



Company Overview

Productivity software that helps you create business
critical documents more efficiently

RFPs | Pitches | Proposals | SoWs | Contracts

www.qorusdocs.com

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business critical content

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A WORD FROM OUR CEO

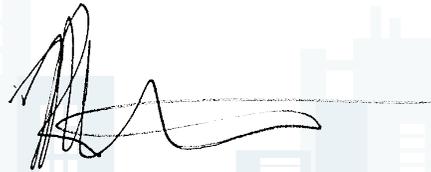
Thank you for taking the time to download and read our company overview. Of course, the goal of this document is to introduce Qorus, what we do, and who we do it for. But what we really want to do is show you that we're a gritty, ambitious group of people who are absolutely bent on success for our clients, partners and employees. **We invite you to work with us!**

Our mission is to help organizations be more productive when locating, creating and collaborating on business critical documents like proposals, pitches, RFPs, contracts, SoWs and more.

We do this by developing powerful but easy-to-use document generation and management solutions that plug into Microsoft Office and Office 365 and that integrate with other enterprise platforms including CRM and content management solutions.

I hope this document answers all your questions about Qorus, but in case it doesn't, please feel free to [contact us](#).

Yours sincerely,



Ray Meiring
CEO and co-founder
Qorus Software



**TOO MANY ORGANIZATIONS ARE
BAD AT MANAGING BUSINESS
CRITICAL CONTENT**

The cost of poor content management

The workplace has changed. Companies are global, collaboration is instantaneous, and productivity is paramount. So why do we still create, collaborate on and manage documents the way we did ten years ago? It's inefficient and it costs more than most organizations realize.

They waste time

- ✗ 1 worker can waste up to **10 hours per month** on document inefficiencies
- ✗ **81%** have found themselves working on the wrong version of a document
- ✗ **43%** send at least 6 documents via email each day
- ✗ **40%** regularly store documents on their desktop

Poor content management processes bloat bottom-line costs, leading to an estimated \$958m each year in inefficient and ineffective content marketing spend for mid to large B2B organizations.

They lose business

- 53%** made a poor impression on a client
- 23%** harmed their organization's reputation
- 23%** resulted in a lost opportunity
- 18%** resulted in revenue lost

It costs more than they realize

- ✗ Large organizations **spend twice as much** as they think they do
- ✗ Small organizations spend **over 10 times as much** as they think they do
- ✗ This costs **\$19,723** per information worker per year

**If companies were
25% more efficient on
document related matters,
they'd be able to hire 53
more people.**

Sources: IDC research 2012; GoNitro; GoNitro and PDF Association; IDC; Highspot; Kapost

Qorus for proposal management and document generation

Qorus helps organizations be more productive when locating, creating, collaborating on and managing business-critical documents like pitches, proposals, contracts, SoWs, RFP responses.



80%

faster creation of pitches and proposals



60%

less time required to respond to RFPs



50%

less time wasted searching for reusable content



40%

less time wasted formatting documents

OUR SOLUTIONS

Our solutions

Our solutions will help your organization become more productive when locating, creating and collaborating on business critical documents like proposals, pitches, RFPs, contracts, SoWs and more. Our solutions plug right into Microsoft Office and Office 365.

Qorus for proposals and RFPs

Improve quality and reduce time when creating proposals and responding to RFPs with our easy-to-use software.

- ✓ Accessed via browser, Microsoft Office or CRM
- ✓ Enables teams to collaborate on a document simultaneously
- ✓ Rich content library with robust search features

[LEARN MORE](#)

Qorus for sales enablement

Empower your teams to drive more sales by enabling them to discover, use and analyze the best content.

- ✓ Build personalized customer documents, presentations and emails
- ✓ Drive more sales and improve win rates with content usage insights
- ✓ Identify gaps or redundancies in your content

[LEARN MORE](#)

Qorus for SharePoint Document Generation

Generate documents directly from SharePoint using content and data stored in your enterprise systems.

