

---

# AutogenAI

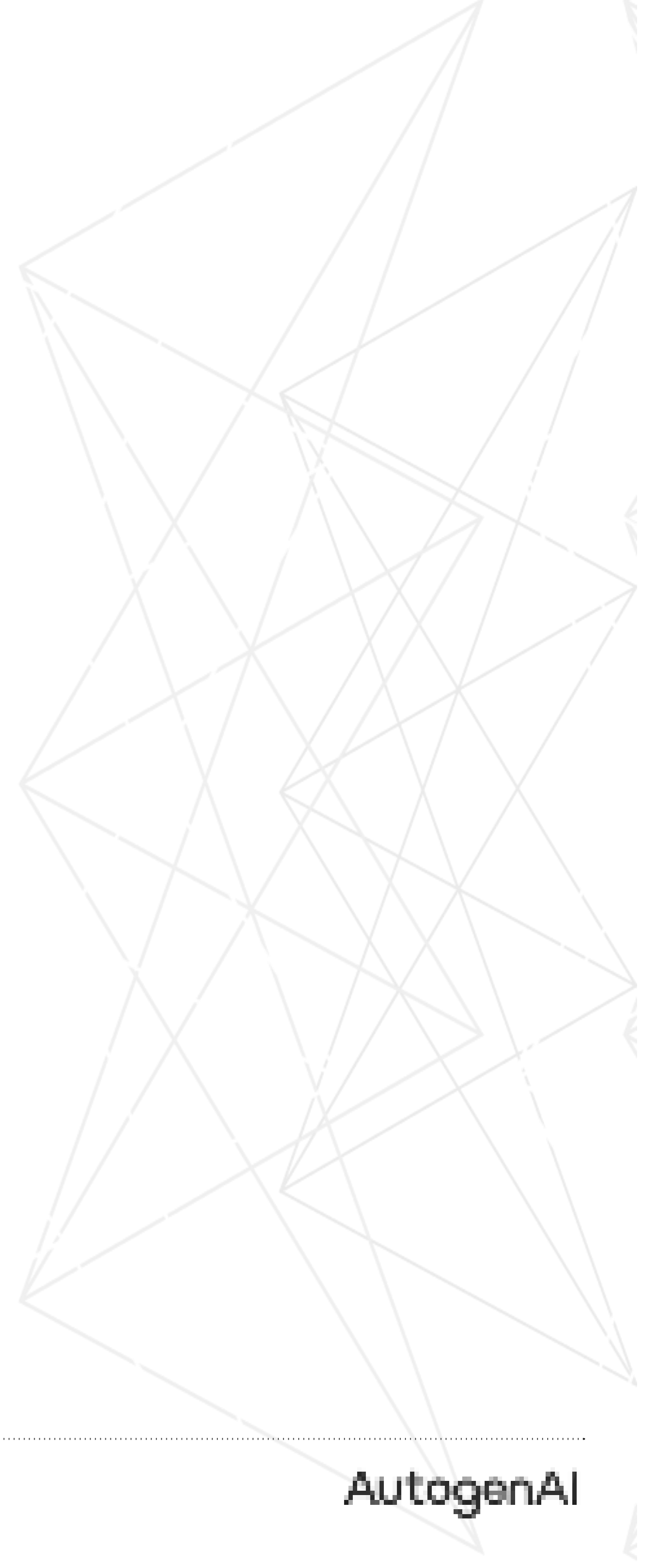
# Harnessing AI for Strategic Success

*Unlocking Time for What Really Matters*

“ I’ve got enough time to do everything I wanted in this proposal, said no proposal professional ever. ”

**Revolutionizing Processes with AI**

**Solve Complex Problems, Deliver Value**



# Agenda

- Overcoming Resistance to Transformative Technology
- Effective Change Management
- The AI Implementation Journey
- Setting Up an Effective Training Approach
- Adjusting Workflow Dynamics with AI
- Real-World Impact of AI in Proposal Management
- Take the Next Step

