62	qorusdocs.com

Zip

4.7 ★★★★½ (51)

Zip has been named a Contender product based on having a relatively low customer Satisfaction score and large Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 88% of users 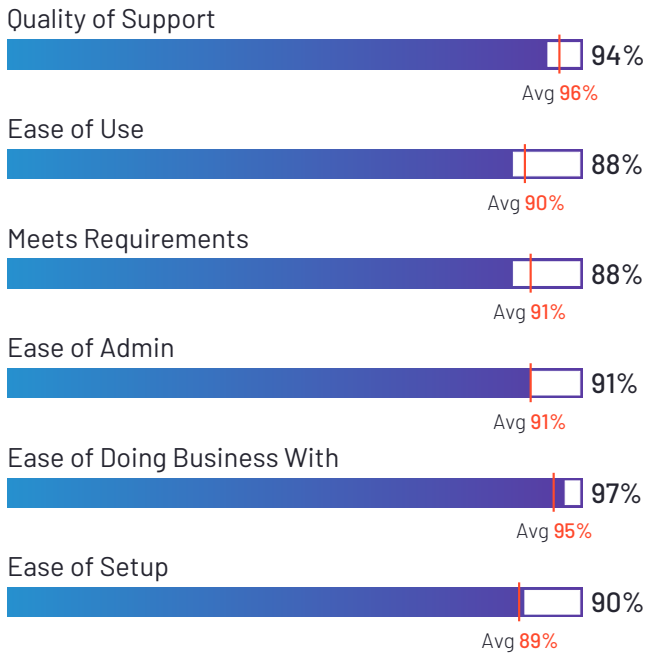believe it is headed in the right direction, and users said they would be likely to recommend Zip at a rate of 95%. Zip is also in the Accounts Payable (AP) and Spend Analysis, Procure to Pay, Spend Management, Supplier Relationship Management (SRM), Enterprise Payment, AP Automation, Invoice Management, Strategic Sourcing, Purchasing, and Vendor Management categories.

Satisfaction Ratings

Quality of Support
94%
Avg **96%**

Ease of Use
88%
Avg **90%**

Meets Requirements
88%
Avg **91%**

Ease of Admin
91%
Avg **91%**

Ease of Doing Business With
97%
Avg **95%**

Ease of Setup
90%
Avg **89%**

Top Industries Represented

● Computer Software	9
● Information Technology and Services	5
● Financial Services	2
● Marketing and Advertising	2
● Computer & Network Security	1

Ownership
Zip

HQ Location
San Francisco, US

Year Founded
2020

Employees (Listed On Linkedin)
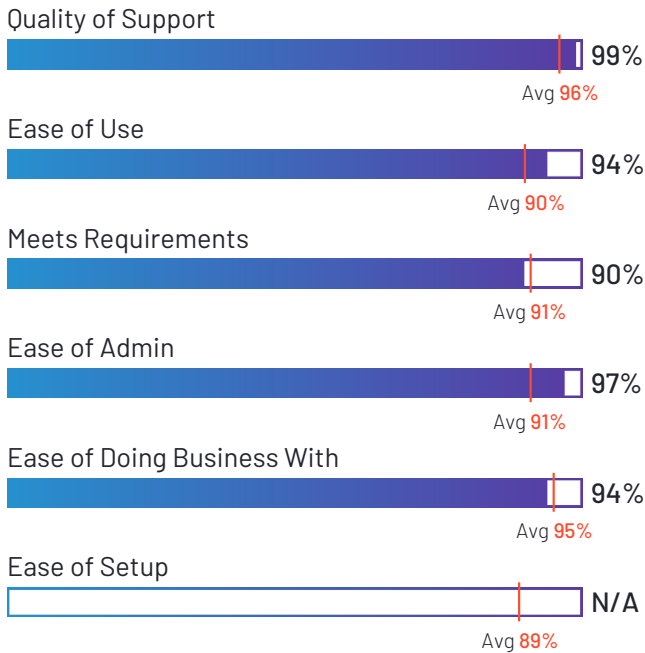508

Company Website
ziphq.com

Keelvar

4.7 ★★★★½ (18)

Keelvar has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend Keelvar at a rate of 93%. Keelvar is also in the Strategic Sourcing category.

Satisfaction Ratings

Quality of Support
99%
Avg 96%

Ease of Use
94%
Avg 90%

Meets Requirements
90%
Avg 91%

Ease of Admin
97%
Avg 91%

Ease of Doing Business With
94%
Avg 95%

Ease of Setup
N/A
Avg 89%

*N/A is displayed when fewer than five responses were received for the question.

Top Industries Represented

- ● Consumer Goods — 3
- ● Logistics and Supply Chain — 3
- ● Building Materials — 1
- ● Construction — 1
- ● Luxury Goods & Jewelry — 1

Highest-Rated Features

Collaboration
100%
Avg 91%

Reporting
95%
Avg 85%

Tracking
95%
Avg 91%

Lowest-Rated Features

Templates
89%
Avg 88%

RFX
89%
Avg 88%

Project Management
89%
Avg 89%
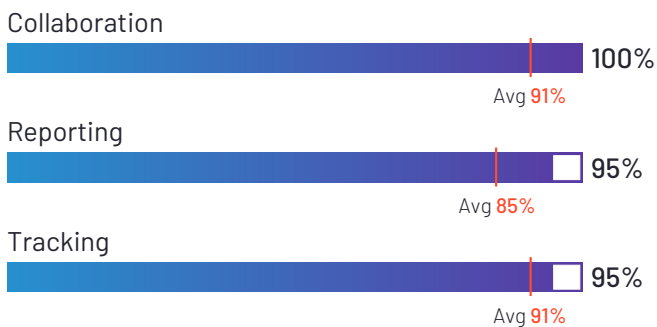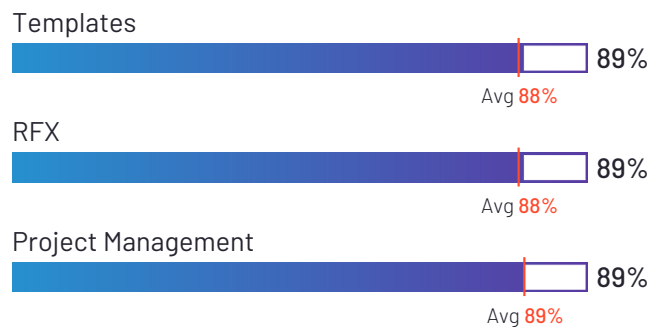
Ownership
Keelvar

