

GovSpend + Iris:

Use AI to Transform Your Bid Response Workflow



Agenda

- GovSpend's **Bids & RFP data** - Coverage stats and search experience
- **RFP trends** - What we're seeing across different industries
- **GovSpend AI** - AI-powered prompts and chat to quickly find & review best-fit opportunities
- **Iris overview** - Powerful set of features that help you create the perfect RFP response

Meet the **Speaker**



Natasha Martinez

Renewal Manager
2 Years With GovSpend

Who We Serve



Vendors & Contractors

Build a winning public sector strategy



Federal & SLED Agencies

Streamline the procurement process



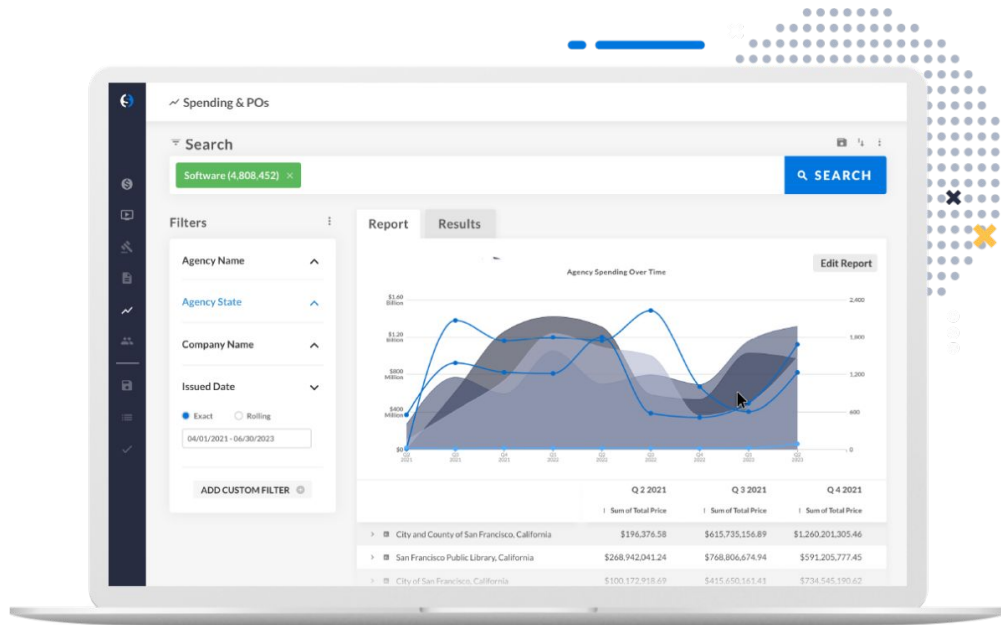
Strategy & Consulting

Pinpoint potential new clients and nurture existing ones.

The GovSpend Platform

A 360° View of the SLED Market

- Spending & POs
- Meeting Intelligence
- Bids & RFPs
- Co-ops & Contracts
- Contacts



Data That Powers the GovSpend Platform



1.7B+

PO Line Items



89K+

Open Bids



703.3K+

Active Contracts



8.2M+

Agency Contacts



1.6M+

Meetings

Agency Relationships

We request new and updated data on a regular basis, allowing us to continuously refresh and refine our purchase orders and agency contacts.