# Overcoming Resistance to AI in Proposal Operations

## Key Challenges

**Resistance to Costs:** Perceived high initial investment

**Limited Understanding of ROI:** Unclear benefits

**Limited Data Demonstrating Value:** Lack of concrete success stories

**Crowded AI Playing Field:** Many bid tech providers

**Concerns About Disruption:** Fear of missed deadlines and job losses

**Upfront Knowledge/Data Management:** Neglected areas needing attention

**Industry and Client Fit:** Questioning AI's relevance

**Security Concerns:** Data security and IP protection

**Bias in AI:** Biased or non-inclusive language; Poor proposal quality

## Turning Challenges to Opportunities

**Cost Justification:** Highlight long-term savings and efficiency gains

**Demonstrating ROI:** Use case studies (Serco's 30% time-reduction and 20% win-rate increase)

**Sharing Success Stories:** Provide compelling evidence of AI's value

**Selecting the Right Provider:** Thorough research to align with needs.

**Pilot Projects:** Start small to minimize disruption

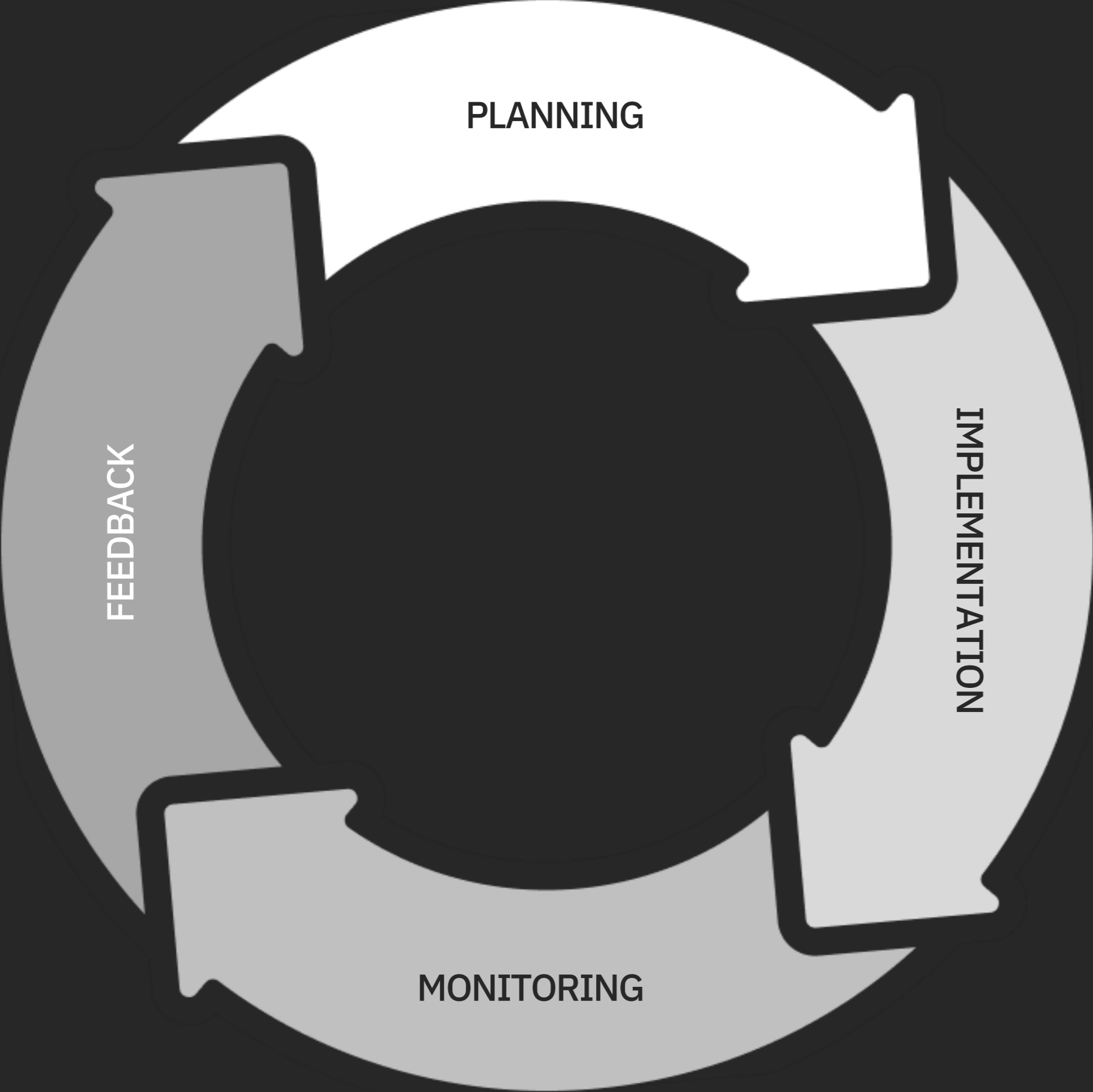
**Knowledge/Data Management:** Establish a solid foundation

