Mid-Market Grid® Report for RFP
Fall 2024

G2

RFP Software

Contenders							Leaders

Market Presence

Niche — **High Performers**

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

Mid-Market RFP Grid® Scoring Description

Products shown on the Mid-Market Grid® for RFP have received a minimum of 10 reviews/ratings in data gathered by August 27, 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 and Loopio

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

▶ 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: Qvidian

▶ 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: QorusDocs, Zip, Ombud, Precoro, RocketDocs, and Olive

Grid® Scores for Mid-Market RFP Software

The table below shows the Satisfaction and Market Presence scores that determine product placement on the Mid-Market 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	503	96	95	95
Loopio	308	84	87	85

High Performers

	# of Reviews	Satisfaction	Market Presence	G2 Score
Tribble	25	75	22	48

Contenders

	# of Reviews	Satisfaction	Market Presence	G2 Score
Qvidian	23	48	75	62

Niche

	# of Reviews	Satisfaction	Market Presence	G2 Score
QorusDocs	38	36	28	32
Zip	12	21	34	28
Ombud	11	26	24	25
Precoro	32	34	13	24
RocketDocs	41	31	13	22
Olive	20	29	7	18

* 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.

Segmented Grid® Scoring Methodology

When viewing a Grid® by segment size, the same Grid® scoring methodology applies. However, the review data used is only from reviewers who are employed by a company within a particular company segment.

G2 uses the following definitions for company segments:

▶ Small-Business Review: A review from someone who works at a company with 50 or fewer employees

▶ Mid-Market Review: A review from someone who works at a company with 51-1,000 employees

▶ Enterprise Review: A review from someone who works at a company with 1,001+ employees

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 Mid-Market Grid® Report for RFP | Fall 2024 is based on scores calculated using the G2 algorithm v3.0 from reviews collected through August 27, 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.

(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)

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 August 27, 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.

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

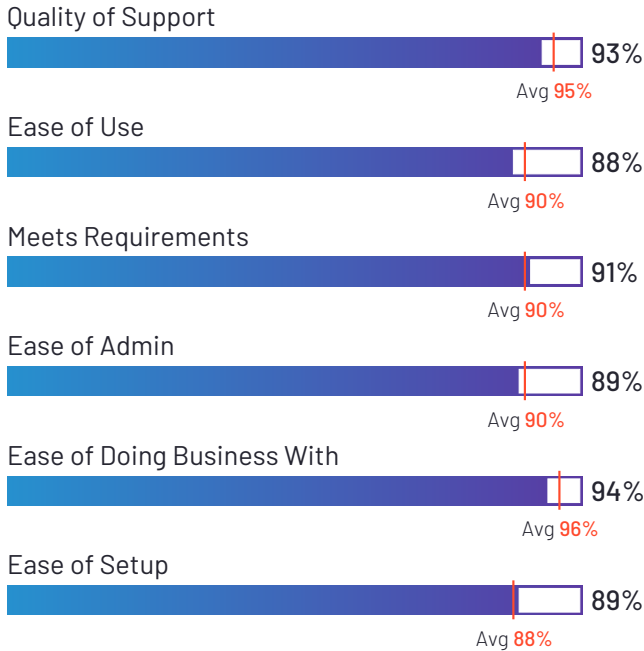Product profiles and detailed charts are included for products with 10 or more reviews.

Responsive, formerly RFPIO

4.5 ★★★★½ (1,061)

Leader
Mid-Market
FALL 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. 96% of users rated it 4 or 5 stars, 90% 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 90%. 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 95%

Ease of Use
88%
Avg 90%

Meets Requirements
91%
Avg 90%

Ease of Admin
89%
Avg 90%

Ease of Doing Business With
94%
Avg 96%

Ease of Setup
89%
Avg 88%

Top Industries Represented

Computer Software	135
Information Technology and Services	99
Financial Services	34
Marketing and Advertising	23
Hospital & Health Care	22

Highest-Rated Features

Questions Library
91%
Avg 87%

Collaboration
91%
Avg 89%

Content Library
90%
Avg 89%

Lowest-Rated Features

Automation
78%
Avg 82%

Reporting
81%
Avg 80%

Templates
81%
Avg 85%
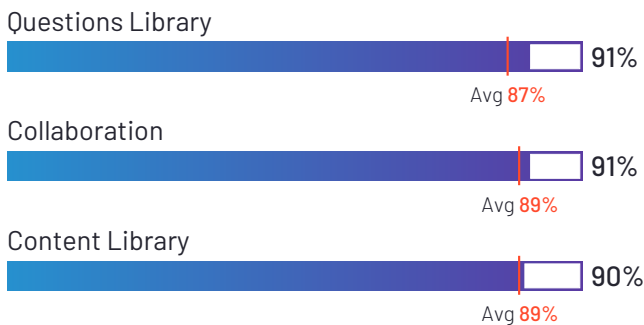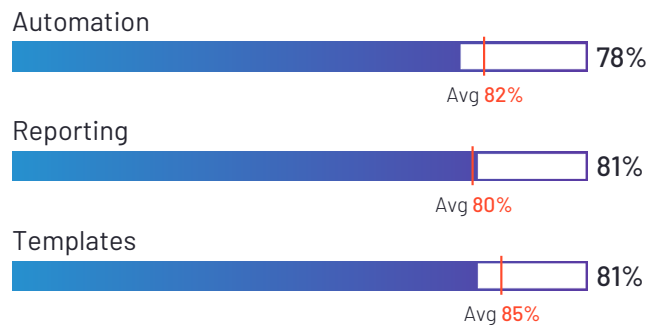
Ownership
Responsive

HQ Location
Beaverton, Oregon

Year Founded
2016

Employees (Listed On Linkedin)
583

Company Website
responsive.io

Loopio

4.7 ★★★★½ (610)