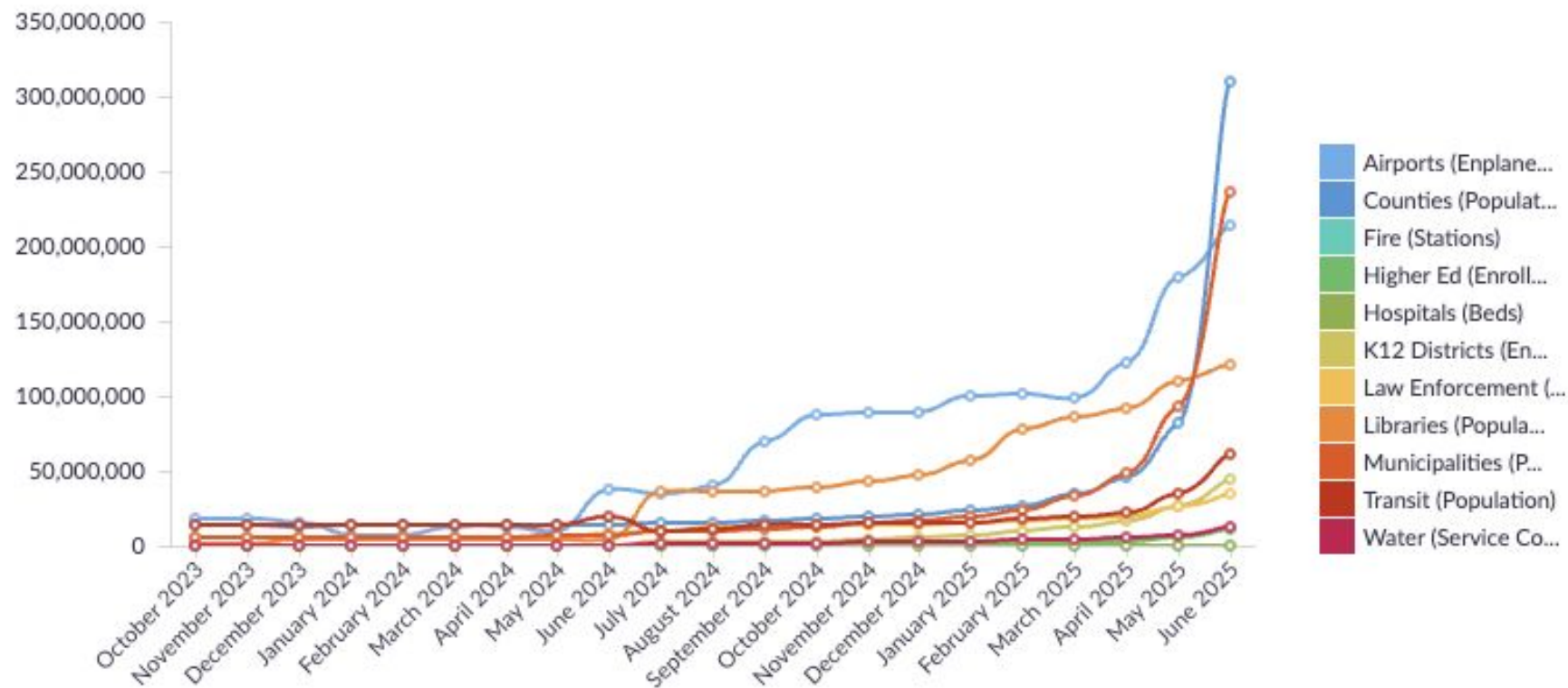
Data Harvesting

Our technology aggregates RFPs, bids, and meeting files from hundreds of thousands of sources, making it searchable through a single interface.

Direct to GovSpend

Our Quotes module allows agencies to post RFQs directly to the platform, enabling companies to respond to requests and streamline the procurement process.

Bids Historical Coverage by Agency Type



Government Bid & RFP Trends

- Agencies like the State of **Wisconsin** and **Ohio** have moved away from "lowest-bidder-wins" toward **score-based, solution-oriented RFPs**.
- Wisconsin's committee awards contracts based on best overall score rather than simple price.
- Ohio reports that **50–74%** of its procurements use this solution-based method as well. doas.ga.gov.

This shift reflects growing interest in quality, innovation, and lifecycle value—not just cost.

