

# SPOTLIGHT ON TECH

FIRST TECH  
**BEYOND™**

Monthly showcase celebrating the contributions of innovative tech companies and tech-related nonprofits.

**First Tech®**  
federal credit union



## AI AGENTS THAT KNOW AND GROW YOUR BUSINESS

Responsive is the global leader in Strategic Response Management AI software, transforming how organizations share and exchange critical information. Responsive's AI-powered automation solutions help businesses accelerate the proposal writing process—boosting productivity up to 50% and increasing win rates by 20%—with one streamlined platform. Over 2,000 customers have standardized on Responsive to respond to RFPs, RFIs, DDQs, ESGs, security questionnaires, ad hoc information requests and more.

At Responsive, we believe the future belongs to those who can adapt fast and think forward, and that starts with STEM education. As AI reshapes how we work and respond, it's critical we equip the next generation with the skills and curiosity to lead with intelligence, speed, and impact.

**Ganesh Shankar, CEO, Responsive**



**LEARN MORE ABOUT RESPONSIVE**

**FOUNDED:** 2015

**HEADQUARTERS:** Beaverton, Oregon

**MISSION:** Power teams with insights, accuracy, and speed across bids, questionnaires, trust centers, and on-demand knowledge.

### AREAS OF EXPERTISE

Empower sales and proposal teams to respond to bids and assessments with confidence using Responsive AI agents and a trusted knowledge base.

Unlock organizational knowledge to answer prospect and customer questions with speed and accuracy.

Simplify collaboration and governance with intelligent workflows.

Proactively share validated security data to accelerate reviews and build IT/Infosec trust.

### INDUSTRIES

Technology

Financial services

Healthcare & life sciences

Business services

Marketing & advertising

Education

Logistics & supply chain

### TRUSTED BY

2,000 customers — including over 25 of the Fortune 100

Microsoft

Google

JPMorgan Chase

Johnson & Johnson

Accenture

### The credit union for the people of tech

Discover the many advantages of belonging to a financial institution that understands the world of innovation and how to help the people within it thrive. [firsttechfed.com](https://firsttechfed.com)

### Enhance your employee benefits

Offer your employees a streamlined path to First Tech membership. Find out how your company can join the First Tech family as an Employer Partner. [firsttechfed.com/discover/employer-partner-benefits](https://firsttechfed.com/discover/employer-partner-benefits)