

Raytheon, Space and Airborne Systems Proposal Library: **A Quick Look at a Useful Proposal Development Tool**

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A Brief History of Proposal Libraries at Raytheon

- Earliest libraries were collections of proposal volumes in proposal center file cabinets

1960s

- The advent of word processors and computers brought the ability to search listings of titles electronically

**1970s
And
1980s**

- Use limited to proposal librarian on whose computer the listings were maintained
- Surprisingly useful despite manual updating and maintenance

- Growth of Internet and Corporate Intranet brought desire to broaden and ease access

**Mid/
Late
1990s**

- Security issues a significant barrier to improvement
- Still requires regular updating and maintenance



Intranet-Based Proposal Library

- The Proposal Library Web Site contains recent competitive proposals and past performance data on existing contracts
- Web Interface makes data accessible to users from virtually any computer platform on Raytheon network
- User name and password security protects contents from unauthorized access

Web Interface



- *Accessible from any desktop computer via a Web Browser*
- *No costly acquisition and distribution of specialized clients to access or provide the data*
- *Requires no additional user licenses*
- *Easy to use*



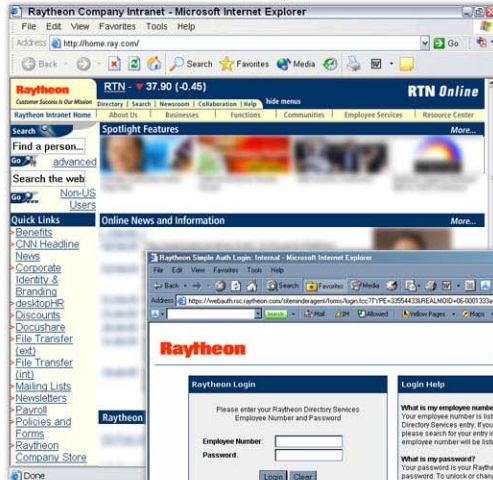
Proposal Library Contents

- Proposals
 - Mostly Technical, Management, Past Performance Volumes of Competitive Proposals
 - Includes .doc and .pdf versions of proposals from 1996 to 2004
- Past Performance Data
 - Captured from past proposals
- Search engine provides Keyword search capability
 - Problems with information overload in output of keyword searches
- Link to Management Volume Reuse Modules Site
 - Provides good quality writeups on frequently required subjects