Leader
Mid-Market
FALL 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 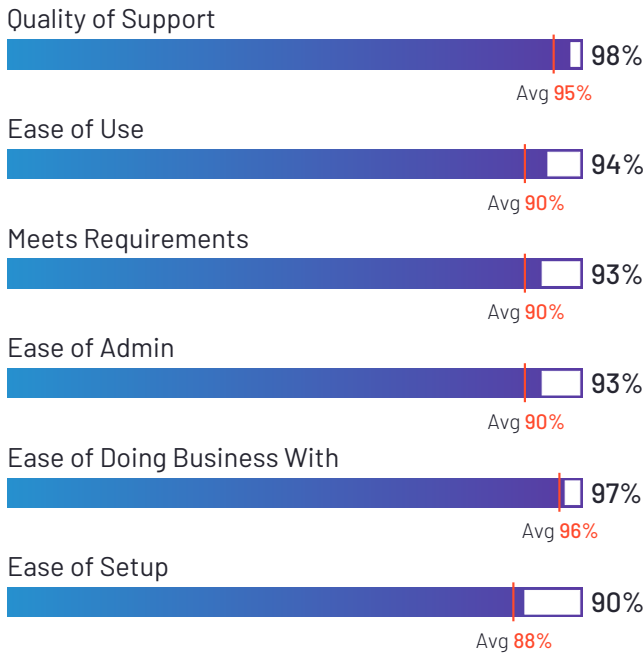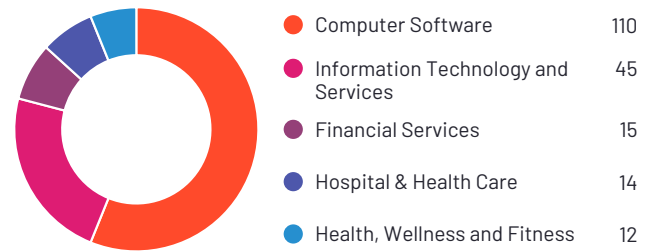direction, and users said they would be likely to recommend Loopio at a rate of 95%. Loopio is also in the Proposal, Salesforce AppExchange Apps, and Vendor Security and Privacy Assessment categories.

Satisfaction Ratings

Quality of Support
98%
Avg 95%

Ease of Use
94%
Avg 90%

Meets Requirements
93%
Avg 90%

Ease of Admin
93%
Avg 90%

Ease of Doing Business With
97%
Avg 96%

Ease of Setup
90%
Avg 88%

Top Industries Represented

Industry	Count
Computer Software	110
Information Technology and Services	45
Financial Services	15
Hospital & Health Care	14
Health, Wellness and Fitness	12

Highest-Rated Features

Collaboration
95%
Avg 89%

Questions Library
95%
Avg 87%

Content Library
95%
Avg 89%

Lowest-Rated Features

Reporting
85%
Avg 80%

Templates
85%
Avg 85%

Export
86%
Avg 84%
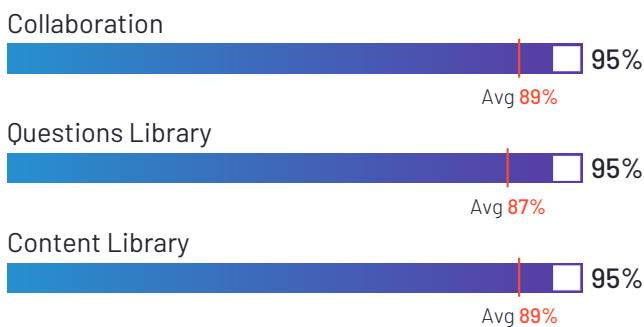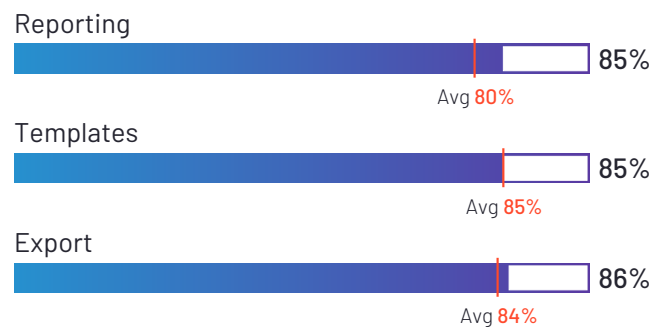
Ownership
Loopio Inc.

HQ Location
Toronto

Year Founded
2014

Employees (Listed On Linkedin)
266

Company Website
www.loopio.com

Tribble

4.9 ★★★★★ (42)

High Performer Mid-Market FALL 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
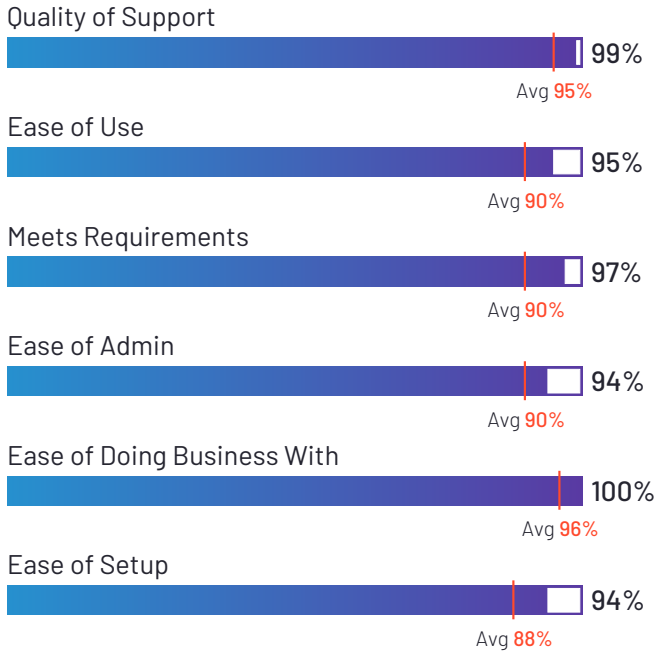
Quality of Support
99%
Avg 95%

