



2020 Virtual User Conference

10.15.20 1:00 - 5:30 PM EST

WELCOME!
THE VIRTUAL PROPOSAL
TEAM COMES OF AGE

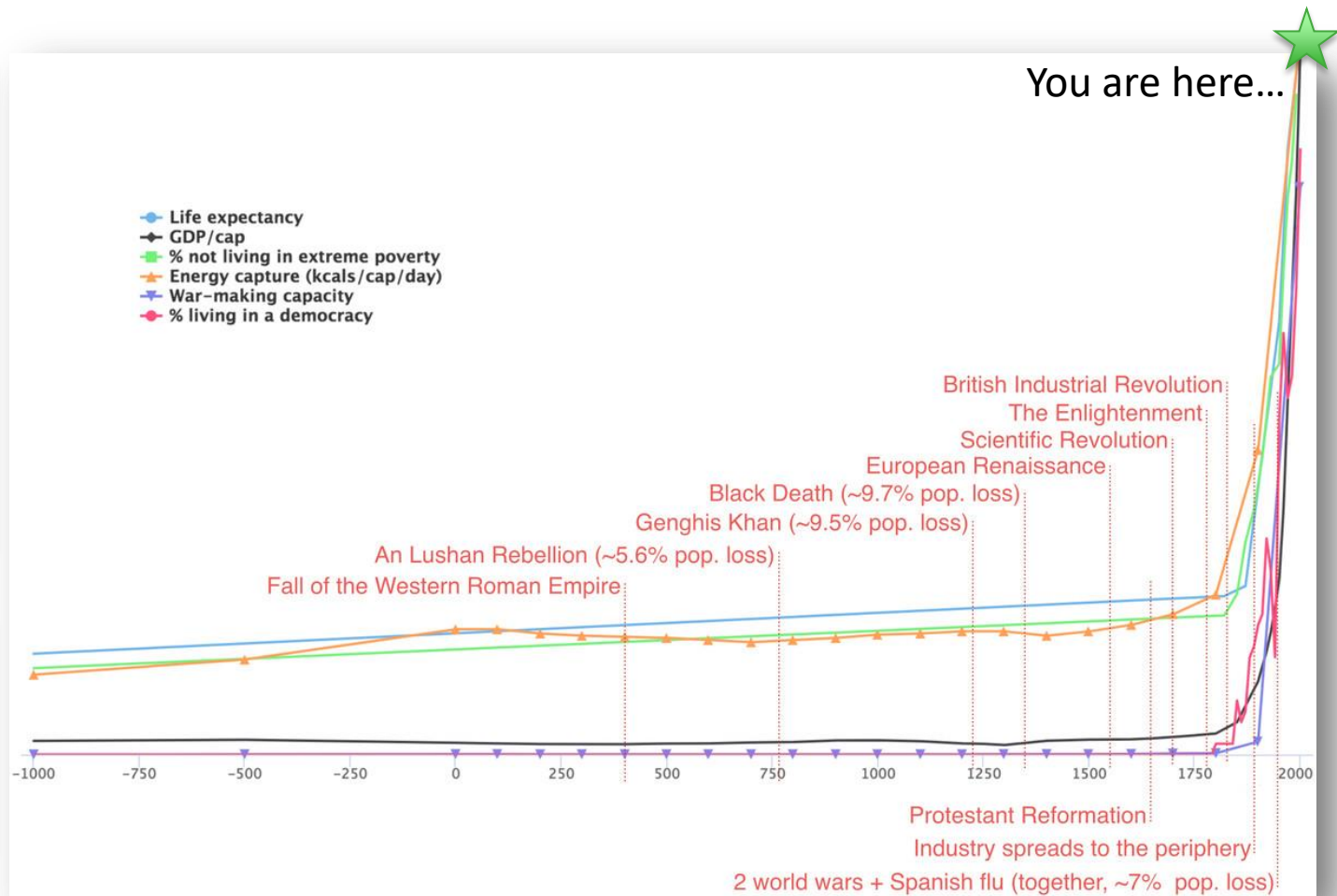


Jay McConville

Reason for Optimism...Even Today

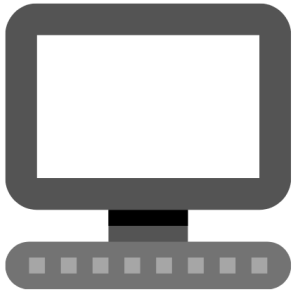
“Human progress is neither automatic nor inevitable... Every step toward the goal of justice requires sacrifice, suffering, and struggle; the tireless exertions and passionate concern of dedicated individuals” (Martin Luther King, Jr.)

“Human progress has always been driven by a sense of adventure and unconventional thinking.” (Andre Geim)



How We Work Has Come A Long Way

PC



1983: Apple announces first PC with GUI.
1985: Microsoft announces Windows.
1987: JPEG and GIF
1989: Intel introduces the 80486 microprocessor.

1980's

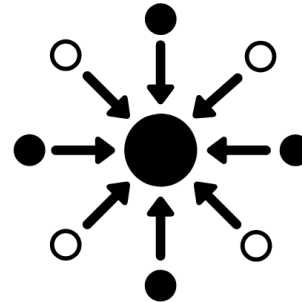
Email



1991: First email sent to earth from Shuttle Atlantis.