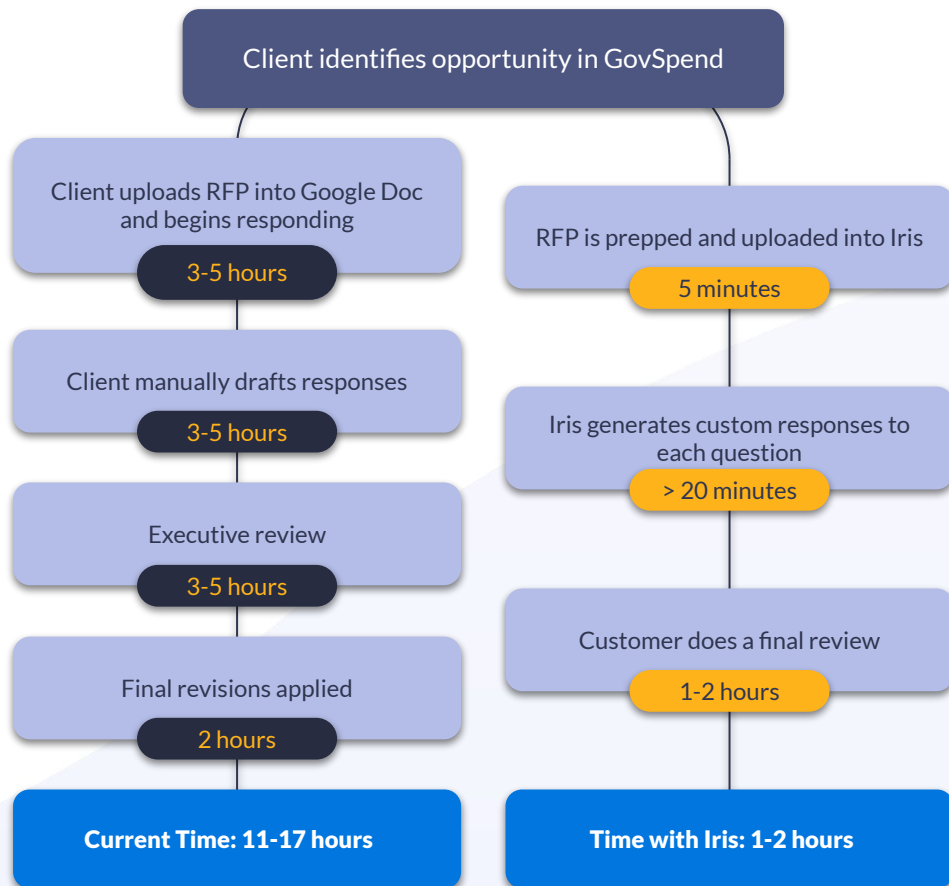
- It takes the average team 32 hours, nine individuals and 10 days just to complete the first draft.
- 50% of Businesses are reporting too few resources as a challenge to completing the RFx processes on time.

Limited Resources which is driving the need to do more with less.

Add the Power of AI to RFP Management - And Win More

Together, **GovSpend** and **Iris** give customers a best-in-class solution to manage the entire bid lifecycle, from navigating the complexities of government contracting, to pinpointing opportunities in real-time, to quickly assembling and optimizing your proposal.

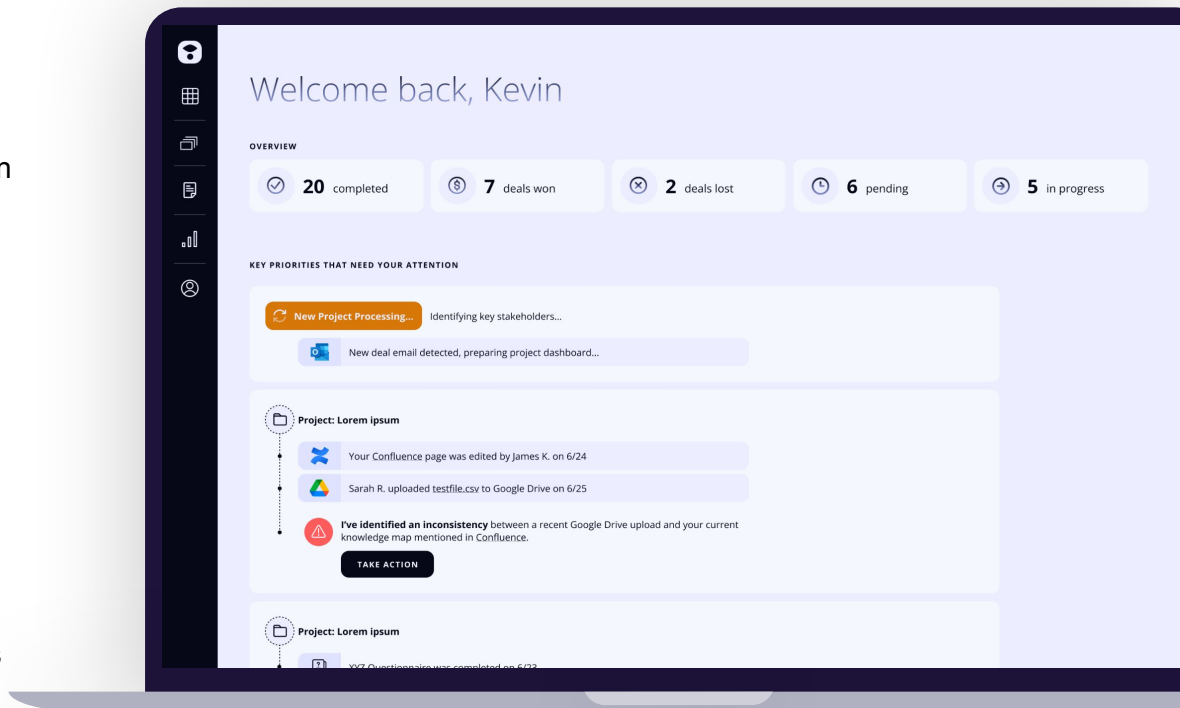
- Identify high-value opportunities in GovSpend
- Leverage Iris to deliver precise, impactful responses with the power of AI
- Continuously refine your approach using data-driven insights