Ease of Use
95%
Avg 90%

Meets Requirements
97%
Avg 90%

Ease of Admin
94%
Avg 90%

Ease of Doing Business With
100%
Avg 96%

Ease of Setup
94%
Avg 88%

Top Industries Represented

● Computer Software	15
● Information Technology and Services	6
● Apparel & Fashion	1
● Consumer Goods	1
● Defense & Space	1

Highest-Rated Features

RFX
98%
Avg 85%

Import
97%
Avg 84%

Automation
96%
Avg 82%

Lowest-Rated Features

Reporting
83%
Avg 80%

Versioning
88%
Avg 84%

Templates
89%
Avg 85%

Ownership
Tribble

HQ Location
Los Angeles, CA

Year Founded
2023

Employees (Listed On Linkedin)
12

Company Website
tribble.ai

Qvidian

4.3 ★★★★½ (112)

Qvidian 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. 96% 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 Qvidian at a rate of 88%. Qvidian is also in the Proposal category.
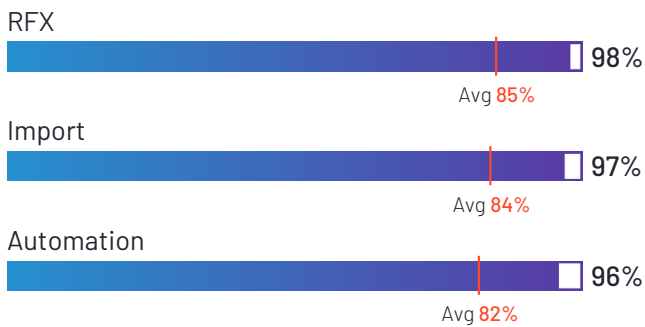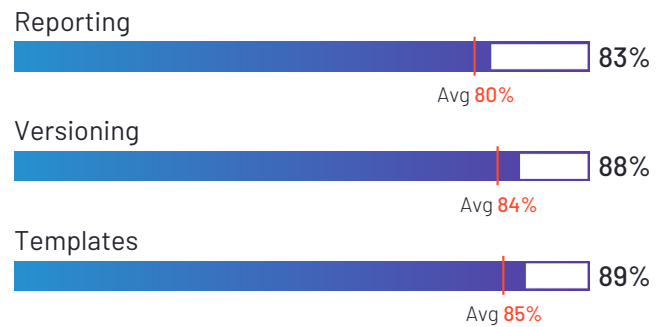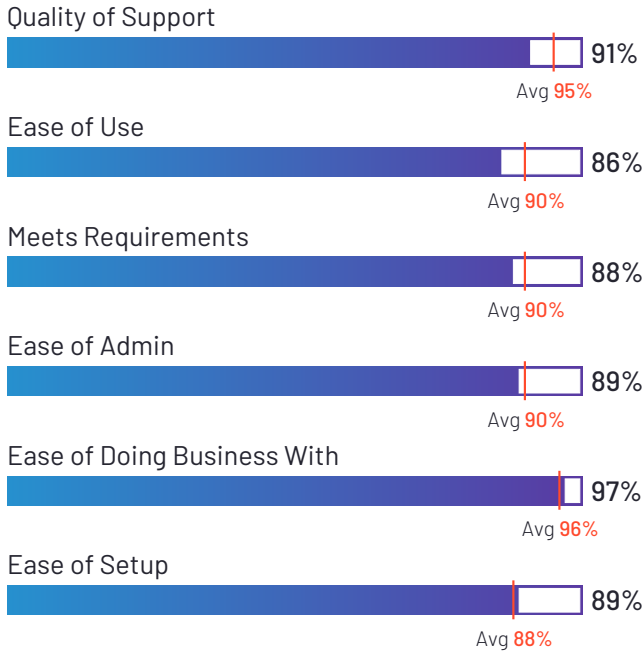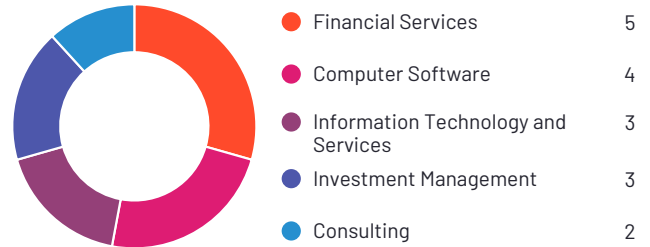
Satisfaction Ratings

Quality of Support
91%
Avg 95%

Ease of Use
86%
Avg 90%

Meets Requirements
88%
Avg 90%

Ease of Admin
89%
Avg 90%

Ease of Doing Business With
97%
Avg 96%

Ease of Setup
89%
Avg 88%

Top Industries Represented

● Financial Services	5
● Computer Software	4
● Information Technology and Services	3
● Investment Management	3
● Consulting	2

Highest-Rated Features

Collaboration
91%
Avg 89%

Tracking
90%
Avg 90%

Access
89%
Avg 89%

Lowest-Rated Features

RFX
75%
Avg 85%

Project Management
80%
Avg 86%

Analysis
81%
Avg 86%
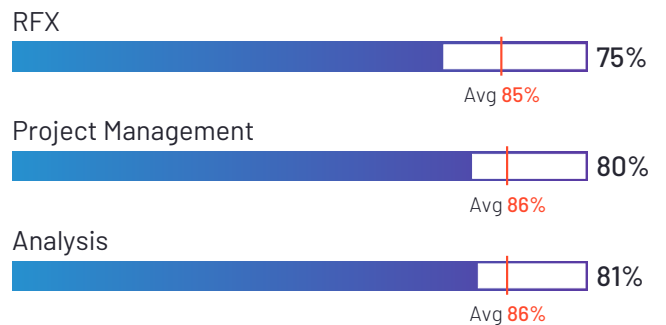
Ownership
Upland Software