1992: Attachments are born.
1996: Microsoft releases Internet Mail 1.0, renamed (Outlook).
1998: 'You've Got Mail' hit the theaters

1990's

Internet



1991: CERN introduces the WWW to the public.
1994: Netscape Communications is born.
1995: Pixar Goes Public.
1998: The Google search engine is born.

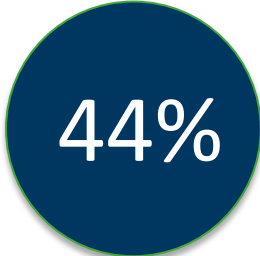
Cloud



2003: Spam Act
2003: Web 2.0 arrives
2006: Google introduces the term cloud computing.
2007: (SaaS) is formalized.
2007: iPhone released.

2000's

Pre-Pandemic, Remote Work was on the Rise



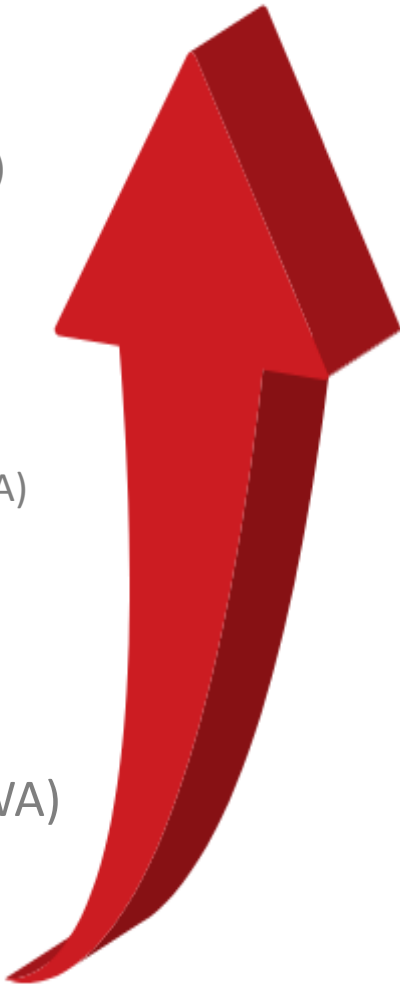
Growth in remote work over the last 5 years. (GWA)



Growth in remote work over the last 10 years. (GWA)



Growth in remote work over the last 12 years. (GWA)



GWA: Global Workplace Analytics

“We have seen two years’ worth of digital transformation in two months.” – Microsoft CEO Satya Nadella

