

PitchPerfect®

Case study

“I like the continual development that is being undertaken at Enable. They don’t see PitchPerfect as a static product, it’s very much a product that they are looking to improve all the time.”

Sarah-Jane Davies,
Programme Manager / Change Lead



The process of developing tenders at Gilbert + Tobin has traditionally been resource and time intensive. They were happy with the appearance and the well-thought-out tenders they were producing, but a significant number of documents were going through the design team and multiple stakeholders for approval. Thus, Gilbert + Tobin wanted to address some of the key pain points and streamline the process of producing pitch documents whilst ensuring branding, messaging and tone of voice remained consistent. “We could see a clear application for PitchPerfect in the tender development process.” says Sarah-Jane Davies, Programme Manager/Change Lead at Gilbert + Tobin.

Time saving

Since its introduction, PitchPerfect has delivered considerable value. By choosing a cloud-based version, Gilbert + Tobin have immediate access to content with the ability to change or update it. “We like that you have the template content within SharePoint, but once it’s in a Word document, you can amend it for a particular client. We are now using up-to-date information at the touch of our fingertips.” says Davies.

PitchPerfect being Word-based is a benefit for Gilbert + Tobin as it requires only minimal additional training and reduces the need for designers using InDesign.

Exceeds expectations

“It should allow us to complete 60-70% of tender documents by dropping in standard approved text and then having a quick review to tailor the text to specific client requirements.” says Davies.

In particular, Davies has been impressed with the continual development being undertaken at Enable. PitchPerfect is not a static product, it’s a product that will be improved all the time. “We’re really confident in Enable’s technical abilities and account management. If we do come across a hurdle, we know that it will be looked at and resolved very quickly, which is also very important.” says Davies.

The benefits



Delivering considerable value



Immediate access to change or update content



Minimal additional training



Delivers huge time savings



Less reliance on the design team

To appreciate the flexibility of PitchPerfect, Enable would recommend a quick introductory demonstration. Please email info@enableplc.com to arrange.

Perfect

As well as our suite of applications, Enable offer services in Microsoft Office template creation, consultancy, project management, implementation, and software development

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