



# 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 November 19, 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 [Upland Qvidian](#)
- ▶ High Performing products have high customer Satisfaction scores and low Market Presence compared to the rest of the category. High Performers include: [Tribble](#), [1up](#), [Keelvar](#), 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: [Fairmarkit](#), [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: [Precoro](#), [LightSource](#), [DeepStream Technologies](#), [Olive](#), [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
<a href="#">Responsive, formerly RFPiO</a>	998	99	97	98
<a href="#">Loopio</a>	561	83	93	88
<a href="#">Upland Qvidian</a>	83	52	89	70

## High Performers

<a href="#">Tribble</a>	53	83	38	61
<a href="#">1up</a>	18	72	46	59
<a href="#">Keelvar</a>	14	51	37	44
<a href="#">Ombud</a>	24	54	33	44

## Contenders

<a href="#">Fairmarkit</a>	10	43	51	47
<a href="#">QorusDocs</a>	116	34	51	43
<a href="#">Zip</a>	22	18	60	39

## Niche

<a href="#">Precoro</a>	52	37	43	40
<a href="#">LightSource</a>	10	40	38	39
<a href="#">DeepStream Technologies</a>	16	40	36	38
<a href="#">Olive</a>	46	33	36	34
<a href="#">RocketDocs</a>	78	23	33	28
<a href="#">XaitPorter</a>	13	22	18	20
<a href="#">ProcurePort</a>	11	22	6	14

\* 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 sourced from third parties.

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

The Grid® Report for RFP | Winter 2025 is based on reviews collected through November 19, 2024. We apply unique algorithms to this data to calculate Satisfaction (v4.0) and Market Presence (v7.0) scores for the Winter 2025 report quarter. 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 third-party data collected by G2 up through November 19, 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. G2 follows defined community guidelines to ensure privacy, and authenticity for users and reviews. For more details, please view the [G2 Community Guidelines here](#).

## 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.



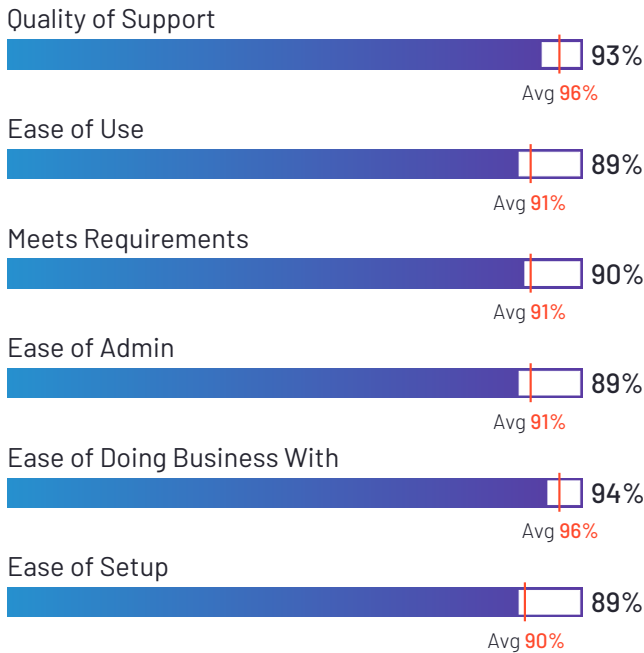
# Responsive, formerly RFPIO

4.5 ★★★★★ (1,086)

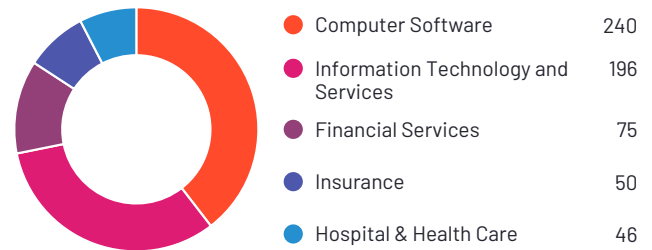


Responsive, formerly RFPIO has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. Responsive, formerly RFPIO has the largest Market Presence and received the highest Satisfaction score among products in RFP. 97% of users rated it 4 or 5 stars, 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.

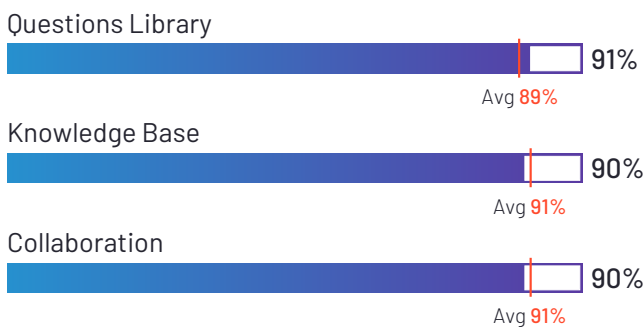
## Satisfaction Ratings



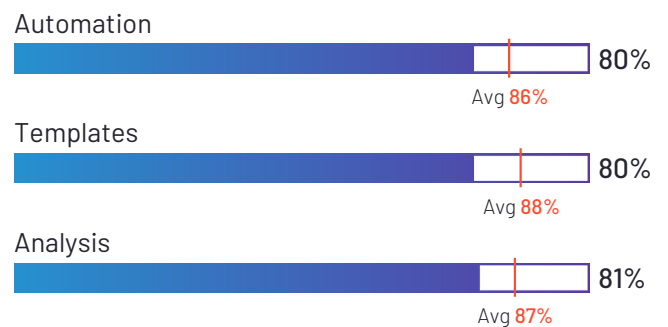
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
Responsive



**HQ Location**  
Beaverton, Oregon



**Year Founded**  
2016



**Employees (Listed On LinkedIn)**  
610



**Company Website**  
[responsive.io](https://responsive.io)



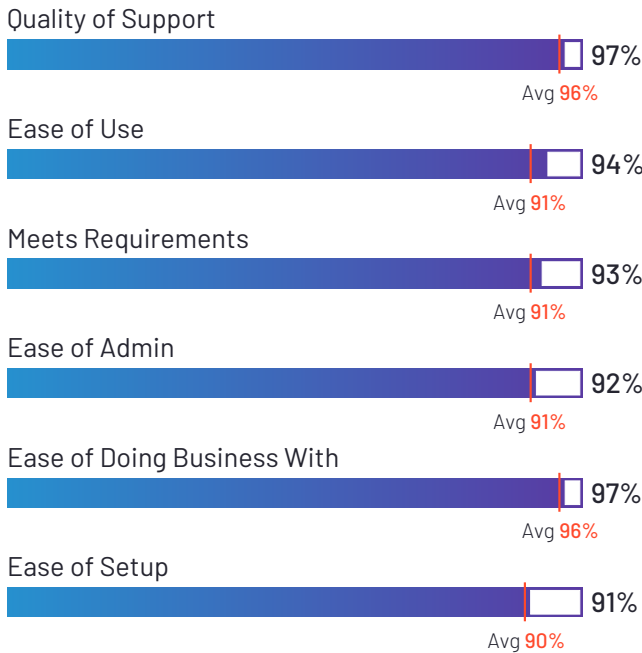
# Loopio

4.7 ★★★★★ (622)



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, 97% 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.

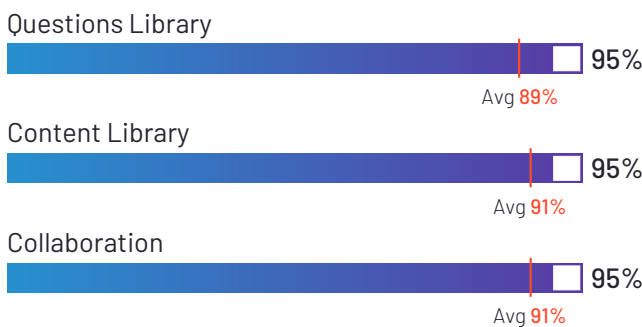
## Satisfaction Ratings



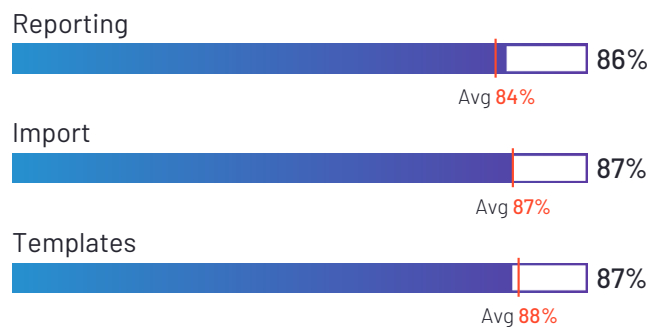
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



Ownership  
Loopio Inc.