HQ Location
Austin, TX

Year Founded
2010

Employees (Listed On Linkedin)
1,027

Company Website
uplandsoftware.com

QorusDocs

4.4 ★★★★⯨ (162)

QorusDocs 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. 89% 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 QorusDocs at a rate of 88%. QorusDocs is also in the Sales Enablement, Proposal, and Document Generation categories.
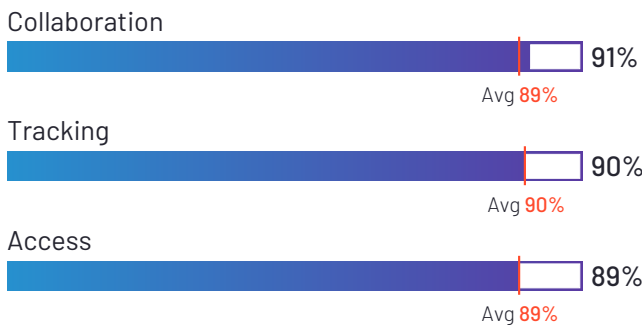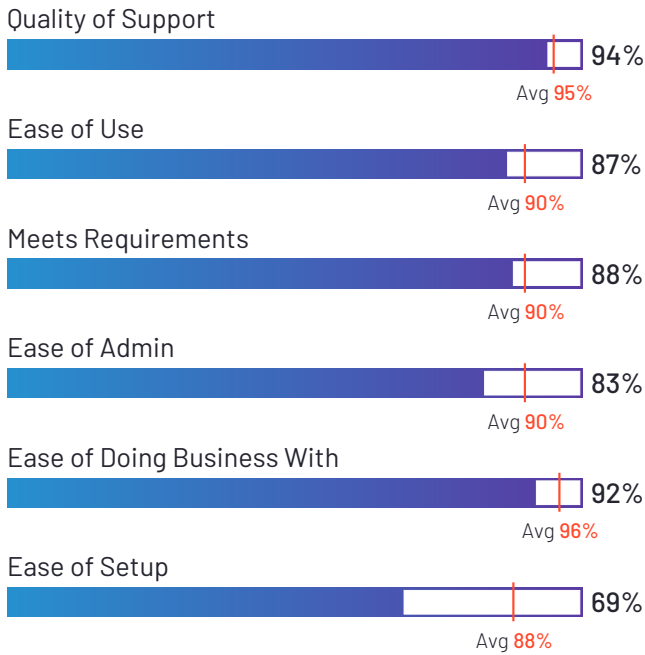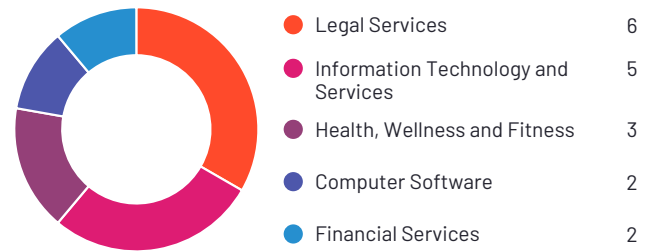
Satisfaction Ratings
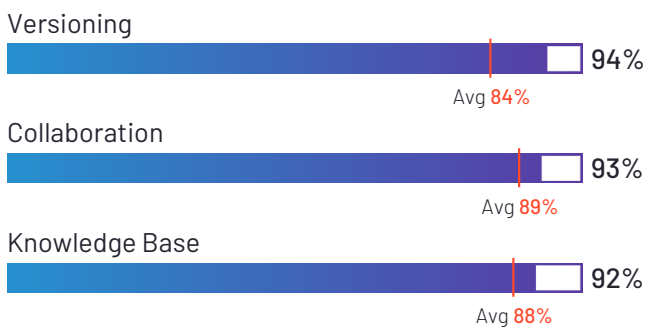
Quality of Support
94%
Avg 95%

Ease of Use
87%
Avg 90%

Meets Requirements
88%
Avg 90%

Ease of Admin
83%
Avg 90%

Ease of Doing Business With
92%
Avg 96%

Ease of Setup
69%
Avg 88%

Top Industries Represented

● Legal Services	6
● Information Technology and Services	5
● Health, Wellness and Fitness	3
● Computer Software	2
● Financial Services	2

Highest-Rated Features

Versioning
94%
Avg 84%

Collaboration
93%
Avg 89%

Knowledge Base
92%
Avg 88%

Lowest-Rated Features

Analysis
82%
Avg 86%

Questions Library
82%
Avg 87%

Reporting
84%
Avg 80%
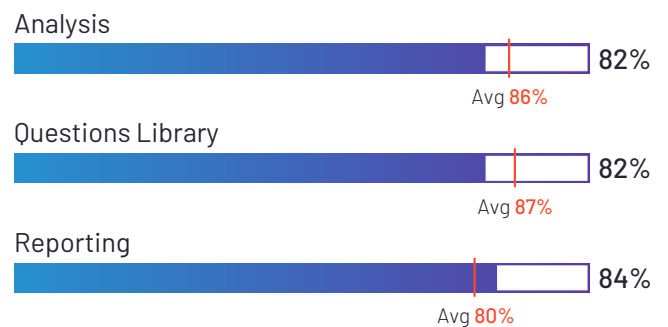
Ownership	**HQ Location**	**Year Founded**	**Employees (Listed On Linkedin)**	**Company Website**
QorusDocs	Seattle, WA	2012	59	qorusdocs.com

Zip

4.7 ★★★★⯪ (51)