- ✓ Auto generate high-volume, repetitive documents
- ✓ Pull third-party data from SharePoint, SQL and other business applications
- ✓ Use business rules and smart fields to personalize

[LEARN MORE](#)

Qorus for legal and professional services

Develop winning pitches and proposals using your best content, bios and experience with our easy-to-use software.

- ✓ Template integrate with industry solutions
- ✓ Allows real-time collaboration without version control issues
- ✓ Sync with website CMS for a single source of truth

[LEARN MORE](#)

Qorus for Office 365

Streamline your organization's document creation processes directly from Office 365.

- ✓ Discover, use and analyze the best content straight to Word, PowerPoint & Outlook
- ✓ Drive more sales and improve win rates with content usage insights
- ✓ Identify gaps or redundancies in your content

[LEARN MORE](#)

Claranet's bid team reduces formatting and styling by over 30%

"The fact that our bid content is easily stored and made searchable saves us a lot of time. Everyone now has access to up-to-date, correct content."



Tim Quin, Head of Bid Management
Claranet

[READ THE CASE STUDY](#)

CUSTOMER SUCCESS

If you asked our customers what they love the most about working with Qorus, most of them would say that they love their Customer Success Manager and they love how responsive our Support team is. It's one of the reasons our proposal and RFP management software enjoys such high adoption and renewal rates (the other reason is that it is very easy to use).

2017 Microsoft Customer Experience Partner of the Year

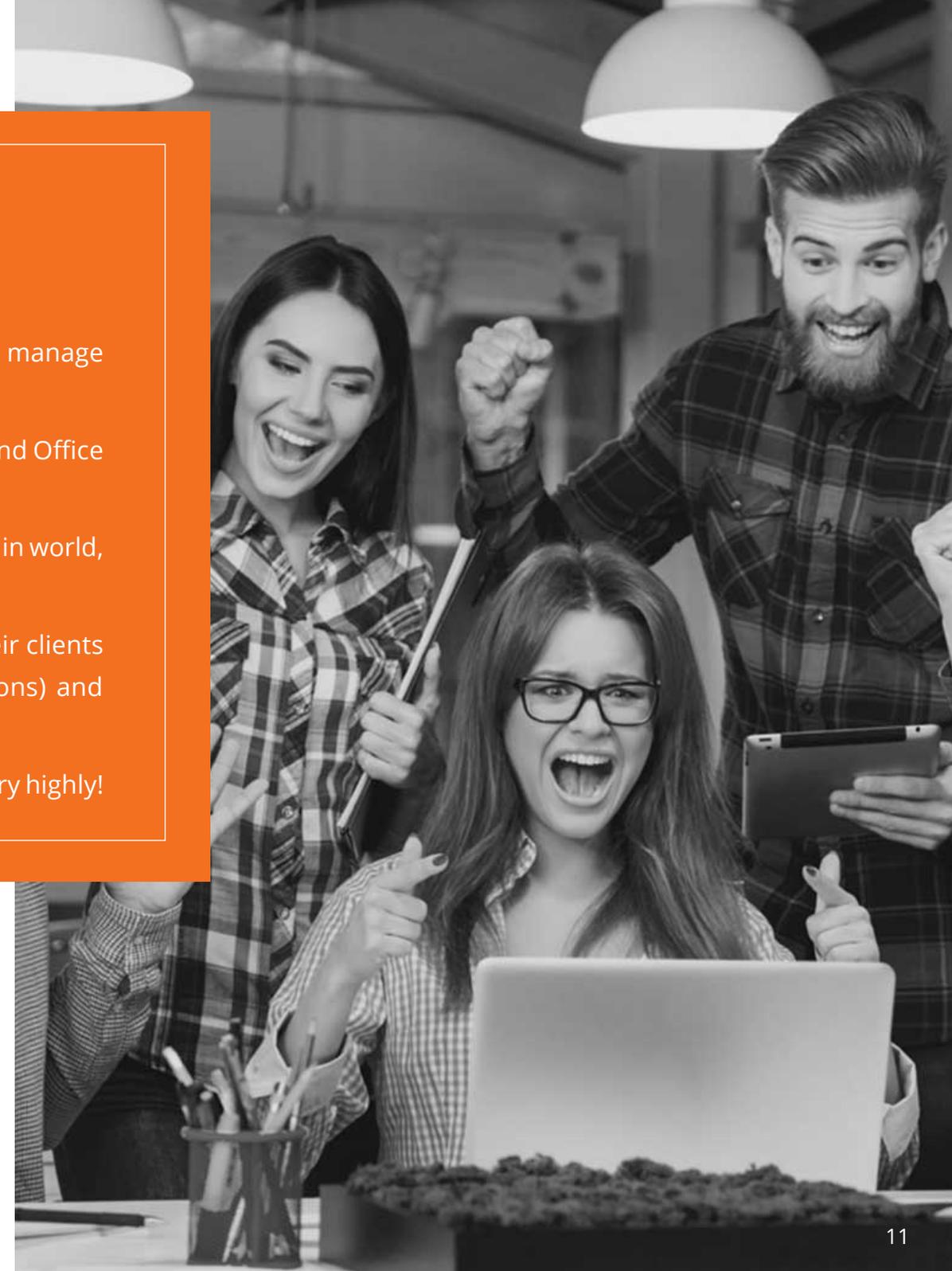
The award recognizes a partner who demonstrates an exceptional ability to manage customer demand and exceed expectations. For us, this means:

- ✓ A user-friendly product – our document creation solutions plug into Office and Office 365, making them very easy to use.
- ✓ A brilliant onboarding process – our customer success team is one of the best in world, and our Get Up and Go Program is loved by clients around the world.
- ✓ Dedicated account management – our account managers ensuring that their clients are getting the attention they need (especially when there are integrations) and sharing feature requests.
- ✓ A world-class support team – our customers always rate our support team very highly!

Microsoft
Partner



2017 Partner of the Year Winner
Customer Experience Award



“Excellent implementation and support staff, slick user interface, easy to manage templates for proactive proposals and RFPs, solid documentation and training materials. Our experience has been stellar in transitioning, implementing, and administering Qorus. Highly recommend for RFP and Proposal driven environments”

-- Kurt K, G2 Crowd review

HOW WE WORK

We'll help you transform your document process

Each new customer is assigned a Customer Success Manager (CSM). They will follow a structured onboarding process with your team:

1

We'll meet with your core team to understand what your goals and challenges are.

2

Once we've defined your requirements, your CSM will set up your custom-branded Qorus site and help your team install the Word, PowerPoint and Excel add-ins.

3

We'll apply your search filters, make sure all your content is in shape, bulk upload it, and create some templates for you.

4

We'll give you access to our friendly online learning system so that your team can go through tutorials at their own pace.

5

Once you're up and running, we'll introduce you to our award-winning Support team.

6

Your CSM will contact you every six months to check how things are going. They'll ask whether the solution has improved your productivity, share some best practice and ask if there's anything else we can do to help.

CLIENTS

Qorus has hundreds of customers around the world, including:

- ✓ One of the “Big Four”.
- ✓ One of the UK’s largest multinational telecommunications companies.
- ✓ Six leading international asset management firms.
- ✓ Two leading global recruitment process outsourcing agencies.
- ✓ An American multinational financial services corporation.
- ✓ 24 large law firms, including an AM Law 100 firm.
- ✓ A number of international software and technology providers, including one of the largest multinational companies in the world.
- ✓ 16 healthcare insurance providers.



CASE STUDIES

Genetec

As part of their digital transformation initiative, Genetec recognized the need for solutions to increase the effectiveness and value of this content.

Results:

- ✓ Content creation and management are greatly simplified, leading to significant improvements in internal efficiency.
- ✓ Content is securely stored and fully tracked, giving Genetec powerful perspectives on the effectiveness of their content.
- ✓ Commercial teams are more productive and digital collaboration has drastically improved.