HQ Location
Cork

Year Founded
2012

Employees (Listed On Linkedin)
117

Company Website
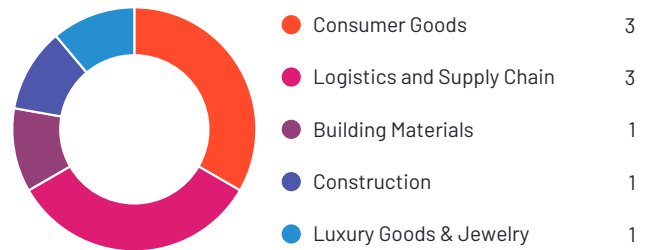keelvar.com

LightSource

4.9 ⭐⭐⭐⭐⭐ (11)

LightSource has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend LightSource at a rate of 97%. LightSource is also in the Supplier Relationship Management (SRM), Strategic Sourcing, Product Lifecycle Management (PLM), and Contract Lifecycle Management (CLM) categories.

Satisfaction Ratings

Quality of Support
100%
Avg **96%**

Ease of Use
97%
Avg **90%**

Meets Requirements
97%
Avg **91%**

Ease of Admin
N/A
Avg **91%**

Ease of Doing Business With
N/A
Avg **95%**

Ease of Setup
N/A
Avg **89%**

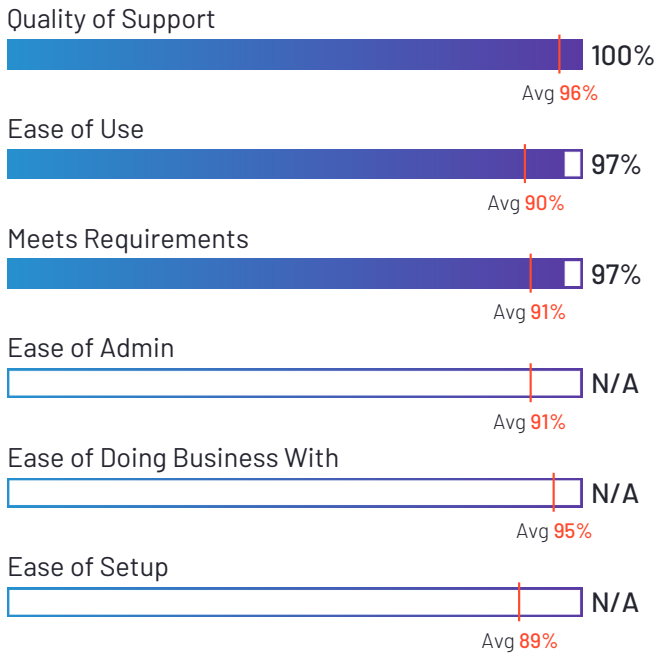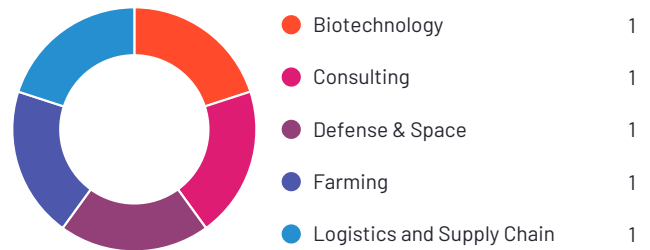*N/A is displayed when fewer than five responses were received for the question.

Top Industries Represented

● Biotechnology	1
● Consulting	1
● Defense & Space	1
● Farming	1
● Logistics and Supply Chain	1

Highest-Rated Features

Export
98%
Avg **87%**

Collaboration
98%
Avg **91%**

Selection
98%
Avg **90%**

Lowest-Rated Features

Questions Library
94%
Avg **89%**

Knowledge Base
94%
Avg **91%**

Content Library
95%
Avg **91%**
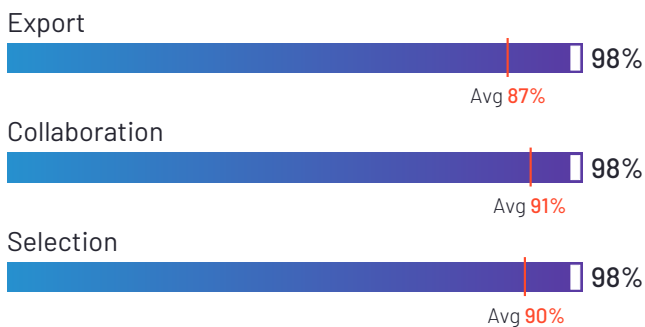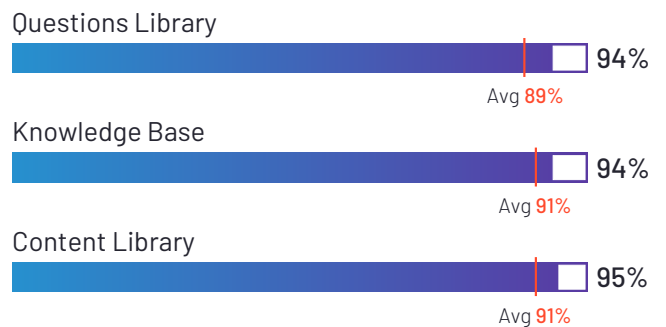
Ownership
LightSource

HQ Location
San Francisco, California

Year Founded
2020

Employees (Listed On Linkedin)
20

Company Website
lightsource.ai

Olive

4.4 ★★★★½ (54)

Olive has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 93% of users rated it 4 or 5 stars, 84% of users believe it is headed in the right direction, and users said they would be likely to recommend Olive at a rate of 88%. Olive is also in the Requirements Management, Technology Research Services, and Strategic Sourcing categories.