Zip 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, 75% of users believe it is headed in the right direction, and users said they would be likely to recommend Zip at a rate of 97%. 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
93%
Avg **95%**

Ease of Use
93%
Avg **90%**

Meets Requirements
88%
Avg **90%**

Ease of Admin
90%
Avg **90%**

Ease of Doing Business With
98%
Avg **96%**

Ease of Setup
94%
Avg **88%**

Top Industries Represented

● Computer Software	5
● Information Technology and Services	3
● Computer & Network Security	1
● Computer Games	1
● Logistics and Supply Chain	1

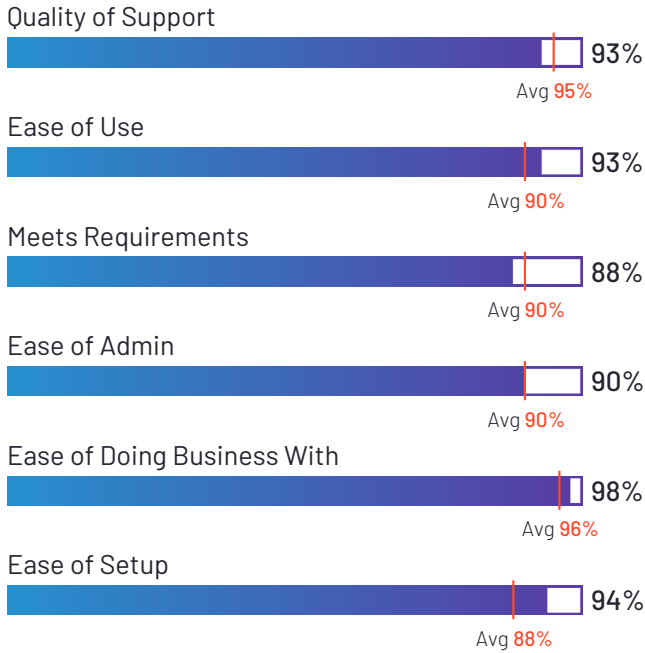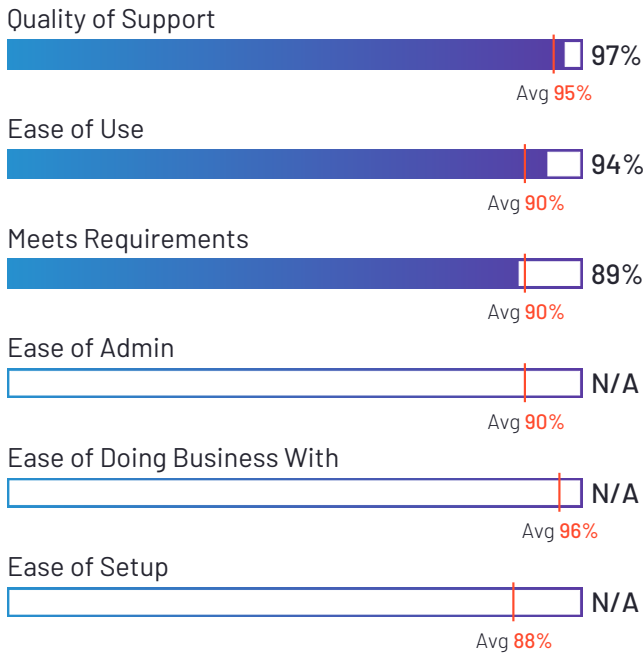| **Ownership**	**HQ Location**	**Year Founded**	**Employees (Listed On Linkedin)**	**Company Website**
Zip	San Francisco, US	2020	552	ziphq.com

Ombud

4.7 ★★★★⯪ (25)

Ombud 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 Ombud at a rate of 91%. Ombud is also in the Proposal and Vendor Security and Privacy Assessment categories.

Satisfaction Ratings

Quality of Support
97%
Avg **95%**

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

Meets Requirements
89%
Avg **90%**

Ease of Admin
N/A
Avg **90%**

Ease of Doing Business With
N/A
Avg **96%**

Ease of Setup
N/A
Avg **88%**

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

Top Industries Represented

● Computer Software	7
● Information Technology and Services	3
● Telecommunications	1

Ownership
Ombud

HQ Location
Denver, Colorado

Year Founded
2011

Employees (Listed On Linkedin)
50

Company Website
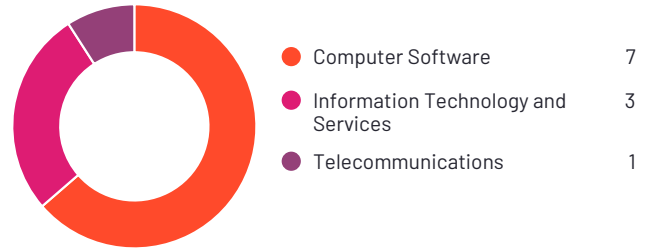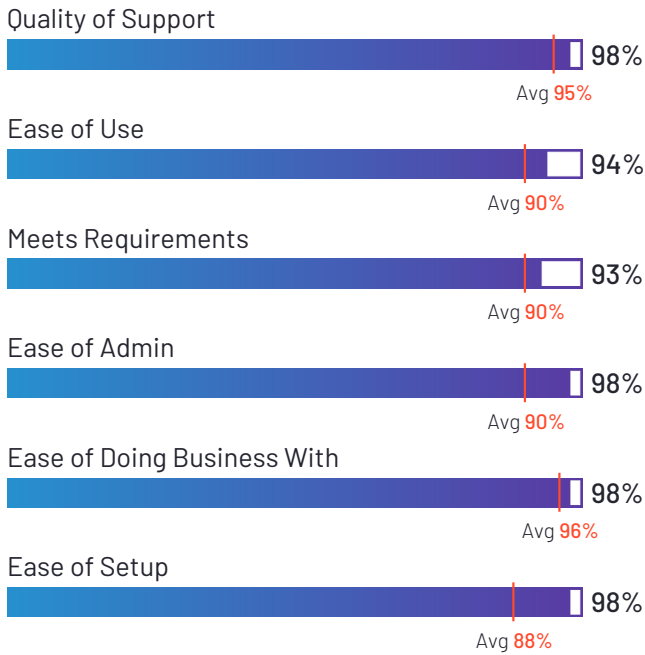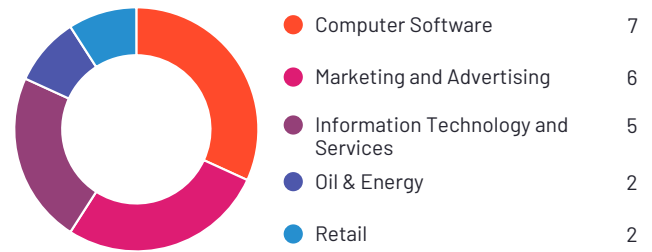www.ombud.com

