

SALES PROPOSAL / HARUKA WORKS

More time for the proposal.

Less effort on the document.

Improve the sales-document workflow · A four-week pilot

Keep the quality. Reduce repeated work.

An illustrative proposal for the fictional company Haruka Works.

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AI-generated concept illustration

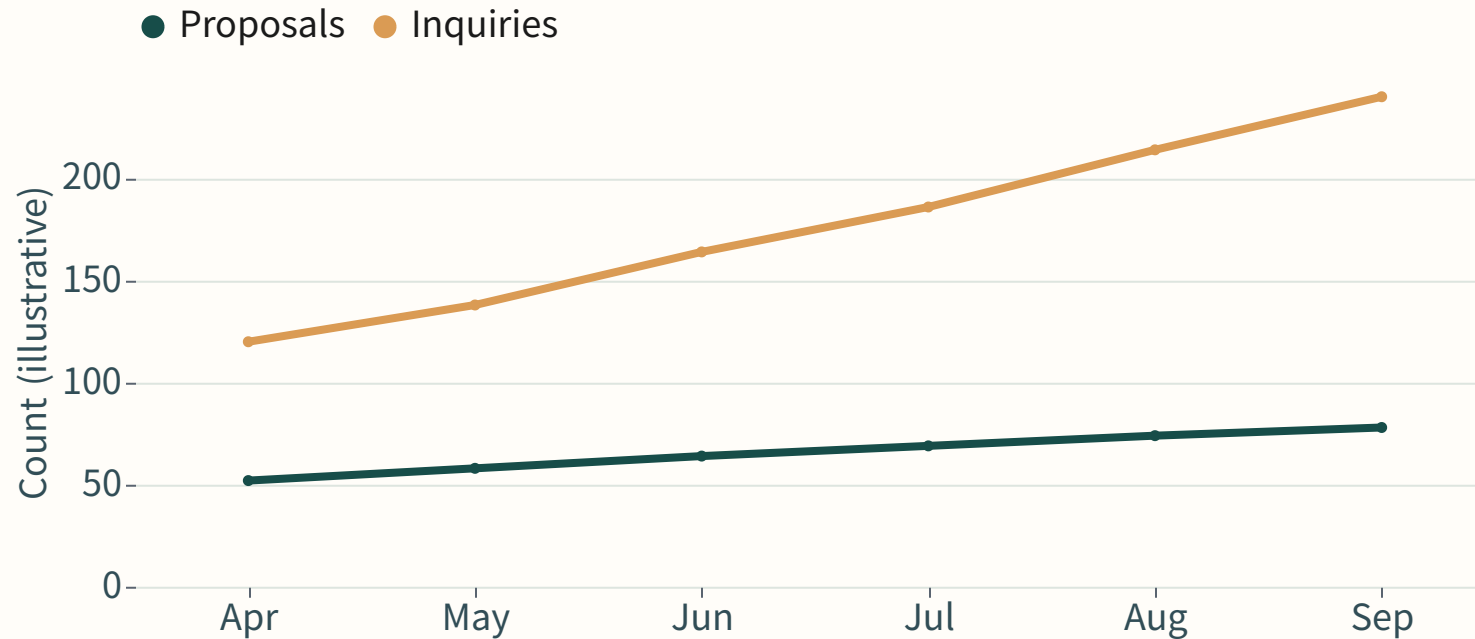
01 / More inquiries. No more breathing room.

Research, drafting, review and layout are split across people. The same checks are repeated before a proposal reaches the customer.

- Source data and documents are updated separately
- Changes are reviewed by comparing finished files
- Formatting takes time away from the proposal itself

Where could we first reduce repeated work?