Satisfaction Ratings
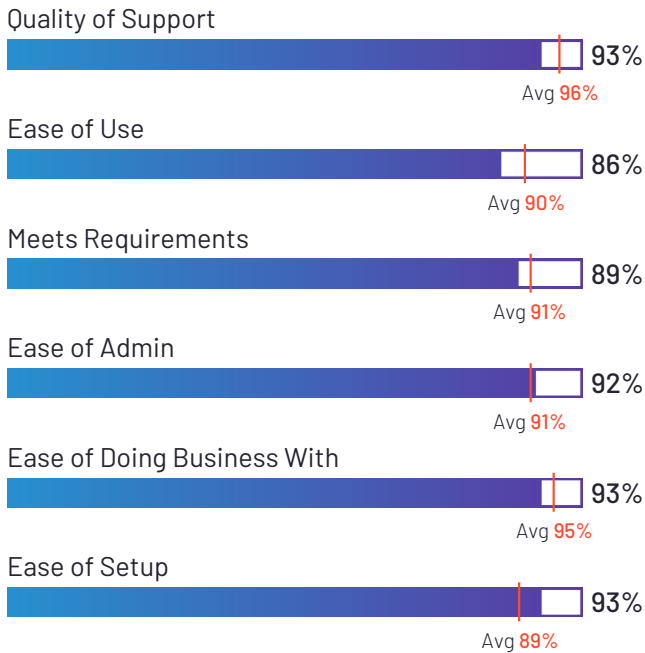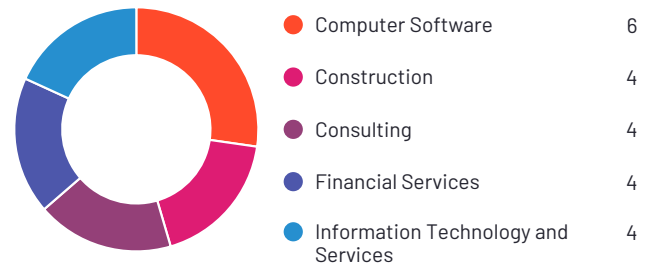
Quality of Support
93%
Avg 96%

Ease of Use
86%
Avg 90%

Meets Requirements
89%
Avg 91%

Ease of Admin
92%
Avg 91%

Ease of Doing Business With
93%
Avg 95%

Ease of Setup
93%
Avg 89%

Top Industries Represented

● Computer Software	6
● Construction	4
● Consulting	4
● Financial Services	4
● Information Technology and Services	4

Highest-Rated Features

Collaboration
88%
Avg 91%

Selection
87%
Avg 90%

Templates
86%
Avg 88%

Lowest-Rated Features

RFX
77%
Avg 88%

Versioning
78%
Avg 87%

Questions Library
79%
Avg 89%
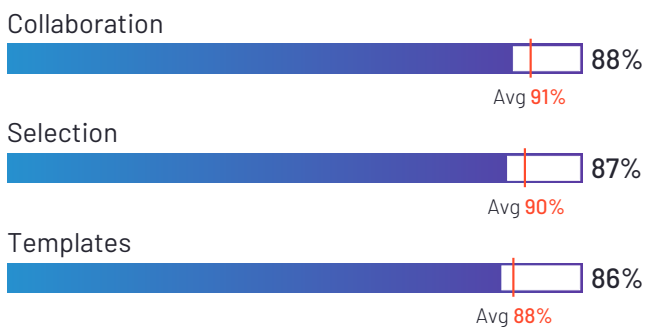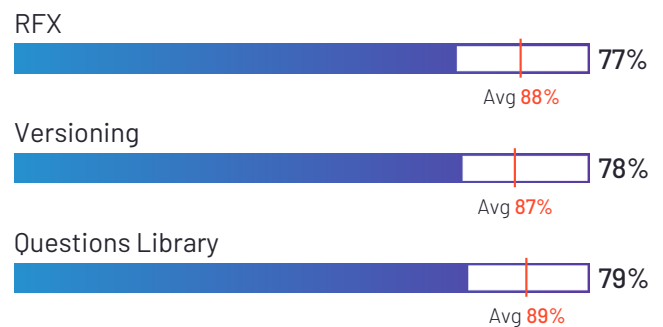
Ownership
Olive Technologies

HQ Location
Vancouver, Canada

Year Founded
2018

Employees (Listed On Linkedin)
29

Company Website
www.olive.app
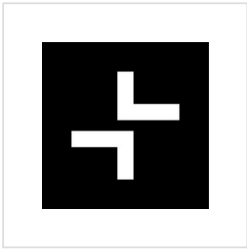
DeepStream Technologies

4.7 ★★★★½ (18)

DeepStream Technologies has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 83% of users believe it is headed in the right direction, and users said they would be likely to recommend DeepStream Technologies at a rate of 92%. DeepStream Technologies is also in the Proposal and Strategic Sourcing categories.

Satisfaction Ratings

Quality of Support
96%
Avg **96%**

Ease of Use
89%
Avg **90%**

Meets Requirements
90%
Avg **91%**

Ease of Admin
**92%**
Avg **91%**

Ease of Doing Business With
94%
Avg **95%**

Ease of Setup
91%
Avg **89%**

Top Industries Represented

● Oil & Energy	3
● Electrical/ Electronic Manufacturing	2
● Renewables & Environment	2
● Airlines/ Aviation	1
● Automotive	1