**Tailoring AI Solutions:** Ensure relevance to industry and clients

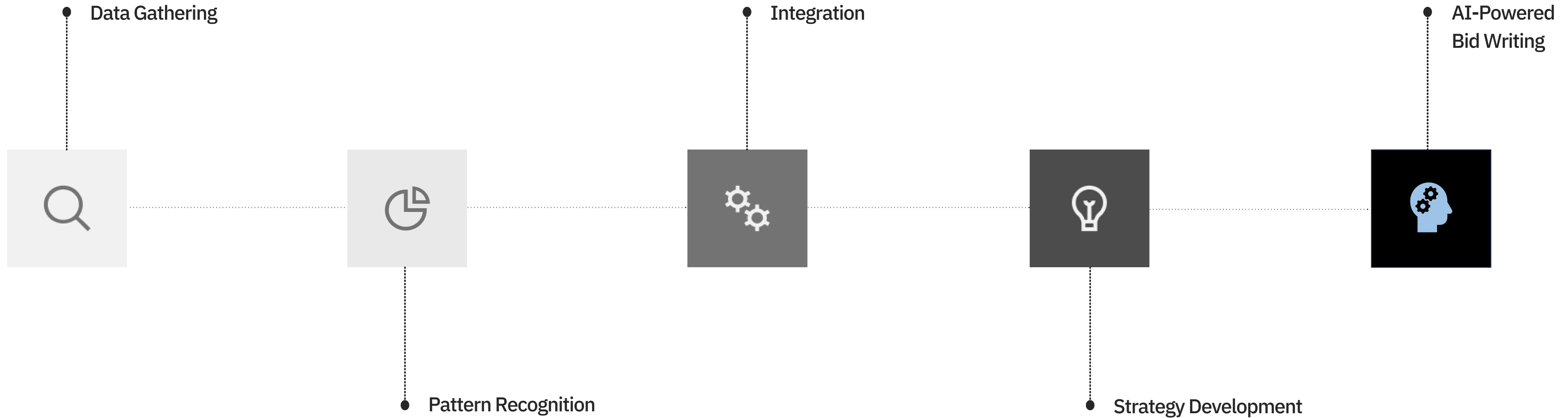
**Ensuring Robust Security:** Implement strong security measures

**Facilitated Change Management:** Dedicated teams to guide the transition

# Effective Change Management



# The AI Implementation Journey



# Setting Up an Effective AI Training Approach



BEFORE AI TRAINING

Underutilized Tools

Confusion



AFTER AI TRAINING

Efficient Workflow

Maximized AI Potential.