EMPLOYEES



- 15-40% increased productivity (Forbes)
- 12% less time drawn into large meetings (HBR)
- \$2,500-\$4,000/year saved working half time remote (GWA)
- 11 workdays saved/per year not commuting (HBR)

EMPLOYERS



- \$11,000 saved annually/half time remote worker (GWA)
- 40% reduction in absenteeism (GWA)
- 9% more time interacting with customers (HBR)

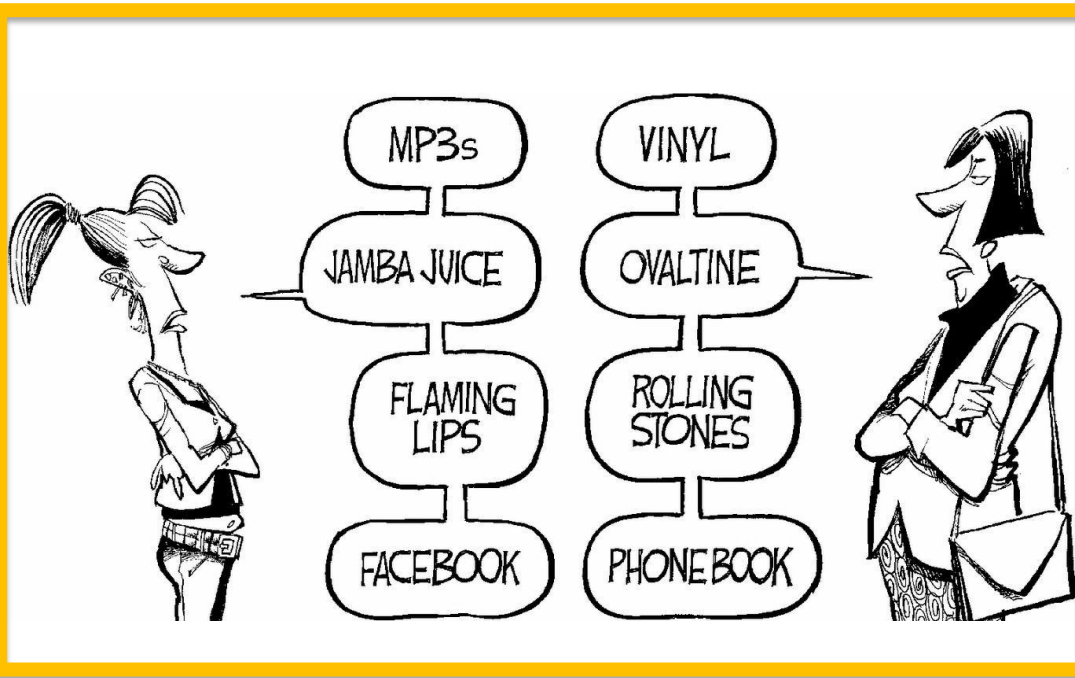
HBR: Harvard Business Review
GWA: Global Workplace Analytics
American Express

Telework Savings Calculator
<https://globalworkplaceanalytics.com/roi>

Yeah, But What About Proposal Teams?

Digital Native

Considers technology integral.