Highest-Rated Features

Access
90%
Avg **91%**

Tracking
88%
Avg **91%**

Automation
86%
Avg **86%**

Lowest-Rated Features

Reporting
74%
Avg **85%**

Versioning
77%
Avg **87%**

Questions Library
77%
Avg **89%**
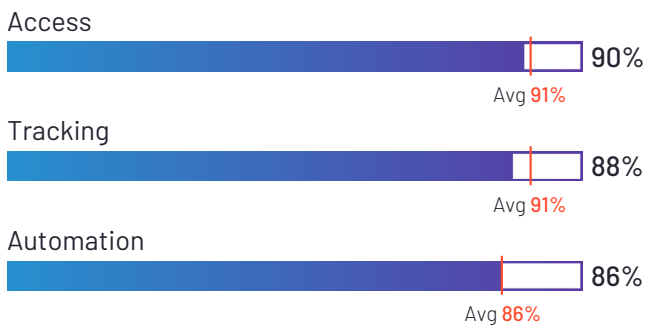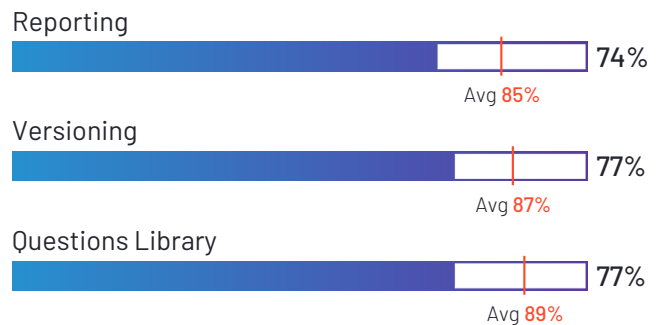
Ownership
DeepStream Technologies

HQ Location
London, GB

Year Founded
2016

Employees (Listed On Linkedin)
23

Company Website
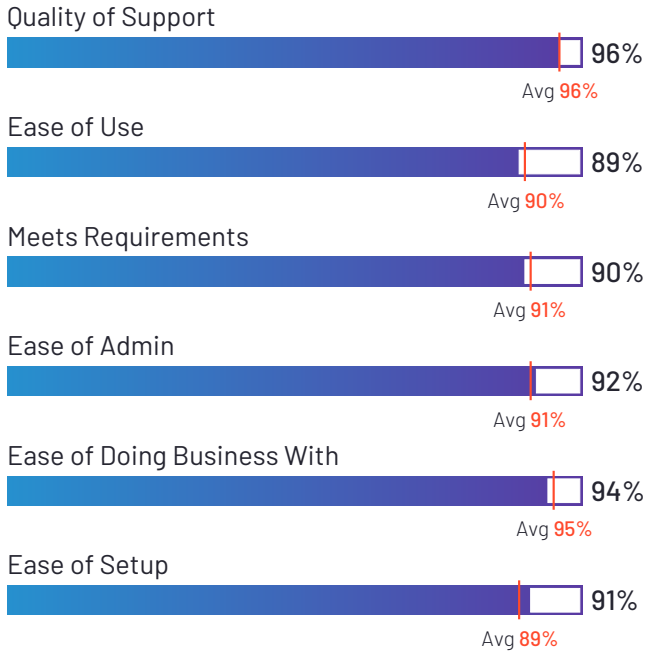deep.stream
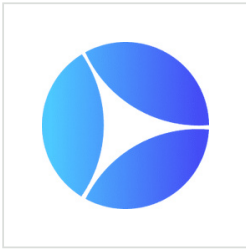
Precoro

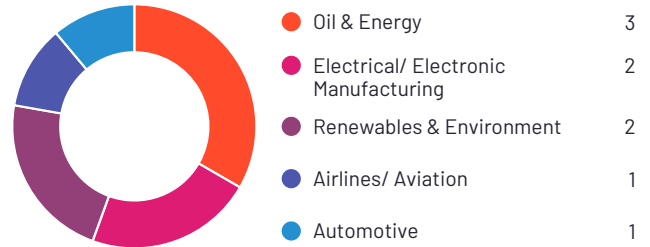**4.7** ★★★★½ (152)

Precoro has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 93% of users believe it is headed in the right direction, and users said they would be likely to recommend Precoro at a rate of 97%. Precoro is also in the Accounts Payable (AP) and Spend Analysis, Procure to Pay, Spend Management, Strategic Sourcing, Vendor Management, Purchasing, and Expense Management categories.

Satisfaction Ratings

Quality of Support
99%
Avg **96%**

Ease of Use
94%
Avg **90%**

Meets Requirements
94%
Avg **91%**

Ease of Admin
96%
Avg **91%**

Ease of Doing Business With
99%
Avg **95%**

Ease of Setup
98%
Avg **89%**

Top Industries Represented

● Computer Software	14
● Marketing and Advertising	8
● Information Technology and Services	7
● Retail	3
● Food Production	2

Highest-Rated Features

Selection
95%
Avg **90%**

Questions Library
95%
Avg **89%**

Analysis
94%
Avg **88%**

Lowest-Rated Features

RFX
84%
Avg **88%**

Automation
86%
Avg **86%**

Collaboration
89%
Avg **91%**
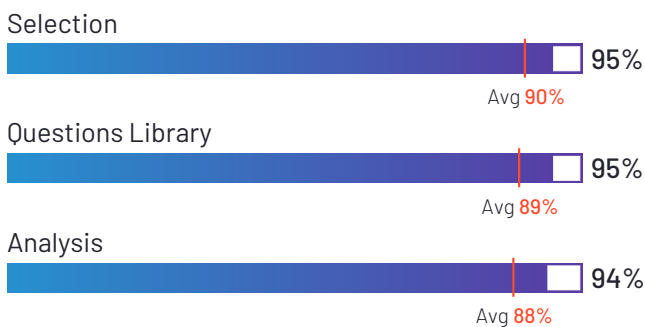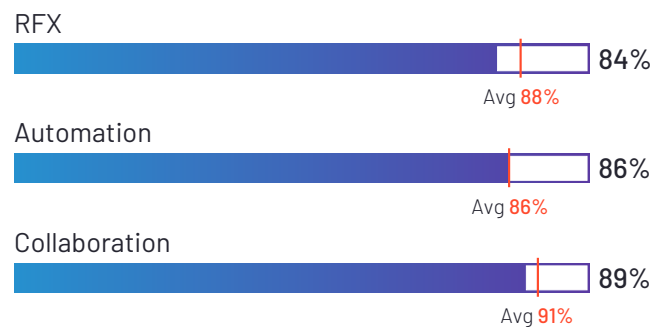
Ownership
Precoro