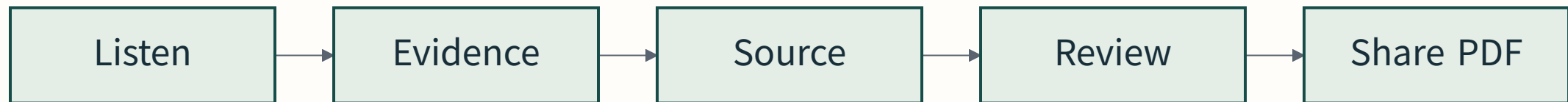
02 / Proposal production trails inquiry growth



In this fictional dataset, inquiries rise from 120 to 240; proposals from 52 to 78. These are assumptions for discussion, not real results.

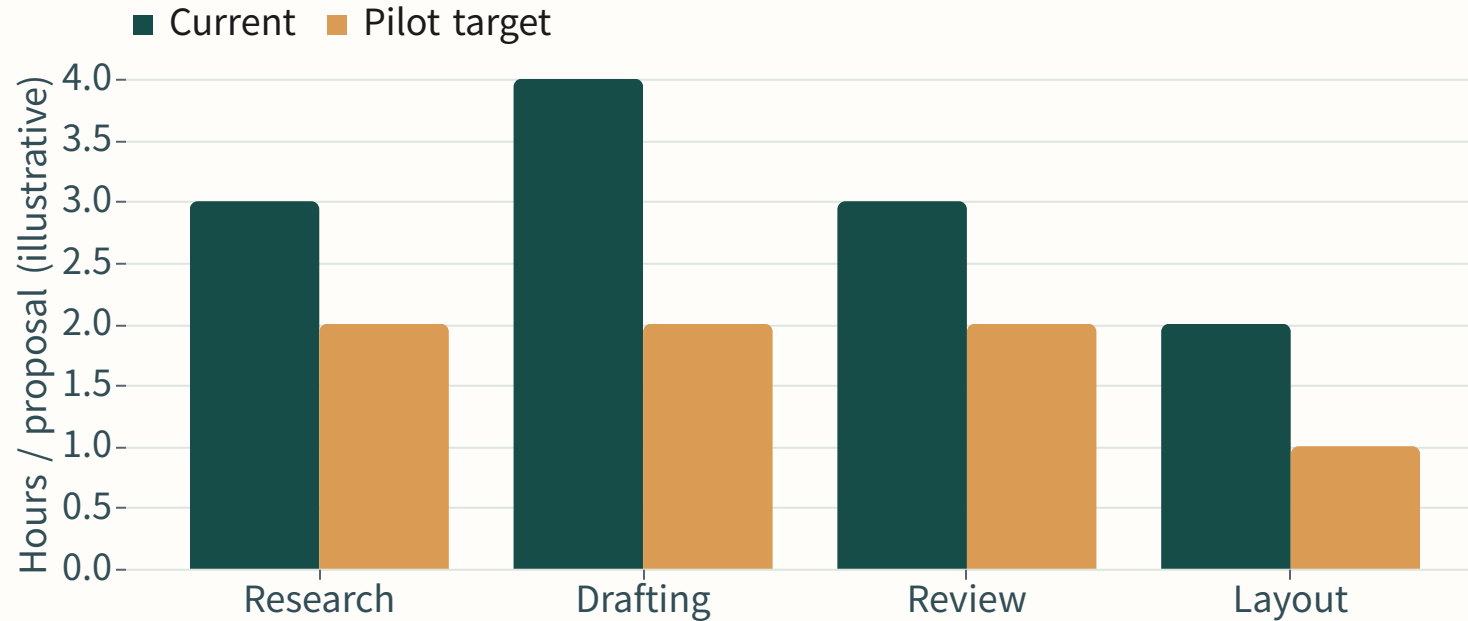
03 / Connect evidence, review and output

Keep content, data and design in local files. Review them together before exporting the proposal.



AI can support a draft. People check the facts and make decisions.

04 / From 12 hours to 7. A hypothesis first.



Current: 12 hours. Pilot target: 7 hours per proposal. The five-hour difference is an assumption to test over four weeks, without skipping review.