Precoro

4.7 ★★★★☆ (156)

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, 96% of users believe it is headed in the right direction, and users said they would be likely to recommend Precoro at a rate of 98%. 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
98%
Avg **95%**

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

Meets Requirements
93%
Avg **90%**

Ease of Admin
98%
Avg **90%**

Ease of Doing Business With
98%
Avg **96%**

Ease of Setup
98%
Avg **88%**

Top Industries Represented

● Computer Software		7
● Marketing and Advertising		6
● Information Technology and Services		5
● Oil & Energy		2
● Retail		2

Highest-Rated Features

Selection
95%
Avg **88%**

Access
94%
Avg **89%**

Questions Library
94%
Avg **87%**

Lowest-Rated Features

RFX
82%
Avg **85%**

Collaboration
88%
Avg **89%**

Knowledge Base
88%
Avg **88%**
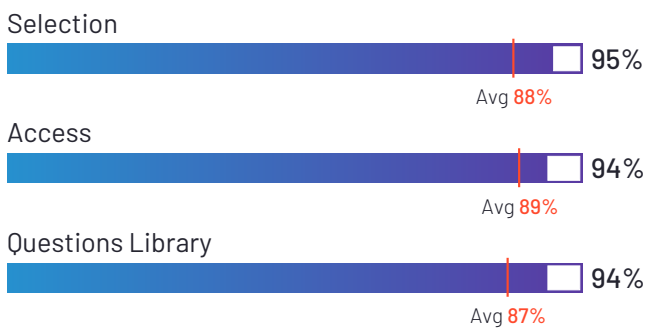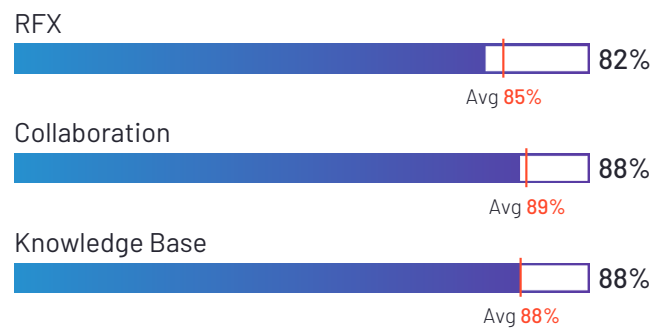
Ownership
Precoro

HQ Location
Brooklyn, New York

Year Founded
2014

Employees (Listed On Linkedin)
98

Company Website
precoro.com

RocketDocs

4.2 ★★★★☆ **(100)**

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. 95% of users rated it 4 or 5 stars, 89% 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 Document Generation, Proposal, and Salesforce AppExchange Apps categories.

Satisfaction Ratings
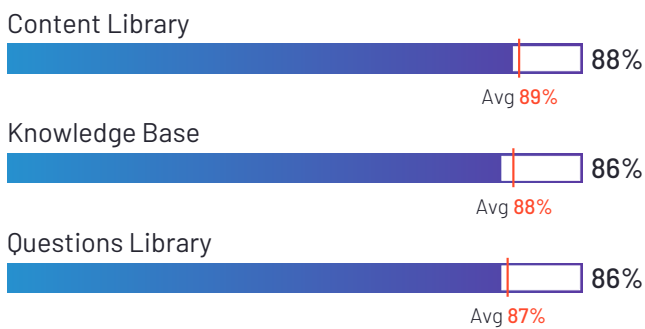
Quality of Support
91%
Avg **95%**

Ease of Use
84%
Avg **90%**

Meets Requirements
86%
Avg **90%**

Ease of Admin
85%
Avg **90%**

Ease of Doing Business With
90%
Avg **96%**

Ease of Setup
82%
Avg **88%**

Top Industries Represented

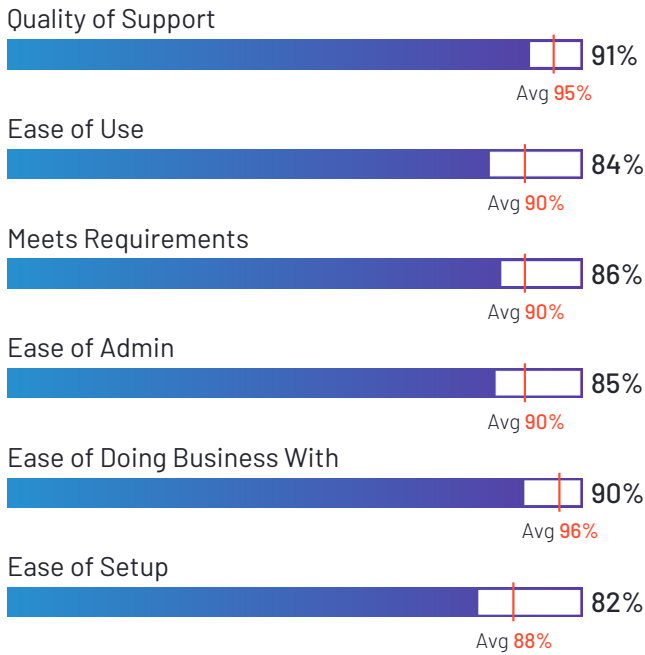|		
● Financial Services	15
● Investment Management	10
● Insurance	5
● Information Technology and Services	4
● Banking	1