HQ Location
Brooklyn, New York

Year Founded
2014

Employees (Listed On Linkedin)
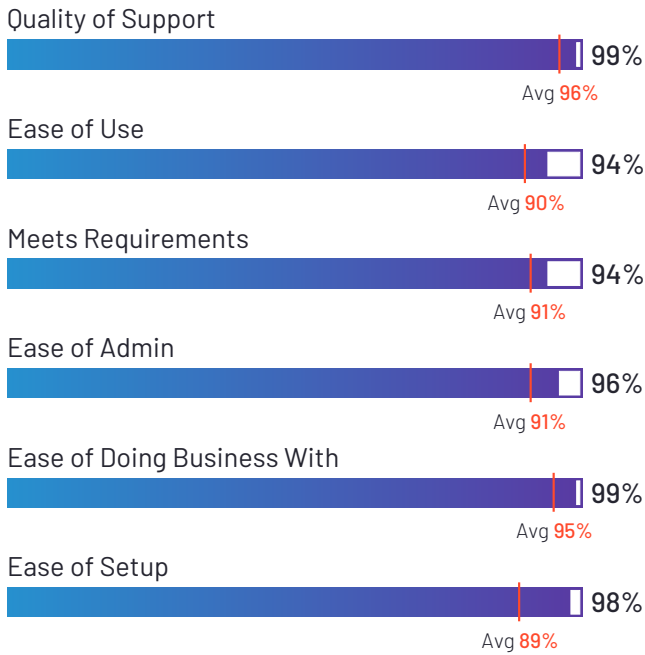96

Company Website
precoro.com

RocketDocs

4.2 ★★★★☆ (97)

RocketDocs has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 93% of users rated it 4 or 5 stars, 87% of users believe it is headed in the right direction, and users said they would be likely to recommend RocketDocs at a rate of 85%. RocketDocs is also in the Proposal and Document Generation categories.

Satisfaction Ratings

Quality of Support
89%
Avg **96%**

Ease of Use
85%
Avg **90%**

Meets Requirements
86%
Avg **91%**

Ease of Admin
84%
Avg **91%**

Ease of Doing Business With
92%
Avg **95%**

Ease of Setup
83%
Avg **89%**

Top Industries Represented

● Financial Services	24
● Investment Management	13
● Insurance	12
● Hospital & Health Care	5
● Information Technology and Services	5

Highest-Rated Features

Knowledge Base
90%
Avg **91%**

Questions Library
90%
Avg **89%**

Content Library
89%
Avg **91%**

Lowest-Rated Features

Reporting
75%
Avg **85%**

Import
75%
Avg **86%**

Automation
78%
Avg **86%**
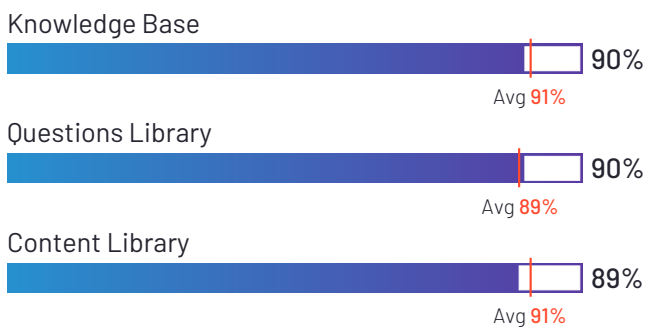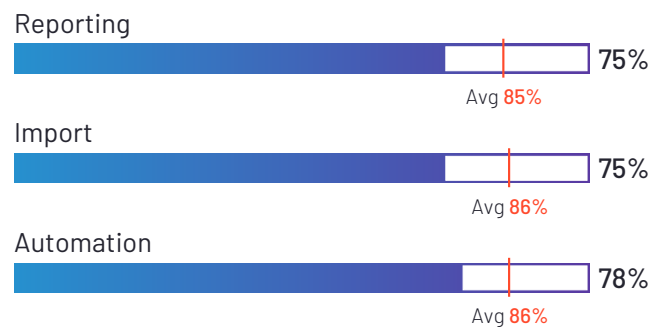
Ownership
RocketDocs

HQ Location
Dallas, TX

Year Founded
1994

Employees (Listed On Linkedin)
22

Company Website
rocketdocs.com

XaitPorter

4.6 ★★★★⯪ (51)

XaitPorter has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. Wh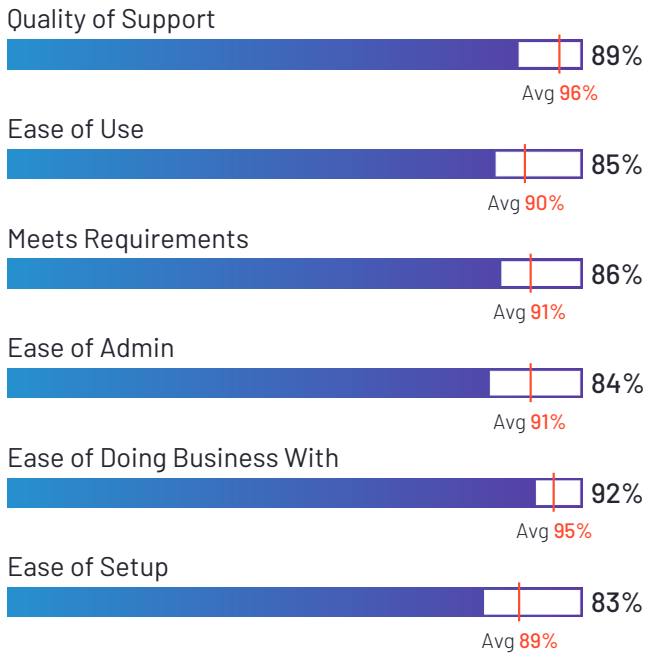ile they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 86% of users believe it is headed in the right direction, and users said they would be likely to recommend XaitPorter at a rate of 91%. XaitPorter is also in the Document Generation, Document Creation, Salesforce AppExchange Apps, and Proposal categories.