The Iris Platform

A 360° View of the Proposal Process

- **RFPs & Security Questionnaires**
Manage responses with AI-assisted precision and speed.
- **Response Insights**
Track trends, bottlenecks, and win rates across teams.
- **Collaboration Intelligence**
See who's contributing, reviewing, and slowing things down.
- **Knowledge & Templates**
Centralize approved language, past responses, and docs.
- **Stakeholder Access**
Assign roles, share drafts, and loop in SMEs securely.



Iris Changes How Companies Work



"Of all of the AI solutions I looked at, Iris stood out because of their tool and their team. Their team has been responsive to our needs and truly been a partner in transforming this process. We are already seeing a 60% reduction in time spent per project since using Iris."

Glen Tipton

Director of Sales Engineering
BuildOps

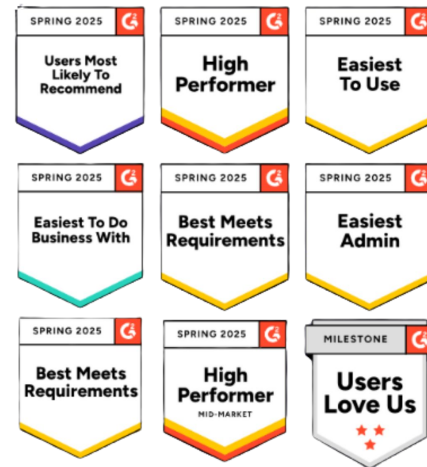


"Working with the Iris team has been an absolute pleasure. We have reduced our response times to RFIs and RFPs drastically and no longer have to manage a pesky Q&A Library. If you are looking at replacing/improving your RFI/RFP solution I recommend giving them a look."