Highest-Rated Features

Content Library
88%
Avg **89%**

Knowledge Base
86%
Avg **88%**

Questions Library
86%
Avg **87%**

Lowest-Rated Features

Reporting
67%
Avg **80%**

Automation
68%
Avg **82%**

Import
69%
Avg **84%**

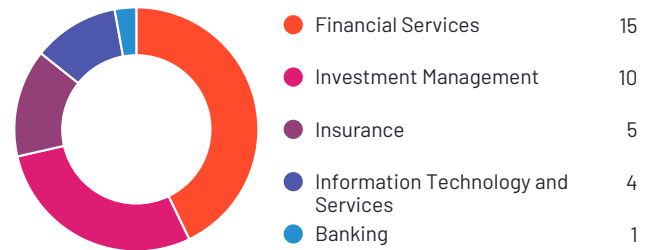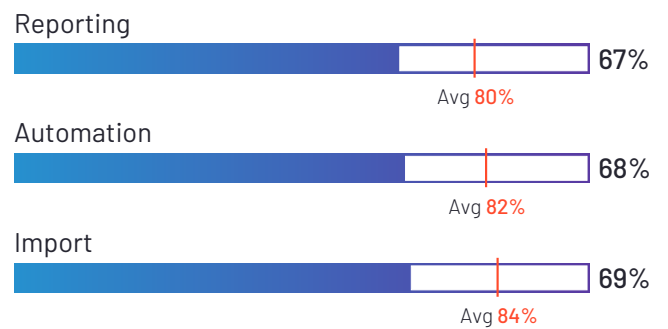| **Ownership**	**HQ Location**	**Year Founded**	**Employees (Listed On Linkedin)**	**Company Website**
RocketDocs	Dallas, TX	1994	23	rocketdocs.com

Olive

4.4 ★★★★½ (55)

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. 85% of users rated it 4 or 5 stars, 82% of users believe it is headed in the right direction, and users said they would be likely to recommend Olive at a rate of 84%. Olive is also in the Requirements Management, Technology Research Services, and Strategic Sourcing categories.
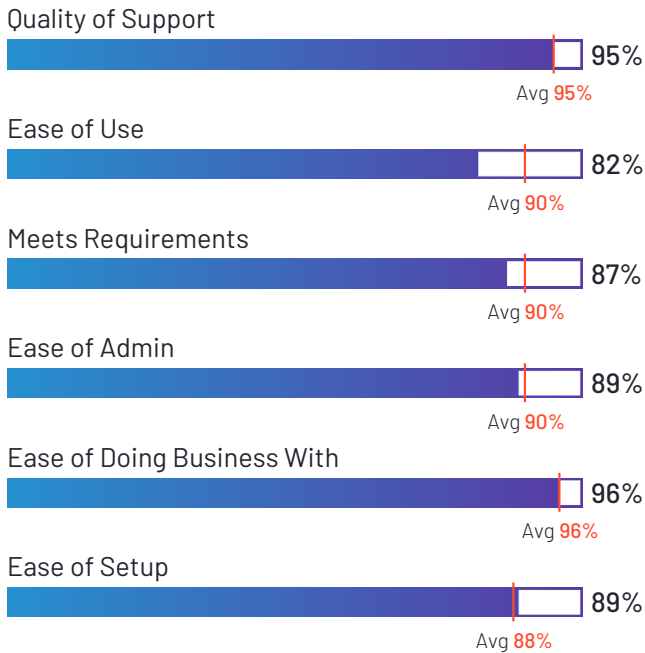
Satisfaction Ratings

Quality of Support — 95%
Avg 95%

Ease of Use — 82%
Avg 90%

Meets Requirements — 87%
Avg 90%

Ease of Admin — 89%
Avg 90%

Ease of Doing Business With — 96%
Avg 96%

Ease of Setup — 89%
Avg 88%

Top Industries Represented

Computer Software	3
Information Technology and Services	3
Restaurants	3
Consulting	2
Construction	1

Highest-Rated Features

Analysis — 83%
Avg 86%

Access — 82%
Avg 89%

Selection — 82%
Avg 88%

Lowest-Rated Features

Questions Library — 70%
Avg 87%

RFX — 75%
Avg 85%

Project Management — 76%
Avg 86%
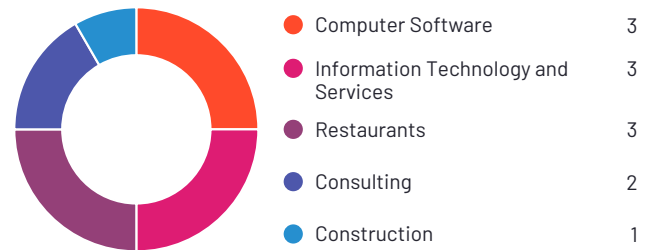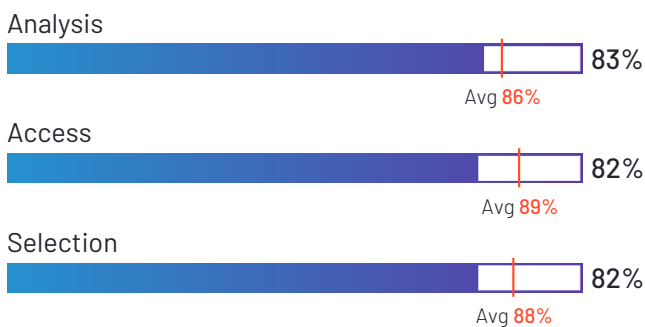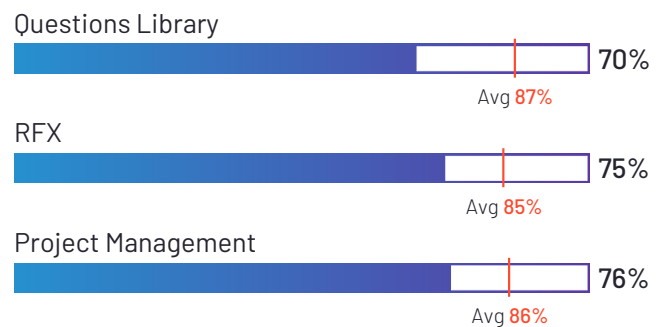
Ownership
Olive Technologies

