

# Proposal Packs



## PROPOSAL PACK

▶ [Click here to purchase](#) a Proposal Pack for **only \$67**.



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Following is a sample of just one of **hundreds of templates** included in every Proposal Pack. There are also over 150 graphic skins available for each of these templates. The following sample is from [Proposal Pack Classic #10](#)

 CLASSIC #10

# Proposal Development Checklist

<< Use the Proposal Development Checklist as a starting point for creating your own checklist suited to your business and workflow. Alter the tables and items as you see fit. The purpose of this checklist is to help you create a highly personalized client-centered proposal that stands a much higher chance of success than a generic product or service cookie-cutter-style proposal. >>

- ◆ Meet with the client and collect the RFP and any other required forms.
- ◆ If you are responding to an RFP, analyze for all requirements, using the following table to keep track of basic RFP requirements (formatting, length, etc.). There are also RFP Cross Reference and Compliance Matrix templates for use in your proposal to show adherence to the key RFP requirements of the project.
- ◆ Make proposal development assignments to your staff. In the table that follows this checklist, note who is responsible for each task in the proposal development.
- ◆ Research the client, industry, and competing bidders.
- ◆ Determine the client's needs, wishes, budget, and time requirements.
- ◆ Gather client information.
- ◆ Gather project information and requirements.
- ◆ Gather your company, product, service, and management team information.
- ◆ Make a preliminary selection of Proposal Pack templates to be used in the proposal. The templates include boilerplate text and instructions you can use to

THE REST OF THE 4 PAGES OF CONTENT HAVE BEEN REMOVED  
FROM THIS SAMPLE. THE ENTIRE CONTENTS OF THE  
DOCUMENT ARE INCLUDED IN EVERY RETAIL PROPOSAL PACK.

No matter how small or large your proposal must be, Proposal Packs include all you need to assemble your proposal in one affordable and convenient package.

This sample PDF file shows you three templates (Title Page, Executive Summary and Cost Summary) out of the entire collection of **over 400 templates included in each Proposal Pack**.

90 complete sample proposals (over 1000 pages of material) are also included with each Proposal Pack to illustrate how to assemble and write your own custom proposal.

See our web site for the complete collection of Proposal Pack styles:

<http://www.proposalkit.com/html/packs.htm>

Using one Proposal Pack style and assembling your selected templates you can create many types of business proposals covering technical and non-technical proposals and product/service proposals for any type of industry.

Editable templates, samples and instructions are included in each Proposal Pack for creating:

- General business proposals
- Technical proposals
- Government grant proposals
- Non-technical proposals
- Product sales proposals
- Services proposals
- Grant funding proposals
- Business plan funding proposals
- Book publishing proposals
- Letter proposals
- Sales letters
- Short form agreements and quotes
- Resumes
- Buying/selling a business proposal
- Business documents
- Complex reports



The retail version of each Proposal Pack style includes the editable versions of these templates. Each style is sold separately and each style includes the complete collection of **over 400 templates** (i.e. Title Page, Executive Summary, Cost Summary, Benefits, Features, Resume, etc.).

Using these templates you can create proposals ranging from one page to hundreds of pages in length depending on your needs (the average proposal uses 5 to 30 of these templates). Guidelines, examples and complete sample proposals are provided for various types and sizes of proposals.

These templates are included in each Proposal Pack style:

**Introduction Templates:**

Inquiry Letter, Proposal Cover Letter, Business Plan Cover Letter, Grant Cover Sheet, Profile, Title Page, Table of Contents, Non-Disclosure (long form and short form)

**Client-centered Templates:**

**(Summary Section)**

Introduction, Forward, Executive Summary, Client Summary, Abstract, Cost Summary, Product Cost Summary, Services Cost Summary, Project Cost Summary, Quote, Estimate, SWOT Analysis, Process Summary

**(Needs Assessment Section)**

Needs Assessment, Strengths, Weaknesses, Opportunities, Threats, Challenges, Competitive Analysis, Location Analysis, Industry Trends, Present Situation, Client Background, Client Operations, Market and Audience, Clients Served

**Project-centered Templates:**

**(Goals and Objectives Section)**

Goals and Objectives, Short Term Objectives, Long Term Objectives, Targets, Statement of Work, Scope, Expected Results, Benefits, Features, Advantages, Samples, Project Deliverables, Delivery Date, Milestones, Operational Impact, Significance