AJ LaForty

Director Federal Sales Engineering
Corelight

G2 Ratings



Return on Investment

Reduced time on requests
from 60 hours to 2 hours

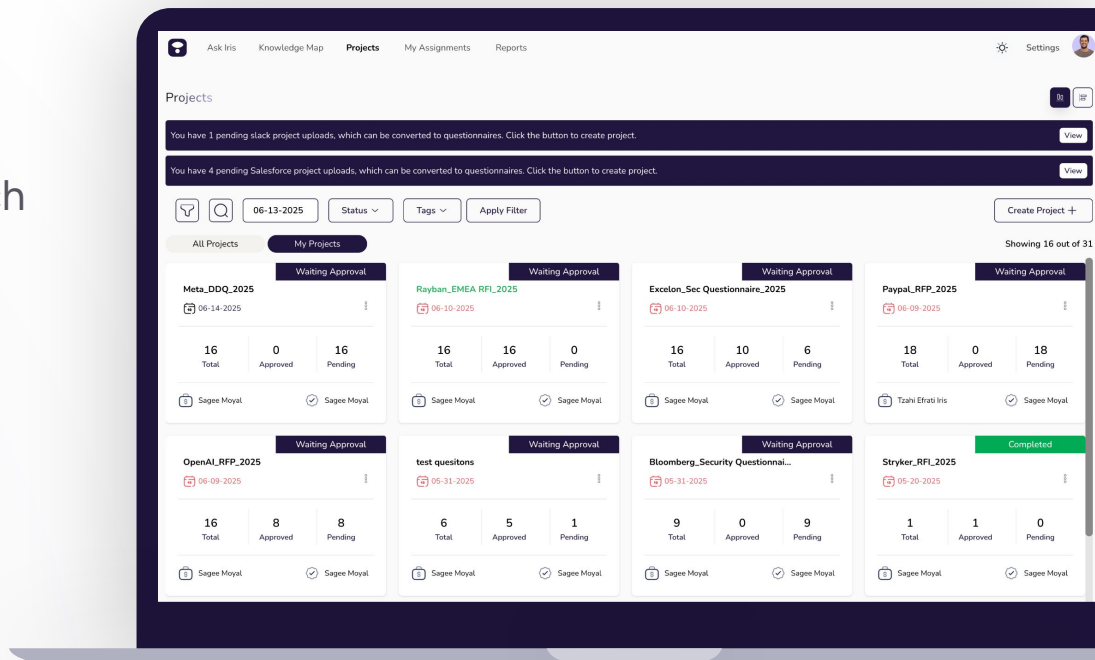
Cut down teammates
involved from 15+ to 3

Increased seller capacity
by 100+ hours per year

1. Iris Project Initiation

Easily start a new RFX or Security Questionnaire

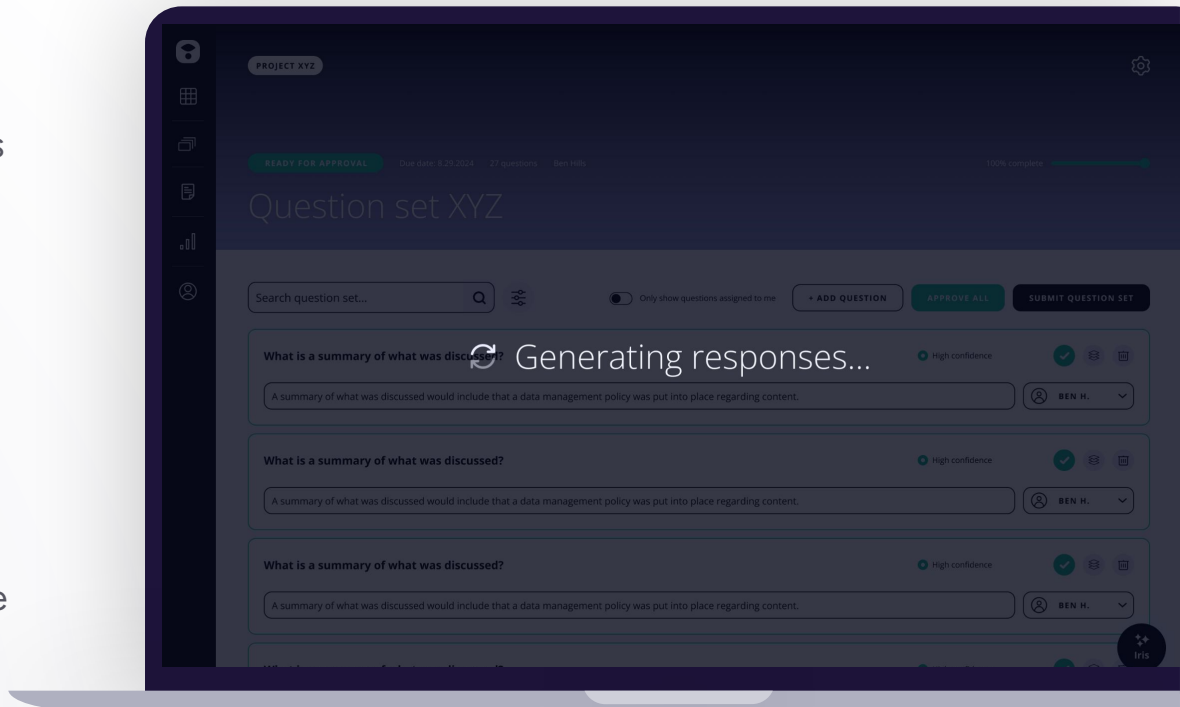
- Manage all relevant requests for each prospect in one central place
- Enable teammates to start projects by forwarding work to Iris