HQ Location  
Toronto



Year Founded  
2014



Employees (Listed  
On LinkedIn)  
274



Company Website  
[www.loopio.com](http://www.loopio.com)



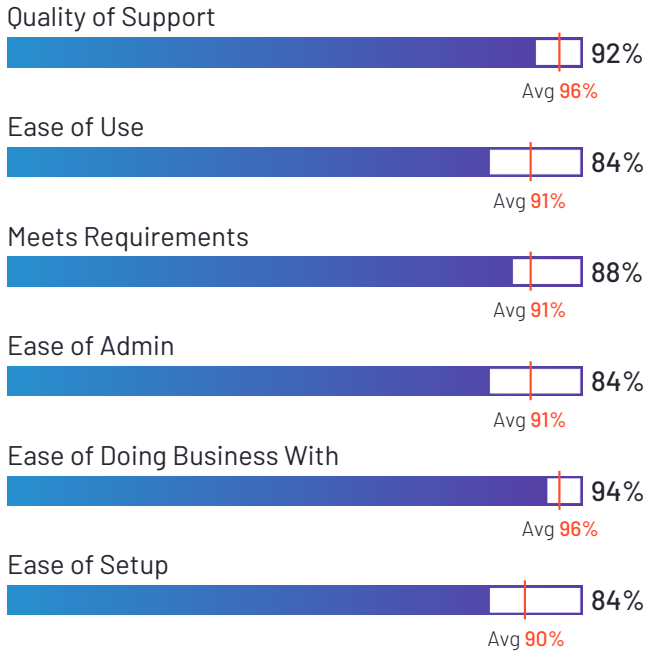
# Upland Qvidian

4.3 ★★★★★ (112)

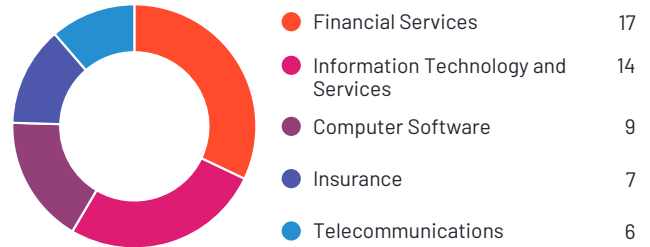


Upland Qvidian has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 94% of users rated it 4 or 5 stars, 92% of users believe it is headed in the right direction, and users said they would be likely to recommend Upland Qvidian at a rate of 87%.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

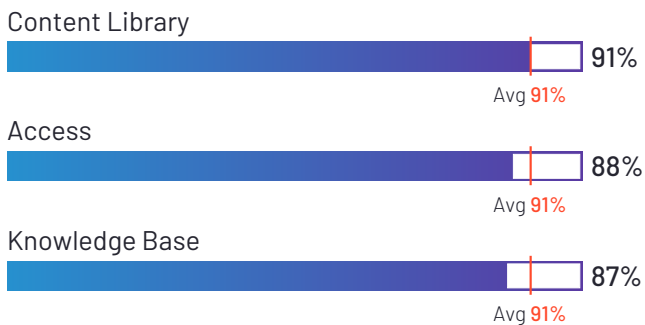
## Satisfaction Ratings



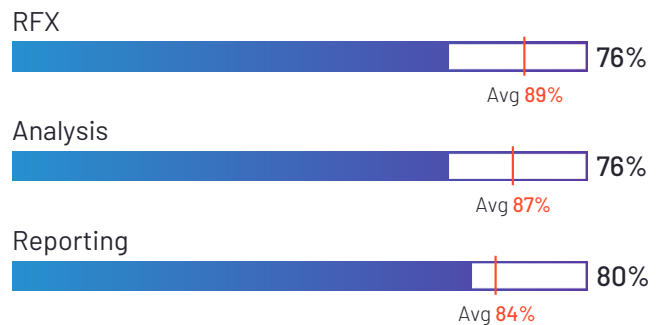
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
Upland Software



**HQ Location**  
Austin, TX



**Year Founded**  
2010



**Employees (Listed On LinkedIn)**  
1,030



**Company Website**  
[uplandsoftware.com](http://uplandsoftware.com)





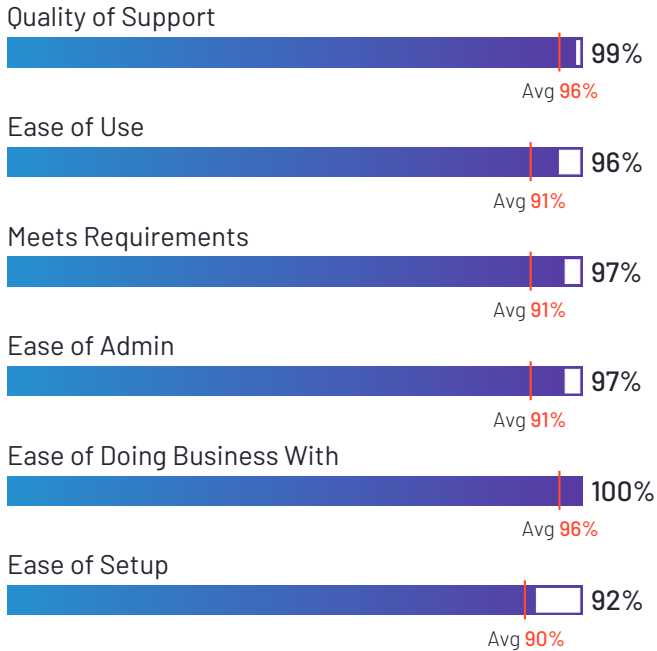
# Tribble

4.9 ★★★★★ (53)

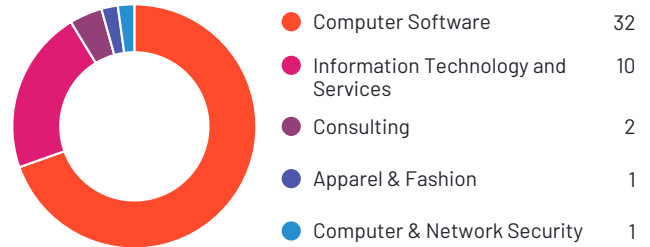


Tribble has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend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

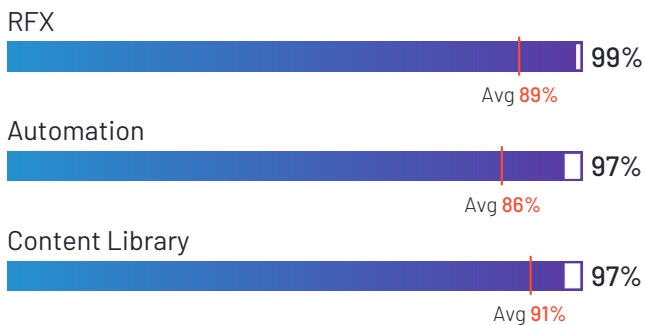
## Satisfaction Ratings



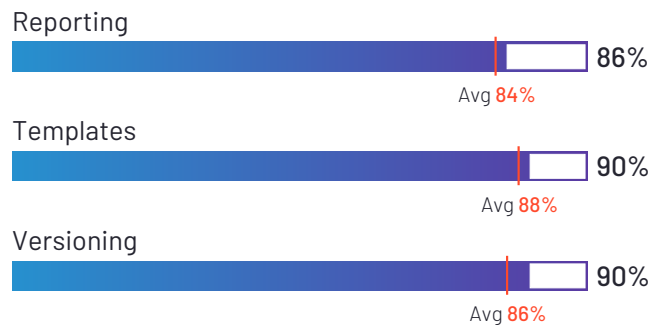
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



Ownership  
Tribble



HQ Location  
Los Angeles, CA



Year Founded  
2023



Employees (Listed  
On LinkedIn)  
11



Company Website  
[tribble.ai](https://tribble.ai)



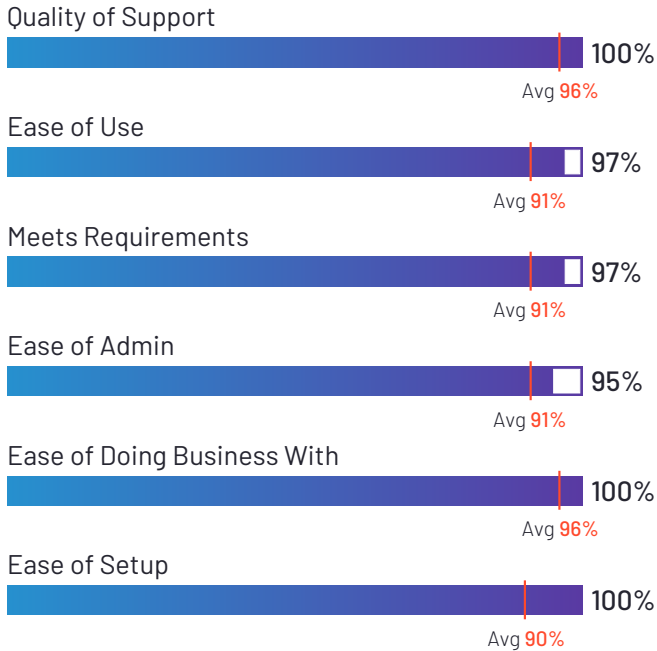
1up

4.9 ★★★★★ (20)

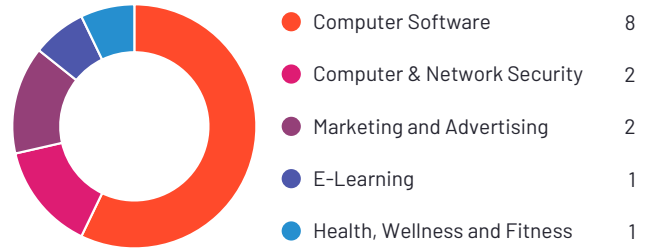


1up has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend 1up at a rate of 98%. 1up is also in the Enterprise Search Software and Q&A Platforms categories.