**(Methodology Section)**

Outline, Project Background, Project Initiation, Project Methods, Procedures, Options, Applications, Activities, Initiatives, Concepts, Design, Layout, Planning, Sales Cycle, Sales Plan, Transportation, Territory, Imports, Exports, International, Offshoring, Outsourcing, Procurement, Franchising, Joint Venture, Merchandising, Disaster Recovery Plan, Approach, Technology, Technical Approach, Innovativeness, Project Plan, System Plan, Architecture, Manufacturing, Resource Allocation, Scheduling, Production Schedule, Productivity, Implementation Plan, Integration Plan, Project Management, Project Oversight, Reporting, Meetings, Data Management, Content Management, Marketing Plan, Brand Development, Promotion, Site Planning, Relocation, Environmental, Conservation, Stewardship, Public Relations, Media, Community, Entities Affected, Collaboration, Cooperation, Coordination, Communications Plan, Responsibilities, Documentation, Testing Plan, System Integration,

Installation Schedule, Time Line, Schedule of Events, Presenters, Expansion Plan, Reorganization, Restructuring, Change Management, Transition Plan, Conversion Plan, Training Plan, Maintenance, Maintenance Plan, Maintenance Schedule, Upgrades, Updates, Security, Security Plan, Safety Plan, Authority, Regulations, Certificates, Compliance Plan, Permits and Licenses, Licensing, Assumptions, Storyboard, Legal Considerations, Legal Documents, Investment, Risk Analysis, Contingencies, Contingency Planning, Projections, Project Constraints, Limitations, Restrictions, Complications, Exemptions, Conflict Management, Customer Support

### **(Evaluation Section)**

Evaluation, Specifications, System Requirements, Performance Requirements, Specification Requirements, Requirements, Site Specific Requirements, PO Note Requirements, Lead Time Requirements, Internal Requirements, External Requirements, Documentation Requirements, Interface Requirements, Test Requirements, Acceptance Criteria, Measures of Success, Dissemination, Monitoring

### **(Budget Section)**

Funding Request, Future Funding, Budget Information, Budget, Project Budget, Monthly Budget, Annual Budget, Price List, Wholesale Price List, Retail Price List, Cost Effectiveness, Total Cost of Ownership, Cost/Benefit Analysis, Return on Investment, Supplied Material, Resources, Materials, Tools, Equipment, Hardware and Software, Work Order (Without Deposit), Work Order (With Deposit), Hourly Services Contract, Invoice, Purchase Order, Payment Schedule, Contract and Terms, Terms and Conditions, Memorandum of Understanding, Financing

### **(Project Summary Section)**

Recommendations, Project Process Summary, Project Summary, Summary, Conclusions

### **Your Company-centered Templates:**

### **(Qualifications Section)**

Mission Statement, Leadership, Vision, Principles, Best Practices, Credentials, Capabilities, Capacity, Qualifications, Quality Control, Case Study, Company History, About Us, Company Information, Services Provided, Consulting, Products, Products and Services, Product Visuals, Additional Services, Additional Products, Inventory Management, Logistics, Supply Chain, Listings, Comparison Chart, Future Developments, Future Potential, Research and Development, Testimonials, References, Awards and Achievements, Portfolio, Accreditations, Certifications, Geographic Information, Facilities, Company Operations, Business Development, Process Management, Administration, Programs and Activities, Scholarships, Strategic Position, Competitiveness, Acquisitions, Financial Statement, Financial Information, Balance Sheet, Current Year Balance Sheet, Income Projection, Breakeven Analysis, Profit and Loss Statement, Current Year P&L Statement, Cash Flow Analysis, Cash Flow Analysis (3 Year), Startup Capital, Sources of Funds, Uses of Funds, Sustainability, Repayment Plan, Collateral and Guarantees, Disclosures, Exit

Strategy, Distribution, Our Clients, Constituency, Assets, Intellectual Property, Patents, Capital Assets, Partnerships, Sponsors, Investors, Strategic Alliances, Advisors, Advisory Board, Board of Trustees, Personnel, Key Positions, Human Resources, Customer Service, Subcontracts, Contractors, Legal Eligibility, Authorization, Tax Status, Legal Structure, Ownership, Litigation, Insurance, Officers and Board, Board of Directors, Executive Bio, Resume, Authors Bio, Policies, Policy Statement, By-laws, Organizational Structure

**Appendix Templates:**

Compliance Matrix, RFP Cross Reference, Revisions, Standards Compliance, Protocols, Flow Chart, Schematics, Definitions, Frequently Asked Questions, List of Acronyms, List of Illustrations, Table of Figures, Table of Authorities, Benchmark Results, Reference Material, Bibliography, Works Cited, Related Documents, Financial Statements, Credit History, Outstanding Debts, Disclaimers, Warranty, Provisions Compliance, Board Resolution, Contact Letter, Letter of Transmittal, Support Letter, Commitment Letter, Commitment Letters, Collaboration Letters, List of Supporters, Letters of Reference, Acknowledgments, Agreements and Contracts, Report, Studies, Surveys, Statistics, Correlations, Discoveries, Lessons Learned, Feasibility Study, Interviews, Bonding Documents, Committees, Prospectus, Federal Forms, Memberships, Tab, Worksheet, Supplied Form, General Information, Notes, Miscellaneous, Appendix A, Appendix B, Appendix C, Appendix D, Appendix E, Appendix F, Appendix G, Appendix H, Appendix I, Appendix J, Index