“ Qorus add-ins for Office 365 have created significant efficiencies and productivity improvements for Genetec.

Eric Jacobs, Bid Manager

[Download the case study](#)

Genetec

Kramer Levin

In 2014, Kramer Levin's Marketing department was looking for a content management solution to accelerate the process of managing business development content.

Results:

- ✓ Kramer Levin now spends 30% less time creating and managing content.
- ✓ Content changes need only be made once, before being automatically replicated across all content.
- ✓ The team has increased pitch output by 25%.
- ✓ Word and PowerPoint templates mean that designers spend half as much time as they used to on formatting pitches.

“ Even the attorneys have commented on how quick our turn-around times have become, and clients have noticed improvements in terms of quality and consistency.

Jennifer Manton, Chief Marketing & Business Development Officer


Kramer Levin

[Download the case study](#)

Boys and Girls Clubs of Bellevue

The organization only has one grant writer who is responsible for submitting a huge number of applications. She spent a lot of time manually collecting information from files and trying to complete submissions from memory. This limited the number of grants she could apply for. Qorus visited the Club and immediately saw that it could help by deploying its document generation add in for Office 365.

Results:

- ✓ Compiling grant submissions is easier than ever. As the Club builds its library of re-usable content, the process gets faster and easier.
- ✓ After just a couple of months, the organization has seen efficiency improvements in reporting across all 12 locations.
- ✓ It is on track to halve the time it takes to produce submissions, which means it could double the number it produces annually.
- ✓ This means more funding, which means more programs for the youth of Bellevue.

“Qorus was a game changer - enabling us to dramatically increase efficiency, and we are on track to double the number of annual grant submissions.”

Theresa Docherty, Girls & Boys Clubs of Bellevue

[Download the case study](#)



North American Roofing

The Service department at North American Roofing (NAR) was tasked with streamlining their RoofGuard Inspection report process. Generating these reports was a time-consuming process that required assembling inspection data from SharePoint lists, images and documents from SharePoint and client data from Dynamics CRM. NAR was introduced to Qorus through SharePoint Revolution.

Results:

Thanks to the partnership between SharePoint Revolution and Qorus:

- ✓ Generating a RoofGuard inspection report now takes less than 60 seconds (as opposed to 2 hours).
- ✓ Inspectors are able to record survey data while they are in the field.
- ✓ Additional content, including pictures, can now be uploaded to a SharePoint document library along with a written summary in MS Word.
- ✓ At the click of a button, the RoofGuard inspection report is able to grab the necessary inspection data from SharePoint and the client data from Microsoft Dynamics CRM and automatically merge the data.

“Qorus has been a lifesaver for our business. We went from taking 2 hours per report to 60 seconds, and that's just been incredible.”

Kelly Wade, CEO, North American Roofing

[Download the case study](#)



Long View Systems

Long View is one of the most powerful IT solutions and services companies in North America, with offices across the continent. Long View creates large volumes of customized documentation and required an expert content management system. They migrated from Qvidian to Qorus to benefit from more accurate and efficient proposal generation.

Results:

- ✓ Everyone has instant access to the latest content for use in proposals.
- ✓ More efficient processes result in a more effective bid team.
- ✓ High quality proposals can be generated very quickly.
- ✓ Template creation and project management is simplified.
- ✓ Integrated reporting features provide detailed insight.

“ Qorus has helped to ensure that what could have been a complicated migration has been implemented smoothly and seamlessly.

Tracie Bretecher, CF APMP, Bid Manager, Long View
(Long View migrated from Qvidian to Qorus Software).

[Download the case study](#)



“The collaboration tool is a real win as it completely removes version control and allows our SMEs to jump in and out of the project whenever they want to and are not reliant on the bid manager to explain where we are on the response.”

-- Bob D, G2 Crowd review

AWARDS & ACCOLADES

Awards & Accolades

Qorus has a reputation for punching above our weight. We're always working hard, and looking for innovative new ways to ensure that our customers feel engaged and supported. Take a look at some of the awards we've received for our innovative approach to business.