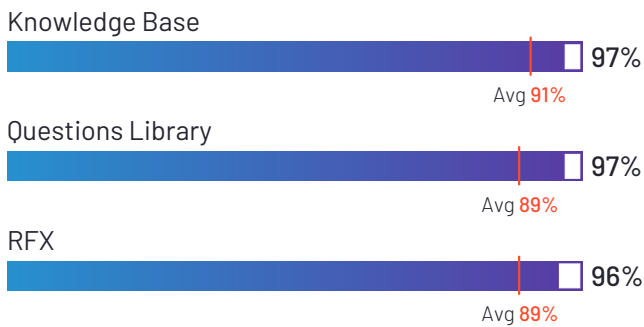
### Satisfaction Ratings



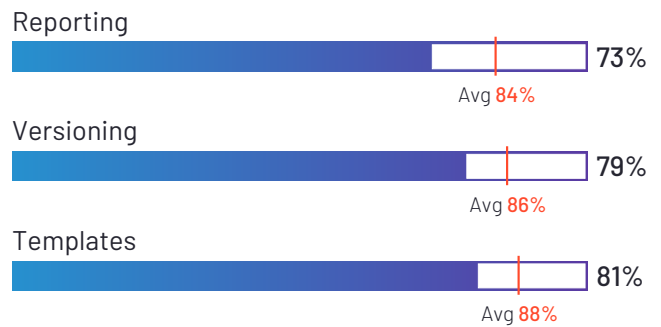
### Top Industries Represented



### Highest-Rated Features



### Lowest-Rated Features



Ownership  
1up



HQ Location  
New York



Year Founded  
2021



Employees (Listed  
On LinkedIn)  
23



Company Website  
[1up.ai](https://1up.ai)



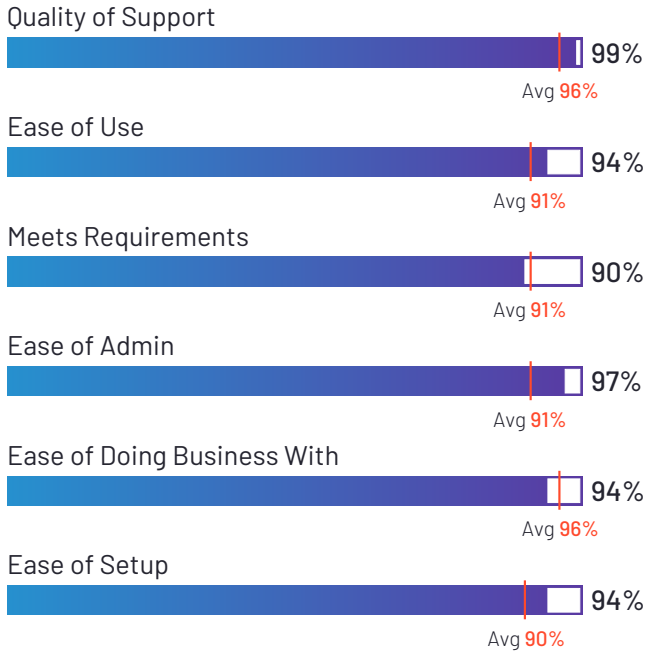
# Keelvar

4.7 ★★★★★ (20)

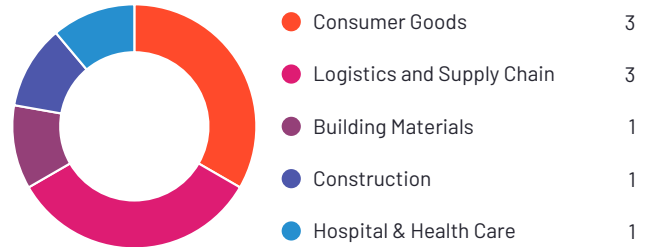


Keelvar has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend Keelvar at a rate of 94%. Keelvar is also in the Strategic Sourcing category.

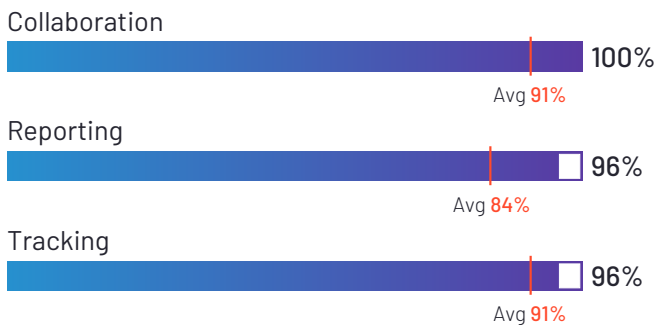
## Satisfaction Ratings



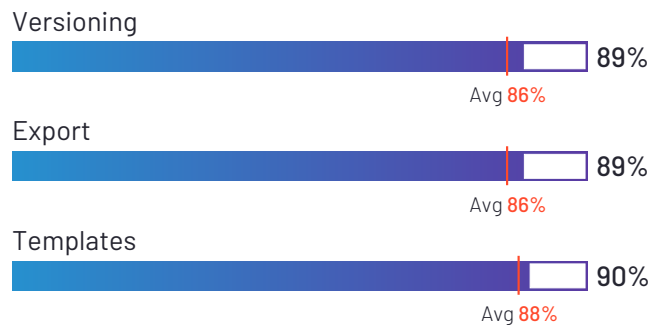
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
Keelvar



**HQ Location**  
Cork



**Year Founded**  
2012



**Employees (Listed On LinkedIn)**  
127



**Company Website**  
[keelvar.com](https://keelvar.com)



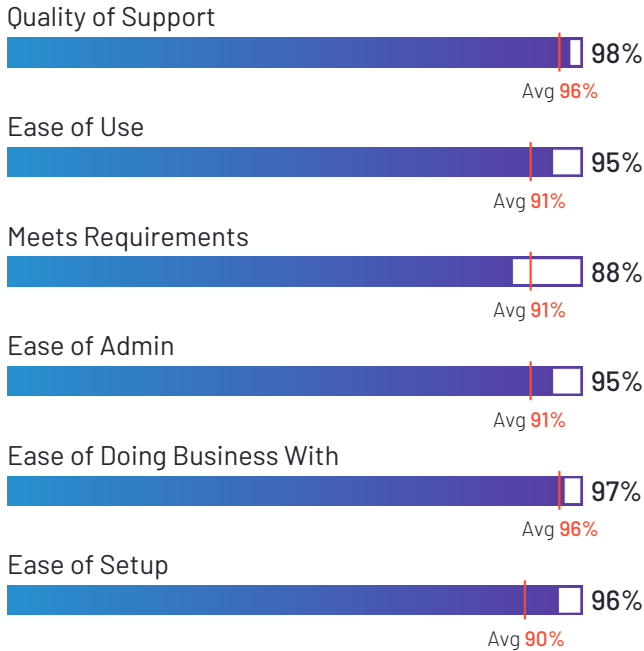
# Ombud

4.7 ★★★★★ (25)

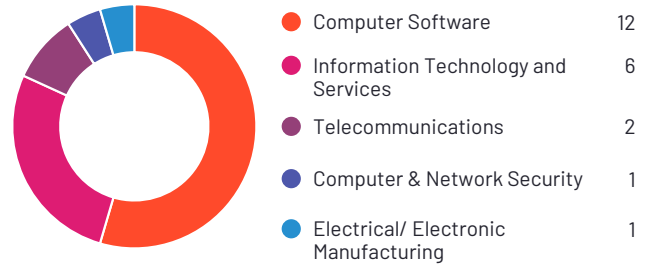


Ombud has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users rated it 4 or 5 stars, 100% of users believe it is headed in the right direction, and users said they would be likely to recommend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