Satisfaction Ratings

Quality of Support
96%
Avg **96%**

Ease of Use
91%
Avg **90%**

Meets Requirements
96%
Avg **91%**

Ease of Admin
N/A
Avg **91%**

Ease of Doing Business With
N/A
Avg **95%**

Ease of Setup
N/A
Avg **89%**

*N/A is displayed when fewer than five responses were received for the question.

Top Industries Represented

● Information Technology and Services	4
● Oil & Energy	3
● Accounting	1
● Computer Software	1
● Facilities Services	1

Highest-Rated Features

Knowledge Base
100%
Avg **91%**

Analysis
97%
Avg **88%**

Templates
97%
Avg **88%**

Lowest-Rated Features

Questions Library
86%
Avg **89%**

Project Management
89%
Avg **89%**

Content Library
89%
Avg **91%**
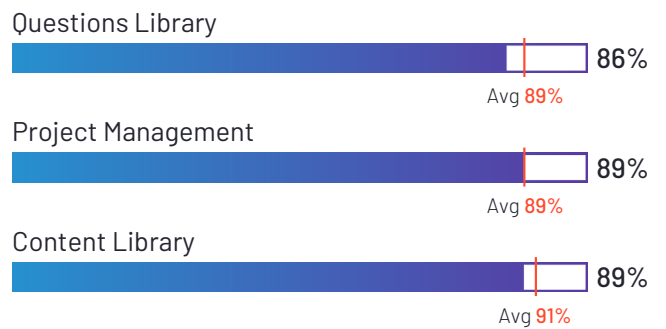
Ownership
Xait

HQ Location
Sandnes, Norway

Year Founded
2000

Employees (Listed On Linkedin)
91

Company Website
www.xait.com

ProcurePort

4.0 ★★★★☆ (13)

ProcurePort has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 91% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend ProcurePort at a rate of 81%. P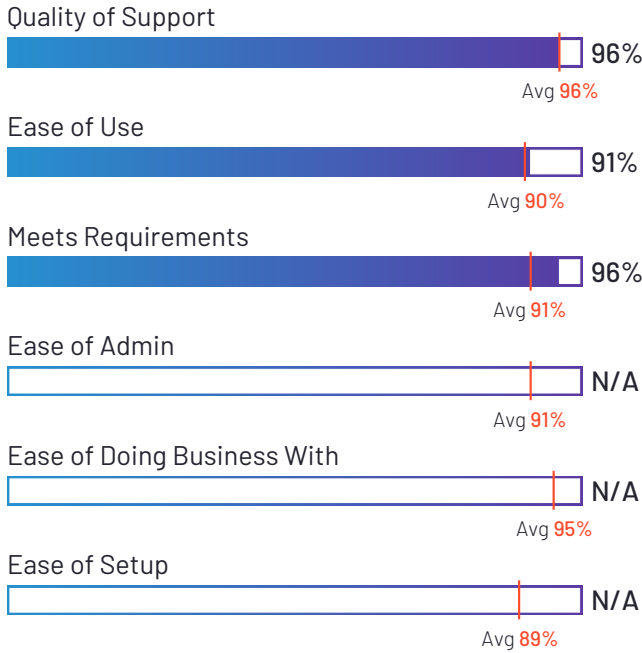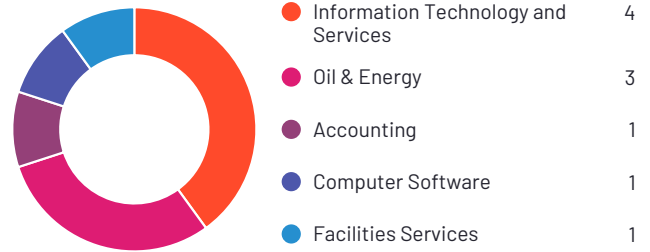rocurePort is also in the Procure to Pay, Strategic Sourcing, Contract Management, Accounts Payable (AP) and Spend Analysis, Invoice Management, and Supplier Relationship Management (SRM) categories.

Satisfaction Ratings

Quality of Support
96%
Avg **96%**

Ease of Use
81%
Avg **90%**

Meets Requirements
89%
Avg **91%**

Ease of Admin
86%
Avg **91%**

Ease of Doing Business With
95%
Avg **95%**

Ease of Setup
79%
Avg **89%**

Top Industries Represented

● Airlines/ Aviation	2
● Computer Hardware	1
● Computer Networking	1
● Health, Wellness and Fitness	1
● Management Consulting	1
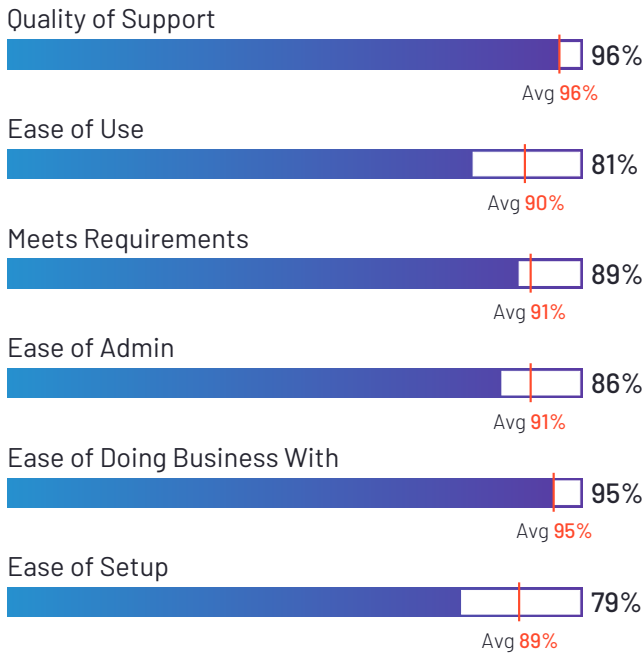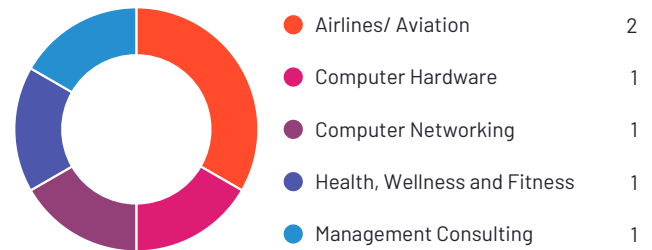
Ownership
ProcurePort