2018 Partner of the Year Finalist
Customer Experience Award

Winner
Microsoft Partner
2017 Partner of the Year
Customer Experience Award



Microsoft Partner
Gold Application Development
Gold Cloud Platform



MEET THE TEAM

Meet the team



Ray Meiring, CEO and co-founder

Ray is the leader and product-visionary at Qorus Software. In 2013, Ray, Lee and Stephanie founded Qorus. Together, they have taken the company from a start up to an established, multinational organization, attracting clients such as Microsoft, Blue Cross Blue Shield, Long View Systems, Telstra and Kramer Levin.

In 2015, Ray and his family moved from Cape Town, South Africa to Bellevue, Seattle. This not only cemented the company's commitment to the US market, but strengthened its relationship with key partner Microsoft.



Lee Child, Chief Customer Officer and co-founder

Lee is responsible for ensuring that our clients are looked after and properly supported. He has a knack for relationship building and being our internal customer champion.

Lee and his family live in Cape Town, South Africa.



Stephanie Laurent, Chief Technical Officer and co-founder

Stephanie is the technical mind behind Qorus' popular products. She has a meticulous eye for detail and ensures that all of our solutions are delivered to an exceptionally high standard.

Thanks to Stephanie and her team, Qorus' new Office add-ins won 3rd place at the Office App Awards 2016 that took place at Microsoft Ignite.



James Baber, Managing Director, EMEA

James is responsible for directing our EMEA offices and operations. He brings to Qorus a wealth of experience, including as founder and CEO of a custom software development firm that specialise in Microsoft-enabled technologies.

THE QORUS DIFFERENCE

The Qorus difference

Qorus helps organizations create business critical documents more efficiently and accurately. Our software is incredibly powerful but highly intuitive and very easy to use. Even the most non-technical users can quickly create accurate, personalized and compliant documents like proposals, contracts, RFPs, pitches, and reports.

Qorus runs on Microsoft Azure and integrates with Microsoft Office to enhance document productivity.

Our award winning Customer Success team ensures our customers across all industries get the most value from our software.

Qorus Software has offices in Seattle, London and Cape Town.

Fast facts

- ✓ Founded in 2013 out of Cape Town, South Africa.
- ✓ HQ relocated to Seattle in 2015.
- ✓ 70 employees around the world.
- ✓ Gold Certified Microsoft Partner, with Application Development and Cloud Platform competencies.

Core to our success is our conviction that software should be simple and intuitive. We go to great lengths to create solutions that are familiar and easy to use. And then we go the extra mile to provide excellent customer service and support so that each of our clients can get the most out of their solution.

To do this, we only hire people as dedicated to creating great technology, and providing great service, as we are. And then we work hard to provide a fun, creative space for them to flourish.

A colorful office, craft beer Fridays and regular team building days out are all part of the process, as is the freedom to work freely and independently. If you're looking for absolute silence, you won't find it here. Our CEO is a big Saturday Night Live fan, so we often hear the phrase 'we need more cowbell!' from his side of the office – luckily, every time we sign a new customer, the sound of a cowbell reverberates around the office in celebration.



ALLIANCES AND PARTNERSHIPS

Qorus alliances

Qorus has key strategic alliances with leading technology and services providers.



Qorus resellers

Some of the Qorus resellers that are helping their clients drive more sales.



Learn more

Request a demo

Our team is standing by to show you how powerful our solutions are.

[SCHEDULE A DEMO](#)



Learn more about our Office 365 app

Our team is standing by to show you how powerful our solutions are.

[READ MORE](#)



Visit the blog

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North America Office

6th floor
10400 NE 4th Street
Bellevue
WA
98004
+1 844 516 8000

United Kingdom Office

Castlewood House
77/91 New Oxford Street
London WC1A 1DG
UK
+44 203 143 3418

South Africa Office

Corporate Place, 2nd Floor
13 Mispel Road
Cape Town 7530
RSA
+27 87 354 4779



info@qorusdocs.com | www.qorusdocs.com

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