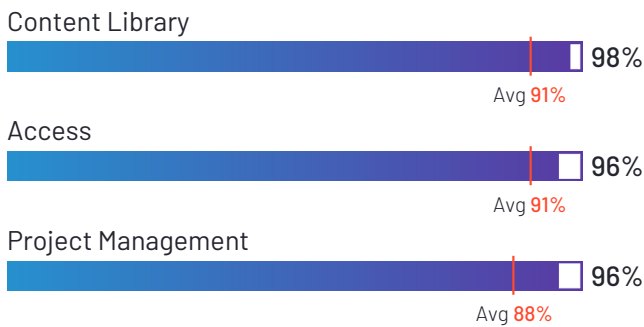
## Satisfaction Ratings



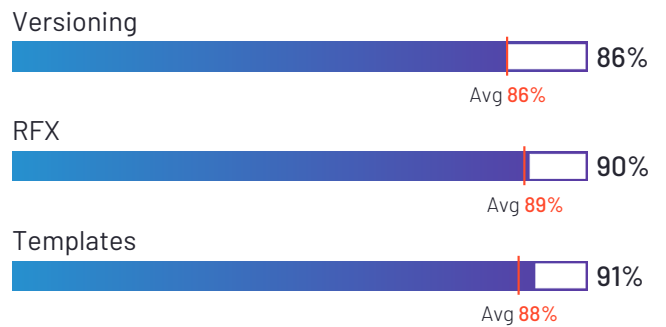
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



Ownership  
Ombud



HQ Location  
Denver, Colorado



Year Founded  
2011



Employees (Listed  
On LinkedIn)  
43



Company Website  
[www.ombud.com](http://www.ombud.com)

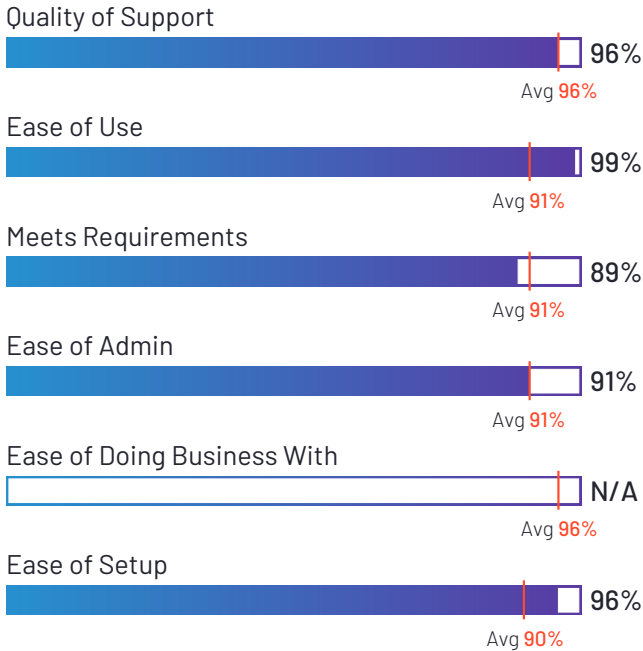


# Fairmarkit

4.7 ★★★★★ (15)

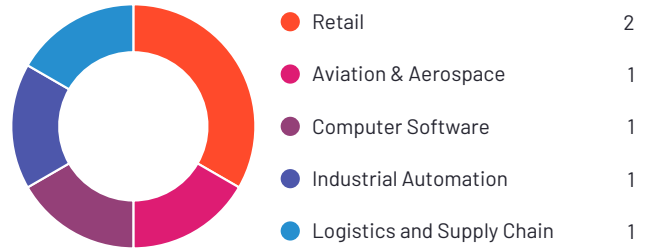
Fairmarkit has been named a Contender product based on having a relatively low customer Satisfaction score and large Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars,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

## Satisfaction Ratings

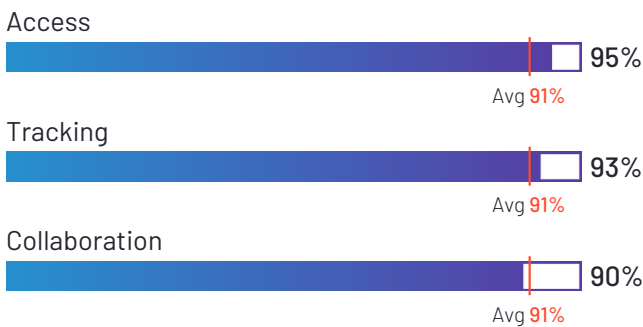


\*N/A is displayed when fewer than five responses were received for the question.

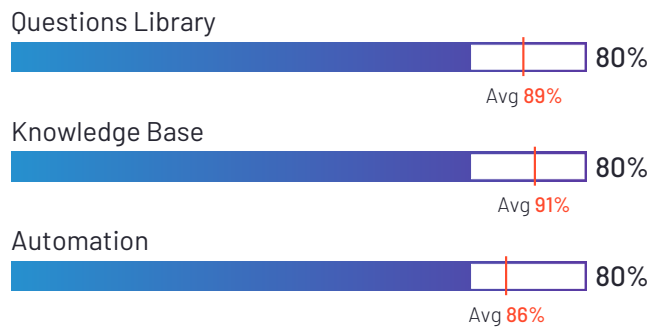
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
Fairmarkit



**HQ Location**  
Boston, MA



**Year Founded**  
2017



**Employees (Listed On LinkedIn)**  
123



**Company Website**  
[fairmarkit.com](http://fairmarkit.com)

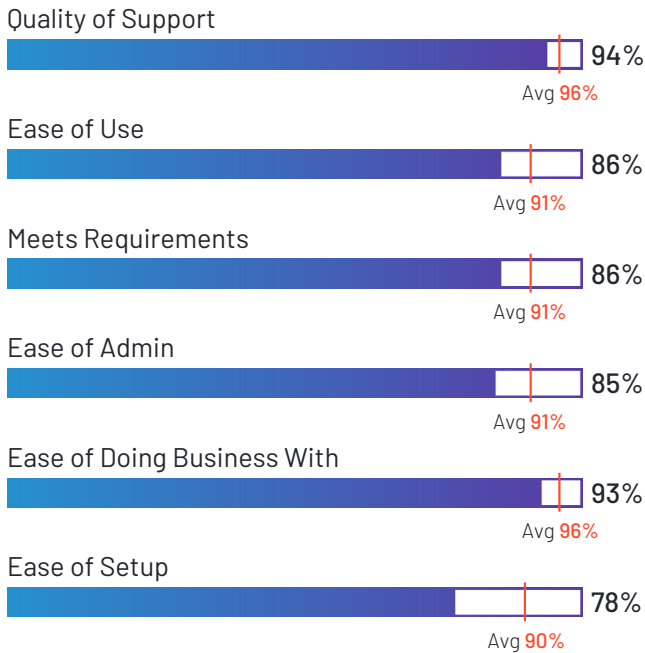


# QorusDocs

4.4 ★★★★★ (165)

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, 88% 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.

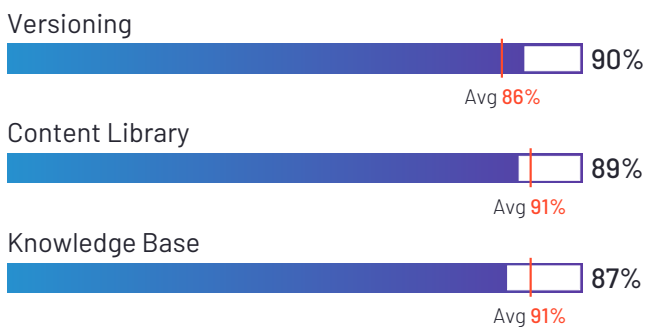
## Satisfaction Ratings



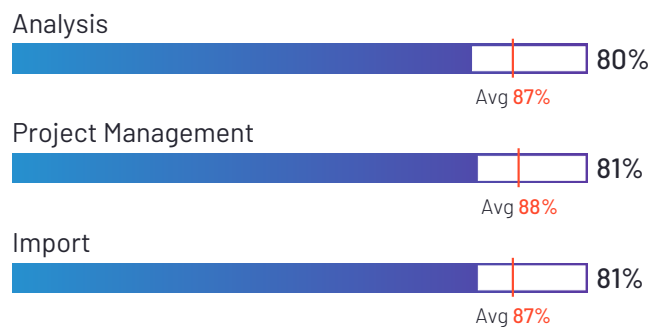
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
QorusDocs



