

# Power Platform simplifies the contract and proposal process

Managing contract opportunities like request for proposals (RFPs), request for quotes (RFQs), and bid solicitations can be complex and resource-intensive especially when key communications arrive via email with no consistent workflow in place. For many organizations, these high-stakes opportunities get lost in crowded inboxes or are managed through disconnected spreadsheets, leading to delays, missed deadlines, and disjointed collaboration.

Diana Kakoma saw an opportunity to simplify this process using [Microsoft Power Platform](#). She created the Contract Opportunity Management System, a solution that transforms scattered contract communications into a centralized, intelligent system. It enables faster decision-making, reduces manual effort, and provides teams with better visibility and control all without requiring custom backend infrastructure.

## Challenge

### Make contract management faster and more organized

Reviewing incoming contract opportunities is a high-friction process for many organizations. Important RFPs and RFQs often arrive via email, buried among other messages and lacking any clear process for triage or follow-up. Without a centralized intake system, critical bids can be overlooked, delayed, or approved without proper oversight.

Kakoma created a solution that would automate the initial review of incoming opportunities, streamline internal approvals, and allow teams to manage opportunity data in a more consistent, collaborative way.

**The goal was to reduce friction and bring structure to the proposal process.**

## Solution

### Turning unstructured emails into actionable insights

A scalable, end-to-end workflow that turns inbound contract emails into structured, reviewable opportunities was built using Power Platform.

The app was designed with security in mind to ensure supervisors had elevated access with edit privileges. Built-in error handling in Power Automate notifies the admin of failed flows, enhancing automation reliability.

[Watch the video >](#)

Core components include:



#### Power Automate

An incoming opportunity email to a designated mailbox triggers a Power Automate flow that routes a summary to a trusted decision maker for review and approval.



#### AI Builder

Extracts relevant data from emails such as submission deadlines, contract values, or customer information.



#### Dataverse + Power Apps

Dataverse as the data source with data natively surfaced through a custom app developed with Power Apps. Once approved, Dataverse is updated with the contract opportunity.



#### Copilot Studio

Embedded agent in Power Apps allows users to filter, view, and explore contract opportunities and supports natural language queries.

## Result

### A reliable, scalable way to manage contract pipelines

A fully functional Contract Opportunity solution was created in significantly less time than traditional development would require by utilizing Power Platform.

Key outcomes:

- Reduced manual workload through AI-driven data extraction and automated workflows
- Improved visibility into opportunity status, helping teams prioritize more effectively
- Centralized collaboration across teams using a shared Power Apps interface
- Secure, role-based access with configurable Dataverse security roles.
- Scalable architecture designed to grow with the business, supporting additional data sources and API integrations as needed

The Contract Opportunity solution is a connected, intelligent system that replaces email silos and spreadsheet sprawl with a clear, auditable workflow.

### Learning resources

Explore these resources for more examples and practical guidance.

- [Contract Opportunity solution GitHub repository](#)
- [Powerful Devs Hack Together series](#)
- [Power Platform Samples](#)
- [AI in Action series](#)