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SpringCM and Waypoint Partner to Streamline Government Proposal Processes

*Partnership Provides Comprehensive Solution for Managing Entire Proposal
Process from Market Assessment to Closure*

SAN MATEO, Calif. – Nov. 12, 2008 – SpringCM, the leader in on-demand document management and workflow, today announced a technology partnership with Waypoint, provider of bid and proposal management tools. The combined SaaS-based solution delivers significant value in contract wins and competitive procurements particularly in the government, defense and aerospace sectors.

Through this partnership, the companies have integrated the award-winning document, content and workflow management capabilities of Privia by SpringCM with Waypoint’s market assessment, opportunity portfolio, capture, and proposal management tools to deliver a comprehensive, end-to-end solution.

“Government proposal development and delivery is a highly competitive and resource intensive process and can put stress on staff, strain on quality control and cause distraction from high dollar value,” said Dan Moriarty, Principal and Co-Founder of Waypoint. “We are confident that our clients will not only see a high return on this technology investment, but that it will also alleviate much of the headache and stress caused by the proposal process.”

Waypoint provides a fully integrated solution that includes market assessment and strategy, portfolio and pipeline optimization and capture and proposal management. Each of these components leads progressively to the next, providing strong business and capture continuity as a program opportunity is driven to a winning result.

Key benefits of the combined solution include:

- Accelerates and enhances decision-making through improved communication, visibility and predictability of pipeline and proposal management

- Enables global high-availability for directed work and collaboration to be performed anytime and anywhere, eliminating proposal related travel costs
- Enables management of work processes tailored to culture and customer requirements yielding dramatically improved consistency and repeatability
- Reduces bid and proposal labor, time and money associated with responding to RFPs
- Provides seamless integration with other solutions such as Salesforce.com, Deltek and SugarCRM
- Requires minimal or no IT involvement in implementation, operations or maintenance

“This combined technology solution not only reduces expenses and improves communication and collaboration involved in bid and proposal management, but is also extremely easy to implement, use and maintain,” said Steve Maier, Vice President and General Manager of the Government Solutions Division of SpringCM. “In the competitive government bid and proposal environment, this solution allows organizations of any size to operate their strategy, capture, and proposal teams with the process maturity of the largest organizations and the efficiency of a small team to allow them to win more business and control bid and proposal costs.”

About SpringCM

SpringCM is the recognized market leader in enterprise-class, on-demand content management. Led by enterprise content management (ECM) industry veterans, SpringCM delivers affordable, easy-to-deploy document management and workflow solutions in a completely Web-based environment. SpringCM's award-winning ECM service eliminates software installations, hardware maintenance and prolonged customization cycles associated with on-premises applications. The breadth of functionality combined with personal attention to clients enables SpringCM staff to offer tailored solutions to organizations of all sizes and industries. Leading US and international companies like Avon, Comcast, Health Net, National Australia Bank and Cox Communications trust SpringCM with their mission-critical document management and workflow needs. SpringCM partners include Microsoft, salesforce.com, WebEx, Kodak and Toshiba. For more information, please visit www.springcm.com.

About Waypoint

Waypoint provides an integrated, technology enabled series of business services for Market Assessment & Strategy, Portfolio & Pipeline Optimization and Capture & Proposal Leadership that drive revenue growth for clients selling into the Federal government, State & Local government, and commercial markets where new business is won through a structured, competitive procurement process. For more information, visit www.waypoint34.com.

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