# Setting Up an Effective AI Training Approach, *cont'd*

Factor	Without Training	With Training
Feature Utilization	Limited, underutilized features	Maximized, full utilization of bid tech features
Consistency Across Teams	Inconsistent use, leading to variability in proposals	Consistent use, ensuring uniformity in proposal quality and strategy
Adoption and Buy-In	High resistance, fear, and skepticism	Increased buy-in, comfort, and confidence in using the tools
Error Rates	Higher error rates due to incorrect usage	Reduced errors with proper tool configuration and usage
Return on Investment (ROI)	Poor ROI, as the tool is not fully leveraged	Strong ROI, with measurable improvements in win rates and efficiency
Impact on Proposal Quality	Minimal improvement; continued reliance on manual processes	Significant enhancement in proposal quality and effectiveness
Workflow Efficiency	Limited efficiency gains; persistent bottlenecks	Streamlined workflows, with reduced preparation time and enhanced output

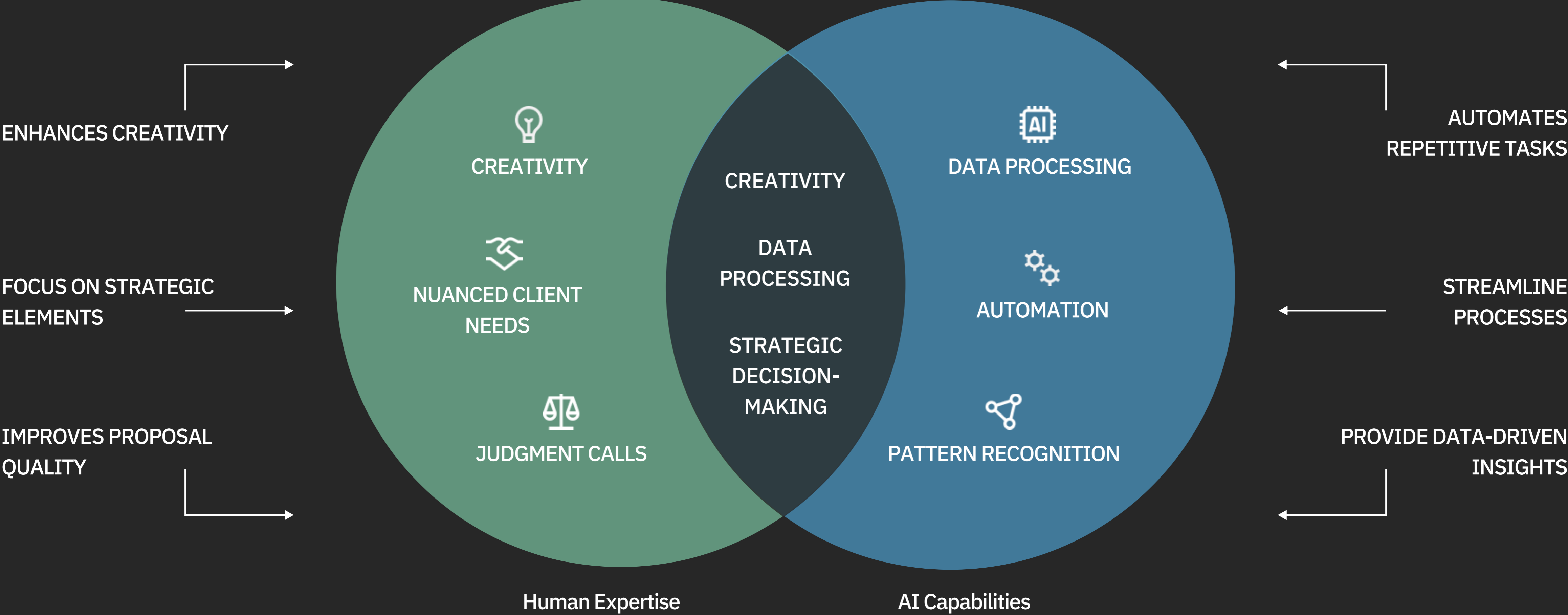


# Setting Up an Effective AI Training Approach, *cont'd*

## Effective AI Training Programs

<b>Emphasize Hands-On Learning</b>	Introduce AI in practical, task-specific contexts (e.g., automating compliance checks, generating proposal drafts)
<b>Personalize Training to Roles</b>	Tailor sessions to fit specific workflows (e.g., bid managers focus on competitor analysis, writers on content refinement)