HQ Location
Vancouver, Canada

Year Founded
2018

Employees (Listed On Linkedin)
25

Company Website
www.olive.app

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	90%	90%	91%	89%	94%	93%	89%	88%	69
Loopio	95%	96%	93%	93%	97%	98%	90%	94%	87
Tribble	99%	100%	97%	94%	100%	99%	94%	95%	100
Qvidian	88%	91%	88%	89%	97%	91%	89%	86%	52
QorusDocs	88%	86%	88%	83%	92%	94%	69%	87%	47
Zip	97%	N/A	88%	90%	98%	93%	94%	93%	91
Ombud	91%	N/A	89%	N/A	N/A	97%	N/A	94%	72
Precoro	98%	96%	93%	98%	98%	98%	98%	94%	100
RocketDocs	85%	89%	86%	85%	90%	91%	82%	84%	48
Olive	84%	82%	87%	89%	96%	95%	89%	82%	45
Average	92%	91%	90%	90%	96%	95%	88%	90%	71

*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	81%	86%	83%	91%
Loopio	85%	93%	88%	95%
Tribble	89%	98%	88%	92%
Qvidian	82%	75%	82%	83%
QorusDocs	87%	87%	94%	82%
Zip	N/A	N/A	N/A	N/A
Ombud	N/A	N/A	N/A	N/A
Precoro	93%	82%	91%	94%
RocketDocs	83%	80%	73%	86%
Olive	82%	75%	77%	70%
Average	85%	85%	84%	87%

(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.

RFP Distribution

	Tracking	Analysis	Selection
Responsive, formerly RFPIO	87%	82%	84%
Loopio			
Tribble	95%	90%	94%
Qvidian	90%	81%	83%
QorusDocs	91%	82%	87%
Zip	N/A	N/A	N/A
Ombud	N/A	N/A	N/A
Precoro	93%	93%	95%
RocketDocs			
Olive	79%	83%	82%
Average	89%	85%	88%

(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	91%	90%	89%	81%
Loopio	95%	94%	93%	85%
Tribble	90%	90%	93%	83%
Qvidian	91%	87%	82%	86%
QorusDocs	93%	92%	89%	84%
Zip	N/A	N/A	N/A	N/A
Ombud	N/A	N/A	N/A	N/A
Precoro	88%	88%	88%	N/A
RocketDocs	85%	86%	80%	67%
Olive	82%	77%	78%	78%
Average	89%	88%	86%	80%

(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.

RFP Response

	Project Management	Content Library	Access	Automation	Export	Import
Responsive, formerly RFPIO	89%	90%	90%	78%	83%	82%
Loopio	92%	95%	94%	87%	86%	86%
Tribble	92%	95%	93%	96%	94%	97%
Qvidian	80%	87%	89%	83%	83%	87%
QorusDocs	88%	90%	90%	86%	86%	84%
Zip	N/A	N/A	N/A	N/A	N/A	N/A
Ombud	N/A	N/A	N/A	N/A	N/A	N/A
Precoro	90%	92%	94%	N/A	N/A	N/A
RocketDocs	84%	88%	84%	68%	81%	69%
Olive	76%	77%	82%	79%	77%	80%
Average	86%	89%	89%	82%	84%	84%

*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 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	86%	14%	1.5	72%	14%	0%	14%	17	18
Loopio	75%	25%	1.3	69%	15%	0%	16%	17	16
Tribble	80%	20%	1.4	40%	60%	0%	0%	N/A	N/A
Qvidian	100%	0%	2.1	70%	20%	0%	10%	27	20
QorusDocs	68%	32%	5.3	61%	17%	0%	22%	17	19
Zip	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Ombud	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Precoro	N/A	N/A	N/A	86%	14%	0%	0%	N/A	N/A
RocketDocs	42%	58%	3.6	54%	15%	8%	23%	7	14
Olive	88%	13%	2.8	83%	17%	0%	0%	3	N/A

(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 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	56%	12
Loopio	67%	8
Tribble	55%	5
Qvidian	60%	N/A
QorusDocs	42%	17
Zip	N/A	N/A
Ombud	N/A	N/A
Precoro	N/A	N/A
RocketDocs	64%	12
Olive	35%	N/A
Average	54%	11

(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	583	58,604	1,888	4.4
Loopio	Loopio Inc.	2014	266	27,136	1,762	3.5
Tribble	Tribble	2023	12	16,396	43	N/A
Qvidian	Upland Software	2010	1,027	20,930	941	3.4
QorusDocs	QorusDocs	2012	59	5,161	2,793	4.5
Zip	Zip	2020	552	16,306	317	3.3
Ombud	Ombud	2011	50	2,674	296	3.9
Precoro	Precoro	2014	98	3,881	872	5.0
RocketDocs	RocketDocs	1994	23	2,035	50	3.7
Olive	Olive Technologies	2018	25	3,588	228	N/A

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