**HQ Location**  
Seattle, WA



**Year Founded**  
2012



**Employees (Listed On LinkedIn)**  
60



**Company Website**  
[qorusdocs.com](https://qorusdocs.com)

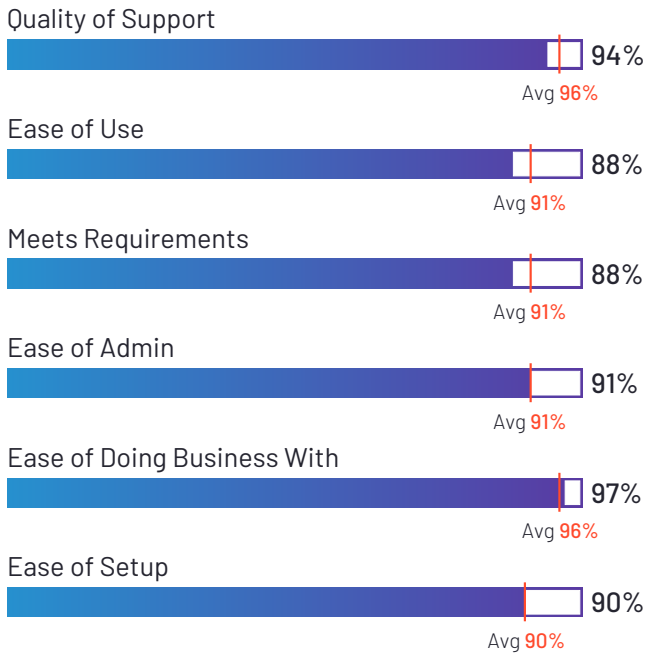


# Zip

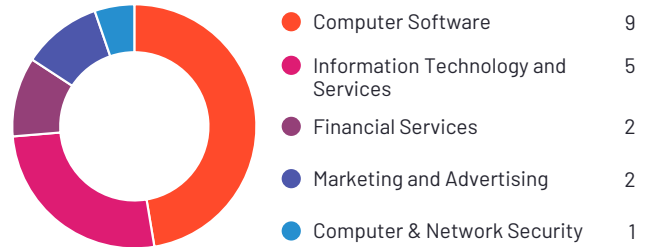
4.7 ★★★★★ (53)

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



## Top Industries Represented



**Ownership**  
Zip



**HQ Location**  
San Francisco, US



**Year Founded**  
2020



**Employees (Listed On LinkedIn)**  
603



**Company Website**  
[ziphq.com](https://ziphq.com)

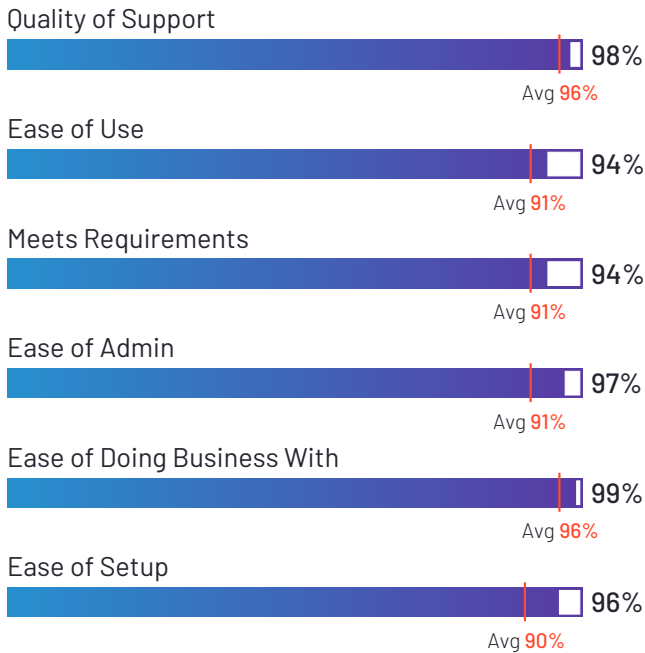


# Precoro

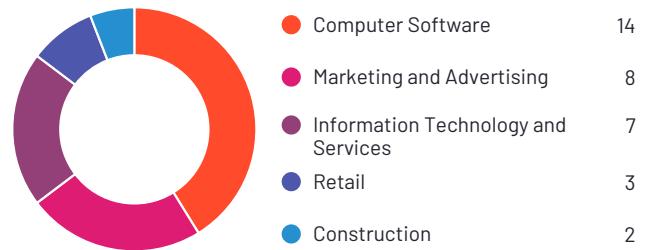
4.7 ★★★★★ (158)

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.

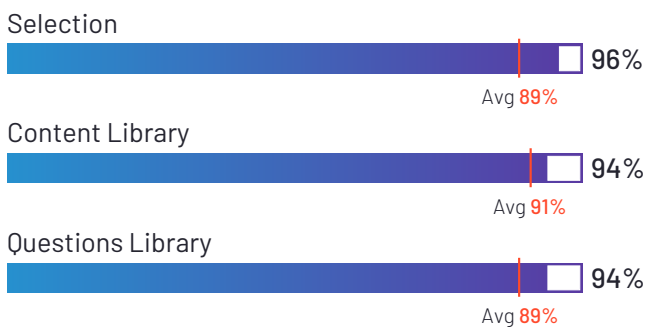
## Satisfaction Ratings



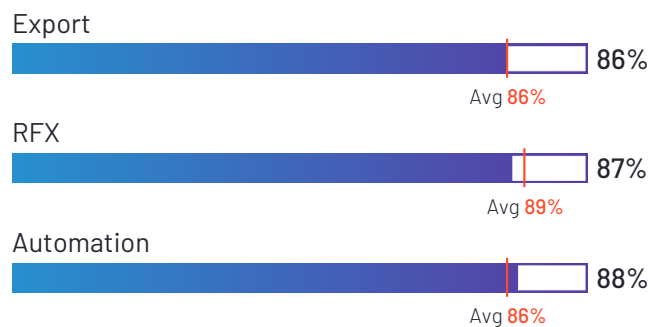
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
Precoro



**HQ Location**  
Brooklyn, New York



**Year Founded**  
2014



**Employees (Listed On LinkedIn)**  
103



**Company Website**  
[precoro.com](https://precoro.com)



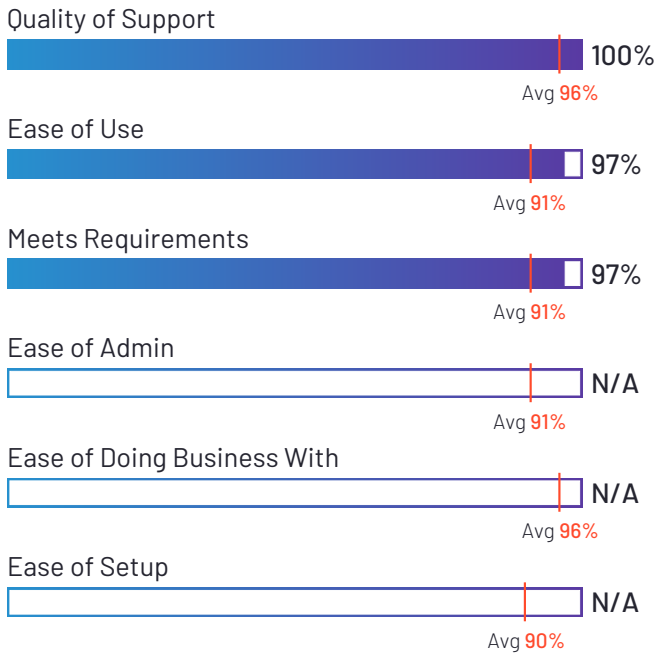


# LightSource

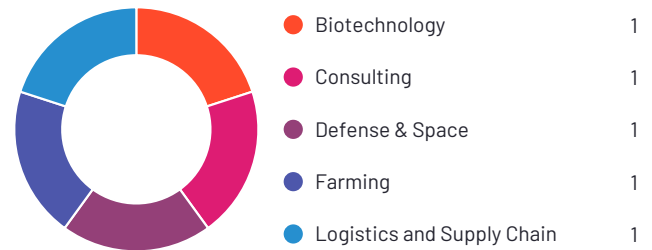
4.9 ★★★★★ (11)

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, and Contract Lifecycle Management (CLM) categories.

## Satisfaction Ratings



## Top Industries Represented

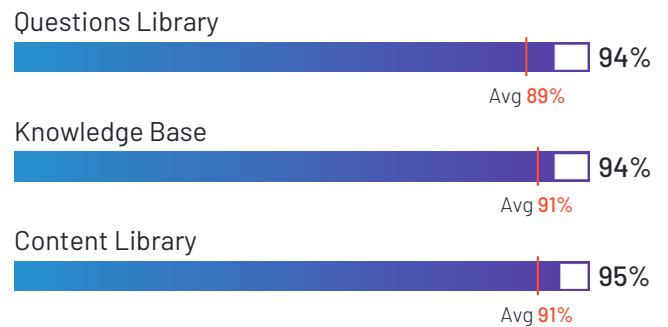


\*N/A is displayed when fewer than five responses were received for the question.

## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
LightSource



**HQ Location**  
San Francisco,  
California



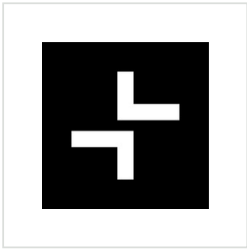
**Year Founded**  
2020



**Employees (Listed  
On LinkedIn)**  
30



**Company Website**  
[lightsource.ai](https://lightsource.ai)

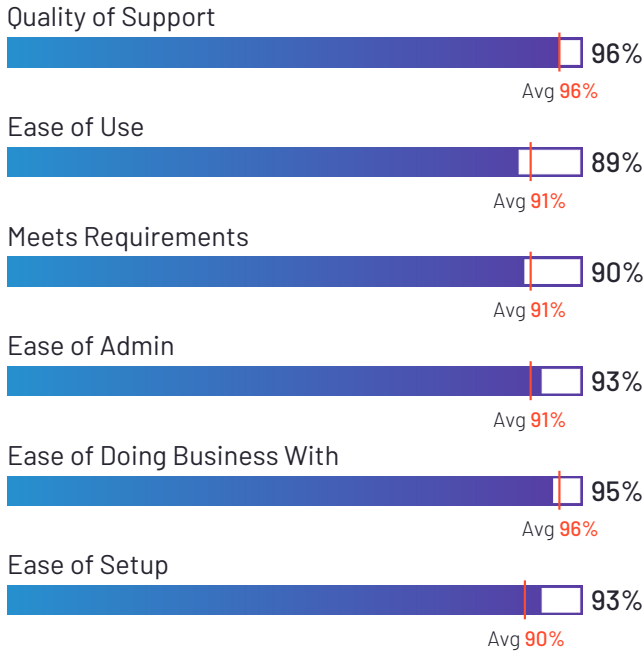


# DeepStream Technologies

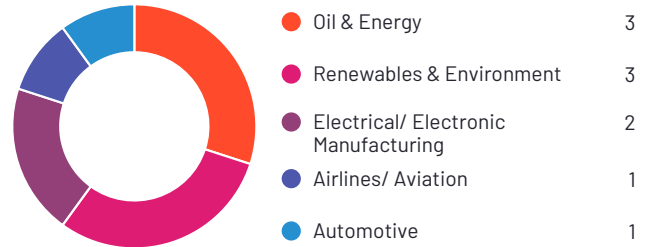
4.7 ★★★★★ (20)

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, 88% 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 93%. DeepStream Technologies is also in the Proposal and Strategic Sourcing categories.

## Satisfaction Ratings



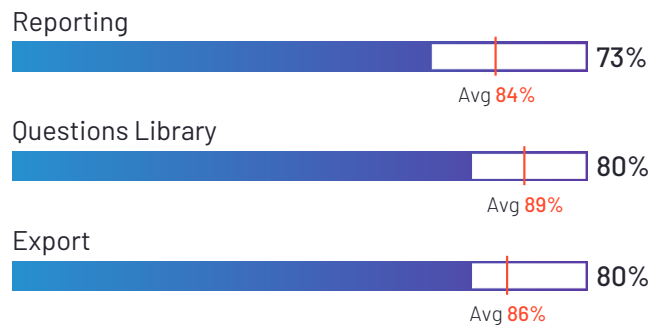
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
DeepStream Technologies



**HQ Location**  
London, GB



**Year Founded**  
2016



**Employees (Listed On LinkedIn)**  
22



**Company Website**  
[deep.stream](https://deep.stream)

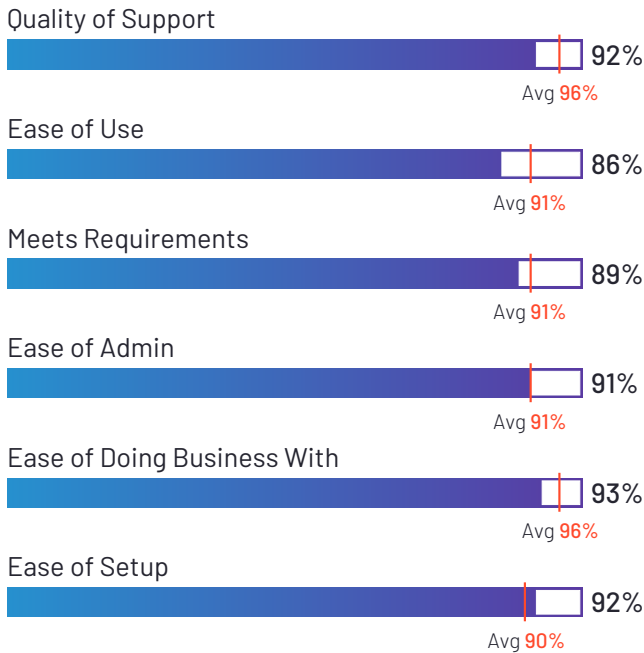


# Olive

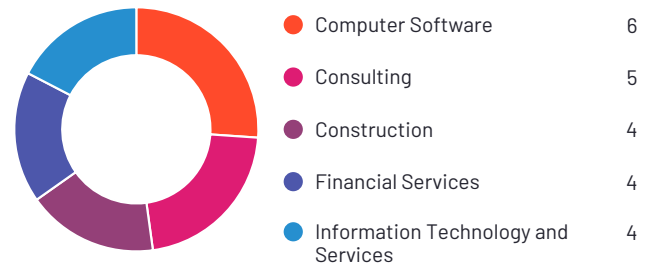
4.4 ★★★★★ (55)

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. 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.

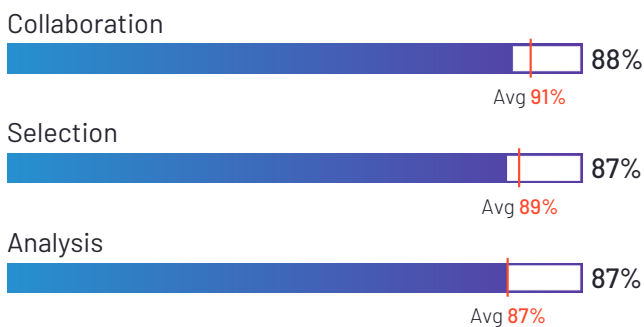
## Satisfaction Ratings



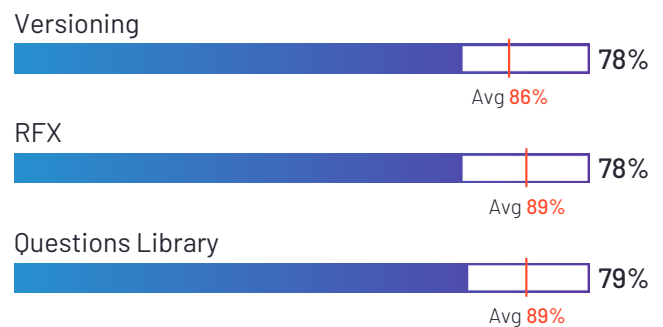
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
Olive Technologies



**HQ Location**  
Vancouver, Canada



**Year Founded**  
2018



**Employees (Listed On LinkedIn)**  
23



**Company Website**  
[www.olive.app](http://www.olive.app)

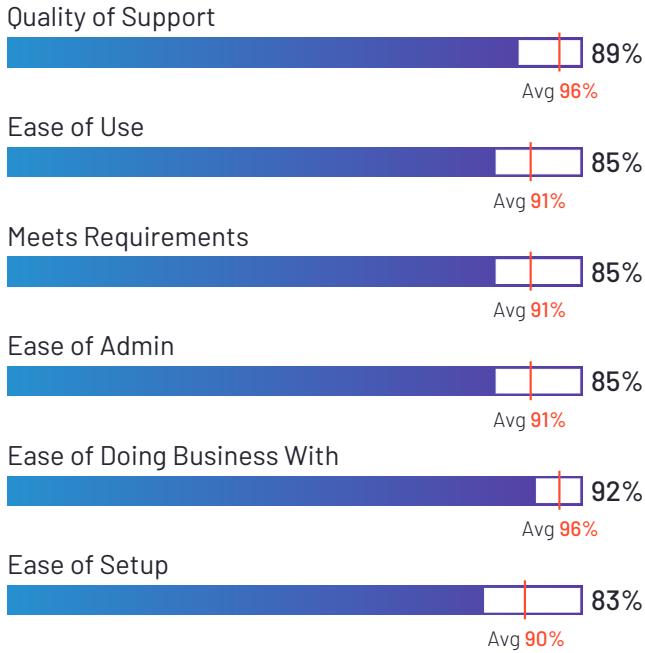


# RocketDocs

4.2 ★★★★★ (101)

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. 94% 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 RocketDocs at a rate of 85%. RocketDocs is also in the Document Generation, Proposal, and Salesforce AppExchange Apps categories.