<b>Highlight AI as a Collaborative Tool</b>	Show how AI assists with repetitive tasks, allowing teams to focus on strategy and creativity
<b>Leadership Involvement</b>	Encourage leadership participation to boost team confidence and engagement with AI
<b>Continuous Feedback &amp; Support</b>	Implement feedback loops to ensure ongoing adaptation and support as teams grow comfortable with AI
<b>Share Success Stories</b>	Use real-world examples to illustrate AI's benefits (e.g., improved efficiency, accuracy, and win rates)
<b>Select the Right AI Partner</b>	Ensure the AI partner is committed to long-term success and offers post-implementation support
<b>Leverage External Training Resources</b>	Explore additional training options (e.g., APMP, Lohfeld, Shipley, university programs) to keep teams sharp

# Adjusting Workflow Dynamics with AI



# Real-World Impact: Speed, Accuracy, and Quality



**SPEED**  
**40%**  
faster

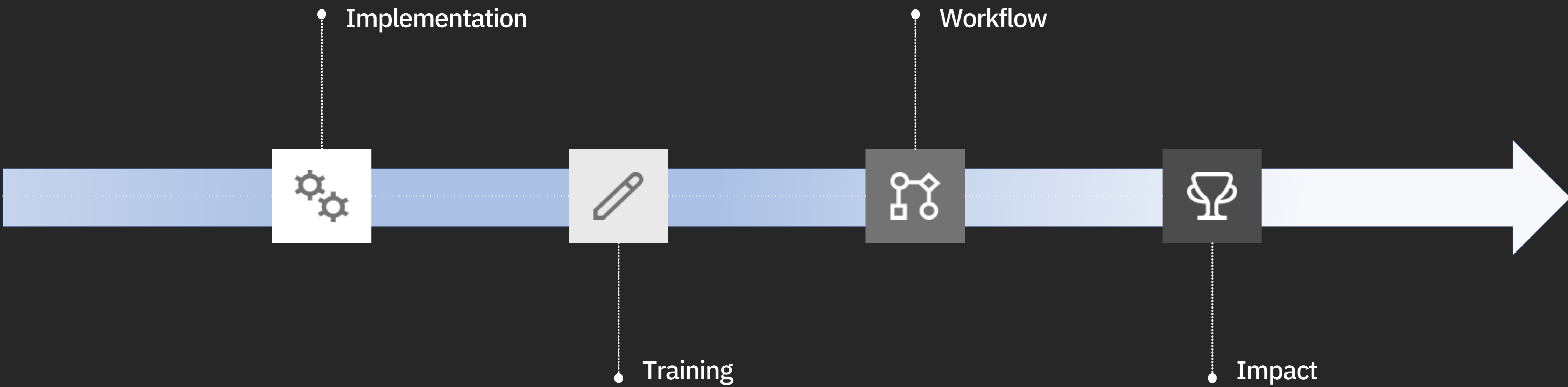


**ACCURACY**  
**99%**  
compliance



**QUALITY**  
**25%**  
increase in win rate

# Take the Next Step



# Questions?



AutogenAI

Thank you.

**CHIP SCHALLER**

Chief of Capture and Proposals, AutogenAI

Email: [Chip.Schaller@autogenai.com](mailto:Chip.Schaller@autogenai.com)

LinkedIn: [www.linkedin.com/in/chip-s-651ba25](https://www.linkedin.com/in/chip-s-651ba25)