

PMV Streamlines Public Tenders with iManage Share

Fast, Secure File Sharing Helps Innovative Belgian Organization Solicit Proposals More Effectively, Accelerating Investment Projects



Industry:

- Financial services/Government

Challenges:

- Needed a way to send out project information and receive project proposals as part of public tender process
- Mailing project documentation was time consuming and uploading received bids and proposals into system was a burden
- Sharing files with third parties via SharePoint proved cumbersome while Box and Dropbox didn't meet European security guidelines

Solutions:

- iManage Share allows streamlined, secure sharing of files with external parties
- iManage Work and iManage Mobility provide tight integration with iManage Share for working with proposals and associated legal and financial documentation in the office and on-the-go

PMV is a Flemish investment company shaping the future of the Flemish economy. From its headquarters in Brussels, PMV provides funding for promising businesses — from the day they first open their doors through their various growth stages to operating internationally. Working with and for the government and other partners, PMV also implements projects that are important for prosperity and well-being in Flanders.

Challenge

“We have a public tender process at the start of any government project that allows interested parties to bid on the project,” said Genkis Gurlek, Information & Communication Technology Manager at PMV. “There are two types of information sharing that need to occur during these public tenders: we need to provide the public with information about the project and the interested parties, in turn, have to provide us with their proposals.”

In the past, the organization had typically mailed out CD-ROMs, USB drives and other physical media — a time-consuming process that would take several days to assemble and then reach recipients via mail or other delivery methods. The recipients would return their bid packages via the same methods and PMV would be faced with the burden of importing data from scores of different USB drives or CD-ROMs into their system.

“In the past when we would send SharePoint links, 20% of recipients would abandon the process and not download the files because it was too much trouble to create a Live account. Our follow-through rate with iManage Share is nearly 100%.”

— Genkis Gurlek, Information & Communication Technology Manager at PMV

Benefits:

- Increased effectiveness in making public tender documentation available to participants
- Allow public to upload their proposals directly to project folder so that it doesn't have to be manually uploaded
- Complete public tender process more effectively, reducing overall time it takes projects to go from initial bid to go-live date

Products:

- iManage Share
- iManage Work
- iManage Mobility

About iManage

iManage transforms how professionals in legal, accounting and financial services get work done by combining the power of artificial intelligence with market leading information governance, document and email management. iManage automates routine cognitive tasks, provides powerful insights and streamlines how professionals work, while maintaining the highest level of security and governance over critical client and corporate data. Over one million professionals at over 3,000 organizations in over 65 countries – including more than 2,000 law firms and 500 corporate legal departments – rely on iManage to deliver great client work.

For more information, visit imanager.com



Meanwhile, consumer file sharing services like Dropbox or Box were not viable because those services couldn't guarantee that data would only be stored in Europe as required by European privacy guidelines. Sending file links via SharePoint also proved problematic as it required users to create a lengthy Microsoft Live profile before they could access the information.

Solution

PMV implemented iManage Share for fast, easy and secure sharing of professional work product. iManage Share allows users to easily collaborate with outside parties without sacrificing security or governance over those files.

iManage Share is tightly integrated with iManage Work, iManage's industry-leading document and email management solution, as well as iManage Work Mobility for on-the-go access to work product. Working with iManage partner Phoenix Business Services, PMV has rolled out the iManage suite to approximately 110 end-users.

Benefit

With iManage Work Product Management in place, PMV has been able to streamline and improve how it shares information with the public and bidders throughout the public tender process.

"When we send third-parties a file via iManage Share, they receive an invitation and a login that has already been created for them — they just need to fill in their name and password and they're done," said Gurlek. "It's a secure and easy way for us to get project information into people's hands. In the past when we would send SharePoint links, 20% of recipients would abandon the process and not download the files because it was too much trouble to create a Live account. Our follow-through rate with iManage Share is nearly 100%."

In addition to enabling outside parties to download key project documents, the emails that PMV sends out contain an iManage Share link that the public can use to upload their proposals and related documentation directly to the iManage project folder. "We use iManage Share for securely gathering data as well as sharing files with others," explained Gurlek. "It's instantaneous — we don't have to wait days for proposals to arrive in the mail nor do we have the hassle of importing the information from the physical media and into our system. We can now also "close" our tender process at the deadline for submissions by deactivating the upload link, which ensures we don't have any late proposals submitted after the public tender has closed."

Once all the information has been uploaded to iManage Share, tight integration with iManage Work and iManage Mobility means that PMV's staff can access the shared folders and its contents anywhere, anytime, from any location — allowing them to review the proposals, reach a decision, select a finalist and award the bid in a timely manner.

With the efficiencies enabled by iManage, Gurlek estimates that the time between opening a project for proposals and selecting a winner has been reduced by several weeks. For PMV, this means a faster go-live date for projects that it has deemed worthy of strategic investment and more opportunities each year to carry out its core mission of positively impacting the Flemish economy.