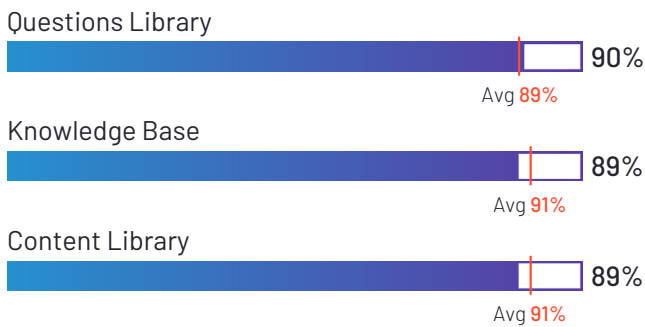
## Satisfaction Ratings



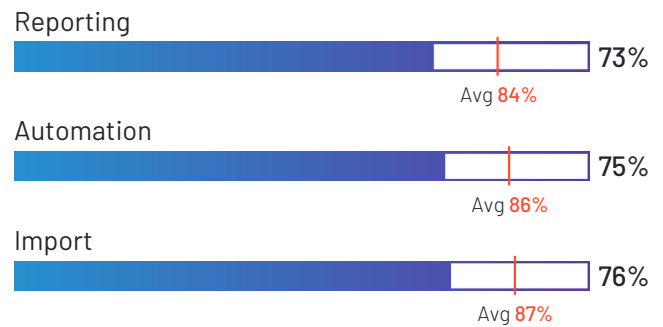
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



Ownership  
RocketDocs



HQ Location  
Dallas, TX



Year Founded  
1994



Employees (Listed  
On LinkedIn)  
24



Company Website  
[rocketdocs.com](https://rocketdocs.com)

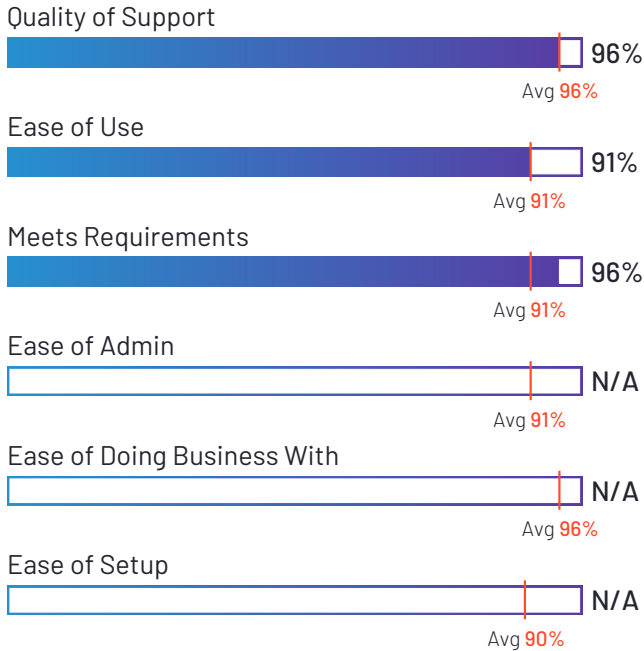


# XaitPorter

4.6 ★★★★★ (51)

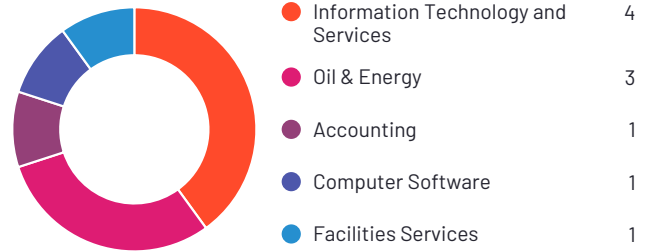
XaitPorter has been named a Niche product based on having a relatively low Satisfaction score and low Market Presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings. 100% of users rated it 4 or 5 stars, 86% of users 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

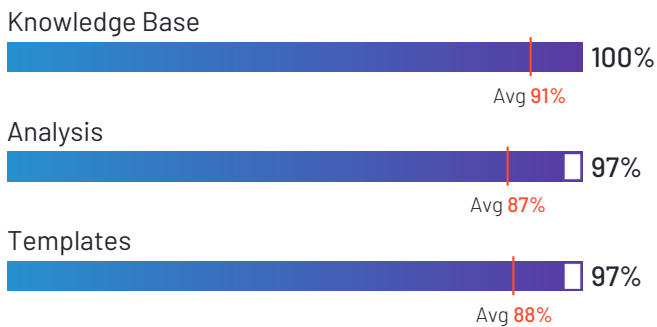


\*N/A is displayed when fewer than five responses were received for the question.

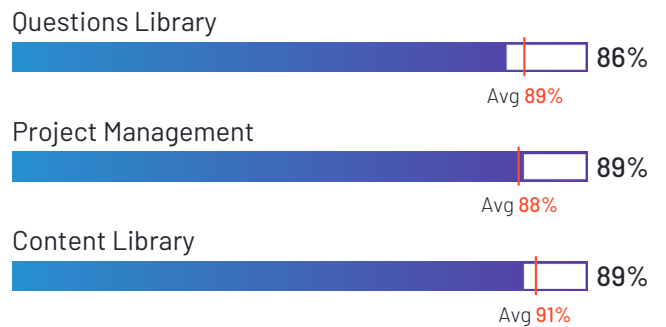
## Top Industries Represented



## Highest-Rated Features



## Lowest-Rated Features



**Ownership**  
Xait



**HQ Location**  
Sandnes, Norway



**Year Founded**  
2000



**Employees (Listed On LinkedIn)**  
88



**Company Website**  
[www.xait.com](http://www.xait.com)

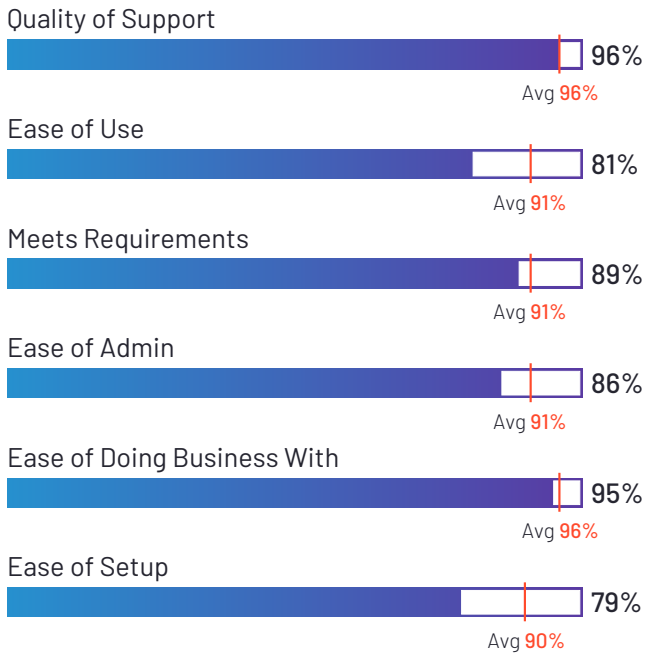


# ProcurePort

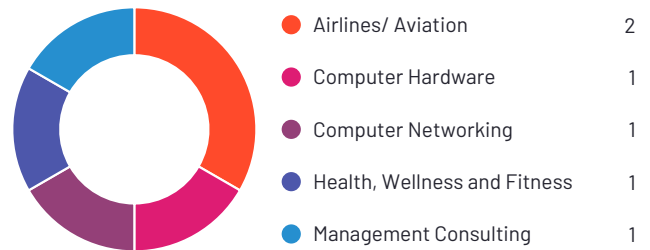
3.8 ★★★★★ (14)

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%. ProcurePort 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



## Top Industries Represented



**Ownership**  
ProcurePort



**HQ Location**  
Indianapolis, IN



**Year Founded**  
2000



**Employees (Listed On LinkedIn)**  
8



**Company Website**  
[procureport.com](https://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	
<b>Responsive, formerly RFPIO</b>	91%	91%	90%	89%	94%	93%	89%	89%	69
<b>Loopio</b>	95%	97%	93%	92%	97%	97%	91%	94%	85
<b>Upland Qvidian</b>	87%	92%	88%	84%	94%	92%	84%	84%	54
<b>Tribble</b>	99%	100%	97%	97%	100%	99%	92%	96%	100
<b>1up</b>	98%	100%	97%	95%	100%	100%	100%	97%	94
<b>Keelvar</b>	94%	100%	90%	97%	94%	99%	94%	94%	85
<b>Ombud</b>	94%	100%	88%	95%	97%	98%	96%	95%	87
<b>Fairmarkit</b>	92%	100%	89%	91%	N/A	96%	96%	99%	80
<b>QorusDocs</b>	87%	88%	86%	85%	93%	94%	78%	86%	51
<b>Zip</b>	95%	88%	88%	91%	97%	94%	90%	88%	86
<b>Precoro</b>	97%	93%	94%	97%	99%	98%	96%	94%	100
<b>LightSource</b>	97%	100%	97%	N/A	N/A	100%	N/A	97%	100
<b>DeepStream Technologies</b>	93%	88%	90%	93%	95%	96%	93%	89%	81
<b>Olive</b>	88%	84%	89%	91%	93%	92%	92%	86%	56
<b>RocketDocs</b>	85%	86%	85%	85%	92%	89%	83%	85%	51
<b>XaitPorter</b>	91%	86%	96%	N/A	N/A	96%	N/A	91%	76
<b>ProcurePort</b>	81%	100%	89%	86%	95%	96%	79%	81%	27
<b>Average</b>	92%	94%	91%	91%	96%	96%	90%	91%	75