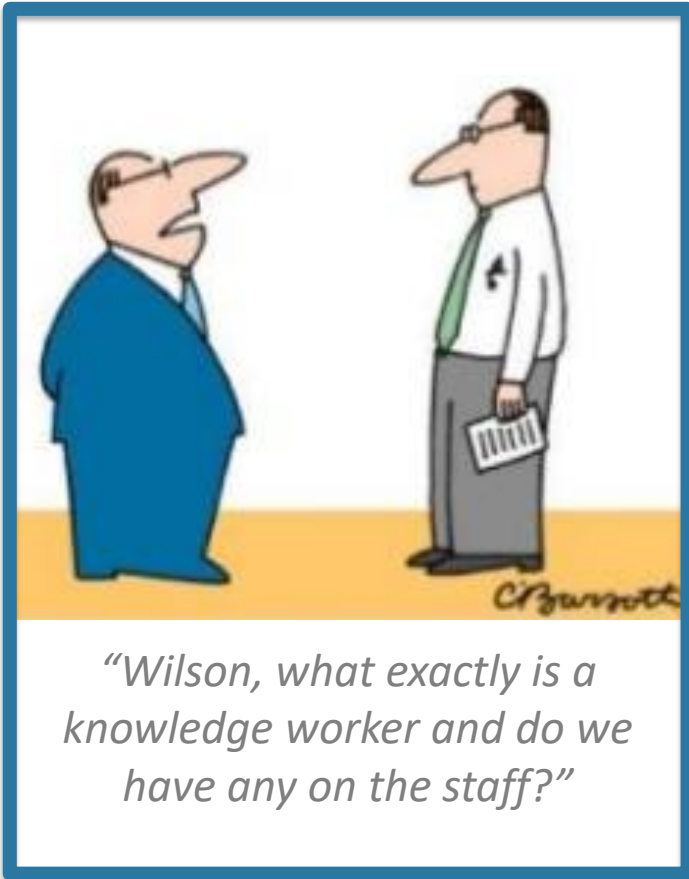
Digital Immigrant

Had to adapt to technology.

Today's Knowledge Workers

“The most valuable assets of a 21st-century organization.”

– Peter Drucker, 1999



What is a Knowledge Worker?

- People with subject matter expertise
- People who communicate their knowledge
- People who take part in knowledge development
- Developers | Sales | Project Managers | Desktop Publishers | Graphic Designers | Analysts | Legal | Accountants
- *I.E., Proposal Teams!*

66%

Of knowledge workers believe the traditional workplace will be obsolete for most roles by 2030, with most positions done remotely. (Zapier)

“COVID-19 has shown us what organizations can accomplish.” – Boston Consulting Group

74%

Of CFO's plan to move their previously on-site workforce to permanently remote positions post-COVID-19. (Gartner)

30%

Of the workforce will be working-from-home multiple days a week by the end of 2021. (GWA)

30%

Increase in the demand for remote work, Generation Z fully entering the workforce by 2030. (Gartner)

GWA: Global Workplace Analytics

Getting Ahead in a Changed World



VS



- 83% had problems accessing the data to do their job (CSO)
- 22% had trouble unplugging (Buffer)
- 17% struggled with collaboration/communication (Buffer)
- 60% say their mental health affects their productivity (MSP)

- 75% of organizations "creating and preserving knowledge across evolving workforces is very important for success next 12-18 months." (Deloitte)
- 80% experience less job stress (FlexJobs)
- 75% of current teleworkers say they plan to work remotely for the rest of their career (Upwork)

MSP: Mind Share Partners

When it comes to remote work, what do you need?

Cultivate a Productive Online Environment



What to Do:

- Centralize Online Workspace
- Provide Secure Access
- Make it Anytime & Anywhere
- Automate What Makes Sense

What You Get:

- Avoid miscommunication
- Eliminate bottlenecks
- Buy time, do more
- Reach all your experts when needed
- Save money & headaches

Action Item: Plan for What Lies Ahead

According to Gartner, by 2022, 50% of midsize and large organizations will use a content collaboration platform to implement document workflows and improve collaboration and productivity.

- **Executive?** Plan for the evolving workforce.
- **Business Development?** Write to your win strategy.
- **Director?** Standardize and position your team for success.
- **Proposal Manager?** Save time and focus on quality.
- **Consultant?** Work remotely with your clients in a secure workspace.
- **Subject Matter Expert?** Better develop and tailor your content.
- **Reviewer?** Collaborate on faster, more productive reviews.

*Keep Calm and Proposal
On with Privia!*

*Jay McConville, Privia
President and CEO*

[linkedin.com/in/jay-mcconville-414b144/](https://www.linkedin.com/in/jay-mcconville-414b144/)

703-624-6701

jmccconville@privia.com