HQ Location
Indianapolis, IN

Year Founded
2000

Employees (Listed On Linkedin)
8

Company Website
procureport.com

Satisfaction Ratings for RFP

G2 reviewers rated software sellers ability to satisfy their needs as shown in the table below.

	Satisfaction		Satisfaction by Category						Net Promoter Score (NPS)
	Likelihood to Recommend	Product Going in Right Direction?	Meets Requirements	Ease of Admin	Ease of Doing Business With	Quality of Support	Ease of Setup	Ease of Use	
Responsive, formerly RFPIO	91%	91%	90%	89%	94%	93%	89%	89%	69
Loopio	95%	96%	93%	93%	97%	97%	91%	94%	84
Qvidian	87%	92%	88%	84%	94%	91%	83%	84%	54
Tribble	99%	100%	96%	97%	100%	100%	95%	96%	100
Ombud	94%	100%	88%	95%	97%	98%	96%	95%	87
QorusDocs	87%	87%	87%	85%	94%	94%	78%	86%	51
Zip	95%	88%	88%	91%	97%	94%	90%	88%	86
Keelvar	93%	100%	90%	97%	94%	99%	N/A	94%	84
LightSource	97%	100%	97%	N/A	N/A	100%	N/A	97%	100
Olive	88%	84%	89%	92%	93%	93%	93%	86%	55
DeepStream Technologies	92%	83%	90%	92%	94%	96%	91%	89%	78
Precoro	97%	93%	94%	96%	99%	99%	98%	94%	100
RocketDocs	85%	87%	86%	84%	92%	89%	83%	85%	50
XaitPorter	91%	86%	96%	N/A	N/A	96%	N/A	91%	76
ProcurePort	81%	100%	89%	86%	95%	96%	79%	81%	27
Average	91%	92%	91%	91%	95%	96%	89%	90%	73

*N/A is displayed when fewer than five responses were received for the question.

**Net Promoter Score ranges from –100 to +100

Feature Comparison for RFP

G2 users have evaluated the following products by feature. Feature ratings are representative of reviewers overall satisfaction with each feature and do not necessarily take into account the breadth of individual product features. The results are shown below.

RFP Generation

	Templates	RFX	Versioning	Questions Library
Responsive, formerly RFPIO	80%	85%	84%	90%
Loopio	87%	93%	89%	95%
Qvidian	82%	75%	80%	87%
Tribble	94%	99%	94%	98%
Ombud	91%	90%	86%	93%
QorusDocs	87%	84%	91%	84%
Zip	N/A	N/A	N/A	N/A
Keelvar	89%	89%	N/A	N/A
LightSource	97%	98%	97%	94%
Olive	86%	77%	78%	79%
DeepStream Technologies	80%	86%	77%	77%
Precoro	91%	84%	92%	95%
RocketDocs	87%	84%	79%	90%
XaitPorter	97%	91%	94%	86%
ProcurePort	N/A	N/A	N/A	N/A
Average	88%	88%	87%	89%

*N/A is displayed when fewer than five responses were received for the question.

**A blank box indicates that a seller has selected that they do not offer that feature.

Feature Comparison for RFP (continued)

G2 users have evaluated the following products by feature. Feature ratings are representative of reviewers overall satisfaction with each feature and do not necessarily take into account the breadth of individual product features. The results are shown below.

RFP Distribution

	Tracking	Analysis	Selection
Responsive, formerly RFPIO	87%	81%	83%
Loopio			
Qvidian	83%	76%	82%
Tribble	97%	97%	97%
Ombud	N/A	N/A	N/A
QorusDocs	85%	82%	84%
Zip	N/A	N/A	N/A
Keelvar	95%	92%	90%
LightSource	98%	95%	98%
Olive	86%	86%	87%
DeepStream Technologies	88%	80%	N/A
Precoro	91%	94%	95%
RocketDocs			
XaitPorter	94%	97%	91%
ProcurePort	N/A	N/A	N/A
Average	90%	88%	90%

(Feature Comparison for RFP continues on next page)

*N/A is displayed when fewer than five responses were received for the question.

**A blank box indicates that a seller has selected that they do not offer that feature.

Feature Comparison for RFP (continued)

G2 users have evaluated the following products by feature. Feature ratings are representative of reviewers overall satisfaction with each feature and do not necessarily take into account the breadth of individual product features. The results are shown below.

Submissions

	Collaboration	Knowledge Base	Review	Reporting
Responsive, formerly RFPIO	90%	90%	88%	81%
Loopio	95%	95%	93%	87%
Qvidian	84%	87%	81%	80%
Tribble	94%	96%	97%	90%
Ombud	94%	96%	96%	N/A
QorusDocs	84%	89%	86%	83%
Zip	N/A	N/A	N/A	N/A
Keelvar	100%	94%	91%	95%
LightSource	98%	94%	97%	97%
Olive	88%	81%	86%	86%
DeepStream Technologies	86%	86%	86%	74%
Precoro	89%	89%	89%	N/A
RocketDocs	87%	90%	86%	75%
XaitPorter	94%	100%	94%	N/A
ProcurePort	N/A	N/A	N/A	N/A
Average	91%	91%	90%	85%

*N/A is displayed when fewer than five responses were received for the question.