\*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
<b>Responsive, formerly RFPIO</b>	80%	86%	84%	91%
<b>Loopio</b>	87%	93%	89%	95%
<b>Upland Qvidian</b>	82%	76%	80%	87%
<b>Tribble</b>	90%	99%	90%	96%
<b>1up</b>	81%	96%	79%	97%
<b>Keelvar</b>	90%	90%	89%	94%
<b>Ombud</b>	91%	90%	86%	93%
<b>Fairmarkit</b>	89%	89%	86%	80%
<b>QorusDocs</b>	86%	83%	90%	83%
<b>Zip</b>	N/A	N/A	N/A	N/A
<b>Precoro</b>	92%	87%	94%	94%
<b>LightSource</b>	97%	98%	97%	94%
<b>DeepStream Technologies</b>	82%	88%	82%	80%
<b>Olive</b>	86%	78%	78%	79%
<b>RocketDocs</b>	85%	84%	80%	90%
<b>XaitPorter</b>	97%	91%	94%	86%
<b>ProcurePort</b>	N/A	N/A	N/A	N/A
<b>Average</b>	88%	89%	86%	89%

(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
<b>Responsive, formerly RFPIO</b>	85%	81%	83%
<b>Loopio</b>			
<b>Upland Qvidian</b>	83%	76%	82%
<b>Tribble</b>	94%	92%	96%
<b>1up</b>	89%	82%	89%
<b>Keelvar</b>	96%	93%	92%
<b>Ombud</b>	N/A	N/A	N/A
<b>Fairmarkit</b>	93%	88%	89%
<b>QorusDocs</b>	83%	80%	82%
<b>Zip</b>	N/A	N/A	N/A
<b>Precoro</b>	93%	94%	96%
<b>LightSource</b>	98%	95%	98%
<b>DeepStream Technologies</b>	89%	82%	83%
<b>Olive</b>	86%	87%	87%
<b>RocketDocs</b>			
<b>XaitPorter</b>	94%	97%	91%
<b>ProcurePort</b>	N/A	N/A	N/A
<b>Average</b>	90%	87%	89%

(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
<b>Responsive, formerly RFPIO</b>	90%	90%	88%	82%
<b>Loopio</b>	95%	95%	93%	86%
<b>Upland Qvidian</b>	84%	87%	82%	80%
<b>Tribble</b>	94%	94%	94%	86%
<b>1up</b>	89%	97%	94%	73%
<b>Keelvar</b>	100%	95%	93%	96%
<b>Ombud</b>	94%	96%	96%	N/A
<b>Fairmarkit</b>	90%	80%	86%	84%
<b>QorusDocs</b>	83%	87%	85%	82%
<b>Zip</b>	N/A	N/A	N/A	N/A
<b>Precoro</b>	91%	91%	91%	93%
<b>LightSource</b>	98%	94%	97%	97%
<b>DeepStream Technologies</b>	88%	88%	88%	73%
<b>Olive</b>	88%	81%	86%	85%
<b>RocketDocs</b>	86%	89%	85%	73%
<b>XaitPorter</b>	94%	100%	94%	N/A
<b>ProcurePort</b>	N/A	N/A	N/A	N/A
<b>Average</b>	91%	91%	90%	84%

(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
<b>Responsive, formerly RFPIO</b>	88%	90%	89%	80%	84%	83%
<b>Loopio</b>	93%	95%	94%	88%	88%	87%
<b>Upland Qvidian</b>	80%	91%	88%	84%	87%	86%
<b>Tribble</b>	92%	97%	93%	97%	92%	96%
<b>1up</b>	84%	91%	92%	94%	89%	92%
<b>Keelvar</b>	90%	90%	93%	90%	89%	94%
<b>Ombud</b>	96%	98%	96%	N/A	N/A	N/A
<b>Fairmarkit</b>	89%	88%	95%	80%	82%	80%
<b>QorusDocs</b>	81%	89%	86%	81%	85%	81%
<b>Zip</b>	N/A	N/A	N/A	N/A	N/A	N/A
<b>Precoro</b>	93%	94%	94%	88%	86%	90%
<b>LightSource</b>	95%	95%	97%	95%	98%	97%
<b>DeepStream Technologies</b>	83%	84%	91%	84%	80%	82%
<b>Olive</b>	82%	83%	86%	84%	81%	82%
<b>RocketDocs</b>	86%	89%	86%	75%	80%	76%
<b>XaitPorter</b>	89%	89%	89%	N/A	N/A	N/A
<b>ProcurePort</b>	N/A	N/A	N/A			N/A
<b>Average</b>	88%	91%	91%	86%	86%	87%

\*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%	51%	36%
Loopio	14%	56%	30%
Upland Qvidian	12%	28%	60%
Tribble	11%	68%	21%
1up	11%	89%	0%
Keelvar	14%	21%	64%
Ombud	0%	46%	54%
Fairmarkit	10%	10%	80%
QorusDocs	14%	34%	53%
Zip	0%	55%	45%
Precoro	33%	63%	4%
LightSource	0%	40%	60%
DeepStream Technologies	40%	53%	7%
Olive	17%	43%	39%
RocketDocs	22%	54%	24%
XaitPorter	23%	46%	31%
ProcurePort	36%	45%	18%
Average	16%	47%	37%

(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 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)
<b>Responsive, formerly RFPIO</b>	81%	19%	1.9	68%	14%	0%	18%	17	17
<b>Loopio</b>	74%	26%	1.6	68%	16%	0%	16%	17	16
<b>Upland Qvidian</b>	100%	0%	3.1	50%	24%	3%	24%	17	24
<b>Tribble</b>	89%	11%	1.2	50%	50%	0%	0%	12	5
<b>1up</b>	88%	13%	0.3	86%	14%	0%	0%	27	11
<b>Keelvar</b>	N/A	N/A	N/A	20%	60%	0%	20%	N/A	N/A
<b>Ombud</b>	86%	14%	1.7	57%	14%	0%	29%	N/A	24
<b>Fairmarkit</b>	N/A	N/A	N/A	60%	20%	0%	20%	N/A	N/A
<b>QorusDocs</b>	76%	24%	4.4	66%	15%	0%	19%	75	15
<b>Zip</b>	100%	0%	2.1	43%	43%	0%	14%	175	26
<b>Precoro</b>	75%	25%	1.9	64%	9%	0%	27%	27	19
<b>LightSource</b>	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>DeepStream Technologies</b>	60%	40%	N/A	60%	40%	0%	0%	N/A	N/A
<b>Olive</b>	83%	17%	1.8	86%	7%	0%	7%	7	7
<b>RocketDocs</b>	50%	50%	2.9	58%	25%	4%	13%	7	16
<b>XaitPorter</b>	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>ProcurePort</b>	100%	0%	0.8	71%	29%	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	57%	12
Loopio	66%	10
Upland Qvidian	59%	20
Tribble	67%	6
1up	51%	4
Keelvar	N/A	N/A
Ombud	67%	N/A
Fairmarkit	N/A	N/A
QorusDocs	41%	15
Zip	78%	8
Precoro	52%	17
LightSource	N/A	N/A
DeepStream Technologies	N/A	N/A
Olive	48%	18
RocketDocs	69%	14
XaitPorter	N/A	N/A
ProcurePort	27%	N/A
<b>Average</b>	<b>57%</b>	<b>12</b>

(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
<b>Responsive, formerly RFPIO</b>	Responsive	2016	610	62,810
<b>Loopio</b>	Loopio Inc.	2014	274	28,371
<b>Upland Qvidian</b>	Upland Software	2010	1,030	21,887
<b>Tribble</b>	Tribble	2023	11	18,564
<b>1up</b>	1up	2021	23	7,031
<b>Keelvar</b>	Keelvar	2012	127	8,521
<b>Ombud</b>	Ombud	2011	43	2,712
<b>Fairmarkit</b>	Fairmarkit	2017	123	12,786
<b>QorusDocs</b>	QorusDocs	2012	60	5,214
<b>Zip</b>	Zip	2020	603	20,342
<b>Precoro</b>	Precoro	2014	103	4,300
<b>LightSource</b>	LightSource	2020	30	1,873
<b>DeepStream Technologies</b>	DeepStream Technologies	2016	22	5,011
<b>Olive</b>	Olive Technologies	2018	23	3,614
<b>RocketDocs</b>	RocketDocs	1994	24	2,063
<b>XaitPorter</b>	Xait	2000	88	5,683
<b>ProcurePort</b>	ProcurePort	2000	8	426

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