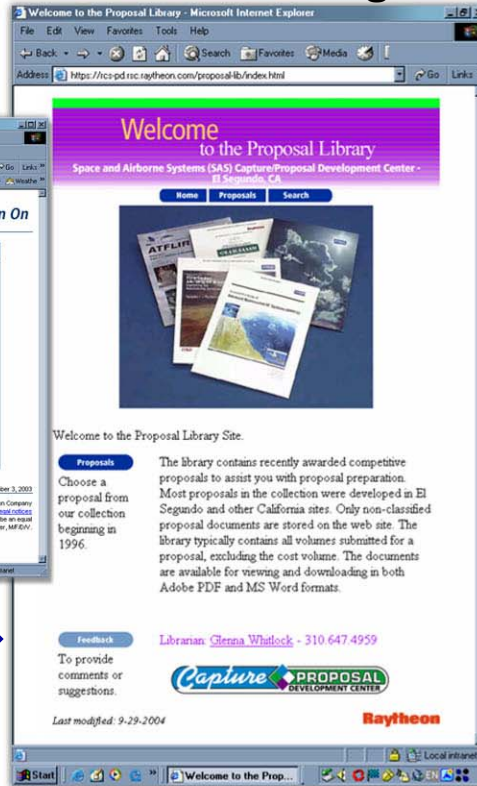


Accessing the Library

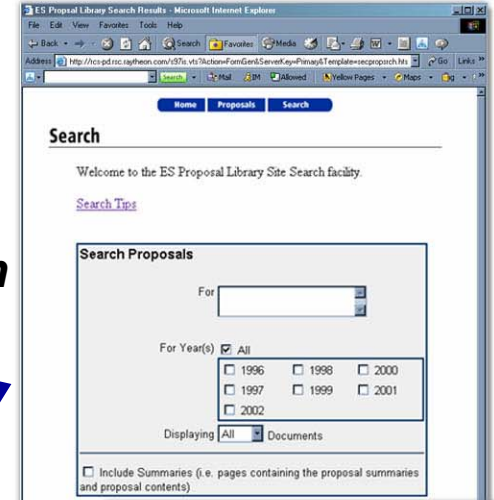
Raytheon Intranet



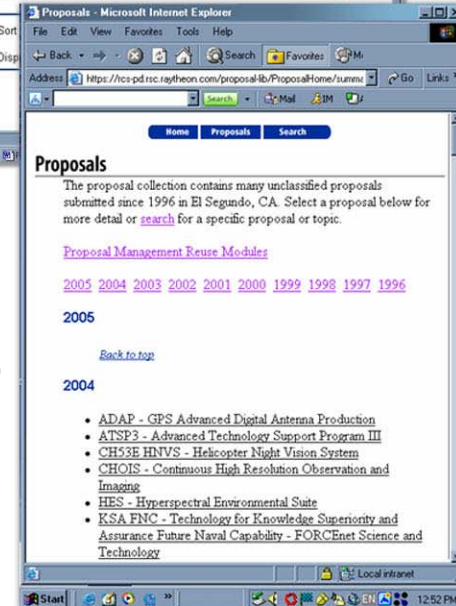
Welcome Page



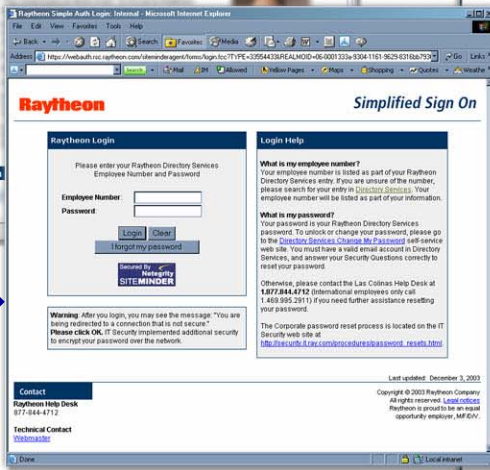
Search Page



Browse Page

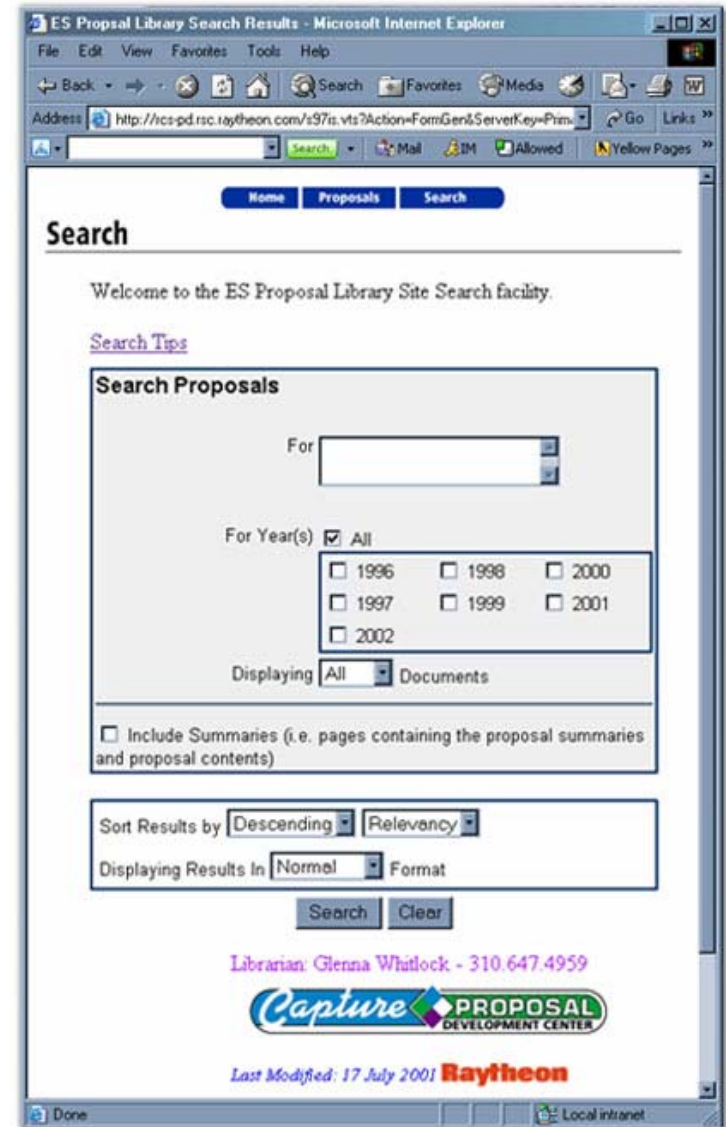


Security Page



Proposal Library Search Interface

- The Proposal Library provides key word search capability using Verity search engine
- Accepts multiple key words on a single search
- May search by year, multiple years or entire database
- Search output may be presented by relevancy, by year, by author, by title, etc.
- Search output may contain all hits, .doc hits, or .pdf hits
- May also browse through proposals in library individually



Proposal Library Security

- Library contains no classified information
- Contracts must be awarded before proposal materials are loaded into the library
- Access to files and database records in the Proposal Library is available to authorized users within the Raytheon Intranet via Web Browser
 - Limited to Raytheon employees with appropriate ITAR status
- Security based on Corporate UserID/Password system
 - User signs on with their Employee ID and password
 - ITAR status is verified by Corporate System prior to allowing access to Proposal Library
 - Password expiration and renewal is in accordance with Corporate Security practices



New Additions and Possible Future Directions

- Recent new additions include
 - Management area proposal reuse modules
- Additional new content that may be added
 - RFPs, lessons learned, resumes, basis of estimate materials, new process modules, etc.
 - Proposal reuse content areas could be controlled by experts
- Internet technologies are changing and improving rapidly
 - New search capability may reduce information overload by improving search results
- Longer term automation goal: improved collaboration
 - Incorporate library in virtual proposal center
 - Increase sharing with other Raytheon business units
 - Team development sites with access limited to team members



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