**A blank box indicates that a seller has selected that they do not offer that feature.

Feature Comparison for RFP (continued)

G2 users have evaluated the following products by feature. Feature ratings are representative of reviewers overall satisfaction with each feature and do not necessarily take into account the breadth of individual product features. The results are shown below.

RFP Response

	Project Management	Content Library	Access	Automation	Export	Import
Responsive, formerly RFPIO	88%	89%	89%	78%	83%	82%
Loopio	93%	95%	94%	88%	88%	87%
Qvidian	81%	91%	88%	85%	87%	86%
Tribble	95%	98%	99%	99%	93%	97%
Ombud	96%	98%	96%	N/A	N/A	N/A
QorusDocs	82%	89%	87%	83%	86%	82%
Zip	N/A	N/A	N/A	N/A	N/A	N/A
Keelvar	89%	89%	91%	89%	N/A	N/A
LightSource	95%	95%	97%	95%	98%	97%
Olive	82%	83%	86%	84%	82%	83%
DeepStream Technologies	N/A	83%	90%	86%	81%	83%
Precoro	91%	93%	92%	86%	N/A	N/A
RocketDocs	87%	89%	86%	78%	81%	75%
XaitPorter	89%	89%	89%	N/A	N/A	N/A
ProcurePort	N/A	N/A	N/A			N/A
Average	89%	91%	91%	86%	87%	86%

*N/A is displayed when fewer than five responses were received for the question.

**A blank box indicates that a seller has selected that they do not offer that feature.

Additional Data for RFP

The table below includes a breakdown of the customer segments for each product, as represented by G2 reviewers.

Customers by Size

	Small Business (50 or fewer emp.)	Mid-Market (51-1000 emp.)	Enterprise (>1000 emp.)
Responsive, formerly RFPIO	13%	52%	35%
Loopio	14%	56%	29%
Qvidian	12%	28%	60%
Tribble	16%	52%	32%
Ombud	0%	46%	54%
QorusDocs	14%	34%	52%
Zip	0%	55%	45%
Keelvar	15%	23%	62%
LightSource	0%	40%	60%
Olive	16%	44%	40%
DeepStream Technologies	46%	46%	8%
Precoro	32%	64%	4%
RocketDocs	22%	53%	26%
XaitPorter	23%	46%	31%
ProcurePort	36%	45%	18%
Average	17%	46%	37%

*N/A is displayed when data is not publicly available.

Additional Data for RFP (continued)

The table below highlights implementation and deployment data as indicated in real user reviews on G2.

Implementation

	Deployment		Implementation Time	Implementation Method				Number of Users Purchased	Contract Term
	Cloud	On-Premises	Avg. Months to Go Live	In-House Team	Seller Services Team	Third-Party Consultant	Don't know	Median Number of Users Bought	Avg. Contract Term (Months)
Responsive, formerly RFPIO	81%	19%	1.8	69%	14%	0%	17%	17	17
Loopio	76%	24%	1.5	68%	16%	0%	15%	17	16
Qvidian	100%	0%	3.2	51%	24%	3%	22%	17	23
Tribble	88%	13%	1.2	57%	43%	0%	0%	17	N/A
Ombud	86%	14%	1.7	57%	14%	0%	29%	N/A	24
QorusDocs	77%	23%	4.5	67%	13%	0%	20%	75	16
Zip	100%	0%	2.1	43%	43%	0%	14%	175	26
Keelvar	N/A	N/A	N/A	20%	60%	0%	20%	N/A	N/A
LightSource	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Olive	82%	18%	1.8	92%	8%	0%	0%	7	7
DeepStream Technologies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Precoro	86%	14%	1.8	70%	10%	0%	20%	37	20
RocketDocs	48%	52%	3.0	57%	26%	4%	13%	7	16
XaitPorter	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
ProcurePort	100%	0%	0.8	71%	29%	0%	0%	3	N/A

*N/A is displayed when data is not publicly available.

Additional Data for RFP (continued)

The table below highlights the average user adoption of each product as indicated in real user reviews on G2.

User Adoption and Return on Investment (ROI)

	User Adoption	Payback Period
	Average User Adoption	Estimated ROI (payback period in months)
Responsive, formerly RFPIO	57%	13
Loopio	67%	10
Qvidian	58%	21
Tribble	57%	5
Ombud	67%	N/A
QorusDocs	41%	16
Zip	78%	8
Keelvar	N/A	N/A
LightSource	N/A	N/A
Olive	48%	18
DeepStream Technologies	N/A	N/A
Precoro	44%	20
RocketDocs	71%	14
XaitPorter	N/A	N/A
ProcurePort	27%	N/A
Average	56%	14

(Additional Data for RFP continues on next page)

*N/A is displayed when data is not publicly available.

Additional Data for RFP (continued)

The table below highlights third-party market presence data used to inform the G2's Market Presence Score that highlights each products impact and influence in the category.

Market Presence

	Seller Name	Year Founded	Employees on LinkedIn (Seller)	LinkedIn Followers	Twitter Followers (Seller)	Glassdoor Rating
Responsive, formerly RFPIO	Responsive	2016	566	52,167	1,871	4.4
Loopio	Loopio Inc.	2014	264	25,961	1,774	3.5
Qvidian	Upland Software	2010	1,020	20,220	938	3.4
Tribble	Tribble	2023	8	12,130	27	N/A
Ombud	Ombud	2011	49	2,651	293	3.9
QorusDocs	QorusDocs	2012	62	5,132	2,801	4.5
Zip	Zip	2020	508	14,271	302	3.3
Keelvar	Keelvar	2012	117	7,366	892	4.3
LightSource	LightSource	2020	20	1,650	0	N/A
Olive	Olive Technologies	2018	29	3,560	206	N/A
DeepStream Technologies	DeepStream Technologies	2016	23	4,454	62	4.2
Precoro	Precoro	2014	96	3,507	875	5.0
RocketDocs	RocketDocs	1994	22	1,987	47	3.7
XaitPorter	Xait	2000	91	5,369	737	3.7
ProcurePort	ProcurePort	2000	8	405	212	3.0

*N/A is displayed when data is not publicly available.