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05 / Make time for drafting and review



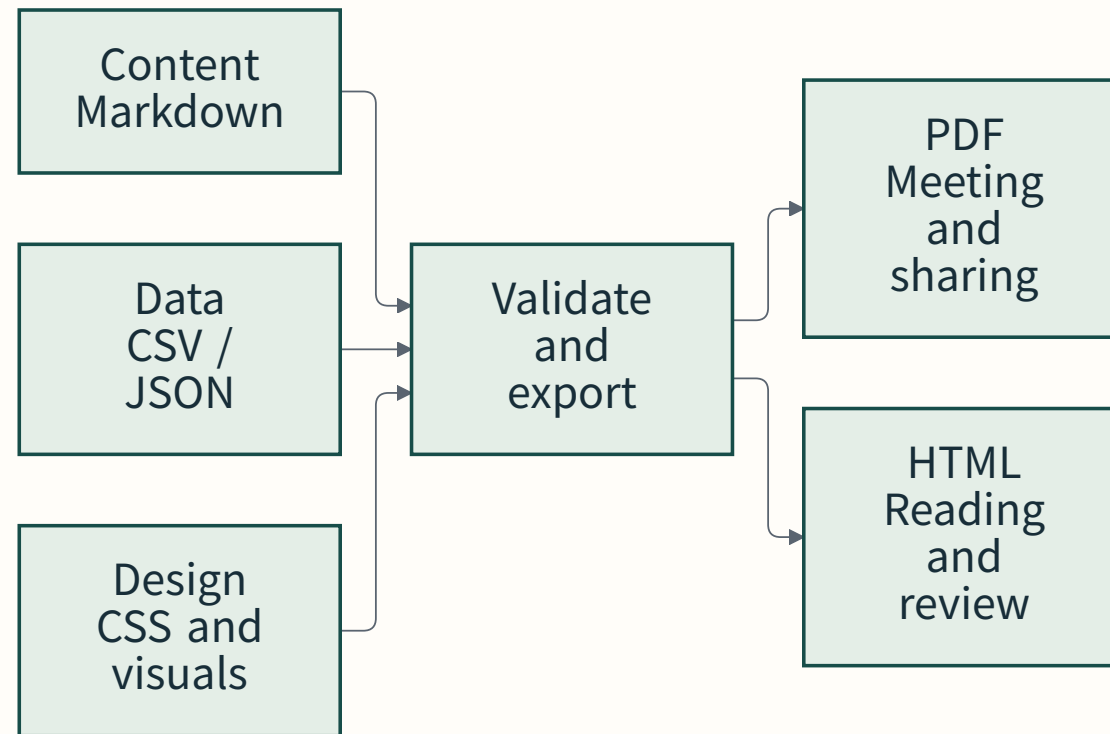
Drafting: 4 hours. Research: 3. Review: 3. Layout: 2. Start by reusing drafts and reviewing changes in the source.

06 / Change the way the work gets done

Area	Illustrative current state	Pilot approach
Evidence	Copy into each document	Keep CSV / JSON nearby
Content	Review the finished file	Read Markdown changes
Design	Format every time	Reuse CSS
Quality	Manual visual check	Human review + validation

Evaluate workflow fit and the learning effort as well as time saved.

07 / From local files to a clear proposal



WworPoint includes no AI model. Vega-Lite and Mermaid generate the visuals; validation and export happen locally.

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08 / Four weeks. One focused pilot.

Illustrative pilot plan

Week	Milestone	Owner	Check
1	Baseline agreed	Sales ops	Measurement method
2	Test one proposal	Sales rep	Content and evidence
3	Fix review steps	Sales lead	Changes and reproducibility
4	Review and decide	Pilot team	Quality maintained

Start with one proposal theme. Review the results before expanding.

NEXT STEP / A SMALL, REVIEWABLE START

Start with one proposal.

Improve the process together.

Proposed decision: begin a small four-week pilot.

- Measure time, revision count and content quality consistently
- Separate expected outcomes from observed facts
- Decide in week four: continue, improve or stop

A fictional proposal. No time-saving or ROI guarantee.

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