2. Iris Response Generation

Automatically generating project content

- Extract questions and requirements from any format such as spreadsheets, PDFs, or portals
- Match the tone and style of the original request, whether formal, conversational, or technical
- Use prompts to guide Iris by emphasizing key messages, researching details, or tailoring tone based on prospect priorities



3. Iris Project Management

Effortless collaboration and accountability

- Monitor the progress on individual RFPs
- Delegate work to the appropriate subject matter experts
- Ensure all stakeholders are notified of critical deliverables

The screenshot displays the Iris Project Management interface for a Request for Proposal (RFP) titled "MicroChip Systems Request for Proposal". The interface is dark-themed with a sidebar on the left containing navigation icons. The main content area shows the RFP status as "IN PROGRESS" with a due date of 8-29-2024, 27 questions, and assigned to Ben Hills. A progress bar indicates 40% completion. The RFP questions are listed below, each with a "High confidence" status and a "BEN H." assignee.

MICROCHIP

IN PROGRESS Due date: 8-29-2024 27 questions Ben Hills 40% complete

MicroChip Systems Request for Proposal

Search question set... ☐ Only show questions assigned to me

Provide a background of your company, including similar work completed. High confidence ☒ ☐ ☐

Founded in 2023, Iris is the first AI-Native solution to enable companies to accelerate deal cycles and manage all knowledge in one place.

What is your experience implementing similar projects? High confidence ☒ ☐ ☐

Iris has experience implementing over 100 Generative AI projects as large as 30,000 end users.

What are the most common ROI metrics your customers see a lift in? High confidence ☒ ☐ ☐

All customers measure a decrease in individuals involved and time spent on key activities such as drafting and reviewing content.

Iris

4. Iris Final Deliverable

Deliver an elegant response and use Iris to implement clients

- Export your final project in a clean, branded deliverable
- Automatically identify all commitments made in the RFP
- Generate a handoff plan for your post-sale team
- All new information goes back into the AI for training employees

 **Next steps**

New knowledge identified

- Send to #sales on Slack
- Update active projects
- Add to Knowledge Map
- Create competitive battle cards

Proposed handoff plan

- Key stakeholders
- Project timeline
- Implementation guide
- Executive meeting agendas

SEE MORE

 **Iris**

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What's Next: Iris and GovSpend's Roadmap

Bid Details



Add to CRM ▾

Share

RFP - Federal Lobbying Services — #S-C25102-00013987

Due in 21 days	Due Date	Date Updated
	07/02/2025	06/11/2025

Salesforce: Bid to Account

HubSpot: Bid to Deals

Add to Iris

[View on agency site](#)

Summary

Header Information Bid Number: S-C25102-00013987 Description: RFP - Federal Lobbying Services Bid Opening Date: 07/02/2025 02:00:00 PM Purchaser: Chalyce MacDonald Organization: Marion County Department: C2510210 - BOC Location: 001 - BOC Fiscal Year: 25 Allow Electronic Quote: No Alternate Id: BO1673-25 Required Date: Available Date : 05/28/2025 04:51:14 PM ...

Details

Files (1)

Historical Files (1)

History



Learn More About the GovSpend & Iris Partnership

Curious about the RFP Quickstart Program?

Schedule a demo while the offer is still available.

Click on the **Resources** tab at the bottom of the webinar and follow the link, or visit explore.govspend.com/iris to complete a demo request form.



Request a Demo

Want to learn more? Click the button below and complete the form to schedule a personalized demo.

[Book Now](#)