

How AutogenAI Reduced AMS' 'Average Time to First Draft' by Three Days

Background

Alexander Mann Solutions (AMS) is a global leader in talent acquisition services, employing over 10,000 professionals across 120 countries. As an organization that frequently competes for large and complex opportunities, they sought to leverage AutogenAI to bolster their existing proposal writing capabilities.



The Challenge

AMS' proposal process was time-consuming and labor-intensive, requiring the coordination of inputs from geographically dispersed Subject Matter Experts (SMEs) and proposal writers. These inputs often varied in style and frequently exceeded word count limits.

Proposal managers were spending significant time on editing. Achieving a consistent tone of voice was proving particularly challenging, especially under the pressure of tight deadlines.

This put a strain on resources, delayed the AMS proposal team in creating their first draft, and left them with limited time to focus on adding value to opportunities.

The Solution

AMS made the strategic decision to integrate AutogenAI into their workflow to address these challenges. The primary objective was to enhance efficiency in proposal management by leveraging AutogenAI's platform to maintain a consistent tone of voice, rapidly generate high-quality proposal content, meet word count requirements, and ultimately save time. These efficiency gains allowed the AMS proposal writing team to allocate more of their time and expertise to refining and elevating their proposals.

Onboarding and Adoption

AutogenAI integrated seamlessly into AMS' proposal writing workflow. The AutogenAI Training & Adoption team delivered tailored training sessions for AMS' proposal writers. These sessions were designed to quickly equip the team with the skills needed to effectively use the tool and understand its capabilities. The training ensured seamless and rapid adoption of the tool, enabling the team to start receiving value from it immediately. AMS was able to maximize the tool's full potential to generate high-quality proposal responses in record time by incorporating previous proposals, blueprint proposal responses, and other relevant documents into their AutogenAI knowledge library.



"AutogenAI has made the proposal management lifecycle much more efficient while freeing up the proposal managers to add value and creative thinking into our pursuit processes."

-Linda Turner, Global Proposal Director, AMS

AutogenAI has powered significant improvements in AMS' proposal writing & management process.

Time Savings: AMS' proposal writers now produce first draft proposal responses in record time. AMS has seen an average time reduction on complex RFP first drafts of up to 3 days.

Consistency and Quality: AutogenAI's custom 'AMS Tone of Voice' feature creates instant consistency in style and language across all of AMS' proposal text. This feature, combined with the rest of AutogenAI's text transformation tools suite, guarantees higher quality first draft responses and materially reduces the time it takes the AMS proposal writing team to refine responses.

Focus on Value-Added Activities: Using AutogenAI allows the AMS proposal team to automate repetitive tasks and rapidly generate intelligent, relevant suggestions for content. AMS' proposal writers dedicate more time to strategic tasks, such as competitor analysis, win theme alignment, evidencing, and strategic messaging, and less time on mundane tasks like formatting or searching for the right information.

The Solution

Integrating AutogenAI into their proposal writing workflow has allowed AMS to successfully overcome key resource challenges, improve efficiency, and deliver high-quality proposal responses at an unprecedented pace.