**Presentation Templates:**

Envelope, Letterhead, Fax Cover Letter

**Additional Templates:**

10 Blank all-purpose templates, Follow-up Letter, Follow-up Status Request Letter, Counter Proposal Letter

**Checklists:**

ROI Calculator Spreadsheet, Bid / No-Bid Checklist, Grant Proposal Development Checklist, Proposal Development Checklist, Post-Proposal Analysis Checklist, Proposal Status Tracking Spreadsheet, Task Assignment Progress Report

## Proposal Samples (over 1000 pages of sample material):

Samples illustrate how any business in any industry can use a Proposal Pack to create their business proposals.



- Large Website and CD-ROM Sample Proposal
- CD-ROM Production Sample Proposal
- Small Business Website Sample Proposal
- Micro Business Website Sample Letter Proposal
- PowerPoint Presentation Sample Proposal
- Accounting and Payroll Services Proposal
- CD-ROM Marketing Materials Creation Proposal
- PBX Phone System Service and Sales Proposal
- Caterer Proposal
- Corporate Identity Proposal
- Human Resources Consulting Services Sample Proposal
- Technology Consulting Services Sample Proposal
- Janitorial Services Sample Proposal
- Product Sale Sample Proposal
- Personal Resume Sample Proposal
- Book Publishing Proposal
- Technology Business Plan Proposal
- Educational Grant Proposal
- Retail Location Business Plan Proposal
- Educational Grant Proposal #2
- Multilingual Web Site & DVD Proposal
- Company Rebranding Proposal
- Non-profit Support Proposal
- Software Automation Proposal
- Research Assistant Proposal
- Web Site Creation and Software Integration Project
- Commercial Office Real Estate Lease Proposal
- Property Management Services Proposal
- Real Estate Land Development Proposal
- Real Estate Property Sales Services Proposal
- Commercial Real Estate Broker Proposal
- Real Estate Investment Funding Proposal
- Lawn Care and Landscaping Services Proposal
- Event Party Planner Services Proposal
- Corporate Event Planner Services Proposal
- Security Services Proposal
- Photography Services Proposal
- Contractor Home Remodel Services Proposal
- Commercial Contracting Office Remodel Proposal
- Custom Home Building Proposal
- DOE Federal Government Grant Proposal
- DOE Federal Government Grant Proposal #2
- DOH Federal Government Grant Proposal
- DOJ Federal Government Grant Proposal

-  DOJ Federal Government Grant Proposal #2
-  EPA Federal Government Grant Proposal
-  EPA Federal Government Grant Proposal #2
-  HHS Federal Government Grant Proposal
-  HHS Federal Government Grant Proposal #2
-  USDA Federal Government Grant Proposal
-  Healthcare Grant Sample Proposal
-  Environmental Program Sample Proposal
-  Daycare Center Sample Proposal
-  Process Improvement Sample Proposal
-  Sponsorship Sample Proposal
-  Senior Home Care Sample Proposal
-  Energy Efficiency Sample Proposal
-  Environmental Cleanup Sample Proposal
-  Job Share Position Sample Proposal
-  Temp Agency Services Sample Proposal
-  Training Services Sample Proposal
-  Marketing Campaign Services Sample Proposal
-  Software and Hardware System Sample Proposal
-  Employee Security Card Sample Proposal
-  Real Estate Occupancy Sample Proposal
-  Network Cabling Sample Proposal
-  Food Services Catering Sample Proposal
-  Web Hosting Business Plan Sample
-  Painting Contractor Sample Proposal
-  Business Continuity Services Sample Proposal
-  Private Eye Investigation Services Sample Proposal
-  Plumber Services Sample Proposal
-  Heating and Air Conditioning Sample Proposal
-  Roofing Contractor Sample Proposal
-  Wedding Planner Services Sample Proposal

Tens of thousands of businesses and freelancers in over 100 countries use Proposal Packs to create their proposals.

There are over 150 Proposal Pack graphic styles to choose from. The differences between each style are in the colors, fonts and accent graphics. You can see each style has the same text, templates and layout, just different graphics for the visual look. Other differences may be found in page border colors, bullet point styles and text accent colors. Select a Proposal Pack graphic theme that best suits your style.

Contact us if you have any questions:

<http://www.proposalkit.com/htm/contact.htm>