






Unity RFP

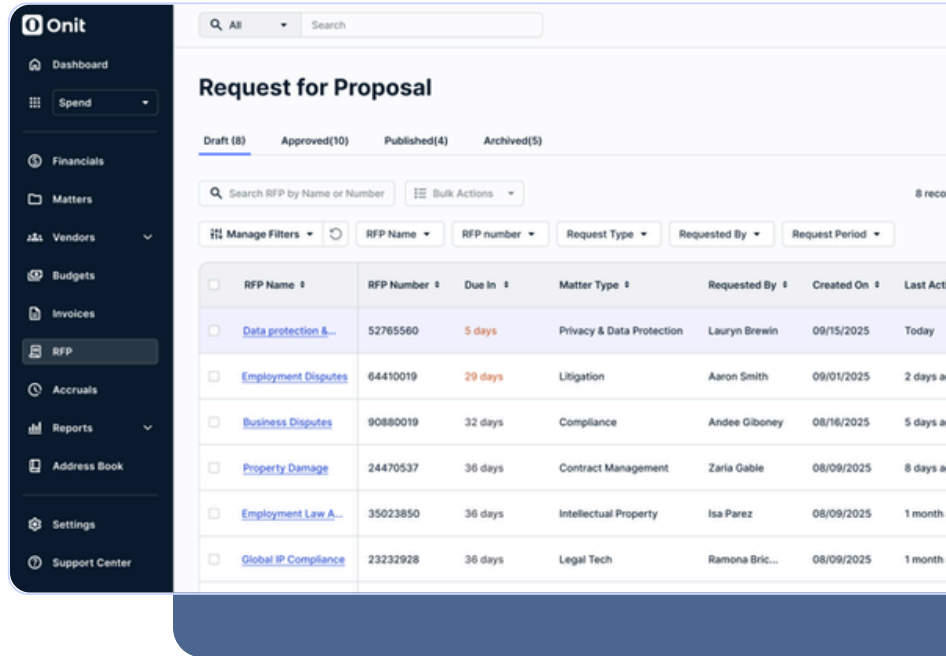
Built for Legal. Structured. Competitive. Defensible.

Unity RFP is Onit's in-platform outside counsel sourcing solution that replaces email and spreadsheet-based RFP workflows with a structured, repeatable process. Legal teams can standardize questionnaires, collect and compare firm responses in a consistent format, and introduce competitive bidding through reverse auctions, all within the same platform where matters are managed and invoices are processed.

By centralizing vendor communication, evaluation, and selection in one legal system of record, it creates a complete record of how firms are chosen, how pricing is determined, and how decisions connect to actual spend. This enables legal teams to move from informal, inconsistent sourcing to a more disciplined and transparent approach to outside counsel management.

Why Unity RFP?

-  Standardizes law firm selection with structured RFPs and consistent evaluation criteria
-  Enables side-by-side comparison of pricing, scope, and qualifications across firms
-  Introduces competitive bidding through reverse auctions to create pricing pressure
-  Replaces manual email and spreadsheet workflows with a centralized sourcing process
-  Captures all responses, evaluations, and decisions in a single auditable record
-  Connects sourcing decisions directly to matters, vendors, and billing data within Unity



How Legal Teams Use Unity RFP

- 1 Optimize Firm Selection**
Create reusable RFP templates with structured questionnaires and pricing formats, ensuring consistent intake and evaluation across all firms.
- 2 Run Competitive Bidding Processes**
Use reverse auctions and structured bidding to allow firms to submit and revise pricing based on anonymized rankings, introducing competitive pressure into rate setting.
- 3 Compare Proposals Side by Side**
Evaluate firm responses across pricing, experience, and approach in a single view, eliminating manual comparison and improving decision quality.
- 4 Capture a Defensible Audit Trail**
Track all vendor communication, conflict disclosures, scoring, and final decisions in one system, creating a complete record for audit and reporting.
- 5 Scale a Repeatable Sourcing Process**
Reuse templates and workflows across matters to reduce administrative effort and ensure consistency without rebuilding RFPs each time.
- 6 Connect Selection to Spend**
Link awarded proposals to vendors, matters, and billing workflows, ensuring pricing and selection data remain connected to actual spend outcomes.

